

As you requested, here is a synopsis and the result of the Wyndham Hotel negotiation.

The emotional issues as well as the Wyndhams original position is well documented in previous emails. You should have my response emails and the opinions of those who choice to voice. The result is a phone meeting with Laurie Helley, Wyndham International Executive Director and five members of the executive board. The head of the board gave Wyndhams position regarding our failure to honor the contract. For about forty minutes, I explained our position. I don't know if it was a result of my pertinacity or they just got tired of my bullshit but they seemed to wither. I was asked to hang up and thirty minutes later received a call from Laurie. As a result, the Wyndham gave us two option:

1. Attend the national in 2005
 - a. They would apply 100% of the 22.5 to the 2005 event.
 - b. We would be responsible for the contract as it is written
 - c. They would give us option to select for a date in September 2005.
 - d. They keep all the money.

2. Attend the national in 2004
 - a. We would have no penalty assessed.
 - b. We would have a 20% attrition on rooms
 - c. We would have a 20% attrition on amenities
 - d. They would keep he 22.5

Further negotiations yielded:

- a. No 20% attrition of any kind
- b. We commit to 40 rooms
- c. No penalty at all
- d. If we utilize less than the 22.5 for amenities, food, etc. it will be credited back as a refund.

Members who are unable to reschedule for the 2004 event will receive a refund. The golf course said they would send the money in two to three weeks. Expect the refunds from the registration fee after the national event. Louis Bell of Atlanta will resume communications with the Wyndham. I should receive a confirmation on what transpired at the meeting on Monday. The new dates 10-27 –31, 2004 should be confirmed at this time. The golf courses confirmation should be early in the week. In all we are starting fresh.

The issues to resolve:

1. Individual re-registration with the hotel
2. Confirmation with the golf courses
3. Verifying out players and guests numbers
4. Recalculating the amenities issue

5. How to and when refunds can be issued.
6. Make travel arrangements

My impression after a day of consideration:

It was an expressed feeling by all at the meeting that we won this issue. After all, We are starting fresh with a rescheduled national with no penalties of any kind. Not to throw a damper on all the emails, calls and subsequent negotiations, we (I) walked the line as they (Wyndham) expected. They played hardball to get us to reschedule for the 2004 fiscal year. At the immediate sign of our wanting to cancel, they deposited our check. Their experience with this issue in the past guided their process. Their original offer of keeping all of our money then 50% credit of our money was nothing more than an offer. They would have rolled over laughing if we had settled for that. Their offer of 100% credit for the 2005 was the same sort of joke, they had our money. They guided our choices like pros. For all I know my meeting with the executive board was with Laurie, her boss, the janitor and a security guard. In any case, our final decision was what they wanted all along. We have the opportunity to spend more money at the Wyndham. Getting a credit for the money, we have given them only sounds good. The accounting of our uses must be without fault.

I have been in contact with a marketing company for almost a year. The plan has been to find a company to help us with raising funds on a national level, however, a third party may be in our best interest to negotiate with hotels in the future. This will be an agenda item. Each chapter makes an effort to talk with your charges about this issue. If you have, know of or want to make contact with a company do so. I've arranged for Tom Parsh to talk with us at the National Officers/Chapter Presidents meeting on Wednesday or Thursday. You will be undated on the schedule. Thanks again for your support and input. sweeney