

## VLI HOTEL UPDATE

We are aware that some of you are having trouble getting the accommodations you want at the Maui Hyatt. We want to explain the situation more fully and tell you about steps we are taking to help.

Contracts for the Institute hotels are done several years in advance of the event. At that time, we must commit to a block of rooms based on our projections for attendance. If our attendance falls below a certain contracted minimum Rochdale must pay for the rooms not used. As you can imagine this could be a substantial penalty.

With the Omicron flare up in late 2021, we had 100 people cancel in the last months before the Institute. We came very close to slipping into a penalty situation.

This year people are feeling more confident about traveling and are anxious to return to in-person meetings. As a result, our block at the hotel is full – an unprecedented event this early in the history of the Institute. For the first time in history, we may have to cap attendance at the Institute.

We are working with the hotel to add room nights, but are running up against two challenges:

1. The hotel is filling quickly with non-Institute guests – people are anxious to get back on vacation.
2. The hotel holds back some rooms for independent travelers to balance the lower revenue from the negotiated rate in our block.

So, what are we doing:

1. We are working with the hotel to secure more room nights in the block, if possible.
2. If you have to book out of the block, we are negotiating for a lower rate than what independent travelers pay.
3. We are talking with other hotels in the Kaanapali area about taking an overflow block at their hotel.

Please keep checking the website: [www.vlihawaii.com](http://www.vlihawaii.com). We will post updates as they happen.

Thanks for your patience as we explore solutions.