

June 5, 2014 (Agenda)

Local Agency Formation Commission
105 East Anapamu Street
Santa Barbara CA 93101

Report on 2016 CALAFCO Annual Conference

Dear Members of the Commission

DISCUSSION

The 2016 CALAFCO Annual Conference will be held in Santa Barbara County. The Commission approved hosting the 2016 Annual Conference at the February 6, 2016 meeting. CALAFCO Executive Director Pamela Miller and I discussed the progress of site location last week.

I have attached a proposal dated May 23, 2014 from the Fess Parker Doubletree Hotel. At this point the hotel is proposing a room rate of \$199 per night, which is considerable higher than Annual Conference sites in the past.

I will report on the progress of negotiations with the hotel, and other options for hosting the conference, at the June 6th meeting.

Please contact me if you have any questions.

Sincerely,



PAUL HOOD
Executive Officer

THE Fess Parker

A DOUBLETREE by HILTON RESORT

May 23, 2014

Ms. Pamela Miller
 CALAFCO
 1215 K Street
 Suite 1650
 Sacramento, CA 95814



Dear Pamela,

Thank you for your interest and consideration of The Fess Parker – A DoubleTree by Hilton Resort as a prospective location for your 2016 Annual Conference! I know this program was held here in 2002 and we'd love to have you back. If you are not familiar with our area, we are located only steps away from the beach and only ½ mile away from historic downtown Santa Barbara, Stearns Wharf and the Santa Barbara Zoo, the resort offers a unique getaway experience where mixing business with pleasure comes naturally. Santa Barbara is a sun-drenched ribbon of celebrity estates, terraced vineyards, mountain canyons and golden sands formed by coastal bluffs. Cradled between the Santa Ynez Mountains and the blue Pacific, The Fess Parker – A DoubleTree by Hilton Resort looks south toward the sheltering Channel Islands. A perfect climate and a dramatic landscape draw a wonderfully diverse community to Santa Barbara.

The Fess Parker – A DoubleTree by Hilton Resort is a 24-acre mission-style resort offering 360 newly renovated guestrooms, of which 22 are suites. We provide over 45,000 square feet of flexible indoor and outdoor luxurious meeting space. Professional award-winning catering, event services and complete audio/visual capabilities are available on property. Other resort services include spa, pool, fitness facility, business center, concierge and several restaurants.

GUEST ROOM AVAILABILITY

We currently have the following room block and dates available for your group. I am listing the availability for the dates listed in your RFP, as well as the dates in September in which we can offer the lowest rates. For a block of this size, we would need to use both our Mountain view and Resort view rooms.

	Tue, 9/13/16	Wed, 9/14/16	Thu, 9/15/16
Mountain View	25	100	100
Resort View	0	100	100

*This block is also available for the following dates:

- Sept. 6 – 9, 2016
- Sept. 27 – 30, 2016
- Oct. 18 – 21, 2016

GUEST ROOM GROUP RATES

We are pleased to extend the following special group rates over the dates outlined in this proposal. Room Rates do not include local room tax, currently 12.10%, or the Santa Barbara Tourism Business Improvement District Assessment of \$2.00 per room, per night.

September 6 – 9, 2016 (lowest rates):

Room	Single Rate	Double Rate
Mountain View	\$ 150.00	\$ 150.00
Resort View	\$ 160.00	\$ 160.00

September 13 – 16, 2016 or September 27 – 30, 2016:

Room	Single Rate	Double Rate
Mountain View	\$ 229.00	\$ 229.00
Resort View	\$ 239.00	\$ 239.00

October 18 – 21, 2016:

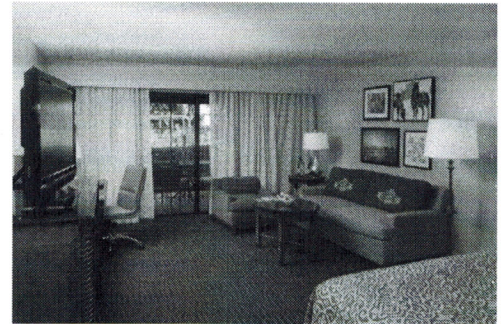
Room	Single Rate	Double Rate
Mountain View	\$ 215.00	\$ 215.00
Resort View	\$ 225.00	\$ 225.00

Please note that we are not holding guestrooms or function space at this time. The rates presented are valid to May 3, 2014 unless an extension is requested.

GUESTROOM DESCRIPTIONS

Our luxurious, over-sized guestrooms, 425 square feet- 525 square feet, offer views of the Santa Ynez Mountains, ocean or lush gardens from your own private furnished terrace or patio.
In-room amenities include:

- Sweet Dreams® by Doubletree plush-top mattresses, feather pillows (non-allergenic foam pillows available upon request)
- Personal coffeemaker with regular and decaf coffee and tea
- Mini-bar
- High-speed internet access, WiFi and spacious desk area with modem outlet, reading lamp, and stationery
- Complimentary turndown service upon request
- Furnished patio or balcony
- Bedside alarm clock and radio, desk and bedside telephones, guest voicemail service, stereo speaker connectivity for MP3 players and CD players
- Double vanities in bath area, hair dryers and full length dressing mirror, full-sized ironing board and iron, Crabtree Evelyn hair and bath products
- In-room On Command Video (pay-per-view movies)
- Freshly baked Doubletree Chocolate Chip Cookie for each guest upon arrival



Studio Suite

625 square feet. 1 King bed with a very large sitting area. Double vanities and a private balcony or patio.

Executive Suite

650 square feet. All rooms are one large room with a king bed and fireplace in the sitting area, cathedral ceilings, double vanities, and a double wide double deep tub.

Parlor Suite

800 square feet. King bed in bedroom and a separate living room area with a queen size sofa bed and a terrace. All feature a wet bar and double deep-double wide tub & ocean view.

Presidential Suite

1,100 square feet. King bed in bedroom and a separate living room area with a queen size sofa bed. All have ocean views and some have terraces off both the living room and bedroom. Large wet bars and 6 person Jacuzzi tubs.

CHECK-IN/CHECK-OUT

- Check-in is at 4:00 PM
- Check-out is at 12:00 PM

GUEST SERVICES & AMENITIES

- Self Parking is \$19.00 per night and Valet Parking is \$26.00 per night
- Complimentary Fitness Center
- 24 Hour Business Center, 24 Hour Room Service, Concierge Desk, Gift Shop
- Full Service *Spa del Mar* and *Salon del Mar* on Site
- Full Service Audio/Visual Company and Technical Support On-Site- PSAV

- 3 Lighted Tennis Courts, 9- Hole Putting Green, Shuffleboard Court, Outdoor, Half-Court Basketball Hoop
- Heated Olympic sized Swimming Pool and Jacuzzi, on-Site Bicycle and In-Line Skate Rentals
- Hertz On-Site Rental Car Desk Agent
- Specific “Pet-Friendly” Guestrooms
- Hilton Honors Rewards Program- Hotel Points and Airline Miles

GRATUITIES

- No Resort Fee!
- \$8.00 Porterage per room, round trip
- \$2.00 Maid Gratuities per room, per day
- \$3.00 Gift Delivery to Guestroom

AIRPORTS & TRANSPORTATION

Santa Barbara Amtrak Station

- Located within 2 miles of the resort
- Fess Parker’s Doubletree Resort provides complimentary shuttle to and from train station

Santa Barbara Municipal Airport (SBA)

- Located 15 miles/ 15 minutes drive-time north of Resort
- Complimentary resort shuttle service provided to and from Santa Barbara Airport, (6AM- 10PM)
- Carriers include Alaska Air, American Airlines, Delta, Horizon Air, United and US Airways
- Daily flights to and from 10 of the largest cities in the US

Los Angeles International Airport (LAX)

- Approximately 90 miles, 1 ½ -2 hours to/ from the Resort
- Daily Santa Barbara Airbus shuttle to and from LAX (\$44 per person, one way)

Burbank Airport

- Approximately 75 miles, 1 ½ hours to/from the Resort



DINING

The Roundhouse

Newly renovated, located in the main lobby. Serves breakfast and lunch daily, in a casual atmosphere.

Rodney’s Grill

Fine dining restaurant. An elegant steakhouse featuring prime aged beef, seafood, specialty cocktails and a wide variety of renowned wines.

Reservations recommended. The private dining room in Rodney’s can be reserved for groups up to 30 people.

The Set

Ocean view indoor/outdoor bar, serving appetizers and cocktails comfortable, relaxed atmosphere. Open daily until 12 midnight.

Terraza del Mar

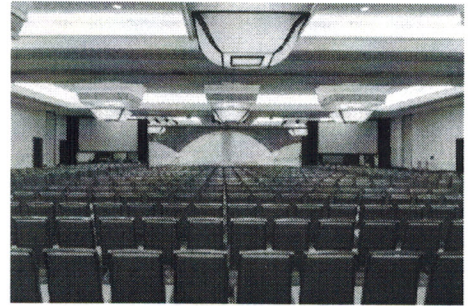
During our busy summer months, this poolside outdoor BBQ serves light fare and beverages to enjoy while relaxing in the sun.



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FUNCTION SPACE

The Fess Parker – A DoubleTree by Hilton Resort offers the largest amount of flexible function space. At our resort you will find over 45,000 sq. ft. of indoor/outdoor function space and a wide variety of venues that will meet your every need. With windows for natural light, high ceilings, advanced technological capabilities and fresh décor, the space will offer an atmosphere for a productive and comfortable meeting where every attendee will feel like our highest priority.



INDOOR SPACE

The Santa Barbara Ballroom

4,000 sq. ft. and may be divided into up to 8 sections of 500 sq. ft. each. This ballroom is perfect for one general session or multiple breakout meetings.

The Grand Ballroom

12,000 sq. ft. and may be divided into three sections of 4,000 sq. ft. This Ballroom is spacious & ideal for exhibits or sessions with detailed audiovisual requirements.

The Santa Barbara & Grand Ballroom are located on the ground floor of our main building. They are adjacent to each other making it easy for your guests to transition from a general session to meals or breakouts. This space also has an abundance of beautifully decorated foyer space perfect for speedy registration, convenient breaks or networking opportunities.



Reagan Room

3,500 sq. ft. with an elegant three-sided fireplace, natural light from an entire wall of ocean view windows, and a private patio.

Fiesta Room

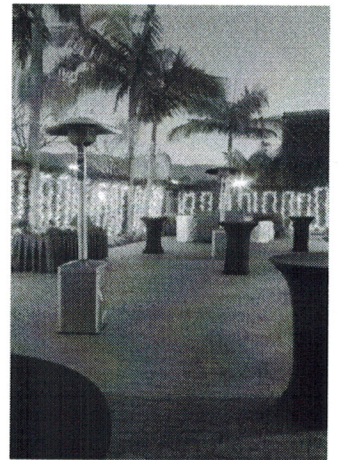
Located on the third floor of our main building away from our larger conference space and yet easily accessible. Approximately 1,100 sq. ft.; offers natural light from an entire wall of windows and a terrace with a view of the beautiful Santa Barbara Coastline.

The Vineyard Boardroom

400 sq. ft. executive boardroom. Offers stylish accommodations including plush executive style chairs, a large conference table, marble bar for any refreshments and terrace for meals or breaks. Located on the ground floor of our main building this room will offer a luxurious setting where your guests will enjoy privacy and a quiet work environment.

Los Olivos Boardroom

A small but elegant private boardroom with a conference table and comfortable chairs, perfect for any type of meeting agenda. This room also offers an area for refreshments.



OUTDOOR SPACE

The Anacapa Patio

600 sq. ft. has lush greenery & a serene water fountain offering a unique spot for lunches, dinner, or cocktail receptions. Located adjacent to the Santa Barbara and Grand Ballroom allowing a speedy transition from meetings to meals.



The Plaza del Sol

20,000 sq. ft. of circular outdoor function space right across from the Pacific Ocean. Offers panoramic views of the majestic Santa Barbara Coast! There is nothing else like it in Santa Barbara. Create an unforgettable experience for your guests by having a lunch, dinner, reception or event in our beautiful Sol.



Rotunda

5,000 sq. ft. that is located above the Plaza del Sol. From the Rotunda, guests can enjoy the amazing views of the beach, and the Santa Barbara Pier. The Rotunda combine for a dynamic venue for both Receptions and Dinners.

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circles Sol. guests views of Santa Plaza and a suitable

We are pleased to propose the following function space for your program. This space is available for all sets of dates listed in this RFP:

Date	Start Time	End Time	Function	Room	Setup	Agr
Tue, 9/13/16	8:00 AM	24 hour hold	Office	Los Olivos Boardroom	Office	4
Wed, 9/14/16	24 hour hold		Office	Los Olivos Boardroom	Office	4
Wed, 9/14/16	8:00 AM	1:00 PM	Pre-Conference Meeting	Sierra Madre North	Classroom	80
Wed, 9/14/16	8:00 AM	1:00 PM	Pre-Conference Meeting	Sierra Madre South	Classroom	80
Wed, 9/14/16	8:00 AM	5:00 PM	Exhibits	Santa Ynez Foyer	Special Setup	10
Wed, 9/14/16	1:00 PM	6:00 PM	General Session	Santa Ynez/San Rafael	Classroom	300
Wed, 9/14/16	1:00 PM	5:00 PM	Breakout	Sierra Madre North	Classroom	80
Wed, 9/14/16	1:00 PM	5:00 PM	Breakout	Sierra Madre South	Classroom	80
Wed, 9/14/16	1:00 PM	5:00 PM	Breakout	San Miguel	Classroom	40
Wed, 9/14/16	1:00 PM	5:00 PM	Breakout	Santa Rosa	Classroom	40
Wed, 9/14/16	1:00 PM	5:00 PM	Breakout	Santa Cruz	Classroom	40
Wed, 9/14/16	5:00 PM	7:00 PM	Welcome Reception	Reagan Room	Reception	250
Wed, 9/14/16	8:00 PM	12:00 AM	Hospitality Suite	TBA	Reception	
Thu, 9/15/16	8:00 AM	5:00 PM	Office	Los Olivos Boardroom	Office	4
Thu, 9/15/16	8:00 AM	6:00 PM	General Session	Santa Ynez/San Rafael	Classroom	300
Thu, 9/15/16	8:00 AM	5:00 PM	Exhibits	Santa Ynez Foyer	Special Setup	10
Thu, 9/15/16	8:00 AM	5:00 PM	Breakout	Sierra Madre North	Classroom	80
Thu, 9/15/16	8:00 AM	5:00 PM	Breakout	Sierra Madre South	Classroom	80
Thu, 9/15/16	8:00 AM	5:00 PM	Breakout	San Miguel	Classroom	40
Thu, 9/15/16	8:00 AM	5:00 PM	Breakout	Santa Rosa	Classroom	40
Thu, 9/15/16	8:00 AM	5:00 PM	Breakout	Santa Cruz	Classroom	40
Thu, 9/15/16	12:00 PM	1:00 PM	Lunch	Plaza del Sol	Round Tables	300
Thu, 9/15/16	6:00 PM	8:00 PM	Dinner	Santa Ynez/San Rafael	Round Tables	300
Thu, 9/15/16	8:00 PM	12:00 AM	Hospitality Suite	TBA	Reception	
Fri, 9/16/16	8:00 AM	5:00 PM	Office	Los Olivos Boardroom	Office	4
Fri, 9/16/16	8:00 AM	12:00 PM	General Session	Santa Ynez/San Rafael	Classroom	300

Notes on meeting space:

- Luncheon on Thursday – I am not sure where to put this if you will have a keynote speaker. With all of the ballroom space being used for your meetings, the only space I have that will fit 300 people is our semi-enclosed, outdoor Plaza del Sol.
- Hospitality suite – how many people will be in this suite? That will determine where it will be.
- Meeting room rental waived with an F&B minimum of \$45,000++

FOOD & BEVERAGE PRICING

Our Banquet Menus are available upon request. For quick reference, the approximate average price ranges per person are listed below based on 2012 menu prices:

<p>Refreshment Breaks</p> <p>Average \$19</p> <p>Breakfast</p> <p>Continental - \$25. - \$29</p> <p>Buffet \$29.00 - \$32.00</p> <p>Plated \$27.00 - \$35.00</p>	<p>Lunch</p> <p>Buffet \$39 - \$45</p> <p>Plated \$40- \$46</p> <p>Dinner</p> <p>Buffet \$65.00 - \$73.00</p> <p>Plated \$55.00 - \$71</p>
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*Prices do not include service charge (21%) or applicable sales tax (8.00%). Prices are subject to change.

RECREATIONAL ACTIVITIES

Santa Barbara offers a wide variety of outdoor adventures, such as:

- Horseback Riding through the Mountains or along the Beach
- Sailing- Chartered Boats are Available for Whale Watching, Fishing Trips, Sightseeing, and Sunset Cocktail or Dinner Cruises
- Kayaking among the Channel Islands, Surf Lessons, Mountain Biking, Rock Climbing, Paragliding and Much More are offered by the Santa Barbara Adventure Company
- World Class Golf

Sandpiper Golf Course – This PGA rated course boasts gorgeous ocean views and was named one of the top 25 public courses in the nation by *Golf Digest*.

-15 Minutes driving time, north of the Resort

www.sandpipergolf.com

Rancho San Marcos – Located in the Santa Ynez Valley, next to Lake Cachuma.

-25-30 Minutes driving time north of the Resort

www.rsm1804.com

Glen Annie Golf Club – Sits on rolling foothills overlooking scenic views of the Santa Barbara coast and mountains.

15 Minutes driving time north of the Resort

www.glenanniegolf.com



SANTA BARBARA SITE SEEING

- Trolley rides through Historic Downtown Santa Barbara and Montecito
- Jeep Tours – takes guests from the valley floor to above 4,000 feet in the beautiful Santa Ynez Mountains in a safe, 6 passenger open jeep. Mountain, Wine Country and Sunset narrated tours are available through Cloud Climbers Jeep Tours
- Santa Barbara Zoo - with elephants, lions, giraffe, gorillas, monkeys, sea lion, exotic birds, and more. Miniature trains ride, children's playground, and botanic gardens
- Stearns Wharf - our dolphin fountain welcome visitors to Stearns Wharf, the oldest working West Coast pier of restaurants and a fantastic view of the coastline
- Yacht Harbor and Breakwater - a paved walkway offers a scenic half-mile walking tour around the harbor. It's also a departure point for shoreline tour boats and sport fishing excursion boats
- State Street - the heart of Santa Barbara is filled with a variety of renowned restaurants and plenty of unique boutiques and shopping hot spots
- Santa Barbara County Courthouse - a magnificent Spanish-Moorish "palace" built in 1929
- El Presidio de Santa Barbara State Historic Park - reconstruction of the 18th century's Spanish fort, which was Santa Barbara's birthplace
- Santa Barbara Historical Museum - view rare mementos from three eras: Spanish, Mexican, and American
- El Paseo-"The Street In Spain" - picturesque shopping arcade reminiscent of Old Spain built in and around the adobe home of the historic, Casa De La Guerra
- Santa Barbara Museum of Art - an outstanding newly remodeled regional museum



- La Arcada - a Spanish-style building and courtyard with locally owned shops, galleries, boutiques, restaurants, and fountains
- Mission Santa Barbara - called "Queen of the Missions" for its grace and beauty. Founded in 1786, 10th of the 21 Franciscan missions in the state
- Museum of Natural History - exhibits feature mammals, birds, fish, reptiles, plant life and geology of the coast and Channel Islands
- Santa Barbara Botanic Garden - 60 acres of native trees, shrubs, wildflower, and cacti in a natural setting

SANTA BARBARA COUNTY WINERIES

The geography, topography and climate of Santa Barbara County make it one of the most versatile grape growing regions in the state. Unlike any other coastal mountain range on the West Coast of Northern America, the Santa Ynez Mountains run east-west. This "transverse range" creates valleys opening to the Pacific Ocean, allowing the inland flow of fog and

ocean breezes to keep the climate temperate. Most wineries are located only a short, scenic 25-30 minutes from the Resort.

Thank you again for your interest and consideration of Fess Parker's Doubletree Resort. I will contact you shortly to follow up on this proposal, in the meantime, if you have any questions; please do not hesitate to contact me directly at 805-884-8509 or by email at denise.dibble@hilton.com.

Warm regards,

Denise Dibble
Senior Sales Manager
The Fess Parker – A DoubleTree by Hilton Resort
633 East Cabrillo Boulevard
Santa Barbara, CA 93103
Tel: 805-884-8509
Fax: 805-962-8198
Denise.dibble@hilton.com

~ 4 Diamond Resort ~

This proposal is for conversational and presentation purposes only and is not intended as a contract.