## Rate Product: Volume Producer

### Presented

<table>
<thead>
<tr>
<th>RT</th>
<th>Season</th>
<th>LOS</th>
<th>LRA</th>
<th>Account Rate</th>
<th>Discount</th>
<th>Account Rate</th>
<th>Discount</th>
<th>LRA RP1:</th>
<th>Account Rate</th>
<th>Discount</th>
<th>LRA RP2:</th>
<th>Account Rate</th>
<th>Discount</th>
<th>LRA RP3:</th>
<th>Account Rate</th>
<th>Discount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>01/01/15 - 05/31/15</td>
<td>1 - 365</td>
<td>750.00</td>
<td>750.00</td>
<td>550.00</td>
<td>600.00</td>
<td>27%</td>
<td>500.00</td>
<td>550.00</td>
<td>33%</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>06/01/15 - 08/31/15</td>
<td>1 - 365</td>
<td>600.00</td>
<td>600.00</td>
<td>550.00</td>
<td>599.00</td>
<td>8%</td>
<td>500.00</td>
<td>550.00</td>
<td>17%</td>
<td></td>
<td></td>
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<td>09/01/15 - 12/31/15</td>
<td>1 - 365</td>
<td>750.00</td>
<td>750.00</td>
<td>550.00</td>
<td>600.00</td>
<td>27%</td>
<td>500.00</td>
<td>550.00</td>
<td>33%</td>
<td></td>
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</table>

Weighted Average Rate - Room Pool 1

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2014</th>
<th>% Inc (Dec)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rate</td>
<td>712</td>
<td>712</td>
<td>-22.77</td>
</tr>
</tbody>
</table>

**Rate Notes:**

- Are Taxes Included
- Is Breakfast Included

---

**Blackout Dates:**

- 11/8/2015-11/12/2015
- Total Blackout Days: 5

**Options:**

- Waive Blackout Dates

**Eligibility:**

- Subsidiary
- Retirees
- Personal Use
- Contractors

**Complimentary Amenities:**

- Trans. Airport
- Trans. Office
- Full American Break.
- Parking
- Off-Site Health Club

- Contin. Break.
- Buffet Break.
- 800 Call Access
- On-Site Health Club
- Wired High Speed Internet in Guest Room

**Breakfast Includes:**

- Buffet Breakfast
- Continental Breakfast
- Full American Breakfast

**Breakfast Includes:**

- Avg Cost of Breakfast: 85
- Cancellation: 18:00
- HSIA Wired Fee: 35
- On-Site Parking: 0
- HSIA Wireless Fee: 35
- Total Tax: 10 P
- Service/Resort Fee: 10 P

**Rebid Round 1:**

---

**Marriott International Proprietary and Confidential**
### Account Specific Weighted Average Rate (WAR)

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>2014</th>
<th>% Inc (Dec)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>861.78</td>
<td>900.14</td>
<td>-4.26</td>
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</table>

### Rate Product - Volume Producer

<table>
<thead>
<tr>
<th>RT</th>
<th>Season</th>
<th>LOS</th>
<th>Fixed Rate</th>
<th>Discount</th>
<th>LRA Account Rate</th>
<th>Discount</th>
<th>NLRA Account Rate</th>
<th>Discount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>01/01/15 - 05/31/15</td>
<td>1 - 365</td>
<td>1150.00</td>
<td>950.00</td>
<td>950.00</td>
<td>17%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>06/01/15 - 08/31/15</td>
<td>1 - 365</td>
<td>850.00</td>
<td>600.00</td>
<td>600.00</td>
<td>29%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>09/01/15 - 12/31/15</td>
<td>1 - 365</td>
<td>1150.00</td>
<td>950.00</td>
<td>950.00</td>
<td>17%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Weighted Average Rate - Room Pool 1

- Average Rate: 1074
- Volume: 1608 bedrooms offering availability, 2 Ballrooms, 32 meeting rooms, 14 restaurants and lounges, Saray Spa, fitness centre, situated in the heart of

### Are Taxes Included

- X

### Is Breakfast Included

- X

---

### Blackout Dates: 1/25/2015-1/28/2015

- Total Blackout Days: 4

### Eligibility:

- Subsidiary: X
- Retirees: 
- Personal Use: X
- Contractors: X
- Trans. Airport: 
- Trans. Office: 
- Full American Break.: 
- Parking: 
- Off-Site Health Club: 
- On-Site Health Club: 
- Wired High Speed Internet in Guest Room: 

### Complimentary Amenities:

- Contin. Break.: X
- Buffet Break.: X
- 800 Call Access: 
- Parking: 
- Off-Site Health Club: 
- Wired High Speed Internet in Guest Room: 

### Breakfast Includes:

- Buffet Breakfast: 
- Continental Breakfast: 
- Full American Breakfast: 

### Avg Cost of Breakfast: 140

### HSIA Wired Fee: 60

### HSIA Wireless Fee: 60

### Total Tax: 10 P

### Service/Resort Fee: 10 P

---

### Marriott International Proprietary and Confidential
**Hotel Name:** Marriott Executive Apartments Dubai Green Community  
(DXBEA)  
Dubai Investment Park, P.O. Box 63845  
Dubai UNITED ARAB EMIRATES

**Hotel Contact:**  
Rabih Nicolas  
Director of Sales & Marketing  
Phone: 971-50-6320310  
Fax 971-50-  
Email: rabih.nicolas@marriott.com

**Account:**  
Mid-Market  
MIT (Massachusetts Institute of Technology)

---

<table>
<thead>
<tr>
<th>Rate Product</th>
<th>Volume Producer</th>
<th>COM: No</th>
<th>Currency: AED</th>
<th>Rate Notes:</th>
</tr>
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<tbody>
<tr>
<td>Fixed Rate</td>
<td>Account Rate</td>
<td>Discount</td>
<td>Account Rate</td>
<td>Discount</td>
</tr>
<tr>
<td>1</td>
<td>1</td>
<td>01/01/15 - 12/31/15</td>
<td>900.00</td>
<td>900.00</td>
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<tr>
<td>Weighted Average Rate - Room Pool 1</td>
<td>900</td>
<td>900</td>
<td>700</td>
<td>700</td>
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<tr>
<td>Total Blackout Days: 5</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Options: Waive Blackout Dates</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
| Eligibility: Subsidiary  
Retirees  
Personal Use  
Contractors  
Trans. Airport  
Trans. Office  
Full American Break.  
Parking  
Contin. Break.  
Buffet Break.  
800 Call Access  
On-Site Health Club  
Off-Site Health Club  
Local Calls  
Wireless Internet in Guest Room  
Breakfast Includes: Buffet Breakfast  
Continental Breakfast  
Full American Breakfast  
Avg Cost of Breakfast: 79  
Cancellation: 16:00  
HSIA Wired Fee: 0  
On-Site Parking:  
HSIA Wireless Fee: 0  
Total Tax: 10 P  
Service/Resort Fee: 10 P  
Rebid Due Date:  
Rebid Round 1:
### Hotel Name
(BJSNE) Courtyard Beijing Northeast
101 Jingmi Road, Chaoyang District
Beijing CHINA

### Hotel Contact
Dave Lv
Director of Marketing
Phone: 86-10-59076688
Fax: 86-10-
Email: dave.lv@courtyard.com

### Account
Mid-Market
MIT (Massachusetts Institute of Technology)

## Account Specific Weighted Average Rate (WAR)

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>2014</th>
<th>% Inc (Dec)</th>
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</thead>
<tbody>
<tr>
<td>2015</td>
<td>700</td>
<td>670</td>
<td>4.48%</td>
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</tbody>
</table>

## Rate Product: Room Pool 1

<table>
<thead>
<tr>
<th>RT</th>
<th>Season</th>
<th>LOS</th>
<th>Fixed Rate</th>
<th>Discount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>01/01/15 - 02/28/15</td>
<td>1 - 365</td>
<td>880.00</td>
<td>700.00</td>
</tr>
<tr>
<td>2</td>
<td>03/01/15 - 06/27/15</td>
<td>1 - 365</td>
<td>1180.00</td>
<td>1180.00</td>
</tr>
<tr>
<td>3</td>
<td>06/28/15 - 08/30/15</td>
<td>1 - 365</td>
<td>880.00</td>
<td>700.00</td>
</tr>
<tr>
<td>4</td>
<td>08/31/15 - 12/31/15</td>
<td>1 - 365</td>
<td>1180.00</td>
<td>1180.00</td>
</tr>
</tbody>
</table>

### Rate Notes:
- **Are Taxes Included: x**
- **Is Breakfast Included: x**

---

### Blackout Dates:
- Total Blackout Days: 0

### Eligibility:
- Subsidiary: x
- Retirees: x
- Personal Use: x
- Contractors: x

### Complimentary Amenities:
- Trans. Airport: x
- Trans. Office: x
- Full American Break.: x
- Parking: x
- Off-Site Health Club: x
- Wired High Speed Internet in Guest Room: x

### Breakfast Includes:
- Buffet Breakfast: x
- Continental Breakfast: x
- Full American Breakfast: x

### Amenities:
- Local Calls: x
- Wireless Internet in Guest Room: x

### Average Cost of Breakfast:
- Buffet Breakfast: 158
- Continental Breakfast: 0
- Full American Breakfast: 0

### Service/Resort Fee:
- Cancellation: 18:00
- HSIA Wired Fee: 1.5
- On-Site Parking: 0
- HSIA Wireless Fee: 1.5
- Total: 0 P
- Total: 15 P
<table>
<thead>
<tr>
<th>Hotel Name</th>
<th>Hotel Contact</th>
<th>Account</th>
<th>Account</th>
<th>Account Specific Weighted Average Rate (WAR)</th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>(BJSNE) Courtyard Beijing Northeast</td>
<td>Dave Lv</td>
<td>Mid-Market</td>
<td>MIT (Massachusetts Institute of Technology)</td>
<td>% Inc (Dec)</td>
<td>4.48</td>
<td></td>
</tr>
<tr>
<td>101 Jingmi Road, Chaoyang District Beijing CHINA</td>
<td>Director of Marketing</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Phone: 86-10-59076688</td>
<td>Fax 86-10-</td>
<td>Email:<a href="mailto:dave.lv@courtyard.com">dave.lv@courtyard.com</a></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Rebid Due Date:
Rebid Round 1:
<table>
<thead>
<tr>
<th>Hotel Name</th>
<th>Hotel Contact</th>
<th>Account</th>
<th>Account</th>
</tr>
</thead>
<tbody>
<tr>
<td>(BJSJW) JW Marriott Hotel Beijing</td>
<td>Gregory Lu, Director of Sales</td>
<td>Mid-Market</td>
<td>MIT (Massachusetts Institute of Technology)</td>
</tr>
<tr>
<td>83 Jian Guo Road, Chaoyang District, Beijing, CHINA</td>
<td>Phone: 86-10-59088930</td>
<td>Fax 86-10-</td>
<td>Email: <a href="mailto:gregory.lu@marriotthotels.com">gregory.lu@marriotthotels.com</a></td>
</tr>
</tbody>
</table>

**Account Specific Weighted Average Rate (WAR)**

<table>
<thead>
<tr>
<th>Year</th>
<th>WAR1</th>
<th>WAR2</th>
<th>% Inc (Dec)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>1600</td>
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<tr>
<td>2014</td>
<td>1550</td>
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<td>3.23</td>
</tr>
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</table>

**Rate Product:** Volume Producer

**COM:** No

**Currency:** CNY

**Fixed Rate**

<table>
<thead>
<tr>
<th>Year</th>
<th>Rate Product</th>
<th>LOS</th>
<th>Single</th>
<th>Double</th>
<th>Single</th>
<th>Double</th>
<th>Discount</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>LRA RP1: Yes</td>
<td>1 - 365</td>
<td>2400.00</td>
<td>2400.00</td>
<td>1600.00</td>
<td>1600.00</td>
<td>33%</td>
</tr>
</tbody>
</table>

**Weighted Average Rate - Room Pool 1**

2400 2400 1600 1600 33%

**Rate Notes:**

- Are Taxes Included
- Is Breakfast Included

**Blackout Dates:**

- Total Blackout Days: 0

**Options:**

- Waive Blackout Dates

**Eligibility:**

- Subsidiary
- Retirees
- Personal Use
- Contractors
- Trans. Airport
- Trans. Office
- Full American Break.
- Parking
- Off-Site Health Club
- Contin. Break.
- Buffet Break.
- 800 Call Access
- On-Site Health Club
- Wired High Speed Internet in Guest Room
- Local Calls
- Wireless Internet in Guest Room

**Breakfast Includes:**

- Buffet Breakfast
- Continental Breakfast
- Full American Breakfast

**Avg Cost of Breakfast:** 198

**Cancellation:** 24HRS

**HSIA Wired Fee:** 120

**On-Site Parking:** 120

**Total Tax:** 0

**Service/Resort Fee:** 15 P

**Rebid Due Date:**

**Rebid Round 1:**
### Marriott Beijing City Wall

**Hotel Name:** Marriott Beijing City Wall  
**Address:** 7 Jian Guo Men South Avenue, Dongcheng District, Beijing CHINA  
**Contact:** Yancey FU  
**Phone:** 086-10-58118888  
**Account:** MIT (Massachusetts Institute of Technology)  
**Email:** mhrs.bjscw.ados.corp@marriotthotels.com

#### Account Specific Weighted Average Rate (WAR)

<table>
<thead>
<tr>
<th>Year</th>
<th>Fixed Rate</th>
<th>Account Rate</th>
<th>Discount</th>
<th>Weighted Average Rate - Room Pool 1</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>900</td>
<td>900</td>
<td>0.00</td>
<td>1125</td>
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<tr>
<td>2014</td>
<td>900</td>
<td>900</td>
<td>0.00</td>
<td>1125</td>
</tr>
</tbody>
</table>

#### Rate Notes:
- **Are Taxes Included:**  
- **Is Breakfast Included:**

#### Blackout Dates:
- **Total Blackout Days:** 0
  - **Options:**  
    - **x** Waive Blackout Dates

#### Eligibility:
- **x** Subsidiary
- **x** Personal Use

#### Complimentary Amenities:
- **x** Trans. Airport
- **x** Full American Breakfast
- **x** Buffet Break.
- **x** Off-Site Health Club
- **x** Wireless Internet in Guest Room

#### Breakfast Includes:
- **x** Buffet Breakfast
- **x** Continental Breakfast
- **x** Full American Breakfast

#### Avg Cost of Breakfast: 193.2

#### HSIA Wired Fee: 120

#### HSIA Wireless Fee: 120

#### Cancellation: 18:00

#### Service/Resort Fee: 15 P

#### Rebid Round 1:

---

Marriott International Proprietary and Confidential
**Hotel Name**: Marriott Beijing Hotel Northeast  
**Hotel Contact**: Henry Zhao  
**Account**: Mid-Market  
**Account**: MIT (Massachusetts Institute of Technology)

<table>
<thead>
<tr>
<th>Account Specific Weighted Average Rate (WAR)</th>
<th>2015</th>
<th>1200</th>
<th>2014</th>
<th>1200</th>
<th>% Inc (Dec) 0.00</th>
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</thead>
</table>

**Hotel Name**: Marriott Beijing Hotel Northeast  
26A Xiao Yun Road, Chaoyang District  
Beijing CHINA

<table>
<thead>
<tr>
<th>Rate Product: Volume Producer</th>
<th>Presented</th>
<th>Pending</th>
<th>LRA RP1:</th>
<th>Yes</th>
<th>LRA RP2:</th>
<th>No</th>
<th>LRA RP3:</th>
<th>CNY</th>
<th>NLRA</th>
<th>Account Rate</th>
<th>Discount</th>
<th>CNY</th>
<th>DISCOUNT</th>
<th>Room Pool 1</th>
<th>Weighted Average Rate -</th>
<th>Rate Notes:</th>
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<tbody>
<tr>
<td>2015</td>
<td></td>
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<td>Double</td>
<td>Discount</td>
<td>Rate Pool</td>
<td>Weighted Average Rate -</td>
</tr>
<tr>
<td>1</td>
<td>1</td>
<td>01/01/15 - 02/28/15</td>
<td>1 - 365</td>
<td>1300.00</td>
<td>1400.00</td>
<td>1200.00</td>
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<td>8%</td>
<td></td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Room Pool 1</td>
</tr>
<tr>
<td>2</td>
<td>2</td>
<td>03/01/15 - 06/27/15</td>
<td>1 - 365</td>
<td>1400.00</td>
<td>1500.00</td>
<td>1200.00</td>
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</tr>
<tr>
<td>3</td>
<td>3</td>
<td>06/28/15 - 08/30/15</td>
<td>1 - 365</td>
<td>1300.00</td>
<td>1400.00</td>
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<td></td>
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<tr>
<td>4</td>
<td>4</td>
<td>08/31/15 - 12/31/15</td>
<td>1 - 365</td>
<td>1400.00</td>
<td>1500.00</td>
<td>1200.00</td>
<td>1300.00</td>
<td>14%</td>
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</tr>
</tbody>
</table>

**Final Submission**: N

**Rebid Round 1:**

- **Rebid Due Date:**

- **Rate Notes:**
  - Are Taxes Included
  - Is Breakfast Included
### Account Specific Weighted Average Rate (WAR)

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rate</td>
<td>1050</td>
<td>1050</td>
</tr>
</tbody>
</table>

### Rate Notes:
- Free Internet service for Marriott Rewards Member

### Are Taxes Included
- Yes

### Is Breakfast Included
- Yes

### Blackout Dates:
- Total Blackout Days: 0
- Options: Waive Blackout Dates
- Eligibility: Subsidiary
- Complimentary Amenities:
  - Trans. Airport
  - Contin. Break.
  - Local Calls
  - Wired High Speed Internet in Guest Room
- Breakfast Includes:
  - Buffet Breakfast
  - Local Calls

### Avg Cost of Breakfast
- 198

### Cancellation:
- 18:00

### Rebid Round 1:
- Rebid Due Date:
- 10/29/2014 9:10:55 AM
Hotel Name
(BJFS) The Ritz-Carlton Beijing, Financial Street
1 Jin Cheng Fang Street East, Financial Street
Beijing CHINA

Hotel Contact
Joyce Li
Director of Business Travel
Phone: 86-10-66296686
Fax 86-10-

Account
Mid-Market

Account
MIT (Massachusetts Institute of Technology)

Hotel Specific Weighted Average Rate (WAR) 2015 1688

Rate Product: Volume Producer
COM: No
Currency: CNY

Rate Product: Volume Producer
COM: No
Currency: CNY

Presented
Pending
LRA RP1: Yes
LRA
LRA RP2: Yes
LRA
LRA RP3: Yes
LRA
NLRA
Account Rate
Account Rate
Account Rate

Acc. Rate:

Discount
Discount
Discount

Season
1 01/01/15 - 12/31/15
 LOS

RT
1
1 01/01/14 - 12/31/14
1 01/01/15 - 12/31/15
1 365
4500.00
4500.00
1688.00
1688.00
1688.00
1688.00
1688.00
1688.00
1688.00
1688.00
1688.00
4500.00
4500.00
4500.00
4500.00
4500.00
4500.00
4500.00
4500.00
4500.00
4500.00
4500.00

Rate Notes:
Coffee and tea-making facilities in the room; Free access to the hotel’s spa, fitness centre, sauna and Jacuzzi; Daily bottle of mineral water; Daily

Are Taxes Included
x Is Breakfast Included

Are Taxes Included
x Is Breakfast Included

Blackout Dates:
Total Blackout Days: 0
Options: x Waive Blackout Dates

Eligibility:
Subsidiary
Retirees
Personal Use
Contractors

Complimentary Amenities:
Trans. Airport
Trans. Office
Full American Break.
Parking
On-Site Health Club

Contin. Break.
Buffet Break.
800 Call Access
x Wired High Speed Internet in Guest Room

Local Calls
Wireless Internet in Guest Room

Breakfast Includes:
Buffet Breakfast
Continental Breakfast
Full American Breakfast

Avg Cost of Breakfast:
228
Cancellation:
24HRS

HSIA Wired Fee:
0
On-Site Parking:
150

HSIA Wireless Fee:
0
Total Tax:
0 P

P

Service/Resort Fee:
15 P

Rebid Due Date:
Rebid Round 1:

Marriott International Proprietary and Confidential
<table>
<thead>
<tr>
<th>Rate Product</th>
<th>Fixed</th>
<th>LRA RP1: Yes</th>
<th>LRA RP2: Yes</th>
<th>Currency: HKD</th>
<th>COM: No</th>
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<td>Presented</td>
<td>Pending</td>
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<td>Account Rate</td>
<td>Discounts</td>
<td>LRA RP3:</td>
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<th>LOS</th>
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<th>Discount</th>
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<td>1</td>
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<td>0%</td>
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<td></td>
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<td>0%</td>
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<td>3</td>
<td>1</td>
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<td>0%</td>
<td>1500.00</td>
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<td>1 - 365</td>
<td>0%</td>
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<td>0%</td>
</tr>
<tr>
<td>2014</td>
<td>1</td>
<td>1</td>
<td>1 - 365</td>
<td>0%</td>
<td>1500.00</td>
<td>0%</td>
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<tr>
<td></td>
<td>2</td>
<td>1</td>
<td>1 - 365</td>
<td>0%</td>
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<td>4</td>
<td>1</td>
<td>1 - 365</td>
<td>0%</td>
<td>1800.00</td>
<td>0%</td>
</tr>
</tbody>
</table>

Weighted Average Rate - Room Pool 1: 1669

Rate Notes:
- Are Taxes Included
- Is Breakfast Included


Total Blackout Days: 13

Options: Waive Blackout Dates
Eligibility: X Subsidiary, x Retirees, x Personal Use, x Contractors
Complimentary Amenities: Trans. Airport, Trans. Office, Full American Break., 800 Call Access, x On-Site Health Club, x Wired High Speed Internet in Guest Room
Breakfast Includes: Buffet Breakfast, x Continental Breakfast, Full American Breakfast
<table>
<thead>
<tr>
<th>Hotel Name</th>
<th>Hotel Contact</th>
<th>Account</th>
<th>Account</th>
</tr>
</thead>
<tbody>
<tr>
<td>(HKGCY) Courtyard Hong Kong</td>
<td>Chrisangel Tam</td>
<td>Mid-Market</td>
<td>MIT (Massachusetts Institute of Technology)</td>
</tr>
<tr>
<td>167 Connaught Road West</td>
<td>Director of Sales</td>
<td>Fax 85-2-</td>
<td>Email:<a href="mailto:cy.hkgcy.dos@courtyard.com">cy.hkgcy.dos@courtyard.com</a></td>
</tr>
<tr>
<td>Hong Kong CHINA</td>
<td>Phone: 85-2-37178880</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Account Specific Weighted Average Rate (WAR)  
| 2015 | 1669.32 | 2014 | 1802.47 | % Inc (Dec) | -7.39 | Final Submission | Y |

Avg Cost of Breakfast: 168  
HSIA Wired Fee: 0  
HSIA Wireless Fee: 0  
Cancellation: 24HRS  
On-Site Parking:  
Total Tax: 0 P  
Service/Resort Fee: 10 P  
Rebid Due Date:  
Rebid Round 1:
### Hotel Name
(HKGDT) JW Marriott Hong Kong

**Hotel Contact**
Helene Fong
Director of Marketing
Phone: 852-852-28413809

**Account**
Mid-Market

**Account**
MIT (Massachusetts Institute of Technology)

**Hotel Address**
Pacific Place, 88 Queensway
Hong Kong CHINA

**Account Specific Weighted Average Rate (WAR)**

<table>
<thead>
<tr>
<th>Year</th>
<th>Rate</th>
<th>Volume Producer</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>3100</td>
<td></td>
</tr>
<tr>
<td>2014</td>
<td>3080</td>
<td></td>
</tr>
</tbody>
</table>

% Inc (Dec) 0.65

**Final Submission** N

### Rate Product: Volume Producer

#### LRA RP1: No

<table>
<thead>
<tr>
<th>RT</th>
<th>Season</th>
<th>LOS</th>
<th>Fixed Rate</th>
<th>Double Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>01/01/15 - 02/28/15</td>
<td>1-365</td>
<td>3400.00</td>
<td>3400.00</td>
</tr>
<tr>
<td>1</td>
<td>03/01/15 - 05/28/15</td>
<td>1-365</td>
<td>3800.00</td>
<td>3800.00</td>
</tr>
<tr>
<td>1</td>
<td>05/29/15 - 09/05/15</td>
<td>1-365</td>
<td>3400.00</td>
<td>3400.00</td>
</tr>
<tr>
<td>1</td>
<td>09/06/15 - 12/31/15</td>
<td>1-365</td>
<td>3800.00</td>
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</table>

#### LRA RP2: No

<table>
<thead>
<tr>
<th>RT</th>
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<th>LOS</th>
<th>Fixed Rate</th>
<th>Double Rate</th>
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<tbody>
<tr>
<td>1</td>
<td>01/01/15 - 02/28/15</td>
<td>1-365</td>
<td>3400.00</td>
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<tr>
<td>1</td>
<td>03/01/15 - 05/28/15</td>
<td>1-365</td>
<td>3800.00</td>
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<tr>
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<td>09/06/15 - 12/31/15</td>
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#### LRA RP3: No

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<thead>
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<th>LOS</th>
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<tr>
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<tr>
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<td>3800.00</td>
</tr>
<tr>
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<td>1-365</td>
<td>3400.00</td>
<td>3400.00</td>
</tr>
<tr>
<td>1</td>
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</table>

#### Currency: HKD

<table>
<thead>
<tr>
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<th>Season</th>
<th>LOS</th>
<th>Fixed Rate</th>
<th>Double Rate</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>01/01/15 - 02/28/15</td>
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<tr>
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<td>03/01/15 - 05/28/15</td>
<td>1-365</td>
<td>3800.00</td>
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<td>05/29/15 - 09/05/15</td>
<td>1-365</td>
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</tr>
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<td>09/06/15 - 12/31/15</td>
<td>1-365</td>
<td>3800.00</td>
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</tr>
</tbody>
</table>

### Rate Notes:

- Are Taxes Included: 
- Is Breakfast Included: 

### Blackout Dates:

Total Blackout Days: 13

### Eligibility:
- Subsidiary
- Retirees
- Personal Use
- Contractors

### Complimentary Amenities:
- Trans. Airport
- Trans. Office
- Full American Break.
- Parking
- Off-Site Health Club
- On-Site Health Club
- Wired High Speed Internet in Guest Room

### Breakfast Includes:
- Buffet Breakfast
- Continental Breakfast
- Full American Breakfast

### Average Cost of Breakfast: 285

### Cancellation: 24HRS

### HSIA Wired Fee: 600

### HSIA Wireless Fee: 0

### Total Tax: 0 P

### Service/Resort Fee: 10 P
**Hotel Name**

(HKGDT) JW Marriott Hong Kong
Pacific Place, 88 Queensway
Hong Kong CHINA

---

**Hotel Contact**

Helene Fong
Director of Marketing
Phone: 852-852-28413809

---

**Account**

Mid-Market

---

**Account**

MIT (Massachusetts Institute of Technology)

---

<table>
<thead>
<tr>
<th>Account Specific Weighted Average Rate (WAR)</th>
<th>2015</th>
<th>3100</th>
<th>2014</th>
<th>3080</th>
<th>% Inc (Dec)</th>
<th>0.65</th>
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</table>

---

Rebid Due Date:

Rebid Round 1:
### Hotel Name
(SHAPX) Courtyard Shanghai Puxi
338 Heng Feng Road
Shanghai CHINA

### Hotel Contact
Andy Gu
Director of Marketing
Phone: 086-21-22153601
Fax 086-21-
Email: cy.shapx.dom@courtyard.com

### Account
Mid-Market
MIT (Massachusetts Institute of Technology)

---

#### Account Specific Weighted Average Rate (WAR)

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
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% Inc (Dec): 2.94

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#### Rate Product: Volume Producer

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<th>Fixed Rate</th>
<th>Double</th>
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<th>Discount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>01/01/15 - 12/31/15</td>
<td>1 - 365</td>
<td>788.00</td>
<td>888.00</td>
<td>700.00</td>
<td>800.00</td>
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<tr>
<td>2</td>
<td>01/01/15 - 12/31/15</td>
<td>1 - 365</td>
<td>888.00</td>
<td>988.00</td>
<td>800.00</td>
<td>900.00</td>
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</table>

Weighted Average Rate - Room Pool 1

<table>
<thead>
<tr>
<th>Rate Notes:</th>
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</thead>
<tbody>
<tr>
<td>Are Taxes Included</td>
</tr>
<tr>
<td>Is Breakfast Included</td>
</tr>
</tbody>
</table>

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#### Rate Product: Mid-Market

<table>
<thead>
<tr>
<th>Presented</th>
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<table>
<thead>
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<th>LOS</th>
<th>Fixed Rate</th>
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<th>Discount</th>
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<tr>
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<td>788.00</td>
<td>888.00</td>
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<td>2</td>
<td>01/01/14 - 12/31/14</td>
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<td>988.00</td>
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<td>900.00</td>
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Weighted Ave. Rate - Room pool 1

<table>
<thead>
<tr>
<th>Rate Notes:</th>
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<tbody>
<tr>
<td>Are Taxes Included</td>
</tr>
<tr>
<td>Is Breakfast Included</td>
</tr>
</tbody>
</table>

---


Total Blackout Days: 9

Options: ❑ Waive Blackout Dates

Eligibility: ❑ Subsidiary ❑ Retirees ❑ Personal Use ❑ Contractors


Contin. Break. ❑ Buffet Break. ❑ 800 Call Access ❑ On-Site Health Club ❑ Wired High Speed Internet in Guest Room

Local Calls ❑ Wireless Internet in Guest Room

Breakfast Includes: ❑ Buffet Breakfast ❑ Continental Breakfast ❑ Full American Breakfast

Avg Cost of Breakfast: ❑

HSIA Wired Fee: 100
HSIA Wireless Fee: 100

Cancellation: 24HRS

On-Site Parking: 80
Total Tax: 0 P
Service/Resort Fee: 15 P

Rebid Due Date:

Rebid Round 1:
### Hotel Name
(SHAJW) JW Marriott Shanghai at Tomorrow Square
399 Nanjing West Road, Huangpu District, Shanghai, CHINA

### Hotel Contact
Jordi Pedro
Director of Sales
Phone: 86-21-53594969
Fax: 86-21-
Email: jordi.pedro@marriotthotels.com

### Account
Mid-Market
MIT (Massachusetts Institute of Technology)

---

#### Rate Product
<table>
<thead>
<tr>
<th>Volume Producer</th>
<th>COM: No LRA</th>
<th>Currency: CNY</th>
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#### Rate Notes:
- Are Taxes Included: X
- Is Breakfast Included: X

---

#### Weighted Average Rate - Room Pool 1

<table>
<thead>
<tr>
<th>Year</th>
<th>Season</th>
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<th>Fixed Rate</th>
<th>Account Rate</th>
<th>Discount</th>
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---

#### Rate Notes:
- Are Taxes Included: X
- Is Breakfast Included: X

---

#### Blackout Dates:
- Total Blackout Days: 0

#### Options:
- Waive Blackout Dates: X

#### Eligibility:
- Subsidiary: X
- Retirees: X
- Personal Use: X
- Contractors: X

#### Complimentary Amenities:
- Trans. Airport: X
- Trans. Office: X
- Full American Break.: X
- Parking: X
- Off-Site Health Club: X
- 800 Call Access: X
- On-Site Health Club: X
- Wired High Speed Internet in Guest Room: X
- Local Calls: X
- Wireless Internet in Guest Room: X

#### Breakfast Includes:
- Buffet Breakfast: X
- Continental Breakfast: X
- Full American Breakfast: X

---

#### Avg Cost of Breakfast: 228

#### Cancellation: 24HRS

#### HSIA Wired Fee: 120

#### On-Site Parking: 80

#### HSIA Wireless Fee: 120

#### Total Tax: 0 P

#### Service/Resort Fee: 15 P
<table>
<thead>
<tr>
<th>Hotel Name</th>
<th>Hotel Contact</th>
<th>Account</th>
<th>Account</th>
</tr>
</thead>
<tbody>
<tr>
<td>(SHAJW) JW Marriott Shanghai at Tomorrow Square</td>
<td>Jordi Pedro</td>
<td>Mid-Market</td>
<td>MIT (Massachusetts Institute of Technology)</td>
</tr>
<tr>
<td>399 Nanjing West Road, Huangpu District  Shanghai CHINA</td>
<td>Director of Sales</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Phone: 86-21-53594969</td>
<td>Fax 86-21-</td>
<td>Email:<a href="mailto:jordi.pedro@marriotthotels.com">jordi.pedro@marriotthotels.com</a></td>
</tr>
<tr>
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<td></td>
</tr>
<tr>
<td>Account Specific Weighted Average Rate (WAR)</td>
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<td>2014 1550</td>
<td>% Inc (Dec) 0.00</td>
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<tr>
<td></td>
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<td>Final Submission N</td>
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Rebid Due Date:

Rebid Round 1:
### Hotel Name
(SHAMC) Marriott Shanghai Hotel City Centre
555 Xi Zang Road (Middle), Huangpu District
Shanghai CHINA

### Hotel Contact
Babita Kanwar
Director of Sales & Marketing
Phone: 86-21-23129888
Fax 86-21-
Email: babita.kanwar@marriott.com

### Account
Mid-Market
MIT (Massachusetts Institute of Technology)

### Account Specific Weighted Average Rate (WAR)

<table>
<thead>
<tr>
<th>Year</th>
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<th>Account Rate</th>
<th>Discount</th>
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</thead>
<tbody>
<tr>
<td>2015</td>
<td>1180.00</td>
<td>1180.00</td>
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<tr>
<td>2014</td>
<td>1180.00</td>
<td>1180.00</td>
<td>30%</td>
</tr>
</tbody>
</table>

**Rate Notes:** Run of house (deluxe or premium room) at CNY1180+15% room only

### Are Taxes Included
- [ ] Yes
- [ ] No

### Is Breakfast Included
- [ ] Yes
- [ ] No

### Blackout Dates:
Total Blackout Days: 0

#### Options:
- [x] Waive Blackout Dates
- [ ] mutli-eligible options...

#### Eligibility:
- [x] Subsidiary
- [ ] Retirees
- [x] Personal Use
- [x] Contractors

#### Complimentary Amenities:
- [ ] Trans. Airport
- [ ] Trans. Office
- [x] Full American Break.
- [ ] Parking
- [x] Off-Site Health Club
- [ ] Wired High Speed Internet in Guest Room

#### Breakfast Includes:
- [ ] Buffet Breakfast
- [ ] Continental Breakfast
- [ ] Full American Breakfast

#### Avg Cost of Breakfast: 208
#### Cancellation: 24HRS
#### HSIA Wired Fee: 120
#### On-Site Parking: 80
#### HSIA Wireless Fee: 120
#### Total Tax: 0 P
#### Service/Resort Fee: 15 P
<table>
<thead>
<tr>
<th>Hotel Name</th>
<th>Hotel Contact</th>
<th>Account</th>
<th>Account</th>
</tr>
</thead>
<tbody>
<tr>
<td>(SHAMC) Marriott Shanghai Hotel City Centre</td>
<td>Babita Kanwar</td>
<td>Mid-Market</td>
<td>MIT (Massachusetts Institute of Technology)</td>
</tr>
<tr>
<td>555 Xi Zang Road (Middle), Huangpu District, Shanghai, CHINA</td>
<td>Director of Sales &amp; Marketing</td>
<td>Fax 86-21-</td>
<td>Email: <a href="mailto:babita.kanwar@marriott.com">babita.kanwar@marriott.com</a></td>
</tr>
</tbody>
</table>

| Account Specific Weighted Average Rate (WAR) | 2015 | 1180 | 2014 | 1180 | % Inc (Dec) | 0.00 | Final Submission | N |

Rebid Due Date:

Rebid Round 1:
### Account Specific Weighted Average Rate (WAR)

<table>
<thead>
<tr>
<th>Year</th>
<th>WAR 2015</th>
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<tbody>
<tr>
<td></td>
<td>900</td>
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<td>-25.00</td>
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**Hotel Name:**
(SHARN) Renaissance Shanghai Pudong Hotel
100 Chang Liu Road, Pudong New Area, Shanghai CHINA

**Hotel Contact:**
Vivian Cao
DOM
Phone: 86-021-38714888
Fax 86-021-

**Account:**
Mid-Market

**Account:**
MIT (Massachusetts Institute of Technology)
Email: rhi.sharn.dom@renaissancehotels.com

---

### Rate Product: Volume Producer

<table>
<thead>
<tr>
<th>Presented</th>
<th>Pending</th>
</tr>
</thead>
<tbody>
<tr>
<td>LRA RP1: Yes</td>
<td>LRA RP2: Yes</td>
</tr>
</tbody>
</table>

### Currency: CNY

#### Rate Notes:
- CNY900 including 1bf & HSIA

---

### Rate Product: Volume Producer

<table>
<thead>
<tr>
<th>Presented</th>
<th>Accepted</th>
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</thead>
<tbody>
<tr>
<td>LRA RP1: Yes</td>
<td>LRA RP2: Yes</td>
</tr>
</tbody>
</table>

### Currency: CNY

#### Rate Notes:
- Rates: 1580

---

### Blackout Dates:
- Total Blackout Days: 0
- Options: Waive Blackout Dates

### Eligibility:
- Subsidiary
- Retirees
- Personal Use
- Contractors
- Trans. Airport
- Trans. Office
- Full American Break.
- Parking
- Contin. Break.
- Buffet Break.
- 800 Call Access
- On-Site Health Club
- Wired High Speed Internet in Guest Room

### Breakfast Includes:
- Buffet Breakfast
- Continental Breakfast
- Full American Breakfast

### Avg Cost of Breakfast:
- 178

### Cancellation:
- 24HRS

### HSIA Wired Fee:
- On-Site Parking:

### HSIA Wireless Fee:
- 0

### Total Tax:
- 0 P

### Service/Resort Fee:
- 15 P

---

**Rebid Due Date:**

**Rebid Round 1:**
## Hotel Name
(SZVCY) Courtyard Suzhou
No 188 Xingsai Street, Suzhou Industrial Park
Suzhou CHINA

## Hotel Contact
Aleen Wan
Director of Marketing
Phone: 86-512-68730111

## Account
Mid-Market
MIT (Massachusetts Institute of Technology)
Fax 86-512-
Email: aleen.wan@marriott.com

### Account Specific Weighted Average Rate (WAR)
<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2014</th>
<th>% Inc (Dec)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>750</td>
<td>750</td>
<td>0.00</td>
</tr>
</tbody>
</table>

### Rate Notes:
- Are Taxes Included: X
- Is Breakfast Included: X

## Rate Product
### Volume Producer:
- LRA RP1: Yes
- LRA RP2: Yes
- LRA RP3: Yes

### Currency:
- CNY

### Fixed Rate:
- Single: 950.00
- Double: 950.00
- Discount: 750.00
- Rate: 850.00
- Weighted Average Rate - Room Pool 1: 21%

### Rate Notes:
- Are Taxes Included: X
- Is Breakfast Included: X

### Blackout Dates:
- Total Blackout Days: 0

### Options:
- Waive Blackout Dates: X

### Eligibility:
- Subsidiary: X
- Retirees: 
- Personal Use: X
- Contractors: 
- Parking: 
- Off-Site Health Club: 
- wired High Speed Internet in Guest Room: 

### Amenities:
- Trans. Airport: 
- Trans. Office: 
- Full American Break.: 
- Parking: 
- On-Site Health Club: 
- Wired High Speed Internet in Guest Room: 

### Breakfast Includes:
- Buffet Breakfast: X
- Continental Breakfast: 
- Full American Breakfast: 

---

Marriott International Proprietary and Confidential
<table>
<thead>
<tr>
<th>Hotel Name</th>
<th>Hotel Contact</th>
<th>Account</th>
<th>Account</th>
</tr>
</thead>
<tbody>
<tr>
<td>(SZVCY) Courtyard Suzhou</td>
<td>Aleen Wan</td>
<td>Mid-Market</td>
<td>MIT (Massachusetts Institute of Technology)</td>
</tr>
<tr>
<td>No 188 Xinghai Street, Suzhou Industrial Park Suzhou CHINA</td>
<td>Director of Marketing Phone: 86-512-68730111</td>
<td>Fax 86-512-</td>
<td>Email: <a href="mailto:aleen.wan@marriott.com">aleen.wan@marriott.com</a></td>
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<table>
<thead>
<tr>
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<th>% Inc (Dec)</th>
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<th>Final Submission</th>
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<tbody>
<tr>
<td>Avg Cost of Breakfast</td>
<td>124.2</td>
<td></td>
<td></td>
<td></td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HSIA Wired Fee</td>
<td>45</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HSIA Wireless Fee</td>
<td>45</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cancellation</td>
<td>18:00</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>On-Site Parking</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Tax</td>
<td>0</td>
<td>P</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Service/Resort Fee</td>
<td>15</td>
<td>P</td>
<td></td>
<td></td>
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Rebid Due Date:
Rebid Round 1:
### Hotel Name
(FRADT) Marriott Frankfurt
Hamburger Allee 2
Frankfurt GERMANY

### Hotel Contact
KONSTANZE JUNKERMANN
Director of Sales
Phone: 049-69-79552510

### Account
Mid-Market
MIT (Massachusetts Institute of Technology)
Fax 049-69-
Email: konstanze.junkermann@marriotthotels.com

### Account Specific Weighted Average Rate (WAR)
<table>
<thead>
<tr>
<th>2015</th>
<th>2014</th>
<th>% Inc (Dec)</th>
<th>Final Submission</th>
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<tbody>
<tr>
<td>201</td>
<td>221</td>
<td>Y</td>
<td></td>
</tr>
</tbody>
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<table>
<thead>
<tr>
<th>Weighted Average Rate - Room Pool 1</th>
<th>Weighted Ave. Rate - Room pool 1</th>
</tr>
</thead>
<tbody>
<tr>
<td>201</td>
<td>197</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Rate Notes:</th>
<th>Rate Notes:</th>
</tr>
</thead>
<tbody>
<tr>
<td>☑ Are Taxes Included</td>
<td>☑ Are Taxes Included</td>
</tr>
<tr>
<td>☒ Is Breakfast Included</td>
<td>☐ Is Breakfast Included</td>
</tr>
</tbody>
</table>

### Blackout Dates
Total Blackout Days: 0
Options: ☐ Waive Blackout Dates

Eligibility: ☐ Subsidiary ☐ Retirees ☐ Personal Use ☐ Contractors


Commercial Amenities: ☐ Contin. Break. ☐ Buffet Break. ☐ 800 Call Access ☐ On-Site Health Club ☐ Wired High Speed Internet in Guest Room

Breakfast Includes: ☐ Buffet Breakfast ☐ Continental Breakfast ☐ Full American Breakfast

<table>
<thead>
<tr>
<th>Avg Cost of Breakfast</th>
<th>Cancellation:</th>
<th>18:00</th>
</tr>
</thead>
<tbody>
<tr>
<td>29</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>HSIA Wired Fee: 19.95</th>
<th>On-Site Parking: 27</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>HSIA Wireless Fee: 19.95</th>
<th>Total Tax: 7 P</th>
</tr>
</thead>
</table>

| Service/Resort Fee: 0 N | |

### Rebid Round 1:
Rebid Due Date:
Rebid Round 1:
Hotel Name
(HAMDT) Marriott Hamburg
ABC Strasse 52
Hamburg GERMANY

Hotel Contact
Klaus Fillinger
Sn. Sales Manager - Market Sales
Phone: 049-40-35051761
Fax 049-40-

Account
Mid-Market
MIT (Massachusetts Institute of Technology)
Email: klaus.fillinger@marriott.com

Account Specific Weighted Average Rate (WAR) 2015 2014 % Inc (Dec) Final Submission Y

Weighted Average Rate - Room Pool 1
Rate Notes:

Are Taxes Included
\[\checkmark\]
Is Breakfast Included

Weighted Ave. Rate - Room pool 1
Rate Notes:

Are Taxes Included
\[\checkmark\]
Is Breakfast Included

Blackout Dates:
Total Blackout Days: 0
Options: \[\checkmark\] Waive Blackout Dates

Eligibility:
Subsidiary
Retirees
Personal Use
Contractors

Complimentary Amenities:
Trans. Airport
Trans. Office
Full American Break.
Parking
Off-Site Health Club

Contin. Break.
Buffet Break.
800 Call Access
On-Site Health Club
Wired High Speed Internet in Guest Room

Local Calls
Wireless Internet in Guest Room

Breakfast Includes:
Buffet Breakfast
Continental Breakfast
Full American Breakfast

Avg Cost of Breakfast: 28 Cancellation: 18:00
HSIA Wired Fee: 19.95 On-Site Parking: 30
HSIA Wireless Fee: 19.95 Total Tax: 7 P

Service/Resort Fee: 0 N

Rebid Due Date:
Rebid Round 1:
**Hotel Name:** (MUCNO) Marriott Munich Hotel  
**Hotel Contact:** VERENA ECKL  
Munich Market Sales Manager  
Phone: 49-176-11441121  
Fax 49-176-  
Email: munich.market.salesoffice@marriotthotels.com

**Account**  
Mid-Market  
MIT (Massachusetts Institute of Technology)

<table>
<thead>
<tr>
<th>Account Specific Weighted Average Rate (WAR)</th>
<th>2015</th>
<th>2014</th>
<th>% Inc (Dec)</th>
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<tbody>
<tr>
<td></td>
<td>177.19</td>
<td>173.87</td>
<td>1.91</td>
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**Rate Product:**  
<table>
<thead>
<tr>
<th>Volume Producer Presented</th>
<th>LRA RP1: Yes</th>
<th>LRA RP2:</th>
<th>LRA RP3:</th>
<th>Discount</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>RT</td>
<td>Season</td>
<td>LOS</td>
<td>Fixed Rate</td>
<td>Single</td>
</tr>
<tr>
<td>1</td>
<td>01/01/15 - 09/13/15</td>
<td>1 - 365</td>
<td>239.00</td>
<td>239.00</td>
</tr>
<tr>
<td>2</td>
<td>09/14/15 - 10/06/15</td>
<td>1 - 365</td>
<td>369.00</td>
<td>369.00</td>
</tr>
<tr>
<td>3</td>
<td>10/07/15 - 12/31/15</td>
<td>1 - 365</td>
<td>249.00</td>
<td>249.00</td>
</tr>
</tbody>
</table>

Weighted Average Rate - Room Pool 1: 249  
Rate Notes: Rates are inclusive the applicable VAT and service charge. In case that the level of VAT should increase, we reserve the right to adjust the offered rates

- [X] Are Taxes Included  
- Is Breakfast Included

**Rate Product:**  
<table>
<thead>
<tr>
<th>Volume Producer Presented</th>
<th>LRA RP1: Yes</th>
<th>LRA RP2:</th>
<th>LRA RP3:</th>
<th>Discount</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>RT</td>
<td>Season</td>
<td>LOS</td>
<td>Fixed Rate</td>
<td>Single</td>
</tr>
<tr>
<td>1</td>
<td>01/01/14 - 09/18/14</td>
<td>1 - 365</td>
<td>259.00</td>
<td>259.00</td>
</tr>
<tr>
<td>2</td>
<td>09/19/14 - 10/07/14</td>
<td>1 - 365</td>
<td>439.00</td>
<td>439.00</td>
</tr>
<tr>
<td>3</td>
<td>10/08/14 - 12/31/14</td>
<td>1 - 365</td>
<td>269.00</td>
<td>269.00</td>
</tr>
</tbody>
</table>

Weighted Ave. Rate - Room pool 1: 270  
Rate Notes: RATES ARE INCLUSIVE THE APPLICABLE VAT AND SERVICE CHARGE. IN CASE THAT THE LEVEL OF VAT SHOULD

- [X] Are Taxes Included  
- Is Breakfast Included

**Blackout Dates:**  

**Total Blackout Days:** 17

**Options:**  
- Waive Blackout Dates

**Eligibility:**  
- [X] Subsidiary
- [X] Personal Use
- [X] Retirees
- [X] Contractors
- [X] Off-Site Health Club
- [X] Trans. Airport Amenities:
- [X] Parking
- [X] Full American Break.
- [X] Local Calls
- [X] On-Site Health Club
- [X] Parking
- [X] 800 Call Access
- [X] Wired High Speed Internet in Guest Room

**Breakfast Includes:**  
- [X] Buffet Breakfast
- [X] Continental Breakfast
- [X] Full American Breakfast

**Avg Cost of Breakfast:** 26

**HSIA Wired Fee:** 19.95

**HSIA Wireless Fee:** 19.95

**Total Tax:** 7 P

**Service/Resort Fee:** 0 N

**Rebid Due Date:**

**Rebid Round 1:**
# Hotel Name
(PARDT) Marriott Paris Hotel Champs-Elysees
70 Avenue des Champs-Elysees
Paris FRANCE

## Hotel Contact
walid Saighi
dosm
Phone: 33-1-53935530
Fax 33-1-
Email: walid.saighi@marriott.com

## Account
Mid-Market
MIT (Massachusetts Institute of Technology)

---

### Account Specific Weighted Average Rate (WAR)

<table>
<thead>
<tr>
<th>Year</th>
<th>WAR 2015</th>
<th>WAR 2014</th>
<th>% Inc (Dec)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td>21.49</td>
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</tbody>
</table>

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### Rate Product: Fixed Rate LRA

<table>
<thead>
<tr>
<th>RT</th>
<th>Season</th>
<th>LOS</th>
<th>Fixed Rate</th>
<th>Account Rate</th>
<th>Discount</th>
<th>Account Rate</th>
<th>Discount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>01/01/15 - 03/21/15</td>
<td>1-365</td>
<td>459.00</td>
<td>459.00</td>
<td>0%</td>
<td>328.00</td>
<td>29%</td>
</tr>
<tr>
<td>2</td>
<td>03/22/15 - 05/09/15</td>
<td>1-365</td>
<td>559.00</td>
<td>559.00</td>
<td>0%</td>
<td>328.00</td>
<td>41%</td>
</tr>
<tr>
<td>3</td>
<td>05/10/15 - 10/19/15</td>
<td>1-365</td>
<td>799.00</td>
<td>799.00</td>
<td>0%</td>
<td>328.00</td>
<td>59%</td>
</tr>
<tr>
<td>4</td>
<td>10/20/15 - 12/31/15</td>
<td>1-365</td>
<td>459.00</td>
<td>459.00</td>
<td>0%</td>
<td>328.00</td>
<td>29%</td>
</tr>
</tbody>
</table>

Weighted Average Rate - Room Pool 1: 624

---

### Rate Product: Volume Producer LRA

<table>
<thead>
<tr>
<th>RT</th>
<th>Season</th>
<th>LOS</th>
<th>Fixed Rate</th>
<th>Account Rate</th>
<th>Discount</th>
<th>Account Rate</th>
<th>Discount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>01/01/14 - 03/21/14</td>
<td>1-365</td>
<td>449.00</td>
<td>449.00</td>
<td>0%</td>
<td>429.00</td>
<td>5%</td>
</tr>
<tr>
<td>2</td>
<td>03/22/14 - 10/26/14</td>
<td>1-365</td>
<td>740.00</td>
<td>740.00</td>
<td>0%</td>
<td>569.00</td>
<td>23%</td>
</tr>
<tr>
<td>3</td>
<td>10/27/14 - 12/31/14</td>
<td>1-365</td>
<td>450.00</td>
<td>450.00</td>
<td>0%</td>
<td>429.00</td>
<td>5%</td>
</tr>
</tbody>
</table>

Weighted Ave. Rate - Room pool 1: 592

---

### Rate Notes:

- Are Taxes Included
- Is Breakfast Included

---

**Blackout Dates:**
- 5/18/2015-5/21/2015
- 6/1/2015-6/4/2015
- 6/13/2015-6/19/2015
- 9/15/2015-9/17/2015
- 11/30/2015-12/3/2015
- 12/6/2015-12/13/2015

**Total Blackout Days:** 30

---

**Options:**
- Waive Blackout Dates

**Eligibility:**
- Subsidiary
- Retirees
- Personal Use
- Contractors

**Complimentary Amenities:**
- Trans. Airport
- Trans. Office
- Full American Break.
- Parking
- Off-Site Health Club
- Local Calls
- Buffet Break.
- 800 Call Access
- On-Site Health Club
- Wired High Speed Internet in Guest Room

**Breakfast Includes:**
- Buffet Break.
- Continental Breakfast
- Full American Breakfast

**Avg Cost of Breakfast:** 40
**Cancellation:** 48HRS
**On-Site Parking:** 35
**Total Tax:** 10 P
**Service/Resort Fee:** 0 N

---

**Rebid Due Date:**
Rebid Round 1:
# Hotel Name
**PARWG** Renaissance Paris Arc de Triomphe Hotel
Paris FRANCE

# Hotel Contact
Caroline Cailleret
Senior Hotel Sales Manager
Phone: 33-1-55375501
Fax 33-1-
Email: caroline.cailleret@renhotels.com

# Account
Mid-Market
MIT (Massachusetts Institute of Technology)

## Account Specific Weighted Average Rate (WAR)

<table>
<thead>
<tr>
<th>Year</th>
<th>WAR 2015</th>
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<th>% Inc (Dec)</th>
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<tbody>
<tr>
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<td>309</td>
<td>309</td>
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</table>

# Fixed Rate

<table>
<thead>
<tr>
<th>Season</th>
<th>LOS</th>
<th>Single</th>
<th>Double</th>
<th>Single</th>
<th>Double</th>
<th>Discount</th>
<th>Single</th>
<th>Double</th>
<th>Discount</th>
</tr>
</thead>
<tbody>
<tr>
<td>01/01/14 - 05/10/15</td>
<td>1 - 365</td>
<td>429.00</td>
<td>429.00</td>
<td>428.00</td>
<td>428.00</td>
<td>0%</td>
<td>309.00</td>
<td>309.00</td>
<td>28%</td>
</tr>
<tr>
<td>05/11/15 - 10/15/15</td>
<td>1 - 365</td>
<td>489.00</td>
<td>489.00</td>
<td>488.00</td>
<td>488.00</td>
<td>0%</td>
<td>309.00</td>
<td>309.00</td>
<td>37%</td>
</tr>
<tr>
<td>10/16/15 - 12/31/15</td>
<td>1 - 365</td>
<td>429.00</td>
<td>429.00</td>
<td>428.00</td>
<td>428.00</td>
<td>0%</td>
<td>309.00</td>
<td>309.00</td>
<td>28%</td>
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# Weighted Average Rate - Room Pool 1

Weighted Ave. Rate: 454

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<th>Rate Notes:</th>
<th>Are Taxes Included</th>
<th>Is Breakfast Included</th>
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<tbody>
<tr>
<td>Boxed</td>
<td>X</td>
<td></td>
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</table>

# Rate Notes:
We couldn't offer LRA rates. We only offer NLRA rates.

# Blackout Dates:

Total Blackout Days: 30

<table>
<thead>
<tr>
<th>Options:</th>
<th>Waive Blackout Dates</th>
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<tbody>
<tr>
<td>Boxed</td>
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<table>
<thead>
<tr>
<th>Eligibility:</th>
<th>Subsidiary</th>
<th>Retirees</th>
<th>Personal Use</th>
<th>Contractors</th>
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<tr>
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<td>X</td>
<td>X</td>
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<tr>
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</thead>
<tbody>
<tr>
<td>Boxed</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
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</table>

<table>
<thead>
<tr>
<th>Amenities:</th>
<th>Contin. Break.</th>
<th>Buffet Break.</th>
<th>800 Call Access</th>
<th>On-Site Health Club</th>
<th>Wired High Speed Internet in Guest Room</th>
</tr>
</thead>
<tbody>
<tr>
<td>Boxed</td>
<td></td>
<td>X</td>
<td></td>
<td>X</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Breakfast Includes:</th>
<th>Buffet Breakfast</th>
<th>Continental Breakfast</th>
<th>Full American Breakfast</th>
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</thead>
<tbody>
<tr>
<td>Boxed</td>
<td>X</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Avg Cost of Breakfast: 30

Cancellation: 24HRS

HSIA Wired Fee: 19.95

HSIA Wireless Fee: 19.95

Total Tax: 10 P

Service/Resort Fee: 0 N

Rebid Due Date:
Rebid Round 1:
## Hotel Name
(PARSD) Courtyard Paris Saint Denis
34 bd de la Liberation, ZAC Pleyel, (GPS adress: Saint Denis FRANCE)

## Hotel Contact
Romain Bigot
Hotel Sales Manager
Phone: 033-1-58349130
Fax 033-1-
Email: romain.bigot@marriott.com

## Account
Mid-Market
MIT (Massachusetts Institute of Technology)

### Account Specific Weighted Average Rate (WAR)

<table>
<thead>
<tr>
<th>Year</th>
<th>Value</th>
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<tbody>
<tr>
<td>2015</td>
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### Rate Product: Volume Producer

<table>
<thead>
<tr>
<th>Season</th>
<th>LOS</th>
<th>RT</th>
<th>Single</th>
<th>Double</th>
<th>Single</th>
<th>Double</th>
<th>Single</th>
<th>Double</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>1</td>
<td>01/01/15 - 05/03/15</td>
<td>160.00</td>
<td>160.00</td>
<td>189.00</td>
<td>189.00</td>
<td>160.00</td>
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<tr>
<td>1</td>
<td>2</td>
<td>1</td>
<td>05/04/15 - 07/17/15</td>
<td>160.00</td>
<td>160.00</td>
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<td>239.00</td>
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<td>239.00</td>
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</table>

### Weighted Average Rate

- Room Pool 1: 215

### Rate Notes:

- Are Taxes Included
- Is Breakfast Included

### Blackout Dates:

### Total Blackout Days: 20

### Eligibility:
- X Subsidiary
- Retirees
- Personal Use
- Contractors

### Complimentary Amenities:
- Trans. Airport
- Trans. Office
- Full American Break.
- Parking
- Off-Site Health Club
- Contin. Break.
- Buffet Break.
- 800 Call Access
- On-Site Health Club
- Wired High Speed Internet in Guest Room

### Breakfast Includes:
- Buffet Breakfast
- Continental Breakfast
- Full American Breakfast

### Avg Cost of Breakfast: 19

### HSIA Wired Fee: 19.95

### HSIA Wireless Fee: 19.95

### Cancellation: 18:00

### On-Site Parking: 18

### Total Tax: 10 P

### Service/Resort Fee: 0 N

### Rebid Round 1:

---

Marriott International Proprietary and Confidential
<table>
<thead>
<tr>
<th>RT</th>
<th>Season</th>
<th>LOS</th>
<th>Fixed Rate</th>
<th></th>
<th>Account Rate</th>
<th></th>
<th>Discount</th>
<th></th>
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<th></th>
<th>Discount</th>
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<tbody>
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Weighted Average Rate - Room pool 1
Rate Notes:

- Are Taxes Included: Yes
- Is Breakfast Included: Yes

Blackout Dates:
Total Blackout Days: 0
Options: Waive Blackout Dates

Eligibility: Subsidiary
Complimentary Amenities: Trans. Airport
Local Calls
Breakfast Includes: Buffet Breakfast

Avg Cost of Breakfast: 28
HSIA Wired Fee: 15
HSIA Wireless Fee: 15
Cancellation: 16:00
On-Site Parking: 42
Total Tax: 20 P

Service/Resort Fee: 0 N
Rebid Due Date:
Rebid Round 1:
Hotel Name
(LONMA) Marriott London Hotel Marble Arch
134 George Street
London UNITED KINGDOM

Hotel Contact
RICHARD HIDER
Director of Sales and Marketing
Phone: 44-0207-8351398
Fax 44-0207-

Account
Mid-Market

Account
MIT (Massachusetts Institute of Technology)
Email: richard.hider@marriotthotels.com

Account Specific Weighted Average Rate (WAR) 2015

<table>
<thead>
<tr>
<th>Year</th>
<th>% Inc (Dec)</th>
<th>Final Submission</th>
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<tr>
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Weighted Average Rate - Room Pool 1

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<tbody>
<tr>
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Rate Notes:

- Are Taxes Included: X
- Is Breakfast Included: 

Rate Product
Presented 2014

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<th>RT</th>
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<th>LOS</th>
<th>Fixed Rate (Single)</th>
<th>LRA RP1 Accepted</th>
<th>LRA RP2 Accepted</th>
<th>LRA RP3 Accepted</th>
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</thead>
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<tr>
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<td>No</td>
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Weighted Ave. Rate - Room pool 1

<table>
<thead>
<tr>
<th>Year</th>
<th>Rate</th>
<th>Notes</th>
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<tbody>
<tr>
<td>2014</td>
<td>373</td>
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</table>

Rate Notes:

- Are Taxes Included: X
- Is Breakfast Included: 

Breakout Dates:
Total Blackout Days: 0

Options: Waive Blackout Dates

Eligibility: Subsidiary
Retirees
Personal Use
Contractors

Complimentary Amenities: Trans. Airport
Trans. Office
Full American Break.
800 Call Access
On-Site Health Club

Breakfast Includes: Buffet Breakfast
Continental Breakfast
Full American Breakfast

Avg Cost of Breakfast: 21.95
Cancellation: 16:00
On-Site Parking: 38
Total Tax: 20
Service/Resort Fee: 0

Marriott International Proprietary and Confidential
<table>
<thead>
<tr>
<th>Hotel Name</th>
<th>Hotel Contact</th>
<th>Account</th>
<th>Account</th>
</tr>
</thead>
<tbody>
<tr>
<td>(LONMA) Marriott London Hotel Marble Arch</td>
<td>RICHARD HIDER</td>
<td>Mid-Market</td>
<td>MIT (Massachusetts Institute of Technology)</td>
</tr>
<tr>
<td>134 George Street</td>
<td>Director of Sales and Marketing</td>
<td></td>
<td>Email: <a href="mailto:richard.hider@marriotthotels.com">richard.hider@marriotthotels.com</a></td>
</tr>
<tr>
<td>London UNITED KINGDOM</td>
<td>Phone: 44-0207-8351398</td>
<td>Fax 44-0207-</td>
<td></td>
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</table>

<table>
<thead>
<tr>
<th>Account Specific Weighted Average Rate (WAR)</th>
<th>2015</th>
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<tr>
<td></td>
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Rebid Due Date:
Rebid Round 1:
<table>
<thead>
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<th>Rate Product</th>
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<th>COM: No</th>
<th>Currency: GBP</th>
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<tr>
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<td>2015</td>
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</tr>
<tr>
<td>RT</td>
<td>Season</td>
<td>LOS</td>
<td>Single</td>
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<td>01/01/15 - 12/31/15</td>
<td>1 - 365</td>
<td>400.00</td>
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</table>

Weighted Average Rate - Room Pool 1
Rate Notes: We only wish to offer £330.00 LRA

- Are Taxes Included: [x]
- Is Breakfast Included: [ ]

Blackout Dates:
Total Blackout Days: 0
Options: Waive Blackout Dates
Eligibility: [x] Subsidiary [x] Retirees [x] Personal Use [x] Contractors
- Local Calls [x] Wireless Internet in Guest Room [x] Wired High Speed Internet in Guest Room

Breakfast Includes:
- Buffet Breakfast [ ]
- Continental Breakfast [ ]
- Full American Breakfast [ ]

Avg Cost of Breakfast: [ ]
HSIA Wired Fee: 15 [ ]
HSIA Wireless Fee: 15 [ ]
Cancellation: 16:00
<table>
<thead>
<tr>
<th>Hotel Name</th>
<th>Marriott London Park Lane Hotel</th>
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</thead>
<tbody>
<tr>
<td>Address</td>
<td>140 Park Lane, London, UNITED KINGDOM</td>
</tr>
<tr>
<td>Hotel Contact</td>
<td>Sarah Borges de sousa</td>
</tr>
<tr>
<td>Title</td>
<td>Director Sales &amp; Marketing</td>
</tr>
<tr>
<td>Phone</td>
<td>44-79-19322104</td>
</tr>
<tr>
<td>Fax</td>
<td>44-79-</td>
</tr>
<tr>
<td>Email</td>
<td><a href="mailto:sarah.desousa@marriott.com">sarah.desousa@marriott.com</a></td>
</tr>
<tr>
<td>Account</td>
<td>Mid-Market</td>
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<td>Account</td>
<td>MIT (Massachusetts Institute of Technology)</td>
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<tr>
<td>Account Specific Weighted Average Rate (WAR)</td>
<td><strong>2015</strong></td>
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Rebid Due Date:
Rebid Round 1:
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<td>LRA RP3: No</td>
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<tr>
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<td>Season</td>
<td>LOS</td>
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<td>Double Rate</td>
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Weighted Average Rate - Room Pool 1

Are Taxes Included: [x]
Is Breakfast Included: [x]

---

<table>
<thead>
<tr>
<th>Rate Product</th>
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<tr>
<td>RT</td>
<td>Season</td>
<td>LOS</td>
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<td>Double Rate</td>
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<tr>
<td>1</td>
<td>1</td>
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<td>1 - 365</td>
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<td>2</td>
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<td>1 - 365</td>
<td>9000.00</td>
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</table>

Weighted Ave. Rate - Room pool 1

Are Taxes Included: [x]
Is Breakfast Included: [x]

---

Blackout Dates: 1/20/2015-1/24/2015
Total Blackout Days: 5
Options: [ ] Waive Blackout Dates
Eligibility: [x] Subsidiary
[ ] Retirees
[ ] Personal Use
[ ] Contractors

Complimentary Amenities: [x] Trans. Airport
[ ] Trans. Office
[ ] Full American Break.
[ ] Parking
[ ] Off-Site Health Club
[ ] Local Calls
[ ] Buffet Break.
[ ] 800 Call Access
[ ] On-Site Health Club
[ ] Wired High Speed Internet in Guest Room

Breakfast Includes: [ ] Buffet Breakfast
[ ] Continental Breakfast
[ ] Full American Breakfast

Avg Cost of Breakfast: 650
HSIA Wired Fee: 500
HSIA Wireless Fee: 500
Cancellation: 24HRS
On-Site Parking: 0
Total Tax: 19.92 P
Service/Resort Fee: 0 N

Rebid Due Date: [ ]
Rebid Round 1: [ ]
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<tr>
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Rate Notes:
- Are Taxes Included: [ ]
- Is Breakfast Included: [ ]

Blackout Dates:
- Total Blackout Days: 0
- Options: [ ] Waive Blackout Dates
- Eligibility: [x] Subsidiary [x] Retirees [x] Personal Use [x] Contractors
- [x] Local Calls [x] Wireless Internet in Guest Room

Breakfast Includes: [ ] Buffet Breakfast [ ] Continental Breakfast [ ] Full American Breakfast

Avg Cost of Breakfast: Cancellation: 24HRS

HSIA Wired Fee: 674
HSIA Wireless Fee: 674
Total Tax: 12.42 P
Service/Resort Fee: 0 N

Rebid Due Date: Rebid Round 1:
**Hotel Name**
(HYDMC) Marriott Hyderabad Hotel & Convention Centre
Tank Bund Road, Opposite Hussain Sagar Lake
Hyderabad INDIA

**Hotel Contact**
Vishnu Radhakrishnan
Sr Sales Manager
Phone: 91-040-27522101

**Account**
Mid-Market

**Account**
MIT (Massachusetts Institute of Technology)

---

**Account Specific Weighted Average Rate (WAR)**

<table>
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<th>Year</th>
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% Inc (Dec): 0.00

Final Submission: N

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**Rate Product: Volume Producer**

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**COM: No**

**LRA: Yes**

**Currency: INR**

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**Weighted Average Rate - Room Pool 1**

<table>
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14%

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**Rate Notes:**

- Are Taxes Included: X
- Is Breakfast Included: X

---

**Blackout Dates:**

Total Blackout Days: 0

**Options:**
- Waive Blackout Dates

**Eligibility:**
- Subsidiary: X
- Retirees: X
- Personal Use: X
- Contractors: X
- Trans. Airport: X
- Trans. Office: X
- Full American Break.: X
- Parking: X
- Off-Site Health Club: X
- Contin. Break.: X
- Buffet Break.: X
- 800 Call Access: X
- On-Site Health Club: X
- Wired High Speed Internet in Guest Room: X
- Local Calls: X
- Wireless Internet in Guest Room: X

---

**Breakfast Includes:**
- Buffet Breakfast: X
- Continental Breakfast: F
- Full American Breakfast: F

**Avg Cost of Breakfast:** 0

**Cancellation:** 24HRS

**HSIA Wired Fee:** 500

**On-Site Parking:** 0

**Total Tax:** 12.42 P

**Service/Resort Fee:** 0 N

---

Rebid Due Date:

Rebid Round 1:
<table>
<thead>
<tr>
<th>Rate Product</th>
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Weighted Average Rate - Room pool 1: 6247.95
Rate Notes:

Are Taxes Included: X
Is Breakfast Included: X

---

Blackout Dates: 12/27/2015-12/31/2015
Total Blackout Days: 5
Options: Waive Blackout Dates
Local Calls: X, Wireless Internet in Guest Room: X
Avg Cost of Breakfast: Cancellation: 24HRS
HSIA Wired Fee: 600 On-Site Parking:
HSIA Wireless Fee: 600 Total Tax: 7.42 P
Service/Resort Fee: 0 N
Rebid Due Date: Rebid Round 1:
### Account Specific Weighted Average Rate (WAR)

<table>
<thead>
<tr>
<th>Year</th>
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### Rate Product: Fixed

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### Weighted Average Rate - Room Pool 1

<table>
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### Rate Notes:

BOMCY is pleased to offer INR 7850 + tax inclusive of breakfast and two way airport transfers

### Blackout Dates:

- 11/30/2015-12/3/2015

### Total Blackout Days:

- 4

### Options:

- Waive Blackout Dates

### Eligibility:

- Personal Use

### Complimentary Amenities:

- Trans. Airport
- Trans. Office
- Full American Break.
- Buffet Break.
- 800 Call Access
- Wireless Internet in Guest Room

### Breakfast Includes:

- Buffet Breakfast
- Continental Breakfast
- Full American Breakfast
<table>
<thead>
<tr>
<th>Hotel Name</th>
<th>Hotel Contact</th>
<th>Account</th>
<th>Account Details</th>
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<tbody>
<tr>
<td>(BOMCY) Courtyard</td>
<td>SURABHEE PITAMBARE</td>
<td>Mid-Market</td>
<td>MIT (Massachusetts Institute of Technology)</td>
</tr>
<tr>
<td>Mumbai International Airport</td>
<td>Sales Manager</td>
<td>Fax 91-57-</td>
<td>Email: <a href="mailto:surabhee.pitambare@marriott.com">surabhee.pitambare@marriott.com</a></td>
</tr>
<tr>
<td>CTS 215, Opposite Sangam BIG Cinemas, Andheri Mumbai INDIA</td>
<td>Phone: 91-57-8108182103</td>
<td>8108182103</td>
<td></td>
</tr>
</tbody>
</table>

| Account Specific Weighted Average Rate (WAR) | 2015 | 8813.01 | 2014 | 7850 | % Inc (Dec) | 12.27 | Final Submission | N |

| Avg Cost of Breakfast: | 750 | Cancellation: | 24HRS |
| HSIA Wired Fee: | 500 | On-Site Parking: |
| HSIA Wireless Fee: | 500 | Total Tax: | 17.42 P |
| Service/Resort Fee: | 0 N |

Rebid Due Date: 
Rebid Round 1:
## Rate Product: Fixed Rate
### LRA RP1: Yes
### LRA RP2: No
### LRA RP3: No
### Currency: INR
### Account Specific Weighted Average Rate (WAR)

**2015**

<table>
<thead>
<tr>
<th>RT</th>
<th>Season</th>
<th>LOS</th>
<th>Single</th>
<th>Double</th>
<th>Discount</th>
<th>Single</th>
<th>Double</th>
<th>Discount</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>01/01/15 - 03/31/15</td>
<td>1 - 365</td>
<td>13500.00</td>
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<td>0%</td>
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<td>14500.00</td>
<td>0%</td>
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<tr>
<td>2</td>
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<td>13000.00</td>
<td>14000.00</td>
<td>0%</td>
</tr>
<tr>
<td>3</td>
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<td>0%</td>
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<tr>
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<td>13000.00</td>
<td>14000.00</td>
<td>0%</td>
</tr>
</tbody>
</table>

**Weighted Average Rate - Room Pool 1**

13082.1 14082.1 13082.1 14082.1 0%

**Rate Notes:**

- Are Taxes Included: [ ]
- Is Breakfast Included: [ ]

---

### Rate Product: Fixed Rate
### LRA RP1: Yes
### LRA RP2: No
### LRA RP3: No
### Currency: INR
### Account Specific Weighted Average Rate (WAR)

**2014**

<table>
<thead>
<tr>
<th>RT</th>
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<th>Single</th>
<th>Double</th>
<th>Discount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>01/01/14 - 03/31/14</td>
<td>1 - 365</td>
<td>13000.00</td>
<td>13000.00</td>
<td>0%</td>
<td>13000.00</td>
<td>13000.00</td>
<td>0%</td>
</tr>
<tr>
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<td>1 - 365</td>
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<td>12500.00</td>
<td>0%</td>
</tr>
<tr>
<td>3</td>
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<td>1 - 365</td>
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<td>0%</td>
<td>12000.00</td>
<td>12000.00</td>
<td>0%</td>
</tr>
<tr>
<td>4</td>
<td>09/01/14 - 12/31/14</td>
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<td>13000.00</td>
<td>13000.00</td>
<td>0%</td>
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</tbody>
</table>

**Weighted Ave. Rate - Room pool 1**

12664.3 12664.3 12664.3 12664.3 0%

**Rate Notes:**

- Are Taxes Included: [ ]
- Is Breakfast Included: [ ]

---

### Blackout Dates: 12/30/2015-12/31/2015

**Total Blackout Days: 2**

- Options: Waive Blackout Dates

- Eligibility:
  - Subsidiary: [x]
  - Retirees: [ ]
  - Personal Use: [x]
  - Contractors: [x]

- Complimentary Amenities:
  - Trans. Airport: [ ]
  - Trans. Office: [ ]
  - Full American Break.: [x]
  - Parking: [x]
  - Off-Site Health Club: [ ]
  - Wired High Speed Internet in Guest Room: [ ]
  - On-Site Health Club: [x]

- Breakfast Includes:
  - Buffet Breakfast: [ ]
  - Continental Breakfast: [ ]
  - Full American Breakfast: [ ]

- Avg Cost of Breakfast: 1278
- HSIA Wired Fee: 1000
- HSIA Wireless Fee: 1000
- Cancellation: 24HRS
- On-Site Parking: [ ]
- Total Tax: 17.42 P
- Service/Resort Fee: 0 N
<table>
<thead>
<tr>
<th>Hotel Name</th>
<th>Hotel Contact</th>
<th>Account</th>
<th>Account</th>
</tr>
</thead>
<tbody>
<tr>
<td>(BOMJW) JW Marriott Hotel Mumbai</td>
<td>Varun Saluja</td>
<td>Mid-Market</td>
<td>MIT (Massachusetts Institute of Technology)</td>
</tr>
<tr>
<td>Juhu Tara Road</td>
<td>Sales Manager</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mumbai INDIA</td>
<td>Phone: 91-22-66933013</td>
<td>Fax 91-22-</td>
<td>Email: <a href="mailto:Varun.saluja@marriott.com">Varun.saluja@marriott.com</a></td>
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<table>
<thead>
<tr>
<th>Account Specific Weighted Average Rate (WAR)</th>
<th>2015</th>
<th>2014</th>
<th>% Inc (Dec)</th>
<th>Final Submission</th>
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<tbody>
<tr>
<td>13082.1</td>
<td>12664.3</td>
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Rebid Due Date:
Rebid Round 1:
<table>
<thead>
<tr>
<th>Rate Product</th>
<th>Volume Producer</th>
</tr>
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<tbody>
<tr>
<td>Presented</td>
<td>Pending</td>
</tr>
<tr>
<td>LRA RP1:</td>
<td>Yes</td>
</tr>
<tr>
<td>LRA RP2:</td>
<td></td>
</tr>
<tr>
<td>LRA RP3:</td>
<td></td>
</tr>
<tr>
<td>Fixed Rate</td>
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<tr>
<td>Account Rate</td>
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</tr>
<tr>
<td>Discount</td>
<td></td>
</tr>
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### Account Specific Weighted Average Rate (WAR)

<table>
<thead>
<tr>
<th>Year</th>
<th>Rate</th>
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<tbody>
<tr>
<td>2015</td>
<td>6800</td>
</tr>
<tr>
<td>2014</td>
<td>6800</td>
</tr>
</tbody>
</table>

% Inc (Dec) 0.00

Final Submission N

### Rate Notes:
- LRA rates offered inclusive of buffet breakfast and HSIA. 24 hours cancellation policy. Late cancellation would be subject to retention charges.
- LRA rates offered inclusive of buffet breakfast & HSIA for Marriott Reward members. 24 hour cancellation policy. Retention applicable

### Are Taxes Included
- Yes
- No

### Is Breakfast Included
- Yes
- No

### Blackout Dates:
- 12/31/2015-12/31/2015
- Total Blackout Days: 1

### Options:
- Waive Blackout Dates

### Eligibility:
- Subsidiary
- Retirees
- Personal Use
- Contractors
- Parking
- Full American Breakfast
- On-Site Health Club
- Off-Site Health Club
- 800 Call Access
- Wired High Speed Internet in Guest Room
- Local Calls
- Buffet Break.
- Parking

### Amenities:
- Trans. Airport
- Trans. Office
- Full American Break.
- On-Site Health Club
- Off-Site Health Club
- Parking

### Breakfast Includes:
- Buffet Breakfast
- Continental Breakfast
- Full American Breakfast

### Avg Cost of Breakfast:
- 822

### Cancellation:
- 24HRS

### HSIA Wired Fee:
- 250

### On-Site Parking:

### HSIA Wireless Fee:
- 250

### Total Tax:
- 17.42 P

### Service/Resort Fee:
- 0 N

### Rebid Round 1:

---

**Hotel Name**: Marriott International Proprietary and Confidential

**Hotel Contact**: Marriott International Proprietary and Confidential

**Account**: Mid-Market

**Account**: MIT (Massachusetts Institute of Technology)

**Hotel**: JW Marriott Hotel Pune

**Address**: Senapati Bapat Road, Pune, INDIA

**Phone**: 091-20-67248181

**Fax**: 091-20-67248182

**Email**: Dhananjai.Negi@marriott.com

---

**Rate Product**: Volume Producer

**Com**: No

**Currency**: INR

---

**Rate Notes**: LRA rates offered inclusive of buffet breakfast and HSIA, 24 hours cancellation policy. Late cancellation would be subject to retention charges.

---

**Rate Notes**: LRA rates offered inclusive of buffet breakfast & HSIA for Marriott Reward members. 24 hour cancellation policy. Retention applicable
**Hotel Name**  
(LISPT) Marriott Lisbon Hotel  
Avenida dos Combatentes  
Lisbon PORTUGAL

**Hotel Contact**  
Elsa Ferreira  
Senior Sales Manager  
Phone: 351-21-7235502

**Account**  
Mid-Market

**Account**  
MIT (Massachusetts Institute of Technology)  
Fax 351-21-  
Email:elsa.ferreira@marriotthotels.com

Account Specific Weighted Average Rate (WAR)  
2015  90  
2014  95  
% Inc (Dec) -5.26  
Final Submission  N

<table>
<thead>
<tr>
<th>Rate Product</th>
<th>Volume Producer</th>
<th>COM:</th>
<th>No</th>
<th>LRA RP1:</th>
<th>Yes</th>
<th>LRA</th>
<th>NLRA</th>
<th>Account Rate</th>
<th>Discount</th>
<th>Discount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Presented</td>
<td>Pending</td>
<td>Fixed Rate</td>
<td>Account Rate</td>
<td>Discount</td>
<td>Weighted Average Rate - Room Pool 1</td>
<td>Rate Notes: Enjoy one of our 200 freshly renovated rooms. Add to an extra charge, you can have access to our executive lounge, with breakfast snacks, tea and coffee</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2015</td>
<td></td>
<td>Single</td>
<td>Double</td>
<td>Single</td>
<td>Double</td>
<td>Single</td>
<td>Double</td>
<td>129 139 90 100</td>
<td>30%</td>
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</tr>
<tr>
<td>2014</td>
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<td>Double</td>
<td>Single</td>
<td>Double</td>
<td>127 147 95 115</td>
<td>25%</td>
<td></td>
</tr>
</tbody>
</table>

Are Taxes Included  
Is Breakfast Included

Total Blackout Days: 5  
Options: Waive Blackout Dates

Eligibility:  
Subsidiary  
Retirees  
Personal Use  
Contractors

Complimentary Amenities:  
Trans. Airport  
Trans. Office  
Full American Break.  
Parking  
Off-Site Health Club

Contin. Break.  
Buffet Break.  
800 Call Access  
On-Site Health Club  
Wired High Speed Internet in Guest Room

Local Calls  
Wireless Internet in Guest Room

Breakfast Includes:  
Buffet Breakfast  
Continental Breakfast  
Full American Breakfast

Avg Cost of Breakfast: 16  
Cancellation: 24HRS

HSIA Wired Fee: 20  
On-Site Parking: 19

HSIA Wireless Fee: 20  
Total Tax: 6 P

Service/Resort Fee: 0 N

Rebid Due Date:  
Rebid Round 1:
### Hotel Name
(SINDT) Marriott Singapore Hotel
320 Orchard Road
Singapore SINGAPORE

### Hotel Contact
Elaine Kum
Director of Marketing
Phone: 65-6-831-4770
Fax 65-6-
Email: elaine.kum@marriotthotels.com

### Account
Mid-Market
MIT (Massachusetts Institute of Technology)

### Account Specific Weighted Average Rate (WAR)

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>2014</th>
<th>% Inc (Dec)</th>
<th>Final Submission</th>
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<tbody>
<tr>
<td></td>
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### Rate Product

<table>
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<th>LRA RP2:</th>
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<tbody>
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<td>Presented</td>
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<td>No</td>
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<tr>
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<td>RT</td>
<td>Season</td>
<td>LOS</td>
<td>Fixed Rate</td>
<td>Account Rate</td>
</tr>
<tr>
<td>1</td>
<td>1</td>
<td>1 - 365</td>
<td>Single</td>
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<td></td>
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<td></td>
<td>460.00</td>
<td>460.00</td>
</tr>
</tbody>
</table>

### Weighted Average Rate

- Room Pool 1: 480

### Rate Notes:
Pleased to offer NLRA rate of $360++ inclusive of HSIA

### Blackout Dates:
Total Blackout Days: 0

### Eligibility:
- Subsidiary
- Retirees
- Personal Use
- Contractors

### Complimentary Amenities:
- Trans. Airport
- Trans. Office
- Full American Break.
- Parking
- Off-Site Health Club
- Contin. Break.
- Buffet Break.
- 800 Call Access
- On-Site Health Club
- Wired High Speed Internet in Guest Room
- Local Calls
- Wireless Internet in Guest Room
- Parking
- Off-Site Health Club
- Wired High Speed Internet in Guest Room

### Breakfast Includes:
- Buffet Breakfast
- Continental Breakfast
- Full American Breakfast

### Amenities:
- Trans. Airport
- Trans. Office
- Full American Break.
- 800 Call Access

### Cancellation:
24HRS

### Total Tax:
7 P

### Service/Resort Fee:
10 P

### HSIA Wired Fee:
13

### HSIA Wireless Fee:
13

### Avg Cost of Breakfast:
47
### Account Specific Weighted Average Rate (WAR)

<table>
<thead>
<tr>
<th>Year</th>
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<th>2014</th>
<th>% Inc (Dec)</th>
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<tr>
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### Rate Product: Volume Producer

#### LRA RP1: No

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<th>Account Rate</th>
<th>Discount Rate</th>
<th>Account Rate</th>
<th>Discount Rate</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>01/01/15 - 05/31/15</td>
<td>1 - 365</td>
<td>980.00</td>
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#### LRA RP2: No

<table>
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<th>RT</th>
<th>Season</th>
<th>LOS</th>
<th>Fixed Rate</th>
<th>Double Rate</th>
<th>Account Rate</th>
<th>Discount Rate</th>
<th>Account Rate</th>
<th>Discount Rate</th>
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</thead>
<tbody>
<tr>
<td>1</td>
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<td>1 - 365</td>
<td>980.00</td>
<td>1010.00</td>
<td>979.00</td>
<td>1009.00</td>
<td>0%</td>
<td>325.00</td>
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#### LRA RP3: No

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<th>LOS</th>
<th>Fixed Rate</th>
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<th>Account Rate</th>
<th>Discount Rate</th>
<th>Account Rate</th>
<th>Discount Rate</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>01/01/15 - 05/31/15</td>
<td>1 - 365</td>
<td>980.00</td>
<td>1010.00</td>
<td>979.00</td>
<td>1009.00</td>
<td>0%</td>
<td>325.00</td>
</tr>
</tbody>
</table>

### Rate Notes:
- Rates NLRA. Long-stay: min. 7-night stay (mandatory) to avail of 2 pcs free laundry (not valid for express service) per day, non-

### Are Taxes Included
- Yes
- Is Breakfast Included
- Yes

### Blackout Dates:

### Total Blackout Days: 7

### Options:
- Waive Blackout Dates

### Eligibility:
- Subsidiary: Yes
- Retirees: No
- Personal Use: Yes
- Contractors: No
- Parking: No
- Off-Site Health Club: No
- On-Site Health Club: Yes
- Wired High Speed Internet in Guest Room: Yes

### Complimentary Amenities:
- Trans. Airport: No
- Trans. Office: No
- Full American Break.: No
- Buffet Break.: Yes
- 800 Call Access: Yes
- Wired High Speed Internet in Guest Room: Yes

### Breakfast Includes:
- Buffet Breakfast: No
- Continental Breakfast: No
- Full American Breakfast: Yes

### Avg Cost of Breakfast: 42

### Cancellation:
- 48HRS

### HSIA Wired Fee:
- 0

### On-Site Parking:

### HSIA Wireless Fee:
- 0

### Total Tax:
- 7 P

### Service/Resort Fee:
- 10 P

### Rebid Due Date:
- Rebid Round 1:
**Hotel Name**
(HSVCH) Courtyard Huntsville
4804 University Drive NW
Huntsville, AL USA

**Hotel Contact**
MELISSA JUDGE
Administrative Assistant-Sales
Phone: 001-205-948-1289
Fax 001-205-

**Account**
Mid-Market
MIT (Massachusetts Institute of Technology)
Email: Melissa.Judge@marriott.com

---

### Account Specific Weighted Average Rate (WAR)

<table>
<thead>
<tr>
<th>Year</th>
<th>WAR 2015</th>
<th>WAR 2014</th>
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</tr>
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<tbody>
<tr>
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### Rate Product: Volume Producer

#### Presented Pending

<table>
<thead>
<tr>
<th>Rate</th>
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<tbody>
<tr>
<td>RT 1</td>
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<td>1 - 365</td>
<td>169.00</td>
<td>169.00</td>
<td>119.00</td>
</tr>
</tbody>
</table>

---

### Weighted Average Rate - Room Pool 1

| Rate Notes: |
| Are Taxes Included |
| Is Breakfast Included |

---

### Rate Notes:

- Are Taxes Included
- Is Breakfast Included

---

### Blackout Dates:

- Total Blackout Days: 0

---

### Eligibility:

- Subsidiary
- Retirees
- Personal Use
- Contractors
- Parking
- Off-Site Health Club
- Wired High Speed Internet in Guest Room

### Amenities:

- Trans. Airport
- Trans. Office
- Full American Break.
- Contin. Break.
- Buffet Break.
- 800 Call Access
- Local Calls
- Wireless Internet in Guest Room

### Avg Cost of Breakfast:

- Cancellation: 18:00

### HSIA Wired Fee:

- On-Site Parking: 0

### HSIA Wireless Fee:

- Total Tax: 13 P
- Service/Resort Fee: 0 N

---

### Rebid Due Date:

- Rebid Round 1:
<table>
<thead>
<tr>
<th>Rate Product</th>
<th>Volume Producer</th>
<th>COM: No</th>
<th>Currency:</th>
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</thead>
<tbody>
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<td>LRA</td>
<td>Account Rate</td>
</tr>
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<td>1</td>
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<td>1</td>
<td>365</td>
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</tbody>
</table>

Weighted Average Rate - Room Pool 1

Rate Notes:

- Are Taxes Included
- Is Breakfast Included

Blackout Dates: 12/31/2015-12/31/2015
Total Blackout Days: 1

Options: [] Waive Blackout Dates

Eligibility:
- [x] Subsidiary
- [x] Retirees
- [x] Personal Use
- [x] Contractors
- [x] Trans. Airport
- [x] Trans. Office
- [x] Full American Break.
- [x] Parking
- [x] Off-Site Health Club
- [x] Buffet Break.
- [x] 800 Call Access
- [x] On-Site Health Club
- [x] Wired High Speed Internet in Guest Room

Amenities:
- [x] Local Calls
- [x] Wireless Internet in Guest Room

Avg Cost of Breakfast: 14.95
HSIA Wired Fee: 9.95
HSIA Wireless Fee: 9.95

Cancellation: 18:00
On-Site Parking: 0
Total Tax: 13 P
Service/Resort Fee: 0 N

Rebid Round 1:
Hotel Name
(Phoenix Marriott Phoenix Airport)
1101 North 44th Street
Phoenix, AZ USA

Hotel Contact
Scott Doonan
Director of Sales
Phone: 001-602-2737373
Fax 001-602-

Account
Mid-Market

Account
MIT (Massachusetts Institute of Technology)
Email: scott.doonan@columbiasussex.com

<table>
<thead>
<tr>
<th>Account Specific Weighted Average Rate (WAR)</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>228.79</td>
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<th>Rate Product</th>
<th>Fixed Presented</th>
<th>Accepted LRA RP1: Yes LRA RP2: No LRA RP3: Currency: USD</th>
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<tbody>
<tr>
<td>Weighted Average Rate - Room Pool 1</td>
<td>219</td>
<td>219</td>
</tr>
<tr>
<td>Rate Notes:</td>
<td>Are Taxes Included</td>
<td>Is Breakfast Included</td>
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<tr>
<td>Blackout Dates:</td>
<td>Total Blackout Days: 0</td>
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</tr>
<tr>
<td>Options:</td>
<td>Waive Blackout Dates</td>
<td></td>
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<tr>
<td>Eligibility:</td>
<td>Subsidiary</td>
<td>Retirees</td>
</tr>
<tr>
<td></td>
<td>Local Calls</td>
<td>Wireless Internet in Guest Room</td>
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<td>Avg Cost of Breakfast:</td>
<td>17</td>
<td>Cancellation:</td>
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<tr>
<td>HSIA Wired Fee:</td>
<td>9.95</td>
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<td>HSIA Wireless Fee:</td>
<td>9.95</td>
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</tr>
<tr>
<td>Service/Resort Fee:</td>
<td>0</td>
<td>N</td>
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Rebid Round 1:
Hotel Name: (PHXDT) SpringHill Suites Phoenix Downtown  
802 East Van Buren Street  
Phoenix, AZ USA

Hotel Contact:  
Michael Wimbush  
VP of Operations  
Phone: 001-480-317-0938  
Fax: 001-480- 
Email: mdwimbush@aol.com

Account Contact:  
Mid-Market  
MIT (Massachusetts Institute of Technology)

Account Specific Weighted Average Rate (WAR)  
2015: 122.92  
2014: 120.99  
% Inc (Dec): 1.60

### Rate Product: Volume Producer

<table>
<thead>
<tr>
<th>RT</th>
<th>Season</th>
<th>LOS</th>
<th>LRA Rate</th>
<th>Account Rate</th>
<th>Discount</th>
<th>LRA Account Rate</th>
<th>Discount</th>
<th>NLRA Rate</th>
<th>Account Rate</th>
<th>Discount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>01/01/15 - 04/05/15</td>
<td>1 - 365</td>
<td>239.00</td>
<td>167.00</td>
<td>30%</td>
<td>167.00</td>
<td>31%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>04/06/15 - 05/23/15</td>
<td>1 - 365</td>
<td>155.00</td>
<td>124.00</td>
<td>20%</td>
<td>124.00</td>
<td>31%</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>3</td>
<td>05/24/15 - 09/12/15</td>
<td>1 - 365</td>
<td>135.00</td>
<td>84.00</td>
<td>38%</td>
<td>84.00</td>
<td>42%</td>
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</tr>
<tr>
<td>4</td>
<td>09/13/15 - 12/31/15</td>
<td>1 - 365</td>
<td>179.00</td>
<td>124.00</td>
<td>33%</td>
<td>124.00</td>
<td>34%</td>
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<td></td>
</tr>
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</table>

Weighted Average Rate - Room Pool 1: 177 177 122 122 31%

Rate Notes:
- Are Taxes Included: X
- Is Breakfast Included: X

### Rate Product: Volume Producer

<table>
<thead>
<tr>
<th>RT</th>
<th>Season</th>
<th>LOS</th>
<th>LRA Rate</th>
<th>Account Rate</th>
<th>Discount</th>
<th>LRA Account Rate</th>
<th>Discount</th>
<th>NLRA Rate</th>
<th>Account Rate</th>
<th>Discount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>01/01/14 - 04/20/14</td>
<td>1 - 365</td>
<td>159.00</td>
<td>129.00</td>
<td>24%</td>
<td>129.00</td>
<td>35%</td>
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<tr>
<td>2</td>
<td>04/21/14 - 05/24/14</td>
<td>1 - 365</td>
<td>119.00</td>
<td>149.00</td>
<td>20%</td>
<td>149.00</td>
<td>30%</td>
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<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>05/25/14 - 09/06/14</td>
<td>1 - 365</td>
<td>84.00</td>
<td>129.00</td>
<td>35%</td>
<td>129.00</td>
<td>40%</td>
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<tr>
<td>4</td>
<td>09/07/14 - 12/31/14</td>
<td>1 - 365</td>
<td>119.00</td>
<td>179.00</td>
<td>34%</td>
<td>179.00</td>
<td>34%</td>
<td></td>
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</tr>
</tbody>
</table>

Weighted Ave. Rate - Room pool 1: 167 167 120 120 28%

Rate Notes:
- Are Taxes Included: X
- Is Breakfast Included: X


Total Blackout Days: 5

Options:
- Waive Blackout Dates

Eligibility:
- X Subsidiary
- Retirees
- Personal Use
- Contractors
- Parking
- Off-Site Health Club

Complimentary Amenities:
- Trans. Airport
- Trans. Office
- Full American Break.
- Parking
- Off-Site Health Club

Amenities:
- Contin. Break.
- Buffet Break.
- 800 Call Access
- On-Site Health Club
- Wired High Speed Internet in Guest Room

Avg Cost of Breakfast: 0
HSIA Wired Fee: 0
HSIA Wireless Fee: 0

Cancellation: 18:00
On-Site Parking: 0
Total Tax: 12.27 P
Service/Resort Fee: 0 N

Marriott International Proprietary and Confidential
<table>
<thead>
<tr>
<th>Hotel Name</th>
<th>Hotel Contact</th>
<th>Account</th>
<th>Account</th>
</tr>
</thead>
<tbody>
<tr>
<td>(PHXDT) SpringHill Suites Phoenix Downtown</td>
<td>Michael Wimbush VP of Operations</td>
<td>Mid-Market</td>
<td>MIT (Massachusetts Institute of Technology)</td>
</tr>
<tr>
<td>802 East Van Buren Street Phoenix, AZ USA</td>
<td>Phone: 001-480-317-0938 Fax 001-480-</td>
<td>Email: <a href="mailto:mdwimbush@aol.com">mdwimbush@aol.com</a></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Account Specific Weighted Average Rate (WAR)</th>
<th>2015</th>
<th>122.92</th>
<th>2014</th>
<th>120.99</th>
<th>% Inc (Dec)</th>
<th>1.60</th>
<th>Final Submission</th>
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</table>

Rebid Due Date:
Rebid Round 1:
### Rate Product: Fixed

<table>
<thead>
<tr>
<th>Rate</th>
<th>Season</th>
<th>LOS</th>
<th>Single Rate</th>
<th>Discount</th>
<th>% Inc (Dec)</th>
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<tbody>
<tr>
<td>2015</td>
<td>1</td>
<td>01/01/15 - 12/31/15</td>
<td>239.00</td>
<td>239.00</td>
<td>0.00</td>
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<tr>
<td>2014</td>
<td>1</td>
<td>01/01/14 - 12/31/14</td>
<td>239.00</td>
<td>239.00</td>
<td>0.00</td>
</tr>
</tbody>
</table>

### Weighted Average Rate - Room Pool 1

- 2015: 239.00
- 2014: 239.00

### Rate Notes:
- Are Taxes Included: 
- Is Breakfast Included: 


### Total Blackout Days: 3

- Options: 
- Waive Blackout Dates

### Eligibility:
- X Subsidiary
- Retirees
- Personal Use

### Complimentary Amenities:
- X Trans. Airport
- Trans. Office
- Full American Break.
- Contin. Break.
- Buffet Break.
- 800 Call Access
- Local Calls
- Wireless Internet in Guest Room

### Avg Cost of Breakfast: 18:00

### HSIA Wired Fee: 0

### HSIA Wireless Fee: 0

### Total Tax: 8 P

### Service/Resort Fee: 0 N

### Rebid Round 1: 

### Rebid Due Date: 

---

**Hotel Name:**
(LAXCA) Courtyard Los Angeles LAX/El Segundo

**Hotel Contact:**
ALICE CHINMOUN
admin assistant
Phone: 001-310-9812235
Fax 001-310-

**Account:**
Mid-Market

**Account:**
MIT (Massachusetts Institute of Technology)

**Account Specific Weighted Average Rate (WAR):**
- 2015: 239
- 2014: 239

**% Inc (Dec):** 0.00

**Final Submission:** Y
### Hotel Name
(LAXCY) Courtyard Los Angeles LAX/Century Blvd.
6161 W Century Boulevard
Los Angeles, CA USA

### Hotel Contact
kim chieppa
Director of Sales
Phone: 001-310-981-2360
Fax 001-310-

### Account
Mid-Market
MIT (Massachusetts Institute of Technology)
Email:kim.chieppa@interstatehotels.com

### Account Specific Weighted Average Rate (WAR)
<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>175</th>
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<tr>
<td>% Inc (Dec)</td>
<td>-2.23</td>
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### Rate Product
**Presented** LRA RP1: Yes
**Pending** LRA RP2: Yes
**LRA RP3: USD**

<table>
<thead>
<tr>
<th>RT</th>
<th>Season</th>
<th>LOS</th>
<th>Fixed Rate</th>
<th>LRA</th>
<th>Account Rate</th>
<th>Discount</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>01/01/15 - 12/31/15</td>
<td>1 - 365</td>
<td>209.00</td>
<td>209.00</td>
<td>175.00</td>
</tr>
<tr>
<td>2</td>
<td>1</td>
<td>01/01/15 - 12/31/15</td>
<td>1 - 365</td>
<td>219.00</td>
<td>219.00</td>
<td>179.00</td>
</tr>
</tbody>
</table>

Weighted Average Rate -
Room Pool 1
199
199
179
179
10%

Rate Notes:
Conveniently located 1 block from LAX & the closest Marriott to the airport.
Late evening arrivals & early morning departures are less stressful & within

### Are Taxes Included
☐

### Is Breakfast Included
☐

---

### Blackout Dates:

### Total Blackout Days:
19

### Options:
☐ Waive Blackout Dates

### Eligibility:
☒ Subsidiary
☒ Retirees
☒ Personal Use
☒ Contractors
☐ Parking
☐ Off-Site Health Club

### Complimentary Amenities:
☒ Trans. Airport
☒ Trans. Office
☐ Full American Break.
☒ Buffet Break.
☒ 800 Call Access
☒ Local Calls
☒ Wireless Internet in Guest Room

### Avg Cost of Breakfast:
Cancellation: 24HRS

### HSIA Wired Fee:
On-Site Parking: 25

### HSIA Wireless Fee:
Total Tax: 15.57 P
Service/Resort Fee: 0 N

### Rebid Round 1:
Rebid Due Date:
<table>
<thead>
<tr>
<th>Hotel Name</th>
<th>Hotel Contact</th>
<th>Account</th>
<th>Account Specific Weighted Average Rate (WAR)</th>
<th>2015</th>
<th>2014</th>
<th>% Inc (Dec)</th>
<th>Final Submission</th>
<th>Y</th>
</tr>
</thead>
<tbody>
<tr>
<td>(LAXAP) Marriott Los Angeles Airport</td>
<td>ALICE CHINMOUN</td>
<td>Mid-Market</td>
<td>MIT (Massachusetts Institute of Technology)</td>
<td>229</td>
<td>229</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5855 West Century Boulevard</td>
<td>admin assistant</td>
<td>Phone: 001-310-3109812235</td>
<td>Fax 001-310-</td>
<td></td>
<td></td>
<td></td>
<td>Email: <a href="mailto:Alice.Chinmoun@marriott.com">Alice.Chinmoun@marriott.com</a></td>
<td></td>
</tr>
<tr>
<td>Los Angeles, CA USA</td>
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</table>

Weighted Average Rate - Room Pool 1
Rate Notes:

- Are Taxes Included
- Is Breakfast Included

<table>
<thead>
<tr>
<th>Rate Product Presented</th>
<th>Fixed Accepted</th>
<th>LRA RP1: Yes</th>
<th>LRA RP2: No</th>
<th>LRA RP3: USD</th>
<th>Currency: USD</th>
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<tbody>
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<td>Discount</td>
<td>LRA Account Rate</td>
<td>Discount</td>
</tr>
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<td>RT Season</td>
<td>LOS</td>
<td>Room</td>
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<td>Double</td>
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<td>01/01/14 - 12/31/14</td>
<td>1 - 365</td>
<td>229.00</td>
<td>229.00</td>
</tr>
</tbody>
</table>

Weighted Ave. Rate - Room pool 1
Rate Notes:

- Are Taxes Included
- Is Breakfast Included

Blackout Dates:
Total Blackout Days: 0
Options: Waive Blackout Dates
Eligibility: Subsidiary
Retirees
Personal Use
Contractors

Complimentary Amenities:
Trans. Airport
Trans. Office
Full American Break.
Parking
On-Site Health Club

Contin. Break.
Buffet Break.
800 Call Access
800 Call Access

Local Calls
Wireless Internet in Guest Room
Off-Site Health Club
Wired High Speed Internet in Guest Room

Avg Cost of Breakfast: 23
Cancellation: 18:00
HSIA Wired Fee: 12.95
On-Site Parking: 29.7
HSIA Wireless Fee: 12.95
Total Tax: 14 P
Service/Resort Fee: 0 N

Rebid Due Date:
Rebid Round 1:
### Hotel Name
(LAXRR) Renaissance Los Angeles Airport Hotel  
9620 Airport Boulevard  
Los Angeles, CA USA

### Hotel Contact
ALICE CHINMOUN  
admin assistant  
Phone: 001-310-3109812235  
Fax 001-310-  
Email: Alice.Chinmoun@marriott.com

### Account
Mid-Market  
MIT (Massachusetts Institute of Technology)

---

### Account Specific Weighted Average Rate (WAR)

<table>
<thead>
<tr>
<th>2015</th>
<th>2014</th>
<th>% Inc (Dec)</th>
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</thead>
<tbody>
<tr>
<td>229</td>
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### Weighted Average Rate - Room Pool 1

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<th>Rate Notes:</th>
<th>Are Taxes Included</th>
<th>Is Breakfast Included</th>
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### Rate Product

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<th>Accepted</th>
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<th>LRA RP2:</th>
<th>No</th>
<th>LRA RP3:</th>
<th>USD</th>
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<tbody>
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#### 2014

<table>
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<th>LOS</th>
<th>LRA Account Rate</th>
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<th>LRA Account Rate</th>
<th>Discount</th>
<th>LRA Account Rate</th>
<th>Discount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>01/01/14 - 12/31/14</td>
<td>229.00</td>
<td>0%</td>
<td>229.00</td>
<td>0%</td>
<td>229.00</td>
<td>0%</td>
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</table>

#### Weighted Ave. Rate - Room pool 1

<table>
<thead>
<tr>
<th>Rate Notes:</th>
<th>Are Taxes Included</th>
<th>Is Breakfast Included</th>
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### Blackout Dates:

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<tr>
<th>Total Blackout Days:</th>
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<table>
<thead>
<tr>
<th>Options:</th>
<th>Waive Blackout Dates</th>
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</table>

<table>
<thead>
<tr>
<th>Eligibility:</th>
<th>Subsidiary</th>
<th>Retirees</th>
<th>Personal Use</th>
<th>Contractors</th>
</tr>
</thead>
<tbody>
<tr>
<td>Trans. Airport</td>
<td>Trans. Office</td>
<td>Full American Break.</td>
<td>800 Call Access</td>
<td>Parking</td>
</tr>
<tr>
<td>Local Calls</td>
<td>Wireless Internet in Guest Room</td>
<td>On-Site Health Club</td>
<td>Wired High Speed Internet in Guest Room</td>
<td>Off-Site Health Club</td>
</tr>
</tbody>
</table>

### Amenities:

- Trans. Airport
- Trans. Office
- Full American Break.
- 800 Call Access
- Parking
- Off-Site Health Club
- On-Site Health Club
- Wired High Speed Internet in Guest Room

### Avg Cost of Breakfast:

24

### Cancellation:

16:00

### On-Site Parking:

27

### Total Tax:

14 P

### Service/Resort Fee:

0 N

### Rebid Due Date:

Rebid Round 1:
Hotel Name
(SFOCD) Courtyard San Francisco Downtown
299 2nd Street
San Francisco, CA USA

Hotel Contact
Lynell Johnson
Area Sales Administrative
Phone: 001-415-229-9502
Fax 001-415-

Account
Mid-Market

Account
MIT (Massachusetts Institute of Technology)
Email:Lynell.Johnson@marriott.com

Account Specific Weighted Average Rate (WAR)

<table>
<thead>
<tr>
<th>Year</th>
<th>Weighted Average Rate</th>
<th>Rate Notes:</th>
</tr>
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<tbody>
<tr>
<td>2015</td>
<td>349</td>
<td>Are Taxes Included</td>
</tr>
<tr>
<td>2014</td>
<td>349</td>
<td>Is Breakfast Included</td>
</tr>
</tbody>
</table>

Weighted Average Rate - Room Pool 1

<table>
<thead>
<tr>
<th>Rate Pool</th>
<th>Rate Notes:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Room pool 1</td>
<td>Are Taxes Included</td>
</tr>
<tr>
<td></td>
<td>Is Breakfast Included</td>
</tr>
</tbody>
</table>

Rate Notes:
- Are Taxes Included
- Is Breakfast Included

Blackout Dates:
Total Blackout Days: 0
Options: Waive Blackout Dates

Eligibility:
- Subsidiary
- Retirees
- Personal Use
- Contractors
- Parking
- Off-Site Health Club
- Trans. Airport
- Trans. Office
- Full American Break.
- 800 Call Access
- Parking
- Off-Site Health Club
- Wired High Speed Internet in Guest Room
- Contin. Break.
- Buffet Break.
- Local Calls
- Wireless Internet in Guest Room

Amenities:
- On-Site Parking
- Local Calls
- Parking
- Off-Site Health Club
- Wired High Speed Internet in Guest Room
- Avg Cost of Breakfast: 19.95
- HSIA Wired Fee: 0
- HSIA Wireless Fee: 0

Cancellation: 48HRS

Cost of Breakfast:
- HSIA Wired Fee: 0
- HSIA Wireless Fee: 0
- Total Tax: 14 P
- Service/Resort Fee: 0 N

Rebid Due Date:
Rebid Round 1:
### Hotel Name
(SFOCF) Courtyard San Francisco Fisherman’s Wharf
580 Beach Street
San Francisco, CA USA

### Hotel Contact
Lynell Johnson
Area Sales Administrative
Phone: 001-415-229-9502
Fax 001-415-
Email: Lynell.Johnson@marriott.com

### Account
Mid-Market
MIT (Massachusetts Institute of Technology)

### Account Specific Weighted Average Rate (WAR) 2015

<table>
<thead>
<tr>
<th>Year</th>
<th>Rate</th>
<th>% Inc (Dec)</th>
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</thead>
<tbody>
<tr>
<td>2014</td>
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</tbody>
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### Weighted Average Rate - Room Pool 1

<table>
<thead>
<tr>
<th>Rate Notes:</th>
</tr>
</thead>
</table>
| Are Taxes Included
| Is Breakfast Included |

<table>
<thead>
<tr>
<th>Rate Product Presented</th>
<th>Fixed Accepted</th>
</tr>
</thead>
<tbody>
<tr>
<td>LRA RP1: Yes</td>
<td>LRA RP2: Yes</td>
</tr>
<tr>
<td>Fixed Rate</td>
<td>Account Rate</td>
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<tr>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td>2</td>
<td>3</td>
</tr>
</tbody>
</table>

Weighted Ave. Rate - Room pool 1: 282

<table>
<thead>
<tr>
<th>Rate Notes:</th>
</tr>
</thead>
</table>
| Are Taxes Included
| Is Breakfast Included |

### Blackout Dates:
Total Blackout Days: 0

### Eligibility:
- Subsidiary
- Retirees
- Personal Use
- Contractors
- Parking
- Off-Site Health Club
- On-Site Health Club
- Wired High Speed Internet in Guest Room

### Amenities:
- Trans. Airport
- Trans. Office
- Full American Break.
- Buffet Break.
- 800 Call Access
- 800 Call Access
- Local Calls
- Wireless Internet in Guest Room

### Avg Cost of Breakfast:
Cancellation: 48HRS

### HSIA Wired Fee:
On-Site Parking:

### HSIA Wireless Fee:
Total Tax: 14.07 P
Service/Resort Fee: 0 N
<table>
<thead>
<tr>
<th>Hotel Name</th>
<th>Hotel Contact</th>
<th>Account</th>
<th>Account</th>
</tr>
</thead>
<tbody>
<tr>
<td>(SFOCF) Courtyard San Francisco Fisherman's Wharf</td>
<td>Lynell Johnson</td>
<td>Mid-Market</td>
<td>MIT (Massachusetts Institute of Technology)</td>
</tr>
<tr>
<td>580 Beach Street</td>
<td>Area Sales Administrative</td>
<td></td>
<td></td>
</tr>
<tr>
<td>San Francisco, CA USA</td>
<td>Phone: 001-415-229-9502</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Fax 001-415-</td>
<td>Email: <a href="mailto:Lynell.Johnson@marriott.com">Lynell.Johnson@marriott.com</a></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Account Specific Weighted Average Rate (WAR)</th>
<th>2015</th>
<th>2014</th>
<th>% Inc (Dec)</th>
<th>Final Submission</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>282.48</td>
<td>282.48</td>
<td></td>
<td>Y</td>
</tr>
</tbody>
</table>

Rebid Due Date: 
Rebid Round 1:
### Hotel Name
(SFOJW) JW Marriott San Francisco Union Square
515 Mason Street
San Francisco, CA USA

### Account Specific Weighted Average Rate (WAR)

<table>
<thead>
<tr>
<th>Year</th>
<th>2014</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rate</td>
<td>318.73</td>
<td>% Inc (Dec)</td>
</tr>
</tbody>
</table>

### Account Information
- **Account Name**: MIT (Massachusetts Institute of Technology)
- **Account Contact**: LYNELL JOHNSON
  - Area Sales Administrative
  - Phone: 001-415-229-9502
  - Fax 001-415-
  - Email: Lynell.Johnson@marriott.com

### Rate Product

<table>
<thead>
<tr>
<th>Week</th>
<th>Rate</th>
<th>LRA RP1:</th>
<th>LRA RP2:</th>
<th>LRA RP3:</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Yes</td>
<td>No</td>
<td>USD</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Fixed</td>
<td>Account</td>
<td>Discount</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Accepted</td>
<td>Rate</td>
<td>Single</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Double</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Single</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Double</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Single</td>
</tr>
</tbody>
</table>

### Blackout Dates:
- Total Blackout Days: 0
- Eligibility: Waive Blackout Dates

### Amenities:
- Trans. Airport
- Contin. Break.
- Wireless Internet in Guest Room
- Parking
- Off-Site Health Club
- Wired High Speed Internet in Guest Room

### Cost Information:
- Avg Cost of Breakfast: 29
- HSIA Wired Fee: 9.95
- HSIA Wireless Fee: 9.95
- Total Tax: 14 P
- Service/Resort Fee: 0 N
<table>
<thead>
<tr>
<th>Rate Product: Fixed Rate Product: LRA RP1: Yes LRA RP2: No LRA RP3: USD</th>
<th>COM:</th>
<th>Currency:</th>
<th>Weighted Average Rate - Room Pool 1</th>
</tr>
</thead>
<tbody>
<tr>
<td>Presented Fixed Rate Product: LRA RP1:</td>
<td>LRA Rate</td>
<td>NLRA Rate</td>
<td>Rate Notes:</td>
</tr>
<tr>
<td>Pending Present</td>
<td>Account Rate</td>
<td>Account Rate</td>
<td></td>
</tr>
<tr>
<td>2015 Fixed Rate Product: LRA RP1:</td>
<td>Discount</td>
<td>Discount</td>
<td></td>
</tr>
<tr>
<td>RT</td>
<td>Season</td>
<td>LOS</td>
<td>Single</td>
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<tr>
<td>1</td>
<td>1</td>
<td>01/01/15 - 12/31/15</td>
<td>1 - 365</td>
</tr>
<tr>
<td>Weighted Average Rate - Room Pool 1</td>
<td>389</td>
<td>389</td>
<td>389</td>
</tr>
<tr>
<td>Rate Notes:</td>
<td>Are Taxes Included</td>
<td>Is Breakfast Included</td>
<td></td>
</tr>
</tbody>
</table>


Total Blackout Days: 30

Options:  Waive Blackout Dates
Eligibility:  x  Subsidiary  Retirees  Personal Use  Contractors
Local Calls  x  Wireless Internet in Guest Room

Avg Cost of Breakfast: 29  Cancellation: 48HRS
HSIA Wired Fee: 14.95  On-Site Parking: 62.28
HSIA Wireless Fee: 14.95  Total Tax: 14 P
Service/Resort Fee: 0 N

Rebid Due Date:
Rebid Round 1:
<table>
<thead>
<tr>
<th>Hotel Name</th>
<th>Marriott San Francisco Union Square (SFOUS)</th>
<th>Hotel Contact</th>
<th>Lynell Johnson</th>
<th>Area Sales Administrative</th>
<th>Phone: 001-415-229-9502</th>
<th>Fax 001-415-</th>
<th>Email: <a href="mailto:Lynell.Johnson@marriott.com">Lynell.Johnson@marriott.com</a></th>
</tr>
</thead>
<tbody>
<tr>
<td>Contact Address</td>
<td>480 Sutter Street</td>
<td>Account</td>
<td>Mid-Market</td>
<td>Account</td>
<td>MIT (Massachusetts Institute of Technology)</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>San Francisco, CA USA</td>
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<td></td>
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</table>

<table>
<thead>
<tr>
<th>Account Specific Weighted Average Rate (WAR)</th>
<th>2015</th>
<th>2014</th>
<th>% Inc (Dec)</th>
<th>Final Submission</th>
<th>Y</th>
</tr>
</thead>
</table>

| Weighted Average Rate - Room Pool 1 | 359  | 359  |             |                  |   |
| Rate Notes:                         |      |      |             |                  |   |
| Are Taxes Included                  |      |      |             |                  |   |
| Is Breakfast Included               |      |      |             |                  |   |

| Weighted Ave. Rate - Room pool 1 | 304  | 304  |             |                  |   |
| Rate Notes:                       |      |      |             |                  |   |
| Are Taxes Included                 |      |      |             |                  |   |
| Is Breakfast Included              |      |      |             |                  |   |

| Blackout Dates:                    |      |      |             |                  |   |
| Total Blackout Days:               | 0    |      |             |                  |   |
| Options:                           |      |      |             |                  |   |
| Waive Blackout Dates               |      |      |             |                  |   |

| Eligibility:                       |      |      |             |                  |   |
| Subsidiary                         |      |      |             |                  |   |
| Retirees                           |      |      |             |                  |   |
| Personal Use                       |      |      |             |                  |   |
| Contractors                        |      |      |             |                  |   |
| Parking                            |      |      |             |                  |   |
| Off-Site Health Club               |      |      |             |                  |   |
| Trans. Airport                     |      |      |             |                  |   |
| Trans. Office                      |      |      |             |                  |   |
| Full American Break.               |      |      |             |                  |   |
| Buffet Break.                      |      |      |             |                  |   |
| 800 Call Access                    |      |      |             |                  |   |
| Contin. Break.                     |      |      |             |                  |   |
| Wired High Speed Internet in Guest Room |   |      |             |                  |   |
| Amenities:                         |      |      |             |                  |   |
| Local Calls                        |      |      |             |                  |   |
| Wireless Internet in Guest Room    |      |      |             |                  |   |

| Avg Cost of Breakfast:             | 24   |      |             |                  |   |
| Cancellation:                      | 48HRS|      |             |                  |   |
| HSIA Wired Fee:                    | 12.95|      |             |                  |   |
| HSIA Wireless Fee:                 | 12.95|      |             |                  |   |
| On-Site Parking:                   |      |      |             |                  |   |
| Total Tax:                         | 14 P |      |             |                  |   |
| Service/Resort Fee:                | 0 N  |      |             |                  |   |
| Rebid Due Date:                    |      |      |             |                  |   |
| Rebid Round 1:                     |      |      |             |                  |   |
| Hotel Name                        | (SFOUS) Marriott San Francisco Union Square | Hotel Contact | Lynell Johnson | Area Sales Administrative | Phone: 001-415-229-9502 | Fax 001-415- | Email: Lynell.Johnson@marriott.com |
| Contact Address                   | 480 Sutter Street                           | Account       | Mid-Market      | Account                  | MIT (Massachusetts Institute of Technology) |
|                             | San Francisco, CA USA                       |               |                |                          |                         |              |

<table>
<thead>
<tr>
<th>Account Specific Weighted Average Rate (WAR)</th>
<th>2015</th>
<th>2014</th>
<th>% Inc (Dec)</th>
<th>Final Submission</th>
<th>Y</th>
</tr>
</thead>
</table>

| Weighted Average Rate - Room Pool 1 | 359  | 359  |             |                  |   |
| Rate Notes:                         |      |      |             |                  |   |
| Are Taxes Included                  |      |      |             |                  |   |
| Is Breakfast Included               |      |      |             |                  |   |

| Weighted Ave. Rate - Room pool 1 | 304  | 304  |             |                  |   |
| Rate Notes:                       |      |      |             |                  |   |
| Are Taxes Included                 |      |      |             |                  |   |
| Is Breakfast Included              |      |      |             |                  |   |
## Hotel Name
(SJCCA) Courtyard San Jose Airport
1727 Technology Drive
San Jose, CA USA

## Account
Mid-Market

## Account Specific Weighted Average Rate (WAR)

<table>
<thead>
<tr>
<th>Year</th>
<th>WAR</th>
</tr>
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<tbody>
<tr>
<td>2015</td>
<td>419</td>
</tr>
<tr>
<td>2014</td>
<td>419</td>
</tr>
</tbody>
</table>

## Account Specific Weighted Average Rate (WAR)

<table>
<thead>
<tr>
<th>Month Range</th>
<th>Single</th>
<th>Double</th>
</tr>
</thead>
<tbody>
<tr>
<td>01/01/15 - 12/31/15</td>
<td>419.00</td>
<td>419.00</td>
</tr>
<tr>
<td>01/01/15 - 12/31/15</td>
<td>419.00</td>
<td>419.00</td>
</tr>
</tbody>
</table>

## Rate Notes:
- Are Taxes Included
- Is Breakfast Included

## Blackout Dates
- Total Blackout Days: 0
- Waive Blackout Dates:

## Eligibility:
- Subsidiary
- Personal Use
- Contractors
- Parking
- Off-Site Health Club

## Amenities:
- Trans. Airport
- Trans. Office
- Full American Break.
- 800 Call Access
- On-Site Health Club
- Wired High Speed Internet in Guest Room

## Average Cost of Breakfast:
- Cancellation: 18:00
- On-Site Parking: 0
- Total Tax: 14
- Service/Resort Fee: 0

## Rebid Round 1:

---

Marriott International Proprietary and Confidential

10/29/2014 9:11:22 AM
<table>
<thead>
<tr>
<th>Hotel Name</th>
<th>Hotel Contact</th>
<th>Account</th>
<th>Account</th>
</tr>
</thead>
<tbody>
<tr>
<td>(SJCSJ) Marriott San Jose</td>
<td>Julie Macchi</td>
<td>Mid-Market</td>
<td>MIT (Massachusetts Institute of Technology)</td>
</tr>
<tr>
<td>301 South Market Street</td>
<td>Sales Admin</td>
<td>Fax 001-408-</td>
<td>Email:<a href="mailto:julie.macchi@marriott.com">julie.macchi@marriott.com</a></td>
</tr>
<tr>
<td>San Jose, CA USA</td>
<td>Phone: 001-408-970-6105</td>
<td>-</td>
<td></td>
</tr>
</tbody>
</table>

**Account Specific Weighted Average Rate (WAR)**

<table>
<thead>
<tr>
<th>Year</th>
<th>Rate</th>
<th>% Inc (Dec)</th>
<th>Final Submission</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>369</td>
<td>369</td>
<td></td>
</tr>
<tr>
<td>2014</td>
<td>2015</td>
<td>329</td>
<td>Y</td>
</tr>
</tbody>
</table>

**Weighted Average Rate - Room Pool 1**

<table>
<thead>
<tr>
<th>Rate Notes:</th>
<th>Are Taxes Included</th>
<th>Is Breakfast Included</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Blackout Dates:</th>
<th>Total Blackout Days: 0</th>
</tr>
</thead>
<tbody>
<tr>
<td>Options:</td>
<td>Waive Blackout Dates</td>
</tr>
<tr>
<td>Eligibility:</td>
<td>Subsidiary</td>
</tr>
<tr>
<td>Complimentary:</td>
<td>Retirees</td>
</tr>
<tr>
<td>Amenities:</td>
<td>Personal Use</td>
</tr>
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<td></td>
<td>Contractors</td>
</tr>
<tr>
<td></td>
<td>Parking</td>
</tr>
<tr>
<td></td>
<td>Off-Site Health Club</td>
</tr>
<tr>
<td></td>
<td>Wired High Speed Internet in Guest Room</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Avg Cost of Breakfast: 22</th>
<th>Cancellation: 24HRS</th>
</tr>
</thead>
<tbody>
<tr>
<td>HSIA Wired Fee: 7.95</td>
<td>On-Site Parking:</td>
</tr>
<tr>
<td>HSIA Wireless Fee: 7.95</td>
<td>Total Tax: 14.27 P</td>
</tr>
<tr>
<td></td>
<td>Service/Resort Fee: 0 N</td>
</tr>
</tbody>
</table>

Rebid Due Date:

Rebid Round 1:
<table>
<thead>
<tr>
<th>Rate Product: Volume Producer</th>
<th>LRA RP1: Yes</th>
<th>COM: No LRA RP2: Yes</th>
<th>Currency: USD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Presented</td>
<td>Yes</td>
<td>NLRA LRA</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>2015</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>RT</td>
<td>Season</td>
<td>LOS</td>
</tr>
<tr>
<td>1</td>
<td>01/01/15 - 03/31/15</td>
<td>1 - 365</td>
</tr>
<tr>
<td>2</td>
<td>01/01/15 - 03/31/15</td>
<td>1 - 365</td>
</tr>
<tr>
<td>1</td>
<td>01/01/15 - 03/31/15</td>
<td>1 - 365</td>
</tr>
<tr>
<td>2</td>
<td>01/01/15 - 03/31/15</td>
<td>1 - 365</td>
</tr>
<tr>
<td>3</td>
<td>01/01/15 - 03/31/15</td>
<td>1 - 365</td>
</tr>
</tbody>
</table>

Weighted Average Rate - Room Pool 1: 135
Rate Notes:
- Are Taxes Included
- Is Breakfast Included

Blackout Dates: 4/12/2015-4/16/2015
Total Blackout Days: 5
Options: □ Waive Blackout Dates

Eligibility: □ Subsidiary □ Retirees □ Personal Use □ Contractors
Local Calls □ Wireless Internet in Guest Room □ Wired High Speed Internet in Guest Room

Avg Cost of Breakfast: Cancellation: 18:00
HSIA Wired Fee: On-Site Parking: 0
HSIA Wireless Fee: Total Tax: 9.63 P
Service/Resort Fee: 0 N
<table>
<thead>
<tr>
<th>Account Specific Weighted Average Rate (WAR)</th>
<th>2015</th>
<th>125.27</th>
<th>2014</th>
<th>112.85</th>
<th>% Inc (Dec)</th>
<th>11.01</th>
<th>Final Submission</th>
<th>N</th>
</tr>
</thead>
</table>

Rebid Due Date:

Rebid Round 1:
## Marriott International Proprietary and Confidential

### Hotel Name
(COSMC) Marriott Colorado Springs

5580 Tech Center Drive
Colorado Springs, CO USA

### Hotel Contact
CONNIE MILLER
BTS Manager
Phone: 001-719-260-1800

### Account
Mid-Market

### Account
MIT (Massachusetts Institute of Technology)

### Account Specific Weighted Average Rate (WAR)

<table>
<thead>
<tr>
<th>Year</th>
<th>Rate</th>
<th>% Inc (Dec)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>111.25</td>
<td>2.30</td>
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<tr>
<td>2014</td>
<td>108.75</td>
<td></td>
</tr>
</tbody>
</table>

### Account Specific Weighted Average Rate (WAR) - Final Submission

- **Account Specific Weighted Average Rate (WAR):**
  - **2015:** 111.25
  - **2014:** 108.75
  - **% Inc (Dec):** 2.30

### Rate Product - Volume Producer

<table>
<thead>
<tr>
<th>RT</th>
<th>Season</th>
<th>LOS</th>
<th>01/01/15 - 12/31/15</th>
<th>01/01/14 - 12/31/14</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td>Fixed Rate</td>
<td>LRA Rate</td>
</tr>
<tr>
<td>1</td>
<td>1</td>
<td>1</td>
<td>01/01/15 - 12/31/15</td>
<td>179.00</td>
</tr>
</tbody>
</table>

**Rate Notes:**
Per diem rates offered are the same as previous years, the $89 per diem will be available during non-peak seasons (Oct-Mar), higher per diem will be available.

### Are Taxes Included
- [ ] Yes
- [ ] No

### Is Breakfast Included
- [ ] Yes
- [ ] No

---

### Rebid Due Date:

- **Rebid Round 1:**

---

### Blackout Dates:


### Total Blackout Days:

- 9

### Options:

- Waive Blackout Dates

### Eligibility:

- Subsidiary: [x]
- Retirees: [ ]
- Personal Use: [x]
- Contractors: [x]
- Trans. Airport: [x]
- Trans. Office: [ ]
- Full American Break.: [ ]
- Parking: [x]
- Off-Site Health Club: [ ]
- Contin. Break.: [ ]
- Buffet Break.: [x]
- 800 Call Access: [x]
- On-Site Health Club: [ ]
- Wired High Speed Internet in Guest Room: [ ]
- Local Calls: [ ]
- Wireless Internet in Guest Room: [x]

### Amenities:

- Avg Cost of Breakfast: 14.5
- HSIA Wired Fee: 0
- HSIA Wireless Fee: 0
- Cancellation: 24HRS
- On-Site Parking: 0
- Total Tax: 9.63 P
- Service/Resort Fee: 0 N
<table>
<thead>
<tr>
<th>Rate Product:</th>
<th>Volume Producer</th>
<th>COM: No LRA RP1: Yes</th>
<th>LRA Account Rate</th>
<th>NLRA Account Rate</th>
<th>Currency: USD</th>
<th>Discount</th>
<th>Discount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Presented</td>
<td>Pending</td>
<td>LRA RP1: Yes</td>
<td>LRA Discount</td>
<td>NLRA Discount</td>
<td>Accepted</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
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<tr>
<td>RT</td>
<td>Season</td>
<td>LOS</td>
<td>Fixed Rate</td>
<td>Account Rate</td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>1</td>
<td>01/01/15 - 03/06/15</td>
<td>259.00 259.00</td>
<td>204.00 204.00</td>
<td>204.00</td>
<td>204.00</td>
<td>204.00</td>
</tr>
<tr>
<td>1</td>
<td>2</td>
<td>03/07/15 - 10/31/15</td>
<td>329.00 329.00</td>
<td>204.00 204.00</td>
<td>204.00</td>
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<td>204.00</td>
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<tr>
<td>1</td>
<td>3</td>
<td>11/01/15 - 12/31/15</td>
<td>269.00 269.00</td>
<td>204.00 204.00</td>
<td>204.00</td>
<td>204.00</td>
<td>204.00</td>
</tr>
<tr>
<td>2</td>
<td>1</td>
<td>01/01/15 - 03/06/15</td>
<td>259.00 259.00</td>
<td>204.00 204.00</td>
<td>204.00</td>
<td>204.00</td>
<td>204.00</td>
</tr>
<tr>
<td>2</td>
<td>2</td>
<td>03/07/15 - 10/31/15</td>
<td>329.00 329.00</td>
<td>204.00 204.00</td>
<td>204.00</td>
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<tr>
<td>2</td>
<td>3</td>
<td>11/01/15 - 12/31/15</td>
<td>269.00 269.00</td>
<td>204.00 204.00</td>
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Weighted Average Rate - Room Pool 1:
<table>
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<th>LOS</th>
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<th>Double</th>
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<tr>
<td>306</td>
<td>306</td>
<td>204</td>
<td>204</td>
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</tbody>
</table>

Rate Notes:
- Are Taxes Included
- Is Breakfast Included


Total Blackout Days: 11

Options: □ Waive Blackout Dates


Avg Cost of Breakfast: Cancellation: 24HRS

HSIA Wired Fee: 0 Total Tax: 14.75 P

Service/Resort Fee: 0 N
<table>
<thead>
<tr>
<th>Hotel Name</th>
<th>Hotel Contact</th>
<th>Account</th>
<th>Account</th>
</tr>
</thead>
<tbody>
<tr>
<td>(DENCD) Courtyard Denver Downtown</td>
<td>Kyra Fox</td>
<td>Mid-Market</td>
<td>MIT (Massachusetts Institute of Technology)</td>
</tr>
<tr>
<td>934 16th Street</td>
<td>Area Dir of Sales</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Denver, CO USA</td>
<td>Phone: 001-303-260-4770</td>
<td>Fax 001-303-</td>
<td>Email: <a href="mailto:kyra.fox@denvercy.com">kyra.fox@denvercy.com</a></td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Account Specific Weighted Average Rate (WAR)</th>
<th>2015</th>
<th>204</th>
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</thead>
<tbody>
<tr>
<td>2014</td>
<td>284.53</td>
<td>% Inc (Dec) -28.30</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Final Submission N</td>
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Rebid Due Date:

Rebid Round 1:
<table>
<thead>
<tr>
<th>Rate Product:</th>
<th>LRA RP1:</th>
<th>LRA RP2:</th>
<th>LRA RP3:</th>
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<tbody>
<tr>
<td>Fixed</td>
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<td>No</td>
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<tr>
<td>Currency:</td>
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</tr>
</tbody>
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### Account Specific Weighted Average Rate (WAR)

<table>
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<th>Year</th>
<th>WAR 2015</th>
<th>WAR 2014</th>
<th>% Inc (Dec)</th>
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<tr>
<td>2015</td>
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<td></td>
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<tr>
<td>RT</td>
<td>Season</td>
<td>LOS</td>
<td>Fixed Rate</td>
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<tr>
<td>----</td>
<td>-------</td>
<td>-----</td>
<td>------------</td>
</tr>
<tr>
<td>1</td>
<td>1/01/15 - 03/06/15</td>
<td>1 - 365</td>
<td>289.00</td>
</tr>
<tr>
<td>2</td>
<td>03/07/15 - 11/07/15</td>
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<tr>
<td>3</td>
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<td>279.00</td>
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Weighted Average Rate - Room Pool 1

<table>
<thead>
<tr>
<th>Rate Notes:</th>
<th>Are Taxes Included</th>
<th>Is Breakfast Included</th>
</tr>
</thead>
</table>


Total Blackout Days: 9

Options: Waive Blackout Dates

Eligibility: Subsidiary [x] Retirees [x] Personal Use [x] Contractors


Avg Cost of Breakfast: 14.99

Cancellation: 24HRS

HSIA Wired Fee: 4.95

On-Site Parking:

HSIA Wireless Fee: 4.95

Total Tax: 14.75 P

Service/Resort Fee: 0 N

Rebid Due Date:

Rebid Round 1:
**Account Specific Weighted Average Rate (WAR) 2015 254.84**

<table>
<thead>
<tr>
<th>Rate Product:</th>
<th>Volume Producer</th>
<th>LRA RP1:</th>
<th>COM: No LRA RP2:</th>
<th>Currency: USD</th>
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<tbody>
<tr>
<td>Presented</td>
<td>Pending</td>
<td>LRA</td>
<td>NLRA</td>
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<td><strong>2015</strong></td>
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</tr>
<tr>
<td>RT</td>
<td>Season</td>
<td>LOS</td>
<td>Fixed Rate</td>
<td>Account Rate</td>
</tr>
<tr>
<td>1</td>
<td>01/01/15 - 02/28/15</td>
<td>1 - 365</td>
<td>399.00</td>
<td>399.00</td>
</tr>
<tr>
<td>2</td>
<td>03/01/15 - 06/30/15</td>
<td>1 - 365</td>
<td>429.00</td>
<td>429.00</td>
</tr>
<tr>
<td>3</td>
<td>07/01/15 - 09/05/15</td>
<td>1 - 365</td>
<td>399.00</td>
<td>399.00</td>
</tr>
<tr>
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<td>09/06/15 - 12/31/15</td>
<td>1 - 365</td>
<td>429.00</td>
<td>429.00</td>
</tr>
</tbody>
</table>

Weighted Average Rate - Room Pool 1

| Rate Notes: | NA. They do not have offices in DC |

- **Are Taxes Included**
- **Is Breakfast Included**

**Rate Notes:**

- **Are Taxes Included**
- **Is Breakfast Included**

**Weighted Ave. Rate - Room pool 1**

<table>
<thead>
<tr>
<th>RT</th>
<th>Season</th>
<th>LOS</th>
<th>Fixed Rate</th>
<th>Account Rate</th>
<th>Discount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>01/01/14 - 02/28/14</td>
<td>1 - 365</td>
<td>399.00</td>
<td>399.00</td>
<td>289.00</td>
</tr>
<tr>
<td>2</td>
<td>03/01/14 - 06/30/14</td>
<td>1 - 365</td>
<td>439.00</td>
<td>439.00</td>
<td>309.00</td>
</tr>
<tr>
<td>3</td>
<td>07/01/14 - 08/31/14</td>
<td>1 - 365</td>
<td>289.00</td>
<td>289.00</td>
<td>269.00</td>
</tr>
<tr>
<td>1</td>
<td>09/01/14 - 12/31/14</td>
<td>1 - 365</td>
<td>289.00</td>
<td>289.00</td>
<td>269.00</td>
</tr>
</tbody>
</table>

**Weighted Ave. Rate - Room pool 1**

<table>
<thead>
<tr>
<th>RT</th>
<th>Season</th>
<th>LOS</th>
<th>Fixed Rate</th>
<th>Account Rate</th>
<th>Discount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>01/01/15 - 02/28/15</td>
<td>1 - 365</td>
<td>399.00</td>
<td>399.00</td>
<td>289.00</td>
</tr>
<tr>
<td>2</td>
<td>03/01/15 - 06/30/15</td>
<td>1 - 365</td>
<td>439.00</td>
<td>439.00</td>
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<tr>
<td>3</td>
<td>07/01/15 - 09/05/15</td>
<td>1 - 365</td>
<td>289.00</td>
<td>289.00</td>
<td>269.00</td>
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<tr>
<td>1</td>
<td>09/06/15 - 12/31/15</td>
<td>1 - 365</td>
<td>289.00</td>
<td>289.00</td>
<td>269.00</td>
</tr>
</tbody>
</table>


**Total Blackout Days:** 5

**Options:** [ ] Waive Blackout Dates

**Eligibility:** [x] Subsidiary

**Complimentary Amenities:** [ ] Trans. Airport
[ ] Trans. Office
[ ] Full American Break.
[ ] Buffet Break.
[ ] 800 Call Access
[ ] Local Calls
[ ] Wireless Internet in Guest Room

**Avg Cost of Breakfast:**

- Cancellation: 18:00
- On-Site Parking: 0
- Total Tax: 14.5 P
- Service/Resort Fee: 0 N

Marriott International Proprietary and Confidential
<table>
<thead>
<tr>
<th>Hotel Name</th>
<th>Hotel Contact</th>
<th>Account</th>
<th>Account Specific Weighted Average Rate (WAR)</th>
<th>% Inc (Dec)</th>
<th>Final Submission</th>
</tr>
</thead>
<tbody>
<tr>
<td>(WASEM) Courtyard Washington Embassy Row</td>
<td>Heidi Calhoun, Director of Sales and Marketing</td>
<td>Mid-Market</td>
<td>2015 254.84</td>
<td>2014 292.29</td>
<td>-12.81</td>
</tr>
<tr>
<td>1600 Rhode Island Avenue, NW Washington, DC USA</td>
<td>Phone: 001-202-448-8009</td>
<td>MIT (Massachusetts Institute of Technology)</td>
<td>Fax 001-202-</td>
<td>Email: <a href="mailto:hcalhoun@TBChotels.com">hcalhoun@TBChotels.com</a></td>
<td></td>
</tr>
</tbody>
</table>

Rebid Due Date:

Rebid Round 1:
### Hotel Name
(WASNW) Courtyard Washington, DC/Dupont Circle
1900 Connecticut Avenue NW
Washington, DC USA

### Hotel Contact
Norma Rodriguez
Director of Sales
Phone: 001-202-4481583
Fax 001-202-

### Account
Mid-Market
MIT (Massachusetts Institute of Technology)
Email: Norma.Rodriguez@crestlinehotels.com

---

**Rate Product: Fixed Rate**

<table>
<thead>
<tr>
<th>Room Pool 1</th>
<th>LRA RP1:</th>
<th>LRA RP2:</th>
<th>LRA RP3:</th>
</tr>
</thead>
<tbody>
<tr>
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<td>Yes</td>
<td></td>
</tr>
<tr>
<td>Pending</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2015</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>RT</td>
<td>Season</td>
<td>LOS</td>
<td>Fixed Rate</td>
</tr>
<tr>
<td>1</td>
<td>01/01/15 - 02/28/15</td>
<td>1 - 365</td>
<td>239.00</td>
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<td>06/28/15 - 09/05/15</td>
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<td>4</td>
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<td>329.00</td>
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<tr>
<td>4</td>
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<td>329.00</td>
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</table>

**Weighted Average Rate - Room Pool 1**

<table>
<thead>
<tr>
<th>Legal Room Category</th>
<th>Single</th>
<th>Double</th>
<th>Single</th>
<th>Double</th>
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<tr>
<td>1</td>
<td>289</td>
<td>252</td>
<td>252</td>
<td>13%</td>
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</tbody>
</table>

**Rate Notes:** Hotel guestrooms are newly renovated as of Feb 2014. Comp wifi access, 4 blocks from Dupont Circle metro station and within walking distance to an area.

- Are Taxes Included: X
- Is Breakfast Included: X

### Blackout Dates:

Total Blackout Days: 15

**Options:** Waive Blackout Dates

- Eligibility: Subsidiary: X
- Retirees: X
- Personal Use: X
- Contractors: X
- Parking: X
- Off-Site Health Club: X
- Trans. Airport: X
- Trans. Office: X
- Full American Break.: X
- On-Site Health Club: X
- Contin. Break.: X
- Buffet Break.: X
- Wired High Speed Internet in Guest Room: X
- Local Calls: X
- 800 Call Access: X
- Wireless Internet in Guest Room: X

**Avg Cost of Breakfast:**

Cancellation: 24HRS

**HSIA Wired Fee:**
On-Site Parking:

**HSIA Wireless Fee:** 0

**Total Tax:** 14.5 P

**Service/Resort Fee:** 0 N
Hotel Name
(WASNW) Courtyard Washington, DC/Dupont Circle
1900 Connecticut Avenue NW
Washington, DC USA

Hotel Contact
Norma Rodriguez
Director of Sales
Phone: 001-202-4481583
Fax 001-202-

Account
Mid-Market

Account
MIT (Massachusetts Institute of Technology)
Email:Norma.Rodriguez@crestlinehotels.com

Account Specific Weighted Average Rate (WAR) 2015: 252.59 2014: 243.66 % Inc (Dec) 3.66

Final Submission N

Rebid Due Date:
Rebid Round 1:
## Hotel Name
(WASUS) Courtyard Washington, DC/U.S. Capitol
1325 2nd Street NE
Washington, DC USA

## Hotel Contact
Maricel Nachor
Sales Administrative Assistant
Phone: 001-202-828-8219
Fax 001-202-

## Account
Mid-Market
MIT (Massachusetts Institute of Technology)
Email: maricel.nachor@marriott.com

---

### Account Specific Weighted Average Rate (WAR) 2015

<table>
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<th>WAR</th>
<th>% Inc (Dec)</th>
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<tr>
<td>2014</td>
<td>235.71</td>
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### Rate Notes:
- Are Taxes Included
- Is Breakfast Included

---

<table>
<thead>
<tr>
<th>Rate Product</th>
<th>Volume Producer</th>
<th>COM</th>
<th>No</th>
<th>Currency:</th>
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<td>Account Rate</td>
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<td>Single</td>
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<td>399.00</td>
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### Weighted Ave. Rate - Room pool 1

<table>
<thead>
<tr>
<th>Room pool 1</th>
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</thead>
<tbody>
<tr>
<td>Rate Notes:</td>
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<td>235</td>
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<tr>
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### Blackout Dates:
- Total Blackout Days: 0

### Options:
- Waive Blackout Dates
- Eligibility:
  - Subsidiary
  - Retirees
  - Personal Use
- Contractors
- Parking
- Off-Site Health Club
- Amenities:
  - Trans. Airport
  - Trans. Office
  - Full American Break.
  - Buffet Break.
  - Parking
  - On-Site Health Club
  - Wired High Speed Internet in Guest Room
- Local Calls
- Wireless Internet in Guest Room

### Avg Cost of Breakfast:
- Cancellation: 18:00

### HSIA Wired Fee:
- On-Site Parking: N

### HSIA Wireless Fee:
- Total Tax: 14.5 P

---

Marriott International Proprietary and Confidential 10/29/2014 9:11:28 AM
<table>
<thead>
<tr>
<th>Hotel Name</th>
<th>Hotel Contact</th>
<th>Account</th>
<th>Account</th>
</tr>
</thead>
<tbody>
<tr>
<td>(WASUS) Courtyard Washington, DC/U.S. Capitol</td>
<td>Maricel Nachor</td>
<td>Mid-Market</td>
<td>MIT (Massachusetts Institute of Technology)</td>
</tr>
<tr>
<td>1325 2nd Street NE</td>
<td>Sales Administrative Assistant</td>
<td>Fax 001-202-</td>
<td>Email:<a href="mailto:maricel.nachor@marriott.com">maricel.nachor@marriott.com</a></td>
</tr>
<tr>
<td>Washington, DC USA</td>
<td>Phone: 001-202-828-8219</td>
<td></td>
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<table>
<thead>
<tr>
<th>Account Specific Weighted Average Rate (WAR)</th>
<th>2015</th>
<th>2014</th>
<th>% Inc (Dec)</th>
<th>Final Submission</th>
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<tbody>
<tr>
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<td>Rebid Round 1:</td>
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<td></td>
</tr>
<tr>
<td>Weighted Average Rate - Room Pool 1</td>
<td>Weighted Ave. Rate - Room pool 1</td>
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<tr>
<td>Rate Notes:</td>
<td>Rate Notes:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>![Check Box] Are Taxes Included</td>
<td>![Check Box] Are Taxes Included</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>![Check Box] Is Breakfast Included</td>
<td>![Check Box] Is Breakfast Included</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Blackout Dates:
Total Blackout Days: 0
- Options: [ ] Waive Blackout Dates

Eligibility: [ ] Subsidiary
- [ ] Retirees
- [ ] Personal Use
- [ ] Contractors

Complimentary Amenities:
- [ ] Trans. Airport
- [ ] Trans. Office
- [ ] Full American Break.
- [ ] Buffet Break.
- [ ] 800 Call Access
- [ ] Contin. Break.
- [ ] Local Calls
- [ ] Wireless Internet in Guest Room

Av Cost of Breakfast: 24.95
- Cancellation: 24HRS

HSIA Wired Fee: 12.95
- On-Site Parking:

HSIA Wireless Fee: 12.95
- Total Tax: 14.5 P
- Service/Resort Fee: 0 N

Rebid Due Date:
Rebid Round 1:
<table>
<thead>
<tr>
<th>Hotel Name</th>
<th>Hotel Contact</th>
<th>Account</th>
<th>Account</th>
</tr>
</thead>
<tbody>
<tr>
<td>(WASMC) Marriott Washington at Metro Center</td>
<td>Maricel Nachor Sales Administrative Assistant</td>
<td>Mid-Market</td>
<td>MIT (Massachusetts Institute of Technology)</td>
</tr>
<tr>
<td>775 12th Street NW Washington, DC USA</td>
<td>Phone: 001-202-828-8219</td>
<td>Fax 001-202-</td>
<td>Email: <a href="mailto:maricel.nachor@marriott.com">maricel.nachor@marriott.com</a></td>
</tr>
</tbody>
</table>

**Account Specific Weighted Average Rate (WAR)**

<table>
<thead>
<tr>
<th>Year</th>
<th>Weighted Average Rate - Room Pool 1</th>
<th>% Inc (Dec)</th>
<th>Final Submission</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>481</td>
<td>481</td>
<td>Y</td>
</tr>
</tbody>
</table>

**Rate Notes:**

- [ ] Are Taxes Included
- [ ] Is Breakfast Included

**Blackout Dates:**

- Total Blackout Days: 0

- Options: [ ] Waive Blackout Dates

**Eligibility:**

- [ ] Subsidiary

**Complimentary Amenities:**

- [ ] Trans. Airport
- [ ] Trans. Office
- [ ] Contin. Break.
- [ ] Buffet Break.
- [ ] Full American Break.
- [ ] 800 Call Access
- [ ] Local Calls
- [ ] Wireless Internet in Guest Room

**Avg Cost of Breakfast:** 16.95

**HSIA Wired Fee:** 12.95

**HSIA Wireless Fee:** 12.95

- [ ] Are Taxes Included
- [ ] Is Breakfast Included

**Cancellation:** 18:00

**On-Site Parking:**

**Total Tax:** 14.5 P

**Service/Resort Fee:** 0 N

**Rebid Due Date:**

**Rebid Round 1:**
Hotel Name
(MIADT) Courtyard Miami Downtown/Brickell Area
200 SE Second Avenue
Miami, FL USA

Account Specific Weighted Average Rate (WAR) 2015 167.14 2014 167.14 % Inc (Dec) 0.00 Final Submission N

Rate Product: Volume Producer
Presented Pending
LRA RP1: Yes
LRA RP2: Yes
LRA RP3:

Currency: USD

<table>
<thead>
<tr>
<th>Rate Product</th>
<th>Volume Producer</th>
<th>LRA RP1: Presented</th>
<th>LRA RP1: Accepted</th>
<th>LRA RP2: Presented</th>
<th>LRA RP2: Accepted</th>
<th>LRA RP3: Presented</th>
<th>LRA RP3: Accepted</th>
</tr>
</thead>
<tbody>
<tr>
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<tr>
<td>RT Season</td>
<td>LOS</td>
<td>Fixed Rate</td>
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<td>Fixed Rate</td>
<td>Account Rate</td>
<td>Discount</td>
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<td>1</td>
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<td>209.00</td>
<td>209.00</td>
<td>19%</td>
</tr>
<tr>
<td>2</td>
<td>1 - 04/15/15 - 05/31/15</td>
<td>1 - 365</td>
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<td>199.00</td>
<td>169.00</td>
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<td>1 - 365</td>
<td>209.00</td>
<td>209.00</td>
<td>169.00</td>
<td>169.00</td>
<td>19%</td>
</tr>
<tr>
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<td>209.00</td>
<td>169.00</td>
<td>169.00</td>
<td>19%</td>
</tr>
</tbody>
</table>

Weighted Average Rate - Room Pool 1
196 196 167 167 15% 157 157 20%

Rate Notes:
☐ Are Taxes Included
☒ Is Breakfast Included

Total Blackout Days: 7

Options:
☐ Waive Blackout Dates

Eligibility: ☒ Subsidiary ☐ Retirees ☒ Personal Use
☐ Contractors

☒ Parking
☒ Off-Site Health Club
☒ Wired High Speed Internet in Guest Room

Avg Cost of Breakfast: Cancellation: 24HRS
HSIA Wired Fee: On-Site Parking: 18
HSIA Wireless Fee: Total Tax: 13 P
Service/Resort Fee: 0 N

Marriott International Proprietary and Confidential
<table>
<thead>
<tr>
<th>Hotel Name</th>
<th>Hotel Contact</th>
<th>Account</th>
<th>Account</th>
</tr>
</thead>
<tbody>
<tr>
<td>(MIADT) Courtyard Miami Downtown/Brickell Area</td>
<td>Peggy Jimenez</td>
<td>Mid-Market</td>
<td>MIT (Massachusetts Institute of Technology)</td>
</tr>
<tr>
<td>200 SE Second Avenue</td>
<td>Director of Sales &amp; Marketing</td>
<td>Fax 1-305-</td>
<td>Email: <a href="mailto:peggy.jimenez@dimdev.com">peggy.jimenez@dimdev.com</a></td>
</tr>
<tr>
<td>Miami, FL USA</td>
<td>Phone: 1-305-9299923</td>
<td>-</td>
<td>-</td>
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<table>
<thead>
<tr>
<th>Account Specific Weighted Average Rate (WAR)</th>
<th>2015</th>
<th>167.14</th>
</tr>
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<tbody>
<tr>
<td></td>
<td>2014</td>
<td>167.14</td>
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<tr>
<td>% Inc (Dec)</td>
<td>0.00</td>
<td></td>
</tr>
<tr>
<td>Final Submission</td>
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<td></td>
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Rebid Due Date:

Rebid Round 1:
<table>
<thead>
<tr>
<th>Rate Product: Fixed Rate Product</th>
<th>Volume Producer</th>
<th>COM: No LRA</th>
<th>LRA RP1: Accepted</th>
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<td>01/01/15 -</td>
<td>04/19/15</td>
<td>1</td>
<td>365</td>
<td>199.00</td>
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<tr>
<td>1</td>
<td>2</td>
<td>04/20/15 -</td>
<td>10/03/15</td>
<td>1</td>
<td>365</td>
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<tr>
<td>1</td>
<td>3</td>
<td>10/04/15 -</td>
<td>12/31/15</td>
<td>1</td>
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<td>04/19/15</td>
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<td>365</td>
<td>199.00</td>
</tr>
<tr>
<td>2</td>
<td>2</td>
<td>04/20/15 -</td>
<td>10/03/15</td>
<td>1</td>
<td>365</td>
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<td>10/04/15 -</td>
<td>12/31/15</td>
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<td>365</td>
<td>169.00</td>
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</table>

Weighted Average Rate - Room Pool 1

<table>
<thead>
<tr>
<th>Rate Notes:</th>
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</thead>
<tbody>
<tr>
<td><strong>Are Taxes Included</strong></td>
</tr>
<tr>
<td><strong>Is Breakfast Included</strong></td>
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<table>
<thead>
<tr>
<th>Rate Product: Fixed Rate Product</th>
<th>Volume Producer</th>
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<th>LRA RP2: Yes</th>
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<tbody>
<tr>
<td><strong>Presented</strong></td>
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<td></td>
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<td>Double</td>
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<td>Double</td>
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<td>1</td>
<td>3</td>
<td>10/05/14 -</td>
<td>12/31/14</td>
<td>1</td>
<td>365</td>
<td>169.00</td>
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<tr>
<td>2</td>
<td>1</td>
<td>01/01/14 -</td>
<td>04/26/14</td>
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<td>365</td>
<td>209.00</td>
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<tr>
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<td>2</td>
<td>04/27/14 -</td>
<td>10/04/14</td>
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<td>365</td>
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<td>10/05/14 -</td>
<td>12/31/14</td>
<td>1</td>
<td>365</td>
<td>169.00</td>
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Weighted Average Rate - Room Pool 1

<table>
<thead>
<tr>
<th>Rate Notes:</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Are Taxes Included</strong></td>
</tr>
<tr>
<td><strong>Is Breakfast Included</strong></td>
</tr>
</tbody>
</table>

Blackout Dates:
Total Blackout Days: 0

Options:  
- Waive Blackout Dates

Eligibility:
- Subsidiary
- Retirees
- Personal Use
- Contractors
- Trans. Airport
- Trans. Office
- Full American Break.
- Parking
- On-Site Health Club
- Off-Site Health Club
- Contin. Break.
- Buffet Break.
- 800 Call Access
- Wired High Speed Internet in Guest Room

Complimentary Amenities:
- Local Calls
- Wireless Internet in Guest Room

Avg Cost of Breakfast: 0
 HSIA Wired Fee: 0
 HSIA Wireless Fee: 0

Cancellation: 24HRS
On-Site Parking: 0
Total Tax: 12.5 P
Service/Resort Fee: 0 N

Marriott International Proprietary and Confidential
<table>
<thead>
<tr>
<th>Hotel Name</th>
<th>Hotel Contact</th>
<th>Account</th>
<th>Account</th>
</tr>
</thead>
<tbody>
<tr>
<td>(MCOCH) Courtyard Orlando Airport</td>
<td>Erin Stock</td>
<td>Mid-Market</td>
<td>MIT (Massachusetts Institute of Technology)</td>
</tr>
<tr>
<td>7155 North Frontage Road</td>
<td>Area Sales Admin</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Orlando, FL USA</td>
<td>Phone: 001-407-240-7200</td>
<td>Fax 001-407-</td>
<td>Email:<a href="mailto:erin.stock@marriott.com">erin.stock@marriott.com</a></td>
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<table>
<thead>
<tr>
<th></th>
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<th>2014</th>
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</thead>
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<tr>
<td>Account Specific Weighted Average Rate (WAR)</td>
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Rebid Due Date:

Rebid Round 1:
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<th>Volume Producer</th>
<th>LRA RP1:</th>
<th>LRA RP2:</th>
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<tbody>
<tr>
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<th>Are Taxes Included</th>
<th>Is Breakfast Included</th>
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<th>Rate Product:</th>
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<th>Fixed Rate</th>
<th>Single</th>
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<th>Account Rate</th>
<th>Discount</th>
<th>Single</th>
<th>Double</th>
<th>Discount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>01/01/15 - 12/31/15</td>
<td>1 - 365</td>
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<td>209.00</td>
<td>209.00</td>
<td>209.00</td>
</tr>
</tbody>
</table>

Weighted Average Rate - Room Pool 1

Rate Notes:

Blackout Dates: 12/28/2015-12/31/2015

Total Blackout Days: 4

Options: [ ] Waive Blackout Dates

Eligibility: [x] Subsidiary [x] Retirees [x] Personal Use [x] Contractors


Local Calls [x] Wireless Internet in Guest Room

Avg Cost of Breakfast: Cancellation: 18:00

HSIA Wired Fee: On-Site Parking: 15

HSIA Wireless Fee: Total Tax: 12.5 P

Service/Resort Fee: 0 N

Rebid Due Date:

Rebid Round 1:
### Hotel Name
(MCOAP) Marriott Orlando Airport
7499 Augusta National Drive
Orlando, FL USA

### Hotel Contact
LINDSAY SANTIAGO
Sales Executive
Phone: 001-407-412-4092
Fax 001-407-

### Account
Mid-Market
MIT (Massachusetts Institute of Technology)
Email:Lindsay.Santiago@marriott.com

---

<table>
<thead>
<tr>
<th>Account Specific Weighted Average Rate (WAR)</th>
<th>2015</th>
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<th>2014</th>
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<th>% Inc (Dec)</th>
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**Fixed Rate**

<table>
<thead>
<tr>
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<th>LRA RP1:</th>
<th>LRA RP2:</th>
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</thead>
<tbody>
<tr>
<td>01/01/15 - 03/28/15</td>
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<td>249.00</td>
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<td>03/29/15 - 05/23/15</td>
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<td>09/06/15 - 12/31/15</td>
<td>179.00</td>
<td>179.00</td>
</tr>
</tbody>
</table>

**Weighted Average Rate - Room Pool 1**

|  | 183 | 183 | 183 | 183 | 0% |

---

**Are Taxes Included**

**Is Breakfast Included**

---


Total Blackout Days: 10

---

**Options:**
- Waive Blackout Dates

**Eligibility:**
- Subsidiary
- Retirees
- Personal Use
- Contractors
- Parking
- Off-Site Health Club

**Complimentary Amenities:**
- Trans. Airport
- Trans. Office
- Full American Break.
- On-Site Health Club
- Wireless Internet in Guest Room

**Amenities:**
- Contin. Break.
- Buffet Break.
- 800 Call Access
- Wired High Speed Internet in Guest Room

**Avg Cost of Breakfast:** 18
**Cancellation:** 18:00

**HSIA Wired Fee:** 9.95
**On-Site Parking:** 14

**HSIA Wireless Fee:** 9.95
**Total Tax:** 12.5 P
**Service/Resort Fee:** 0 N

---

Rebid Round 1:
### Account Specific Weighted Average Rate (WAR)

<table>
<thead>
<tr>
<th>Year</th>
<th>Rate</th>
<th>2015</th>
<th>2014</th>
<th>% Inc (Dec)</th>
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### Account Specific Rate Table

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<th>Volume Producer</th>
<th>LRA RP1: Yes</th>
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<th>LRA RP3: No</th>
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#### Presented Rates Table

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<th>Single</th>
<th>Double</th>
<th>Discount</th>
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<tbody>
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<td>199.00</td>
<td>199.00</td>
<td>0%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

| Rate Notes: |
| Are Taxes Included |
| Is Breakfast Included |

### Blackout Dates

- 7/8/2015-7/10/2015
- 9/4/2015-9/5/2015
- 12/4/2015-12/5/2015
- 12/30/2015-12/31/2015

### Total Blackout Days: 9

### Options:
- Waive Blackout Dates

### Eligibility:
- Subsidiary
- Retirees
- Personal Use
- Contractors
- Parking
- Off-Site Health Club

### Complimentary Amenities:
- Trans. Airport
- Trans. Office
- Full American Break.
- Contin. Break.
- Buffet Break.
- On-Site Health Club
- Wired High Speed Internet in Guest Room

### Amenities:
- Local Calls
- Wireless Internet in Guest Room

### Avg Cost of Breakfast: 18:00

### Cancellation: 20

### On-Site Parking: 16 P

### Total Tax: 0 N

---

Marriott International Proprietary and Confidential
## Rate Product: Fixed

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<tr>
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<th>LRA RP1</th>
<th>LRA RP2</th>
<th>LRA RP3</th>
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<tbody>
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<td>Yes</td>
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<td>No</td>
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</tr>
</tbody>
</table>

Weighted Average Rate - Room Pool 1

| Rate Notes: |
| Are Taxes Included
| Is Breakfast Included |

**Rate Notes:**
- Are Taxes Included
- Is Breakfast Included

### Blackout Dates:
- 1/7/2015-1/9/2015
- 1/26/2015-1/28/2015
- 3/16/2015-3/18/2015
- 5/13/2015-5/14/2015
- 7/8/2015-7/9/2015
- 9/4/2015-9/5/2015
- 12/5/2015-12/5/2015
- 12/31/2015-12/31/2015

**Total Blackout Days:** 17

**Options:**
- Waive Blackout Dates

### Eligibility:
- Subsidiary
- Retirees
- Personal Use
- Contractors

### Complimentary Amenities:
- Trans. Airport
- Trans. Office
- Full American Break.
- Buffet Break.
- 800 Call Access
- On-Site Health Club
- Wired High Speed Internet in Guest Room

### Avg Cost of Breakfast:
- 24

### Cancellation:
- 18:00

### HSIA Wired Fee:
- 14.95

### HSIA Wireless Fee:
- 14.95

### Total Tax:
- 16 P

### Service/Resort Fee:
- 0 N

### Rebid Due Date:
- Rebid Round 1:
<table>
<thead>
<tr>
<th>Rate Product</th>
<th>Presented</th>
<th>Pending</th>
<th>LRA RP1: Yes</th>
<th>LRA RP2:</th>
<th>NLRA RP3:</th>
<th>Discount</th>
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<tbody>
<tr>
<td>Volume Producer</td>
<td>LRA</td>
<td>Account Rate</td>
<td>Fixed Rate</td>
<td>Single</td>
<td>Double</td>
<td>Single</td>
</tr>
<tr>
<td>Currency: USD</td>
<td>Discount</td>
<td>Single</td>
<td>Discount</td>
<td>Single</td>
<td>Double</td>
<td>Single</td>
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<tr>
<td>COM: No</td>
<td>Account Rate</td>
<td>2015</td>
<td>2014</td>
<td>% Inc (Dec) 6.45</td>
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<td>LRA</td>
<td>132.00</td>
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<td>37%</td>
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<td>132.00</td>
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<td>Weighted Average Rate - Room Pool 1</td>
<td>132</td>
<td>132</td>
<td>37%</td>
<td></td>
<td></td>
<td></td>
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</tbody>
</table>

Rate Notes: Our hotel has just completed a $15 million total renovation of our entire hotel.

Are Taxes Included: X
Is Breakfast Included: X

Blackout Dates:
Total Blackout Days: 0

Options: Waive Blackout Dates

Eligibility:
- Subsidiary: X
- Trans. Airport: X
- Contin. Break.: X
- Local Calls: X

Complimentary Amenities:
- Trans. Office: X
- Buffet Break.: X
- 800 Call Access: X
- Wireless Internet in Guest Room: X

Avg Cost of Breakfast: 16.95
Cancellation: 18:00
HSIA Wired Fee: 0
HSIA Wireless Fee: 0
Total Tax: 14 P
Service/Resort Fee: 0 N

Rebid Due Date:
Rebid Round 1:
### Hotel Name
(BQKCY) Courtyard Brunswick
580 Millennium Boulevard
Brunswick, GA USA

### Hotel Contact
Mischere Kyles
Director of Sales
Phone: 001-912-265-2644
Fax 001-912-
Email: cy.bqkcy.sales@marriott.com

### Account
Mid-Market
MIT (Massachusetts Institute of Technology)

---

**Account Specific Weighted Average Rate (WAR)**

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
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<table>
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<tr>
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<tr>
<td>LRA RP2: Yes</td>
<td>2</td>
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**Weighted Average Rate - Room Pool 1**

Rate Notes: Rate will include hot breakfast for (1)

- Are Taxes Included: [ ]
- Is Breakfast Included: [x]

---

**Blackout Dates:**
Total Blackout Days: 0

**Options:**
- [ ] Waive Blackout Dates

**Eligibility:**
- [x] Subsidiary
- [x] Retirees
- [x] Personal Use
- [x] Contractors
- [x] Parking
- [x] Off-Site Health Club

**Complimentary Amenities:**
- [ ] Trans. Airport
- [ ] Trans. Office
- [x] Full American Break.
- [x] 800 Call Access
- [x] On-Site Health Club
- [x] Wired High Speed Internet in Guest Room

**Amenities:**
- [x] Buffet Break.
- [x] Wireless Internet in Guest Room
- [x] Local Calls

**Avg Cost of Breakfast:** 7
**Cancellation:** 18:00

**HSIA Wired Fee:**
**On-Site Parking:** 0

**HSIA Wireless Fee:** 0
**Total Tax:** 11 P
**Service/Resort Fee:** 0 N

**Rebid Due Date:**
**Rebid Round 1:**

---

Marriott International Proprietary and Confidential
### Rate Product: Volume Producer

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<thead>
<tr>
<th>LRA RP1:</th>
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<th>LRA RP3:</th>
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<table>
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<td>Single</td>
<td>Double</td>
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<tr>
<td></td>
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<td></td>
<td></td>
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<tr>
<td>2015</td>
<td>01/01/15 - 06/15/15</td>
<td>1 - 365</td>
<td>396.00</td>
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<td>33%</td>
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<tr>
<td>2015</td>
<td>06/16/15 - 08/25/15</td>
<td>1 - 365</td>
<td>460.00</td>
<td>310.00</td>
<td>33%</td>
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<tr>
<td>2015</td>
<td>08/26/15 - 12/31/15</td>
<td>1 - 365</td>
<td>460.00</td>
<td>310.00</td>
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</table>

Weighted Average Rate - Room Pool 1

Are Taxes Included

Is Breakfast Included

---

### Rate Product: Fixed Rate

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<tr>
<th>LRA RP1:</th>
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<td>Single</td>
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<td>2014</td>
<td>06/15/14 - 08/15/14</td>
<td>1 - 365</td>
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<td>0%</td>
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<tr>
<td>2014</td>
<td>08/16/14 - 12/31/14</td>
<td>1 - 365</td>
<td>329.00</td>
<td>329.00</td>
<td>0%</td>
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</table>

Weighted Ave. Rate - Room pool 1

Are Taxes Included

Is Breakfast Included

---

### Blackout Dates:


### Total Blackout Days:

5

### Options:

- Waive Blackout Dates

### Eligibility:

- Subsidiary
- Retirees
- Personal Use
- Contractors
- Trans. Airport
- Trans. Office
- Full American Break.
- Parking
- Off-Site Health Club
- Contin. Break.
- Buffet Break.
- 800 Call Access
- On-Site Health Club
- Wired High Speed Internet in Guest Room

### Amenities:

- Local Calls
- Wireless Internet in Guest Room

### Avg Cost of Breakfast:

27.95

### Cancellation:

72HRS

### HSIA Wired Fee:

14.95

### HSIA Wireless Fee:

14.95

### HSIA Parking Fee:

32

### Total Tax:

13.96 P

### Service/Resort Fee:

30 F

### Rebid Due Date:

Rebid Round 1:
## Hotel Name
(HNLJW) JW Marriott Ihilani Ko Olina Resort & Spa
92-1001 Olani Street
Kapolei - Oahu, HI USA

## Hotel Contact
ELENI HIRASUNA
Director of Revenue Analysis
Phone: 001-808-6793300
Fax 001-808-
Email: eleni.hirasuna@marriotthotels.com

## Account
Mid-Market
MIT (Massachusetts Institute of Technology)

## Account Specific Weighted Average Rate (WAR)

<table>
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<tr>
<th>Year</th>
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<td>370.16</td>
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## Weighted Average Rate - Room Pool 1

| Rate Notes: | 429 | 429 |

## Rate Notes:
- Are Taxes Included
- Is Breakfast Included

## Blackout Dates:
Total Blackout Days: 0

## Options: Waive Blackout Dates

## Eligibility:
- Subsidiary
- Retirees
- Personal Use
- Contractors

## Complimentary Amenities:
- Trans. Airport
- Trans. Office
- Full American Break.
- Contin. Break.
- Buffet Break.
- 800 Call Access
- Local Calls
- Wireless Internet in Guest Room

## Avg Cost of Breakfast:
28.5

## HSIA Wired Fee:
14.95

## HSIA Wireless Fee:
14.95

## Cancellation:
72HRS

## On-Site Parking:
35

## Total Tax:
13.96 P

## Service/Resort Fee:
30 F

## Rebid Round 1:
**Hotel Name**
(CHIMM) Courtyard Chicago Downtown/Magnificent Mile
165 East Ontario Street
Chicago, IL USA

**Hotel Contact**
KIMBERLY CARBAJAL
Senior Sales Manager
Phone: 001-312-660-2402
Fax 001-312-

**Account**
Mid-Market
MIT (Massachusetts Institute of Technology)
Email:kimberly.carbajal@whitelodging.com

---

**Account Specific Weighted Average Rate (WAR)**

<table>
<thead>
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<th>2014</th>
<th>% Inc (Dec)</th>
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**Rate Product:** Fixed Rate
**LRA RP1:** Yes
**LRA RP2:** Yes
**Currency:** USD

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<tbody>
<tr>
<td>1</td>
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<td>249.00</td>
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<td>0%</td>
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<tr>
<td>2</td>
<td>04/10/15 - 11/19/15</td>
<td>1 - 365</td>
<td>319.00</td>
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<tr>
<td>3</td>
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<td>4</td>
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<tr>
<td>5</td>
<td>04/10/15 - 11/19/15</td>
<td>1 - 365</td>
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**Weighted Average Rate - Room Pool 1**

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**Weighted Ave. Rate - Room pool 1**

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<tr>
<td></td>
<td></td>
<td></td>
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</table>

---

**Are Taxes Included**
**Is Breakfast Included**

---

**Blackout Dates:**

---

**Total Blackout Days:** 28

---

**Options:**

- Waive Blackout Dates

**Eligibility:**
- Subsidiary
- Retirees
- Personal Use
- Contractors

**Complimentary Amenities:**
- Trans. Airport
- Trans. Office
- Full American Break.
- Parking
- Off-Site Health Club
- Wired High Speed Internet in Guest Room

- Contin. Break.
- Buffet Break.
- On-Site Health Club
- 800 Call Access
- x Wire High Speed Internet in Guest Room

---

**Avg Cost of Breakfast:**

**Cancellation:**

- 24HRS

**HSIA Wired Fee:**

- On-Site Parking: 49

**HSIA Wireless Fee:**

- Total Tax: 16.4 P

**Service/Resort Fee:**

- 0 N
<table>
<thead>
<tr>
<th>Hotel Name</th>
<th>Hotel Contact</th>
<th>Account</th>
<th>Account</th>
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<tbody>
<tr>
<td>(CHIMM) Courtyard Chicago</td>
<td>KIMBERLY CARBAJAL</td>
<td>Mid-Market</td>
<td>MIT (Massachusetts Institute of Technology)</td>
</tr>
<tr>
<td>Downtown/Magnificent Mile</td>
<td>Senior Sales Manager</td>
<td></td>
<td></td>
</tr>
<tr>
<td>165 East Ontario Street</td>
<td>Phone: 001-312-660-2402</td>
<td>Fax 001-312-</td>
<td>Email:<a href="mailto:kimberly.carbajal@whitelodging.com">kimberly.carbajal@whitelodging.com</a></td>
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<tr>
<td>Chicago, IL USA</td>
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Rebid Due Date:
Rebid Round 1:
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<tbody>
<tr>
<td>(CHIDT) Marriott Chicago Downtown Magnificent Mile</td>
<td>Jackie Gutierrez</td>
<td>Mid-Market</td>
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<td>% Inc (Dec)</td>
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<tr>
<td>540 North Michigan Avenue, (Driveway Entrance on Chicago, IL USA)</td>
<td>ASL Admin Asst</td>
<td>MIT (Massachusetts Institute of Technology)</td>
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<tr>
<td></td>
<td>Phone: 001-312-2456911</td>
<td>Fax 001-312-</td>
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<tr>
<td></td>
<td>Email: <a href="mailto:jacqueline.gutierrez@marriott.com">jacqueline.gutierrez@marriott.com</a></td>
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<td>Are Taxes Included</td>
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<td>Is Breakfast Included</td>
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<td>Are Taxes Included</td>
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<td>Retirees</td>
<td>Personal Use</td>
<td>Contractors</td>
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<td>Off-Site Health Club</td>
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<td>0 N</td>
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<td>Rebid Due Date:</td>
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</table>
Hotel Name
(Chem) Renaissance Chicago Downtown Hotel
1 West Wacker Drive
Chicago, IL USA

Hotel Contact
Jackie Gutierrez
ASL Admin Asst
Phone: 001-312-2456911
Fax 001-312-

Account
Mid-Market
MIT (Massachusetts Institute of Technology)
Phone: 001-312-2456911
Fax 001-312-
Email: Jacqueline.gutierrez@marriott.com

Account Specific Weighted Average Rate (WAR) 2015

<table>
<thead>
<tr>
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<td>Rate</td>
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Weighted Average Rate - Room Pool 1
Rate Notes:

- Are Taxes Included
- Is Breakfast Included

Blackout Dates:
Total Blackout Days: 0
Options: [ ] Waive Blackout Dates

Eligibility: [ ] Subsidiary
[ ] Retirees
[ ] Personal Use
[ ] Contractors
[ ] Parking
[ ] Off-Site Health Club

Complimentary Amenities: [ ] Trans. Airport
[ ] Trans. Office
[ ] Contin. Break.
[ ] Buffet Break.
[ ] Full American Break.
[ ] Parking
[ ] 800 Call Access
[ ] On-Site Health Club
[ ] Wired High Speed Internet in Guest Room

Avg Cost of Breakfast:
Cancellation: 16:00
On-Site Parking: 65
Total Tax: 16.4 P
Service/Resort Fee: 0 N

Rate Notes:

- Are Taxes Included
- Is Breakfast Included

Weighted Ave. Rate - Room pool 1

<table>
<thead>
<tr>
<th>Rate Product</th>
<th>Fixed Accepted</th>
<th>LRA RP1: Yes</th>
<th>COM No</th>
<th>Currency: USD</th>
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<td>Discount</td>
<td>LRA RP3: Account Rate</td>
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<td>Season</td>
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<td>Single</td>
<td>Double</td>
<td>Single</td>
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<td>RT 1</td>
<td>01/01/14 - 04/19/14</td>
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Weighted Ave. Rate - Room pool 1
Rate Notes:

- Are Taxes Included
- Is Breakfast Included

Rebid Due Date:
Rebid Round 1:
**Hotel Name**: (BOSCO) Marriott Boston Copley Place  
**Address**: 110 Huntington Avenue, Boston, MA USA  
**Hotel Contact**: Alyssa Huynh  
**Phone**: 001-781-350-1101  
**Fax**: 001-781-  
**Email**: alyssa.huynh@marriott.com  

**Account Specific Weighted Average Rate (WAR)**  
2015: 293.1  
2014: 270.16  
% Inc (Dec): 8.49

| Rate Product | Volume Producer | LRA RP1: Yes | LRA RP2: | Currency: USD | LRA RP3: | NLRA Account Rate | Account Rate | Discount | LOS | Volume Producer | LRA | Account Rate | Account Rate | Discount | LOS | Volume Producer | LRA | Account Rate | Account Rate | Discount | LOS | Volume Producer | LRA | Account Rate | Account Rate | Discount |
|--------------|-----------------|--------------|----------|---------------|----------|-------------------|--------------|----------|----|----------------|-----|--------------|--------------|----------|----|----------------|-----|--------------|--------------|----------|----|----------------|-----|--------------|--------------|----------|----|----------------|-----|--------------|--------------|----------|
| Presented    | Pending         | Fixed Rate   | Account Rate | Discount   |           |                   |               |          |    |               |     |               |               |          |    |               |     |               |               |          |    |               |     |               |               |          |    |
| **2015**     |                 | Single       | Double     | Single     | Double    |                   |               |          |    |               |     |               |               |          |    |               |     |               |               |          |    |               |     |               |               |          |    |
| 1            | 1               | 01/01/15 - 03/07/15 | 1 - 365 | 349.00 | 349.00 | 240.00 | 240.00 | 31% | Single       | Double     |                   |               |          |    |               |     |               |               |          |    |               |     |               |               |          |    |
| 2            | 2               | 03/08/15 - 09/05/15 | 1 - 365 | 599.00 | 599.00 | 308.00 | 308.00 | 49% | Single       | Double     |                   |               |          |    |               |     |               |               |          |    |               |     |               |               |          |    |
| 3            | 3               | 09/06/15 - 11/21/15 | 1 - 365 | 699.00 | 699.00 | 331.00 | 331.00 | 53% | Single       | Double     |                   |               |          |    |               |     |               |               |          |    |               |     |               |               |          |    |
| 4            | 4               | 11/22/15 - 12/31/15 | 1 - 365 | 349.00 | 349.00 | 240.00 | 240.00 | 31% | Single       | Double     |                   |               |          |    |               |     |               |               |          |    |               |     |               |               |          |    |

Weighted Average Rate - Room Pool 1  
547 547 293 293 46%

**Rate Notes:**  
- Are Taxes Included  
- Is Breakfast Included  

Total Blackout Days: 4

Options:  
- Waive Blackout Dates

Eligibility:  
- Subsidiary  
- Retirees  
- Personal Use  
- Contractors

Complimentary Amenities:  
- Trans. Airport  
- Trans. Office  
- Full American Break.  
- Parking  
- Off-Site Health Club

- Contin. Break.  
- Buffet Break.  
- 800 Call Access  
- On-Site Health Club  
- Wired High Speed Internet in Guest Room

Avg Cost of Breakfast: 23.68  
Cancellation: 18:00

HSIA Wired Fee: 12.95  
HSIA Wireless Fee: 12.95  
On-Site Parking:  
Total Tax: 14.45 P  
Service/Resort Fee: 0 N

Rebid Due Date:

Rebid Round 1:  
Final Submission N
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<thead>
<tr>
<th>Hotel Name</th>
<th>Hotel Contact</th>
<th>Account</th>
<th>Account</th>
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<tbody>
<tr>
<td>(BOSFN) Residence Inn Boston Back Bay/Fenway</td>
<td>ANNA GERATY</td>
<td>Mid-Market</td>
<td>MIT (Massachusetts Institute of Technology)</td>
</tr>
<tr>
<td>125 Brookline Avenue</td>
<td>Director of Sales</td>
<td>Phone: 001-617-936-2030</td>
<td>Fax 001-617-</td>
</tr>
<tr>
<td>Boston, MA USA</td>
<td></td>
<td>Email: <a href="mailto:anna.geraty@marriott.com">anna.geraty@marriott.com</a></td>
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<tr>
<th>Account Specific Weighted Average Rate (WAR)</th>
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<th>2014</th>
<th>% Inc (Dec)</th>
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<tr>
<td>Is Breakfast Included</td>
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</tbody>
</table>

| Blackout Dates:                               |      |
| Total Blackout Days: 0                        |      |
| Options: Waive Blackout Dates                |      |
| Eligibility: Subsidiary                      |      |
| Complimentary Amenities:                     |      |
| Trans. Airport                               |      |
| Trans. Office                                |      |
| Contin. Break.                               |      |
| Buffet Break.                                |      |
| 800 Call Access                              |      |
| Local Calls                                  |      |
| Wireless Internet in Guest Room              |      |

| Avg Cost of Breakfast: 0                     |      |
| Cancellation:                                |      |
| 24HRS                                        |      |
| HSIA Wired Fee:                              |      |
| On-Site Parking:                             |      |
| HSIA Wireless Fee: 0                         |      |
| Total Tax: 14.45 P                           |      |
| Service/Resort Fee: 0 N                      |      |

<p>| Rebid Due Date:                               |      |
| Rebid Round 1:                                |      |</p>
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<thead>
<tr>
<th>Rate Product</th>
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<td>Double</td>
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<tr>
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<td>11/23/14 - 12/31/14</td>
<td>30 - 255</td>
<td>269.00</td>
<td>269.00</td>
</tr>
</tbody>
</table>

Weighted Ave. Rate - Room pool 1

| Rate Notes: |
|-------------|----------|
| Are Taxes Included | X |
| Is Breakfast Included |   |

Blackout Dates:
Total Blackout Days: 0

Options: Waive Blackout Dates
Eligibility: Subsidiary Retirees Personal Use Contractors
<table>
<thead>
<tr>
<th>Hotel Name</th>
<th>Hotel Contact</th>
<th>Account</th>
<th>Account</th>
</tr>
</thead>
<tbody>
<tr>
<td>(BOSTW) Residence Inn Boston Harbor on Tudor Wharf</td>
<td>Lauren Maiellano</td>
<td>Mid-Market</td>
<td>MIT (Massachusetts Institute of Technology)</td>
</tr>
<tr>
<td>34-44 Charles River Avenue, Boston, MA USA</td>
<td>Director of Sales</td>
<td>Phone: 001-617-933-5314</td>
<td>Fax 001-617-</td>
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<td></td>
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<td>Email: <a href="mailto:Lauren.Maiellano@marriott.com">Lauren.Maiellano@marriott.com</a></td>
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### Account Specific Weighted Average Rate (WAR)

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2014</th>
<th>% Inc (Dec)</th>
<th>Final Submission</th>
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<tbody>
<tr>
<td></td>
<td></td>
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</tbody>
</table>

### Complimentary Amenities
- Trans. Airport
- Trans. Office
- Full American Break.
- Parking
- Off-Site Health Club
- Contin. Break.
- Buffet Break.
- 800 Call Access
- On-Site Health Club
- Wired High Speed Internet in Guest Room
- Local Calls
- Wireless Internet in Guest Room

### Avg Cost of Breakfast
- 0

### Cancellation
- 24HRS

### HSIA Wired Fee
- On-Site Parking

### HSIA Wireless Fee
- 0

### Total Tax
- 14.45 P

### Service/Resort Fee
- 0 N

### Rebid Due Date:

### Rebid Round 1:
### Hotel Name
(BOSCY) Courtyard Boston Cambridge
777 Memorial Drive
Cambridge, MA USA

### Hotel Contact
Renee Parks
Director of Sales and Marketing
Phone: 001-617-715-1786
Fax 001-617-
Email: Renee.Parks@marriott.com

### Account
Mid-Market
MIT (Massachusetts Institute of Technology)

<table>
<thead>
<tr>
<th>Account Specific Weighted Average Rate (WAR)</th>
<th>2015</th>
<th>369.49</th>
<th>2014</th>
<th>164.53</th>
<th>% Inc (Dec)</th>
<th>124.57</th>
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<tr>
<td>7</td>
<td>11/21/15 - 12/31/15</td>
</tr>
</tbody>
</table>

### Currency: USD

### Rate Notes:
- Are Taxes Included
- Is Breakfast Included

### Weighted Average Rate - Room Pool 1:
| 369 | 369 | 369 | 369 | 0% |

### Rate Notes:
- Are Taxes Included
- Is Breakfast Included


Total Blackout Days: 19

### Options:
- Waive Blackout Dates

### Eligibility:
- Subsidiary
- Retirees
- Personal Use
- Contractors
- Parking
- Off-Site Health Club

### Complimentary Amenities:
- Trans. Airport
- Trans. Office
- Full American Break.
- Contin. Break.
- Buffet Break.
- 800 Call Access
- On-Site Health Club
- Wired High Speed Internet in Guest Room

Marriott International Proprietary and Confidential
Hotel Name
(BOSCY) Courtyard Boston Cambridge
777 Memorial Drive
Cambridge, MA USA

Hotel Contact
Renee Parks
Director of Sales and Marketing
Phone: 001-617-715-1786
Fax 001-617-

Account
Mid-Market

Account
MIT (Massachusetts Institute of Technology)
Email: Renee.Parks@marriott.com

<table>
<thead>
<tr>
<th>Account Specific Weighted Average Rate (WAR)</th>
<th>2015</th>
<th>369.49</th>
<th>2014</th>
<th>164.53</th>
<th>% Inc (Dec)</th>
<th>124.57</th>
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Weighted Average Rate - Room Pool 1

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<tr>
<th>Rate Notes:</th>
<th>Weighted Ave. Rate - Room pool 1</th>
</tr>
</thead>
<tbody>
<tr>
<td>Are Taxes Included</td>
<td>313</td>
</tr>
<tr>
<td>Is Breakfast Included</td>
<td>313</td>
</tr>
</tbody>
</table>

Weighted Average Rate - Room Pool 2

<table>
<thead>
<tr>
<th>Rate Notes:</th>
<th>Weighted Ave. Rate - Room pool 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Are Taxes Included</td>
<td>202</td>
</tr>
<tr>
<td>Is Breakfast Included</td>
<td>202</td>
</tr>
</tbody>
</table>

Total Blackout Days: 5

Options: Waive Blackout Dates

Eligibility: Subsidiary Retirees Personal Use Contractors

Complimentary Amenities: Trans. Airport Parking Off-Site Health Club

Weighted Ave. Rate - Room pool 1

<table>
<thead>
<tr>
<th>Rate Notes:</th>
<th>Weighted Ave. Rate - Room pool 1</th>
</tr>
</thead>
<tbody>
<tr>
<td>Are Taxes Included</td>
<td>202</td>
</tr>
<tr>
<td>Is Breakfast Included</td>
<td>202</td>
</tr>
</tbody>
</table>

Weighted Ave. Rate - Room pool 2

<table>
<thead>
<tr>
<th>Rate Notes:</th>
<th>Weighted Ave. Rate - Room pool 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Are Taxes Included</td>
<td>201</td>
</tr>
<tr>
<td>Is Breakfast Included</td>
<td>201</td>
</tr>
</tbody>
</table>

Avg Cost of Breakfast: 0

HSIA Wired Fee: 0

HSIA Wireless Fee: 0

Cancellation: 24HRS

On-Site Parking: 20

Total Tax: 14.45 P

Service/Resort Fee: 0 N
<table>
<thead>
<tr>
<th>Hotel Name</th>
<th>Hotel Contact</th>
<th>Account</th>
<th>Account</th>
</tr>
</thead>
<tbody>
<tr>
<td>(BOSBG) Fairfield Inn &amp; Suites Boston Cambridge</td>
<td>Julie Scott VP of Sales and Revenue</td>
<td>Mid-Market</td>
<td>MIT (Massachusetts Institute of Technology)</td>
</tr>
<tr>
<td>215 Monsignor O'Brien Highway Cambridge, MA USA</td>
<td>Phone: 001-603-491-7733</td>
<td>Fax 001-603-</td>
<td>Email: <a href="mailto:jscott@colwenhotels.com">jscott@colwenhotels.com</a></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Account Specific Weighted Average Rate (WAR)</th>
<th>2015</th>
<th>2014</th>
<th>% Inc (Dec)</th>
<th>Final Submission</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>202.67</td>
<td>%</td>
<td></td>
<td>N</td>
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</tbody>
</table>

Rebid Due Date:

Rebid Round 1:
## Hotel Name
(BOSCB) Marriott Boston Cambridge
50 Broadway
Cambridge, MA USA

## Hotel Contact
Alyssa Huynh
Administrative Assistant
Phone: 001-781-350-1101
Fax 001-781-
Email: alyssa.huynh@marriott.com

## Account
Mid-Market
MIT (Massachusetts Institute of Technology)

### Account Specific Weighted Average Rate (WAR)
- **2015**: 550.78
- **2014**: 250.8
- % Inc (Dec): 119.61

### Rate Product: Fixed Rate
- **Presented**: Yes
- **Pending**: No

<table>
<thead>
<tr>
<th>RT</th>
<th>Season</th>
<th>LOS</th>
<th>Fixed Rate</th>
<th>Account Rate</th>
<th>Discount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
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<td>1 - 365</td>
<td>349.00</td>
<td>349.00</td>
<td>0%</td>
</tr>
<tr>
<td>2</td>
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<td>1 - 365</td>
<td>599.00</td>
<td>599.00</td>
<td>0%</td>
</tr>
<tr>
<td>3</td>
<td>09/06/14 - 11/21/14</td>
<td>1 - 365</td>
<td>699.00</td>
<td>699.00</td>
<td>0%</td>
</tr>
<tr>
<td>4</td>
<td>11/22/14 - 12/31/14</td>
<td>1 - 365</td>
<td>379.00</td>
<td>379.00</td>
<td>0%</td>
</tr>
</tbody>
</table>

### Weighted Average Rate - Room Pool 1
- 550

### Rate Notes:
- Are Taxes Included: 
- Is Breakfast Included: 

### Blackout Dates:

### Total Blackout Days: 6

### Options:
- Waive Blackout Dates

### Complimentary Amenities:
- Trans. Airport
- Trans. Office
- Full American Break.
- Contin. Break.
- Buffet Break.
- 800 Call Access
- Local Calls
- Wireless Internet in Guest Room

### Avg Cost of Breakfast: 16.95
### HSIA Wired Fee: 12.95
### HSIA Wireless Fee: 12.95

---

### Rate Product: LRA
- **Presented**: Yes
- **Accepted**: No

<table>
<thead>
<tr>
<th>RT</th>
<th>Season</th>
<th>LOS</th>
<th>Fixed Rate</th>
<th>Account Rate</th>
<th>Discount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>01/01/14 - 03/29/14</td>
<td>1 - 365</td>
<td>349.00</td>
<td>349.00</td>
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</tr>
<tr>
<td>2</td>
<td>03/30/14 - 09/06/14</td>
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<td>599.00</td>
<td>0%</td>
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<tr>
<td>3</td>
<td>09/07/14 - 11/22/14</td>
<td>1 - 365</td>
<td>699.00</td>
<td>699.00</td>
<td>0%</td>
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<tr>
<td>4</td>
<td>11/23/14 - 12/31/14</td>
<td>1 - 365</td>
<td>379.00</td>
<td>379.00</td>
<td>0%</td>
</tr>
</tbody>
</table>

### Weighted Ave. Rate - Room pool 1
- 533

### Rate Notes:
- Are Taxes Included: 
- Is Breakfast Included: 

### Rebid Due Date:

### Rebid Round 1:
### Rate Product: Fixed

<table>
<thead>
<tr>
<th>Presented</th>
<th>Pending</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>2015</strong></td>
<td></td>
</tr>
<tr>
<td>RT</td>
<td>Season</td>
</tr>
<tr>
<td>1</td>
<td>01/01/15 - 03/07/15</td>
</tr>
<tr>
<td>1</td>
<td>03/06/15 - 09/05/15</td>
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<tr>
<td>2</td>
<td>03/06/15 - 09/05/15</td>
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<tr>
<td>3</td>
<td>09/06/15 - 11/21/15</td>
</tr>
<tr>
<td>1</td>
<td>11/22/15 - 12/31/15</td>
</tr>
</tbody>
</table>

#### Account Specific Weighted Average Rate (WAR)
- **2015**: 550.78
- **2014**: 237.45

### Rate Notes:
- **Are Taxes Included**: Yes
- **Is Breakfast Included**: Yes

### Account Contact
- **MIT (Massachusetts Institute of Technology)**
- **Address**: 1 - 29
- **Phone**: 001-781-350-1101
- **Fax**: 001-781-
- **Email**: alyssa.huynh@marriott.com

### Rate Product: Volume Producer

<table>
<thead>
<tr>
<th>Presented</th>
<th>Accepted</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>2014</strong></td>
<td></td>
</tr>
<tr>
<td>RT</td>
<td>Season</td>
</tr>
<tr>
<td>1</td>
<td>01/01/14 - 03/29/14</td>
</tr>
<tr>
<td>1</td>
<td>01/01/14 - 03/29/14</td>
</tr>
<tr>
<td>1</td>
<td>03/06/14 - 09/06/14</td>
</tr>
<tr>
<td>1</td>
<td>09/07/14 - 11/22/14</td>
</tr>
<tr>
<td>1</td>
<td>11/23/14 - 12/31/14</td>
</tr>
</tbody>
</table>

### Account Contact
- **Administrative Assistant**: Alyssa Huynh
- **Address**: Six Cambridge Center, 120 Broadway, Cambridge, MA USA
- **Phone**: 001-781-350-1101
- **Fax**: 001-781-
- **Email**: alyssa.huynh@marriott.com

---

Marriott International Proprietary and Confidential

10/29/2014 9:11:43 AM
### Hotel Name
(BOSCM) Residence Inn Boston Cambridge Center

### Hotel Contact
Alyssa Huynh
Administrative Assistant
Phone: 001-781-350-1101
Fax 001-781-

### Account
Mid-Market
MIT (Massachusetts Institute of Technology)

### Account Specific Weighted Average Rate (WAR)

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2014</th>
<th>% Inc (Dec)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>550.78</td>
<td>237.45</td>
<td>131.96</td>
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</tbody>
</table>

### Final Submission
N

#### Weighted Ave. Rate - Room pool 1

|        | 533 | 533 | 237 | 237 | 56% |

#### Rate Notes:
- Are Taxes Included: No
- Is Breakfast Included: Yes

### Blackout Dates:

#### Total Blackout Days: 6

- Options: [ ] Waive Blackout Dates

#### Eligibility:
- [x] Subsidiary
- [x] Personal Use
- [x] Contractors
- [x] Retirees

#### Complimentary Amenities:
- [x] Trans. Airport
- [x] Buffet Break.
- [x] 800 Call Access
- [x] Wireless Internet in Guest Room

#### Amenities:
- [x] Local Calls
- [x] Off-Site Health Club
- [x] Standing Area
- [x] Parking
- [x] On-Site Health Club
- [x] Wired High Speed Internet in Guest Room

#### Avg Cost of Breakfast:
0

#### HSIA Wired Fee:
0

#### HSIA Wireless Fee:
0

#### Total Tax:
14.45 P

#### Service/Resort Fee:
0 N

#### Rebid Due Date:

#### Rebid Round 1:
Hotel Name: (BOSCR) Residence Inn Boston Logan Airport/Chelsea
Hotel Contact: Dakeya Christmas
 Account: MIT (Massachusetts Institute of Technology)

**Account Specific Weighted Average Rate (WAR)**

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>% Inc (Dec)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Rate Product:**
- Fixed Rate
- LRA

**Volume Producer:**
- Room Pool 1

<table>
<thead>
<tr>
<th>RT</th>
<th>Season</th>
<th>LOS</th>
<th>Single</th>
<th>Double</th>
<th>Discount</th>
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<tbody>
<tr>
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<td>359.00</td>
<td>359.00</td>
<td>169.00</td>
</tr>
<tr>
<td>1</td>
<td>01/01/15 - 02/20/15</td>
<td>5 - 11</td>
<td>329.00</td>
<td>329.00</td>
<td>165.00</td>
</tr>
<tr>
<td>1</td>
<td>01/01/15 - 02/20/15</td>
<td>12 - 29</td>
<td>309.00</td>
<td>309.00</td>
<td>159.00</td>
</tr>
<tr>
<td>1</td>
<td>01/01/15 - 02/20/15</td>
<td>30 - 255</td>
<td>269.00</td>
<td>269.00</td>
<td>155.00</td>
</tr>
<tr>
<td>1</td>
<td>02/21/15 - 08/31/15</td>
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<td>379.00</td>
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<td>1</td>
<td>02/21/15 - 08/31/15</td>
<td>12 - 29</td>
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<td>195.00</td>
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<td>1</td>
<td>02/21/15 - 08/31/15</td>
<td>30 - 255</td>
<td>359.00</td>
<td>359.00</td>
<td>189.00</td>
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<td>359.00</td>
<td>359.00</td>
<td>189.00</td>
</tr>
<tr>
<td>1</td>
<td>11/20/15 - 12/31/15</td>
<td>1 - 4</td>
<td>359.00</td>
<td>359.00</td>
<td>169.00</td>
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<td>11/20/15 - 12/31/15</td>
<td>5 - 11</td>
<td>329.00</td>
<td>329.00</td>
<td>165.00</td>
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<tr>
<td>1</td>
<td>11/20/15 - 12/31/15</td>
<td>12 - 29</td>
<td>309.00</td>
<td>309.00</td>
<td>159.00</td>
</tr>
<tr>
<td>1</td>
<td>11/20/15 - 12/31/15</td>
<td>30 - 255</td>
<td>309.00</td>
<td>309.00</td>
<td>155.00</td>
</tr>
</tbody>
</table>

- Weighted Average Rate - Room Pool 1
  - 452
  - 452
  - 198
  - 198
  - 56%

Rate Notes:
- New All Suite Hotel with complimentary shuttle to airport and public transportation, complimentary hot breakfast buffet, complimentary WiFi,
- Are Taxes Included
- Is Breakfast Included

Total Blackout Days: 5

Options:
- Waive Blackout Dates
- Eligibility: Subsidiary, Retirees, Personal Use, Contractors
- Local Calls, Wireless Internet in Guest Room
<table>
<thead>
<tr>
<th>Hotel Name</th>
<th>Hotel Contact</th>
<th>Account</th>
<th>Account</th>
</tr>
</thead>
<tbody>
<tr>
<td>(BOSCR) Residence Inn Boston Logan Airport/Chelsea</td>
<td>Dakeya Christmas Sales Manager</td>
<td>Mid-Market</td>
<td>MIT (Massachusetts Institute of Technology)</td>
</tr>
<tr>
<td></td>
<td>Phone: 001-617-889-9990</td>
<td>Fax 001-617-</td>
<td>Email:<a href="mailto:DChristmas@colwenhotels.com">DChristmas@colwenhotels.com</a></td>
</tr>
<tr>
<td>200 Maple Street</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Chelsea, MA USA</td>
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<th>2014</th>
<th>% Inc (Dec)</th>
<th>Final Submission</th>
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<tbody>
<tr>
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<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HSIA Wired Fee:</td>
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<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HSIA Wireless Fee:</td>
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<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cancellation:</td>
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<td></td>
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<tr>
<td>On-Site Parking:</td>
<td></td>
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<tr>
<td>Total Tax:</td>
<td>11.7 P</td>
<td></td>
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<tr>
<td>Service/Resort Fee:</td>
<td>0 N</td>
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</table>

Rebid Due Date:
Rebid Round 1:
<table>
<thead>
<tr>
<th>RT</th>
<th>Season</th>
<th>LOS</th>
<th>Fixed Rate</th>
<th>Account Rate</th>
<th>Discount</th>
<th>Rate Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
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<td>1 - 4</td>
<td>249.00</td>
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<tr>
<td>1</td>
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<td>229.00</td>
<td>155.00</td>
<td>32%</td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>01/01/15 - 04/05/15</td>
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<td>219.00</td>
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<td>32%</td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>01/01/15 - 04/05/15</td>
<td>30 - 255</td>
<td>209.00</td>
<td>145.00</td>
<td>31%</td>
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<tr>
<td>2</td>
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<td>1 - 4</td>
<td>299.00</td>
<td>189.00</td>
<td>37%</td>
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<td>5 - 11</td>
<td>279.00</td>
<td>185.00</td>
<td>34%</td>
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<td>269.00</td>
<td>179.00</td>
<td>33%</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>04/06/15 - 08/31/15</td>
<td>30 - 255</td>
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<td>32%</td>
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<td>50%</td>
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<tr>
<td>3</td>
<td>09/01/15 - 11/19/15</td>
<td>12 - 29</td>
<td>359.00</td>
<td>179.00</td>
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<td>30 - 255</td>
<td>349.00</td>
<td>175.00</td>
<td>50%</td>
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<tr>
<td>4</td>
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<td>289.00</td>
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<td>279.00</td>
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<td>12 - 29</td>
<td>269.00</td>
<td>149.00</td>
<td>45%</td>
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<tr>
<td>4</td>
<td>11/20/15 - 12/31/15</td>
<td>30 - 255</td>
<td>259.00</td>
<td>145.00</td>
<td>44%</td>
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</tr>
</tbody>
</table>

Weighted Average Rate - Room Pool 1

<table>
<thead>
<tr>
<th>Rate Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Are Taxes Included</td>
</tr>
<tr>
<td>Is Breakfast Included</td>
</tr>
</tbody>
</table>


Total Blackout Days: 5
<table>
<thead>
<tr>
<th>Hotel Name</th>
<th>Hotel Contact</th>
<th>Account</th>
<th>Account Specific Weighted Average Rate (WAR)</th>
</tr>
</thead>
<tbody>
<tr>
<td>BOSCL TownePlace Suites Boston Logan Airport/Chelsea</td>
<td>Joseph Fiorello</td>
<td>Mid-Market</td>
<td>2015 177.74 2014 % Inc (Dec) Final Submission N</td>
</tr>
<tr>
<td>30 Eastern Avenue Chelsea, MA USA</td>
<td>Sales Manager</td>
<td>MIT (Massachusetts Institute of Technology)</td>
<td></td>
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<tr>
<td></td>
<td>Phone: 001-781-5724189</td>
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<tr>
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<td>Fax: 001-781-</td>
<td></td>
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<tr>
<td></td>
<td>Email: <a href="mailto:jfiorello@colwenhotels.com">jfiorello@colwenhotels.com</a></td>
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</table>

| Avg Cost of Breakfast: | 0 | Cancellation: | 48HRS |
| HSIA Wired Fee: | 0 | On-Site Parking: | |
| HSIA Wireless Fee: | 0 | Total Tax: | 11.7 P |
| Service/Resort Fee: | 0 | N | |

Rebid Due Date: 
Rebid Round 1:
**Hotel Name**: (BOSDV) Courtyard Boston Danvers  
275 Independence Way  
Danvers, MA USA

**Hotel Contact**: Carol Morris  
Administrative Assistant  
Phone: 001-781-3501099  
Fax 001-781-  
Email: carol.morris@marriott.com

**Account**  
Mid-Market  
MIT (Massachusetts Institute of Technology)

---

**Rate Product: Fixed**  
**Presented**:  
**Pending**:  
**Currency**: USD

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- **Weighted Average Rate - Room Pool 1**: 186
- **Rate Notes**: Are Taxes Included, Is Breakfast Included

---


- **Total Blackout Days**: 12

---

**Options**:  
- Waive Blackout Dates

**Eligibility**:  
- Subsidiary
  - Retirees
  - Personal Use
  - Contractors
- Trans. Office
  - Full American Break.
  - 800 Call Access
- Contin. Break.
  - Buffet Break.
- Local Calls
  - Wireless Internet in Guest Room

**Amenities**  
- Trans. Airport
- Contin. Break.
- Buffet Break.
- Full American Break.
- On-Site Health Club
- Off-Site Health Club
- Wired High Speed Internet in Guest Room

**Avg Cost of Breakfast**: 18:00

**HSIA Wired Fee**: 0

**HSIA Wireless Fee**: 0

**Total Tax**: 11.7 P

**Service/Resort Fee**: 0 N
<table>
<thead>
<tr>
<th>Hotel Name</th>
<th>Hotel Contact</th>
<th>Account</th>
<th>Account</th>
<th>Account Specific Weighted Average Rate (WAR)</th>
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<tbody>
<tr>
<td>(BOSDV) Courtyard Boston Danvers</td>
<td>Carol Morris</td>
<td>Mid-Market</td>
<td>MIT</td>
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<td>275 Independence Way</td>
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<tr>
<td>Danvers, MA USA</td>
<td>Phone: 001-781-3501099</td>
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</tr>
<tr>
<td>Fax 001-781-</td>
<td>Email: <a href="mailto:carol.morris@marriott.com">carol.morris@marriott.com</a></td>
<td></td>
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Rebid Due Date:  
Rebid Round 1:
## Hotel Name
(BOSLL) Courtyard Boston Lowell/Chelmsford  
30 Industrial Avenue East  
Lowell, MA USA

## Hotel Contact
Carol Morris  
admin asst  
Phone: 001-781-3501099

## Account
Mid-Market  
MIT (Massachusetts Institute of Technology)

## Account Specific Weighted Average Rate (WAR)

<table>
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### Weighted Average Rate - Room Pool 1

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### Rate Notes:

- Are Taxes Included
- Is Breakfast Included

### Blackout Dates:

- Total Blackout Days: 0

#### Options:

- Waive Blackout Dates

#### Eligibility:

- Subsidiary
- Retirees
- Personal Use
- Contractors
- Parking
- Off-Site Health Club

#### Complimentary Amenities:

- Trans. Airport
- Trans. Office
- Full American Break.
- Local Calls
- Wireless Internet in Guest Room
- Trans. Office
- Full American Break.

#### Amenities:

- Contin. Break.
- Buffet Break.
- 800 Call Access
- On-Site Health Club
- Wired High Speed Internet in Guest Room

#### Avg Cost of Breakfast:

<table>
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<tr>
<th>Cancellation:</th>
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| HSIA Wired Fee: | 0 |

| HSIA Wireless Fee: | 0 |

#### Service/Resort Fee:

- 0 N

### Weighted Ave. Rate - Room pool 1

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### Rate Notes:

- Are Taxes Included
- Is Breakfast Included

### Blackout Dates:

- Total Blackout Days: 0

#### Options:

- Waive Blackout Dates

#### Eligibility:

- Subsidiary
- Retirees
- Personal Use
- Contractors
- Parking
- Off-Site Health Club

#### Complimentary Amenities:

- Trans. Airport
- Trans. Office
- Full American Break.
- Local Calls
- Wireless Internet in Guest Room
- Trans. Office
- Full American Break.

#### Amenities:

- Contin. Break.
- Buffet Break.
- 800 Call Access
- On-Site Health Club
- Wired High Speed Internet in Guest Room

### Avg Cost of Breakfast:

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| HSIA Wired Fee: | 0 |

| HSIA Wireless Fee: | 0 |

#### Service/Resort Fee:

- 0 N
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<th>Account</th>
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<td>30 Industrial Avenue East Lowell, MA USA</td>
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<td>Fax 001-781-</td>
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Rebid Due Date:
Rebid Round 1:
### Hotel Name
**(BOSRW)** Residence Inn Boston Westford
7 Lan Drive
Westford, MA USA

### Hotel Contact
Kathy Caisse
Director of Sales
Phone: 001-978-392-1407
Fax 001-978-
Email: kathy.caisse@marriott.com

### Account
**Mid-Market**
**MIT (Massachusetts Institute of Technology)**

### Account Specific Weighted Average Rate (WAR)

<table>
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<th>Year</th>
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<tbody>
<tr>
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% Inc (Dec) 119

Final Submission Y

---

### Weighted Average Rate - Room Pool 1

| Rate Notes: | 199 | 199 |

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### Rate Notes:

- **Are Taxes Included**: [ ]
- **Is Breakfast Included**: [x]

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### Rate Product Presented Accepted

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### Rate Details

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Weighted Ave. Rate - Room pool 1 199 199 119 119 40%

Rate Notes:

- **Are Taxes Included**: [ ]
- **Is Breakfast Included**: [x]

---

### Blackout Dates:
Total Blackout Days: 0

Options: [ ] Waive Blackout Dates

Eligibility: [ ] Subsidiary  [ ] Retirees  [ ] Personal Use  [ ] Contractors


Contin. Break.  [ ] On-Site Health Club  [ ] Wired High Speed Internet in Guest Room  [ ] Wireless Internet in Guest Room

Avg Cost of Breakfast: 0 Cancellation: 16:00

HSIA Wired Fee: 0 On-Site Parking: 0

HSIA Wireless Fee: 0 Total Tax: 11.7 P

Service/Resort Fee: 0 N
<table>
<thead>
<tr>
<th>Hotel Name</th>
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<td>Boston Westford</td>
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<tr>
<td>7 Lan Drive</td>
<td>Phone: 001-978-392-1407</td>
<td>Fax 001-978-</td>
<td>Email:<a href="mailto:kathy.caisse@marriott.com">kathy.caisse@marriott.com</a></td>
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Rebid Due Date: 
Rebid Round 1:
### Rate Product:

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#### Rate Notes:

- **Are Taxes Included**: [ ]
- **Is Breakfast Included**: [x]

#### Weighted Average Rate - Room Pool 1

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<td>159.00</td>
</tr>
<tr>
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<td>30 - 255</td>
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#### Weighted Average Rate - Room Pool 1

<table>
<thead>
<tr>
<th>RT</th>
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<tr>
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<td>01/01/15 - 04/04/15</td>
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<td>139.00</td>
<td>139.00</td>
<td>138.00</td>
<td>138.00</td>
</tr>
</tbody>
</table>

#### Blackout Dates:


Total Blackout Days: 5

### Eligibility:

- [x] Subsidiary
- [ ] Retirees
- [ ] Personal Use
- [x] Contractors
- [ ] Trans. Airport
- [x] Trans. Office
- [ ] Full American Break.
- [x] Parking
- [ ] Contin. Break.
- [x] Buffet Break.
- [x] 800 Call Access
- [x] On-Site Health Club
- [x] Local Calls
- [x] Wireless Internet in Guest Room
- [x] Off-Site Health Club

### Amenities:

- [ ] Trans. Office
- [ ] Full American Break.
- [ ] 800 Call Access
- [x] On-Site Health Club
- [x] Wired High Speed Internet in Guest Room

---

Marriott International Proprietary and Confidential
<table>
<thead>
<tr>
<th>Hotel Name</th>
<th>Hotel Contact</th>
<th>Account</th>
<th>Account</th>
</tr>
</thead>
<tbody>
<tr>
<td>(BOSWO) Residence Inn Boston - Woburn</td>
<td>MOLLY PFOHL Director of Sales &amp; Marketing</td>
<td>MIT (Massachusetts Institute of Technology)</td>
<td></td>
</tr>
<tr>
<td>300 Presidential Way Woburn, MA USA</td>
<td>Phone: 1-781-8977670 Fax 1-781-</td>
<td></td>
<td>Email:<a href="mailto:Molly.Pfohl@marriott.com">Molly.Pfohl@marriott.com</a></td>
</tr>
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</table>

<table>
<thead>
<tr>
<th>Account Specific Weighted Average Rate (WAR)</th>
<th>2015</th>
<th>2014</th>
<th>% Inc (Dec)</th>
<th>Final Submission</th>
</tr>
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<tbody>
<tr>
<td></td>
<td>165.33</td>
<td></td>
<td></td>
<td>N</td>
</tr>
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</table>

| Avg Cost of Breakfast: | 0      | 24HRS |
| HSIA Wired Fee:       | 0      |       |
| HSIA Wireless Fee:    | 0      | 11.7 P|
| Total Tax:            | 0 N    |       |
| On-Site Parking:      | 0      |       |

Rebid Due Date:
Rebid Round 1:
Hotel Name:
(BWIDT) Courtyard Baltimore Downtown/Inner Harbor
1000 Aliceanna Street
Baltimore, MD USA

Hotel Contact
Berna Mueller
DOS
Phone: 001-443-923-4010
Fax 001-443-

Account
Mid-Market
MIT (Massachusetts Institute of Technology)

Email:berna.mueller@crestlinehotels.com

Account Specific Weighted Average Rate (WAR)
2015 291.58
2014 204.32
% Inc (Dec) 42.71

Final Submission Y

<table>
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<th></th>
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<th></th>
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<td>Fixed Rate</td>
<td>Account Rate</td>
<td>Discount</td>
<td>Fixed Rate</td>
<td>Account Rate</td>
<td>Discount</td>
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<td>3</td>
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<td>1 - 365</td>
<td>279.00</td>
<td>279.00</td>
<td>279.00</td>
<td>279.00</td>
<td>0%</td>
<td></td>
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</tbody>
</table>

Weighted Average Rate - Room Pool 1:
291 291 291 291 0%

Rate Notes:
- Are Taxes Included
- Is Breakfast Included

Blackout Dates:
Total Blackout Days: 26

Options:
- Waive Blackout Dates

Eligibility:
- Subsidiary
- Retirees
- Personal Use

Complimentary Amenities:
- Trans. Airport
- Trans. Office
- Buffet Break.
- Full American Break.
- 800 Call Access
- Local Calls
- Wireless Internet in Guest Room

Avg Cost of Breakfast:
Cancellation: 24HRS
On-Site Parking: 23
Total Tax: 15.5 P
Service/Resort Fee: 0 N
<table>
<thead>
<tr>
<th>Hotel Name</th>
<th>Hotel Contact</th>
<th>Account</th>
<th>Account</th>
</tr>
</thead>
<tbody>
<tr>
<td>(BWIDT) Courtyard Baltimore Downtown/Inner Harbor</td>
<td>Berna Mueller</td>
<td>Mid-Market</td>
<td>MIT (Massachusetts Institute of Technology)</td>
</tr>
<tr>
<td>1000 Aliceanna Street</td>
<td>DOS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Baltimore, MD USA</td>
<td>Phone: 001-443-923-4010</td>
<td>Fax 001-443-</td>
<td>Email:<a href="mailto:berna.mueller@crestlinehotels.com">berna.mueller@crestlinehotels.com</a></td>
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<tr>
<th>Account Specific Weighted Average Rate (WAR)</th>
<th>2015</th>
<th>291.58</th>
<th>2014</th>
<th>204.32</th>
<th>% Inc (Dec)</th>
<th>42.71</th>
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Rebid Due Date: 
Rebid Round 1:
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<th>Rate Product</th>
<th>Volume Producer</th>
<th>COM: No LRA</th>
<th>Currency: USD</th>
<th>Room Pool 1</th>
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<tr>
<td>Presented</td>
<td>Pending</td>
<td>LRA RP1: Yes</td>
<td>LRA RP2: LRA</td>
<td>LRA RP3: NLRA</td>
</tr>
<tr>
<td><strong>2015</strong></td>
<td></td>
<td>Account Rate</td>
<td>Account Rate</td>
<td>Account Rate</td>
</tr>
<tr>
<td><strong>RT</strong></td>
<td><strong>Season</strong></td>
<td><strong>LOS</strong></td>
<td><strong>Fixed Rate</strong></td>
<td><strong>Discount</strong></td>
</tr>
<tr>
<td>1</td>
<td>01/01/15 - 03/29/15</td>
<td>1 - 365</td>
<td>255.00 Single</td>
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<td>03/30/15 - 11/01/15</td>
<td>1 - 365</td>
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<td>1 - 365</td>
<td>255.00 Single</td>
<td>219.00 Single</td>
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</table>

Weighted Average Rate - Room Pool 1: 314
Rate Notes:
- Are Taxes Included
- Is Breakfast Included

---

<table>
<thead>
<tr>
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<th>Volume Producer</th>
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<th>Currency: USD</th>
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<tbody>
<tr>
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<td><strong>2014</strong></td>
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<td><strong>Season</strong></td>
<td><strong>LOS</strong></td>
<td><strong>Fixed Rate</strong></td>
<td><strong>Discount</strong></td>
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<td>1 - 365</td>
<td>249.00 Single</td>
<td>209.00 Single</td>
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<td>03/30/14 - 11/01/14</td>
<td>1 - 365</td>
<td>349.00 Single</td>
<td>209.00 Single</td>
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<tr>
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<td>11/02/14 - 12/31/14</td>
<td>1 - 365</td>
<td>249.00 Single</td>
<td>209.00 Single</td>
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</table>

Weighted Ave. Rate - Room pool 1: 308
Rate Notes:
- Are Taxes Included
- Is Breakfast Included

---


Total Blackout Days: 15

Options: [ ] Waive Blackout Dates
Eligibility: [x] Subsidiary [x] Retirees [x] Personal Use [x] Contractors

Avg Cost of Breakfast: 19
HSIA Wired Fee: 12.95
HSIA Wireless Fee: 12.95
Cancellation: 18:00
On-Site Parking: 27
Total Tax: 15.5 P
Service/Resort Fee: 0 N
### Hotel Name
(BWISH) Renaissance Baltimore Harborplace Hotel

202 East Pratt Street
Baltimore, MD USA

### Hotel Contact
Dara McBee
Sales Administrative Assistant
Phone: 001-410-9864871

### Account
Mid-Market

MIT (Massachusetts Institute of Technology)
Fax 001-410-
Email: dara.mcbee@marriott.com

### Account Specific Weighted Average Rate (WAR)

<table>
<thead>
<tr>
<th>Year</th>
<th>Rate</th>
<th>% Inc (Dec)</th>
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<td>240</td>
<td>4.80</td>
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<td>2014</td>
<td>229</td>
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### Rate Product

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<th>Currency:</th>
<th>USD</th>
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<tbody>
<tr>
<td>Presented</td>
<td>Pending</td>
<td>LRA RP1: Yes</td>
<td>LRA RP2:</td>
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<td>Presented</td>
<td>Pending</td>
<td>LRA RP1: Yes</td>
<td>LRA RP2:</td>
<td>LRA RP3:</td>
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<table>
<thead>
<tr>
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<th>LOS</th>
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<th>LRA Account Rate</th>
<th>Discount</th>
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<td>01/01/15 - 03/29/15</td>
<td>1 - 365</td>
<td>319.00</td>
<td>319.00</td>
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<td>1 - 365</td>
<td>379.00</td>
<td>379.00</td>
<td>240.00</td>
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<td>11/02/15 - 12/31/15</td>
<td>1 - 365</td>
<td>319.00</td>
<td>319.00</td>
<td>240.00</td>
</tr>
</tbody>
</table>

Weighted Average Rate - Room pool 1:

| 354 | 354 | 240 | 240 | 32% |

### Rate Notes:
- Are Taxes Included
- Is Breakfast Included

### Blackout Dates:

### Total Blackout Days: 13

### Options:
- Waive Blackout Dates

### Eligibility:
- Subsidiary
- [x] Retirees
- [x] Personal Use
- [x] Contractors
- Parking
- Off-Site Health Club
- [x] On-Site Health Club
- Wired High Speed Internet in Guest Room

### Complimentary Amenities:
- Trans. Airport
- [x] Trans. Office
- [x] Full American Break.
- Contin. Break.
- Buffet Break.
- [x] 800 Call Access
- [x] Local Calls
- [x] Wireless Internet in Guest Room

### Avg Cost of Breakfast:
19

### Cancellation:
18:00

### HSIA Wired Fee:
12.95

### On-Site Parking:
30

### HSIA Wireless Fee:
12.95

### Total Tax:
15.5 P

### Service/Resort Fee:
0 N

### Rebid Due Date:

### Rebid Round 1:
Account Specific Weighted Average Rate (WAR)  

<table>
<thead>
<tr>
<th>Year</th>
<th>Rate 1</th>
<th>Rate 2</th>
<th>% Inc (Dec)</th>
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<tbody>
<tr>
<td>2014</td>
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<td>169</td>
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<tr>
<td>2015</td>
<td>199</td>
<td>199</td>
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</tbody>
</table>

Rate Notes:
- Are Taxes Included
- Is Breakfast Included

Weighted Average Rate - Room Pool 1

Rate Product
- Presented: 2014
- Accepted: 2014

Volume Producer
- Fixed Rate: 199.00
- Account Rate: 169.00
- Discount: 15%

COM LRA RP1:
- Yes

LRA RP2:
- No

Currency: USD

<table>
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<tr>
<th>Season</th>
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<th>Single</th>
<th>Double</th>
<th>Single</th>
<th>Double</th>
<th>Discount</th>
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<tbody>
<tr>
<td>1</td>
<td>01/01/14 - 04/27/14</td>
<td>1 - 365</td>
<td>199.00</td>
<td>199.00</td>
<td>169.00</td>
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<tr>
<td>1</td>
<td>04/28/14 - 12/31/14</td>
<td>1 - 365</td>
<td>209.00</td>
<td>209.00</td>
<td>169.00</td>
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</tbody>
</table>

Weighted Ave. Rate - Room pool 1

Rate Notes:
- Are Taxes Included
- Is Breakfast Included

Blackout Dates:
- Total Blackout Days: 0
- Options: [ ] Waive Blackout Dates

Eligibility:
- Subsidiary
- Retirees
- Personal Use
- Contractors

Complimentary Amenities:
- Trans. Airport
- Trans. Office
- Full American Break.
- Contin. Break.
- Buffet Break.
- 800 Call Access
- Local Calls
- Wireless Internet in Guest Room

Amenities:
- Trans. Office
- Contin. Break.
- Buffet Break.
- 800 Call Access
- Local Calls
- Wireless Internet in Guest Room

Avg Cost of Breakfast: 13.95

Cancellation: 18:00

HSIA Wired Fee: 0

On-Site Parking:

HSIA Wireless Fee: 0

Total Tax: 15 P

Service/Resort Fee: 0 N

Rebid Due Date:

Rebid Round 1:
**Hotel Name**

(DTWDT) Marriott Detroit at the Renaissance Center

Renaissance Center, 400 Renaissance Drive
Detroit, MI USA

**Hotel Contact**

Diane Schroeder
Administrative Assistant
Phone: 001-313-271-3797

**Account**

Mid-Market

**Account**

MIT (Massachusetts Institute of Technology)

Fax 001-313-

Email:diane.schroeder@marriott.com

---

### Account Specific Weighted Average Rate (WAR)

<table>
<thead>
<tr>
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**Rate Notes:**

- Are Taxes Included
- Is Breakfast Included

---

### Weighted Average Rate - Room Pool 1

<table>
<thead>
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<th>245</th>
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<td>245</td>
<td>209</td>
<td>209</td>
<td>15%</td>
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</tbody>
</table>

**Rate Notes:**

- Are Taxes Included
- Is Breakfast Included

---

### Blackout Dates:

Total Blackout Days: 0

**Options:**

- Waive Blackout Dates

**Eligibility:**

- Subsidiary
- Retirees
- Personal Use
- Contractors
- Parking
- Off-Site Health Club

**Complimentary Amenities:**

- Trans. Airport
- Trans. Office
- Full American Break.
- Contin. Break.
- Buffet Break.
- 800 Call Access
- Local Calls
- Wireless Internet in Guest Room

**Avg Cost of Breakfast:** 22

**Cancellation:** 18:00

**On-Site Parking:** 25

**Total Tax:** 15 P

**HSIA Wired Fee:** 12.95

**Service/Resort Fee:** 0 N

**Rebid Round 1:**
### Hotel Name
(MSPCC) Marriott Minneapolis City Center
30 South 7th Street
Minneapolis, MN USA

### Hotel Contact
Yer Thao
Administrative Assistant
Phone: 001-612-349-4062
Fax 001-612-

### Account
Mid-Market
MIT (Massachusetts Institute of Technology)

### Account Specific Weighted Average Rate (WAR)

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2014</th>
<th>% Inc (Dec)</th>
<th>Final Submission</th>
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<tbody>
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<td>Weighted Average Rate - Room Pool 1</td>
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<td>297</td>
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<tr>
<td>Are Taxes Included</td>
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<tr>
<td>Is Breakfast Included</td>
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</tbody>
</table>

### Blackout Dates:
Total Blackout Days: 0
Options: Waive Blackout Dates

### Eligibility:
- Subsidiary
- Retirees
- Personal Use
- Contractors
- Trans. Airport
- Trans. Office
- Full American Break.
- Parking
- Contin. Break.
- Buffet Break.
- On-Site Health Club
- 800 Call Access
- Off-Site Health Club
- Wireless Internet in Guest Room

### Amenities:
- Local Calls
- Wired High Speed Internet in Guest Room
- Wired Internet in Guest Room

### Rate Notes:
- Are Taxes Included
- Is Breakfast Included

### Avg Cost of Breakfast:
- 16.95

### HSIA Wired Fee:
- 10.95

### HSIA Wireless Fee:
- 10.95

### Cancellation:
- 18:00

### On-Site Parking:
- 21

### Total Tax:
- 13.4

### Service/Resort Fee:
- 0
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<th>Currency: USD</th>
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<th>NLRA Account Rate</th>
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<th>LRA RP2:</th>
<th>No LRA Account Rate</th>
<th>Discount</th>
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<th>LRA RP3:</th>
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<td>Account Rate</td>
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<td>Account Rate</td>
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Rate Notes:
- Are Taxes Included
- Is Breakfast Included

Blackout Dates: 12/31/2015-12/31/2015
Total Blackout Days: 1
Options: ☐ Waive Blackout Dates

Eligibility: ☒ Subsidiary ☐ Retirees ☒ Personal Use ☒ Contractors
☐ Contin. Break. ☒ Buffet Break. ☒ 800 Call Access ☒ On-Site Health Club ☒ Wired High Speed Internet in Guest Room
Avg Cost of Breakfast: 16 Cancellation: 18:00
HSIA Wired Fee: 0 On-Site Parking: 19
HSIA Wireless Fee: 0 Total Tax: 13.41 P
Service/Resort Fee: 0 N
### Hotel Name
(RDUFS) Courtyard Durham Near Duke University/Downtown
1815 Front Street
Durham, NC USA

### Hotel Contact
Carrie Meade
Director of Sales
Phone: 1-919-309-7012
Fax 1-919-
Email: cmmeade@courtyarddurhamnc.com

### Account
Mid-Market
MIT (Massachusetts Institute of Technology)

<table>
<thead>
<tr>
<th>Account Specific Weighted Average Rate (WAR)</th>
<th>2015</th>
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### Rate Product: Fixed Rate

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<th>Single</th>
<th>Double</th>
<th>Discount</th>
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<tr>
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<td>140.00</td>
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<tr>
<td>2</td>
<td>01/01/15 - 12/31/15</td>
<td>1 - 365</td>
<td>140.00</td>
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Weighted Average Rate - Room Pool 1
Rate Notes:

- Are Taxes Included: 
- Is Breakfast Included: 

### Rate Product: Accepted Rate

<table>
<thead>
<tr>
<th>Presented</th>
<th>Accepted</th>
<th>LRA RP1: Yes</th>
<th>LRA RP2: Yes</th>
<th>LRA RP3:</th>
<th>COM: No</th>
<th>Currency: USD</th>
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<tr>
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<table>
<thead>
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<th>Season</th>
<th>LOS</th>
<th>Single</th>
<th>Double</th>
<th>Single</th>
<th>Double</th>
<th>Discount</th>
<th>Single</th>
<th>Double</th>
<th>Discount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>01/01/14 - 12/31/14</td>
<td>1 - 365</td>
<td>134.00</td>
<td>134.00</td>
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<td></td>
<td>0%</td>
</tr>
<tr>
<td>2</td>
<td>01/01/14 - 12/31/14</td>
<td>1 - 365</td>
<td>134.00</td>
<td>134.00</td>
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<td>134.00</td>
<td>0%</td>
<td></td>
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<td>0%</td>
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</table>

Weighted Ave. Rate - Room pool 1
Rate Notes:

- Are Taxes Included: 
- Is Breakfast Included: 

Total Blackout Days: 5

Options: [ ] Waive Blackout Dates
Eligibility: [x] Subsidiary
[ ] Retirees
[x] Personal Use
[x] Contractors
[x] Trans. Airport
[x] Parking
[ ] Trans. Office
[ ] Off-Site Health Club
[ ] Full American Break.
[ ] On-Site Health Club
[ ] Wired High Speed Internet in Guest Room
[ ] Contin. Break.
[ ] Wired Internet in Guest Room
[ ] Local Calls
[ ] 800 Call Access

Avg Cost of Breakfast: 18:00
HSIA Wired Fee: 0
HSIA Wireless Fee: 0
Total Tax: 12.5 P
Service/Resort Fee: 0 N

Rebid Due Date:
Rebid Round 1:
### Hotel Name
(RDURD) Courtyard Raleigh Durham Airport

2001 Hospitality Court
Morrisville, NC USA

### Hotel Contact
Wendy Wilson
Administrative Assistant
Phone: 001-336-6656510
Fax 001-336-

### Account
Mid-Market
Email: wendy.wilson@marriott.com

### Account Specific Weighted Average Rate (WAR) 2015
<table>
<thead>
<tr>
<th></th>
<th>2014</th>
<th>% Inc (Dec)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>139</td>
</tr>
</tbody>
</table>

### Rate Product Present Accept LRA RP1: Yes LRA RP2: Yes LRA RP3: Yes

| Rate Notes: |
| Are Taxes Included |

| Is Breakfast Included |

<table>
<thead>
<tr>
<th>Weighted Average Rate - Room Pool 1</th>
</tr>
</thead>
<tbody>
<tr>
<td>204</td>
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</tbody>
</table>

| Rate Notes: | Are Taxes Included |
| Is Breakfast Included |

<table>
<thead>
<tr>
<th>Weighted Ave. Rate - Room pool 1</th>
</tr>
</thead>
<tbody>
<tr>
<td>184</td>
</tr>
</tbody>
</table>

#### Blackout Dates:
Total Blackout Days: 0

- Options: Waive Blackout Dates
- Eligibility: Subsidiary
- Complimentary Amenities: Trans. Airport
- Contin. Break.
- Local Calls
- Retirees
- Personal Use
- Contractors
- Parking
- Off-Site Health Club
- On-Site Health Club
- Wired High Speed Internet in Guest Room

<table>
<thead>
<tr>
<th>Avg Cost of Breakfast:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cancellation: 18:00</td>
</tr>
<tr>
<td>HSIA Wired Fee: 0</td>
</tr>
<tr>
<td>HSIA Wireless Fee: 0</td>
</tr>
<tr>
<td>Total Tax: 13.75 P</td>
</tr>
</tbody>
</table>

### Rate Notes:
- Are Taxes Included
- Is Breakfast Included
### Hotel Name
(EWRNR) Renaissance Newark Airport Hotel
1000 Spring Street
Elizabeth, NJ USA

### Account
Mid-Market
MIT (Massachusetts Institute of Technology)

### Contact
Mike Fahner
Phone: 001-908-644-0195
Fax 001-908-
Email: michael.fahner@marriott.com

### Account Specific Weighted Average Rate (WAR)
<table>
<thead>
<tr>
<th>Year</th>
<th>Rate</th>
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</thead>
<tbody>
<tr>
<td>2015</td>
<td>289</td>
</tr>
<tr>
<td>2014</td>
<td>269.58</td>
</tr>
</tbody>
</table>

% Inc (Dec): 7.20
Final Submission: N

### Rate Product: Fixed
<table>
<thead>
<tr>
<th>Presented</th>
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</tr>
</thead>
<tbody>
<tr>
<td>LRA RP1: Yes</td>
<td>LRA RP2: No</td>
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<tr>
<td>LRA RP3:</td>
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<tr>
<td>Currency: USD</td>
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### Season
<table>
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<tr>
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<th>Double</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>01/01/15 - 12/31/15</td>
<td>289.00</td>
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Weighted Average Rate - Room Pool 1
Rate Notes:
- Are Taxes Included
- Is Breakfast Included

### Room Product: Fixed
<table>
<thead>
<tr>
<th>Presented</th>
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</tr>
</thead>
<tbody>
<tr>
<td>LRA RP1: Yes</td>
<td>LRA RP2: No</td>
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<tr>
<td>LRA RP3:</td>
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<td>Currency: USD</td>
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### Season
<table>
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<tr>
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<tr>
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<td>1</td>
<td>04/06/14 - 09/06/14</td>
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<td>1</td>
<td>09/07/14 - 12/31/14</td>
<td>279.00</td>
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</table>

Weighted Ave. Rate - Room pool 1
Rate Notes:
- Are Taxes Included
- Is Breakfast Included

### Blackout Dates:
Total Blackout Days: 0
Options: Waive Blackout Dates

Eligibility: Subsidiary, Retirees, Personal Use, Contractors


Avg Cost of Breakfast: 15
HSIA Wired Fee: 12.95
HSIA Wireless Fee: 12.95

Cancellation: 18:00
On-Site Parking: 16
Total Tax: 18
Service/Resort Fee: 0

Rebid Due Date:
Rebid Round 1:
### Hotel Name
(EWRCA) Courtyard Newark Liberty International Airport
600 US 1 & 9
Newark, NJ USA

### Hotel Contact
Rich Elliot
Sales Admin
Phone: 001-973-619-2020

### Account
Mid-Market

### Account
MIT (Massachusetts Institute of Technology)
Email: rich.elliot@marriott.com

### Account Specific Weighted Average Rate (WAR)
<table>
<thead>
<tr>
<th>Year</th>
<th>Rate</th>
<th>% Inc (Dec)</th>
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### Rate Product: Fixed Presented Pending
<table>
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<th>LRA RP1: Fixed Rate</th>
<th>LRA Account Rate</th>
<th>Discount Rate</th>
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<tbody>
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<td>1 - 365</td>
<td>242.00</td>
<td>242.00</td>
<td>242.00</td>
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</table>

Weighted Average Rate - Room Pool 1

### Rate Notes:
- **Are Taxes Included**: Yes
- **Is Breakfast Included**: Yes

### Blackout Dates:
Total Blackout Days: 0

- **Options**: Waive Blackout Dates
- **Eligibility**: Subsidiary, Retirees, Personal Use, Contractors
- **Complimentary Amenities**: Trans. Airport, Trans. Office, Full American Break., 800 Call Access, Local Calls, Wireless Internet in Guest Room
- **Avg Cost of Breakfast**: Cancellation: 18:00
- **HSIA Wired Fee**: On-Site Parking: 10
- **HSIA Wireless Fee**: Total Tax: 15.5 P
- **Service/Resort Fee**: 0 N

### Rate Product: Fixed Presented Accepted
<table>
<thead>
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<th>Year</th>
<th>Season</th>
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<th>LRA RP1: Fixed Rate</th>
<th>LRA Account Rate</th>
<th>Discount Rate</th>
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Weighted Ave. Rate - Room pool 1

### Rate Notes:
- **Are Taxes Included**: Yes
- **Is Breakfast Included**: Yes
<table>
<thead>
<tr>
<th>Hotel Name</th>
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<th>Final Submission</th>
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<tr>
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<td>Sales Admin</td>
<td>MIT (MIT)</td>
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<tr>
<td>Newark, NJ USA</td>
<td>Phone: 001-973-619-2020</td>
<td>Email:<a href="mailto:rich.elliot@marriott.com">rich.elliot@marriott.com</a></td>
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<tr>
<td></td>
<td>Fax 001-973-</td>
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Rebid Due Date:

Rebid Round 1:
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Weighted Average Rate - Room Pool 1
Rate Notes:
- Are Taxes Included
- Is Breakfast Included

Blackout Dates:
Total Blackout Days: 0
Options: [ ] Waive Blackout Dates
Eligibility: [x] Subsidiary [x] Retirees [x] Personal Use [x] Contractors
Local Calls [x] Wireless Internet in Guest Room [x] Wired High Speed Internet in Guest Room

Avg Cost of Breakfast: 17  Cancellation: 18:00
HSIA Wired Fee: 12.95  On-Site Parking: 32
HSIA Wireless Fee: 12.95  Total Tax: 15.5 P
Service/Resort Fee: 0 N

Rebid Due Date:
Rebid Round 1:
## Hotel Information

**Hotel Name:** (ABQCA) Courtyard Albuquerque Airport  
1920 Yale Boulevard S.E.  
Albuquerque, NM USA

**Hotel Contact:**  
Sharon Jones  
Area Sales Leader  
Phone: 001-832-589-3916

**Account:** Mid-Market

**Account:** MIT (Massachusetts Institute of Technology)

**Fax:** 001-832-

Email: sheron.jones@marriott.com

## Account Specific Weighted Average Rate (WAR)

<table>
<thead>
<tr>
<th>Year</th>
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## Rate Product Presented

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<td>0%</td>
</tr>
</tbody>
</table>

## Weighted Average Rate - Room pool 1

- Rate Notes:
  - [ ] Are Taxes Included
  - [ ] Is Breakfast Included

## Weighted Ave. Rate - Room pool 1

<table>
<thead>
<tr>
<th>Rate Notes:</th>
</tr>
</thead>
</table>

## Cancellation Policy

**Cancellation:** 18:00

**On-Site Parking:**

**Total Tax:** 13 P

**Service/Resort Fee:** 0 N

## Eligibility

- [ ] Subsidiary
- [ ] Retirees
- [ ] Personal Use
- [ ] Contractors
- [ ] Parking
- [ ] Off-Site Health Club
- [ ] On-Site Health Club
- [ ] Wired High Speed Internet in Guest Room

## Amenities

- [ ] Trans. Airport
- [ ] Trans. Office
- [ ] Full American Break.
- [ ] Buffet Break.
- [ ] 800 Call Access
- [ ] 800 Call Access
- [ ] Wireless Internet in Guest Room

## Avg Cost of Breakfast

- Cancellation: 18:00

## Rebid Due Date

- Rebid Round 1:
<table>
<thead>
<tr>
<th>Account Specific Weighted Average Rate (WAR)</th>
<th>2015</th>
<th>2014</th>
<th>% Inc (Dec)</th>
<th>Final Submission</th>
</tr>
</thead>
<tbody>
<tr>
<td>Room Pool 1</td>
<td>199</td>
<td>199</td>
<td></td>
<td>Y</td>
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</table>

### Rate Notes:
- [ ] Are Taxes Included
- [ ] Is Breakfast Included

### Weighted Average Rate - Room Pool 1
199

### Rate Notes:
- Are Taxes Included
- Is Breakfast Included

### Blackout Dates:
- Total Blackout Days: 0
- Options: Waive Blackout Dates
- Eligibility: Subsidiary, Retirees, Personal Use, Contractors
- Avg Cost of Breakfast: 13.95
- HSIA Wired Fee: 14.95
- HSIA Wireless Fee: 14.95
- Service/Resort Fee: 0

### Rebid Due Date:
- Rebid Round 1:
## Hotel Name
(LASCH) Courtyard Las Vegas - Convention Center
3275 Paradise Road
Las Vegas, NV USA

## Hotel Contact
MaryAnn McDaniel
Area Sales Admin
Phone: 001-702-352-9035
Fax 001-702-
Email:MaryAnn.McDaniel@marriott.com

## Account
Mid-Market

## Account
MIT (Massachusetts Institute of Technology)

---

### Account Specific Weighted Average Rate (WAR)

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>167</td>
<td>167</td>
<td>N</td>
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</table>

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### Fixed Rate LRA

#### LRA RP1: Yes
- **Currency:** USD
- **Com:** No
- **Presented:** Fixed
- **Pending:**

<table>
<thead>
<tr>
<th></th>
<th>Season</th>
<th>LOS</th>
<th>Single</th>
<th>Double</th>
<th>Single</th>
<th>Double</th>
<th>Discount</th>
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<tbody>
<tr>
<td>1</td>
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<td>1 - 365</td>
<td>167.00</td>
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<td>01/01/15 - 12/31/15</td>
<td>1 - 365</td>
<td>167.00</td>
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</table>

#### Weighted Average Rate - Room Pool 1
- **Rate Notes:**
- **Are Taxes Included:**
- **Is Breakfast Included:**

---

### Blackout Dates:
- 1/5/2015-1/8/2015
- 1/20/2015-1/21/2015
- 2/2/2015-2/5/2015
- 4/12/2015-4/15/2015
- 5/17/2015-5/18/2015
- 9/28/2015-9/29/2015
- 10/11/2015-10/13/2015
- 11/16/2015-11/18/2015
- 12/7/2015-12/9/2015

### Total Blackout Days: 30

### Options:
- Waive Blackout Dates

### Eligibility:
- □ Subsidiary
- □ Retirees
- □ Personal Use
- □ Contractors

### Complimentary Amenities:
- □ Trans. Airport
- □ Trans. Office
- □ Full American Break.
- □ Parking
- □ Off-Site Health Club

### Amenities:
- □ Contin. Break.
- □ Buffet Break.
- □ x 800 Call Access
- □ On-Site Health Club
- □ Wired High Speed Internet in Guest Room

### Average Cost of Breakfast:
- Cancellation: 24HRS

### HSIA Wired Fee:
- 0

### HSIA Wireless Fee:
- 0

### Total Tax:
- 12 P

### Service/Resort Fee:
- 0 N

---

### Rebid Due Date:

### Rebid Round 1:
**Hotel Name**
(LASST) Marriott Las Vegas
325 Convention Center Drive
Las Vegas, NV USA

**Hotel Contact**
Mary Ann McDaniel
Area Sales Coordinator
Phone: 001-702-352-9035

**Account**
Mid-Market

**Account**
MIT (Massachusetts Institute of Technology)
Fax 001-702- Email:maryann.mcdaniel@marriott.com

### Account Specific Weighted Average Rate (WAR)

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
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<th>% Inc (Dec)</th>
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<tbody>
<tr>
<td></td>
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<td>x</td>
</tr>
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### Rate Product:
- Fixed Rate: LRA RP1: Yes
- LRA RP2: No
- LRA RP3: Yes
- Currency: USD

### 2015

<table>
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<tr>
<th>RT</th>
<th>Season</th>
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<th>Account Rate</th>
<th>Discount Rate</th>
<th>Discount Rate</th>
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<tbody>
<tr>
<td>1</td>
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<tr>
<td>2</td>
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<td>144.00</td>
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<tr>
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<td>144.00</td>
<td>144.00</td>
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<table>
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<th>Weighted Average Rate - Room Pool 1</th>
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<table>
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</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>x</td>
<td>x</td>
</tr>
</tbody>
</table>

### Blackout Dates:

Total Blackout Days: 28

### Options:
- Waive Blackout Dates

### Eligibility:
- X Subsidiary
- Retirees
- Personal Use
- Contractors
- x Trans. Airport
- Trans. Office
- Full American Break.
- x On-Site Health Club
- Parking
- Off-Site Health Club
- Parking
- Local Calls
- x 800 Call Access
- x Wired High Speed Internet in Guest Room
- x Wireless Internet in Guest Room

### Amenities:
- Trans. Airport
- Trans. Office
- Contin. Break.
- Buffet Break.
- Full American Break.
- 800 Call Access
- 0 Service/Resort Fee

### Avg Cost of Breakfast:
- 20

### Cancellation:
- 24HRS

### HSIA Wired Fee:
- 9.95

### On-Site Parking:
- 0

### HSIA Wireless Fee:
- 9.95

### Total Tax:
- 12 P

### Rebid Due Date:

Rebid Round 1:

---

Marriott International Proprietary and Confidential

10/29/2014 9:12:00 AM
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<thead>
<tr>
<th>Rate Product:</th>
<th>Volume Producer</th>
<th>COM: No</th>
<th>Currency: USD</th>
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<tbody>
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<td>Presented</td>
<td>LRA RP1: Yes</td>
<td>LRA</td>
<td>LRA RP3:</td>
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<tr>
<td>Pending</td>
<td>LRA RP2:</td>
<td>Account Rate</td>
<td>Account Rate</td>
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<tr>
<td>2015</td>
<td></td>
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<td>08/28/15 - 12/31/15</td>
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Weighted Average Rate - Room Pool 1
154 154 111 111 28%

Rate Notes:
- Are Taxes Included
- Is Breakfast Included


Total Blackout Days: 16

Options: [ ] Waive Blackout Dates

Eligibility: [x] Subsidiary [x] Retirees [x] Personal Use [x] Contractors


Avg Cost of Breakfast: 16

Cancellation: 48HRS

Rebid Due Date: 10/29/2014 9:12:01 AM

Rebid Round 1:
<table>
<thead>
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<th>Currency: USD LRA RP3:</th>
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<th>LRA Account Rate</th>
<th>Discount</th>
<th>NLRA Account Rate</th>
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<td></td>
<td></td>
<td></td>
<td>201 221</td>
<td>221</td>
<td>207</td>
<td>207</td>
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<tr>
<td>1</td>
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<td>269.00 209.00</td>
<td>209.00 221</td>
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<td>299.00 229.00</td>
<td>229.00 23% 209.00 209.00</td>
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<td></td>
</tr>
<tr>
<td>1</td>
<td>3 07/01/15 - 08/22/15</td>
<td>1 - 365 269.00</td>
<td>269.00 209.00</td>
<td>209.00 22% 205.00 205.00</td>
<td>23% 205.00</td>
<td>205.00</td>
<td>30%</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>1</td>
<td>4 08/23/15 - 12/31/15</td>
<td>1 - 365 299.00</td>
<td>299.00 229.00</td>
<td>229.00 23% 209.00 209.00</td>
<td>23% 209.00</td>
<td>209.00</td>
<td>30%</td>
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</tr>
<tr>
<td>2</td>
<td>1 01/01/15 - 03/31/15</td>
<td>1 - 365 269.00</td>
<td>269.00 209.00</td>
<td>209.00 22% 205.00 205.00</td>
<td>23% 205.00</td>
<td>205.00</td>
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<tr>
<td>2</td>
<td>2 04/01/15 - 06/30/15</td>
<td>1 - 365 299.00</td>
<td>299.00 229.00</td>
<td>229.00 23% 209.00 209.00</td>
<td>23% 209.00</td>
<td>209.00</td>
<td>30%</td>
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</tr>
<tr>
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<td>1 - 365 269.00</td>
<td>269.00 209.00</td>
<td>209.00 22% 205.00 205.00</td>
<td>23% 209.00</td>
<td>209.00</td>
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<td></td>
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<tr>
<td>2</td>
<td>4 08/23/15 - 12/31/15</td>
<td>1 - 365 299.00</td>
<td>299.00 229.00</td>
<td>229.00 23% 209.00 209.00</td>
<td>23% 209.00</td>
<td>209.00</td>
<td>30%</td>
<td></td>
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</table>

Weighted Average Rate - Room Pool 1

<table>
<thead>
<tr>
<th>Rate Notes:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Are Taxes Included</td>
</tr>
<tr>
<td>Is Breakfast Included</td>
</tr>
</tbody>
</table>

Blackout Dates: 8/24/2015-8/28/2015
Total Blackout Days: 5
Options: [ ] Waive Blackout Dates
Eligibility: [x] Subsidiary [x] Retirees [x] Personal Use [x] Contractors
[ ] Wired High Speed Internet in Guest Room

Avg Cost of Breakfast: 16.95
Cancellation: 24HRS
HSIA Wired Fee: On-Site Parking: 24
HSIA Wireless Fee: 0 Total Tax: 14.76 P
Service/Resort Fee: 0 N
<table>
<thead>
<tr>
<th>Hotel Name</th>
<th>Hotel Contact</th>
<th>Account</th>
<th>Account Specific Weighted Average Rate (WAR)</th>
<th>2015</th>
<th>2014</th>
<th>% Inc (Dec)</th>
<th>Final Submission</th>
</tr>
</thead>
<tbody>
<tr>
<td>(LGACA) Courtyard New York LaGuardia Airport</td>
<td>Miguelina Flores</td>
<td>Mid-Market</td>
<td>9010 Ditmars Blvd</td>
<td>221.16</td>
<td>279</td>
<td>-20.73</td>
<td>N</td>
</tr>
<tr>
<td>East Elmhurst, NY USA</td>
<td>Assistant Director of Sales</td>
<td>MIT (Massachusetts Institute of Technology)</td>
<td>Phone: 001-718-308-4743</td>
<td>Fax 001-718-</td>
<td>Email:<a href="mailto:mflores@courtyardlaguardia.com">mflores@courtyardlaguardia.com</a></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Rebid Due Date:
Rebid Round 1:
### Hotel Name

(LGAAP) Marriott New York LaGuardia Airport

102-05 Ditmars Boulevard
East Elmhurst, NY USA

### Hotel Contact

Sorangie Davis
Admin Assistant to Area Sales
Phone: 001-781-350-1109
Fax 001-781-
Email:sorangie.davis@marriott.com

### Account

Mid-Market
MIT (Massachusetts Institute of Technology)

### Account Specific Weighted Average Rate (WAR)

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>2014</th>
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<tr>
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### Rate Product: Fixed Rate

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<tbody>
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</table>

Weighted Average Rate - Room Pool 1: 374

**Rate Notes:**
- Are Taxes Included: [ ]
- Is Breakfast Included: [ ]

### Blackout Dates:
- 8/31/2015-9/11/2015

**Total Blackout Days:** 12

**Options:** [ ] Waive Blackout Dates

**Eligibility:**
- Subsidiary: [x]
- Retirees: [x]
- Personal Use: [x]
- Contractors: [x]

**Complimentary Amenities:**
- Trans. Airport: [x]
- Trans. Office: [ ]
- Full American Break.: [ ]
- Complimentary: [x]
- Contin. Break.: [ ]
- Buffet Break.: [ ]
- 800 Call Access: [x]
- Local Calls: [ ]
- Wireless Internet in Guest Room: [ ]

**Avg Cost of Breakfast:** 20

**Cancellation:** 18:00

**HSIA Wired Fee:** 12.95

**On-Site Parking:** 24

**HSIA Wireless Fee:** 12.95

**Total Tax:** 14.76 P

**Service/Resort Fee:** 0 N

**Rebid Round 1:**

**Rebid Due Date:**
<table>
<thead>
<tr>
<th>Rate Product:</th>
<th>Volume Producer</th>
<th>LRA RP1: Yes</th>
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<td>1 - 365</td>
<td>299.00</td>
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<tr>
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<td>249.00</td>
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<td>299.00</td>
<td>269.00</td>
<td>10%</td>
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<tr>
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<td></td>
<td>1 - 365</td>
<td>279.00</td>
<td>249.00</td>
<td>11%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>1 - 365</td>
<td>329.00</td>
<td>289.00</td>
<td>12%</td>
</tr>
</tbody>
</table>

Rate Notes: Although, we have been accepted, we have not seen production. We are offering a low NLRA rate to try and pick up rooms from this account.

Are Taxes Included: Yes
Is Breakfast Included: Yes

Blackout Dates:
Total Blackout Days: 0

Options: [x] Waive Blackout Dates

Eligibility: [x] Subsidiary
[x] Retirees
[x] Personal Use
[x] Contractors
[x] Off-Site Health Club
[x] Parking
[x] On-Site Health Club
[x] Wired High Speed Internet in Guest Room

Complimentary Amenities: [x] Trans. Airport
[x] Trans. Office
[x] Full American Break.
[x] Buffet Break.
[x] 800 Call Access
[x] Local Calls
[x] Wireless Internet in Guest Room

Avg Cost of Breakfast: Cancellation: 18:00
HSIA Wired Fee: On-Site Parking:
HSIA Wireless Fee: Total Tax: 14.76 P
Service/Resort Fee: 0 N
**Hotel Name**
(NYCFJ) Courtyard New York City / JFK Airport
145-11 N Conduit Avenue
Jamaica, NY USA

**Hotel Contact**
Kathy Russell
Revenue Manager
Phone: 001-718-848-2121

**Account**
Mid-Market

**Account**
MIT (Massachusetts Institute of Technology)

<table>
<thead>
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Rebid Due Date:

Rebid Round 1:
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<thead>
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<th>Rate Notes:</th>
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<tbody>
<tr>
<td>Are Taxes Included</td>
<td>Are Taxes Included</td>
</tr>
<tr>
<td>Is Breakfast Included</td>
<td>Is Breakfast Included</td>
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</tbody>
</table>

**Blackout Dates:**
Total Blackout Days: 0

**Options:**
- Waive Blackout Dates

**Eligibility:**
- Subsidiary
- Retirees
- Personal Use
- Contractors
- Parking
- Off-Site Health Club
- Trans. Airport
- Trans. Office
- Full American Break.
- Parking
- Off-Site Health Club
- Contin. Break.
- Buffet Break.
- 800 Call Access
- On-Site Health Club
- Wired High Speed Internet in Guest Room
- Local Calls
- Wireless Internet in Guest Room

**Amenities:**
- Trans. Airport
- Trans. Office
- Full American Break.
- Buffet Break.
- 800 Call Access
- On-Site Health Club
- Wired High Speed Internet in Guest Room

**Avg Cost of Breakfast:**
- Cancellation: 24 HRS
- On-Site Parking:
- Total Tax: 15.5 P
- Service/Resort Fee: 0 N

**Rebid Due Date:**
- Rebid Round 1:
**Hotel Name**
(DALMT) Marriott Suites Dallas Medical/Market Center
2493 North Stemmons Freeway
Dallas, TX USA

**Hotel Contact**
John McKay
Sales Manager
Phone: 001-214-5896102
Fax 001-214-
Email: johnmckay@remingtonhotels.com

**Account**
Mid-Market
MIT (Massachusetts Institute of Technology)

---

<table>
<thead>
<tr>
<th>Rate Product:</th>
<th>Volume Producer</th>
<th>COM: No</th>
<th>Currency:</th>
<th>USD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Presented</td>
<td>LRA RP1: Yes</td>
<td>LRA</td>
<td>Discount</td>
<td>% Inc (Dec) 6.29</td>
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<td>Discount</td>
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<td>Rate Notes:</td>
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</tr>
<tr>
<td>Are Taxes Included</td>
<td>Is Breakfast Included</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Rate Notes:**
- Are Taxes Included
- Is Breakfast Included

**Blackout Dates:** 1/14/2015-1/18/2015
**Total Blackout Days:** 5

**Options:**
- Waive Blackout Dates

**Eligibility:**
- Subsidiary
- Trans. Airport
- Contin. Break.
- Local Calls
- Retirees
- Trans. Office
- Buffet Break.
- 800 Call Access
- Personal Use
- Full American Break.
- 800 Call Access
- Contractors
- Parking
- Off-Site Health Club
- Wired High Speed Internet in Guest Room

**Average Cost of Breakfast:** 18

**HSIA Wired Fee:**
- 0

**HSIA Wireless Fee:**
- 0

**Cancellation:**
- 24HRS

**On-Site Parking:**
- 10

**Total Tax:**
- 15 P

**Service/Resort Fee:**
- 0 N

**Rebid Due Date:**

**Rebid Round 1:**
<table>
<thead>
<tr>
<th>Weighted Average Rate - Room Pool 1</th>
<th>Rate Notes:</th>
</tr>
</thead>
<tbody>
<tr>
<td>289</td>
<td></td>
</tr>
<tr>
<td>289</td>
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**Rate Notes:**
- Are Taxes Included
- Is Breakfast Included

<table>
<thead>
<tr>
<th>Blackout Dates:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Blackout Days: 0</td>
</tr>
</tbody>
</table>

**Options:**
- Waive Blackout Dates

**Eligibility:**
- Subsidiary
- Retirees
- Personal Use
- Contractors
- Trans. Office
- Full American Break.
- Parking
- Off-Site Health Club
- Contin. Break.
- Buffet Break.
- 800 Call Access
- On-Site Health Club
- Wireless Internet in Guest Room
- Wired High Speed Internet in Guest Room

**Amenities:**
- Local Calls

**Avg Cost of Breakfast:** 19
**Cancellation:** 18:00

**Rebid Due Date:**

**Rebid Round 1:**

---

**Hotel Name:** (DALBR) Renaissance Dallas
**Hotel Contact:** Jennifer Wasserman
**Account:** Mid-Market
**Account:** MIT (Massachusetts Institute of Technology)

**Hotel Name:** Renaissance Dallas
**Hotel Contact:** Jennifer Wasserman
**Contact Address:** 2222 North Stemmons Freeway, Dallas, TX USA
**Phone:** 001-214-5487540
**Fax:** 001-214-
**Email:** jennifer.wasserman@marriott.com

**Account Specific Weighted Average Rate (WAR)**

<table>
<thead>
<tr>
<th>Year</th>
<th>Rate</th>
<th>% Inc (Dec)</th>
<th>Final Submission</th>
</tr>
</thead>
<tbody>
<tr>
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<td>279</td>
<td>2014</td>
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**Rate Product**

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<th>Accepted</th>
</tr>
</thead>
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<td>Fixed</td>
<td>Accepted</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
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<th>LOS</th>
<th>Single</th>
<th>Double</th>
<th>Single</th>
<th>Double</th>
<th>Single</th>
<th>Double</th>
<th>Single</th>
<th>Single</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1 01/01/14 - 12/31/14</td>
<td>1 - 365</td>
<td>279.00</td>
<td>279.00</td>
<td>279.00</td>
<td>279.00</td>
<td>0%</td>
<td></td>
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</table>

**Weighted Ave. Rate - Room pool 1**

<table>
<thead>
<tr>
<th>Rate Notes:</th>
</tr>
</thead>
</table>
| Are Taxes Included
| Is Breakfast Included |

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**Rate Notes:**
- Are Taxes Included
- Is Breakfast Included

**Weighted Ave. Rate - Room pool 1**

<table>
<thead>
<tr>
<th>Rate</th>
<th>Season</th>
<th>LOS</th>
<th>Single</th>
<th>Double</th>
<th>Single</th>
<th>Double</th>
<th>Single</th>
<th>Double</th>
<th>Single</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1 01/01/14 - 12/31/14</td>
<td>1 - 365</td>
<td>279.00</td>
<td>279.00</td>
<td>279.00</td>
<td>279.00</td>
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<td></td>
<td></td>
</tr>
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**Weighted Ave. Rate - Room pool 1**

<table>
<thead>
<tr>
<th>Rate Notes:</th>
</tr>
</thead>
</table>
| Are Taxes Included
| Is Breakfast Included |

---

**Blackout Dates:**

**Total Blackout Days:** 0

**Eligibility:**
- Subsidiary
- Retirees
- Personal Use
- Contractors
- Trans. Office
- Full American Break.
- Parking
- Off-Site Health Club
- Contin. Break.
- Buffet Break.
- 800 Call Access
- On-Site Health Club
- Wireless Internet in Guest Room

**Amenities:**
- Local Calls

**Avg Cost of Breakfast:** 19
**Cancellation:** 18:00

**Rebid Due Date:**

**Rebid Round 1:**
<table>
<thead>
<tr>
<th>Rate Product: Fixed</th>
<th>Presented</th>
<th>Pending</th>
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</thead>
<tbody>
<tr>
<td>LRA Rp1: Yes</td>
<td></td>
<td></td>
</tr>
<tr>
<td>LRA Rp2: Yes</td>
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</tr>
<tr>
<td>LRA Rp3:</td>
<td>USD</td>
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</tr>
<tr>
<td>Currency: USD</td>
<td>LRA Account Rate</td>
<td>Discount</td>
</tr>
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<td>NLRA Account Rate</td>
<td>Discount</td>
</tr>
<tr>
<td>Weighted Average Rate - Room Pool 1</td>
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<td>169</td>
</tr>
</tbody>
</table>

Are Taxes Included
Is Breakfast Included

Weighted Ave. Rate - Room pool 1: 169 169 169 169 0%

Rate Notes:


Total Blackout Days: 29

Options: Waive Blackout Dates

Eligibility: Subsidiary Retirees Personal Use Contractors Parking Off-Site Health Club

Complimentary Amenities: Trans. Airport Trans. Office Full American Break. On-Site Health Club Wired High Speed Internet in Guest Room

Contin. Break. Buffet Break. 800 Call Access

Local Calls Wireless Internet in Guest Room

Avg Cost of Breakfast: Cancellation: 24HRS

HSIA Wired Fee: On-Site Parking:

HSIA Wireless Fee: 0 Total Tax: 16.75 P

Service/Resort Fee: 0 N

Rebid Due Date:

Rebid Round 1:
<table>
<thead>
<tr>
<th>Rate Product</th>
<th>Volume Producer</th>
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<th>LRA RP3:</th>
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<th>Discount</th>
<th>Weighted Average Rate - Room Pool 1</th>
<th>Rate Notes:</th>
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<td>Pending</td>
<td>Fixed Rate</td>
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<td>Single</td>
<td>Double</td>
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<td>Double</td>
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<td>23%</td>
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<tr>
<td>RT</td>
<td>Season</td>
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<td>Double</td>
<td>Single</td>
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<td>23%</td>
<td>129.00</td>
</tr>
<tr>
<td>1</td>
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<td>01/01/15 - 12/31/15</td>
<td>1 - 365</td>
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<td>23%</td>
<td></td>
<td></td>
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<td>2</td>
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<td>139.00</td>
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<td>29%</td>
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Weighted Average Rate - Room Pool 1: 129 129 99 99 23%
Rate Notes: [Are Taxes Included] [Is Breakfast Included]

---

<table>
<thead>
<tr>
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<th>Volume Producer</th>
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<th>LRA RP3:</th>
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<th>Discount</th>
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<th>Discount</th>
<th>Weighted Ave. Rate - Room pool 1</th>
<th>Rate Notes:</th>
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<td>Double</td>
<td>Single</td>
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<td>Single</td>
<td>Double</td>
<td>Single</td>
<td>23%</td>
<td>129.00</td>
</tr>
<tr>
<td>RT</td>
<td>Season</td>
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<td>Double</td>
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<td>Single</td>
<td>23%</td>
<td>129.00</td>
</tr>
<tr>
<td>1</td>
<td>1</td>
<td>01/01/14 - 12/31/14</td>
<td>1 - 365</td>
<td>129.00</td>
<td>129.00</td>
<td>99.00</td>
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<td>23%</td>
<td></td>
<td></td>
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<tr>
<td>2</td>
<td>1</td>
<td>01/01/14 - 12/31/14</td>
<td>1 - 365</td>
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<td>139.00</td>
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<td>99.00</td>
<td>29%</td>
<td></td>
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</table>

Weighted Ave. Rate - Room pool 1: 129 129 99 99 23%
Rate Notes: [Are Taxes Included] [Is Breakfast Included]
### Marriott International Proprietary and Confidential

#### Hotel Name
(WASCT) Courtyard Arlington Crystal City/Reagan National Airport  
2899 Jefferson Davis Highway  
Arlington, VA USA

#### Hotel Contact
Cynthia Cooper  
ASL Admin  
Phone: 001-703-9072433

#### Account
Mid-Market

#### Account
MIT (Massachusetts Institute of Technology)  
Fax 001-703-  
Email:Cynthia.cooper@marriott.com

**Account Specific Weighted Average Rate (WAR)**

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>% Inc (Dec)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>209.11</td>
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</table>

**Weighted Average Rate -**  
**Rate Notes:**
- [ ] Are Taxes Included  
- [ ] Is Breakfast Included

<table>
<thead>
<tr>
<th>Rate Product</th>
<th>Volume Producer</th>
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<th>Currency: USD</th>
</tr>
</thead>
<tbody>
<tr>
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<td>Accepted</td>
<td>LRA RP1:</td>
<td>LRA RP2:</td>
</tr>
<tr>
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<td>Accepted</td>
<td>Accepted</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Fixed Rate</td>
<td>Account Rate</td>
</tr>
<tr>
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<td>2014</td>
<td>Single</td>
<td>Double</td>
</tr>
<tr>
<td>1</td>
<td>1</td>
<td>01/01/14 - 02/28/14</td>
<td>1 - 365</td>
</tr>
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<td>1</td>
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<td>03/01/14 - 06/30/14</td>
<td>1 - 365</td>
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<td>07/01/14 - 08/31/14</td>
<td>1 - 365</td>
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<td>09/01/14 - 12/31/14</td>
<td>1 - 365</td>
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<td>4</td>
<td>09/01/14 - 12/31/14</td>
<td>1 - 365</td>
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</table>

**Weighted Ave. Rate -**  
**Room pool 1**

| Rate Notes: | 292 | 292 | 209 | 209 | 28% |

**Blackout Dates:**  
Total Blackout Days: 0

- [ ] Waive Blackout Dates

**Eligibility:**  
- [ ] Subsidiary
- [ ] Retirees
- [ ] Personal Use
- [ ] Contractors
- [ ] Parking
- [ ] Off-Site Health Club
- [ ] On-Site Health Club

**Complimentary Amenities:**  
- [ ] Trans. Airport
- [ ] Trans. Office
- [ ] Full American Break.
- [ ] Buffet Break.
- [ ] 800 Call Access
- [ ] Wireless Internet in Guest Room

**Avg Cost of Breakfast:**  
Cancellation: 18:00

**HSIA Wired Fee:**  
On-Site Parking: 25

**HSIA Wireless Fee:** 0

<p>| Total Tax: | 13 P |
| Service/Resort Fee: | 0 N |</p>
<table>
<thead>
<tr>
<th>Hotel Name</th>
<th>Hotel Contact</th>
<th>Account</th>
<th>Account</th>
</tr>
</thead>
<tbody>
<tr>
<td>(WASCT) Courtyard Arlington Crystal City/Reagan National Airport</td>
<td>Cynthia Cooper</td>
<td>Mid-Market</td>
<td>MIT (Massachusetts Institute of Technology)</td>
</tr>
<tr>
<td>2899 Jefferson Davis Highway</td>
<td>ASL Admin</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Arlington, VA USA</td>
<td>Phone: 001-703-9072433</td>
<td>Fax 001-703-</td>
<td>Email:<a href="mailto:Cynthia.cooper@marriott.com">Cynthia.cooper@marriott.com</a></td>
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<table>
<thead>
<tr>
<th>Account Specific Weighted Average Rate (WAR)</th>
<th>2015</th>
<th>2014</th>
<th>% Inc (Dec)</th>
<th>Final Submission</th>
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<tbody>
<tr>
<td></td>
<td>209.11</td>
<td>209.11</td>
<td>% Inc (Dec)</td>
<td>Final Submission</td>
</tr>
</tbody>
</table>

Rebid Due Date:
Rebid Round 1:
Hotel Name
(WASC) Marriott Crystal City at Reagan National Airport
1999 Jefferson Davis Highway
Arlington, VA USA

Hotel Contact
Cynthia Cooper
ASL Admin
Phone: 001-703-9081426
Fax 001-703-9081426

Account
MIT (Massachusetts Institute of Technology)

Account Specific Weighted Average Rate (WAR) 2015

<table>
<thead>
<tr>
<th>2014</th>
<th>% Inc (Dec)</th>
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<td>247.36</td>
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</tr>
</tbody>
</table>

Final Submission Y

Weighted Average Rate - Room Pool 1

Rate Notes:

- Are Taxes Included
- Is Breakfast Included

Are Taxes Included
Is Breakfast Included

Blackout Dates:
Total Blackout Days: 0

Options: Waive Blackout Dates

Eligibility:
- Subsidiary
- Retirees
- Personal Use
- Contractors

Complimentary Amenities:
- Trans. Airport
- Trans. Office
- Full American Break.
- Contin. Break.
- Buffet Break.
- 800 Call Access
- Local Calls
- Wireless Internet in Guest Room

Avg Cost of Breakfast: 18
HSIA Wired Fee: 12.95
HSIA Wireless Fee: 12.95

Cancellation: 18:00
On-Site Parking: 24
Total Tax: 13 P
Service/Resort Fee: 0 N

Rebid Due Date:
Rebid Round 1:
## Hotel Name
(WASGW) Marriott Crystal Gateway
1700 Jefferson Davis Highway
Arlington, VA USA

## Hotel Contact
Cynthia Cooper
ASL Admin
Phone: 001-703-9081426
Fax 001-703-
Email:Cynthia.cooper@marriott.com

## Account
Mid-Market
MIT (Massachusetts Institute of Technology)

## Account Specific Weighted Average Rate (WAR)

<table>
<thead>
<tr>
<th>Year</th>
<th>Rate</th>
<th>LOS</th>
<th>Single</th>
<th>Double</th>
<th>Discount</th>
<th>Single</th>
<th>Double</th>
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<tbody>
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<tr>
<td>2014</td>
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<td>359.00</td>
<td>229.00</td>
<td>229.00</td>
<td>8.11%</td>
</tr>
</tbody>
</table>

% Inc (Dec) 8.11

Final Submission N

## Rate Notes:
- Are Taxes Included
- Is Breakfast Included

### Blackout Dates:
Total Blackout Days: 0

### Options:
- Waive Blackout Dates

### Eligibility:
- Subsidiary
- Retirees
- Personal Use
- Contractors

### Complimentary Amenities:
- Trans. Airport
- Trans. Office
- Full American Break.
- On-Site Health Club
- Off-Site Health Club
- Local Calls
- 800 Call Access
- Wired High Speed Internet in Guest Room

### Average Cost of Breakfast:
- 24
- Cancellation: 18:00
- On-Site Parking: 27

## HSIA Wired Fee:
- 12.95

## HSIA Wireless Fee:
- 12.95
- Total Tax: 13 P
- Service/Resort Fee: 0 N
<table>
<thead>
<tr>
<th>Rate Product</th>
<th>Volume Producer</th>
<th>COM: No Discount</th>
<th>Currency: USD</th>
<th>Room Pool 1</th>
<th>Rate Notes:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Presented</td>
<td>Pending</td>
<td>LRA RP1: Yes</td>
<td>LRA Account Rate</td>
<td>Discount</td>
<td>Rate Notes: Hotel reduced rate with LRA Per Diem option and NLRA slightly higher. Hotel includes complimentary fitness center with pool, steam room, and sauna</td>
</tr>
<tr>
<td>2015</td>
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<td></td>
<td></td>
<td>483</td>
<td>Hotel includes complimentary fitness center with pool, steam room, and sauna</td>
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<tr>
<td>RT</td>
<td>Season</td>
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<td>302.00</td>
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<tr>
<td>Weighted Average Rate - Room Pool 1</td>
<td>483</td>
<td>483</td>
<td>285</td>
<td>285</td>
<td>58%</td>
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Are Taxes Included: Yes
Is Breakfast Included: Yes

<table>
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<tr>
<th>Rate Product</th>
<th>Volume Producer</th>
<th>COM: No Discount</th>
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<th>Rate Notes:</th>
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<tr>
<td>Presented</td>
<td>Accepted</td>
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<td>Discount</td>
<td>Rate Notes:</td>
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</tr>
<tr>
<td>RT</td>
<td>Season</td>
<td>LOS</td>
<td>Single</td>
<td>Double</td>
<td>Single</td>
</tr>
<tr>
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<tr>
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<td>468</td>
<td>468</td>
<td>289</td>
<td>289</td>
<td>38%</td>
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</table>

Are Taxes Included: Yes
Is Breakfast Included: Yes

Blackout Dates:
Total Blackout Days: 0
Options: X Waive Blackout Dates
Eligibility: X Subsidiary X Retirees X Personal Use

Complimentary Amenities:
Trans. Airport
Trans. Office
Full American Break.
Contin. Break.
Buffet Break.
800 Call Access
Local Calls
Wireless Internet in Guest Room

Avg Cost of Breakfast: 24
Cancellation: 24HRS
On-Site Parking:
Off-Site Health Club
On-Site Health Club
Wired High Speed Internet in Guest Room

HSIA Wired Fee: 9.95
HSIA Wireless Fee: 9.95
Total Tax: 13 P
Service/Resort Fee: 0 N
<table>
<thead>
<tr>
<th>Rate Product</th>
<th>Volume Producer</th>
<th>LRA</th>
<th>LRA</th>
<th>Currency:</th>
<th>USD</th>
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</thead>
<tbody>
<tr>
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<td>Pending</td>
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<td>LRA2: Yes</td>
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<td>Account Rate</td>
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</tr>
<tr>
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<tr>
<td>3</td>
<td>07/01/15 - 08/31/15</td>
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<td>229.00</td>
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<td>229.00</td>
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Weighted Average Rate - Room Pool 1
Rate Notes:
- Are Taxes Included
- Is Breakfast Included

<table>
<thead>
<tr>
<th>Rate Product</th>
<th>Volume Producer</th>
<th>LRA</th>
<th>LRA</th>
<th>Currency:</th>
<th>USD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Presented</td>
<td>Accepted</td>
<td>LRA1: Yes</td>
<td>LRA2: Yes</td>
<td>LRA3: Yes</td>
<td>NLRA</td>
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<tr>
<td>2014</td>
<td></td>
<td>Fixed Rate</td>
<td>Account Rate</td>
<td>Discount</td>
<td>Single</td>
</tr>
<tr>
<td>RT</td>
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<td>Double</td>
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</tr>
<tr>
<td>1</td>
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<td>199.00</td>
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<td>159.00</td>
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<tr>
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<td>1 - 365</td>
<td>209.00</td>
<td>159.00</td>
<td>159.00</td>
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</tbody>
</table>

Weighted Ave. Rate - Room pool 1
Rate Notes:
- Are Taxes Included
- Is Breakfast Included

### Blackout Dates:
- Total Blackout Days: 0

### Eligibility:
- Subsidiary: ❌
- Retirees: ❌
- Personal Use: ❌
- Contractors: ❌
- Parking: ❌
- Off-Site Health Club: ❌
- On-Site Health Club: ❌
- Wired High Speed Internet in Guest Room: ❌

### Amenities:
- Trans. Airport: ❌
- Trans. Office: ❌
- Full American Break.: ❌
- Contin. Break.: ❌
- Buffet Break.: ❌
- 800 Call Access: ❌
- Local Calls: ❌
- Wireless Internet in Guest Room: ❌

### Avg Cost of Breakfast:
- 16.95

### Cancellation:
- 18:00

### HSIA Wired Fee:
- 12.95

### On-Site Parking:
- 0

### HSIA Wireless Fee:
- 12.95

### Total Tax:
- 13 P

### Service/Resort Fee:
- 0 N

Rebid Due Date:

Rebid Round 1:
### Hotel Name
(IADL) SpringHill Suites Dulles Airport
22595 Shaw Road
Sterling, VA USA

### Hotel Contact
Laura Bryant
Sales Manager
Phone: 1-703-544-3107
Fax 1-703-

MIT (Massachusetts Institute of Technology)
Laura Bryant
Sales Manager
Phone: 1-703-544-3107
Fax 1-703-

### Account
Mid-Market

### Account
MIT (Massachusetts Institute of Technology)
Laura Bryant
Sales Manager
Phone: 1-703-544-3107
Fax 1-703-

### Account Specific Weighted Average Rate (WAR)

<table>
<thead>
<tr>
<th>Year</th>
<th>Rate</th>
<th>% Inc (Dec)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>139</td>
<td></td>
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</tbody>
</table>

### Rate Notes:
- Are Taxes Included: 
- Is Breakfast Included: 

### Weighted Average Rate - Room Pool 1

<table>
<thead>
<tr>
<th>Year</th>
<th>Rate</th>
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</thead>
<tbody>
<tr>
<td>2014</td>
<td>169</td>
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### Rate Notes:
- Are Taxes Included: 
- Is Breakfast Included: 

### Rate Product Presented Accepted

<table>
<thead>
<tr>
<th>Rate Product</th>
<th>Volume Producer</th>
<th>COM</th>
<th>LRA RP1:</th>
<th>LRA RP2:</th>
<th>LRA RP3:</th>
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</thead>
<tbody>
<tr>
<td>Presented</td>
<td>Accepted</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2014</td>
<td></td>
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### Currency: USD

<table>
<thead>
<tr>
<th>Rate</th>
<th>Volume Producer</th>
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<th>LRA RP1:</th>
<th>LRA RP2:</th>
<th>LRA RP3:</th>
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<tbody>
<tr>
<td></td>
<td></td>
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</table>

### Final Submission Y

### Weighted Average Rate - Room Pool 1

<table>
<thead>
<tr>
<th>Year</th>
<th>Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>179</td>
</tr>
</tbody>
</table>

### Rate Notes:
- Are Taxes Included: 
- Is Breakfast Included: 

### Service/Resort Fee:

- Total Tax: 13 P
- Service/Resort Fee: 0 N

### Rebid Round 1:

### Cancellation:

- On-Site Parking: 18:00
- Parking: 18:00
- Off-Site Health Club: 18:00
- On-Site Health Club: 18:00
- Wired High Speed Internet in Guest Room: 18:00

### Avg Cost of Breakfast:

- 0

### HSIA Wired Fee:

- 0

### HSIA Wireless Fee:

- 0

### Eligibility:

- Subsidiary
- Retirees
- Personal Use
- Contractors

### Complimentary Amenities:

- Trans. Airport
- Trans. Office
- Full American Break.
- Buffet Break.
- 800 Call Access
- Local Calls
- Wireless Internet in Guest Room

### Amenities:

- Parking
- Off-Site Health Club
- On-Site Health Club
- Wired High Speed Internet in Guest Room

### Blackout Dates:

- Total Blackout Days: 0

### Options:

- Waive Blackout Dates

### Total Tax:

- 13 P

### Service/Resort Fee:

- 0 N

### Rebid Due Date:

- Rebid Round 1:
<table>
<thead>
<tr>
<th>Hotel Name</th>
<th>Hotel Contact</th>
<th>Account</th>
<th>Account</th>
</tr>
</thead>
<tbody>
<tr>
<td>(SEACD) Courtyard Seattle Downtown/Lake Union</td>
<td>Tiffany Hardy, Admin Assistant</td>
<td>Mid-Market</td>
<td>MIT (Massachusetts Institute of Technology)</td>
</tr>
<tr>
<td>925 Westlake Avenue North</td>
<td>Phone: 001-206-256-1117</td>
<td>Fax 001-206-</td>
<td>Email:<a href="mailto:Tiffany.Hardy@marriott.com">Tiffany.Hardy@marriott.com</a></td>
</tr>
<tr>
<td>Seattle, WA USA</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Hotel Name</th>
<th>Hotel Contact</th>
<th>Account</th>
<th>Account</th>
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</thead>
<tbody>
<tr>
<td>(SEACD) Courtyard Seattle Downtown/Lake Union</td>
<td>Tiffany Hardy, Admin Assistant</td>
<td>Mid-Market</td>
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<tr>
<td>925 Westlake Avenue North</td>
<td>Phone: 001-206-256-1117</td>
<td>Fax 001-206-</td>
<td>Email:<a href="mailto:Tiffany.Hardy@marriott.com">Tiffany.Hardy@marriott.com</a></td>
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<td>Seattle, WA USA</td>
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**Account Specific Weighted Average Rate (WAR)**

<table>
<thead>
<tr>
<th>Year</th>
<th>Rate</th>
<th>% Inc (Dec)</th>
<th>Final Submission</th>
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<tr>
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<td>2014</td>
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<td>229</td>
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**Weighted Average Rate - Room Pool 1**

<table>
<thead>
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<th>229</th>
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<tbody>
<tr>
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<td></td>
</tr>
<tr>
<td>Is Breakfast Included</td>
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<table>
<thead>
<tr>
<th>Weighted Ave. Rate - Room pool 1</th>
<th>215</th>
<th>215</th>
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</thead>
<tbody>
<tr>
<td>Rate Notes: 215</td>
<td>215</td>
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<tr>
<td>Are Taxes Included</td>
<td></td>
<td></td>
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<tr>
<td>Is Breakfast Included</td>
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**Blackout Dates:**

<table>
<thead>
<tr>
<th>Blackout Dates:</th>
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</thead>
<tbody>
<tr>
<td>Total Blackout Days: 0</td>
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<tr>
<td>Options: Waive Blackout Dates</td>
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<tr>
<td>Eligibility: Subsidiary</td>
</tr>
<tr>
<td>Contin. Break.</td>
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<tr>
<td>Local Calls</td>
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**Average Cost of Breakfast:**

<table>
<thead>
<tr>
<th>Avg Cost of Breakfast: 14</th>
<th>Cancellation: 18:00</th>
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<tbody>
<tr>
<td>HSIA Wired Fee: 0</td>
<td>On-Site Parking: 25</td>
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<tr>
<td>HSIA Wireless Fee: 0</td>
<td>Total Tax: 15.6 P</td>
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<td>Service/Resort Fee: 0 N</td>
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</table>

**Rebid Due Date:**

<table>
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<tr>
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<tbody>
<tr>
<td>Rate Pool</td>
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<tr>
<td>-----------</td>
</tr>
<tr>
<td>Room Pool 1</td>
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<td>Room Pool 1</td>
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**Weighted Average Rate - Room Pool 1**

<table>
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<td>318</td>
</tr>
<tr>
<td>2014</td>
<td>318</td>
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</table>

**Rate Notes:**
- Are Taxes Included
- Is Breakfast Included

**Blackout Dates:**
- Total Blackout Days: 0

**Options:**
- Waive Blackout Dates

**Eligibility:**
- Subsidiary
- Retirees
- Personal Use
- Contractors
- Parking
- Off-Site Health Club

**Complimentary Amenities:**
- Trans. Airport
- Trans. Office
- Full American Break.
- Buffet Break.
- 800 Call Access
- On-Site Health Club
- Wired High Speed Internet in Guest Room

**Amenities:**
- Contin. Break.
- Buffet Break.
- Full American Break.
- 800 Call Access
- Parking
- Off-Site Health Club
- Wired High Speed Internet in Guest Room

**Avg Cost of Breakfast:** 21

**HSIA Wired Fee:** 9.95

**HSIA Wireless Fee:** 9.95

**Cancellation:** 24HRS

**Total Tax:** 15.6 P

**Service/Resort Fee:** 0 N
Hotel Name
(SEASM) Renaissance Seattle Hotel
515 Madison Street
Seattle, WA USA

Hotel Contact
Audrey Beavert
Assistant Director of Sales
Phone: 001-206-694-4941
Fax 001-206-
Email:beavert@renaissanceseattle.com

Account
Mid-Market

Account
MIT (Massachusetts Institute of Technology)

Account Specific Weighted Average Rate (WAR) 2015

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2014</th>
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<td>Weighted Average Rate - Room Pool 1</td>
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Rate Notes:

- [ ] Are Taxes Included
- [ ] Is Breakfast Included

- [ ] Waive Blackout Dates

Blackout Dates:
Total Blackout Days: 0

Options:
- [ ] Waive Blackout Dates

Eligibility:
- [ ] Subsidiary
- [ ] Retirees
- [ ] Personal Use
- [ ] Contractors
- [ ] Parking
- [ ] Off-Site Health Club

Complimentary Amenities:
- [ ] Trans. Airport
- [ ] Trans. Office
- [ ] Full American Break.
- [ ] Buffet Break.
- [ ] 800 Call Access
- [ ] On-Site Health Club
- [ ] Wired High Speed Internet in Guest Room

- [ ] Local Calls
- [ ] Wireless Internet in Guest Room

Avg Cost of Breakfast: 22
HSIA Wired Fee: 12.95
HSIA Wireless Fee: 12.95

Cancellation: 24HRS
On-Site Parking: 33
Total Tax: 15.6 P
Service/Resort Fee: 0 N

Rebid Due Date:
Rebid Round 1: