KIMPTON®
hotels & restaurants

PROPOSAL DETAILS

RFP Name Merit Medical 2017 National Meeting

RFP Code P5NB3R7HM3D

Event Name Merit Medical 2017 National Meeting

Proposal Sent Date Wed, 27-Jan-2016 10:19 AM

Proposal Status Declined

Supplier Name Firesky Resort & Spa, a Kimpton Hotel

Supplier Type Boutique Hotel

Chain IHG

Metro Area AZ - Phoenix / Scottsdale

Brand Kimpton Hotels

Commission? Yes - 10.00%

Proposal Introduction

Thank you for considering FireSky Resort & Spa, a Kimpton Hotel for your upcoming event. Situated in Old Town Scottsdale, our beautiful resort is a true desert oasis where the elements of nature combine to create an unforgettable event experience. With an impressive address just moments away from the Scottsdale Arts District, hundreds of upscale boutiques and live sporting events at Scottsdale Stadium, we provide not only an ideal location, but unrivaled service in a lush setting of tranquil lagoons and colorful gardens.

FireSky features more than 14,000 square feet of sophisticated event space and enchanting outdoor areas ideal for meetings and special events for up to 1,000 attendees. Every occasion at our Mediterranean-inspired resort is enhanced by our dedicated event planners, talented culinary artists and comprehensive audiovisual support.

Date Type	Event Dates	Check-In Date	Availability	Rates (USD)
Preferred	Sun, 15-Jan-2017 to Thu, 19-Jan-2017	Sat, 14-Jan-2017	1st Option	269.00
Alternate 1	Mon, 09-Jan-2017 to Fri, 13-Jan-2017	Sun, 08-Jan-2017	Not Available	
Alternate 2	Mon, 16-Jan-2017 to Fri, 20-Jan-2017	Sun, 15-Jan-2017	1st Option - Not Holding Space	269.00

Additional Information

The Kimpton Perks!
- Complimentary Wine Hour from 5:00pm- 6:00pm
- Complimentary Transportation within a 3 Mile Radius (6 Passenger luxury Denali SUV)
- $10 Raid the Bar Card, Good for Guest's Mini Bar or Our Lobby Bar, with Kimpton Karma membership
- Free Bicycle Rental

Concessions / Contractual Requirements

20% allowable attrition at 21 days out
two complimentary VIP Airport transfers
7 Suite upgrades at group rate
10 VIP amenities, Hotel's choice
10% discount on AV equipment

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KEY CONTACT INFORMATION

Contact Name	Dave Oglesby	**Email Address**	Dave.Oglesby@kimptonhotels.com
Organization	FireSky	**Phone**	480-424-6075
Title	Senior Group Sales Manager		

Additional Information

FireSky Resort and Spa:
- 4 Key, Green Key Ranking, first hotel to earn the Green Key status in Arizona
- #4 on Phoenix' Top Places to Work List, 2014
- Jurlique Spa, voted Best Resort Spa by AZ Central Readers in 2012/2013
- Kimpton: #11 on the Fortune Top 100 Companies to Work For

SLEEPING ROOM AVAILABILITIES

Sleeping Room Needs Met? Yes

Additional Information

All Guestooms:
- Balcony or Patio, with Outdoor Seating
- Modern Decor with Triple Sheeted Beds
- Flat Screen TV
- The Famous Leopard Print Robes
- Spa Grade Toiletries by CO Bigelow Apothecaries
- Laptop-sized In-Room Safe
- 24-Hour Free Yoga Channel and Mat

Preferred (Sun, 15-Jan-2017 to Thu, 19-Jan-2017)

Availability	1st Option	**Check-in Date**	Sat, 14-Jan-2017	

Do all guest room rates include breakfast? No

Do all guest room rates include tax? No

Applicable Taxes No taxes have been selected

Day	Any (Run of House) Qty	Any (Run of House) Rate (USD)	Single (1 Bed) Qty	Single (1 Bed) Rate (USD)	Double (2 Beds) Qty	Double (2 Beds) Rate (USD)	Suite Qty	Suite Rate (USD)	Staff Qty	Staff Rate (USD)
Sat, 14-Jan-2017	60	269.00								
Sun, 15-Jan-2017	180	269.00								
Mon, 16-Jan-2017	180	269.00								
Tue, 17-Jan-2017	180	269.00								
Wed, 18-Jan-2017	180	269.00								

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SLEEPING ROOM AVAILABILITIES

Thu, 19-Jan-2017	10	269.00								

Alternate 1 (Mon, 09-Jan-2017 to Fri, 13-Jan-2017)

Availability Not Available

Alternate 2 (Mon, 16-Jan-2017 to Fri, 20-Jan-2017)

Availability 1st Option - Not Holding Space **Check-in Date** Sun, 15-Jan-2017

Day	Any (Run of House) Qty	Any (Run of House) Rate (USD)	Single (1 Bed) Qty	Single (1 Bed) Rate (USD)	Double (2 Beds) Qty	Double (2 Beds) Rate (USD)	Suite Qty	Suite Rate (USD)	Staff Qty	Staff Rate (USD)
Sun, 15-Jan-2017	45	269.00								
Mon, 16-Jan-2017	180	269.00								
Tue, 17-Jan-2017	180	269.00								
Wed, 18-Jan-2017	180	269.00								
Thu, 19-Jan-2017	180	269.00								
Fri, 20-Jan-2017	10	269.00								

Additional Fees

Occupancy 13.920% **Other** USD $22.00

Additional Information Total occupancy tax is 13.92%

A nightly resort fee, currently $22.00/room and subject to applicable occupancy and sales tax of 13.92% will be charged on all guestrooms. A portion of this fee will go directly to our bell staff and housekeepers in lieu of gratuities. Additionally, the resort fee provides the following inclusions:
- Self and valet parking
- Wireless internet in guestrooms and public space (not to include meeting rooms)
- Coffee service in living room lobby daily from 6:00a - 10:00a
- Seasonal non-alcoholic beverages served in living room lobby and Paradise Pool
- 24-hour access to fitness center
- 24-hour access to business center
- S'mores to enjoy over fire pits, on request
- Daily newspapers, on request

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MEETING ROOM AVAILABILITIES

Meeting Room Needs Met? Yes

Additional Information Our Scottsdale meeting hotel boasts more than 14,000 square-feet of flexible indoor and outdoor meeting space across 13 rooms. All settings inspire passion, creativity and unforgettable events for groups of 5 to 1,000. Rooms offer multiple backdrops for your event. Indoor spaces are infused with natural light, floor to ceiling windows and complete with comfortable seating, fireplaces and unique décor. Outdoor gathering areas are keenly positioned poolside near the lagoon or tucked into one of the lush courtyard gardens.

Start Date Sun, 15-Jan-2017

Day	Time	Agenda Item	Room Request	Room Assignment
Sun, 15-Jan-2017	8:00 AM-11:45 PM	**Staff Office** Office	Conference 600 Sq. Ft. / 20 people 24-hour hold	**Fuego** 1,120 Sq. Ft., 8 Ft. ceilings
Mon, 16-Jan-2017	6:30 AM-7:45 AM	**Breakfast** Breakfast	Buffet 170 people	**Earth, Air, Fire, Hall & Patio** 3,500 Sq. Ft.
Mon, 16-Jan-2017	8:00 AM-3:00 PM	**General Session** General Session	Classroom 180 people	**Water & Elements** 4,800 Sq. Ft.
Mon, 16-Jan-2017	8:00 AM-5:00 PM	**Breakouts** Breakout *Notes or Exceptions: There will be multiple breakouts throughout the meeting week. (approx. 6-8 per day, diifferent sizes.) Please see attached 2016 agenda for specific times and needs. Would be very helpful if breakout space can be placed on 24 hour holds for product set up and breakdown only once.*	U-Shaped 40 people 24-hour hold	**Sky Ballroom** 4,500 Sq. Ft., 10.91 Ft. ceilings
Mon, 16-Jan-2017	8:00 AM-11:45 PM	**Staff Office** Office	Conference 600 Sq. Ft. / 20 people 24-hour hold	**Fuego** 1,120 Sq. Ft., 8 Ft. ceilings
Mon, 16-Jan-2017	10:00 AM-10:30 AM	**Morning Break** Break	Flow 170 people	**Earth, Air, Fire, Hall & Patio** 3,500 Sq. Ft.

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Mon, 16-Jan-2017	12:00 PM-1:00 PM	**Lunch** Lunch	Buffet 175 people	**Earth, Air, Fire, Hall & Patio** 3,500 Sq. Ft.
Mon, 16-Jan-2017	2:45 PM-3:15 PM	**Afternoon Break** Break	Flow 175 people	**Earth, Air, Fire, Hall & Patio** 3,500 Sq. Ft.
Mon, 16-Jan-2017	6:00 PM-7:00 PM	**Reception** Reception *Notes or Exceptions: Foyer adjacent to Gala Dinner location*	Cabaret 175 people	**Earth, Air, Fire, Hall & Patio** 3,500 Sq. Ft.
Mon, 16-Jan-2017	7:00 PM-9:00 PM	**Gala Dinner** Dinner *Notes or Exceptions: Special Gala Dinner -Company 30th Anniversary!*	Plated 180 people	**Earth, Air, Fire, Hall & Patio** 3,500 Sq. Ft.
Tue, 17-Jan-2017	6:30 AM-7:45 AM	**Breakfast** Breakfast	Buffet 170 people	**Earth, Air, Fire, Hall & Patio** 3,500 Sq. Ft.
Tue, 17-Jan-2017	8:00 AM-3:00 PM	**General Session** General Session	Classroom 180 people	**Water & Elements** 4,800 Sq. Ft.
Tue, 17-Jan-2017	8:00 AM-5:00 PM	**Breakouts** Breakout *Notes or Exceptions: There will be multiple breakouts throughout the meeting week. (approx. 6-8 per day, diifferent sizes.) Please see attached 2016 agenda for specific times and needs. Would be very helpful if breakout space can be placed on 24 hour holds for product set up and breakdown only once.*	U-Shaped 40 people 24-hour hold	**Sky Ballroom** 4,500 Sq. Ft., 10.91 Ft. ceilings
Tue, 17-Jan-2017	8:00 AM-11:45 PM	**Staff Office** Office	Conference 600 Sq. Ft. / 20 people 24-hour hold	**Fuego** 1,120 Sq. Ft., 8 Ft. ceilings
Tue, 17-Jan-2017	10:00 AM-10:30 AM	**Morning Break** Break	Flow 170 people	**Earth, Air, Fire, Hall & Patio** 3,500 Sq. Ft.
Tue, 17-Jan-2017	12:00 PM-1:00 PM	**Lunch** Lunch	Buffet 175 people	**Earth, Air, Fire, Hall & Patio** 3,500 Sq. Ft.

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Tue, 17-Jan-2017	2:45 PM-3:15 PM	**Afternoon Break** Break	Flow 175 people	**Earth, Air, Fire, Hall & Patio** 3,500 Sq. Ft.
Tue, 17-Jan-2017	6:00 PM-9:00 PM	**Regional Dinners (6)** Dinner *Notes or Exceptions: These regional dinners will be held off site.*	Other 40 people	**Sky Ballroom** 4,500 Sq. Ft., 10.91 Ft. ceilings
Wed, 18-Jan-2017	6:30 AM-7:45 AM	**Breakfast** Breakfast	Buffet 170 people	**Earth, Air, Fire, Hall & Patio** 3,500 Sq. Ft.
Wed, 18-Jan-2017	8:00 AM-3:00 PM	**General Session** General Session	Classroom 180 people	**Water & Elements** 4,800 Sq. Ft.
Wed, 18-Jan-2017	8:00 AM-5:00 PM	**Breakouts** Breakout *Notes or Exceptions: There will be multiple breakouts throughout the meeting week. (approx. 6-8 per day, diifferent sizes.) Please see attached 2016 agenda for specific times and needs. Would be very helpful if breakout space can be placed on 24 hour holds for product set up and breakdown only once.*	U-Shaped 40 people 24-hour hold	**Sky Ballroom** 4,500 Sq. Ft., 10.91 Ft. ceilings
Wed, 18-Jan-2017	8:00 AM-11:45 PM	**Staff Office** Office	Conference 600 Sq. Ft. / 20 people 24-hour hold	**Fuego** 1,120 Sq. Ft., 8 Ft. ceilings
Wed, 18-Jan-2017	10:00 AM-10:30 AM	**Morning Break** Break	Flow 170 people	**Earth, Air, Fire, Hall & Patio** 3,500 Sq. Ft.
Wed, 18-Jan-2017	12:00 PM-1:00 PM	**Lunch** Lunch	Buffet 175 people	**Earth, Air, Fire, Hall & Patio** 3,500 Sq. Ft.
Wed, 18-Jan-2017	2:45 PM-3:15 PM	**Afternoon Break** Break	Flow 175 people	**Earth, Air, Fire, Hall & Patio** 3,500 Sq. Ft.
Wed, 18-Jan-2017	4:00 PM-6:00 PM	**Teambuilding Activity** Other *Notes or Exceptions: Team activity can be on or off-site*	Other 160 people	**Oasis Lagoon** 1,750 Sq. Ft.

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Thu, 19-Jan-2017	6:30 AM-7:45 AM	**Breakfast** Breakfast	Buffet 170 people	**Earth, Air, Fire, Hall & Patio** 3,500 Sq. Ft.
Thu, 19-Jan-2017	8:00 AM-3:00 PM	**General Session** General Session	Classroom 180 people	**Water & Elements** 4,800 Sq. Ft.
Thu, 19-Jan-2017	8:00 AM-6:00 PM	**Staff Office** Office	Conference 600 Sq. Ft. / 20 people 24-hour hold	**Fuego** 1,120 Sq. Ft., 8 Ft. ceilings
Thu, 19-Jan-2017	9:00 AM-9:15 AM	**Morning Break** Break	Flow 175 people	**Earth, Air, Fire, Hall & Patio** 3,500 Sq. Ft.
Thu, 19-Jan-2017	10:30 AM-1:00 PM	**Breakouts** Breakout *Notes or Exceptions: There will be multiple breakouts throughout the meeting week. (approx. 6-8 per day, diifferent sizes.) Please see attached 2016 agenda for specific times and needs. Would be very helpful if breakout space can be placed on 24 hour holds for product set up and breakdown only once.*	U-Shaped 40 people 24-hour hold	**Sky Ballroom** 4,500 Sq. Ft., 10.91 Ft. ceilings

A/V Needs I'm happy to offer a 10% discount on AV equipment rental when using PSAV, our on-site, full-service audiovisual company.

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ESTIMATED COSTS

Total F&B Minimum USD $70,000.00

Applicable Tax 7.95%

Service Charge 23%

Item	Cost Type	Amount	Quantity	Tax(%)	Tax/Service	Note
Average F&B Costs - Break - AM	Per Person	USD $18.00			+Tax and Service	
Average F&B Costs - Break - Drinks Only	Per Item	USD $20.00			+Tax and Service	
Average F&B Costs - Break - PM	Per Person	USD $20.00			+Tax and Service	
Average F&B Costs - Break - Snacks and Drinks	Per Item	USD $25.00			+Tax and Service	
Average F&B Costs - Breakfast - Buffet	Per Person	USD $35.00			+Tax and Service	
Average F&B Costs - Breakfast - Continental	Per Person	USD $25.00			+Tax and Service	
Average F&B Costs - Breakfast - Plated	Per Person	USD $25.00			+Tax and Service	
Average F&B Costs - Dinner - Buffet	Per Person	USD $90.00			+Tax and Service	
Average F&B Costs - Dinner - Plated	Per Person	USD $70.00			+Tax and Service	*Plated dinners are $45-$75*
Average F&B Costs - Lunch - Boxed	Per Item	USD $35.00			+Tax and Service	
Average F&B Costs - Lunch - Buffet	Per Person	USD $48.00			+Tax and Service	
Average F&B Costs - Lunch - Plated	Per Person	USD $38.00			+Tax and Service	
Average F&B Costs - Reception - Beverage	Per Person	USD $19.00			+Tax and Service	*Beer and wine $14, call $19, premium $21 and luxury brands $25 all for the first hour, each additional hour $8/person*
Average F&B Costs - Reception - Food	Per Person	USD $35.00			+Tax and Service	*We have several options for food for receptions with stations, carving stations and passed hors d'oeuvres*
Average F&B Costs - Reception - Heavy Hors D'oeuvres	Per Item	USD $75.00			+Tax and Service	
Average F&B Costs - Reception - Light Appetizers	Per Item	USD $50.00			+Tax and Service	

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Miscellaneous Costs - Facility Fee	Waived					*No facility fee*
Miscellaneous Costs - Housekeeping	Included in Package					
Miscellaneous Costs - Internet - Guest Room	Included in Package					*Guest Room WiFi is available as part of the daily resort fee.*
Miscellaneous Costs - Internet - Meeting Room	Per Day	USD $350.00			+Tax and Service	*Wireless is available in meeting space starting at $250/day wired is also available starting at $350/day*
Miscellaneous Costs - Parking Fee - Self	Included in Package					
Miscellaneous Costs - Parking Fee - Valet	Included in Package					
Miscellaneous Costs - Resort Fee	Per Day	USD $22.00			+Tax	
Move-in/Move-out - Air conditioning/heating	N/A					
Move-in/Move-out - Labor	N/A					
Move-in/Move-out - Lighting	N/A					
Rental Costs - Audio Patch	N/A					
Rental Costs - Breakout - Total	Waived					
Rental Costs - Building Overtime	N/A					
Rental Costs - Exhibit Space	N/A					
Rental Costs - General Session	Waived					
Rental Costs - Meeting Rooms - Total	Waived					
Rental Costs - Power Drop	N/A					
Transportation Costs - Airport Transportation	Per Item	USD $35.00			+Service	*Taxi $30, Sedan $35, Super Shuttle $17 each one way*
Transportation Costs - Local Transportation	Complimentary					*We offer a luxury Denali Shuttle that runs within a 3-mile radius of the property and seats up to 6 guests at a time. Operates from 6:00a - 11:00p, daily.*
Additional Information	No Meeting Room Rental with $70,000.00++ F&B Minimum					

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ADDITIONAL QUESTIONS

1. Rates quoted are applicable _____ days pre-meeting. (Comment) (Required)
3 days; based upon room type and rate availability
2. Rates quoted are applicable _____ days post-meeting. (Comment) (Required)
3 days; based upon room type and rate availability
3. Web address for meeting space detail? (Comment) (Required)
http://www.fireskyresort.com/scottsdale-event-planning/floorplans.html
4. Please select your current Forbes and/or AAA Rating? (Multiple choice) (Required)
4 Star, 4 Diamond
5. Will the meeting room rentals be waived? If not, what rates will apply? (Comment) (Required)
Yes
6. Do you have internet access available in the rooms? Is it wireless? What is the cost? What is the type and cost of internet access in meeting rooms? Will any internet costs be waived for this group? (Comment) (Required)
Included in common areas and guestrooms. $350 per day in meeting space
7. What meeting space is available? List meeting room names with square footage, ceiling height, and rental charges (if applicable) (Comment) (Required)
All of our meeting space is currently available.
8. What are your additional charges (ie Maid, porterage, resort fees, etc.)? Please include with amounts and inclusions and note which charges are mandatory. (Comment) (Required)
A nightly resort fee, currently $22.00/room/night and subject to applicable occupancy and sales tax of 13.92% will be charged on all Guest Rooms. A portion of this fee will go directly to our bell staff and housekeepers in lieu of gratuities. Additionally, the resort fee provides the following inclusions:
Self and valet parking
WiFi in guest rooms and public space (not to include meeting rooms)
Coffee service in living room
Seasonal non alcoholic beverages served in living room and Paradise Pool
S'mores to enjoy at fire pits
24 hour access to fitness center
24 hour access to business center
Daily Newspapers upon request
9. What is your nearest major airport and what is the distance (both miles and time)? What are the round trip shuttle and/or taxi costs? (Comment) (Required)
PHX - Phoenix Sky Harbor, 11 miles/15 minutes
Super Shuttle: $34.00 + gratuity round-trip
Taxi: approx. $60.00 round-trip
10. What amenities and activities does your hotel have on or near the property? (Comment) (Required)
FireSky's Backyard
- 2 Lushly Landscaped Pools
- Hot Tub
- Sandy Beach
- Oasis Lagoon
- Aqua Bar and Grill
- Firepits with Complimentary S'more Kits for Evening Roasting
- Jurlique Full Service Spa

Dining
- Taggia, Coastal Italian Restaurant (Breakfast, Lunch, and Dinner)
- Aqua Bar and Grill, Pools Side Drinks Sandwiches and Salads
- Bar, Specialty Bar Menu in Our Lobby with Daily Happy Hour
- 24 Hour In Room Dining

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Getting Out and About
- 2 Blocks from Fashion Square Mall
- 3 Blocks from Old Town Scottsdale
- 8 Golf Courses in 3-mile radius
- Luxury Denali shuttle service within a 3-mile radius

11. What renovations have your property either recently completed or has on schedule? (Comment) (Required)
Over $25 million in renovations complete in 2009 to include all guestrooms, public space, meeting space, restaurant, pools and fitness center (all new equipment in fitness center March 2010), new carpet in common areas of lobby/living room, lobby bar, business center and gift shop completed January 2012. Public space refresh and new pool deck completed in July 2013. New bar flooring and refresh in June 2015. New lobby carpet in October 2015.

12. HelmsBriscoe will be paid a placement fee which is non-cancelable and non transferable to any other party for the booking of this meeting. HelmsBriscoe is acting with full consent and the client is aware of the placement fee payable to HelmsBriscoe by your organization. (Multiple choice) (Required)
I agree that HelmsBriscoe will be paid a placement fee

13. Indicate your agreement to the placement fee by providing your name, title and the date of your response in the area below. (Comment) (Required)
Dave Oglesby
Senior Group Sales Manager
1/27/16

14. Accounts Payable Contact First & Last Name: (Comment) (Required)
Penny Sprung

15. Accounts Payable Phone Number: (Comment) (Required)
480-424-6053

16. Accounts Payable Email Address: (Comment) (Required)
penny.sprung@fireskyresort.com

17. Accounts Payable Fax: (Comment) (Required)
480-424-6028

18. Please indicate in the space below your contact name, hotel address, phone number, and email address - if it differs from the contact information on the response sheet provided in this RFP. (Comment)
Dave Oglesby
4925 N Scottsdale Rd
Scottsdale, AZ 85251
480-424-6075
dave.oglesby@fireskyresort.com

ADDITIONAL FILES

File Name	Type	Size	Upload Date
2015 Banquet Menu.pdf	Portable Document Format (.pdf)	765 KB	Wed, 27-Jan-2016
FireSky Meeting Space eBrochure.pdf	Portable Document Format (.pdf)	1.67 MB	Wed, 27-Jan-2016

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