



## Proposal

### Agenda & Estimated Service and Equipment

Date Printed:

May 08, 2024

## Enlisted Association of the National Guard of the United States

**Saturday, August 1, 2026 - Wednesday, August 5, 2026**  
**Saturday, July 31, 2027 – Wednesday, August 4, 2027**  
**Saturday, July 29, 2028 – Wednesday, August 3, 2028**  
**Saturday, July 28, 2029 – Wednesday, August 1, 2029**

#### Enlisted Association of the National Guard of the United States (EANGUS)

John Larsen

Attendance:

2,500

2233 7th Avenue NE

Rochester, MN 55906

Phone: 507-202-8617

E-mail: john@lamontco.com

[dleroy@palmsspringscc.com](mailto:dleroy@palmsspringscc.com)

#### Sales Contact:

**David LeRoy, National Sales Manager – Midwest  
Region**      **760-322-8406**



Dear John,

To hopefully make our bids a little simpler, I have put together a proposal outlining all four years into one document. I trust this will make it a little simpler for you and your clients to review during the bid process.

Palm Springs is unique—clear blue skies. The mountains are close enough to touch, and the people are relaxed, carefree, and friendly. There are many things to do, patios to eat and unwind places to check out, all within walking distance of the Convention Center. Everything is easy and safe. No big city crowds here. Let us help make your next meeting the most successful in Palm Springs.

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**DESTINATION**

- **ARRIVE by Air:** The Palm Springs International Airport is a five-minute drive with direct flights from most major hubs. Our [Airline and Destination](#) page will show you our many flight options, with thirteen airlines serving our city with nonstop flights to more than thirty destinations. This includes major hubs offering travel possibilities to cities worldwide. It's named among the [most stress-free airports in America](#).
- **ARRIVE by Car:** As long as you can connect with US Interstate 10 (I-10), you can easily drive to Greater Palm Springs. The region is a surprisingly quick getaway from many large metropolitan areas in the Southwest.
  - **Driving Times from Major Cities:**
    - Los Angeles – 2 hours
    - San Diego – 2 hours 15 minutes
    - Newport Beach – 1 hour 45 minutes
    - Anaheim – 1 hour 45 minutes
    - San Bernardino – 1 hour
    - Riverside – 1 hour
    - Phoenix/Scottsdale, Arizona – 4 hours
    - Las Vegas, Nevada – 4 hours





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### FACILITY

The 261-square-foot Palm Springs Convention Center combines the best services and staff with a world-class setting that surpasses all expectations. A true Meeting Oasis, the center is flexible, spacious, and uniquely positioned to maximize the benefits of its surroundings. Visit our [Facilities Information](#) which will detail what we have to offer.

- **FLOOR PLANS:** In addition to our facilities, we are connected to the 400-room Renaissance Palm Springs, which additional space options are indicated in these [Floor Plans](#).
- **CATERING:** The Palm Springs Convention Center does not impose F&B Minimums. However, an estimate is included to help us extend a discount on facility rental should you actualize this estimated catering amount. Our [Catering Menus](#) will assist you in guiding you through your culinary options.
- **AUDIOVISUAL:** Our provider, Encore, is the exclusive provider for equipment, rigging, and internet on the property. You may learn more about Encore and its [Audio-Visual](#) pricing for more information. If you choose Encore as your sole AV provider, they will **extend a 15% discount on AV needs and 15% on IT, with complimentary staff and Registration Wi-Fi.**
- **REBATE:** You have the option to have the hotels add a rebate to the quoted room rate to offset the estimated charges at the Convention Center. The rebate is based on the estimated room nights.
- **PALM SPRINGS PROMISE:** Because of our village atmosphere and layout, we welcome conventioners everywhere they visit in Palm Springs. Experience all Palm Springs has to offer by sharing in our [Palm Springs Promise](#). We welcome our clients, attendees, and guests to the Meeting Oasis.

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**ADDITIONAL INFORMATION:**

**SUSTAINABILITY:** We focus on positively impacting our community in all we do, including how we interact with and affect our environment. We continually look for new opportunities to perfect our processes to become better residents of the Earth with our [Sustainability](#) efforts. ASM Global ongoing commitment is reflected in over 40 certified green venues across our portfolio, and is the industry leader in sustainability.

**RECYCLING PROGRAM:** The Palm Springs Convention Center is an active partner in the City of Palm Spring's resource conservation and recycling efforts. Please see our detailed [Recycling Program](#) page for more information.





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### SPECIAL CONCESSION HIGHLIGHTS:

- Food and Beverage credit towards your facility rental
- Additional Discount on the facility rental as a special incentive to book with the PSCC
- Complimentary meeting space for the following functions
  - Both Offices
  - Registration Lobby
  - Exhibit Move-In/Move-Out dates
  - General Session Move-In/Move-Out dates
- 15% discount on AV needs and 15% on IT, with complimentary staff and Registration Wi-Fi.

The following pages outline estimates for your PS Convention Center activities based on our current understanding of your requirements. Here are interactive [Facilities 3D Map](#) to help visualize the meeting space we have to offer. Also, here's a video to give you a journey through our facilities - [Virtual Tour](#).

On behalf of everyone in Palm Springs, we hope to welcome you to our destination! If Palm Springs is selected, your attendees will surely experience a great event within our village with an international flair!

Please let us know how we may help bring your group to Palm Springs!

Best regards,

*David*

**David LeRoy**

National Sales Manager – Midwest Region – ASM Global

Pronouns: (he/him/his)

Palm Springs Convention Center

277 N Avenida Caballeros

Palm Springs, CA 92262

(760) 322-8406 direct

[dleroy@palmspringscc.com](mailto:dleroy@palmspringscc.com)

[www.palmspringscc.com](http://www.palmspringscc.com)

Prepared by: David LeRoy

Sales Mgr: David LeRoy, National Sales Manager



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**2026 Summary of Proposed Charges**

Total Facility Rental		<b>\$89,300.00</b>
Total Estimated Service and Equipment*		<b>\$19,013.05</b>
Total Estimated Catering Service		<b>\$200,767.00</b>
	Food and Beverage Discount	(6,000.00)
	Incentive Discount	(27,370.00)
<b>Total Estimated Charges</b>		<b>\$275,710.00</b>

**2027 Summary of Proposed Charges**

Total Facility Rental		<b>\$91,970.00</b>
Total Estimated Service and Equipment*		<b>\$19,013.05</b>
Total Estimated Catering Service		<b>\$200,767.00</b>
	Food and Beverage Discount	(6,000.00)
	Incentive Discount	(28,191.00)
<b>Total Estimated Charges</b>		<b>\$277,559.00</b>

**2028 Summary of Proposed Charges**

Total Facility Rental		<b>\$94,730.00</b>
Total Estimated Service and Equipment*		<b>\$19,013.05</b>
Total Estimated Catering Service		<b>\$200,767.00</b>
	Food and Beverage Discount	(6,000.00)
	Incentive Discount	(29,012.00)
<b>Total Estimated Charges</b>		<b>\$279,498.00</b>



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**2029 Summary of Proposed Charges**

Total Facility Rental	<b>\$97,550.00</b>
Total Estimated Service and Equipment*	<b>\$19,013.05</b>
Total Estimated Catering Service	<b>\$200,767.00</b>
Food and Beverage Discount	(6,000.00)
Incentive Discount	(29,833.00)
<b>Total Estimated Charges</b>	<b>\$281,497.00</b>

\* Service and Equipment pricing subject to change

**Bookings**

Date & Time	Space	Function	Client Usage
<b>Saturday</b>			
12:00 am - 11:59 pm	Agua Calientes (AB)	Office	
12:00 am - 11:59 pm	Smoketree F	Office	
12:00 am - 11:59 pm	Primrose Foyer	Registration	
12:00 am - 11:59 pm	Information Center - East	Registration	
12:00 am - 11:59 pm	Smoketree A	Breakout	Set hollow square for 25ppl
12:00 am - 11:59 pm	Smoketree B	Breakout	Set hollow square for 25ppl
12:00 am - 11:59 pm	Smoketree D	Breakout	Set hollow square for 25ppl
12:00 am - 11:59 pm	Smoketree E	Breakout	Set hollow square for 25ppl
12:00 am - 11:59 pm	Mesquite G	Breakout	Set hollow square for 25ppl
12:00 am - 11:59 pm	Mesquite H	Breakout	Set hollow square for 25ppl
12:00 am - 11:59 pm	Smoketree C	Breakout	Set hollow square for 25ppl
6:00 am - 12:00 am	Oasis Halls (1-2)	Move In	Exhibits Area - total of 77,380 sq feet - Oasis 1-2, Primrose, and Lobby
6:00 am - 12:00 am	Primrose Ballrooms (A-D)	Move In	Exhibits Area - total of 77,380 sq feet - Oasis 1-2, Primrose, and Lobby
6:00 am - 12:00 am	Lobby Registration Area	Move In	Silent Auction Area / Exhibits - (50) 6ft skirted tables
6:00 am - 12:00 am	Oasis Halls (3A-4)	Move In	Set classroom for 2500ppl with LARGE Stating requirements
<b>Sunday</b>			
12:00 am - 11:59 pm	Mesquite A	Breakout	Set theatre style max
12:00 am - 11:59 pm	Mesquite B	Breakout	Set theatre style max

Prepared by: David LeRoy



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**Bookings**

Date & Time	Space	Function	Client Usage
<b>Sunday</b>			
12:00 am - 11:59 pm	Mesquite C	Breakout	Set theatre style max
12:00 am - 11:59 pm	Mesquite D	Breakout	Set theatre style max
12:00 am - 11:59 pm	Mesquite E	Breakout	Set theatre style max
12:00 am - 11:59 pm	Mesquite F	Breakout	Set theatre style max
12:00 am - 11:59 pm	Mesquite G	Breakout	Set theatre style max
12:00 am - 11:59 pm	Mesquite H	Breakout	Set theatre style max
12:00 am - 11:59 pm	Smoketree A	Breakout	Set theatre style max
12:00 am - 11:59 pm	Smoketree B	Breakout	Set theatre style max
12:00 am - 11:59 pm	Smoketree D	Breakout	Set theatre style max
12:00 am - 11:59 pm	Smoketree E	Breakout	Set theatre style max
12:00 am - 11:59 pm	Primrose Foyer	Registration	
12:00 am - 11:59 pm	Primrose Ballrooms (A-D)	Exhibits	Exhibits Area - total of 77,380 sq feet - Oasis 1-2, Primrose, and Lobby
12:00 am - 11:59 pm	Oasis Halls (1-2)	Exhibits	Exhibits Area - total of 77,380 sq feet - Oasis 1-2, Primrose, and Lobby
12:00 am - 11:59 pm	Lobby Registration Area	Exhibits	Silent Auction Area / Exhibits - (50) 6ft skirted tables
12:00 am - 11:59 pm	Information Center - East	Registration	
12:00 am - 11:59 pm	Agua Calientes (AB)	Office	
12:00 am - 11:59 pm	Smoketree F	Office	
12:00 am - 11:59 pm	Smoketree C	Breakout	Set theatre style max
12:00 am - 11:59 pm	Oasis Halls (3A-4)	General Session	Set classroom for 2500ppl with LARGE Stating requirements
<b>Monday</b>			
12:00 am - 11:59 pm	Smoketree A	Breakout	Set theatre style max
12:00 am - 11:59 pm	Primrose Foyer	Registration	
12:00 am - 11:59 pm	Primrose Ballrooms (A-D)	Exhibits	Exhibits Area - total of 77,380 sq feet - Oasis 1-2, Primrose, and Lobby
12:00 am - 11:59 pm	Oasis Halls (3A-4)	General Session	Set classroom for 2500ppl with LARGE Stating requirements
12:00 am - 11:59 pm	Oasis Halls (1-2)	Exhibits	Exhibits Area - total of 77,380 sq feet - Oasis 1-2, Primrose, and Lobby
12:00 am - 11:59 pm	Mesquite H	Breakout	Set theatre style max
12:00 am - 11:59 pm	Mesquite G	Breakout	Set theatre style max
12:00 am - 11:59 pm	Mesquite F	Breakout	Set theatre style max
12:00 am - 11:59 pm	Mesquite E	Breakout	Set theatre style max

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**Bookings**

Date & Time	Space	Function	Client Usage
<b>Monday</b>			
12:00 am - 11:59 pm	Mesquite D	Breakout	Set theatre style max
12:00 am - 11:59 pm	Mesquite C	Breakout	Set theatre style max
12:00 am - 11:59 pm	Mesquite B	Breakout	Set theatre style max
12:00 am - 11:59 pm	Mesquite A	Breakout	Set theatre style max
12:00 am - 11:59 pm	Lobby Registration Area	Exhibits	Silent Auction Area / Exhibits - (50) 6ft skirted tables
12:00 am - 11:59 pm	Information Center - East	Registration	
12:00 am - 11:59 pm	Agua Calientes (AB)	Office	
12:00 am - 11:59 pm	Smoketree D	Breakout	Set theatre style max
12:00 am - 11:59 pm	Smoketree B	Breakout	Set theatre style max
12:00 am - 11:59 pm	Smoketree C	Breakout	Set theatre style max
12:00 am - 11:59 pm	Smoketree E	Breakout	Set theatre style max
12:00 am - 11:59 pm	Smoketree F	Office	
<b>Tuesday</b>			
12:00 am - 11:59 pm	Smoketree A	Breakout	Set theatre style max
12:00 am - 11:59 pm	Primrose Foyer	Registration	
12:00 am - 11:59 pm	Primrose Ballrooms (A-D)	Exhibits	Exhibits Area - total of 77,380 sq feet - Oasis 1-2, Primrose, and Lobby
12:00 am - 11:59 pm	Oasis Halls (3A-4)	General Session	Set classroom for 2500pppl with LARGE Staging requirements
12:00 am - 11:59 pm	Oasis Halls (1-2)	Exhibits	Exhibits Area - total of 77,380 sq feet - Oasis 1-2, Primrose, and Lobby
12:00 am - 11:59 pm	Mesquite H	Breakout	Set theatre style max
12:00 am - 11:59 pm	Mesquite G	Breakout	Set theatre style max
12:00 am - 11:59 pm	Mesquite F	Breakout	Set theatre style max
12:00 am - 11:59 pm	Mesquite E	Breakout	Set theatre style max
12:00 am - 11:59 pm	Mesquite D	Breakout	Set theatre style max
12:00 am - 11:59 pm	Mesquite C	Breakout	Set theatre style max
12:00 am - 11:59 pm	Mesquite B	Breakout	Set theatre style max
12:00 am - 11:59 pm	Mesquite A	Breakout	Set theatre style max
12:00 am - 11:59 pm	Lobby Registration Area	Exhibits	Silent Auction Area / Exhibits - (50) 6ft skirted tables
12:00 am - 11:59 pm	Information Center - East	Registration	
12:00 am - 11:59 pm	Agua Calientes (AB)	Office	

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Date & Time		Space	Function	Client Usage
Wednesday				
12:00 am	11:59 pm	Smoketree D	Breakout	Set theatre style max
12:00 am	11:59 pm	Smoketree B	Breakout	Set theatre style max
12:00 am	11:59 pm	Smoketree C	Breakout	Set theatre style max
12:00 am	11:59 pm	Smoketree E	Breakout	Set theatre style max
12:00 am	11:59 pm	Smoketree F	Office	
12:00 am	11:59 pm	Oasis Halls (1-2)	Meal Location	Reception for approximately 200-250ppl / Dinner for 1,800ppl
12:00 am	11:59 pm	Smoketree A	Breakout	Set theatre style max
12:00 am	11:59 pm	Mesquite H	Breakout	Set theatre style max
12:00 am	11:59 pm	Mesquite G	Breakout	Set theatre style max
12:00 am	11:59 pm	Mesquite F	Breakout	Set theatre style max
12:00 am	11:59 pm	Mesquite E	Breakout	Set theatre style max
12:00 am	11:59 pm	Mesquite D	Breakout	Set theatre style max
12:00 am	11:59 pm	Mesquite C	Breakout	Set theatre style max
12:00 am	11:59 pm	Mesquite B	Breakout	Set theatre style max
12:00 am	11:59 pm	Mesquite A	Breakout	Set theatre style max
12:00 am	11:59 pm	Information Center - East	Registration	
12:00 am	11:59 pm	Agua Calientes (AB)	Office	
12:00 am	5:00 pm	Oasis Halls (3A-4)	Move Out	Set classroom for 2500ppl with LARGE Staging requirements
12:00 am	11:59 pm	Smoketree D	Breakout	Set theatre style max
12:00 am	11:59 pm	Smoketree B	Breakout	Set theatre style max
12:00 am	11:59 pm	Smoketree C	Breakout	Set theatre style max
12:00 am	11:59 pm	Smoketree E	Breakout	Set theatre style max
12:00 am	11:59 pm	Smoketree F	Office	
12:00 am	11:59 pm	Primrose Ballrooms (A-D)	Move Out	Exhibits Area - total of 77,380 sq feet - Oasis 1-2, Primrose, and Lobby

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**Estimated Service and Equipment Orders**

Description	Quantity	Unit Cost	Extended Cost	Adjustments	Charge
Performance Stage (4'x8' Section)	1 EA	50.00	50.00		50.00
Riser (2'x8' Section)	1 EA	30.00	30.00		30.00
Classroom Style (3 per Table)	2,500 PRS	5.00	12,500.00		12,500.00
Hollow Square Conference Style	100 PRS	5.00	500.00		500.00
Rounds of 10	2,500 PRS	5.00	12,500.00	(12,500.00)	Included
Theatre Style	1,100 PRS	0.95	1,045.00		1,045.00
Table with Tablecloth and Skirt	50 EA	28.00	1,400.00		1,400.00
Cocktail Table	10 EA	18.00	180.00		180.00
Security Guard	32 HR	32.00	1,024.00		1,024.00
Security Supervisor	32 HR	37.00	1,184.00		1,184.00
Fire Marshal	4 HR	149.02	596.07		596.07
Fire Marshal Plan Check and Event Standby			503.98		503.98
<b>Subtotal</b>			31,513.05	(12,500.00)	<b>19,013.05</b>
<b>Total Estimated Service and Equipment:</b>					<b>\$19,013.05</b>