

SPORTS LODGING

Hotel Accommodations | Meal Planning | Meeting & Conference Space | Bus Parking

What we do

Procurement

FHG has its own sourcing platform based upon efficiency and just as importantly, to foster relationships between lodging providers and clients. We believe in a single point of contact at each property so a long-term relationship can be formed, resulting in priority handling of our inquiries. This also allows us to maximize our purchasing leverage and partnerships at the property level.

Negotiation

Once a property is chosen, we will negotiate the best possible prices, concessions, terms and conditions on your behalf to ensure we are maximizing your lodging dollars. As hoteliers, we have an advantage and are able to leverage our experience, expertise and buying power to negotiate the most favorable terms possible.

Sports & Affiliations

- Asian Athletic Association
- ESPN-Game Day
- National Collegiate Boxing Assoc.
- NCAA Volleyball
- Prime Sports
- Special Olympics
- Virginia Tech Men's Athletics
- Warner Soccer
- UCA Int. All Star Championship

Orchestrating

Bus parking.
Direct bill (hotels discretion).
Ground transportation.
Lodging near the venue.
Meal planning (on property, offsite, catering).
Offsite entertainment.
Pre-game conference.
Pre-key with rooming list.
Rebate.
Recruiting.
Securing meeting room space.



Savings

There is no cost to match you with the ideal lodging location. We are compensated by the hotel you ultimately select in the form of a commission based on room revenue. We guarantee the rates we negotiate on your behalf are as low, or lower than, the rates you would get on your own.

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