



SPEAKING ENGAGEMENTS

Contracts Update 2023: What's New & What's The Same?

DATE

March 6, 2023

SPEAKERS



Barbara F. Dunn
Partner

Barbara Dunn co-presented a webinar with Lisa Sommer Devlin, "Contracts Update 2023: What's New & What's the Same?" at the Cascadia Educational Conference (CEC), a joint regional conference for the Oregon and Washington state chapters of Meeting Professionals International held at the Semiahmoo Resort in Blaine, Washington. The webinar covered the significant compression in the hotel marketplace and increased demand that groups are confronting in difficult hotel contract negotiations. The common theme raised by all attendees was the need for hotels and groups to work together as the industry recovers from the COVID-19 pandemic and charts a path forward.

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