

Proposal – Professional firm to negotiate conferences

Submitted by: Jo Mc [REDACTED], Area 75 Grapevine Chairperson

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Proposal: Area 75 Conference Committees utilize the expertise of the Helms Briscoe Company of Jacksonville, FL to negotiate all Area 75 and East Central Regional Conferences held in our area. The firm will negotiate the following items at **no cost to us**: room commitments (blocks), assembly and committee rooms, menus and beverages (COFFEE). **Area 75 pays NO fees of any kind to Helms Briscoe. They receive a placement fee from the hotel. We do not sign a contract with Helms Briscoe.**

Helms Briscoe will secure the lowest room commitments and prices for us. The individual Area 75 Conference Committee will make all the final decisions on room commitments, menus, beverages and contract. Helms Briscoe will negotiate conferences from 10 room blocks up. Helms Briscoe will also oversee the final contract to be sure that the proposal meets the needs of Area 75.

For many years, Area 75 has been on a financial "roller coaster". Our area services should not be controlled by the profit or loss of a conference. We should be totally funded by group contributions not by conference revenue or lack of revenue. Every conference is hindered by worrying about the end result. This is not our primary purpose.

NOTE: All G.S.O. events (International, Canada and the United States) are negotiated and coordinated by the Tally Firm except for activities that support our Fifth Tradition.

Primary Benefits: Allows the groups and districts of Area 75 to do what we do best – carry the message of Alcoholics Anonymous. Relieves the heaviest burden of the Conference Committee so they can focus on the real purpose of the Area 75 Conferences and other special events: outreach to professionals, workshops for young and old, alcathons, speakers, committee meetings, etc.

We will be able to offer lower registration, room and banquet fees to all therefore reaching a wider range of alcoholics and their families.

Cost: None