



DRURY INN & SUITES PHOENIX TEMPE
 1780 W. Ranch Road
 Tempe, AZ 85283
 Telephone: (480) 940-3700
www.druryhotels.com

HOTEL CONFIRMATION AGREEMENT

The following represents an agreement (the "Agreement") between: Drury Hotels Company, LLC d/b/a Drury Inn & Suites Phoenix Tempe ("Hotel") and SkillsUSA Arizona 2017 ("Group") and outlines specific conditions and services to be provided. This Agreement may only be amended upon mutual written consent of Hotel and Group.

GROUP CONTACT:

Group Name/Post As: SkillsUSA Arizona 2017
 Contact: Robin Cronbaugh
 Telephone: 602.542.5565

To guarantee room rates quoted, the availability of sleeping rooms requested, and all other provisions of this Agreement, this Agreement must be signed and returned to the hotel by **April 4, 2017**.

GUEST ROOM COMMITMENT

Hotel agrees that it will provide 80 room nights in the pattern set forth below:

	Mon, 4/17/17	Tue, 4/18/17
on-smoking 2 Queen Beds Deluxe	40	40

GROUP ROOM RATES

Group room rates include the following for overnight guests:

- **HOT Breakfast** – Including Belgian waffles, fruit, biscuits & gravy, sausage and more*.
- **5:30 KICKBACK®** - Each evening from 5:30p-7:00p kick back, relax and enjoy free hot food and cold beverages**.
- **Overnight Parking**
- **Free Long Distance** - One hour every room every night.
- **Wireless Internet Access** – High speed Internet in all rooms and in the lobby.
- **Soda and Popcorn** – From 3:00 pm to 10:00 pm every night in the lobby

*Breakfast features a rotating menu of items and is served Monday – Friday from 6 am – 9:30 am and Saturday – Sunday from 7 am – 10 am.

**Service of alcohol is subject to state and local law. Alcoholic beverages are not complimentary and require a nominal charge at the following hotels due to state and local laws: Drury Inn Bowling Green, Drury Suites Paducah, Drury Inn Paducah, and Drury Inn & Suites Louisville.

Room	Single Rate	Double Rate	Triple Rate	Quad Rate
Non-smoking 2 Queen Beds Deluxe	109	109	109	109

Hotel Room Rates quoted above are per room, per night, and subject to applicable taxes. Rates offered are net commissionable.

HelmsBriscoe Performance Group, Inc. ("HelmsBriscoe") will be compensated for its services with a non-transferable placement fee on actual room revenue. The hotel confirms that the rates offered have not been increased to offset the placement fee being paid to HelmsBriscoe. Actual room revenue includes all room revenue generated by this group,

including rooms over the contracted amount and rooms credited to the group after cutoff, regardless of the method of reservation. Room rate above has not been escalated to accommodate this commission.

No additional fees/gratuities/service charges or increases in existing charges (excluding taxes) not already outlined in this agreement will be applied to the group or it's attendees without prior written approval of the group.

Group will not be responsible for any minimum performance on room block as stated above.

TAX INFORMATION

All rates are subject to the prevailing city, county and state taxes.

Proper documentation establishing tax exempt status varies by location and must be provided at least 3 days prior to cut off date for approval. The Hotel has the final decision of establishing tax exempt status.

METHOD OF RESERVATIONS

Reservations will be made by: **Individual Call-In.**

Individual Call-In reservations can be made by reserving online, go to www.druryhotels.com, then enter Group number of **2305300**. Reservations may also be made by calling **1-800-325-0720** and refer to the Group number of **2305300**.

Individual reservations must be cancelled prior to 12:00pm on the confirmed date of arrival in order to avoid a fee equal to one night's room rate plus tax.

Check In Time: 3:00pm **Check Out Time:** 11:00am

We require a valid credit card and photo ID to be presented at check in.

Arrangements may be made for baggage storage with the Hotel's front desk staff.

CUTOFF DATE

Reservations by attendees must be received on or before **Friday, March 31, 2017**, (the "Cutoff Date"). At the Cutoff Date, Hotel will release the unreserved rooms for general sale. If after the cutoff date the group has not met the contracted block, additional rooms will be available on a space available basis at the group rate, up to the contracted block. Additional rooms over the contracted block (if available) will be at the resort's prevailing rate. All room nights will be credited to Group's block for purposes of any calculation of attrition owing to Resort, concessions, etc.

Group understands and acknowledges that this Agreement is for sleeping rooms only and does not include any meeting space and/or food and beverage services.

BILLING ARRANGEMENTS

The following billing arrangements apply: **Individual Pays Own**

For any charges billed to the Master Account, payment must be made upon arrival at Hotel. You must also provide a valid credit card at time of booking, unless credit satisfactory to the Hotel has been established. Your credit card provided at time of booking will only be charged in the event that payment is not made upon arrival at Hotel, or cancellation fees are assessed.

Should you wish to establish credit with the Hotel, you must complete, sign and submit a direct bill application form at least thirty (30) days prior to your Group's arrival at Hotel. Credit is subject to Hotel's approval and restrictions apply. Payment of any invoice, if credit is extended, is due and payable upon receipt of invoice.

Hotel may terminate the room block if the Group fails to comply with any advance deposit or prepayment requests, whether or not specified in this Agreement.

ADDITIONAL INFORMATION

Group Confirmation Number: 2305300

Security: Any and all security must be arranged through your Sales Coordinator no later than fourteen (14) days prior to arrival. Hotel will contract with a licensed, bonded security service provider in the event your Group requires security services during its stay. The Group is not permitted to contract with or retain any other private security service provider to provide services on Hotel's premises during Group's stay.

CONDITIONS OF AGREEMENT

Liability: Neither the Group nor any of its members or guests shall use any guest room, meeting space or any other part of Hotel for any activity that is illegal or prohibited under any applicable law, rule or regulation. The Group shall be liable for any damages to Hotel caused by any of its members or guests. Further, the Group shall indemnify, defend and hold harmless Hotel and Hotel's employees from and against any and all such losses, damages and claims that are the result of the negligence, fraud or intentional misconduct of the Group or its members and/or guests, except to the extent and percentage attributable to the negligence, fraud or intentional misconduct of Hotel or its employees.

Subject to the limitations on innkeeper's liability under applicable law, Hotel shall indemnify and hold harmless the Group and its members and/or guests from and against any losses, liabilities, claims or damages that are the result of the negligence, fraud or intentional misconduct of Hotel or any of Hotel's employees related to the Group's activities at Hotel, except to the extent and percentage attributable to the negligence, fraud or intentional misconduct of Group, its employees and/or members. Subject to the foregoing, Hotel shall have no liability whatsoever for any samples, displays, property or personal effects brought to Hotel by the Group or its members and/or guests. Hotel reserves the right to inspect and control all private functions. Hotel does not assume responsibility for personal property or equipment brought into the meeting rooms regardless of whether personnel from the Group or Hotel secured those rooms.

Governance: Missouri law shall govern this Agreement. Each party irrevocably (i) submits to the exclusive jurisdiction of (a) the state and federal courts located in the State of Missouri, and (ii) waives any objection thereto. This Agreement is the entire agreement between the parties, superseding all prior proposals both oral and written, negotiations, representations, commitments and other communications, and may only be supplemented or changed in writing, signed by a representative of the Group and Hotel's authorized agent. In the event of litigation arising from or associated with this Agreement, the parties agree that the prevailing party therein shall recover its reasonable attorney's fees and costs incurred therein. Notwithstanding the preceding sentence, should collection action be required, in the sole discretion of Hotel, the Group will be obligated to pay the costs of that collection action, including reasonable attorney's fees. This Agreement may be executed and delivered by facsimile signature or electronic transmission (PDF file), and in more than one counterpart, each of which shall be deemed an original, and all of which together shall constitute one and the same instrument. It is expressly agreed that no failure or delay by any party hereunder in exercising any right, power or privilege under this Agreement shall operate as a waiver of the exercise of such right, power or privilege.

Intellectual Property: Group agrees not to use Hotel's name, logo, mark, image or any other representation of Hotel without first receiving written authorization from Hotel to do so. Group is to provide Hotel with written application for such use, along with examples of such usage. Hotel will respond in writing to such request within 14 days of receipt of such request.

ACCEPTANCE OF AGREEMENT

Any changes in room blocks must be submitted in writing to the Group Sales Office at least two weeks prior to arrival and may

result in a re-evaluation and change in room rates.

To guarantee rates quoted, the availability of sleeping rooms requested, and all other terms, this Agreement must be signed and returned by **APRIL 4, 2017** or Hotel reserves the right to release the guest rooms.

Please return the signed Agreement to Drury Hotels Company, LLC, Group Sales Office, ATTN: **Meredith Goldkamp** 721 Emerson Road, Suite 400, St. Louis, MO 63141 or fax to **(888) 213-7574**.

On behalf of the Group, I hereby accept the above provisions and further warrant that I have authority to sign on behalf of **SkillsUSA Arizona 2017**. A facsimile or photocopy signature on this Agreement, any amendment or any notice delivered from one party to the other shall have the same effect as an original signature.

SIGNATURES

Approved and authorized by the Group

Caitlin Horner

Caitlin Horner, Board of Directors

Caitlin Horner

Print Name

March 23, 2017

Date

Approved and authorized by Hotel:

Meredith Goldkamp

Meredith Goldkamp, National Sales Coordinator

Direct: (800) 436-1169

3-28-17

Date

SkillsUSA Arizona 2017
Robin Cronbaugh
Arrival Date: 4 17, 2017