

Monday, November 23, 1998

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Visitors & Convention Bureau

World Trade Organization 1999 Ministerial Conference

Issues and Support Points for Hawaii's Bid

Revised 11/13/98
John

11-23-98

Copied
Podesta

The Importance of landing the WTO Ministerial for the State of Hawai'i.

- Because of the strength of its leisure image, Hawai'i has difficulty being taken seriously as a business destination. Holding the WTO Ministerial Conference here will significantly help to establish us as a serious player able to handle serious business.
- The Ministerial Conferences result in agreements which take on the name of the city where the conference was held (e.g. the Tokyo Round, the Singapore Round, the Uruguay Round). Hosting the conference in Hawai'i will make the destination part of the business vocabulary.
- We are competing with major convention cities (Seattle, Dallas, Denver, San Diego, and Detroit) for the conference. A win against this competitive set would be noted by major meeting planners.
- The exposure and experience of Hawai'i to 132 trade ministers throughout the world and to non-governmental major hosting corporations has very high potential to result in many future bookings of international trade and major corporate meetings.
- Establishing close relationships and having an opportunity to prove ourselves as excellent business partners and hosts with the Federal Government's Conferences Division should also result in future meetings opportunities.
- There are few short-term (less than 5 years out) major meetings & conventions not already booked. This 4500 attendee conference would bring almost immediate economic benefit to Hawai'i of an estimated \$14.5 million and over \$1.12 million in taxes in one of our valley booking periods for Oahu.

Post-It Fax Note	7671	Date	11/13	# of pages	4
To	Brenda Foster	From	Andrea Moore		
Co./Dept.	Revised	Co.			
Phone #		Phone #	9240212		
Fax #	586-0006	Fax #	9240293		

From Presus to
John Podesta

Given to Presus by Gov
Caterina of Hawaii is
bid for WTO Ministerial

A Recap of our Strengths

The Executive Summary of the Bid contains all of the points that were made in the presentation to the WTO site team. The following points summarize the "big" benefits that we presented.

- Hawai'i is the right place for the conference. Hospitality is the primary industry here and more than half of our visitors are from outside of the United States. The cultural blend of the population make this a venue that is symbolic of what the world would like to become. Since the conference is in November 30 - December 4, the weather in Hawai'i is a big plus compared to the competition. Importantly, we have non-porous borders, unlike the other destinations under consideration.
- We have offered generous incentives to attract the Ministerial Conference. In addition to offering the Convention Center rent-free, we have put together a long list of complimentary services, discounted attractions, and amenities to make Hawai'i very attractive.
- Hawai'i can handle the logistics of the conference. Air transportation, ground transportation, proximity of the hotels to the Convention Center, and business services are all important features which Hawai'i can deliver. It is very important that the Convention Center can separate the Ministerial functional areas on the site from the Press and NGO areas. We presented a floor plan which outlined the areas within the Center designated for these groups. The Center is available for their 'exclusive use' and the Center is a much higher quality than the other cities. The entire site team expressed great pleasure with the quality of the Center, the only issue being separation of Press at entrance and throughout the building area from the Ministerial.
- Hawaii's convention package is superior to the other cities due to the quality and quantity of hotels with a wide range of rates, plentiful suites for entertainment, fully equipped kitchen units availability, and all offering exceptionally discounted rates. Accessibility and quality of the Hotels to the Center is better than the other cities, and consequently bus shuttle will be less expensive. There is a broader range of activities and attractions including extensive activities available at no cost, and there is excellent pre & post island travel opportunities.
- The Leadership of Hawai'i is dedicated to making this conference a success. We made the point that government, labor, and business leaders of Hawai'i all have the experience and commitment to "do what it takes" to make the Hawai'i Round a success.

WTO Concerns and Objections to Hawai'i as a Site Convenience of air travel to Hawai'i from the scattered points of origin around the world. The WTO has 166 delegations from all over the world plus observer countries and other attendees who must travel to Hawai'i. There is a concern that Hawai'i is not a convenient location for them.

Pate Felts and Magdalena Albanell both expressed concern that 'Hawai'i is too far away' Pate is from Washington DC, Magdalena is from Geneva.

- We are checking on the points of origin for the anticipated attendees. If the pattern of origin skews toward Asia, we can make the case that Hawai'i is at least as convenient as other cities.
- The previous conference was held in Singapore and that location did not inhibit attendance. (Note, however, if we use this argument, that it will be making the point that the rotation for this conference will again be in Asia Pacific, a point which could possibly hurt us more than help us). Although there was no mention that this was an issue, it very well may be.

There is no base of "big business" in Hawai'i. John Dieffenderfer expressed the concern that by having the conference in Hawai'i, WTO would get less corporate support and sponsorships (than it would in a city with a bigger business base, such as Seattle, Dallas, etc.).

- The WTO Conference has enough stature as an organization that it will attract corporate sponsorship wherever the conference is held.
- While Hawai'i's business base is admittedly not as big as that of the competitive cities, the close-knit nature of Hawai'i's business community insures that there will be proactive support for the conference. The WTO is very important to the business community here.

The destination and its infrastructure are not geared to handle a conference like the WTO Ministerial. In particular, there are concerns about business support services in the hotels (communication services and their business centers), expressed by John Dieffenderfer of the State Department. He stated that this is a "resort destination and not a destination to conduct business" John remains concerned that the State Department will have to pay more for a lot of goods and services which will necessarily have to be transported here as it is his impression that these goods are not available here.

- All items and services described in the sketchy bid specifications have been identified as being available here with the exception of European sized paper which is required in huge quantities.
- The Convention Center itself is "state of the art" when it comes to technological infrastructure required to host an international multicultural conference.
- John Dieffenderfer was disappointed in the capabilities of the Business Center in the hotel that they stayed in (Hilton Hawaiian Village). Since the hotels will not be allocating their meeting rooms to the WTO Conference, some of this space could be utilized for expanded business services. The Hilton is in the process of upgrading significantly their telecommunications system detailed in the attached. We also need

to give assurance that all major hotels in the block (those with 200+ rooms) will all have fully equipped business centers. Currently, the Prince Hotel has a full service business center. We need to gather and send information on all the hotels (in the block) special business services.

- Hawai'i successfully handled the Miss Universe pageant which required logistical support for a variety of languages and had very extensive and print technical requirements.

The Convention Center does not create impermeable barriers between the Ministerial Press and NGO areas. There is a special concern that Press will get into the Ministerial area.

- We need to commit that we will erect barriers at the lobby entrance and on the meeting level to separate the two functions. John Dieftenderfer was not amenable to the Press using the Ala Wai entrance for the Press who would have to walk from the front entrance at the point of shuttle drop off, around the corner to the Ala Wai walkway entrance to the building. However, we could propose that there be special bus shuttles which would let the press off around the corner from the front entrance and get a permit to cordon off the street for this special shuttle stop, which would then make it a more palatable prospect for use.
- Security will be at a level to minimize the risk of intermingling the groups.

John and Jacques Chabert visited the airport's international arrival area and learned that there are upgrades planned. John does not believe that these upgrades will be completed prior to the Conference and would cause disruption for the arriving delegates.

- We need to commit that the airport upgrades will be completed prior to November '99.

Overall Security Comments:

- Unlike other sites, the lead for security services in Hawai'i will be the state government working in cooperation with the City and County of Honolulu and the Federal Government.
- As an island state, access to Hawai'i is channeled through the airport which provides better controls than other sites.



EXECUTIVE CHAMBERS
HONOLULU

BENJAMIN J. CAYETANO
GOVERNOR

Facsimile Cover Sheet

To: Alan Yamamoto

Company/Dept.: Congressman Neil Abercrombie's Office

Phone: 541-2570

Fax: 533-0133

From: Brenda Lei Foster, Executive Assistant to the
Governor – National & International Affairs
Office of the Governor

Phone: (808) 586-0013

Fax: (808) 586-0006

Date: November 13, 1998

**Pages including this
cover page:** 22

If you do not receive all pages, or if there are any questions, please call my secretary, Carole Toguchi at (808) 586-0027.

Comments or special instructions: HAWAII'S BID TO HOST THE WTO

EXECUTIVE CHAMBERS
HONOLULU
BENJAMIN J. CAYETANO
GOVERNOR



November 13, 1998

MEMORANDUM

TO: ALAN YAMAMOTO
CONGRESSMAN ABERCROMBIE'S OFFICE

FROM: BRENDA LEI FOSTER *Brenda Lei Foster*

RE: RE: HAWAII'S BID TO HOST THE WTO MINISTERIAL MTG
NOVEMBER 30 - DECEMBER 4, 1999

As per our discussion attached is an Executive Summary of the State of Hawaii's bid to host the World Trade Organization (WTO) Ministerial Meeting November 30 to December 4, 1999. The focus of the meeting will be on agriculture and financial services, and as with past meetings, will be referred to by the name of the place it is held. Needless to say, we would like this to be known as the Hawaii meeting. 3000 delegates and 1800 press are expected to attend from 170 member and observer countries.

There are currently six cities in contention: Detroit, Dallas, Denver, San Diego, Seattle and Honolulu. These six will be narrowed to three before Thanksgiving. The final decision, as I understand it, will depend upon the President, Vice President and the U.S. Trade Representative, Ambassador Charlene Barshefsky, who will serve as chair for the U.S. for the meeting.

The visit with the site selection team went very well, although some concerns were raised about Hawaii being too far to come and that we have no major corporate presence. We addressed those concerns by noting that 39 major airlines service Hawaii, with most flights from Europe and Asia only having to make one stop/plane change. With regard to corporate presence in Hawaii, we have several corporations that work in the international arena, but more importantly, given the nature of the WTO meeting, corporations from throughout the world will attend, no matter where the meeting is held. We have also put on the table that the Pacific Basin Economic Council (PBEC), whose international secretariat is located in Honolulu, will work with other international regional business organizations to host a business conference to compliment the WTO meetings, thus insuring business attendance and participation.

We would appreciate Congressman Abercrombie's support of this endeavor and his promoting Honolulu as the venue for the meeting during his up-coming trip with the President and Ambassador Barshefsky to Japan and Korea. Thank you.



WORLD TRADE ORGANIZATION

Ministerial Conference
Honolulu, Hawai'i
November 30 – December 4, 1999

EXECUTIVE SUMMARY

HAWAI'I, THE ISLANDS OF ALOHA
What the world is coming to

World Trade Organization

Why Hawai'i Makes an Ideal Site for the 1999 Ministerial Conference

The Ministerial Conference of the World Trade Organization is one of the world's premier meeting events. It should be a showcase for both the WTO and the meeting site. We will show you why Hawai'i is the ideal site for this world event. Many destinations can host a meeting, but only Hawai'i can offer WTO the facilities of a new and world class convention center ... with rent reductions ... technological sophistication ... discounted first class and deluxe hotel blocks convenient to your meeting ... all set in a place where hospitality is a primary business and diverse cultures live and work in harmony.

All of the specifications you require are included in the details of this bid book. However, consider these highlights which set Hawai'i apart.

An Incomparable, Strategically Located, Multi-Cultural Destination

- If there is a paradise on earth, it surely must be Hawai'i. Hawai'i offers you natural beauty, an ideal climate, and a culture that is a blend of the best of the world.
- Hawaii's strategic location in the Pacific makes it a perfect site for global conferences. In its strategic geographical position, Hawai'i is a military center with all of the communications and infrastructure sophistication that come with that designation.
- Hawai'i has a 125 year history in global commerce. Dating from the Hawaiian Kingdom, Hawai'i has long been a commercial center in the Pacific and the world.
- Hawai'i offers a location where business can be conducted in Hong Kong, New York, and Japan ... on the same business day.
- Hospitality is an intrinsic part of Hawaii's culture. It is the primary business in Hawai'i ... and the infrastructure is in place to insure that your delegates feel welcome. More than half of Hawaii's visitors come from outside of the United States. You will find a wide array of

exceptional restaurants, activities and attractions which are the hallmark of a world class destination.

- You will be housed in the new 1.1 million square foot Hawai'i Convention Center. The Center, at the edge of Waikiki, is within convenient walking distance from your hotel block. Waikiki offers you 36,000 deluxe and first class hotel rooms within a one mile radius of the Convention Center.
- The Honolulu International Airport is served by 23 U.S. and 16 international carriers offering direct and one-stop service to major world centers. With an island economy dependent on air and ocean freight, Hawai'i is able to handle the most challenging freight requirements.
- While WTO delegates will find Hawai'i an ideal meeting site, they will also undoubtedly enjoy the many opportunities to explore the variety of things to see and experience through pre- and post-meeting tours of Hawai'i's six "islands of aloha."
- Beyond the specifics of the bid package, the state's political, business, and labor leadership is fully committed to actively support your conference. They will do what is necessary to make WTO's Ministerial Conference a success.

Amenities, Incentives and Inducements

Hawai'i is pleased to offer you the following additional financial incentives for the WTO Ministerial Conference.

- Your delegates will be greeted at the Honolulu airport with flower leis and Hawaiian entertainment.
- At the Honolulu International Airport, we will staff hospitality desks with multi-lingual staff.
- The WTO Conference will have a major presence in Honolulu with welcome banners displayed between the airport and Waikiki.
- Security for this important conference will be provided through a collaborative effort between the city of Honolulu and the state of Hawai'i at no cost to WTO.
- Hawai'i has negotiated a block of significantly discounted deluxe and first class hotel rooms for WTO delegates. A majority of these rooms are in beachfront hotels. The average rate for 2,367 rooms in the block is \$US118.

- The hotels have offered WTO one-per-thirty complimentary guestrooms (one free guest room for each thirty booked per night).
- Hawai'i will offer you complimentary housing reservation services with toll-free access from the U.S. mainland and Internet and e-mail access for international reservations.
- You will be provided with an American Express Travel Center, Destination Information Service Desks, Business Office with Mail Services, Banking Services, and 24 hour Medical Care Center in the Convention Center.
- The office space for 166 delegations will be furnished with one desk and one chair without charge.
- Multi-lingual (four languages) directional and informational signage will be provided at shuttle bus stops and other key staging points.
- Hawai'i will arrange for e-mail and message services in the Hawai'i Convention Center on a complimentary basis.
- You will be provided with driver escorts for 166 delegation cars for the duration of the conference. Premium rental cars will be discounted 50% for WTO delegates.
- To facilitate their enjoyment of Honolulu, all attendees will be provided with a public bus pass at no charge.
- The delegates will be provided with complimentary transfers to Pearl Harbor to tour the USS Arizona and USS Missouri memorials.
- Your attendees will enjoy specially pre-arranged discounts from select Hawai'i restaurants, retail establishments, and attractions.
- Hawai'i will cap its hospitality program by arranging for a hosted gala closing extravaganza for the WTO conference.
- We are offering the Hawai'i Convention Center rent free (exclusive of labor, production and utilities). This new, high tech, comfortable setting is ideal for a world class meeting such as the WTO Ministerial Conference.

A Summary of Projected Costs (\$US)

Airfare	WTO Staff on SwissAir, coach round trip	\$2,000
	per person	
	Business class	\$6,600
	Current wholesale air round trip from Washington, DC	\$603

Arrivals	Honolulu International Airport	
	Hosted lei greeting / Hawaiian entertainment	complimentary
	Welcome Banners at airport, center, and Waikiki	complimentary
Hotels	Round trip Airport Shuttle per person	\$13
	Average Room Rate on 2,367 rooms in block	\$118
	Average Room Rate, Total Block (excludes suites)	\$139
Convention Facilities	Space Rental	complimentary
	Electrical	TBD
	Labor	TBD
	Telecommunications	\$195 per phone line, data/voice access
	Office Buildout (10'x12') each	From \$1,885 - \$2,255
	Registration Modules (10)	complimentary
	Additional Modules @ \$225 each	
Other Building Services	Building Perimeter Security - 24 hrs/day	complimentary
	Additional Building Security	\$24/hr.
	Staffing	
	American Express Travel Center	complimentary
	Destination Information Services	
	24-hour Medical Center (nurses @ \$35/hr)	
	International News Stand	
Freight / Shipping	Business Office / Mailing Service	
	Signage (4 languages) throughout Center and at Bus Shuttle pickup points	
	Air Freight, 5 tons round trip (ICES)	\$42,500
	Surface shipping 5 tons round trip	\$19,000
	Drayage up to 10,000 pounds (using ATTCO for office buildout)	complimentary

Transportation /	Full Motorcoach per hour	\$90
Hotel Shuttles		
Autos for	Auto - 200 premier rental cars at 50%	\$30/day
Delegates	discount	
	Drivers (166)	complimentary
	Car wash daily/discount	\$4
	Parking at Hawai'i Convention Center	complimentary
	(166 cars)	
Housing /	International via internet, e-mail and fax	complimentary
Reservations	and toll free telephone service for the	
Service	U.S. mainland.	

Hawai'i ... What the World is Coming To

John F. Kennedy said "*Hawai'i is what the rest of the world would like to be.*" That is more true today than ever. In a diverse world in search of peace, Hawai'i is the model for cultural harmony. In a world of exploding global commerce, Hawai'i is comfortably doing business across time zones and frontiers. In a world driven by technology, the Hawai'i Convention Center is a state-of-the-art showpiece. Hawai'i attracts almost 7 million visitors from around the world for its ideal climate and pristine beauty. Hawai'i is what the world is coming to. And it is the perfect venue for the World Trade Organization Ministerial Conference.



HAWAII CONVENTION CENTER

WTO MINISTERIAL CONFERENCE DATES - NOV. 30 - DEC. 4, 1999

The Hawai'i Convention Center is reserved exclusively for the WTO Ministerial conference.

THE CENTER TEAM

- The Hawai'i Convention Center is managed by SMG, the largest company managing public facilities in the United States, including the Moscone Convention Center, Long Beach Convention Center, Miami Convention Center. SMG also manages stadiums and sports arenas such as New Orleans Superdome, Soldier Field - Chicago, Los Angeles Coliseum to name a few.
- At the helm, as General Manager, is Dick Walsh a 23-year industry veteran, adept and experienced in handling major citywide national and international conventions.

FACILITIES

- Design. *A sense of Hawaii throughout*, reflecting the host culture and multi-cultural nature of Hawaii. Incorporation of light, water and native landscapes. *User friendly* from loading docks, registration, corridors, pre-function space, quality of meeting rooms, and theaters to its *Separation of Purpose* on each level.
- The Center is noted for its user-friendly *separation of purpose* with the exhibit hall and registration lobby on the ground level, over 100,000 square feet of meeting space centralized on the third level, and the fourth floor grand ballroom and 2 1/2 acre roof top garden on the fourth level.

SPACE ALLOCATION

A variety of configurations lend themselves to various options of space allocation separating, for instance, the Ministerial, NCO and press conference space.

GOODS AND SERVICES

Technology Services

- Fiber Optic accesses. The Center is fully wired to all meeting locations in the Center. The fiber allows data transmission at a super high rate. The Center also has a high capacity copper wire that runs parallel to the fiber should the user hardware not be suited for fiber optic application.
- Telecommunications. The telecommunications access is available in all meeting rooms and designated lobby areas. The system allows for voice and data transmission from all designated areas.
- The Center has a T1 line installed and has the capabilities for additional T1 lines.



- **Satellite Capabilities.** The Center has a designated satellite set up area. This allows the user the ability to bring in a satellite dish for transmission.
- The Center also has a designated meeting room that allows for easy installation of 400 computers for concentrated computer access. The room has power access evenly distributed throughout this 12000 sq. feet room. The intent is to allow easy setup and access to computer hardware for both training and transmission.
- **Messaging system.** The Center has video display systems throughout the Center. These monitors can transmit text and video messages through the Center. This is commonly used for broadcast messaging and infomercials for particular activities.

Simultaneous Translation

The Hawaii Convention Center has six simultaneous translation offices in the Center. The simultaneous translation offices take advantage of the video capabilities of the Center as the *plug and play* application is easily installed from the video origination to the translation offices. The converse applies as the system easily transmits to the point of origin for translation.

VIP Parking and Staging Areas

The design and location of the parking area provides immediate access for your VIP transportation. The delegates' driver holding area will be on the same level from where they can be dispatched directly from the Security office located nearby.

CONTRACT SERVICES

You may use your own service providers throughout the Hawai'i Convention Center with the exception of:
Exclusive Services Provided by SMG and the Hawai'i Convention Center for:

- Food and Beverage Services
- Telecommunication Services
- Electrical - Initial Tie in.
- Audiovisual - Initial tie in to the house sound system.

SPECIFIC USE DESIGNATIONS

- **Smoking Areas.** Although the Center is designated a non-smoking facility, the Center has made available smoking areas for our clients. Each level has designated smoking areas for the delegates.
 - Level 1 - Exhibit Hall. Exterior of the glass enclosed Lobby.
 - Level 3 - Meeting Room Level. Waikiki Side (Southeast side)
 - Level 4 - Ballroom Level. - Roof Top Garden.
- **Business Office.** The Center offers a business center that provides typically required services such as photo copying, binding, mailing, document preparation, domestic mailing, international mailing faxing and electronic mail access. The business service center essentially can provide services that any business office would require.
- **Medical Services.** The Hawaii Convention Center provides the physical facility for medical services. The user contracts with a medical service provider for registered nurse services, the provider selected for the RN service is at the users choice. The Hawaii Convention Center requires medical access be provided by the user.



LEVEL 1 - EXHIBIT HALL/LOBBY

ALA WAI PROMENADE

KAHAKAI STREET

MINISTERIAL
Dir. Gen. Suites,
4 connecting rooms

MINISTERIAL
Dep. Dir. General suites,
8 connecting rooms

MINISTERIAL
U.S. Delegation,
4 lg. connecting suites

MINISTERIAL
U.S. Secretariat suite
6 lg. rooms

MINISTERIAL
Reproduction area -
2000 sq. ft.
heavy electrical

MINISTERIAL
6 lg. connecting rooms

MINISTERIAL
MAIN HALL
3,000 classroom seating
1 sound tech-interpretation
for 8 languages

MINISTERIAL
167 1-room offices,
10' x 12'

MINISTERIAL
Interpreters' Lounge

MINISTERIAL
Business Center

MINISTERIAL
VIP holding area,
5 connecting rooms

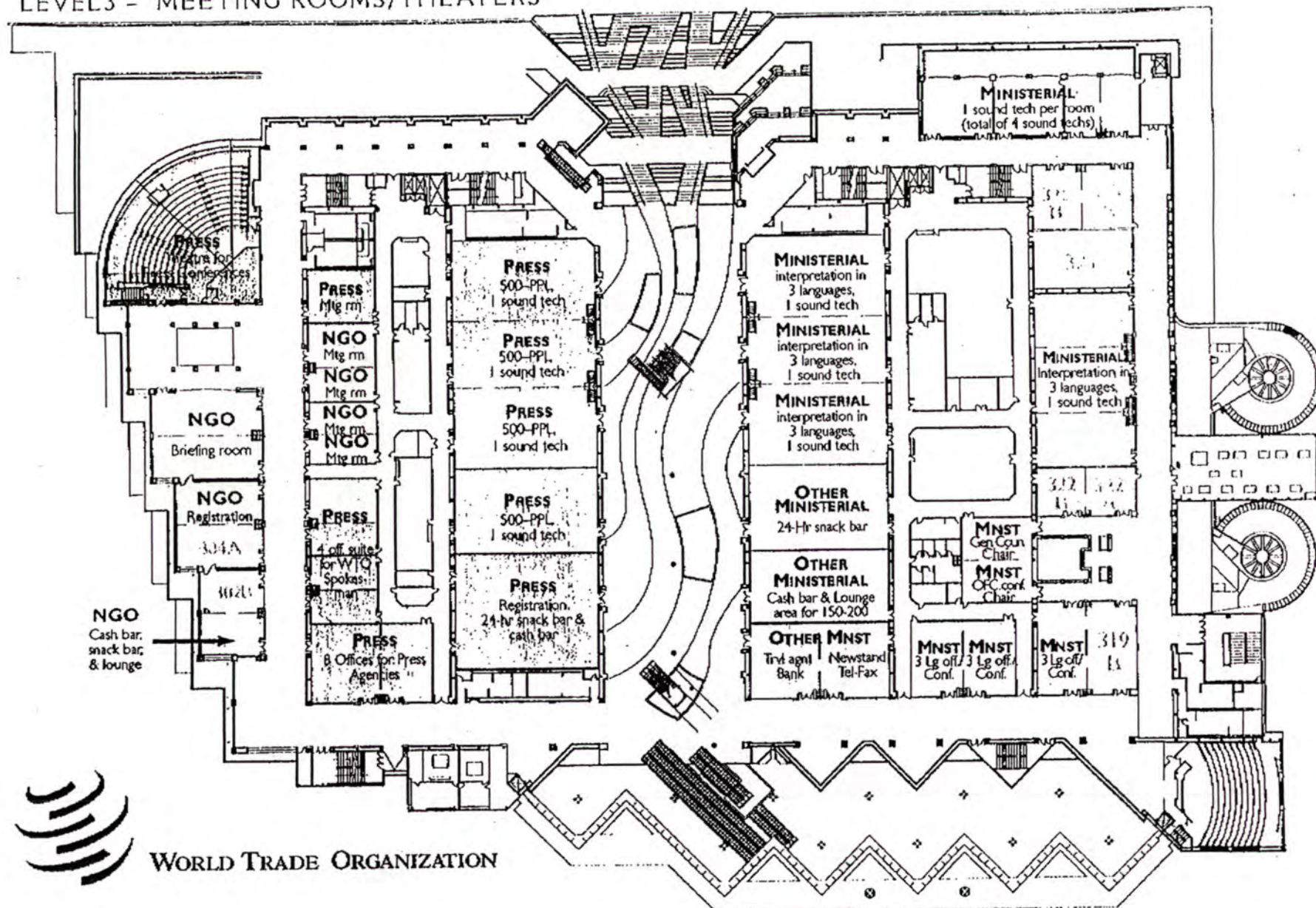
LOBBY

MAIN ENTRY - ATKINSON BLVD.



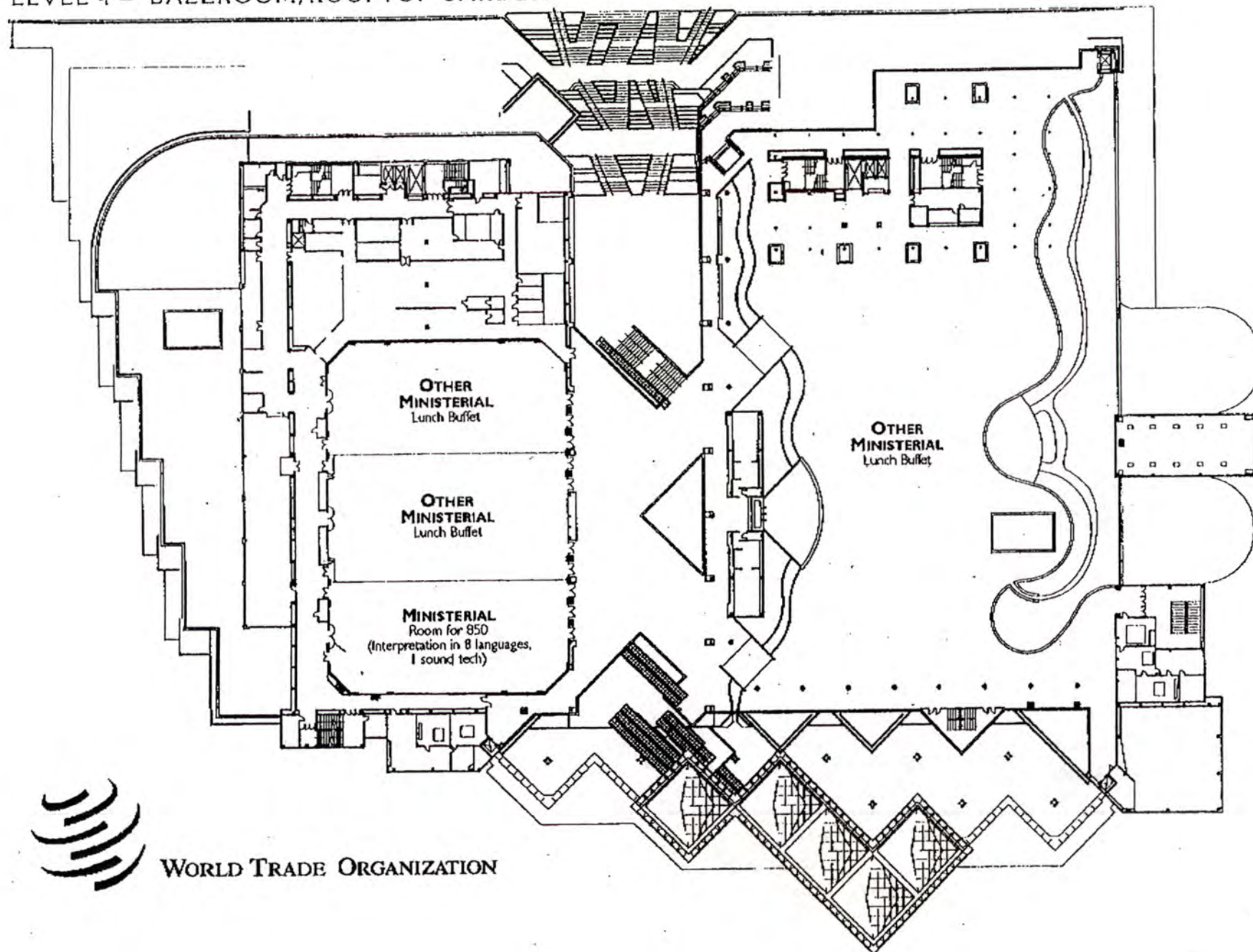
WORLD TRADE ORGANIZATION

LEVEL 3 - MEETING ROOMS/THEATERS



WORLD TRADE ORGANIZATION

LEVEL - - BALLROOM/ROOFTOP GARDEN



WORLD TRADE ORGANIZATION



WTO MINISTERIAL CONFERENCE

Convention Services

The Convention Services Department is established to be your resource for information on products and services on the beautiful Islands of Aloha - Hawai'i. Our job is to provide you with pertinent information on the availability of products and the capability of suppliers to assist you in the planning process. Planning an event in Hawai'i is simplified with the help of our experienced team who stand ready to lend their expertise and knowledge of the islands. Consider us your staff on location in Hawai'i and be assured of our total commitment to the complete success of your event.

The Hawai'i Visitors & Convention Bureau and its members will provide direct distribution of promotional brochures on site at the Hawai'i Convention Center for all registrants including Entertainment and Attractions Guide, Islands of Aloha Guides and targeted promotions for convention attendees including significant discounts and incentives from major Hawai'i vendors, i.e., Ala Moana Center, Liberty House, Hilo Hattie, etc.

Information Services

During the WTO Ministerial Conference, the Hawai'i Visitors & Convention Bureau - Convention Services Dept. will staff a hospitality desk with information specialists and concierges that will provide information on activities, restaurants, attractions and directions around the city and state. Our bilingual staff will offer your guests full service access to the many cultural opportunities as well as the many fun and entertaining things to do in Hawai'i. The Hawai'i hospitality desk staff, in liaison, with Hawai'i Pacific University, can offer personal escorts at the Convention to non-English speaking delegates, attendees, and guests who require personal assistance in navigating the building or Waikiki. The desk will stock brochures and literature on Hawai'i attractions and activities in several languages. Promotional materials and collateral will be available from permanent racks for browsing by attendees and guests. The desk will be staffed and open to coincide with your registration hours or whatever hours you request during the Convention.

Housing Services

The Hawai'i Visitors and Convention Bureau provides comprehensive housing services through our partner Housing On Line/PGI. Through this partnership, we have successfully operated housing reservation services for your size group. Housing on Line/PGI has been in the housing business for the last seven years and has successfully completed housing for several large shows including shows of the high level nature such as WTO Ministerial Conference. Some of the shows utilizing this service for their international guests include Consumer Electronics show, JCK Shows, SPIE Conference, DEMA Shows and the Oracle Application Users Group, most recently held in Hawai'i.

Housing can be accomplished via a toll-free number direct to the staffed reservations complex, where reservations can be completed and confirmed within minutes. A fax confirmation can be sent out immediately upon completion of the transaction or will be mailed out at the end of the business day.

Housing Services for International Guests

Housing on Line/PGI has created a web site which features hotel information and reservation capabilities for our clients. The web site allows users to reserve all hotel, car and airline reservations. International and domestic guests can also send e-mail inquiries for special requests direct to a senior reservation agent or an account executive for further clarification. Housing on Line offers reservations services 15 hours per day to accommodate guests in other time zones. Housing reservation requests can also be accomplished via fax requests. Further, all inquiries are referred to the call center via e-mail or fax are responded to within 24 hours. Updates are made immediately when a hotel block sells out providing up to the minute real time availability information. Reservations are downloaded nightly and confirmations sent out, either by mail, fax or e-mail.

For the 1999 WTO Ministerial Conference, Hawai'i Visitors & Convention Bureau will provide a staffed housing desk on site at the Hawai'i Convention Center to facilitate changes, revisions, new reservations, answering questions and locator services for our attendees and guests.

Airport Services

For the WTO Ministerial Conference, the Hawai'i Visitors and Convention Bureau can offer a hospitality desk and service at the Honolulu International Airport to distribute information on activities, attractions, ground transportation, maps of the city and state, etc. We will staff the desks with information specialists, translators and personal escorts available to accompany the guests to navigate the airport to baggage claim and ground transportation. We will staff a VIP/Hospitality Lounge at the airport during major arrivals for guests to obtain information and/ or who wish to relax, refresh or wait for ground transportation. Upon departure, this VIP/Hospitality Lounge will be available for guests to await flights.

The Hawai'i Visitors and Convention Bureau, along with our industry partners, will provide complimentary, customized Welcome Banners at the Airport, along Kalakaua Avenue in Waikiki and at the Hawai'i Convention Center. These banners will reflect our Aloha and share our greetings of welcome to your attendees and guests.

Each guest arriving at the airport will be personally met, lei greeted and welcomed to Hawai'i. The attendee will then be directed to Hospitality areas; i.e., the Welcome Desk and VIP/Hospitality Lounge for individual attention. Our greeters will offer directions and personally escort guests who require additional assistance and more information.

Registration Services

The Hawai'i Visitors and Convention Bureau provides a preferred vendor list of Temporary Services Agencies that offer dedicated personnel to work on site at your meeting, convention or trade show as clerks, typists, CRT operators, cashiers, information specialists and concierges.

Translation Services

In conjunction with the Hawai'i Pacific University, the University of Hawai'i and the Hawai'i Visitors and Convention Bureau, we will offer volunteers from the Foreign Language Departments. Students will work and act as verbal interpreters for attendees and guests at the airport welcome desks, the VIP Hospitality Lounge, the Welcome Desk and Hospitality Lounges at the Hawai'i Convention Center. We will have additional staff available to translate in specific areas required by the WTO, as requested.

A special service to provide cellular telephones to our international attendees and guests is available. These telephones will offer direct-connect assistance to an operator with the ability to translate for the attendee in several different languages, i.e., Japanese, Chinese, Korean, etc.

Special Services

The HVCB, along with our industry partners, will offer special services for the WTO Ministerial conference which include: Foreign Currency Exchange Services, Travel Services, Business Center Services including Postal services both domestic and international, and Delegate Car Washing.

The Bank of Hawai'i will offer Foreign Currency Exchange Services on site at the Hawai'i Convention Center to offer your guests full service access to accommodate their monetary and banking needs.

American Express has offered to work jointly with the Hawai'i Visitors and Convention Bureau to provide a travel desk and office at the Hawai'i Convention Center offering full services including international ticketing, changes and revisions as well as pre and post travel arrangements. Specifically, we will offer ticketing to the neighbor islands and a tours and activities desk at the Convention Center for Hawai'i. American Express can, also, offer Foreign Currency Exchange services as well giving us a secondary location at the Convention Center to offer ancillary services to your attendees and guests.

Business Center

The Hawai'i Convention Center has an on-site Business Center available to the WTO Ministerial Conference for use on an as needed basis. The hours of the Business Center will be designated to match your specific needs and requirements. The Center will provide copying services, post office services including both international and domestic mail services. Shipping services for oversized boxes will be available for both domestic and

international through the Business Center but may be augmented by a specific vendor in addition to the readily available national carrier.

Delegate Cars

The Hawai'i Visitors & Convention Bureau, along with its industry partners, can provide discount car rentals for 'town cars' for the 135 to 200 delegates who will require cars. Parking for the cars will be provided at the Convention Center complimentary for the duration of the conference. As a special courtesy, a special discount of \$4.00 per car has been arranged at a car washing facility near the Convention Center. In the Convention Center, a Security office will be utilized as the dispatch area to contact the drivers to bring the cars around to the main entrance of the building as needed.

Contracted Services, Equipment & Supplies

This bid reflects proposals for equipment, furniture, shipping costs and the office build-out. We have also provided listings of additional vendors who can provide equipment and specifically 'printing companies' as requested in your bid specifications. Please note that we have included a listing of the Bureau Membership Directory which reflects the vast resources of quality support service companies available in Hawai'i to meet and exceed the needs and requirements of the WTO Ministerial Conference. Please feel free to call upon us to intercede on your behalf, should you have a question or concern regarding the availability of certain equipment and supplies.

Post Convention Critique

At the end of each show, the Hawai'i Visitors & Convention Bureau Sales and Services staff along with the Hawai'i Convention Center key staff will meet with the show organizer and key staff to review all aspects of the convention, meeting and/or conference. At which time, we will ask specific questions regarding Hawai'i properties, facilities and services in an effort to continue to refine and exceed our service levels and meeting planner expectations.

The Hawai'i Visitors & Convention Bureau will provide a Post Convention Report to the show organizer forty-five (45) days after the close of the convention. This report will include daily hotel room actual usage and revenues, meeting statistics, food and beverage usage and revenues and support services usage.



**1999 World Trade Organization
 Ministerial Conference
 November 30 - December 3
 Tentative Room Block**

Hotel	Number of Rooms Offered	Distance from the Convention Center (Estimate)
Ala Moana Hotel	500	1 Block
DoubleTree Alana Waikiki	130	2 Blocks
Hawaii Prince Hotel	150	2 Blocks
Hilton Hawaiian Village	1,500	3 Blocks
Holiday Inn Waikiki	50	2 Blocks
Hyatt Regency Waikiki	500	9 Blocks
The Ilikai Hotel Nikko Waikiki	300	3 Blocks
Outrigger Reef on the Beach	100	3 Blocks
Outrigger Waikiki on the Beach	100	9 Blocks
Outrigger East	100	8 Blocks
Sheraton Moana Surfrider	150	6 Blocks
Sheraton Princess Kaiulani	400	7 Blocks
Sheraton Waikiki	775	5 Blocks
Royal Hawaiian	110	5 Blocks

Total Number of Hotels Offered	Total Number of Rooms Offered	Room Block Accessibility
14	4,865	All hotels are within a 1 mile radius of the Hawaii Convention Center



**1999 World Trade Organization
 Ministerial Conference
 November 30 - December 3
 Tentative Room Block**

Hotel	Contact	Type of Room	Group Rates	Number of Rooms
Ala Moana Hotel	Marty Milan	ROH Sgl/Dbf Kona Tower	* \$95.00	100
		ROH Sgl/Dbf Waikiki Tower	* \$115.00	300
		ROH Sgl/Dbf Concierge Tower	* \$135.00	100
DoubleTree Alana Waikiki	Maria Arceneau	Run of House Sgl/Dbf	* \$105.00	104
Hawaii Prince Hotel	Alvin Wong	ROH Sgl/Dbf	* \$145.00	150
Hilton Hawaiian Village	Dan Schmitzer	Garden View Single	* \$125.00	
		Garden View Double	* \$140.00	
		Partial Ocean View Single	* \$145.00	
		Partial Ocean View Double	\$160.00	
		Ocean View Single	\$165.00	
		Ocean View Double	\$180.00	
		WTO Secretariat Single	* \$101.00	
		WTO Secretariat Double	* \$131.00	
		Total Rooms Offered		
Holiday Inn Waikiki	Leila Ah Sui	ROH Sgl/Dbf	* \$81.00	50
Hyatt Regency Waikiki	Revell Newton	ROH Sgl/Dbf	\$165.00	500
The Ilikai Hotel Nikko Waikiki	Chris Beddow	ROH Sgl/Dbf	* \$110.00	200
		Studio Kitchens	* \$120.00	100
Outrigger Hotels & Resorts	Napua Ishikawa			
Outrigger Reef on the Beach		ROH Sgl/Dbf	\$147.00	100
Outrigger Waikiki on the Beach		ROH Sgl/Dbf	\$147.00	100
Outrigger East		ROH Sgl/Dbf	* \$110.00	100
Sheraton Hotels Waikiki	Laurie Wong			
Sheraton Moana Surfrider		ROH Sgl/Dbf	\$170.00	130
Sheraton Princess Kaiulani		ROH Sgl/Dbf	* \$110.00	400
Sheraton Waikiki		Run of Mountain City View Sgl/Dbf	* \$115.00	350
		Run of Ocean View Sgl/Dbf	\$165.00	350
		Historic Garden Sgl/Dbf	\$180.00	75
Royal Hawaiian			Tower Ocean Sgl/Dbf	\$250.00
	Total Number of Rooms Offered			4,734
	Total Number of Rooms Required			4,500
	Average Hotel Room Rate (excluding suites)			\$138.92
	* Average Room Rate for 2,367 lower priced rooms			\$117.69

Hawaii offers extensive direct international service from all major gates in the United States and Asia

Flight Availability

Westbound to Honolulu

Number of Seats and Flights to Honolulu from US and Canada Gateways

	Seats	Flights
October	360,929	1,506
November	365,631	1,528
December	378,406	1,626

* 1997 data: HVCB Market Research

Eastbound to Honolulu

Number of Seats and Flights to Honolulu from Asia/Pacific Gateways

	Seats	Flights
October	317,568	907
November	306,181	884
December	321,404	921

* 1997 data: HVCB Market Research

Customs Information

Passengers arriving from Geneva/Europe would normally clear customs in Los Angeles or San Francisco.

Passengers arriving from Asia would clear customs in Honolulu.

Passengers arriving from South America would normally clear customs in either Houston/Dallas or San Francisco or Los Angeles.

HAWAII

Visitors & Convention Bureau

Estimated Scheduled Nonstop Air Carrier Seat Capacity 1997 Year Totals			
Westbound	Total	Eastbound	Total
Air Canada	42,590	Air New Zealand	164,579
Air New Zealand	101,098	Air Pacific	2,630
American Airlines	565,726	All Nippon Airways	172,362
American Trans Air	289,210	Asiana Airlines	81,638
Canadian Airlines Int'l	204,610	Canadian Airlines Int'l	4,998
Continental Airlines	272,506	China Airlines	155,795
Delta Airlines	881,840	Continental Airlines	295,903
Garuda Indonesia	84,000	Coral Pacific Airlines	3,948
Hawaiian Airlines	658,590	Eva Airways	39,758
Northwest Airlines	528,800	Garuda Indonesia	84,000
Philippine Airlines	43,364	Hawaiian Airlines	49,010
Trans World Airlines	151,375	Japan Airlines	1,334,366
United Airlines	1,534,043	Korean Air	167,092
		Northwest Airlines	768,326
		Philippine Airlines	61,924
		Quantas Airways	148,162
		United Airlines	452,798
TOTAL WESTBOUND	5,357,752	TOTAL EASTBOUND	3,987,289

Source: Reed Travel Group Special Report for HVCB

Estimated Total Direct and Nonstop Seats to Hawaii by City WESTBOUND MARKETS 1997 Year Totals	
U.S. Mainland	Total
Pacific Region	
...Anchorage, AK	20,440
...Los Angeles, CA	2,869,446
...Ontario, CAN	15,400
...San Diego, CA	124,444
...San Francisco, CA	1,605,144
...San Jose, CA	12,320
...Portland, OR	173,804
...Seattle, WA	342,610
Mountain	
...Phoenix, AZ	34,560
...Denver, CO	222,712
...Las Vegas, NV	236,202
...Salt Lake City, UT	332,250
W.N. Central	
...Minneapolis, MN	211,626
...St. Louis, MO	159,154
W.S. Central	
...New Orleans, LA	14,220
...Dallas, TX	415,954
...Houston, TX	297,227
...San Antonio, TX	7,471
E.N. Central	
...Chicago, IL	755,284
...Indianapolis, IN	0
...Detroit, MI	246,786
...Cincinnati, OH	102,718
...Cleveland, OH	27,839
...Milwaukee, WI	24,708
Mid Atlantic	
...New York, NY	425,754
...Philadelphia, PA	18,377
New England	
...Boston, MA	319,696
E.S. Central	
...Memphis, TN	6,749
South Atlantic	
...Wash, D.C.	159,964
...Ft. Lauderdale, FL	0
...Miami, FL	7,471
...Orlando, FL	105,531
...Tampa, FL	7,471
...Atlanta, GA	533,836
...Baltimore, MD	7,471

Estimated Total Direct and Nonstop Seats to Hawaii by City
EASTBOUND MARKETS
1997 Year Totals

Asia	Total
Japan	
...Tokyo	1,540,463
...Osaka	604,902
...Nagoya	240,251
...Fukuoka	193,310
...Sapporo	76,725
...Sendai	16,775
...Hiroshima	0
Korea	
...Seoul	387,566
Taiwan	
...Taipei	198,759
Indonesia	
...Jakarta	82,392
Philippines	
...Manila	155,810
Oceania	
Australia	
...Adelaide	28,184
...Cairns	53,788
...Melbourne	144,595
...Sydney	198,486
New Zealand	
...Auckland	176,575
...Christchurch	455
American Samoa	
...Pago Pago	28,080
Caroline Island	
...Kosrae	23,660
...Pohnpei	23,660
...Truk	23,660
Cook Islands	
...Rarotonga	22,946
Fiji	
...Nadi	74,843
French Polynesia	
...Papeete	14,580
Guam	
...Guam	172,990
Johnston Island	
...Johnston Island	7,886
Marshall Islands	
...Kwajalein	41,950
...Majuro	41,950
Samoa	
...Apia	10,659
Republic of Tonga	
...Tongatapu	10,659

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Gene/Chris - what is status

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COMMITTEE ON WAYS AND MEANS

U.S. HOUSE OF REPRESENTATIVES
WASHINGTON, DC 20515

SUBCOMMITTEE ON HEALTH

September 28, 1998

11-23 98

The Honorable Nancy Ann DeParle
Administrator
Health Care Financing Administration
Washington, DC 20201

Dear Nancy Ann:

Congressman Abercrombie has called my attention to a reimbursement problem in the area of pap smear screening and diagnosis that could be creating a severe access problem for Medicare beneficiaries in various locations.

The current reimbursement rate is a little over \$7 and, while I do not know the appropriate rate, it certainly seems low. I hope that as a life-and-death women's health issue, HCFA could review this area as soon as possible. An adjustment would help send a strong signal of how important this issue is to the public health and to Medicare.

Sincerely,

/s/

Pete Stark
Member of Congress

From Presus to

Gene Sperling

Chris Jennings

*Wants to know what the
decision on this was?*

*Copied
Sperling
Jennings*

105TH CONGRESS
2D SESSION

H. R. 4092

To amend title XVIII of the Social Security Act to increase the amount of payment under the Medicare program for pap smear laboratory tests.

IN THE HOUSE OF REPRESENTATIVES

JUNE 19, 1998

Mr. ABERCROMBIE (for himself, Mr. SANDERS, Mr. SANDLIN, Mrs. LOWEY, Ms. DELAURO, Mr. BOSWELL, Ms. MILLENDER-MCDONALD, Mr. FORD, Mr. BORSKI, Mrs. MINK of Hawaii, and Mr. CUMMINGS) introduced the following bill; which was referred to the Committee on Commerce, and in addition to the Committee on Ways and Means, for a period to be subsequently determined by the Speaker, in each case for consideration of such provisions as fall within the jurisdiction of the committee concerned

A BILL

To amend title XVIII of the Social Security Act to increase the amount of payment under the Medicare program for pap smear laboratory tests.

1 *Be it enacted by the Senate and House of Representa-*
2 *tives of the United States of America in Congress assembled,*

3 **SECTION 1. SHORT TITLE.**

4 This Act may be cited as the "Investment in Wom-
5 en's Health Act of 1998".

MANUAL SCREEING PAP SMEAR TALKING POINTS

1. The Omnibus Consolidated and Emergency Supplemental Appropriations for Fiscal Year 1999 conference report expresses concern about the large disparity between the costs incurred by clinical laboratories to provide manual screening Pap smears and the amount currently paid by Medicare, which is capped at \$7.15 nationwide. The report urges HHS to act as soon as possible to increase Medicare payment for the service.
2. There is substantial evidence that Medicare's payment amount for the manual screening Pap smear is below the amounts paid by commercial insurers and that the cost of providing the service averages \$13.00 to \$17.00.
3. It is clear that adequate payment is necessary to ensure women's access to quality Pap smears and that some laboratories no longer provide the service because of low payment amounts.
4. Current law allows the Secretary of HHS to increase payment for the manual screening Pap smear nationwide using the inherent reasonableness authority. This authority requires publication and finalization of a proposal through the federal rulemaking process, a process which takes considerable time to complete. In addition, Medicare contractors may make much smaller adjustments to local payment amounts with shorter local notice and comment period.
5. The Office of Management and Budget should move expeditiously to have HHS begin both the federal rulemaking process and the Medicare contractor process for increasing payment for the manual screening Pap smear.

1 SEC. 2. INCREASE IN PAYMENT AMOUNT FOR PAP SMEAR
2 LABORATORY TESTS.

3 (a) IN GENERAL.—Section 1833(h) of the Social Se-
4 curity Act (42 U.S.C. 1395l(h)) is amended by adding at
5 the end the following new paragraph:

6 “(7) In no case shall payment under the fee schedule
7 established under paragraph (1) for the laboratory test
8 component of a diagnostic or screening pap smear be less
9 than \$14.60.”.

10 (b) EFFECTIVE DATE.—The amendment made by
11 subsection (a) shall apply with respect to laboratory tests
12 furnished on or after January 1, 1999.

○

October 19, 1998 Congressional Record

H11396

Omnibus Appropriations Bill

THE PRESIDENT HAS SIGNED

11-24-98

HHS

Follow up
page 9000

There is concern about the large disparity between the costs incurred by clinical laboratories to provide manual screening Pap tests and the amount currently paid by Medicare. Data from laboratories nationwide that provide service indicates that the cost of providing the test averages \$13.00 to \$17.00, with the costs in some areas being higher, yet Medicare currently pays \$7.15. It is believed that adequate payment is a necessary component of ensuring women's access to quality Pap smears. The agency is urged to act as soon as possible to increase the Medicare payment for the screening Pap smear.

The agency is further urged to provide for a commensurate increase in the payment rate for new cervical cancer screening technologies that have been approved by the Food and Drug Administration as significantly more effective than the conventional pap smear. It is recognized that access to the best cervical cancer screening techniques is particularly important to low-income, minority, and elderly women covered by Medicare who in too many cases do not receive regular preventive screenings.