

PROPOSAL DETAILS

RFP Name Medtronic Talent Acquisition and Learning Summit

RFP Code P5NPNR9XH7X

Event Name Medtronic Talent Acquisition and Learning Summit

Proposal Sent Date Fri, 12-Feb-2016 2:12 PM

Proposal Status Withdrawn

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	Mon, 16-May-2016 to Wed, 18-May-2016	Sun, 15-May-2016	1st Option	199.00 - 299.00
Alternate 1	Tue, 19-Apr-2016 to Thu, 21-Apr-2016	Mon, 18-Apr-2016	Not Available	

Additional Information

- The FireSky Perks!
- Complimentary Wine Hour from 5:00pm- 6:00pm
 - Complimentary Transportation within a 3-mile radius (6 passenger luxury Denali SUV)
 - Complimentary Bicycle Rental

Concessions / Contractual Requirements

- 1 staff room at \$169
- 2 Suite upgrades at Group rate
- 1 complimentary guestroom per 50 paid
- 80% guestroom attrition
- 21 day cutoff rooming list
- Comp wifi in guestrooms
- Comp meeting space when F&B minimum is met
- Comp wifi in meeting space for all attendees
- No other medical device companies in over dates
- 10% av discount
- Up to 20 boxes received no sooner than 3 days in advance of arrival stored and handled complimentary
- Guestroom rates commissionable to Experient at 10%
- ***See Resort Fee inclusions



*IHG® Rewards Club not applicable to Kimpton® Hotels & Restaurants; to be included at a future date.

KEY CONTACT INFORMATION

Contact Name	Dave Oglesby	Email Address	dave.oglesby@fireskyresort.com
Organization	FireSky Resort & Spa	Phone	480.424.6075
Title	Senior Group Sales Manager		
Website	www.fireskyresort.com		
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, 2015 - Jurlique Spa, voted Best Resort Spa by AZ Central Readers for two years in a row - #11 on the Fortune Top 100 Companies to Work For		

SLEEPING ROOM AVAILABILITIES

- Additional Information** All Guestrooms:
- 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 (Mon, 16-May-2016 to Wed, 18-May-2016)

Availability 1st Option **Check-in Date** Sun, 15-May-2016

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)		Single (1 Bed)		Double (2 Beds)		Suite		Staff	
	Qty	Rate (USD)	Qty	Rate (USD)	Qty	Rate (USD)	Qty	Rate (USD)	Qty	Rate (USD)
Sun, 15-May-2016			7	199.00			2	299.00	1	159.00
<i>Dates not available - See alternate dates</i>										
Mon, 16-May-2016			87	199.00			2	299.00	1	159.00
<i>Dates not available - See alternate dates</i>										
Tue, 17-May-2016			87	199.00			2	299.00	1	159.00



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	Dates not available - See alternate dates									
Wed, 18-May-2016			7	199.00			2	299.00	1	159.00
	Dates not available - See alternate dates									

Alternate 1 (Tue, 19-Apr-2016 to Thu, 21-Apr-2016)

Availability Not Available

Additional Fees

Occupancy 13.920%

Other USD \$17.00

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

Additional Information No space held, suggested only. If third breakout is required, general session will be used. Function space Complimentary when \$23,000 F&B minimum is met.

Start Date Mon, 16-May-2016

Day	Time	Agenda Item	Room Request	Room Assignment
Mon, 16-May-2016	8:00 AM-11:45 PM	General Session General Session <i>Notes or Exceptions: setup in morning with noon kickoff cres rounds lcd projector, screen, microphone, wifi for all attendees</i>	Rounds of 6 (Room Required) 2,500 Sq. Ft. / 100 people • 24-hour hold	Elements • 2,500 Sq. Ft., 16 Ft. ceilings
Mon, 16-May-2016	8:00 AM-11:45 PM	Breakout Breakout <i>Notes or Exceptions: 2 breakouts possibly all three days or may not need them at all- one could stay in GS if needed</i>	Rounds of 6 (Room Required) 50 people • 24-hour hold	Sun • 750 Sq. Ft., 10.91 Ft. ceilings
Mon, 16-May-2016	8:00 AM-11:45 PM	Breakout Breakout <i>Notes or Exceptions: 2 breakouts possibly all three days or may not need them at all- one could stay in GS if needed</i>	Rounds of 6 (Room Required) 50 people • 24-hour hold	Moon • 750 Sq. Ft., 10.91 Ft. ceilings
Mon, 16-May-2016	12:00 PM-1:00 PM	Lunch Lunch <i>Notes or Exceptions: separate room near GS- Thursday may be box lunch but TBD</i>	Rounds (Room Required) 100 people	Oasis Lagoon • 1,750 Sq. Ft.
Mon, 16-May-2016	6:00 PM-8:00 PM	Reception Reception	Reception (Room Required) 100 people	Oasis Lagoon • 1,750 Sq. Ft.
Tue, 17-May-2016	7:00 AM-8:00 AM	Breakfast Breakfast <i>Notes or Exceptions: separate room near GS</i>	Rounds (Room Required) 100 people	Oasis Lagoon • 1,750 Sq. Ft.
Tue, 17-May-2016	8:00 AM-11:45 PM	General Session General Session <i>Notes or Exceptions: cres rounds lcd projector, screen, microphone, wifi for all attendees</i>	Rounds of 6 (Room Required) 2,500 Sq. Ft. / 100 people • 24-hour hold	Elements • 2,500 Sq. Ft., 16 Ft. ceilings



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A/V Needs PSAV is out in-house AV company.



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ESTIMATED COSTS

Total F&B Minimum USD \$23,000.00

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 - PM	Per Person	USD \$20.00			+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 - 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



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Miscellaneous Costs - Facility Fee						No facility fee
Miscellaneous Costs - Housekeeping						
Miscellaneous Costs - Internet - Guest Room						Guest Room WiFi is available as part of the daily resort fee.
Miscellaneous Costs - Internet - Meeting Room	Per Day					Wireless is available in meeting space starting at \$250/day wired is also available starting at \$350/day
Miscellaneous Costs - Parking Fee - Self						Self and Valet parking included in resort fee.
Miscellaneous Costs - Parking Fee - Valet						
Miscellaneous Costs - Resort Fee	Per Day	USD \$22.00			+Tax	
Rental Costs - Breakout - Total						No space held, suggested only. If third breakout is required, general session will be used. Function space Complimentary when \$23,000 F&B minimum is met.
Rental Costs - General Session						No space held, suggested only. If third breakout is required, general session will be used. Function space Complimentary when \$23,000 F&B minimum is met.
Rental Costs - Meeting Rooms - Total						No space held, suggested only. If third breakout is required, general session will be used. Function space Complimentary when \$23,000 F&B minimum is met.



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Transportation Costs - Airport Transportation	Per Item				+Service	Taxi \$30, Sedan \$35, Super Shuttle \$17 each one way
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Additional Information No space being held. See attachments for additional property information.

ADDITIONAL QUESTIONS

1. Is there anything specific in the attached addendum that you are not willing to consider should you be awarded the business? (NOTE: Your response to this question will be taken into consideration as part of our decision making process. We will take "no response" to this question as being amenable to consider all aspects of the addendum). (Comment)
 I will review addendum and respond if we get to the next level.
2. Will the property be under renovation over these meeting dates? (Single choice) (Required)
 No
3. If yes, please describe the renovations taking place: (Comment) (Required)
 N/A
4. When was your last renovation completed? (Enter Date)
 2010-12-30T00:00:00
5. Will any of our competitors (attached) be staying in house or hosting meetings over the requested dates? (Single choice) (Required)
 No
6. What is the closest major airport and how far away is the property from the airport? (Comment)
 Phoenix Sky Harbor, 11 miles, 20 minutes
7. Are you currently running any group meeting promotional offers at your property? (Comment) (Required)
 No
8. Provide the names of the meeting rooms identified for this RFP. (Comment) (Required)
 See outline on program agenda
9. Can you provide invoicing per our requirements (attached)? (Single choice) (Required)
 Yes
10. What special amenities and enhancements do you offer for this program? (Comment)
 TBD

ADDITIONAL FILES

File Name	Type	Size	Upload Date
FireSky Brochure.pdf	Portable Document Format (.pdf)	1.52 MB	Fri, 12-Feb-2016
2015 FireSky Banquet Menu.pdf	Portable Document Format (.pdf)	812 KB	Fri, 12-Feb-2016
Property Map FireSky.pdf	Portable Document Format (.pdf)	290 KB	Fri, 12-Feb-2016
PSAV Firesky 2015 Price List.pdf	Portable Document Format (.pdf)	149 KB	Fri, 12-Feb-2016



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