



Scottsdale Cottonwoods Resort & Suites

GROUP SALES AGREEMENT

DESCRIPTION OF GROUP AND EVENT

The following represents an agreement between Scottsdale Cottonwoods Resort 6160 North Scottsdale Road, Scottsdale, AZ 85253 and National Association of State Student Grant and Aid Programs

ORGANIZATION: National Association of State Student Grant and Aid Programs

Contact Name: J. Ritchie Morrow
 Financial Aid Coordinator
 Address: c/o Coordinating Commission for Post Secondary Education PO Box 95005
 Lincoln, NE 68509-5005
 USA
 Phone #: 402-471-0032
 E-mail Address: ritchie.morrow@nebraska.gov

NAME OF EVENT: National Association of State Student Grant and Aid Programs

OFFICIAL PROGRAM DATES: Saturday, October 13, 2012 through Wednesday, October 17, 2012

GUEST ROOM COMMITMENT

The Hotel agrees that it will provide, and National Association of State Student Grant and Aid Programs agrees that it will be responsible for utilizing, 70 room nights in the pattern set forth below (such number and such pattern, the "Room Night Commitment"): Primary dates are identified by an asterisk (*).

	Sat 10/13	Sun 10/14	Mon 10/15	Tue 10/16
Tucson Suite King Non Smoking	10	20	20	20

GROUP ROOM RATES

Hotel confirms the following non commissionable group rates (plus applicable state and local taxes (currently 13.32%) in effect at the time of check in: Rates are available three days pre and post the event, based on availability

Rooms	Single Rate	Double Rate
Tucson Suite King Non Smoking	125	125

EARLY DEPARTURE FEE

In the event that a guest who has reserved a room within your block checks out prior to the guest's reserved checkout date, an early departure fee of \$125.00 will be charged to that guest's individual account. Guests wishing to avoid this fee must advise the hotel at or before check-in. The hotel will deduct any such fees that are collected from any amount you may owe as sleeping room attrition.

CANCELLATION

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:

Date of Signature to 190 days prior to arrival	\$3,437.50	(25% total revenue)
189 days to 120 days prior to arrival	\$6,875.00	(50% total revenue)
119 days to 90 days prior to arrival	\$10,312.50	(75% total revenue)
89 days to arrival	\$13,750.00	(100% total revenue)

These payments may be subject to the applicable taxes. Such payment shall be made by certified check or wire transfer and shall accompany your notice of the exercise of this cancellation option. Any attempted exercise of this right without the inclusion of payment, as set forth above, shall be invalid. Proper notice of cancellation is not default rather an exercise of a right under this Agreement to cancel this Agreement without any further obligations. Force Majeure- The performance of this Agreement by either party is subject to acts of God, war, government regulations, disaster, strikes, civil disorders, or other emergencies making it illegal or impossible to substantially perform this Agreement.

SIGNATURE

This contract, with exhibits attached (if any) constitutes the entire agreement between the parties and may not be amended or changed unless done so in a writing signed by Hotel and Group.

The undersigned represent that they are authorized to sign and enter into this contract.

Notice may be sent via facsimile transmission and will be considered effective as of the date and time of the facsimile confirmation of transmission.

SIGNATURES

Approved and authorized by National Association of State Student Grant and Aid Programs.

Name: Julie Leeper
 Title: NASSGAP President

Signature: *Julie Leeper*
 Date: 11/4/11

Approved and authorized by Hotel:

Name: Renee Karlin
 Title: Sales Manager
 Phone #: 480-443-5896
 Fax #: 480-951-2434
 Email: rkarlin@scottsdalecottonwoods.com

Signature: _____
 Date: _____

Name: Lynn Flosi
 Title: Director of Sales & Marketing

Signature: _____
 Date: _____