

LAND ECONOMICS WEEKEND

APRIL 26 -28, 2018

draft 9/07/17

Thursday APRIL 26

7:30 am – 5:00 pm

LAI Board of Governors Meeting
Land Economics Foundation Meeting
Pier 5 Hotel

6:00 pm – 8:30 pm

Official Welcome & Kick-Off of LEW!
President's Reception
Location TBD

Friday APRIL 27

Possibly 7:30/8:00 am – 10:00 am

Continental Breakfast & Presentations
on Baltimore's story at Pier 5 Hotel

10:00 am board/10:30 am – 12:30 pm

Lunch Cruise Presentation on Beatty
Development, Maryland Port, and
Tradepoint Atlantic

12:30 – 1:15 pm

Unload Boat at Pier 5 and board bus

1:15 pm – 1:30 pm

Bus Tour East Side to Eager Park area

1:30 – 2:00 pm

Unload bus, elevators to hotel rooftop

2:00 pm - 3:00 pm

Presentations about East Baltimore
Development Inc. projects, and
possibly Johns Hopkins Hospital,
tentatively from new Marriott
Residence hotel rooftop

3:00 – 3:30 pm

Elevators to lobby and board bus

3:30 pm – 4:00 pm

Bus Tour to Pier 5 Hotel

4:00 pm Pier 5 Hotel

Time on Own

6:00 pm Options:

Dine on Own or special Dine Arounds
Cocktail Reception for 6 people
hosted at home or special place by
local LAI member followed by Dinner
at a restaurant located in one of 250+
Baltimore neighborhoods:

- Bolton Hill
- Fell's Point
- Guilford
- Little Italy
- Mayfield
- Mount Vernon
- Otterbein
- Roland Park
- Woodberry

Saturday APRIL 28

7:30 am – 9:00 am

Continental Breakfast & Presentations on
Baltimore's story at Pier 5 Hotel

9:15 am board/9:30 am – 9:45 am

Bus Tour to MICA Graduate Center via
Lombard Street and Charles Street

9:45 am unload/10:00 am – 11:00 am

Presentation on MICA, Station North and
Remington at MICA Graduate Center

11:00 am board/11:15 am – 11:30 am

Bus tour via Charles Street to 29th Street
plus overview of R. House

11:30 am – 12:30 pm Lunch on Own at
R. House in Remington

Optional/walking tour of Remington from
R. House to Charmington's at Miller's Court

12:30 pm board/12:45 pm – 1:15 pm

Bus to Whitehall Mill via Charles Street, past
Johns Hopkins University, Rotunda, Hampden

1:15 pm unload / 1:30 pm – 2:30 pm
Building Tour Whitehall Mill

2:30 pm board/2:45 pm – 3:30 pm
Bus Tour to Pier 5 Hotel

3:30 pm Pier 5 Hotel
Time on Own

6:30 pm – 9:30 pm

Awards Dinner
Frederick Douglass-Isaac Meyers Maritime

Land Economics Weekend - BALTIMORE, MD - APRIL 26-28, 2018

Approved 8/11/2017 LAI Baltimore Board

80 Count**Event Costs****Comments****Thursday, 26 April 2018**

President's Reception	\$	650
Food & Beverages	\$	8,000
AV Equipment	\$	800
Total President's Reception	\$	9,450
TOTAL THURSDAY	\$	9,450

Friday, 27 April 2018

Breakfast Buffet:	\$	2,848
AV Equipment	\$	540
Speaker fee	\$	100
Total Breakfast	\$	3,488
Lunch Cruise		
Cruise	\$	4,000
Lunch & Beverages	\$	1,711
AV Equipment	\$	1,600
Table Linen	\$	500
Total Lunch Cruise	\$	7,811
Bus Tours: (half day scenario)		
Bus Rental	\$	1,500
Headsets	\$	400
Tour guides	\$	-
Tips	\$	100
Snacks/beverages	\$	250
Total Bus Tours	\$	2,250
Dine Around/Cocktail Party	\$	-
Hostess Gifts	\$	-
Total Dine Around/Cocktails	\$	-
TOTAL FRIDAY	\$	13,550

Saturday, 28 April 2018

Breakfast Buffet	\$	2,690
AV Equipment	\$	-
Total Breakfast	\$	2,690
Bus Tours: (full day scenario)		
Bus Rental	\$	3,000
Headsets	\$	400
Tour guides	\$	-
Tips	\$	200
Snacks/beverages	\$	250
Total Bus Tours	\$	3,850
Awards Dinner:		
Room Rental/Food	\$	3,800
Food & Beverages	\$	12,000
AV Equipment	\$	1,000
Total Awards Dinner	\$	16,800
TOTAL SATURDAY	\$	23,340

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80 Count**Event Costs****Comments****Miscellaneous:**

Host and speaker gifts	\$	1,000
Wheelchairs	\$	250
Event Staffing	\$	5,000
Tote bags	\$	2,000
Contingency	\$	5,000
Marketing	\$	7,000

TOTAL Miscellaneous	\$	20,250
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TOTAL MISCELLANEOUS	\$	20,250
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<u>TOTAL Expenses</u>	\$	66,589
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Offsetting Revenues

Registration Fees \$495 pp x 80	\$	39,600.00
LAI Credit for President's Reception	\$	2,000.00
LAI Incentive to Chapter for hosting	\$	10,000.00

TOTAL Offsetting Revenues	\$	51,600.00
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NET PROFIT (before sponsorships)	\$	(14,989.44)
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LAI BALTIMORE OWES LAI	\$	(14,989.44) use Chapter Sponsorship Funds
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Chapter Sponsorship Goal	\$	30,000	
Sponsorship pledges to date	\$	30,000	as of 8/10/17 \$11,250 paid
Variance	\$	-	
Chapter Goal to retain minimum	\$	10,000	
Net Sponsorship Raised Available for LEW costs	\$	20,000	

The net cost should not be more than \$ 495.00 per person

LAI will provide the chapter with an incentive payment of up to \$10,000 US Dollars to help

Should the calculated financial return from the LEW be breakeven or net gain, the Chapter shall receive the entire \$10,000.

Should there be a net loss of under \$10,000 from the LEW, the net loss shall reduce the amount

Should there be a net loss of greater than \$10,000, the chapter shall reimburse LAI for the

amount of the loss over \$10,000 - i.e., \$14,000 net loss from LEW, chapter owes LAI \$14,000 -

Sponsorship payments collected by the chapter for the LEW are the property of the chapter and

shall not be included in the calculation of the net gain / loss of the LEW.