Dear Mr. Fiorito,

In consideration of the room night production that IIT anticipates annually, The Best Western Grant Park Hotel is pleased to extend the following net rate for Dec. 31, 2015. Rates are based on single/double occupancy, availability and not applicable during black out dates. Refer to black out dates below.

**Anticipated room nights:** 30 per year
**Hotel Rack Rate:** $199.00

**Negotiated Rate:**
- January - April 30, 2015: $79.00 (One King or Two Double beds)
- May 1, 2015 – November 30, 2015: $129.00 (One King or Two Double beds)
- December 1-31, 2015: $79.00 (One King or Two Double beds)

Above rates are net, non-commissionable and do not include 16.4% tax.

Rack rate will prevail if the preferred account rate is not available. For comparison purposes our rack rate is $199.00 for King or Double Accommodations. Negotiated rates are applicable to single or double occupancy and will be confirmed based on the specific room inventory available at the time the reservation is made. Each additional person is $10.00 per person to the room rate.

**Blackout Dates 2014**
- November 1-5: PACK
- November 15-19: American Heart Association
- November 29–Dec 4: Radiological Society of North America

**Blackout Dates 2015**
- Jan 26-28: International AC, Heating, Refrigeration
- March 8-11: International Home & Housewares Show
- April 13-15: HIMSS15
- May 16-19: NRA
- May 20-21: Sweets and Snack Expo
- May 29–June 2: ASCO
- June 15-17: NeoCon
- July 30 – Aug. 1: Lollapalooza
- September 13-16: GRAPH
- September 27-30: WEPTEC
- October 3-8: American College of Surgeons
- October 9-12: Bank of America Marathon
- October 17-21: Neuroscience
- October 24-28: IACP

Rack rate will prevail if the preferred account rate is not available. For comparison purposes our rack rate is $199.00 for King or Double Accommodations. Negotiated rates are applicable to single or double occupancy and will be confirmed based on the specific room inventory available at the time the reservation is made. Each additional person is $10.00 per person to the room rate.

1100 S. Michigan Avenue Chicago, Illinois 60605 Ph: 312-922-2900 Fax: 312-922-0134 Fax
www.bwgrantparkhotel.com
In return for the negotiated rate, IIT. agrees to direct its overnight affiliates and guest to the Best Western Grant Park Hotel. The caller must request the IIT at the time of booking. This will ensure that proper rate and tracking credit is given. This rate is based on a **minimum of 30 room nights per year.** This agreement shall be reviewed quarterly and room night production will be measured and evaluated. Should the room night production fall below expectations, the $79/$129 preferred rate would be subject for review.

All Reservations must be guaranteed for late arrival with a credit card at time of booking or be designated as direct bill (If direct bill account is required direct bill status must be approved through Hotel Accounting Department) to IIT. In the event that a guest does not arrive on the expected arrival date, the credit card and/or direct bill account will be charged for one night room and tax. Reservations must be canceled without penalty by 3:00 PM 24-hours prior to arrival date. Please obtain a cancellation number from the reservation agent for your records. If a reservation is canceled less than 24-hours prior to arrival date, the credit card and/or direct bill account will be charged for one (1) night’s room and tax. An early departure fee of $75.00 will apply if the guest checks out prior to the expected check out date. All room, tax and incidental charges will be the responsibility of the individual traveler. If the traveler does not have a credit card or prior approval for direct billing status from Client/Group., a cash deposit for the entire stay will be requested at the time of check in.

Requests of 10 rooms or more are considered groups and should be directed to the Sales Manager for approval. If I may be of any further assistance, please call me at 312-294-2405.

Accepted By: ________________
Mr. Frank Fiorito
IIT Date: __________/

Submitted By: ________________
Marites Capalad - Hotel Contact – Date ____/____/____

In order for these above rates to start being honored please sign and return by Jan. 1, 2015