

Chapter

# Hotel – Travel – Tourist Information

# 6



**April 5 – April 7, 2012  
Kansas City Bartle Hall  
Kansas City, Missouri**

## TABLE OF CONTENTS

### Chapter 6 – Hotel - Travel - Tourist Information

SECTION HEADING	PAGE
Required Tournament Housing Policy	2
Kansas City Hotel Listing	3
Hotel Reservation Instructions - THS	4
Air Transportation	4
Ground Transportation	5
Web Links for Kansas City, Missouri	5
Area Tourist Information	6
Required Housing Policy FAQ	7

## REQUIRED TOURNAMENT HOUSING POLICY

USA Volleyball (USAV) and the NCVF (National Collegiate Volleyball Federation) are continuing a "Required Tournament Housing" policy effective for the 2012 NCVF Volleyball Championships. **Each team entering the tournament must make its hotel reservations through THS (The Housing Service), at an approved tournament hotel to be eligible to participate.** THS will activate the room registration site in January 2012 when the tournament registration officially opens. The approved hotel list is generated and provided by USAV, NCVF, and THS to achieve the lowest possible rates for our teams.

Reasons for implementing the Required Tournament Housing policy are to reduce the cost of hotel rooms for participants, to increase the amount of room nights available to teams and clubs, and to help enforce the rates the hotels are offering. Increasing the number of room nights used in connection with our events, enables us to keep costs down and demonstrate to host cities the positive impact our event can have on their local economy. These factors help us build stronger relationships that can offset convention center pricing (see "Required Tournament Housing FAQ" below for more information.)

THS will guarantee the lowest group rates available through continual rate integrity checks (excluding single/king rooms, employee rates, government rates, AAA, and AARP rates). Hotel rates for the 2012 tournament range widely, starting as low as \$82 and will offer options in multiple price ranges. THS will also work with any club or team that may have a special situation (see Special Situations below). *If you still are unsure, or think you have found a better rate in writing, please feel free to call THS.*

THS has implemented a clause in the contract with each hotel property that in the event a hotel inadvertently sells direct to the public at a lower rate than the tournament rate, THS will match that rate for each person that receives that rate in writing from the hotel. THS will monitor the rates each hotel sells direct to the public – this will assure the clause that requires the tournament rate to be the lowest is enforced. If a team/club is quoted a lower rate in writing please report this to THS and copy USAV on the correspondence. This will ensure all participants receive the lowest rates possible for this event.

Individuals should indicate team/school when making room reservations through THS in order to satisfy the stay to play eligibility requirement.

### Special Situations

If you qualify for one of these special situations, contact the appropriate department listed below.

- If you have a time share, a personal home stay, or dorm access. Please contact USA Volleyball's Event Department (719-228-6800, specify which event) to qualify for an exemption to the policy.
- If you are a local team, not requiring hotel rooms, please contact USA Volleyball's Event Department (719-228-6800, specify which event) to qualify for an exemption to the policy.
- If you have a hotel that is not listed and that you would prefer, please contact THS (Danni Sacco, 888-536-8326, specify which event) and we will try to incorporate that property into our approved hotel list or offer a viable alternative.

All teams are required to make hotel reservations through the THS system ([www.thsweb.com](http://www.thsweb.com)) which is also available via web link on the NCVF and USAV websites. THS will activate hotel registration

for the NCVF tournament in January. If your club or team has already made housing arrangements that are not with the approved hotels through THS, it is in your best interest to contact THS ASAP or you will not be eligible to participate in the tournament.

**THS Contact Information:**

Mary Halloway  
c/o THS Company  
111 Mill Street  
Hackettstown, NJ 07840

Phone: 888-536-8326 ext.15  
Fax: 908-684-2456  
Email: [mary@thsweb.com](mailto:mary@thsweb.com)  
Web: [www.thsweb.com](http://www.thsweb.com)

See FAQ below for more information.

## HOTEL LISTING

THS (The Housing Service) has reserved rooms at the following hotels in the Kansas City, Missouri area for April 2 – April 9, 2012. The Tournament weekend is a very busy time. Please make your reservations as soon as you submit your tournament application. You must complete your reservation on-line at [www.thsweb.com](http://www.thsweb.com) in order to satisfy the housing requirement for the tournament. You must enter your team code on your reservation or your team will not receive the credit for making reservations at a required hotel.

A comprehensive listing of hotels with descriptions and negotiated rates can be found on the NCVF website under the [Hotel Listings link](#). The same information can be found on the THS website when making reservations.

## RESERVATION INSTRUCTIONS

### ON-LINE RESERVATIONS:

1. Reduced rates have been arranged through THS at numerous local hotels for the event. Teams can search room availability and make reservations online by selecting the following link - <http://www.thsweb.com> or from the NCVF Website - <http://ncfvolleyball.org/nationals.aspx>. You must specify the team name and division that was submitted on your tournament entry form in the NCVF registration system in order to satisfy the entry requirement for the tournament.

## AIR TRANSPORTATION

There is one major airport into the immediate Kansas City area. Located just a 20 minute drive from downtown Kansas City, Kansas City International Airport (MCI) is one of the nation's most convenient airports. From KCI, it's quick and easy to reach any destination in the metro area.

Airline Carriers			
	1-888-247-2262 or 1-316-686-3636		1-800-432-1359, press 1
	1-800-247-8726		1-800-452-2022
	1-800-221-1212		
	1-800-433-7300		1-800-435-9792
	1-800-221-1212		1-800-241-6522
	1-800-525-0280		1-800-428-4322

## GROUND TRANSPORTATION

	1-800-327-9633		1-800-325-8007
	1-800-831-2847		1-800-654-3131
	1-800-527-0700		1-800-227-7368
	1-800-800-4000		1-800-847-4389

## KANSAS CITY WEBSITE LINKS

<b>Kansas City Bartle Hall</b>	<a href="http://www.kcconvention.com/">http://www.kcconvention.com/</a>
<b>Kansas City, Missouri</b>	<a href="http://www.visitkc.com/">http://www.visitkc.com/</a>
<b>Kansas City Current Weather &amp; Forecast</b>	<a href="http://www.wunderground.com/q/zmw:64101.1.99999">http://www.wunderground.com/q/zmw:64101.1.99999</a>
<b>Kansas City International Airport</b>	<a href="http://www.flykci.com/">http://www.flykci.com/</a>

## ABOUT KANSAS CITY

### TOURIST INFORMATION

Welcome to Kansas City - Kansas City offers a wealth of attractions. The striking landscape includes wide boulevards, beautiful parks, fantastic architecture and more than 200 fountains. The city's diversions include world-class museums, a vibrant arts scene, superb shopping and great blues and jazz clubs.

#### **KC Fun Facts from VisitKC.com**

Call them the little tidbits that make Kansas City life just a bit more interesting. Here are a few fun facts on Kansas City as you plan your visit to our great city:

- With a total population of 2.1 million, Kansas City is the 29th largest metropolitan area in the U.S. Four of the area's largest cities are Kansas City, Mo. (482,299); Overland Park, Kan. (174,907); Olathe, Kan. (121,962), Kansas City, Kan. (143,209) and Independence, Mo. (121,180).
- The Kansas City Barbecue Society reports that KC has more barbecue restaurants per capita than any other city in the nation.
- Jazz has been a staple of the KC music scene since the 1920s with artists like Count Basie, Bennie Moton and Jay McShann. Charlie "Bird" Parker, who was born in Kansas City, Kan., grew up during this era.
- KC ignored Prohibition during the 1920s, leading to an abundance of jazz clubs, brothels and gambling halls. This earned KC the moniker "The Paris of the Plains" after one journalist wrote "If you want to see some sin, forget Paris and head to Kansas City."
- The jam session originated in Kansas City. Jazz musicians would gather after their gigs and play together into the wee hours of the morning.
- In 1910, Joyce Hall began selling postcards out of a shoebox in KC. Today, his company has grown to the world's largest greeting-cards maker, Hallmark Cards.
- KC is home to the largest maker of boxed chocolates in the world. Based here since 1932, Russell Stover Candies still hand dips more than 25 million pieces of chocolate each year.
- Walt Disney opened his first animation studio in Kansas City, Laugh-O-Gram Studios. He fed a small mouse in the building, which he later said was his inspiration for Mickey Mouse.
- The Country Club Plaza opened in 1922 as the nation's first shopping district designed for the automobile.
- Kansas City's Municipal Auditorium has hosted more NCAA Final Four Championships than any other venue in the country
- Local advertising agency Bernstein-Rein invented the Happy Meal for McDonald's after the owner noticed his son staring at the cereal box during breakfast.
- The scoreboard at Arrowhead Stadium, home of the Kansas City Chiefs, was the first to transmit instant replay.
- By 1949, 86 factories were manufacturing garments in KC. It was said that one in seven American women wore clothing made here.
- A young Ernest Hemingway worked as a cub reporter for the Kansas City Star from 1917 to 1918. He returned to the city for the birth of his second son and wrote the tragic ending to his World War I epic "A Farewell to Arms" while here.
- Interstate Bakeries, which makes Twinkies and Wonder Bread, is based in KC.

While you visiting, be sure to explore everything that Kansas City has to offer.

## REQUIRED TOURNAMENT HOUSING POLICY FAQ

### What is the Required Tournament Housing Policy?

This is a policy that requires all teams to reserve their hotel accommodations through THS, the approved housing service of USAV and NCVF in order to be eligible to participate in the NCVF Volleyball Championships. Teams not requiring hotel rooms through special situation must apply for an exemption through the USA Volleyball Events Department to satisfy the eligibility requirement.

### Why do you have a Required Tournament Housing Policy?

The Required Tournament Housing policy has numerous beneficial effects, including:

- It requires and enforces hotels to offer all our participants the lowest rate that will be available at that property for the dates of our event.
- It provides USAV/NCVF through THS, the ability to accurately track all room nights generated by the tournament. This increases our negotiating position with each city bidding on the tournament, not only in the cost and availability of the venue, but also for decreasing or eliminating other costs related to running the event. In addition, it helps keep the tournament on budget, without having to increase entry fees.
- It gives THS tremendous leverage in the negotiation of rates.

### How do the hotels get selected for the "Official Hotel List?"

USAV and THS first set a rate ceiling each year to establish the highest rate that will be accepted from each hotel. The rate ceiling will vary by hotel quality and location. These requirements are communicated to the CVB (Convention and Visitors Bureau) that sends out the Request for Proposal (RFP) to each hotel.

After receiving the bids back from the CVB, THS evaluates each bid to ensure that the best and closest hotels offer a rate no higher than the ceiling rate that was set. All other hotels, depending on their hotel quality and location, are priced at a lower rate. After the hotels from the original CVB bid are successfully contracted, THS creates a new list of hotels that did not bid but would be of most interest to the teams/clubs. THS contacts each hotel directly to determine at this point if they are interested in bidding and attempts to negotiate a usable contract with each hotel. This final list is then approved by USAV/NCVF and the Official Hotel List is generated.

At a later time if a new hotel opens, or a hotel that previously had not bid comes forward to offer rooms, THS will have a discussion with that hotel, and will consider adding them if additional rooms are needed in that location or rate range. However if there is good historical tracking of the number of hotel rooms that are used each year, it does not work to anyone's advantage (USAV, NCVF, THS, Hotel, or City) to contract for more rooms than are expected to be used. If that happens, then it leaves a poor reflection on the event not only with the hotel but also the city regarding the event (hotels and cities do talk to each other concerning events and how they performed). A poor performance could negatively affect future negotiations for USAV to bring this or another of its events back to this area or to other cities.

### Why are certain Hotels NOT on the approved Hotel list?

Every hotel in a city has the opportunity to bid on USAV's events, through their CVB (Convention & Visitors Bureau). The primary reasons a hotel does not get contracted by THS include:

- They did not submit a bid to the CVB for whatever reason.
- They submitted a bid for too small of a block of rooms and/or at too high a rate for their location/product.
- They could not guarantee the room types the teams require - rooms with 2 beds, or at the very least a room with a king bed and a comfortable pullout sofa.
- They would not agree to the terms and conditions in the contract.
- THS has already contracted for the maximum number of rooms that are needed for the event.

### What are the "Requirements" to work with a Hotel?

USAV and THS have created a set of terms and conditions that each hotel is required to follow. They are very detailed, and some of them include:

- A cancellation deadline of 30 days, to allow contracts to be cancelled or reduced if there is little or no pick-up in a particular hotel. This protects USAV and THS from having to pay performance fees when it is impossible to know exactly which of the hotel room blocks will actually be most attractive to participants.
- A guarantee that the rate THS is able to negotiate is the lowest rate that the hotel will be selling over our dates. This contract term alone lowers the rate quote of many hotels, because if a hotel quotes the NCVF Championships rate too high, it seriously reduces their ability to sell the rest of their rooms to other consumers because THAT rate (which must be higher than the tournament rate) will be too expensive. Also, THS is able to use this clause in the contract to monitor and enforce the rates each hotel sells direct to the public – a clause that requires the tournament rate to be the lowest.
- A detailed set of comp guarantees for officials and staff at every hotel in order to keep the costs of the tournament down and the tournament entry fees to the teams as low as possible.
- Each hotel contract normally establishes the state the hotel is located as the location of jurisdiction in the event that either party (THS or the hotel) feels there have been damages incurred. THS removes this restriction, allowing a case to be started in the state of the party filing the suit to be the place of jurisdiction. THS has used this in the past to get refunds and other problems resolved when a hotel does not deliver the product and services as contracted for its customers.

### **What is the harm in me contacting a Hotel NOT on the list and booking direct?**

Having 2,100+ usable hotel rooms available in close proximity so that the CVB can bid on the NCVF Championships is no small task. The Required Tournament Housing policy rewards the hotels in a city that partner with the CVB, who will agree to bid rooms AND to hold the rooms aside (1-2 years in advance of the event) until USAV/NCVF selects the city for each year's tournament. The Required Tournament Housing policy will fill more rooms at these hotels, which improves the chances that the city will bid on future USAV events.

Conversely, if a team/club was allowed to book at any hotel, this takes away rooms from the hotels that most deserve to be part of the tournament, who have each made a huge financial commitment to their city and the Championship Event. Hotels that offer low rated rooms in the days or weeks before a tournament have committed nothing, and have the luxury of knowing their last minute availability for our dates. The bottom-line is that the tournament could not take place in a city without the hotels that become an Official Hotel 1-2 years in advance of the tournament dates.

Lastly, teams/clubs that have booked direct in the past have agreed to a higher rate than USAV and THS would accept as part of this negotiation process. Catering to these teams that book directly has motivated some hotels to specifically NOT bid on the tournament, knowing their rates would not be accepted by the tournament, and they could get a higher rate from these teams. That can undermine the relationships between USAV, NCVF and THS with the hotels on the Official list, who have all agreed to the rate ceiling that has been imposed as well as the low comp policies that are negotiated for the teams.