

2020 Republican National Convention Celebration

Partner Venues Overview Presentation

Jacksonville, Florida
August 24 – 27, 2020

Our Team

The Committee on Arrangements for the 2020 Republican National Convention (COA)

- For more information on our team and to get the latest updates, visit www.2020gopconvention.com
- Our Partners – We are working closely with the [2020 Jacksonville Host Committee](#), [Visit Jacksonville](#), and many national, state and local entities to ensure the convention is a success for all.

The COA Hotels & Venues Division – *your resource for all questions regarding convention planning!*

- **Rebecca Wasserstein**, Director of Hotels & Venues – Rwasserstein@2020gopconvention.com
- **Julia Ciciarelli**, Hotels & Venues Manager – Jciciarelli@2020gopconvention.com
- **Anastasia Hardin Cole** – AHardinCole@2020gopconvention.com

Convention Celebration Quick Facts

- **Dates:** August 24 - 27, 2020
- **Celebration Location:** VyStar Veterans Memorial Arena
- **Expected Attendees:** 15,000+*
- **Expected Number of Independent Events:** 500+*

** These numbers are based on historical data and may not be an accurate projection for August 2020, depending on factors such as COVID-19's impact and more.*

Digital Venue Guide

- When groups reach out to the COA, the Host Committee, or Visit Jacksonville to inquire about venue options, they are directed to our Digital Venue Guide for event rental space. This guide helps convention attendees get a better understanding of the venues available as they plan their independent events during convention week.
- There are a variety of groups who will host independent events including:
 - Local, regional, national and international
 - State Delegations
 - Media
 - Corporations
 - Political Organizations
 - Non-Profits
- These events range in size, scope, and time. Examples of independent events include concerts, panels, breakfasts, lunches, dinners, late-night parties, workspace, media broadcasting, etc.
- The Digital Venue Guide is a great tool for free advertising of your venue. Having a presence on the guide ensures you are being actively promoted by our team, who is in daily correspondence with 160+ groups.

Partner Venue Commitment

- We require that all of our [Partner Venues sign a Venue Commitment Form](#) or "First Right of Refusal" in order to be featured on the Digital Venue Guide.
- This form states that before moving into contract with a group, you are REQUIRED to send a [Partner Venue Release Form](#) to our team outlining the event information.
- The COA then has 5 business days to release the venue for the event or match the terms of the current booking request.

Partner Venue Process Example

1. Convention-related group has interest in a Partner Venue
 - Group may have connected to Partner Venue directly from COA team, group may have seen the venue advertised on the Digital Venue Guide or Visit Jacksonville website, or group may have identified the venue completely independent of COA
2. Partner Venue works directly with this convention-related-group (without COA involvement) to coordinate a tour and discuss specific event needs (catering, equipment rentals, pricing, etc.)
 - Venues may come to COA at any time to ask for background information/context on the group and what they may have done in past conventions
3. **If the convention-related-group and the Partner Venue decide they want to move forward and contract, the Partner Venue is required to fill out the [Venue Release Form](#)**
 - Partner Venues are required to inform interested convention-related group that they are part of the RNC's Partner Venues Program and they must disclose the group's name and provide event info (event host, date, time, event type) to RNC prior to contracting – DO NOT SIGN AN NDA WITH CONTRACTING GROUP UNTIL COA FIRST RELEASES THE SPACE
4. COA has 5 business days to respond if they want to exercise a First Right of Refusal (if COA exercises first right of refusal, we MUST put a contract in place with equal terms).
5. Once the COA has agreed the venue's release submitted in the Venue Release (or if there is no response after 5 business days), the Partner Venue may move forward to contract directly with this convention-related-group without any further COA involvement

Questions?

Please reach out to Julia Ciciarelli, COA

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Please reach out to Becky Smith, Visit Jacksonville

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Thank you for working with us!