

HOTEL RFP INSTRUCTIONS

- Fill in **ALL YELLOW** highlighted areas.
- Provide your room rate and inventory for each room type in the hotel bid section.
 - Sign and scan back to the contact person on or before the due date.



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USA VOLLEYBALL OPEN NATIONAL CHAMPIONSHIP ROOM BLOCK REQUEST FOR PROPOSAL

DATE: _____ **Hotel Name:** _____

AGREEMENT DUE DATE: w/ City Bid _____ **Address:** _____

Company Name: USA Volleyball _____ **City:** _____

Event Name: USAV Opens National Championships _____ **State & Zip:** _____

Event Dates: See Manual for Options (Please fill in date options below in grid) _____ **Contact:** _____

Event Location: City TBD _____ **Title:** _____

Event Details: Strict Stay-to-Play _____ **Phone:** _____

Additional Details: _____ **Email:** _____

Total Rooms Required with Arrival- Departure Pattern:

(Note: We will select multiple properties to achieve the below anticipated number of room nights.)

	FRI	SAT	SUN	MON	TUE	WED	THUR	FRI	SAT	SUN	MON	TUE	WED	THUR	TOTAL
STAFF – COMPED (Dbls)	5	10	28	28	28	28	28	28	28	28	28	28	28	8	331
SUITES - COMPED (1 Pres; 5 Jr. Suites)	6	6	6	6	6	6	6	6	6	6	6	6	6	6	84
OFFICIALS - COMPED (Dbls)	0	0	25	25	35	55	55	55	55	55	55	55	55	10	535
OFFICIALS DISCOUNTED (Dbls) (Commission - YES; Rebate - NO)	0	0	10	15	30	50	50	50	50	50	50	50	50	5	460
MEETING ATTENDEE (Dbls & Ks) (Commission - YES; Rebate - NO)	10	20	100	110	110	110	75	55	55	45	35	20	20		765
ATTENDEE						250	1200	1300	1400	1600	1200	1100	700		8750

This must be Memorial Day

Hotel Bid: Please fill out below. Include the number of rooms for each day and the rate for each specific block.

	ROOM RATE	ROOM TYPE	PROVIDE THE NUMBER OF ROOMS PER NIGHT - PER ROOM TYPE – PER RATE THAT YOU CAN PROVIDE FOR THIS EVENT.													
			ADD EVENT DATES BELOW TO CHART BASED ON THE DATES YOUR CITY IS BIDDING ON.													
			FRI	SAT	SUN	MON	TUE	WED	THUR	FRI	SAT	SUN	MEM DAY	TUE	WED	THUR
DATES																
ATTENDEE ROOM BID	\$ _____															
ATTENDEE ROOM BID	\$ _____															
STAFF ROOM BID	\$ _____															
OFFICIALS ROOM BID	\$ _____															

Hotel Tax Rate % Resort Fee \$ /Night Incl or Not Min Night Stay Nights Hotel Cancel Policy Hours

Details for Co-Headquarters Hotels

(If you are not a hotel within walking distance, please skip this section.)

At least two (2) headquarter hotels will be needed. One will house staff and the other(s) will house the officials. The officials may be divided between multiple hotel properties which should all be within walking distance. Details are below:

HEADQUARTER HOTEL #1 – EVENT STAFF – The Event Staff HQ hotel must provide the following amenities three nights prior to the beginning of tournament until one night post tournament. The HQ Staff hotel should be the closet full-service hotel within walking distance to the venue.

- 10 parking passes per day for USAV Event Staff
- Complimentary wireless internet in ALL rooms and meeting rooms
- Complimentary package receiving for up to 10 packages.
- Guaranteed complimentary rooms and suites in chart above.
- Meeting attendee rooms **MUST** be at the hotel hosting the meetings.

Are you a potential HQ hotel for staff? YES NO

HEADQUARTER HOTEL #2– EVENT OFFICIALS - The Officials’ Headquarters hotel(s) must provide the following amenities three nights prior to the beginning of tournament until one night post tournament:

- 10 parking passes per day for USAV Event Officials
- Complimentary wireless internet in ALL rooms and meeting rooms
- Guaranteed complimentary and discounted rooms in chart above. Note: If city cannot provide the number of rooms described above in walking distance rooms, then free transportation will be provided to and from venue at non-walking distance hotel locations.

Are you a potential HQ hotel for officials? YES NO

TERMS & DETAILS:

- Two Double Beds: 80%; King + Sofabed: 10%; King: 10%
- Room types must be guaranteed (No Run of the House Rooms accepted)
- Room rates must be the guaranteed to be equal or less than any other rates offered over the contracted dates.
- Attrition - we will not agree to attrition in any form.
- Right to increase rate - we will not agree to this under any condition.
- Attendee Rates to be flat 1-4 people.
- Cut off dates requested is 2 weeks before the first date of event – **CUT OFF DATE PROPOSED BY HOTEL**
- We request double rewards points for TTS & USAV.
- 1 Guaranteed comp for the duration of the event; Earned comp room ratio: **1/15** (exception: HQ hotels)
- Attendee rate to include **\$21.00 Rebate/Night for USA Volleyball** to assist in their event cost.
- Attendee/Discounted rates to include **7% Commission for TTS**

CONCESSION REQUESTS:

REBATE OF **\$21.00** IS INCLUDED IN THE RATE

COMMISSION OF **7%** INCLUDED IN RATE

REWARD POINTS WILL BE INCLUDED IN CONTRACT

BREAKFAST INCLUDED IN RATE

FREE IN ROOM Wi-Fi INCLUDED IN RATE

<input type="checkbox"/>	Yes

Comments:

<input type="checkbox"/>	No	<input type="text"/>
<input type="checkbox"/>	No	<input type="text"/>
<input type="checkbox"/>	No	<input type="text"/>
<input type="checkbox"/>	No	<input type="text"/>
<input type="checkbox"/>	No	<input type="text"/>

HOTEL IS **MILES FROM THE VENUE**

Any additional details that will need to be included in the contract: (minimum night stay, deposit, individual cancellation etc.)

Hotel's offer will be held until _____. Hotel has read and agrees to attached terms and conditions.

Hotel Sales Person Signature _____

Printed Name _____

Date _____

Important: If the person whose signature appears above is no longer with the hotel at the time the tournament takes place, the hotel must still honor all details of this agreement.

SUBMITTING THE BLOCK AGREEMENT:

Please send the **COMPLETED** Block Agreement **SIGNED** to your CVB or Sports Commission to be included with the city bid. If you have any questions please call **AINSLEY HARRIS** at 502-354-9103 or ainsley@teamtravelsource.com.

CONTRACT:

Once a city is selected, we will select the properties from the received proposals and sent a contract for you to review and sign. National Hotel Sales Reps will be included in this process to ensure brand-wide tracking and to provide assistance as necessary.

Thank you for your participation!

Team Travel Source is very excited about the possibility of partnering with you on this USAV tournament.