

	A	B	C	D
1	TASFAA Spring 2011	Embassy Suites/Murfreesboro	Marriott Cool Springs/Franklin	
2				
3	Total Rooms	275	275	
4	Room Rate	\$129	\$135	
5	Suite	\$129	Complimentary	
6	Fed Gov Rate	2 rooms	2 rooms	
7	Room Attrition	80% (see note 1)	80%	
8	Complimentary Rooms	1 per every 50	1 per every 50	
9	Complimentary Internet	\$9.95 per day	Complimentary for hotel guests	
10	Complimentary Shuttle	No	Yes/Franklin Cool Springs area	
11	Vendor tables	35 (only need 12)\$420	Complimentary	
12	Mtg room cost	Waived if \$20K on food	Complimentary	
13	Breakout rooms	5	5	
14	General Session room	1	1	
15	Vendor room	1	1	
16	Registration area	1	1	
17	Work room	1	1	
18	Food requirement	\$20K	\$20K	
19	Service charge	22%	24%	Cool Springs Marriott/negotiated price
20	Breakfast costs	Comp/Hotel guests - \$11 commuters	\$12 -\$16 per person	Waived breakfast costs for reg guests <i>pay for commuters</i>
21		Mon: \$11 X 50 = \$550	Mon: \$12 x 180 = \$2160 + 24% = \$2678.40	\$11 per person + 24% (commuters)
22		Tues: \$11 X 50 = \$550	Tues: \$12 X 180 = \$2160 + 24% = \$2678.40	\$11 per person + 24% (commuters)
23		Wed: \$11 X 50 = \$550	Wed: \$18 X 180 = \$3240 + 24% = \$4017.60	\$11 per person + 24% (commuters)
24	TOTAL Breakfast costs	\$1,650	\$9,374.40	\$1650 + \$396 (24%) = \$2046
25	CONTRACT DEADLINE	3/15/10	2/19/10	
26	DIRECT BILL	Yes	Yes	
27				
28	Note 1-Embassy Suites:			
29	Notwithstanding anything else in this agreement, 3 months prior to arrival, on January 9, 2011			
30	the room block may be reviewed and Organization (TASFAA) may release up to 10% of the			
31	Room Night Commitment without the payment of any fee. Between 3 months and March 18, 2011 (Cut-off Date),			
32	Organization (TASFAA) may again release, without the payment of any fee, up to 5% of the then remaining			
33	Room Night Commitment without the payment of any fee. The Room Night commitment will be considered			
34	to have been adjusted by the amount of any such reduction.			
35	Embassy Suites Cancellation Policy:		Marriott Cool Spring Cancellation Policy:	
36	From 181 days to 365 days prior	25% of total revenue	Prior to one (1) year	10% of total revenue
37	From 91 to 180 days prior	50% of total revenue	From 181 days to 365 days prior:	25% of total revenue
38	From 0 days to 90 days prior	100% of total revenue	From 121 days to 180 days prior	50% of total revenue
39			From 92 days to 120 days prior	75% of total revenue
40			From 0 days to 90 days prior	100% of total revenue