

# Meetings AND Conventions

An Orange County Business Journal Special Report



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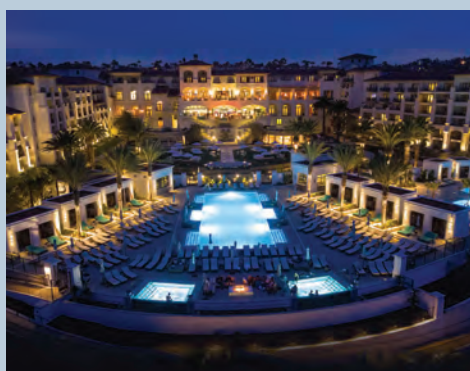
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# Meet Me By the Pool

## Groups: More Water, Wellness; Less Stuff

By KATIE MURAR

When ESPN chose Newport Beach's **Resort at Pelican Hill** to host its annual three-day Women and Sports Summit last year, it wasn't the guest rooms, ballroom or conference spaces that sold the **Walt Disney Co.**-owned global broadcaster on the venue.

In fact, much of the event was held outdoors.

"Companies are looking for unique spaces ... we do what we can to showcase that," said **Robert Marusi**, Pelican Hill's director of sales and marketing.



Marusi: showcasing unique spaces

The sprawling property throughout—from villas to wine and food to coliseum-themed pool—hearkens to an Italian countryside retreat. And since Pelican Hill started promoting ways the pool can enhance group meetings and events, for instance, business has boomed.



Pelican Hill: echoes of Italy in OC

### Bored Room

Is the swimming pool the new ballroom? Groups have followed wider leisure trends, now tilting away from the traditional; conventional meeting areas are taking a back seat to more creative venues.

The **American Express** annual Global Meetings Forecast has predicted increased

use of nontraditional venues for the three years running and OC resorts are joining in.

Properties in the county's premier beach locales—Newport, Laguna, Huntington—have always had a built-in draw, of course, in OC's coastline and the Pacific Ocean. Now these destinations are exploring new

realms, responding to trends and adapting their public and outdoor spaces into sites for board meetings, corporate gatherings and incentive trips.

### Pooling Success

This was top of mind when **Waterfront Beach Resort** in Huntington Beach under-

went its massive expansion and renovation project last year that added 152 rooms and about 14,000 square feet of meeting space in a new, nine-story tower.

This new event space, which includes a new pool, rooftop restaurant and an event lawn, not only "broadened our target mar-

► Resorts 24

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# ACC Campus Hotel

from page 1

luxury offerings being built nearby, marks another sign of significant upgrades and investments to the epicenter of OC's meetings and conventions business.

The 486-room **Sheraton Park Hotel at Anaheim Resort** sold for a reported \$51 million; it's No. 4 among the largest hotel deals in OC over the past year by total price.

The new owner is **Taconic Capital Advisors LP**, a New York-based institutional investor. The price works out to \$105,000 per room—low when set against recent comps, according to **Alan Reay**, president of Irvine-based hotel broker and consultant **Atlas Hospitality Group**.

Nearby hotels along Harbor Boulevard have sold for \$340,000 per room in the past year.

## 41% Markup

Sources indicate the affordable acquisition is largely due to a ground lease with the city of Anaheim that expires in 2068, which currently runs about \$1.5 million a year. The Sheraton's beleaguered backstory also plays a part.

The 13-story hotel last sold in 2013 when

**Sheraton Park Hotel at Anaheim Resort**

- **OPENED:** 1971
- **LOCATION:** Anaheim
- **GENERAL MANAGER:** Ian Gee
- **AMENITIES:** 486 rooms, three dining options, pool deck; 32,000 square feet of meeting space
- **EMPLOYEES:** 242
- **NOTABLE:** \$51 million sale; renovation planned



Rendering: luxe Westin Anaheim Resort due in August

**CWCapital** paid about \$36 million to take over the Sheraton, which at the time carried \$88.5 million in debt.

The latest sale marks a 41% premium for the seller, one of the country's largest asset managers and special servicers for distressed real estate properties.

According to **CoStar Group Inc.** records, **CWCapital** also owns **Portofino Inn & Suites**—essentially next door to the Sheraton—which it bought two years ago.

**CWCapital** bought the 190-room hotel for \$26 million; prior owners had fallen behind on a \$36 million loan.

## No. 12 by Size

The Sheraton is OC's 12th largest hotel by

room count and No. 22 by meeting space (see list, page 27). It's run by **Aimbridge Hospitality**, part of **Interstate Hotels & Resorts**.

It was built in 1971 and last saw a major refresh some 15 years ago, according to brokerage data. That's roughly double the time that major hotels typically see in between largescale upgrades. As of four years ago, the hotel was appraised at \$56.4 million, according to prior news reports.



Sitman: 'delighted' to invest

## Burnished Legacy

Sheraton is an 80-year-old legacy flag that had fluttered lower over the years; one in-

## Hilton Anaheim



- **OPENED:** 1984
- **LOCATION:** Anaheim
- **GENERAL MANAGER:** Shaun Robinson
- **AMENITIES:** 1,574 rooms; pool, health club, spa, beauty bar, five dining options; 150,000 square feet of meeting space
- **EMPLOYEES:** 1,000
- **NOTABLE:** OC's biggest hotel by both rooms and meeting space

dusty observer in 2018 called it "bland, boxy and boring ... squarely positioned in the past."

Bethesda, Md. parent, **Marriott International Inc.**—the largest hotel operator globally with 7,200 properties in 134 countries spanning 30 brands—pledged at the time to change that.

Marriott CEO **Arne Sorenson** called revitalization "a top priority" and Sheraton hotel owners committed more than \$500 million to renovations.

Upgrades discussed portfolio-wide include a "town square" feel to lobbies; "collaboration suites"—partially enclosed meeting areas—and a "coffee bar bar" serving coffee by day and alcohol at night.

Other OC-based hotel owners and operators are also revitalizing Sheratons.

Newport Beach-based **Eagle Four Partners**, which in OC owns **Paséa Hotel & Spa**, **Balboa Bay Resort**, **Balboa Bay Club**, and **Newport Beach Country Club**, bought the Sheraton Denver Downtown in 2018—the 1,200-room hotel had been appraised at \$415 million—and is putting

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\$80 million into a revamp.

**Second Chance**

Taconic Capital, an opportunistic investor known for targeting distressed commercial properties, is planning “a full-scale transformation and fresh perspective of the new Sheraton brand” for the just-bought site in Anaheim.

“We are proud to take ownership of this great hotel,” said Taconic Director **Eric Sitman**. Taconic is “delighted [to be] investing back into the hotel and in its future.”



**Gee: ‘visionary ownership’**

Property improvement benchmarks and industry sources point to an investment of at least \$20 million to \$30 million on the renovation.

The property is near the corner of Harbor Boulevard and Convention Way, next to a **Morton’s The Steakhouse** and the **Hilton Anaheim**, OC’s largest hotel by room count and meeting space.

The Sheraton Park has nearly 32,000 square feet of meeting space, three dining options and a pool deck.

General Manager **Ian Gee** said “planning and design will be the focus” this year.

“We’re excited to be working with a committed and visionary owner,” he said.

**Balanced Campus**

Gee noted its “fantastic location—walking distance to **Disneyland** and next to” the convention center.

The latter fact gets more salient when meetings and convention pros include a look at the under-construction **Westin Anaheim Resort**, on the opposite end of the ACC campus, facing Katella Avenue and Disneyland Resort.

The 613-room property is the largest hotel under construction locally and slated to open in August.

Earlier estimates pegged the **Wincome Group** project at \$250 million; plans call for a lobby bar and restaurant, pool and rooftop bar; and three leased restaurants and retailers upfront: **Fleming’s Prime Steakhouse and Wine Bar**, **Galamar Marketplace**; and a third OC site for **Puesto**, a San Diego-based “Mexican artisan kitchen” with a location in the **Los Olivos Marketplace** in Irvine and one in the **AC Hotel Irvine** not far from John Wayne Airport.

The Westin, also a Marriott flag, will have some 47,000 square feet of meeting space when it opens, which would place it No. 13 on this week’s list.

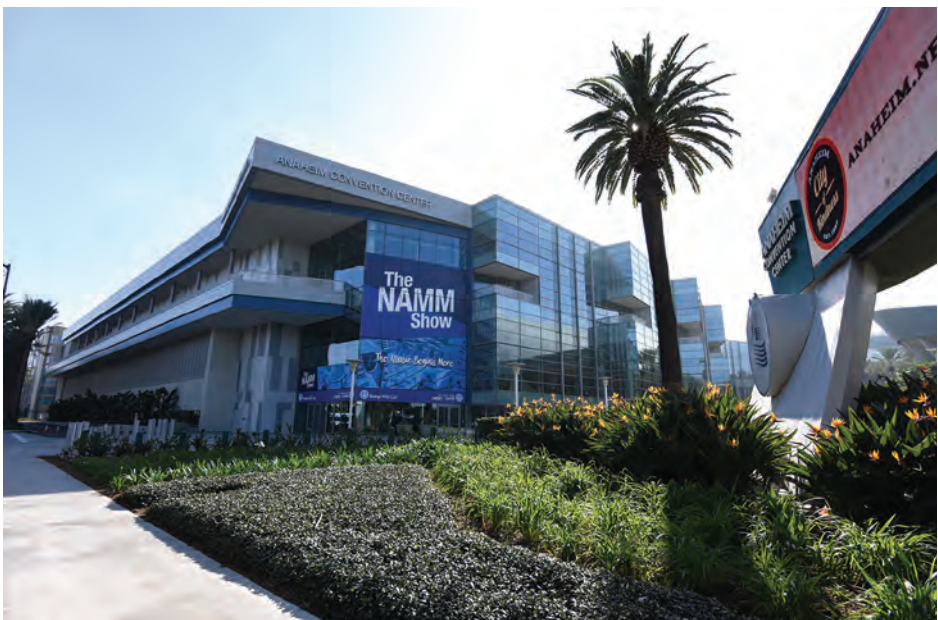
The Westin’s development a few years ago came as the city pursued higher-end properties in and around the resort area.

The “four-diamond level” quality luxe offering and Sheraton revamp join two solid—and massive—business class hotels in the shadow of the Convention Center: **Hilton Anaheim** with 1,574 rooms and 150,000 square feet of meeting space, and **Anaheim Marriott** with 1,030 rooms and 114,000 square feet of event real estate.

**Anaheim Marriott** 


- **OPENED:** 1981
- **LOCATION:** Anaheim
- **GENERAL MANAGER:** John Kalinski
- **ROOMS:** 1,030
- **AMENITIES:** fitness center, pool, three dining options; 114,000 square feet of meeting space
- **EMPLOYEES:** 700
- **NOTABLE:** wrapped most-recent renovation last year

Combined, the four properties will have more than 3,700 rooms and close to 350,000 square feet of meeting space on a campus that a few years ago wrapped its own \$200 million expansion and upgrade—adding 200,000 square feet of space, dubbed **ACC North**, to top 1 million square feet, all-in. ■



**ACC North part of recent meetings expansion**

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Lights, camera, action: Waterfront Resort pool event



Montage: ocean bluff beauty ... and fluid meetings

## Resorts

► from page 20

ket, but allowed us to increase the caliber of events held,” said **Kamran Enayat**, director of sales and marketing.

The expansion pushed the resort to play host to pharmaceutical companies; previously, the property didn’t have the space to

meet the industry’s requirements. Other companies joining its clientele include medical and tech firms.

Such groups “have become more selective and being able to offer this unique outdoor space for meetings is a huge bonus,” Enayat said.

The new rooftop venue is **Offshore 9**, a restaurant doubling as space for private corporate gatherings or receptions.

“Companies are willing to spend more money than they have in the past, and that’s especially true when they have better, customizable options,” Enayat said.

A recent pool party on the Waterfront’s deck, for instance, added a concert to the



Enayat: selective, outdoor, unique space

### Waterfront Beach Resort



- **FOUNDED:** 1990
- **LOCATION:** Huntington Beach
- **AMENITIES:** 437-room hotel, four dining options, spa and 48K SF of meeting space
- **GENERAL MANAGER:** Paulette Fischer
- **EMPLOYEES:** 600
- **NOTABLE:** renovation of older tower to wrap by July

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### Resort at Pelican Hill



- **FOUNDED:** 2008
- **LOCATION:** Newport Beach
- **BUSINESS:** 504 acres, 204 bungalows, 128 villas, golf courses, 23K-SF spa
- **MANAGING DIRECTOR:** Tom Donovan
- **NOTABLE:** in midst of \$20 million renovation

relatively common reception with guests milling about.

#### Tech Upgrades

As events move outdoors, so does technology.

It's no longer important for just the conference room to have the latest upgrades; these investments are moving to the pool deck, to the restaurants, to the lobby.

"We have continued to see an evolution of audio/visual technology, and we make sure that's available across the property," said **Anne-Marie Houston**, general manager of the **Montage Laguna Beach**.

Events "limited to a ballroom or boardroom are long gone," said Houston. "Meetings are much more fluid" from conference room confabs to lobby pop-ups to outdoor classes—sometimes several of these with groups starting in one area and moving to another within the same time frame.

"The fewer restrictions, the better."

#### Well, Well, Wellness

This extends beyond the physical spaces of a property, with resorts taking a look at menus and package offerings.

Pelican Hill, Waterfront and Montage have each gone all-in on a past leisure trend that first moved into corporate travel and now has become more of a mainstay: wellness.

Healthful menus from local, sustainable sources, access to fitness facilities and activities—think big upgrades on the thousand-square-foot, treadmill-and-five-pound dumbbell layout of yore—and, more recently, increasing emphasis on mental health.

"Companies are booking meetings destinations that inspire attendees ... to ensure continued creativity," said **Ashley Johnson**, CEO at **Visit Laguna Beach**.

The destination marketer and the city overall are touting a "Pathway to Zen"—linking shops, eateries and hikes ranging from free to five-star under a single banner and pushing information out to corporate groups along with leisure travelers.

Johnson reports increasing interest from meeting planners in these new experiences.

The city's Montage is a heavy wellness advocate, too; it recently moved its meetings food and beverage offering from set courses to an a la carte menu with healthier, sustainable choices.

Pelican Hill's Marusi argues companies aren't just looking for healthy offerings—they want to ensure they work with organizations hewing to CSR: corporate social



On path to Zen: farmers market, yoga

responsibility.

Hospitality professionals have discussed it for years, he said, "and it's finally here. Decisions are being made with CSR in

mind, so we have to make sure we're savvy" in environmental efforts and philanthropy.

Houston echoed this, noting the Montage

has added sales team meetings to ensure "everyone is in tune with what is happening on the property, and what we have to offer." ■



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### Montage Laguna Beach



- **FOUNDED:** 2003
- **LOCATION:** Laguna Beach
- **AMENITIES:** 259-room resort, includes spa, three restaurants, private residences
- **GENERAL MANAGER:** Anne-Marie Houston
- **EMPLOYEES:** 600
- **NOTABLE:** recently wrapped multimillion-dollar renovation



# Meeting Space Totals to Rise 6%

## 2 Luxe Hotels On Way in Anaheim

By KATIE MURAR

Hotel developers in Orange County are committing heavily to groups and convention-goers.

In Anaheim alone, north of 100,000 square feet of meeting space is underway and the city has at least seven hotels under construction.

This includes the city's first two "four-diamond-level" properties since **Disney's Grand Californian Hotel & Spa** debuted in 2001:

■ The 466-room **JW Marriott Anaheim** will come first, in May, with 43,000 square feet of meeting space, and



Reay: 'new supply coming'

■ the 613-room **Westin Anaheim Resort** is due in August, with 47,000 square feet ready for group gatherings.

See a related story on the latter on page 22 and know that this week's list, on the next page, offers up 34 hotels with, as of December, more than 1.7 million square feet of meeting space. This includes nearly 600,000 square feet of outdoor space, a fast-growing area of popularity for venues and clients (see story, page 20).

The new additions should boost OC's total meeting space by nearly 6% over the next year.



JW Marriott Anaheim; 43K SF for groups, events

### Down, Out

The 34 properties on the list all count at least 17,000 square feet of space.

And as the Anaheim data suggests, there's more on the way. Both the new luxe offerings arriving in 2020 have been booking meetings ahead of their openings; each is likely to make the list next year.

The two properties also combine for about 1,100 rooms and developers—Anaheim's **Wincome Group** for Westin and a partnership of **Prospera Hotels Inc.** in Orange and **O'Connell Hotel Group** in Anaheim for JW Marriott—invested more than \$400 million in the projects.

"There's a lot of new supply coming," said **Alan Reay**, president of Irvine hotel broker

**Atlas Hospitality Group**, but average daily rates and occupancy remain strong, as monthly data from **CBRE Hotels** consistently affirms.



### Bullish 2020

Hotels on the list see still-robust demand for meeting space as well. When growth levels off, it's about holding gains, even when it can seem hotels are at a market cycle high.

"2019 was flat for us from the prior year, but that's a good thing considering how strong the market was in 2018," said **Kamran Enayat**, director of sales and marketing at No. 12 **Waterfront Beach Resort**, up one notch from the year prior. "2018 was one of our most successful

years in the past decade."

The year could be fragile for travel: there's an election and currently quiet—yet ever-present—economic and trade concerns have meeting planners taking a close look at shoulder season bookings.

The consensus is bullish.

"During that time, we generally live and die by group bookings," Enayat said, but "we have seen robust interest for incentive and meetings business, specifically from the medical, pharmaceutical and technology industries."

### Caution, Up

**Robert Marusi**, director of sales and marketing at No. 8 **Resort at Pelican Hill** reported strong demand from the financial and insurance realms, specifically on incentives, a vertical that tends to be a more cautious booker.

Due to uncertainties in the market, "companies are booking more short term," Marusi said.

"Still, the incentive market is at an all-time high for us," possibly due to companies emphasizing corporate culture.

No. 21 **Montage Laguna Beach** has seen group business strength after a multimillion-dollar renovation last year, according to General Manger **Anne-Marie Houston** said.

The resort has boost sales and marketing and "encouraged sales leaders to spend more time out of the resort" to seek new business, she said.

"We had a very successful 2019 and we look forward to another successful year." ■

## THE LIST HOTEL MEETING ROOMS



**MARINA DUTTON**  
General Manager  
Balboa Bay Resort



**PAULETTE FISCHER**  
General Manager  
The Waterfront Beach Resort, a Hilton Hotel



**MARKUS KREBS**  
General Manager  
Monarch Beach Resort



**SHAUN ROBINSON**  
General Manager  
Hilton Anaheim



**RONALD SILAGYI**  
General Manager  
Disneyland Hotel














**DEBBIE SNAVELY**  
General Manager  
Newport Beach Marriott Hotel & Spa




# THE LIST HOTEL MEETING ROOMS | ► NEXT WEEK'S LIST *Homebuilders*

RANKED BY SQUARE FOOTAGE OF TOTAL MEETING SPACE

Rank	Hotel Prev. Address Rank	Company logo	Square footage of: Total meeting space •Indoor •Outdoor	Number of meeting rooms	Square footage of largest meeting room	Restaurants	Seating capacity			•Guest rooms •Suites	Features and services offered						General manager Director of sales •Phone/fax		
							•Banquet	•Theater	•Classroom		Business center	Audio/visual center	Tech assistance	Video conferencing	Meeting facilitator	Internet in mtg. rooms			
1	<b>Hilton Anaheim</b> 777 W. Convention Way Anaheim 92802-4397 Website: hiltonanaheimhotel.com Email: snaah-salesadm@hilton.com		150,000 112,000 38,000	73	28,542	5	2,200	2,800	1,400	1,574 95	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Shaun Robinson Peter Kane (714) 750-4321/(714) 740-4460	
2	<b>Disneyland Hotel</b> 1150 W. Magic Way Anaheim 92802-2297 Website: disneymeetings.com/disneyland Email: info@disneymeetings.com		149,000 136,000 13,000	52	29,000	5	1,860	2,800	1,500	973 72	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Ronald Silagy Robert Donahue (714) 520-7025	
3	<b>Hyatt Regency Huntington Beach Resort &amp; Spa</b> 21500 Pacific Coast Highway Huntington Beach 92648-5300 Website: huntingtonbeach.regency.hyatt.com Email: saleshunrh@hyatt.com		117,000 57,000 60,000	17	20,000	5	1,440	2,222	1,334	517 57	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Peter Rice Kay Cochran (714) 698-1234/(714) 845-4990	
4	<b>Anaheim Marriott</b> 700 W. Convention Way Anaheim 92802-3483 Website: anaheimmarriott.com		114,026 109,529 4,497	44	25,636	1	2,030	3,231	1,744	1,030 33	Yes	Yes	Yes	Yes	Yes	Yes	Yes	John Kalinski Andrew Lakefish (714) 750-8000/714-750-9100	
5	<b>Monarch Beach Resort</b> 1 Monarch Beach Resort Dana Point 92629-4085 Website: monarchbeachresort.com Email: mbrsales@monarchbeachresort.com		90,000 30,000 60,000	17	12,000	7	920	1,565	600	400 31	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Markus Krebs John Rovie (949) 234-3388	

**Abbreviations:** NA: not applicable  
 Note: To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Unless otherwise noted, the information on this list was provided by the companies themselves. List may not be reprinted without permission of the editor. Photos show the general manager listed.

Researched by Emily Molina-Santiago and Meghan Kilewer

 Highlight provided for fee

► Continued on page 28



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RANKED BY SQUARE FOOTAGE OF TOTAL MEETING SPACE

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								Banquet	Theater	Classroom				Director of sales					
Prev. Rank				Indoor										Phone/fax					
Rank				Outdoor															
											Business center	Audio/visual center	Tech assistance	Video conferencing	Meeting facilitator	Internet in mtg. rooms			
6	<b>The Ritz-Carlton, Laguna Niguel</b>	1 Ritz Carlton Drive Dana Point 92629-4205 Website: ritzcarlton.com/lagunaniguel Email: snarz.leads@ritzcarlton.com		82,520 26,224 56,296	18	9,207	6	700	800	500	396 29	Yes	Yes	Yes	Yes	Yes	Yes	Bruce Brainerd Rocco Mastrangelo (949) 240-2000/(949) 240-0829	
7	<b>Hyatt Regency Orange County</b>	11999 Harbor Blvd. Garden Grove 92840-2732 Website: orangecounty.regency.hyatt.com Email: salesalica@hyatt.com		80,000 65,000 15,000	40	17,115	3	1,500	2,000	1,250	653 240	Yes	Yes	Yes	Yes	Yes	Yes	David Nadelman Stacy Filia (714) 750-1234/(714) 740-0465	
8	<b>The Resort at Pelican Hill</b>	22701 Pelican Hill Road S. Newport Coast 92657-2008 Website: pelicanhill.com		54,200 20,000 34,200	13	5,460	4	400	550	260	332 162	Yes	Yes	Yes	Yes	Yes	Yes	Tom Donovan <sup>(1)</sup> Robert Marusi (855) 467-6800/(949) 467-6888	
9	<b>Hilton Orange County/Costa Mesa</b>	3050 Bristol St. Costa Mesa 92626-3036 Website: hiltonorangecounty.com Email: snacm-salesadm@hilton.com		50,000 46,000 4,000	25	12,160	1	980	1,200	640	486 13	Yes	Yes	Yes	Yes	Yes	Yes	Benito Benitez Lynne Difrancesco (714) 540-7000/(714) 540-9176	
9	<b>Hotel Irvine</b>	17900 Jamboree Road Irvine 92614-6288 Website: hotelirvine.com Email: sales@hotelirvine.com		50,000 30,800 19,200	24	14,600	1	1,200	2,100	1,000	536 16	Yes	Yes	Yes	Yes	Yes	Yes	Jeroen Quint Jeff Graham (949) 230-4452/(949) 225-6769	
9	<b>Laguna Cliffs Marriott Resort &amp; Spa</b>	25135 Park Lantern Dana Point 92629-2878 Website: lagunacliffs.com Email: sales@lagunacliffs.com		50,000 20,000 30,000	18	10,060	2	700	1,000	700	378 16	Yes	Yes	Yes	Yes	Yes	Yes	Jim Samuels <sup>(1)</sup> Sandy Chiu (949) 661-5000/(949) 661-5358	
12	<b>The Waterfront Beach Resort, a Hilton Hotel</b>	21100 Pacific Coast Highway Huntington Beach 92648-5307 Website: waterfrontresort.com Email: questions@waterfrontresort.com		48,208 40,000 8,208	26	8,581	4	630	728	530	437 156	Yes	Yes	Yes	Yes	Yes	Yes	Paulette Fischer Kamran Enayat/Christy Page (714) 845-8407/(714) 845-8425	
13	<b>Renaissance Newport Beach</b>	4500 MacArthur Blvd. Newport Beach 92660-2010 Website: marriott.com/npbr		46,079 19,079 27,000	24	7,140	1	540	750	400	444 56	Yes	Yes	Yes	Yes	Yes	Yes	Steve Pufpaf Liz Sheldon (949) 476-2001/(949) 250-7191	
14	<b>Newport Beach Marriott Hotel &amp; Spa</b>	900 Newport Center Drive Newport Beach 92660-6206 Website: marriott.com/laxnb Email: ben.stinnett@marriott.com		45,400 25,000 20,400	30	8,000	1	600	800	515	532 19	Yes	Yes	Yes	Yes	No	Yes	Debbie Snavely Ben Stinnett (949) 640-4000/(949) 640-5055	
15	<b>DoubleTree by Hilton Anaheim-Orange County</b>	100 The City Drive Orange 92868-3204 Website: anaheimorangecounty.doubletree.com Email: snacc_ds@hilton.com		40,000 30,000 10,000	27	8,085	1	500	900	450	461 15	Yes	Yes	Yes	Yes	Yes	Yes	Denise Pflum Kleber Caceres (714) 634-4500/(714) 978-3839	
16	<b>Irvine Marriott</b>	18000 Von Karman Ave. Irvine 92612-1096 Website: irvinemarriott.com Email: misty.bond@marriott.com		38,635 28,495 10,140	29	12,960	1	1,700	1,790	990	496 9	Yes	Yes	Yes	Yes	Yes	Yes	Kandee Anderson Lou Lou V. Takahashi/Misty Bond <sup>(2)</sup> (949) 798-2398/(949) 724-3630	
17	<b>Delta Hotels by Marriott- Anaheim Garden Grove<sup>(3)</sup></b>	12021 Harbor Blvd. Garden Grove 92840-4001 Website: marriott.com/snade		38,600 36,000 2,600	18	10,080	3	820	1,000	600	382 2	Yes	Yes	Yes	Yes	Yes	Yes	Steve Hostetter Connie Esquivel (714) 867-5555/(714) 867-5100	

**Abbreviations:** NA: not applicable  
 Note: To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Unless otherwise noted, the information on this list was provided by the companies themselves. List may not be reprinted without permission of the editor. Photos show the general manager listed.  
<sup>(1)</sup> managing director  
<sup>(2)</sup> destination sales executives  
<sup>(3)</sup> Previously listed as Delta Hotels Anaheim Garden Grove  
 Researched by Emily Molina-Santiago and Meghan Kliever

Highlight provided for fee



# THE LIST HOTEL MEETING ROOMS | ► NEXT WEEK'S LIST Homebuilders

RANKED BY SQUARE FOOTAGE OF TOTAL MEETING SPACE

Rank	Hotel Prev. Rank	Address	Company logo	Square footage of: Total meeting space •Indoor •Outdoor	Number of meeting rooms	Square footage of largest meeting room	Restaurants	Seating capacity			•Guest rooms •Suites	Features and services offered						General manager Director of sales •Phone/fax		Photo		
								•Banquet	•Theater	•Classroom		Business center	Audio/visual center	Tech assistance	Video conferencing	Meeting facilitator	Internet in mtg. rooms					
18 (12)	<b>Paséa Hotel &amp; Spa</b>	21080 Pacific Coast Highway Huntington Beach 92648-5305 Website: paseahotel.com Email: sales@paseahotel.com		35,730 18,430 17,300	10	8,400	1	720	955	450	250 19	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Joe Leinacker Joe Martino (714) 698-6100/(714) 698-6150	
19 (19)	<b>Westin South Coast Plaza</b>	686 Anton Blvd. Costa Mesa 92626-1920 Website: westinsouthcoastplaza.com Email: carli.chatham@mwestin.com		34,718 25,362 9,356	26	7,598	1	650	900	450	394 17	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Mike Hall Dario Gomez (714) 540-2500/(714) 662-6695	
20 (20)	<b>Hyatt Regency Newport Beach</b>	1107 Jamboree Road Newport Beach 92660-6296 Website: newportbeach.hyatt.com Email: salesnewpo@hyatt.com		34,000 22,000 12,000	20	6,720	1	600	800	475	410 10	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	Sid Ramani Lindsey Rodriguez (949) 729-1234/(949) 644-1552		
21 (21)	<b>Montage Laguna Beach</b>	30801 S. Coast Highway Laguna Beach 92651-4221 Website: montagehotels.com/lagunabeach Email: mlbsales@montagehotels.com		33,500 14,500 19,000	11	7,500	3	500	600	300	259 57	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Anne-Marie Houston Anne Marie Doyle (949) 715-6000/(949) 715-6130	
22 (22)	<b>Sheraton Park Hotel at the Anaheim Resort</b>	1855 S. Harbor Blvd. Anaheim 92802-3509 Website: marriott.com/snaps Email: sales@sheratonparkanaheim.com		31,721 21,521 10,200	15	11,035	2	720	1,104	624	486 10	Yes	No	No	No	Yes	Yes	Yes	Yes	Yes	Ian Gee Katie Wright (714) 750-1811/(714) 971-3626	

**Abbreviations:** NA: not applicable  
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Researched by Emily Molina-Santiago and Meghan Kliever

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► Continued on page 30

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