



PRINCIPLES BEHIND THE EBU'S POLICY ON VENUE HOTELS

- a) We agree our advertised rates with the hotels well in advance – often more than a year.
- b) There are two significant disincentives for the hotels in this
 - They set aside a number of rooms for our members to book until shortly before the event. This means if, for any reason, they are particularly busy one weekend they may have to turn away non-EBU members. The EBU members may then eventually not take all the allocated rooms and the hotel loses revenue.
 - We take rooms in the ratio of about 3 singles to every double. Unless the rate for a single room (per person per night) is twice that for a double (which it generally isn't) the hotel loses revenue.
- c) The EBU is an organisation that arranges Bridge competitions and we do not have the resources, either voluntary or paid, to spend too much time sourcing venues and negotiating rates. Our recent online survey suggests that despite this, people are reasonably happy with the service.
- d) In general we do manage to secure competitive **long-term** rates. If a player can secure a better rate at any stage then that is up to them and they are free to do this.
- e) For example, hotels and bucket providers will heavily discount un-booked rooms as a date approaches. Therefore if you leave booking until just before an event you may be able to obtain a significantly cheaper rate than the bridge rate advertised in the diary. Equally, you risk there being no rooms at this stage – the choice is entirely yours.
- f) Your contract is with the hotel and we do not have the resources at the EBU to manage individual issues on behalf of members.
- g) We also try to ensure the hotel provides good playing conditions. We would hope never to accept an unsuitable venue but sometimes we have to compromise slightly on this issue to secure a venue in the right place and with reasonable room rates.
- h) We **do** take account of member's views about hotels, particularly from the event questionnaire and the host report. If we get significant adverse comment then we will try to find an alternative venue for the event.

- i) However it is often difficult to find venues that want us at the prices we are prepared to pay. It is much more lucrative for a hotel to hold a party or dance on a Saturday night than a bridge event.