



Marriott Hotels Group Sales Agreement
Marriott University Park Hotel
880 E. 2nd Street, Tucson, AZ 85719
(520) 792-4100, Fax: (520) 903-9906

UNIVERSITY OF ARIZONA GROUP CONFIRMATION

5/3/2016

DESCRIPTION OF GROUP AND EVENT

The following represents an agreement between Marriott University Park Hotel (Hotel) and University of Arizona Department of Mathematics Arizona Winter School (Group) and outlines specific conditions and services to be provided.

ORGANIZATION: Arizona Board of Regents on behalf of
University of Arizona Department of
Mathematics Arizona Winter School

EVENT NAME Arizona Winter School Conference March 2017

OFFICIAL PROGRAM DATES: Friday, 03/10/2017 - Thursday, 03/16/2017

CONTACT: Name: Kim Rubly
Job Title: Administrative Assistant
Street Address: 617 N Santa Rita
City, State/Province: Tucson, AZ
Postal Code: 85721
Phone Number: (520) 621-2713
E-mail Address: krubly@email.arizona.edu

GUEST ROOM COMMITMENT

Attendees

Date	Day	Double Room	Standard Room	Total Rooms
03/10/2017	Fri	75	25	100
03/11/2017	Sat	75	25	100
03/12/2017	Sun	75	25	100
03/13/2017	Mon	75	25	100
03/14/2017	Tue	75	25	100
03/15/2017	Wed	55	15	70
03/16/2017	Thur	0	0	0

Based upon The University of Arizona Department of Mathematics Winter School's total program requirements as outlined in this agreement, Hotel confirms the following group rates (net of all taxes):

Room Rate

Start Date	End Date	Room Type	Single	Double
03/10/2017	03/16/2017	Double Room	\$130.00	\$130.00
03/10/2017	03/16/2017	Standard Room	\$130.00	\$130.00

****In 60 days prior to arrival hotel and group to review block and make adjustments up to 30% of contract room block. This will be based upon availability of rooms to increase and decrease. Once room block has been adjusted in January, a further adjustment of at most 10% in 30 days prior to arrival, for a total of 40%. Within 30 days, the schedule on page 2 of the contract will apply to new room block****

A late checkout after 1:00pm will incur a half-day rate. A late checkout after 3:00pm will incur a full day rate.

Hotel room rates are subject to applicable state and local taxes (currently 12.05% + \$2.00 per room per day occupancy surcharge) in effect at the time of check in. The group room rates listed above are net non-commissionable.

CONCESSIONS:

- Meeting Basics, to include, but not limited to chairs, tables, hotel risers, water, ice, pads pens/pencils in a sufficient quantity to accommodate all anticipated meeting attendees (easels @ \$20.00++ each)
- One complimentary guest room for every 50 guests rooms paid for
- Group rate available three (3) days prior to and three (3) days post the program dates (based on availability)
- No attrition/penalties for unused blocked sleeping rooms with a 45 day cut-off date
- Complimentary Internet service in guestrooms and in public spaces
- (5) Free Parking Passes for approximately (where parking is hotel controlled) Main Gate Garage is owned and managed through the UA and cannot comp parking.
- Complimentary assistance in distributing conference materials to arrivals after registration has closed
- Rewarding Events Points (Up to 50,000 points)

RESERVATION POLICY

All individual attendees are responsible for their room, tax and incidental charges. Individual attendees will make reservations for the Event directly with Marriott Central reservations at (866) 596-7897 or if calling thirty (30) days prior to actual conference date, attendees must call hotel reservations directly in order to book sleeping rooms or suites. Requests will be accommodated on a space availability basis only. All reservations must be accompanied by a first night room deposit or guaranteed with a major credit card. Hotel will not hold any reservations unless secured by one of the above methods. Attendees must cancel their reservation at least 24 hours in advance to avoid a cancellation charge. The room block will be held for The University of Arizona Department of Mathematics Arizona Winter School until Monday, February 13th, 2017. After February 13th, 2017, the remaining guestrooms not being utilized will be released for public sale.

ROOM LIST GROUPS

The Tucson Marriott University Park Hotel is pleased to offer the use of our online group reservations system powered by Marriott. We have two options for your convenience: 1) Custom Web Page (CWP) – a personalized web page for groups requiring reservations to be made by individuals calling in. 2) e-Rooming List – another online tool that allows the meeting planner to provide a rooming list in a preformatted worksheet for automatic upload into the hotel's reservation system. The rooming list must be provided to the hotel by the meeting planner on or before the cutoff date of February 13th, 2017.

GUESTROOM ATTRITION

Group agrees to pay damages to Hotel for attrition per the following schedule:

- 15% Attrition is allowed at no charge per day/room block at any time.
- Any Attrition above 15% of room block will be billed to the Master Account at 75% of the contracted room rate.
- If the Hotel achieves 100% occupancy for any night during the room block dates, no attrition damages will be assessed for that night.

Group has up to 90 days prior to arrival; five percent (5%) of the original room block may be released without penalty. Group has up to 60 days prior to arrival; five percent (5%) of the original room block may be released without penalty. Group has up to 30 days prior to arrival; five percent (5%) of the original room block may be released without penalty.

The release of rooms must be at the 90-60-30 day increments and percentages stated (15%). The Hotel cannot absorb larger deducts nearer the arrival: Example: At 30 days a group cannot release 15% of the block. The Hotel would be unable to resell these rooms in a timely fashion.

GUESTROOM CANCELLATION PRIOR TO EVENT

Hotel agrees to credit the Group Master Account for rooms resold after Hotel reaches 100% occupancy of booked rooms at the time of cancellation. However, any room night shortfall (less than 85% of total room nights) will be billed to the Master Account or credit card on file at 75% of the nightly rate.

BILLING ARRANGEMENTS

The following billing arrangements apply:

{X} Individual to pay own incidentals (cash-paying guests may be asked to leave a cash or credit card deposit to guarantee payment).

{X} Master Account will pay for Room, tax and all planned food & beverage and meeting charges with a Purchase Order.

FUNCTION/EVENT AGENDA

Based upon the requirements outlined by The University of Arizona Department of Mathematics Arizona Winter School the Hotel has reserved the function space set forth on the below Function Information Agenda/Event Agenda.

Date	Day	Start Time	End Time	Function Type	Setup	# People	Set Up Fee	Related Events
03/10/2017	Fri	5:00 PM	8:00 PM	Registration	Special	4		
03/10/2017	Fri	6:00 PM	10:00 PM	Reception	Cocktail Rounds	50		
03/11/2017	Sat	6:30 PM	1:00 AM	Meeting	Rounds of 6	150	\$100	7:30 PM - Coffee Break 9:00 PM - Coffee Break
03/12/2017	Sun	6:00 AM	6:29 PM	24 Hour Hold		1		
03/12/2017	Sun	6:30 PM	1:00 AM	Meeting	Rounds of 6	150	\$100	7:30 PM - Coffee Break 9:00 PM - Coffee Break
03/13/2017	Mon	6:00 AM	6:29 PM	24 Hour Hold		1		
03/13/2017	Mon	6:30 PM	1:00 AM	Meeting	Rounds of 6	150	\$100	7:30 PM - Coffee Break 9:00 PM - Coffee Break
03/14/2017	Tue	6:00 AM	6:29 PM	24 Hour Hold		1		
03/14/2017	Tue	6:30 PM	1:00 AM	Meeting	Rounds of 6	150	\$100	7:30 PM - Coffee Break 9:00 PM - Coffee Break
03/15/2017	Wed	6:00 PM	11:00 PM	Dinner	Rounds of 6	125		

All meeting room, food and beverage, and related services are subject to applicable taxes (currently 8.1%) and service charge (currently 22%) in effect on the date(s) of the event.

DAMAGE TO FUNCTION SPACE

After discussion with The University of Arizona Department of Mathematics Arizona Winter School, the Hotel will have the right to reassign specific function space provided the revised space adequately accommodates the function requirements. Please note that meeting rooms listed above are not guaranteed and are subject to change. Meeting rooms not listed above but added to the event at a later date will be subject to a room rental fee.

FOOD AND BEVERAGE ATTRITION

The food minimum for the function space you have reserved is \$14,000.00 F&B Minimum (exclusive of 22% service charge and 8.1% sales tax). If purchases fall below the stated minimum, the difference will be charged as food and beverage attrition as shown below. The meeting room rental for the function space you have reserved has been waived.

The Hotel will extend a 10% allowance in expected food and beverage revenue. Should the Group's numbers fall below this amount; the Group will be responsible for 45% of the remaining food and beverage revenue. The Hotel and Group agree that the payment described above is a reasonable estimate of the Hotel's liquidated damages resulting from the reduced or cancelled food and beverage function(s). This does not constitute as a penalty. Also, if the group outright cancels a food and beverage function, 45% of those estimated charges will be posted to the Master Account. Such amount shall be subject to all applicable taxes and service charges, which shall be paid by the Group.

EVENT CANCELLATION

Group acknowledges that if it cancels or otherwise essentially abandons its planned use of the Room Night/Event Commitment, this action would constitute a breach of Group's obligation to Hotel and Hotel would be harmed. Because Hotel's harm (and Group's obligation to compensate Hotel for that harm) is likely to increase if there is a delay in notifying Hotel of any cancellation, Group agrees to notify

Hotel, in writing, within five (5) business days prior to event of any decision to Cancel. In addition, if a Cancellation occurs, the parties agree that:

- a. It would be difficult to determine the Hotel's actual harm.
- b. The sooner Hotel receives notice of the Cancellation; the lower its actual harm is likely to be, because the probability of mitigating the harm by reselling space and functions is higher.
- c. The highest percentage amount in the Chart (set forth below) reasonably estimates Hotel's harm for a last-minute Cancellation and, through its use of a sliding scale that reduces damages for earlier Cancellations, the Chart also reasonably estimates Hotel's ability to lessen its harm by reselling Group's space and functions.

Group therefore agrees to pay Hotel, within thirty (30) days after any cancellation as liquidated damages, not as a penalty, the applicable amount listed in the Chart below.

Date of Decision to Cancel:	Amount of Liquidated Damages Due:
Date of Agreement or 365 days (whichever is less) to 180 days prior	25% of Total Revenue
-From 179 days to 120 days prior	50% of Total Revenue
-From 119 days to 90 days prior	75% of Total Revenue
-89 days to day of arrival	100% of Total Revenue

**Total Revenue is 75% of 85% of the dollar amount equal to the number of room nights in the Room Night Commitment multiplied by Group's average room rate added to 45% of 90% of the food minimum dollar amount. Group shall not be charged for rooms the Hotel resells in accordance with first paragraph under "Guestroom Attrition".*

Provided that Group pays liquidated damages within 30 days, Hotel agrees not to seek additional damages from Group relating to the Cancellation.

Group agrees to notify Hotel, in writing, of any decision to cancel.

By signing the following confirmation, we agree that the Master Agreement for Hotel Services signed by the Arizona Board of Regents on behalf of The University of Arizona, effective 8/27/2012 through 8/27/2017, will govern the arrangements above. Upon receipt of this form all arrangements will be considered definite. Agreement is due to the Marriott on or before May 30th, 2016.

SIGNATURES

Name	
Title	
Date	
Signature	

Approved and authorized by The Marriott University Park Hotel:

Name	Mona L. Moore
Title	Senior Sales Manager
Date	
Signature	

Duly Authorized by University Procurement & Contracting Services

Authorized Signature

Printed Name

Date