

ARIZONA  
**LODGING**  
 &  
**TOURISM**  
 ASSOCIATION

Membership in AzLTA and AH&LA is priceless when you take advantage of everything membership has to offer:  
 (Please note: A monetary value cannot be placed on some information and advocacy as they are member-only benefits.)

<b>MEMBER BENEFIT</b>	<b>Member Savings</b>	<b>Non-member</b>
<b>BUSINESS DEVELOPMENT TOOLS</b>		
Access to AH&LA Research and Information Center	FREE	\$75 an hour
Lodging Industry Survey	FREE	Not Available
The Loss Prevention Management Bulletin Database	FREE	Not Available
Governmental Affairs protecting your right to do business	Priceless	Uninformed
<b>MARKETING &amp; SALES OPPORTUNITIES</b>		
Co-Op Advertising in top national/regional publications	Up to 75% discount	Not Available
Arizona GREEN CERTIFICATION Program – AAA Approved	\$100-\$500	Full Price
Exclusive AH&LA Lodging Website – <a href="http://www.Hotel.org">www.Hotel.org</a>	FREE	Not Available
Exclusive AzHLA Lodging Website – <a href="http://www.StayInAZ.com">www.StayInAZ.com</a>	FREE / Upgrades Available	Not Available
AZ In-State Government Preferred Hotel Program – Reaching over 100,000+ government travelers	Savings varies by room count	\$3 per room - \$50 minimum
Arizona Cactus League Website - <a href="http://www.cactusleague.com/c_plan.php">www.cactusleague.com/c_plan.php</a>	FREE	Not Available
<b>INDUSTRY INFORMATION NEWS, STATISTICS &amp; ALERTS</b>		
Subscription to <i>Lodging Magazine</i>	FREE	Available upon request
STR Monthly Market Performance Statistics and US Construction & Modernization Report,	FREE	Fee Based/Not Available
AzHLA, AH&LA & ATA Monthly Member Bulletins	FREE	Not Available
AH&LA Legislative Advisories	FREE	Not Available
AH&LA SmartBrief, Lodging HR, Lodging Law, and Prism	FREE	Not Available
<b>CONFERENCES &amp; EVENTS</b>		
Hospitality Day at the Capitol (Phoenix, AZ)	FREE	\$50 per person
AH&LA Legislative Action Summit (registration fee)	\$300	\$500
AH&LA Summer Summit (registration fee)	\$200	\$400
Stars of the Industry Awards Luncheon	Priceless	Not Available
<b>EDUCATIONAL &amp; TRAINING RESOURCES</b>		
American Express sponsored seminars on cutting edge issues	Varies by Seminar	Not Available
Educational Institute training materials	Up to 40% Discount	Full Price
Certifications (General Manager, Sales, Engineering, etc.)	Up to 40% Discount	Full Price
<b>COMMITTEE PARTICIPATION</b>		
AzHLA, AH&LA & ATA Committees for involvement/networking	Yes	Not Available
<b>VENDOR DISCOUNTS</b>		
Hcareers.com (employment listings)	20% Discount	Full Price
FedEx	5 – 29% Discount	Full Price
Staples Business Advantage	40 – 60% Discount	Full Price
Smith Travel Research	Up to 25% Discount	Full Price
Heartland Payment Systems (credit card, payroll & check mgmt.)	Varies by Property	Full Price
BMI / SESAC Music Licensing Agreement Discount	1 - 5% Discount	Full Price
Prescription Drug Discount Card	10 – 35% Discount	Not Available
Many additional discounts – Hertz, FTD.com, & More!		
<b>LEGAL RESOURCES</b>		
AzHLA Law Manual (2 <sup>nd</sup> Edition)	\$149	\$299
ADA, Medical Marijuana, Union Activity, Complimentary Food & Beverage Tax Exemptions, 30-Day Tax Exemptions & More	FREE	Not Available

Membership in AzLTA and AH&LA is a guaranteed return on investment.

\*For a complete explanation of benefits, please contact David Nance at (800) 707-3921 / [dnance@azhla.com](mailto:dnance@azhla.com)