

Caffrey Meetings & Events

Proposal from The Westin Sarasota

100 Marina View Drive, Sarasota, Florida, 34236, USA

Proposal Details

RFP Name	Caffrey Meetings & Events	Proposal Status	Submitted Proposal
RFP Code	LFNCQS949W6	Supplier Type	Hotel
Event Name	Caffrey Meetings & Events	Metro Area	FL - Tampa / Clearwater
Response Date	Wed, 15-Mar-2017 1:32 PM		
Supplier Name	The Westin Sarasota		
Chain	Marriott Bonvoy		
Brand	Westin		
Commission?	No		

Proposal Introduction Good afternoon Ms. Marlee Charles,

Thank you for your interest in placing your guests for your upcoming program, Caffrey Meetings & Events at The Westin Sarasota. Our goal is to provide seamless and efficient communication to find the best fit and value for your program. Detailed below is information on how your program would fit at our property.

Date Type	Event Dates	Check-In Date	Availability	Rates (USD)
Preferred	Thu, 08-Mar-2018 to Sun, 11-Mar-2018	Thu, 08-Mar-2018	1st Option - Not Holding Space	325.00

Additional Information The Westin will open in July 2017. You may find our renderings and additional information on our website at <http://www.starwoodhotels.com/westin/property/overview/index.html?propertyID=3959>.

The Westin Sarasota, we offer breathtaking views of Sarasota Bay Standing 18 stories tall and has 255 beautifully appointed guest rooms and suites. Located in Sarasota's vibrant arts district, our hotel puts guests in close proximity of the city's best theater, arts, golf courses and beaches. Just 10 minutes from the Sarasota-Bradenton International Airport (SRQ), The Westin Sarasota also offers proximity to the offices of area businesses, Sarasota Memorial Hospital and several university campuses.

The Westin Sarasota offers 26,000 square feet of market-leading meeting facilities, ideal for weddings, social galas and business functions. Our meeting capacity chart, layout of all meeting space and catering menus are located on our website.

Additional facilities will include a full-service gourmet restaurant, spa, and a spectacular rooftop amenity incorporating a large pool, ample deck space, lounge area with fire features, a bar and food services all overlooking Sarasota Bay, which has some of the best sunsets in all of Florida.

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Concessions or Contractual Requirements	<p>\$325.00 Rate plus 12% tax Traditional King / Double Queen plus \$22.00 Resort fee</p> <p>*Rates includes the following concessions:</p> <ul style="list-style-type: none">*Extend Group Rates (2) days prior & (2) days following the official meeting dates,*(2) Two Suite Upgrades with Welcome VIP Amenities*(1) Complimentary Room for every 45 room nights sold (on an accumulative basis)*Rooms Attrition - Caffrey Meetings & Events agrees that it will pay the hotel \$325.00 (depending on room type selected) for each room night not utilized below 90% of the room nights, as a reasonable estimate of the harm the attrition will cause the hotel.*Complimentary meeting space with a food and beverage minimum of \$6,000.00 (not including tax or service charge)*Complimentary wireless internet in guest rooms and meeting space*No charge for receiving and storing boxes up to ten boxes*Complimentary shuttle service to and from St. Armand's Circle, Lido Key Beach, local area restaurants and attractions in downtown Sarasota based on availability. <p>FOOD AND BEVERAGE ATTRITION</p> <p>Caffrey Meetings & Events agrees that it will provide a minimum food and beverage revenue of \$6,000.00 over event dates (exclusive of applicable service charges and taxes) as part of the Event. If Caffrey Meetings & Events provides less food and beverage revenue, it agrees to pay Hotel the difference between what was actually spent on food and beverage as part of the event and the food and beverage minimum</p> <p>CANCELLATION</p> <p>In the unlikely event that you should decide to cancel this event at any time after execution of this Agreement, the following cancellation charges will apply, which are not a penalty and represents a reasonable effort by the Hotel to establish its loss prospectively and are liquidated damages:</p> <p>Date of Signature to 190 days prior to arrival - 25% of total anticipated revenue 189 days to 120 days prior to arrival - 50% of total anticipated revenue 119 days to 90 days prior to arrival - 75% of total anticipated revenue 89 days to arrival - 100% of total anticipated revenue</p>
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Key Contact Information

Contact Name	Ami Anker	Email Address	Ami.Anker@westinsarasota.com
Organization	The Westin Sarasota	Phone	941-706-1790
Title	Sr. Sales Manager	Fax	941-388-7111
Website	www.westinsarasota.com		

Additional Information Thank you again, for considering The Westin Sarasota to host your program. Please contact me if you have any questions. I look forward to speaking with you!

Have a wonderful day!

Ami Anker
Sr. Sales Manager
THE WESTIN SARASOTA HOTEL

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Sleeping Room Availabilities

Sleeping Room Needs Met? Yes

Additional Information \$325.00 Rate plus 12% tax Traditional King / Double Queen plus \$22.00 Resort fee
 *Rates includes the following concessions:
 *Extend Group Rates (2) days prior & (2) days following the official meeting dates,
 *(2) Two Suite Upgrades with Welcome VIP Amenities
 *(1) Complimentary Room for every 45 room nights sold (on an accumulative basis)
 *Rooms Attrition - Caffrey Meetings & Events agrees that it will pay the hotel \$325.00 (depending on room type selected) for each room night not utilized below 90% of the room nights, as a reasonable estimate of the harm the attrition will cause the hotel.
 *Complimentary meeting space with a food and beverage minimum of \$6,000.00 (not including tax or service charge)
 *Complimentary wireless internet in guest rooms and meeting space
 *No charge for receiving and storing boxes up to ten boxes
 *Complimentary shuttle service to and from St. Armand's Circle, Lido Key Beach, local area restaurants and attractions in downtown Sarasota based on availability.

Preferred (Thu, 08-Mar-2018 to Sun, 11-Mar-2018)

Availability 1st Option - Not Holding Space **Check-in Date** Thu, 08-Mar-2018

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)
Thu, 08-Mar-2018			45	325.00						
Fri, 09-Mar-2018			45	325.00						
Sat, 10-Mar-2018			45	325.00						

Additional Fees

Occupancy 5.000%

State 7.000%

Additional Information List of hotel amenities Included;
 *Westin Heavenly Bed, Heavenly® Bath/Shower, White Tea by Westin™ Bath Amenities
 *Complimentary wireless internet in guest rooms and public areas
 *Unlimited local phone calls
 *In room, safe
 *Full-time concierge
 *Business Services:
 Copy service, Network/Internet printing,
 Notary public, Overnight delivery/pickup
 Post/parcel, Full-service business center,
 Fax service
 *Morning Newspaper (Seven Days a Week)
 *Complimentary 24-hour WestinWORKOUT® Fitness Studio
 *In room WestinWORKOUT® *Fitness equipment upon request
 *Pack light and stay fit with New Balance® gear delivered right to your hotel room.
 *Spectacular heated outdoor rooftop pool with towel service
 *Complimentary use of snorkels, masks and fins and body boards
 *Complimentary Bicycle use at Hotel
 *Complimentary shuttle service to St. Armand's Circle, Lido Key Beach, local restaurants and attractions base upon Availability

Miscellaneous Notes:

*Airports:

Distance from The Westin Sarasota to The Sarasota–Bradenton International Airport is 4 miles.

Average cost by taxi is \$15.00.

Distance from The Westin Sarasota to Tampa International Airport is 55 miles, 1 hour drive

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Sleeping Room Availabilities

Average cost by taxi is \$60.00.

*All applicable taxes not included in room rate, 5% occupancy tax and 7% state tax.

*Resort fee is \$22.00 per night

*Parking Fee is \$25.00 plus 7% state tax.

*In regards to events, a 23% taxable service charge for events and 7% sales taxes is required

*The Westin Sarasota is located in the vibrant arts district; our hotel puts guests in close proximity to the city's best theater, arts and beaches.

Meeting Room Availabilities

Additional Information Our meeting capacity chart, layout of all meeting space and catering menus are located on our website <http://www.starwoodhotels.com/westin/property/overview/index.html?propertyID=3959>.

Start Date Thu, 08-Mar-2018

A/V Needs Our Audio Visual list and pricing is not available at this time.

Estimated Costs

Total F&B Minimum USD \$6,000.00

Applicable Tax 7%

Service Charge 23%

Additional Information Additional information regarding Sarasota area.
The Westin Sarasota is located in Sarasota's vibrant arts district and puts guests in close proximity of the city's best theater, arts, golf courses and beaches. Please review the Visit Sarasota web link, <http://www.visitsarasota.org/>
Just a reminder, The Westin offer complimentary shuttle service to and from St. Armand's Circle, Lido Key Beach, local area restaurants and attractions.

In regards to restaurants in Sarasota.

The 10 Best Sarasota Restaurants 2017 https://www.tripadvisor.com/Restaurants-g34618-Sarasota_Florida.html