



WSU C# 15180

Please fax to Danika Montejano (415) 887-7948. Direct phone line (415) 229-9427.

GROUP SALES AGREEMENT

DESCRIPTION OF GROUP AND EVENT

The following represents an agreement between Courtyard Spokane Downtown at the Convention Center, 401 North Riverpoint Boulevard, Spokane, WA, 99202, (509) 456-7600 and Washington State University - Spokane.

ORGANIZATION: Washington State University

CONTACT: Name:
Street Address:
City, State, Postal Code:
Phone Number:
E-mail Address:

NAME OF EVENT:
REFERENCE #:
OFFICIAL PROGRAM DATES:

GUEST ROOM COMMITMENT/GROUP ROOM RATES

The Hotel agrees that it will provide, and Washington State University - Spokane agrees that it will be responsible for utilizing, 75 room nights in the pattern set forth below (such number and such pattern, the "Room Night Commitment"):

Date	Day	King	Total Rooms
05/24/2011	Tuesday	25	25
05/25/2011	Wednesday	25	25
05/26/2011	Thursday	25	25

Start Date	End Date	Room Type	Rate
05/24/2011	05/27/2011	King	\$86.00

Hotel's room rates are subject to applicable state and local taxes (currently 10.7% + \$2.00) in effect at the time of check-out.

COMMISSION

The group room rates listed above are net non-commissionable. Washington State University - Spokane will advise its designated agency of these rates and address any resulting agency compensation issues directly with the management of the appropriate agency.

ROOMS ATTRITION

Hotel agrees to waive the room attrition for Washington State University - Spokane.

METHOD OF RESERVATIONS

Reservations for the Event will be made by individual attendees directly with Marriott reservations at 1 (800) 321-2211 or (509) 456-7600.

GUARANTEED RESERVATIONS

All reservations must be accompanied by a first night room deposit or guaranteed with a major credit card or by Washington State University - Spokane. Hotel will not hold any reservations unless secured by one of the above methods.

CUT-OFF DATE

Reservations by attendees must be received on or before Tuesday, May 10th, 2011, (the "Cut-Off Date"). At the Cut-Off Date, Hotel will review the reservation pick up for the Event, release the unreserved rooms for general sale, and determine whether or not it can accept reservations based on a space- and rate-available basis at the Washington State University - Spokane group rate after this date.

NO ROOM TRANSFER BY GUEST

Washington State University - Spokane agrees that neither Washington State University - Spokane nor attendees of the Event nor any intermediary shall be permitted to assign any rights or obligations under this Group Sales Agreement, or to resell or otherwise transfer to persons not associated with Washington State University - Spokane reservations for guestrooms, meeting rooms or any other facilities made pursuant to this Group Sales Agreement.

BILLING ARRANGEMENTS

The following billing arrangements apply: **Group to Pay All Charges**

CANCELLATION

Hotel agrees to waive the cancellation for Washington State University - Spokane.

DISPUTE RESOLUTION

In the event of dispute resolution, each party will pay their own costs and attorney's fees.

IMPOSSIBILITY

The performance of this Agreement is subject to termination without liability upon the occurrence of any circumstance beyond the control of either party -- such as acts of God, war, acts of terrorism, government regulations, disaster, strikes, civil disorder, or curtailment of transportation facilities -- to the extent that such circumstance makes it illegal or impossible for the Hotel to provide, or for groups in general to use, the Hotel facilities. The ability to terminate this Agreement without liability pursuant to this paragraph is conditioned upon delivery of written notice to the other party setting forth the basis for such termination as soon as reasonably practical - but in no event longer than ten (10) days - after learning of such basis.

REWARDS PROGRAM - REWARDING EVENTS

Approximately (10) business days after the conclusion of the Event (provided that the Event is not cancelled and Washington State University - Spokane has otherwise complied with the material terms and conditions of this Agreement); the Hotel will either award Points or submit an award for airline miles:

CHECK ONE OPTION BELOW:

- Award Points to the Contact (as identified on page 1 of this Agreement or the Authorized Signer of this Agreement)
Member Name _____
Rewards Program Member Number _____
- Award Airline Miles to the Contact (as identified on page 1 of this Agreement or the Authorized Signer of this Agreement) *Contact must provide Marriott Rewards Number to receive Airline Miles.*
Member Name _____
Rewards Program Member Number _____
Airline frequent flier account number _____
Name of airline _____
- Decline to Award Points or Airline Miles. The Contact and the Authorized Signer of this Agreement elect not to receive (and hereby waive the right to receive) an award of Points or airline miles in connection with the Event.

The number of Points or airline miles to be awarded shall be determined pursuant to the Rewards Program Terms and Conditions, as in effect at the time of award. The Rewards Program Terms and Conditions are available on-line at marriottrewards.com, and may be changed at the sole discretion of the Rewards Program at any time and without notice.

The individual(s) identified above to receive either Points or airline miles may not be changed without such individual(s)' prior written consent. By inserting the airline mileage account information, the recipient elects to receive airline miles rather than Points. All Rewards Program Terms and Conditions apply.

ACCEPTANCE

When presented by the Hotel to Washington State University - Spokane, this document is an invitation by the Hotel to Washington State University - Spokane to make an offer. Upon signature by Washington State University - Spokane, this document will be an offer by Washington State University - Spokane. Only upon signature of this document by all parties will this document constitute a binding agreement. Unless the Hotel otherwise notifies Washington State University - Spokane at any time prior to Washington State University - Spokane's execution of this document, the outlined format and dates will be held by the Hotel for Washington State University - Spokane on a first-option basis until Wednesday, April 27th, 2011. If Washington State University - Spokane cannot make a commitment prior to that date, this invitation to offer will revert to a second-option basis or, at the Hotel's option, the arrangements will be released, in which case neither party will have any further obligations.

Upon signature by both parties, Washington State University - Spokane and the Hotel shall have agreed to and executed this Agreement by their authorized representatives as of the dates indicated below.

SIGNATURES

Approved and authorized by Washington State University - Spokane.

Name: (Print) _____ Signature: _____

Title: (Print) _____ Date: _____

Approved and authorized by Hotel:

Name: (Print) **Danika Montejano** Signature: _____

Title: (Print) **Sales Manager** Date: _____

SAMPLE TEMPLATE