



TOURISM INDUSTRY  
ASSOCIATION OF CANADA

ASSOCIATION DE L'INDUSTRIE  
TOURISTIQUE DU CANADA

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# Request for Proposal

Rendez-vous Canada  
Host Destination  
2026, 2027, 2028, 2029 OR 2030

Due Date: **June 30, 2024**

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## Section 1: Preamble

Destination Canada (DC) and Tourism Industry Association of Canada (TIAC) as co-managers and producers of the Rendez-vous Canada event, invite interested provincial, territorial, city and regional destination marketing organizations to submit proposals to host Rendez-vous Canada, Canada's premier international tradeshow. This request is for one of the following years: 2026, 2027, 2028, 2029 or 2030.

Rendez-vous Canada is an opportunity to showcase your Canadian destination to up to 400+ international and domestic travel buyers, 20+ international and domestic travel trade media and 600+ Canadian tourism seller organizations! Not only will attendees experience your region firsthand, but the event drives a significant economic impact and exposure with 1,500+ participants occupying 5,000+ rooms nights, and related goods and services.

DC and TIAC will work to have the selection process complete by August 15, 2024 to ensure that successful hosts can account for Rendez-vous Canada in their budget planning.

Once a host destination has been selected and Rendez-vous Canada awarded, a formal Memorandum of Understanding will be drafted outlining responsibilities and to establish the general guidelines for cooperation between DC, TIAC, and Host Destination parties to plan and host Rendez-vous Canada.

To support destinations in the proposal process we have created a "Guide to Hosting Rendez-vous Canada". It provides an overview of each item in the Memorandum of Understanding and some additional host destination considerations and best practices that have been compiled by several of the experienced Rendez-vous Canada hosts to make your planning experience as seamless as possible.

### Introduction

#### About Destination Canada (DC)

At Destination Canada we believe in the power of tourism. Our aspiration is to enhance the quality of life of Canadians and enrich the lives of visitors.

Our mission is to influence supply and build demand for the benefit of locals, communities and visitors through leading research, building alignment with public and private sectors, and marketing Canada nationally and abroad. In collaboration with our partners, we promote Canada as a premier four-season leisure and business tourism destination around the country and world

Destination Canada's approach focuses on markets where Canada's tourism brand leads and yields the highest return on investment. We use research to drive our evidence-based marketing in nine key geographic leisure source markets: Australia, Canada, China, France, Germany, Japan, Mexico, South Korea, United Kingdom and the United States. In addition, our Business Events team



leverage in-depth global market analysis to target international clusters aligned with Canada's priority economic sectors.

Destination Canada is a Crown corporation wholly owned by the Government of Canada and formed under the Canadian Tourism Commission Act.

For further information, please visit <http://www.destinationcanada.com>

## About the Tourism Industry Association of Canada (TIAC)

Tourism Industry Association of Canada (TIAC) is an incorporated non-for-profit membership organization and the leading voice for the Canadian tourism industry, dedicated to promoting and supporting a competitive and sustainable tourism sector. Tourism Industry Association of Canada advocates for policies and programs that benefit its members, ensuring the continued growth and prosperity of Canada's tourism industry.

Founded in 1930 to encourage the development of tourism in Canada, the Tourism Industry Association of Canada serves today as the national private-sector advocate for this \$105 billion sector. Based in Ottawa, the Tourism Industry Association of Canada acts on behalf of Canadian tourism businesses and promotes positive measures that help the industry grow and prosper.

The Tourism Industry Association of Canada is responsible for representing tourism interests at the national level, and its advocacy work involves promoting and supporting policies, programs and activities that will benefit the sector's growth and development.

The Tourism Industry Association of Canada's membership reflects partnerships among all sectors of the industry, and provincial, territorial, and regional tourism associations, enabling the association to address the full range of issues facing Canadian tourism.

For further information, please visit <http://www.tiac-aitc.ca>

## About Rendez-vous Canada

Rendez-vous Canada is Canada's annual signature international tourism marketplace where the international travel trade connects with Canada's tourism industry partners. Rendez-vous Canada is co-managed and produced by Destination Canada and the Tourism Industry Association of Canada through a collaborative agreement called One Canada. One Canada is a joint mutually beneficial agreement to promote and advance international travel to Canada as well as the Canadian tourism industry through co-managed shows such as Rendez-vous Canada and other events and programs.

Destination Canada and the Tourism Industry Association of Canada are responsible for the overall vision, strategy, branding, performance targets, objectives, and standards for Rendez-vous Canada. Tourism Industry Association of Canada is further responsible for managing all aspects of the Event Plan, and for ensuring that the vision for each Rendez-vous Canada is delivered on time and on budget. The Tourism Industry Association of Canada operates and manages the Rendez-vous Canada Project Office.



Rendez-vous Canada develops a comprehensive event management plan, critical path, an overall schedule of events and programming, and an execution and creative plan for the implementation of each Rendez-vous Canada (Event Plan). This will be shared with the Host Destination as appropriate for planning and implementation purposes.

This annual event rotates across Canada and provides 1,500+ international tourism industry leaders an opportunity to meet one-on-one at the marketplace. Collaboration is quick, yet efficient, with pre-scheduled appointments by mutual request of both the buyer and seller. The result — focused engagement around the best of the best of Canada’s tourism experiences. [To view a sample of the current Rendez-vous Canada schedule, click here.](#)

Rendez-vous Canada has been operating annually since 1977 and has been held in the following destinations:

2018	May 13 – 16 Halifax Convention Centre Halifax, Nova Scotia
2019	May 28 – 31 Metro Toronto Convention Centre Toronto, Ontario
2020	Canceled due to Covid 19 Pandemic
2021	May 17 – 21 Virtual marketplace
2022	May 24 – 27 Metro Toronto Convention Centre Toronto, Ontario
2023	May 30 – June 3 Centre des congress de Québec Québec City, Québec
2024	May 14 – 17 Edmonton Convention Centre Edmonton, Alberta
2025	May 27 – 30 RBC Convention Centre Winnipeg Winnipeg, Manitoba

For further information and a complete listing of locations of past and future editions of Rendez-vous Canada click see Appendix A.



## Who attends Rendez-vous Canada?

Qualified international and Canadian buyers are nominated by Destination Canada, in consultation with provincial Destination Marketing Organizations and industry partners.

Canadian sellers are pre-qualified and selected by the Tourism Industry Association of Canada and chosen in consultation with Destination Canada, Destination Marketing Organizations, and industry partners.

Destination Marketing Organizations including provincial and territorial governments, regional tourist associations, along with visitor and convention bureaus.

Tourism Partners including other government departments, industry associations, airport authorities, industry providers and travel trade media who provide information and services related to Canada's tourism industry.

For additional information on the selection process and criteria, please visit <https://rendezvouscanada.ca/registration/sellers/selection-criteria/>

For complete breakdown of participation by delegate category from 2008 to 2017 including registration projections to 2020 see Appendix B.

## Rendez-vous Canada Evolution Initiative

The format of Rendez-vous Canada has remained the same for over 20 years. Recognizing the need for adaptation and innovation, Destination Canada and the Tourism Industry Association of Canada have jointly established an RVC Focus Group. This group is tasked with critically evaluating the current format of RVC and exploring potential enhancements to ensure its continued success.

While feedback from post-event surveys has been valuable, the RVC Focus Group will offer a unique platform for open dialogue, collaborative idea generation, and forward-thinking discussions. Through this initiative, we aim to foster an environment where industry leaders can openly share insights, explore innovative concepts, and collectively shape the future of RVC.

The overarching goal of the RVC Evolution initiative is to facilitate a comprehensive review process that promotes inclusivity, creativity, and strategic planning. Our objective is clear: to transform RVC into an exciting and innovative travel trade event that not only meets but exceeds the expectations of our global audience.

Together, we envision RVC as a beacon of excellence within the travel trade space—a must-attend event that showcases the best of Canadian tourism and sets new standards for industry collaboration and innovation.

Any changes that arise through this process which might impact this RFP and inclusions will be shared with the respective bidders immediately. Destination Canada and the Tourism Industry



Association of Canada will provide an opportunity for the respective bidder to adjust their submissions in consideration of any adjustments.





## Section 2: Hosting Requirements

When considering submitting a proposal, the interested Host Destination and its designated partners will be responsible for providing (planning, costing and implementation) the following:

- Designate(s) as Host Lead(s) with sufficient expertise and knowledge of Rendez-vous Canada and time to act as liaison between Host Destination and Rendez-vous Canada. The Host Lead(s) must be substantially dedicated to working on Rendez-vous Canada and have authority to make bidding decisions and commitments on behalf of Host Destination, as necessary.
- Assistance with and input into securing the primary event venue(s) - convention centre, and 3+, 4 or 5-star hotels within proximity of the convention facility, in tandem with Rendez-vous Canada Project Office. Rendez-vous Canada Project Office will negotiate final agreements and pricing.
- Airport transfers for estimated 1,500 arriving and departing delegates on primary arrival and departure dates:

Arrivals: Day -1 and 1

Departures: Days 4 and +1

To be coordinated with Rendez-vous Canada Project Office who captures arrival and departure flight information. Generally, airport transfers for arrivals on Day -1 are from 9 am – 9 pm, or as dictated by arrival patterns of destination, and from 9 am to 6 pm on Day 1.

For departures, airport transfers commence after the close of the marketplace on Day 4 (5 to 9 pm) and run most of the next day (9 to 4 pm) again subject to departure patterns of destination.

- Ground transportation for all delegates between the Rendez-vous Canada meeting site, official hotels, and official hospitality functions (Welcome reception evening, host destination evening)
- A host destination theme/showcase evening and dinner on Day 2 or 3 for all delegates, capable of hosting up to +1,200 participants indoors or under cover, with heating and with protection from the weather/elements.
- Pre and / or post Rendez-vous Canada familiarization tours of the host province or regions to be provided complimentary to Buyers and Media. This includes the marketing for these, and descriptions for posting to the Rendez-vous Canada website, or alternatively to host your own website. Out of respect to the efforts and investments made by the Host Destination and their partners, Rendez-vous Canada will advise all other Provincial and Destination marketing organizations that hosting their own pre- and post- familiarization tours during Rendez-vous Canada dates or over host destination familiarization tours dates is prohibited.
- Complimentary accommodation and airport transfers for up to four (4) pre-Rendez-vous Canada site visits (1 to evaluate proposal and recommended venue(s) and hotels, 1 or 2 site visits in year prior to hosting and 1 early in year of hosting). Each site visit may have up to six (6) Rendez-vous Canada planning team. Depending on location, each site visit may require up to 2 nights' accommodation per planning team member.
- Complimentary pre-Rendez-vous Canada city tours for Buyers, and invited Media on Day 1.



The host has the option to extend the invitation to Sellers; however, it is not mandatory.

- Volunteers to staff information desks at each hotel (minimum of 6 days) and to act as bus loaders at the airport(s), the Rendez-vous Canada site, official hotels, and hospitality functions (including provision of clothing / identification for volunteers).
- Sustainable Collateral such as walking maps, restaurant maps, information on dining, activities, attractions, and points of interest in Host Destination.
- The Host Destination will require a significant signage investment (airport, hotels, street banners to be coordinated vis-a-vis Rendez-vous Canada's signage plan.
- Providing a Media Liaison Officer to liaise and work with the Rendez-vous Canada Media lead.
- Providing volunteers to work in the on-site information/concierge desk area located near RVC registration. Host responsible for production, installation and dismantling of information/concierge desk. RVC to identify placement.
- Creating a Host Committee with members that have collectively range of industry experience and a diversity of skills to assist in the management and delivery of host responsibilities in the MOU (Cooperative Marketing Agreement) and detailed in the Guide to Hosting Rendez-vous Canada.
- The Host will support and adopt sustainable best practices.
- Following the event, the Host will provide an economic impact statement to RVC.



## Section 3: Host Site Requirements

### Meeting and Function Space Requirements

Site requirements may vary slightly from one host city to another, but to effectively stage the event, Rendez-vous Canada requires the following.

- A convention venue with excellent space for the marketplace, luncheons, and meetings. The convention venue should be conveniently located in a metropolitan area close to hotels, restaurants, public transportation, and shopping areas, and should provide a social environment conducive to networking among delegates.
- The venue must permit the installation of cables and wireless access points in the marketplace, hallways, meeting rooms, and open areas. The total meeting space must naturally provide a minimum amount of technology infrastructure and equipment to support a successful meeting of 1,500 – 2,000 delegates.
- A minimum of 100,000 square feet, preferably clear-span and on the same level, totally securable space for the marketplace floor (450-470 – 8' x 10' booths,) plus activation and lounge areas. This space is required on a 24-hour basis for a minimum of 3 days set-up, 4 days operation and 1 day of tear-down.
- A separate area of 4,000 to 5,000 square feet near the marketplace floor (i.e. an entry foyer) is required for registration purposes. This area should be secure and is required on a 24-hour basis for a minimum of 2 days set-up, 4 days operation.
- Minimum of 35,000 square feet ballroom or equivalent meeting space for luncheons and receptions. This space must also be able to accommodate a stage and a variety of audio-visual equipment, with special attention to acoustical separation from surrounding spaces. This space should ideally be on the same floor as the marketplace or have adequate escalators or elevators to move 1,600 to 1,800 delegates (including those with disabilities) between the marketplace and luncheon functions within 5 to 10 minutes. This space is needed for a minimum of 2 days set-up, 3 days operation.
- A separate area of 10,000 square feet is required for plenary sessions to accommodate theatre seating for 600 plus stage. This area should be secure and is required on a 24-hour basis for a minimum of 1 day set-up, 1 day operation.
- Two office spaces for Show Management offices measuring no less than 800 square feet each. This space is needed on a 24-hour basis for 3 days set-up, 4 days operation and 1 day of tear-down.
- An additional space for the Show Management office measuring no less than 800 square feet each. This space is needed on a 24-hour basis for 2 days set-up and 4 days operation.
- Additional meeting space near the marketplace floor for various meetings and events. Meeting space ranging in size from 2,000 to 5,000 square feet each available on a 24-hours basis 1 day prior to the event, and 4 days operation.

To view marketplace floor plans from RVC 2019 in Toronto and RVC 2024 Edmonton as well as list of meeting space requirements see Appendix C.

In addition, the convention facility to provide and install:



- Approximately 2,000 chairs for the marketplace booths.
- Furniture, pedestal tables and chairs to furnish 4–100-person lounge (delegates' lounge) within the marketplace. These are to be provided on a complimentary basis.
- Up to 1,600 chairs and required banquet tables (8 or 10 delegates per table) for luncheons.

Convention facility must have the following services, amenities and support services available within the facility:

- Wired and wireless high-speed Internet throughout facility; priority will be given to complimentary wireless internet
- Fully serviced washroom facilities
- Coat and baggage checks.
- In-house telephone system
- Adequate on-site parking
- Equipped first aid / nurse's office.
- 24-hour building security
- Loading/shipping/receiving facilities.
- Lifting/moving equipment
- Air heat and conditioning (HVAC) throughout facility
- In-house cleaning staff
- Full in-house catering facilities and services capable of serving three breakfasts and luncheons of up to 1,800 delegates each.
- Adequate staging pieces for stage minimum of for 24 to 36" high, 24 ft. deep wide x 40 feet wide stage in luncheon room, plus additional staging / risers for meeting rooms.
- A set-up crew with supervision
- A public address system
- Adequate electrical distribution ports (marketplace floor)
- Accessible marketplace floor, meeting rooms and bathrooms

## Off-site Function and Air Access Requirements

In addition, the host destination must have:

Two, or ideally three, separate facilities nearby which can accommodate up to 1,600 delegates for a reception and / or sit-down meal function with dance floor, stage presentation, audio visual and other entertainment (minimum of 25,000 to 30,000 square feet plus 10,000 -12,000 square feet pre-function space).

Demonstrated air access to an international airport and flight capacity to accommodate arrival and departure of 1,400 – 1,600 departures for the event. Accessibility to an international airport, and convenience and cost of travel to and from the recommended city for delegates will be considered.

## Accommodation Requirements

As requirements may change from destination to destination, Rendez-vous Canada requires approximately 1,400 first-class hotel rooms and occupies approximately 6,000 to 7,000 room-nights with peak nights on Days 1, 2 and 3.



For additional information and details on Rendez-vous Canada hotel pick-up and history, including contracted rooms for 2018 to 2020, See Appendix D.

Tourism Industry Association of Canada in cooperation with the successful destination will negotiate final seller and buyer room rates with the hotels' sales offices once destination is selected based on the following criteria:

#### Requirements for Seller blocks:

- No attrition clause – courtesy block only and not guaranteed by Rendez-vous Canada.
- 5 night's stay as per pattern with rates guaranteed 3 nights before and after (subject to hotel availability).
- Unless a room block management software is used, Sellers' books direct with hotel by phone and online.

#### Requirements for Buyer blocks:

- Preferred rates – rates will not be published and are not available to attendees.
- Hotel blocks of 50 rooms or more on peak night per hotel. Rendez-vous Canada will not accept buyer blocks of less than 25 rooms on peak night.
- Rendez-vous Canada will guarantee 70% pickup of buyer rooms.
- All rooms and tax will be booked by rooming list and paid by Rendez-vous Canada.

Review dates should also be consistent with review dates 30 days after the prior year's event, and again 120, 90 and 60 days prior to event, and with consistent cut-off for all hotels of 21 days out.



## Section 4: Proposed Dates

Rendez-vous Canada is looking for proposals from destination to host Rendez-vous Canada in either 2026, 2027, 2028, 2029 OR 2030. Preferred dates for Rendez-vous Canada are in late April to the end of May.

All regions across Canada are invited to respond, and Rendez-vous Canada is committed to sharing this important event across the country, in a balanced fashion, to destinations that are capable of hosting. Destination Canada and Tourism Industry Association of Canada reserves the right to negotiate and award the Rendez-vous Canada to each Host Destination at its sole discretion.

Preferred days and pattern for Rendez-vous Canada are:

- Option #1: Sunday to Wednesday pattern with set-up taking place Thursday to Saturday
- Option #2: Tuesday to Friday pattern with set-up taking place Saturday to Monday
- Option #3: Monday to Thursday pattern with set-up taking place Friday to Sunday

When proposing dates please take note of any holiday and religious dates such as Easter, Passover, Victoria Day, Memorial Day (USA) and Mother's Day. In addition, Rendez-vous Canada may consider dates that allow it to be staged back-to-back basis, either prior to or after, with the US Travel Association's annual event - IPW. This is an important consideration as approximately 35 to 40% of buyers attend both Rendez-vous Canada and IPW.

Rendez vous Canada	Year	IPW
May 14 – 17 (Edmonton, Alberta)	2024	May 3 – 7 (Los Angeles, California)
May 27 – 30 (Manitoba, Winnipeg)	2025	June 14 – 18 (Chicago, Illinois)
TBD	2026	May 17 – 21 (Greater Fort Lauderdale, Florida)
TBD	2027	May 3 – 7 (New Orleans, Louisiana)
TBD	2028	June 10 – 14 (Detroit, Michigan)
TBD	2029	May 19 – 23 (Denver, Colorado)
TBD	2030	June 1 – 5 (Anaheim, California)



## Section 5: Host Responsibilities

### Host Responsibilities

It is recommended that proposals be submitted jointly by city, province or region as operating history has demonstrated the most successful shows are those that have municipal, regional provincial and national interests fully aligned. The successful hosting of Rendez-vous Canada by a potential province or territory and city is contingent on the availability of suitable meeting facilities and of a sufficient number of first-class hotel rooms at attractive rates.

The structuring and financing of a Host Committee is essential to the hosting of Rendez-vous Canada. The Host Committee is responsible for providing (planning, costs, and implementation) of the following:

Assistance with and input into securing the primary event venue(s) - convention centre, and 3+, 4 or 5-star hotels within close proximity of the convention facility, in tandem with Rendez-vous Canada Project Office. Rendez-vous Canada Project Office will negotiate final agreements and pricing.

- Subsidization towards a host venue (usually a Conventions Centre).
- Coordination and providing airport transfers for 1,100 to 1,600 arriving and departing delegates.
- Coordination and providing ground transportation (shuttles) for all delegates to and from the Rendez-vous Canada meeting site, official hotels, and hospitality functions (Welcome reception on Day 1 evening) and host evening.
- Offering pre and / or post Rendez-vous Canada familiarization tours of the host province or regions (to be provided complimentary to Buyers and Media) and the marketing for these, and descriptions for posting to the Rendez-vous Canada website, or alternatively to host your own website. Number of familiarization tours and capacity on each to be determined no less than 8 months prior.
- Offering complimentary pre-Rendez-vous Canada city tours for Buyers, and invited Media on Day 1. Number of city tours and capacity on each to be determined no less than 8 months prior.
- Producing sustainable collateral materials such as walking maps, restaurant and dining maps, information on dining options, activities, attractions, and points of interest in Host Destination.
- Production of Rendez-vous Canada branded signage for airport, hotel welcome desks, street banners to be coordinated vis-a-vis Rendez-vous Canada's signage plan.
- Volunteers to staff information desks at each hotel (minimum of 6 days) and to act as bus loaders at the airport(s), the Rendez-vous Canada site, official hotels, and hospitality functions.
- A liaison between Rendez-vous Canada and its partners, and the local industry to ensure an effective marketplace.

### Other recommendations:

- Providing a Media Liaison Officer to liaise and work with Destination Canada, Tourism Industry Association of Canada, and Rendez-vous Canada.
- Providing designate(s) as Host Lead(s) with sufficient expertise and knowledge of Rendez-



vous Canada and time to act as liaison between Host Destination and Rendez-vous Canada. The Host Lead(s) must be substantially dedicated to working on Rendez-Vous Canada and have authority to make bidding decisions and commitments on behalf of Host Destination, as necessary.

## Financial Obligations and Commitments

Based on the above criteria, past Host Destinations have estimated an approximate investment of \$1,000,000 - \$2,000,000+ in cash and in-kind contributions. These figures are only an estimate of the investment to host Rendez-vous Canada as there are several factors that can influence the overall cost of hosting. These include such things as number, location, and capacity of pre and post familiarizations and city tours, third-party supplier costs, location, and distance of airport to official hotels, number of and distance of official hotels to convention venues, type of event activation for Host night, level of sponsorship commitments, level of Host Destination investment in creating volunteer program, overall Rendez-vous Canada registration.

The number of person hours required to plan and host Rendez-vous Canada are significant consisting of core hosting staff, local, regional, and other partners. Contractors, vendors, and volunteers. These costs are not included in the above although they should be taken into consideration. Seeking guidance from previous hosting destinations can help anticipate the resources required.





## Section 6: Role of Host Committee

To ensure the overall quality of the event, an effective partnership between Rendez-vous Canada and the Host Committee is essential.

The Host Committee will be asked to work in close cooperation with the Rendez-vous Canada Project Office to ensure that recognition of Host Committee sponsors is maximized while not conflicting with the recognition of Rendez-vous Canada sponsors.

In general terms, Rendez-vous Canada will ensure that the activities of the Host Committee and Host Committee function sponsors fit within the overall marketing objectives, established policies and timelines for the event.

Rendez-vous Canada ensures that such activities are consistent with overall requirements for scheduling, professional planning and presentation methods, the safety, security and comfort of all individuals, and adherence to event rules.

The Host Committee has a variety of specific duties and responsibilities, which may ultimately be delegated to either public and/or private sector representatives for implementation. The Host Committee Chair(s) functions as coordinator of the local team in concert with Rendez-vous Canada.

Rendez-vous Canada is an “ad-hoc member” of the Host Committee and is invited to all meetings and should be kept copied on minutes and relevant correspondence. The involvement of Rendez-vous Canada will ensure the effective staging of the Host Committee events.

Rendez-vous Canada has final authority for all policy and marketing matters and for all operational plans and procedures of the event.

It is recognized that a function planned and sponsored by a Host Committee in its own community will create motivation and pressures for guest attendance. Accordingly, Host Committees are permitted to invite guests to Host Committee functions only. Specifically, these are:

- The host evening event (usually held on Day 2 or 3).

Such guest lists include sponsors, ministers, senior officials, spouses, and aides, employees of participating organizations and Host Committee members who are not registered delegates.

The Host Committee may not invite individuals to events sponsored by other organizations or to make other commitments on behalf of Rendez-vous Canada or its attendees.

Host Committee members, when required and approved by Rendez-vous Canada, will be issued Rendez-vous Canada badges that provide access to the marketplace.



## Section 7: Benefits and Recognition of Hosting Rendez-vous Canada

### Benefits of Hosting

Rendez-vous Canada show management on average will spend \$1.5 to \$2.0 million in the local host destination for such items as meeting space rentals at the convention centre and venue for the opening reception, hotels rooms for buyers, media and staff, food, and beverage for the three official luncheons and refreshments at the convention centre, food and beverage and entertainment at the opening reception, temporary staffing and security, and other support services.

Rendez-vous Canada does not conduct local economic impact analysis given that most host destinations and destination marketing organizations conduct their own analysis and calculation using various models. Depending on model used, the economic impact of 1,500 - 1,800+ delegates attending Rendez-vous Canada and spending on accommodation, hospitality, shopping and entertainment, and other activities could be in the range between \$2.5 million and \$4.5 million.

Based on exit surveys it is estimated that over \$400 million is conducted during Rendez-vous Canada and that many buyers purchase or add products and services from Host Destination for promotion and sale in their markets during the 24 months following hosting Rendez-vous Canada.

For a sample of the economic impact of Rendez-vous Canada on a destination, see Appendix E: Economic Infographic for Rendezvous Canada 2019 in Toronto, Ontario.

### Recognition of Hosting

The Host Destination will receive 4 complimentary registrations (without set of appointments) to Rendez-vous Canada the year preceding hosting. These registrations are intended for the Host Destination to send members of the Host Committee to the event prior to hosting for purposes of observing and becoming familiar with Rendez-vous Canada.

In the year that Host Destination hosts Rendez-vous Canada, they will receive one full booth space (8'x 10') with one registration with full set of appointments and 3 additional full event registrations on complimentary basis.

The Host Destination will receive prominent sponsor recognition wherever possible, including logo placement on the Rendez-vous Canada website and in printed materials.



## Section 8: Sustainability

Reflecting Destination Canada and TIAC's commitment to environmental stewardship and recognizing the critical importance of sustainability to our industry and our world, Rendez-vous Canada will be incorporating sustainable practices throughout the event moving forward. Sustainability is at the core of our values, and we are committed to collaborating with partners who share our vision for a greener, more sustainable, and responsible future.

In 2024, Destination Canada and TIAC put our commitment to sustainability and continual improvement into action. The RVC planning team with the local Hosts includes an RVC Sustainability Committee who are developing our very first impact report for the event.

There are many ways to demonstrate sustainability at Rendez-vous Canada. Some include but are not limited to.

### Sustainability initiatives

- Certifications such as LEED, Green Key, BOMA, or other sustainability standards
- Proven and documented waste reduction programs
- Digital signage opportunities within the building
- Easily accessible with non-car transportation (walkable, transit, and cycling options)
- Implementation of renewable energy sources
- Food waste diversion and/or reduction
- Use of local suppliers, from food and beverage to printing

We encourage all proposals to clearly highlight any initiatives and successes with sustainability efforts.



## Section 9: Submission of Proposal

### Items to include in proposal

Proposals should include an Executive Summary comprising of an overview of the plans, expectations, understanding of the requirements and any potential hurdles, including an overview of how the Host Destination intends to deliver on the promise of Canada's tourism brand and its focus through its events, familiarization tours and other activities.

The proposal should also include:

- Potential year and date(s) to host Rendez-vous Canada.
- Information on the hosting destination, city, region or province.
- Letter(s) of support from provincial, regional or participating destinations.
- Proposal from recommended event venue(s) detailing the proposed function and meeting space and how it meets the site requirements.
- Floor plans of proposed event venue(s), and off-site venues.
- Initial proposals from recommended hotel(s) detailing room blocks and rates for sellers and buyers.
- Map outlining proximity of proposed hotel(s) hotel to convention facility, and off-site venues.
- Transportation outline for airport transfers and, if required, daily shuttles to/from hotels and convention facilities, as well as off-site venues.
- Demonstration of sufficient domestic and international air access and, if applicable train access and capacity to accommodate +1,800 delegates.
- Agreement to host responsibilities and financial obligations, including partnership and funding requirements.
- Proposed Host Committee structure.
- Potential partner organizations willing to support proposal as host including location, background information, contact name and information, current commitment levels.

### Submission Process

All proposals to host Rendez-vous Canada received by the submission date will be evaluated by Destination Canada and Tourism Industry Association of Canada based on the following criteria:

- Ability to demonstrate how required meeting space requirements, human and financial resources, and logistical expectations will be met (such as recommended host venue(s) and hotels for delegates, people resources from the host and partners, financial resources)
- Ability to demonstrate commitment to sustainability across all partners, being leaders in tourism and event sustainability.
- Ability to demonstrate why the dates and location are a good choice for Rendez-vous Canada (such as dates tied with any major celebrations, alignment with holidays and IPW show dates, experiential product offerings of the destination and region)
- Experience hosting similar events as Rendez-vous Canada (what past expertise and experience can Host Destination bring to Rendez-vous Canada?)



Destination Canada and Tourism Industry Association of Canada will work to have the selection process complete by November 20, 2024 to ensure that hosts going forward can account for Rendez-vous Canada in their budget planning. Once a host destination has been selected and Rendez-vous Canada award, a formal MOU (Memorandum of Understanding) will be drafted outlining responsibilities and to establish the general guidelines for cooperation between Destination Canada, Tourism Industry Association of Canada, and Host Destination parties to host Rendez-vous Canada.

## Other Considerations

**Proposal Preparation Expenses:** All costs, including travel incurred by the Host Destination in the preparation of its proposal, presentation and/or negotiation of any resulting contract will be the sole responsibility of the Host Destination and will not be reimbursed by Destination Canada or Tourism Industry.

All costs incurred in the preparation and submission of any proposal, as well as all other costs associated with the development of responses, proposals, presentations and negotiations will be the sole responsibility of the responding Host Destination.

**Validity of Proposal:** Any proposal must remain open for acceptance for a period of not less than one hundred and twenty (120) days after submission.

**Modification and Withdrawal:** Modifications to or withdrawals of a submitted RFP will be acceptable by e-mail provided that such e-mail's receipt is confirmed by the Tourism Industry Association of Canada.

**Confidentiality:** Destination Canada and Tourism Industry Association of Canada recognizes the proprietary nature of information that may be contained in response to this Request for Proposal and will not use or disclose any confidential or proprietary information gained from this process, except as may be required by law, including but not limited to the Access to Information Act and the Privacy Act.

Destination Canada and Tourism Industry Association of Canada will not release any proprietary data or information without the express written permission of the affected party.

Proponents must not refer, expressly or by implication, to Destination Canada and Tourism Industry Association of Canada, or to this competition, in any advertising or other publicity release unless otherwise stipulated in writing by the Destination Canada and Tourism Industry Association of Canada Project Managers.



## Section 10: Question and Other Information

In the preparation of your proposal, should you have questions or required additional information, please feel free contact:

Jennifer Taylor  
Vice President, Business  
Development, Events and Membership  
Tourism Industry Association of  
Canada  
1300-180 Elgin Street  
Ottawa ON K2P 2K3

Email: [jtaylor@tiac-aitc.ca](mailto:jtaylor@tiac-aitc.ca)  
Phone: 902-698-0984

Maureen Riley  
Vice-President, Industry Engagement  
Destination Canada  
800-1045 Howe Street  
Vancouver BC V6Z 2A9

Email: [riley.maureen@destinationcanada.com](mailto:riley.maureen@destinationcanada.com)  
Phone: 604-638-8327



# Section 11: Where to send proposals?

Enquiries and proposals should be directed to:

Jenn Taylor  
Vice President, Business Development, Events and Membership  
Tourism Industry Association of Canada  
1300-180 Elgin Street  
Ottawa ON K2P 2K3

Email: [rfp@tiac-aitc.ca](mailto:rfp@tiac-aitc.ca)

Deadline Intent to Submit:	June 30, 2024
Deadline for submitting Proposals:	August 30, 2024
Contracts Awarded:	November 20, 2024

Please note that only electronic proposal will be accepted.

Destination Canada and the Tourism Industry Association of Canada look forward to receiving and reviewing your proposal.



## Appendix A: Rendez-vous Canada History: Past and Future Editions

<b>1977</b> - 1 <sup>st</sup> Edition	Toronto, Ontario
<b>1978</b> - 2 <sup>nd</sup> Edition	Vancouver, British Columbia
<b>1979</b> - 3 <sup>rd</sup> Edition	Montréal, Québec
<b>1980</b> - 4 <sup>th</sup> Edition	Winnipeg, Manitoba
<b>1981</b> - 5 <sup>th</sup> Edition	Halifax, Nova Scotia
<b>1982</b> - 6 <sup>th</sup> Edition	Calgary, Alberta
<b>1983</b> - 7 <sup>th</sup> Edition	Toronto, Ontario
<b>1984</b> - 8 <sup>th</sup> Edition	Ottawa, Ontario
<b>1985</b> - 9 <sup>th</sup> Edition	Edmonton, Alberta
<b>1986</b> - 10 <sup>th</sup> Edition	Montréal, Québec
<b>1987</b> - 11 <sup>st</sup> Edition	Winnipeg, Manitoba
<b>1988</b> - 12 <sup>th</sup> Edition	Halifax, Nova Scotia
<b>1989</b> - 13 <sup>th</sup> Edition	Vancouver, British Columbia
<b>1990</b> - 14 <sup>th</sup> Edition	Ottawa, Ontario
<b>1991</b> - 15 <sup>th</sup> Edition	Calgary, Alberta
<b>1992</b> - 16 <sup>th</sup> Edition	Montréal, Québec
<b>1993</b> - 17 <sup>th</sup> Edition	Winnipeg, Manitoba
<b>1994</b> - 18 <sup>th</sup> Edition	Toronto, Ontario
<b>1995</b> - 19 <sup>th</sup> Edition	Halifax, Nova Scotia
<b>1996</b> - 20 <sup>th</sup> Edition	Edmonton, Alberta
<b>1997</b> - 21 <sup>st</sup> Edition	Vancouver, British Columbia
<b>1998</b> - 22 <sup>nd</sup> Edition	Québec City, Québec
<b>1999</b> - 23 <sup>rd</sup> Edition	Halifax, Nova Scotia

<b>2005</b> - 29 <sup>th</sup> Edition	Saskatoon, Saskatchewan
<b>2006</b> - 30 <sup>th</sup> Edition	Toronto, Ontario
<b>2007</b> - 31 <sup>st</sup> Edition	Québec City, Québec
<b>2008</b> - 32 <sup>nd</sup> Edition	Vancouver, British Columbia
<b>2009</b> - 33 <sup>rd</sup> Edition	Calgary, Alberta
<b>2010</b> - 34 <sup>th</sup> Edition	Winnipeg, Manitoba
<b>2011</b> - 35 <sup>th</sup> Edition	Québec City, Québec (May 15-18)
<b>2012</b> - 36 <sup>th</sup> Edition	Edmonton, Alberta (May 13-16)
<b>2013</b> - 37 <sup>th</sup> Edition	Ottawa, Ontario (May 12-15)
<b>2014</b> - 38 <sup>th</sup> Edition	Vancouver, British Columbia (May 27-30)
<b>2015</b> - 39 <sup>th</sup> Edition	Niagara Falls, Ontario (May 26-29)
<b>2016</b> - 40 <sup>th</sup> Edition	Montréal, Québec (April 24-27)
<b>2017</b> - 41 <sup>st</sup> Edition	Calgary, Alberta (May 9-12)
<b>2018</b> - 42 <sup>th</sup> Edition	Halifax, Nova Scotia (May 13-16)
<b>2019</b> - 43 <sup>th</sup> Edition	Toronto, Ontario (May 28-31)
<b>2020</b> - 44 <sup>th</sup> Edition	Québec City, Québec (May 5-8) Canceled due to Covid 19 Pandemic
<b>2021</b> - 44 <sup>th</sup> Edition	Virtual (May 17 – 21)
<b>2022</b> - 45 <sup>th</sup> Edition	Hybrid - Toronto, Ontario (May 24 – 27) Reverse Marketplace
<b>2023</b> - 46 <sup>th</sup> Edition	Québec City, Québec (May 30 – June 3)
<b>2024</b> - 47 <sup>th</sup> Edition	Edmonton, Alberta (May 14 – 17)
<b>2025</b> - 48 <sup>th</sup> Edition	Winnipeg, Manitoba (May 27 – 30)
<b>2026</b> - 49 <sup>th</sup> Edition	TBC
<b>2027</b> - 50 <sup>th</sup> Edition	TBC





<b>2000</b> - 24 <sup>th</sup> Edition	Calgary, Alberta
<b>2001</b> - 25 <sup>th</sup> Edition	Toronto, Ontario
<b>2002</b> - 26 <sup>th</sup> Edition	Halifax, Nova Scotia
<b>2003</b> - 27 <sup>th</sup> Edition	Vancouver, British Columbia
<b>2004</b> - 28 <sup>th</sup> Edition	Montréal, Québec

<b>2028</b> - 51 <sup>st</sup> Edition	TBC
<b>2029</b> - 52 <sup>nd</sup> Edition	TBC
<b>2030</b> - 53 <sup>rd</sup> Edition	TBC

#### Years Hosted by City

Calgary, Alberta	5 times – 1982, 1991, 2000, 2009 and 2017
Edmonton, Alberta	4 times – 1985, 1996, 2012 and 2024
Halifax, Nova Scotia	6 times – 1981, 1988, 1995, 1999, 2002 and 2018
Niagara Falls, Ontario	1 time – 2015
Montréal, Québec	5 times – 1979, 1986, 1992, 2004 and 2015
Ottawa, Ontario	3 times – 1984, 1990 and 2013
Saskatoon, Saskatchewan	1 time – 2005
Toronto, Ontario	7 times – 1977, 1983, 1994, 2001, 2006, 2019, 2022
Québec City, Québec	4 times – 1998, 2007, 2011 and 2023
Vancouver, British Columbia	6 times – 1978, 1989, 1997, 2003, 2008 and 2014
Winnipeg, Manitoba	5 times – 1980, 1987, 1993, 2010, and 2025

#### Years Hosted by Province and Territory

Alberta	9 times – 1982, 1985, 1991, 1996, 2000, 2009, 2012, 2017, 2024
British Columbia	6 times – 1978, 1989, 1997, 2003, 2008 and 2014
Manitoba	5 times – 1980, 1987, 1993, 2010 and 2025
Nova Scotia	6 times – 1981, 1988, 1995, 1999, 2002, and 2018
Ontario	10 times – 1977, 1983, 1984, 1990, 1994, 2001, 2006, 2013, 2015 and 2019
Québec	9 times – 1979, 1986, 1992, 1998, 2004, 2007, 2011, 2015 and 2023
Saskatchewan	1 time – 2005



## Appendix B: Participation by delegate category from 2008 to 2025

YEAR	CITY	BUYERS		SELLERS		D / PMO/ TPP		TPP		ONE-DAY	DC	DC/TIA C	MEDI A	Travel Adviso rs	GUES T	OTHE R STAF F	TOTA L
		Dels	Org	Dels	Org	Dels	Org	Del s	Or g								
2008	Vancouver	408	271	838	505	280	88			88	51		11			50	1,726
2009	Calgary	280	200	753	475	257	88			82	44		2			52	1,470
2010	Winnipeg	295	214	656	424	273	82			56	35		9			36	1,360
2011	Quebec City	427	317	749	463	303	85			35	43		11			62	1,630
2012	Edmonton	346	259	678	430	258	78			33	35		13			60	1,423
2013	Ottawa	398	316	677	440	252	70			34	36		28			27	1,452
2014	Vancouver	475	365	718	439	274	83			82	38		27		49	37	1,700
2015	Niagara Falls	463	343	726	451	245	85			48	41		25		52	38	1,638
2016	Montreal	526	400	772	496	281	87			51	42		36		81	42	1,831
2017	Calgary	547	432	806	480	265	85			59	48		27		74	25	1,851
2018	Halifax	602	500	1143	581	232	70	35	16	56	24		29				2,086
2019	Toronto	584	441	468.5	560	243	68	36	15	70	29		27				1,422
2020	Canceled																
2021	Virtual	432	484	844	539	166	68	20	12	0	39	56	19	82	2	9	1,464
2022	Toronto (Hybrid)	504	396	824	438	190	67	18	13	74	44	53	33		37	56	1525
2023	Quebec City	380	302	998	472	252	64	23	12	135	47	61	24		25	53	1564
2024	Edmonton (Projected)	375	300	850	473	200	70	25	10	150	50	65	20		15	55	1405



Appendix C: Marketplace floor plans from RVC 2019 in Toronto and RVC 2024 Edmonton (Draft) as well as list of meeting space requirements.

# RVC2019

Toronto, Ontario

## Metro Toronto Convention Centre / Palais des congrès du Toronto métropolitain



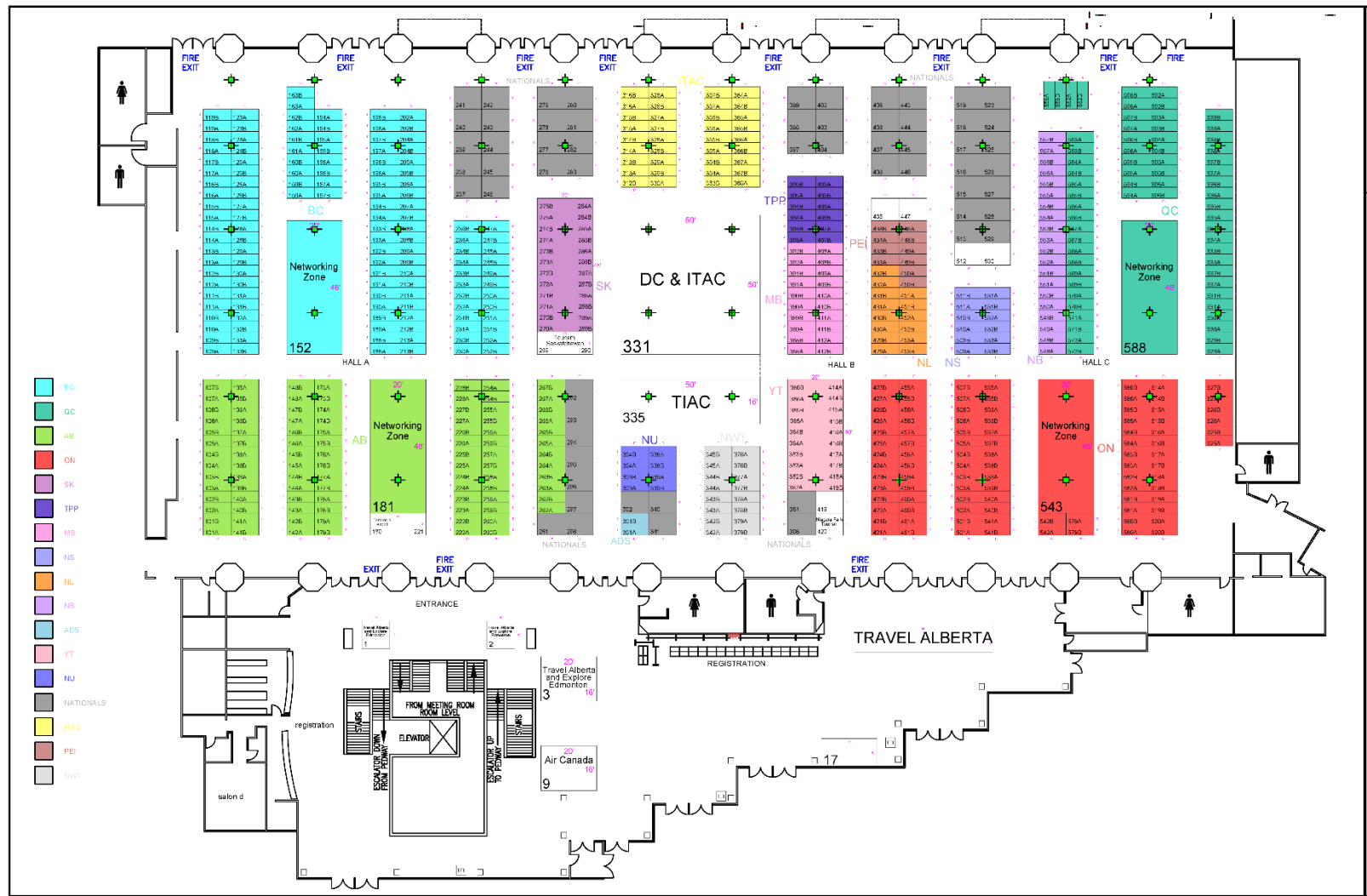
**Activation and Experiential Marquees Zones / Marketing expérientiel : L'activation par l'expérience événementielle**

* Air Canada .....	Booths 620 & 622
* Destination Northern Ontario .....	Booths 2019, 2021, 3018 & 3020
* Explorers' Edge .....	Booths 221, 223, 320 & 322
* Ivanhoe Cambridge .....	Booth 600
* New Brunswick Tourism, Heritage & Culture .....	Booth 426
* Northwest Territories Tourism .....	Booth 627
* Parks Canada / Parcs Canada .....	Booth 648
* Pomeroy Kananaskis Mountain Lodge, Autograph Collection .....	Booth 749
* Québec City Tourism .....	Booth 164
* Tourism Saskatchewan .....	Booths 932 & 934
* Travel Manitoba .....	Booths 830, 832, 834 & 836B
* Yukon Tourism & Culture .....	Booths 726, 727, 728 & 729



## Edmonton Convention Centre – RVC 2024 – Draft Floorplan





## Rendez-vous Canada - Meeting Space Requirements

Sq. Ft.	Description	Move-in				RVC Show Dates				Move-out Day +1
		Day - 4	Day -3	Day -2	Day- 1	Day 1	Day 2	Day 3	Day 4	
800 - 1,000	Show Management Office #1	X	X	X	X	X	X	X	X	X
800 - 1,000	Show Management Office #2	X	X	X	X	X	X	X	X	X
800 - 1,000	Show Management Office #3			X	X	X	X	X	X	
4,000 - 4,500	Registration			X	X	X	X	X	X	
Min. 100,000	Marketplace 450-500, 8'x10' booths plus activation and 4 lounge areas		X	X	X	X	X	X	X	X
Min. 35,000	Luncheons (Day 2, 3 and 4) Seating for 1,500-1,800 ppl. Plus, stage			X	X	X	X	X	X	
Min 10,000	Plenary Session Seating for 800 plus stage			X	X	X	X	X		
2,000 - 3,000	Miscellaneous Meetings #1				X	X	X	X	X	
2,000 - 3,000	Miscellaneous Meetings #2				X	X	X	X	X	
2,000 - 3,000	Miscellaneous Meetings #3				X	X	X	X	X	
2,500 - 3,500	Miscellaneous Meetings #4				X	X	X	X	X	
4,000 - 5,000	Miscellaneous Meetings #5				X	X	X	X	X	



Appendix D: Rendez-vous Canada hotel pick-up and history, including contracted rooms for 2018 to 2024.

					RVC								
Attendance	Rooms Ratio Peak Night		Day - 2	Day - 1	Day 1	Day 2	Day 3	Day 4	Day +1	TOTAL			
Edmonton 2024 - (Contracted)		Buyer (DC, Media, TIAC)			FRI May 10	SAT May 11	SUN May 12	MON May 13	TUES May 14	WED May 15	THUR May 16	FRI May 17	SAT May 18
		Seller			15	40	60	540	540	540	540	540	0
							73	308	527	528	528	338	6
							133	848	1067	1068	1068	878	6
		% of peak night						79%	100%	100%	100%	82%	1%
Quebec City 2023		Buyer (DC, Media, TIAC not included)			FRI May 26	SAT May 27	SUN May 28	MON May 29	TUES May 30	WED May 31	THUR Jun 1	FRI Jun 2	SAT Jun 3
	396	1.18				17	30	420	471	468	464	295	6
	911	0.63	Seller			3	96	396	574	575	563	399	18
	1307	0.80				20	126	816	1045	1043	1027	694	24
			% of peak night						78%	100%	100%	98%	67%
Toronto 2022					SUN May 22	MON May 23	TUES May 24	WED May 25	THUR May 26	FRI May 27	SAT May 28		
	375	0.87	Buyer (DC, Media, TIAC)		0	0	325	325	325	200	0	1,175	



625	0.56	Seller	10	50	300	350	350	175	0	1,235
1000	0.68		10	50	625	675	675	375	0	2,410
		% of peak night	2%	7%	93%	100%	100%	56%	0%	

SUN May 26	MON May 27	TUES May 28	WED May 29	THUR May 30	FRI May 31	SAT June 1	
0	550	630	630	630	575	0	3,015
390	485	545	545	545	485	0	2,605
	1035	1175	1175	1175	1060	0	5,620
	88%	100%	100%	100%	90%	0%	

#### Toronto 2019

670	0.94	Buyer (DC, Media, TIAC)
1083	0.50	Seller
1753	0.67	
		% of peak night

FRI	SAT	SUN	MON	TUES	WED	THUR	
28	577	607	615	616	585	0	3,000
125	643	765	767	716	635	0	3,526
	1220	1372	1382	1332	1220	0	6,526
	88%	99%	100%	96%	88%	0%	

#### Halifax 2018 - (Sold / 11 hotels) (as at March 30, 2018)

669	0.92	Buyer (DC, Media, TIAC)
1070	0.72	Seller
1739	0.79	
		% of peak night

SUN	MON	TUES	WED	THUR	FRI	SAT	
41	471	584	573	573	407	0	2,608
33	273	523	531	521	249	0	2,097
	744	1107	1104	1094	656	0	4,705
	67%	100%	100%	99%	59%	0%	

#### Calgary 2017 - (Final pick-up / 7 hotels)

622	0.92	Buyer (DC, Media, TIAC)
1071	0.50	Seller
1693	0.65	
		% of peak night

FRI	SAT	SUN	MON	TUES	WED	THUR	
61	502	546	551	551	512	40	2,763
83	360	530	536	533	403	67	2,512
	862	1076	1087	1084	915	107	5,024
	79%	99%	100%	100%	84%	12%	

#### Montreal 2016 (Final pick-up / 6 hotels)

624	0.88	Buyer (CTC, Media, TIAC)
1053	0.51	Seller
1677	0.65	
		% of peak night



Niagara Falls  
2015 (Final pick-  
up /7 hotels)

539	0.83	Buyer (DC, Media, TIAC)
971	0.64	Seller
1510	0.71	
% of peak night		

SUN	MON	TUES	WED	THUR	FRI	SAT	
0	387	450	448	442	381	0	2,108
0	430	619	624	616	394	0	2,683
	817	1069	1072	1058	775	0	4,791
	76%	100%	100%	99%	72%	0%	

Vancouver 2014  
(Final pick-up /8  
hotels)

546	0.80	Buyer (DC, Media, TIAC)
992	0.51	Seller
1538	0.61	
% of peak night		

SUN	MON	TUES	WED	THUR	FRI	SAT	
0	381	442	437	436	400	0	2,096
0	320	491	501	488	350	0	2,150
0	701	933	938	924	750	0	4,246
0%	75%	99%	100%	99%	80%	0%	

Ottawa 2013  
(Final pick-up / 7  
hotels)

457	0.81	Buyer (DC, Media, TIAC)
1002	0.56	Seller
1459	0.63	
% of peak night		

FRI	SAT	SUN	MON	TUES	WED	THUR	
64	288	367	368	362	272	4	1,725
85	374	555	557	551	416	24	2,562
149	662	922	925	913	688	28	4,287
16%	72%	100%	100%	99%	74%	3%	

**Edmonton  
(2024)**

Note - RVC used a Room Block Management software  
Chateau Lacombe, Coast Plaza, Courtyard, Doubletree by Hilton, Fairmont Macdonald, Holiday Inn, JW Marriott, Sandman Signature  
Edmonton Downtown Hotel and Westin Edmonton

**Quebec City  
(2023)**

Note - RVC used a Room Block Management software  
Chateau Laurier, Delta Québec, Fairmont Le Chateau Frontenac, Hilton Québec, Hotel Le Concorde Québec, Hotel Manoir Victoria, Marriott  
Québec Centre-Ville, Palace Royale

**Toronto  
(2022)**

Delta Toronto, InterContinental Toronto Centre, Marriott Toronto City Centre, Fairmont  
Royal York



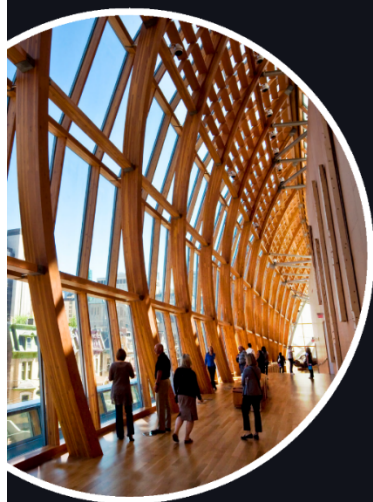


<b>Toronto (2019)</b>	Fairmont Royal York, Hilton, InterContinental Toronto, Sheraton Centre, Strathcona, Toronto Marriott City Centre, Westin Harbour Castle
<b>Halifax (2018)</b>	Atlantica, Marriott Waterfront, Cambridge Suites, Courtyard by Marriott, Delta Barrington, Delta Halifax, Four Points Sheraton Hampton Inn, Homewood Suites, Lord Nelson, Westin Nova Scotian
<b>Calgary (2017)</b>	Delta Calgary Downtown, Marriott Calgary Downtown, Fairmont Palliser, Hyatt Regency, Westin, International Calgary, Hotels Arts
<b>Montreal (2016)</b>	Fairmont QE, Le Centre Sheraton, Marriott Chateau Champlain, InterContinental Montreal, Embassy Suites by Hilton, Hyatt Regency Montreal
<b>Niagara Falls (2015)</b>	Marriott Gateway, Marriott Fallsview, Sheraton on the Falls, Hilton Hotel and Suites, Embassy Suites, Doubletree, Radisson Fallsview (Seller only)
<b>Vancouver (2014)</b>	Fairmont Hotel Vancouver, Fairmont Waterfront, Four Seasons, Hyatt Regency, Marriott, Renaissance Vancouver Harbourside, Vancouver Marriott Pinnacle Downtown, Pan Pacific, The Sutton Place
<b>Ottawa (2013)</b>	Westin Ottawa, Chateau Laurier, Novotel, Les Suites, Marriott, Delta, Lord Elgin





Rendez-vous Canada 2019 represents the most significant annual opportunity for Toronto and Ontario businesses (attractions, tours, accommodations, resorts, wineries, etc.) to sell tourism experiences to international travellers driving increased visitation and expenditures, to grow our economy. Travel trade includes tour operators and travel planners who focus on packaging, promoting and selling leisure travel to escorted groups and individual travellers.



**200**

NUMBER OF BUYER  
DELEGATES TO PARTICIPATE  
IN PRE AND POST PRODUCT  
TOURS AROUND ONTARIO

**10**

NUMBER OF TIMES ONTARIO  
HAS HOSTED PREVIOUSLY  
(6 TIMES IN TORONTO)

