



Partnership Perks at La Jolla Beach & Tennis Club

| Module 1 | Group Events |
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| What are your best available room rates for group events? | Minimum 20% off BAR based on availability |
| What are your value-added benefits or perks for group events? | free event planning services; waived meeting room rental with F&B; welcome amenities; flexible check- in/check-out |
| Can you offer no late fees or charges for late payments? | Yes |
| Can you offer no-credit-card processing or transaction fees? | Yes |
| Can you offer waived or discounted resort fees? | Yes, discounted resort fees |
| What is your discounted resort fee? | \$29, based on availability, (Normally \$58) |
| Can you offer complimentary Wi-Fi? | Yes |
| Can you offer complimentary or discounted parking? | Parking is included in the Resort fee |
| Can you offer tiered packages/group hotel promotions? | Yes |
| Can you offer a return business perk to encourage repeat business from campus departments interested in hosting their upcoming events at the Hotel? | Yes Attached Files: BC UCSD Repeat Group Promo 2025 (3).pdf |
| Can you offer meals that align with the UC Maximum Meal Allowances? | Yes |
| Can you offer UC San Diego event planners a summary of timelines to help them keep track of the important deadlines? | Yes |
| Do you have a designated representative for UC San Diego- hosted events? This representative must be available to address any issues at all times, with a 15-to 30-minute response time during events. | Yes |
| Can you lower the minimum requirement for room blocks? This is particularly relevant when UC San Diego campus departments need large conference spaces for events with numerous local attendees. | Yes. 1 guestroom must be booked for every 10 guests attending the event (ie. 100 pax equals 10 rooms minimum room block). |
| What is your room block attrition rate? | 80% pick up required |
| What is your cancellation terms for room blocks? | 165 days or more Free cancellation 91-149 days 50% of total Room & Tax 31-90 days 75% of total Room & Tax 30 days or less 85% of total Room & Tax |
| What is your cancellation terms for food and beverage events? | 45-day cancellation |



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| Do you accept UC San Diego's resell clause? | Yes |
| Do you offer courtesy blocks? | Yes |
| What is your policy or guidelines on offering courtesy blocks? | We offer a courtesy rate for up to 10 rooms per night for midweek groups (restrictions apply based on projected occupancy and seasons) Attached Files: BC UCSD Courtesy Block.pdf |