



## 2020 Sail America Industry Conference- Frequently Asked Questions

### 1. Who should attend?

SAIC is *the* place for sailing industry professionals to learn about new topics and trends, receive updates, and network with over 150 participants. The conference features a group activity (regatta or golf), a day and a half of educational sessions, an industry dinner and more.

### 2. Registration deadlines info...

Please book your hotel reservation prior to the Monday, April 13 cutoff date to guarantee the discounted room block rates. The registration fee for the conference is \$395 for members and \$495 for non-members. Please register in advance. On-site registration can be accommodated but will incur a \$100 additional fee.

### 3. What is the cancellation policy for the conference registration fee?

While we hope you don't have to cancel, we understand that conflicts do arise. Please contact conference staff.

### 4. How do I book a hotel reservation?

Please click [HERE](#) or call 1-410-263-7777 to make reservations

### 5. Will I get to go sailing?

One of the best parts of SAIC is the group activity – historically sailing! We will host a group activity on Tuesday, May 12<sup>th</sup> at 12:00PM. We're working hard to plan a sailing event. As plans are confirmed, we will update Sail America members and friends, and we hope you'll plan your travel to join us!

### 6. I need meeting space for my company during SAIC, is this possible?

Yes, please contact Stephanie Grove at [sgrove@sailamerica.com](mailto:sgrove@sailamerica.com). Several Sail America members are hosting meetings in conjunction with the conference and the hotel is eager and able to work with you directly to coordinate your specific meeting needs.

### 7. What airport is the closest? Will there be shuttles?

Three nearby international airports provide easy access to Annapolis & Anne Arundel County: **Baltimore-Washington International Thurgood Marshall Airport (BWI)**, **Ronald Reagan Washington National Airport (DCA)**, and **Washington Dulles International Airport (IAD)**. The airports provide a host of ground transportation options including rental cars, shuttles and public transportation.

**8. What is included in my registration (meals, Wi-Fi, activities, etc.)?**

Graduate Annapolis welcomes you with warm charming guest rooms and luxurious suites decked out in nautical style. As a guest and a SAIC attendee, your stay at the hotel includes:

Conference Opening Reception	Lunch and refreshments on May 12 <sup>th</sup> & 13 <sup>th</sup>
Complimentary Wi-Fi Access in hotel guest rooms	Business Center with Internet access
Onsite paid parking	Onsite Bar/Lounge
24 Hour Fitness Center	Pet Friendly
	Complimentary bike rentals

**9. I'd like to sponsor SAIC, how do I do that?**

Wonderful, we'd love to talk to you about Sponsorship Opportunities! Please visit the Sponsorship tab of the conference website for additional information. Please contact Kayce Florio at [kflorio@sailamerica.com](mailto:kflorio@sailamerica.com) with any questions or to discuss. Thank you!

**10. Who are the contacts at Sail America for this event?**

Sail America Conference Planner/Sponsorship: Kayce Florio ([kflorio@sailamerica.com](mailto:kflorio@sailamerica.com))

SAIC Meeting Planner: Michelle Umberger ([mumberger@sailamerica.com](mailto:mumberger@sailamerica.com))

Registration/Onsite Planner: Stephanie Grove ([sgrove@sailamerica.com](mailto:sgrove@sailamerica.com))

**11. Do I need to be a member of Sail America to attend?**

Sail America members enjoy a \$100 discount on the conference registration. As a Sail America member, you will enjoy this discount and more! Please take a minute to review the [Membership Brochure](#) and email/call Stephanie Grove ([sgrove@sailamerica.com](mailto:sgrove@sailamerica.com)) if you'd like to join!

**12. Is breakfast included in hotel fee?**

Breakfast is not included.

**13. Is parking at Graduate Annapolis free?**

No, it is \$23 per day to self park and \$26 per day to valet