

Fairmont
EL SAN JUAN HOTEL



A LEGACY OF EXTRAORDINARY

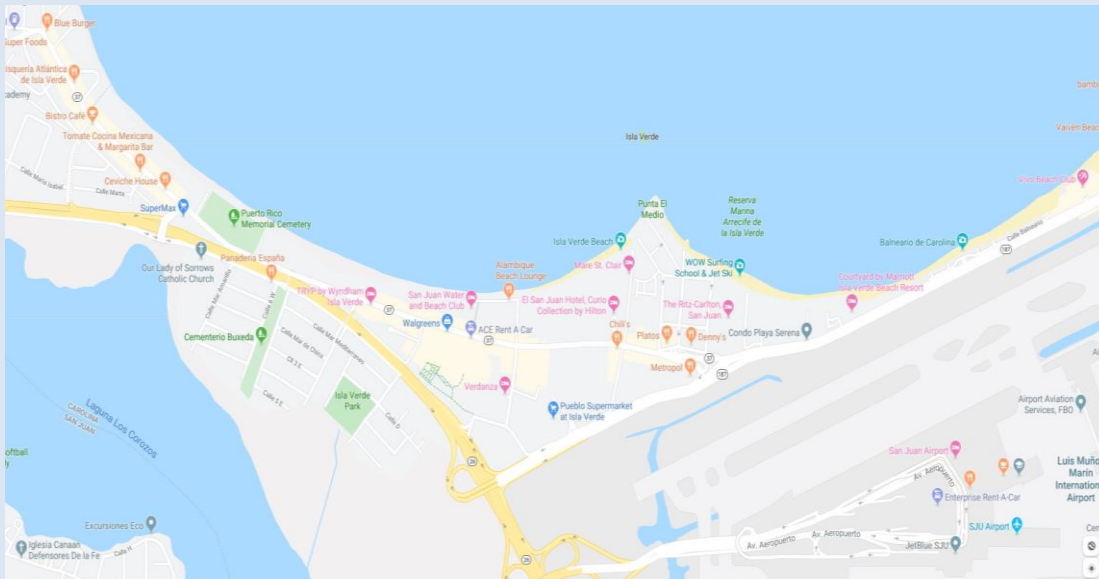


A LEGACY OF EXTRAORDINARY

The iconic Fairmont El San Juan Hotel opened for the first time in 1958. Since then, it has lived an exciting history. The hotel was initially built by Pan American World Airways and was the only hotel in the neighborhood.

The timing of the opening of the hotel coincided with the revolution in Cuba. With the closure of Cuba as a tourist destination, the excitement, parties, casino, music and entertainment moved to Puerto Rico and the Hotel became the epicenter for socialites and celebrities.

San Juan, Puerto Rico's capital and largest city, sits on the island's Atlantic coast. Its widest beach fronts the Isla Verde resort strip. Cobblestoned Old San Juan features colorful Spanish colonial buildings and 16th-century landmarks including the fortresses of El Morro and La Fortaleza.



2019 SJU EXISTING DESTINATIONS & CAPACITY OUTLOOK

Capacity Profile

(Source: OAG Data).

- 200 Daily Flights
- 80+ Daily Mainland US Nonstop Flights

This Winter, SJU has service to **23 US airports**, plus:

- Canada – Toronto & Montreal
- Colombia – Bogota
- Panama – Panama City
- Germany – Frankfurt
- Spain - Madrid
- +19 Caribbean airports





UNWIND IN BEACHFRONT BLISS

Choose from a collection of unique accommodations: modern sophistication in the Grand Tower, a lush and elegant retreat in a Villa, or the ultimate in luxury with a variety of Suites. Whatever suits your personal style, comfort and relaxation is always assured.

The Ocean Villas feature over 539 square feet of playfully elegant living space just steps away from turquoise water.

The spacious one and two Bedroom Suites feature a separate parlor with a dining and sitting area and stunning views of the Atlantic Ocean.

Total Number of rooms: 388

Room categories: 32

Number of suites: 39

Number of villas: 83

GRAND TOWER, SUITES & VILLAS

- 136 Tower Kings, 445 sq. ft.
- 124 Tower Queens, 445 sq. ft.
- 22 One bedroom Suites, 974 sq. ft.
- 11 Two bedroom Suites, 1,374 sq. ft.
- 10 Junior Suites, 616 sq. ft.
- 13 Banyan Villa, 351 sq. ft.
- 51 Pool Villas, 448 sq. ft.
- 19 Ocean Villas 539-649 sq. ft.
- 2 Specialty Suites:
 - Casa del Mar, 1,590 sq. ft.
 - Presidential Suite, 1,671 sq. ft.

Total Connecting Rooms: 252

Maximum occupancy per room: 2 Adults
and 2 children *11 yrs. and younger*





MEETINGS & EVENTS

Fairmont El San Juan Hotel has become a favorite hub for special events. Exceptional meeting spaces and high-touch service provide the perfect setting for a memorable and successful event experience.

- Over 40,000 square feet of flexible meeting space, including a newly redesigned 11,000 square-foot ballroom
- 5,000 square feet of pre-function space
- 9 flexible meeting rooms
- 3 permanent boardrooms
- Over 19,000 square feet of outdoor function space, offering unique poolside and beachfront settings
- Onsite audio visual and production services
- Creative catering and convention services team

SIGNATURE DINING & ENTERTAINMENT

Known as “San Juan’s Living Room”, the Fairmont El San Juan Hotel is the place to experience an extraordinary culinary journey from local farm to table cuisine to contemporary dining.

Caña by Juliana Gonzalez, the hotel’s signature restaurant features a creative take on beloved Puerto Rican dishes. Aquarelle on the Beach for local seafood in an extraordinary outdoor oceanfront setting and Meat Market San Juan serves up a modern twist on a traditional steakhouse experience.

Restaurants

Caña by Juliana Gonzalez

Aquarelle on the Beach

Bar Americana

El Bistro

Meat Market

Il Sole Trattoria

Bars, Nightlife, and Entertainment

Chandelier Bar

The Rum Bar

The Wine Bar

Chico Cabaret

BRAVA Nightclub





Where Innovation Meets Extraordinary

Rates starting from \$239.00
Jan 1, 2020 – June 30, 2020

- One complimentary sleeping room for every 50 actualized rooms
- One complimentary upgrade to a Pool Villa for Group VIP at Group Rate
- One complimentary VIP amenity for Group VIP (Chef's Choice)
- 35% discount off Group rate for Staff Rooms (maximum of 5)
- 10% discount on audio visual (equipment only)
- 10% Discount off of our Well & Being Spa
- Meeting room rental fee waived based on minimum food and beverage consumption
- Group rate will apply two (2) days pre and two (2) days post subject to space availability
- A one-hour (1) Welcome Cocktail Beverage at group check-in

sales@elsanjuanhotel.com

Terms and Conditions: Offer is based on 200 room nights. Meetings must be booked by December 15, 2019 and actualized by June 30, 2020. Rates are priced on Tower Room City View category and valid Sunday - Thursday. Offer is subject to availability and subject to change at any time. Blackout dates apply, and valid for new bookings only. Food and beverage minimums must be met to receive waiver on meeting room rental.

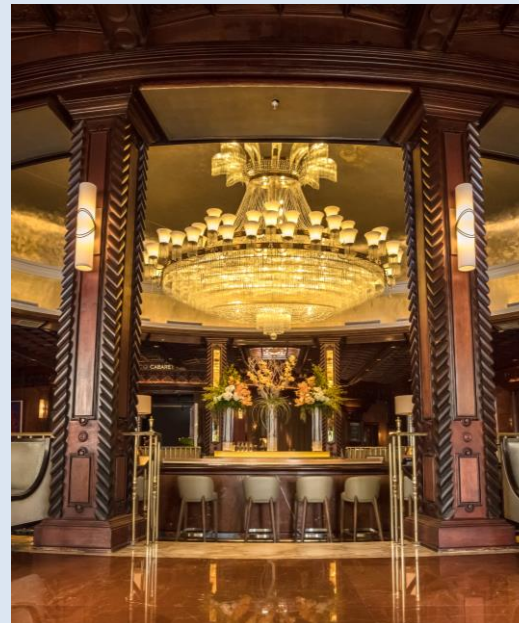
“THE PERFECT GROUP”

- The ideal group block on peak nights would be 200 on Sunday-Thursday and 150 on Thursday-Sunday
- Preferred arrival patterns for best value are Sunday-Thursday with Thursday-Sunday at appropriate price point + F&B contribution.
- High Season: January 15 to Easter Sunday
- Need periods:
 - January 3 -15
 - August 15th to October 31st
- Group rates range from \$189- \$259 for Low Season and \$279 - \$449 for High Season.
- Hotel buy-outs will be considered on a case-by-case basis with involvement of hotel leadership – we do have corporate and transient segments to consider including local customer access to entertainment and dining venues.
- Attached is the current promotion bookable through December 15, 2019.

KEY DISCUSSION POINTS

What Makes The Fairmont El San Juan Hotel Unique

- Designed by legendary Miami Beach architect Morris Lapidus, the Hotel officially welcomed its first guests on February 1, 1958.
- The hotel established a reputation for internationally renowned entertainment and as a spectacular beachfront playground for socialites.
- Its iconic lobby décor celebrates San Juan's elegant past and present, featuring hand-carved cherry mahogany wood and the oval-shaped, hand-blown crystal chandelier from Czechoslovakia - the third largest of its kind in the world.
- The Banyan Tree is another recognized landmark. Over 300-years-old, the magnificent tree has stood sentinel to witness many memorable weddings, receptions, and social activities.
- Four pristine pools offer experiences ranging from the relaxing to the reinvigorating, including cabanas, bottle service, massages, and floating workouts.
- Exciting lineup of weekly live entertainment, creative mixology experiences and innovative cuisine, creating an atmosphere of convivial camaraderie for locals and travelers alike.





KEY DISCUSSION POINTS

- Competition points against the Hotel:
 - Lack of high-end restaurants or retail options in the neighborhood (Isla Verde/Carolina area)
 - Breakout rooms are separate from main ballroom areas
 - Several brand and management company changes in recent years
 - Few balconies in main tower
 - Small spa facilities
- Common FAQ and requests received from customers:
 - Breakfast inclusion in room rate
 - Local entertainment and nightlife, authentic Puerto Rican experiences for group events
 - Passport and visa requirements
 - Kosher and vegetarian options
 - Distance from Condado and Old San Juan

IN THE NEWS

VOTED ONE OF THE TOP HOTELS IN THE CARIBBEAN AND CENTRAL AMERICA: **Conde Nast Traveler** Readers' Choice Awards 2019

- **Forbes** - *Why You Should Visit the Iconic El San Juan Hotel in Puerto Rico*
- **Robb Report** - *Best Places to Go in 2019*
- **Harper's Bazaar** - *Best Places to Travel in 2019*
- **Food & Wine** - *Vacation Deals for 2019*
- **Coastal Living** - *Best Tropical Vacations*
- **Good Morning America** - *4 Can't Miss Trips in 2019*
- **ABC News** - *4 Can't Miss Trips in 2019*
- **Far and Wide** - *The 25 most Breathtaking Beaches in the Caribbean*
- **Travel + Leisure** - *Best Places to Travel in 2019*
- **The Washington Post** - *Puerto Rico Puts Hurricane Maria and the Bulk of Recovery Behind It*
- **Conde Nast Traveler** - *19 Best Places to Go in 2019*
- **USA Today** - *Caribbean Resorts What's New*
- **The New York Times** - *Caribbean Resorts After Hurricanes Reopen*
- **Robb Report** - *Caribbean Vacation Travel*





HOTEL VIDEO
(double click)