

Factors important to ABC Medical Group:

- Concessions provided:
- 1 per 45 comp room, upgrades, VIP amenities
- Wireless internet access
- Copying facilities
- No renovations during meeting
- Special staff rate
- Government rate (20% of attendees)
- Negotiable menu pricing
- Negotiable audiovisual pricing
- Force majeure clause
- Cancellation clause – sliding scale
- Food & Beverage clause
- Attrition clause – ability to sell rooms and avoid attrition
- Review of rooming block

Contract Clauses to Include:

INDEMNIFICATION

ABC Medical Group agrees to indemnify <hotel>, and the Owner, from liability resulting from the negligence of CLSI and its officers, directors, and employees in connection with the use of the function space.

<Hotel> agrees to indemnify CLSI from liability resulting from the negligence of <hotel>, and the Owner, employees or agents, in connection with this Agreement.

ATTRITION

This Agreement is based on Group's use of the guestroom block as outlined above. However, thirty (30) days or more, prior to the first day of arrival, Group may reduce its guestroom block by a maximum of 10% with no penalty. Thereafter, Group shall pay Hotel one night's guestroom rate and tax for each unused guestroom night based on the guestroom night commitment or the adjusted guestroom night commitment, if such adjustment was made and sent to Hotel in writing. Such charge will be added to Group's Master Account. No payment shall be due, however, for any night during the Group stay when the hotel is able to resell the rooms that were released and achieves the revenue forecasted for that day.

RE-BOOK CONSIDERATION

In the event any attrition charges are posted to the Master Account for the above group, the entire amount will be applied as a credit towards any rebooking of this group within 12 months following the departure of this contracted event.