

## MT BEA FUND **BOOKING INCENTIVE REQUEST**

| TO QUALIFY FOR ASSISTANCE, THE EVENT MUST MEET THE FOLLOWING REQUIREMENTS:  ☑ This event meets Monona Terrace's definition of a convention.  ☑ This event has not yet been contracted.  ☑ This event has a minimum of 75% programmed events at the Monona Terrace.  ☑ This event has a minimum direct spending impact of \$100,000  ☑ This event uses a minimum of two hotels within the Madison Room Tax District.  ☑ This event has a minimum out of town attendance of 400.  ☑ This event has an overflow hotel with a minimum room block of 50. |                                    |  |                                  |                |                                         |                  |               |  |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------|--|----------------------------------|----------------|-----------------------------------------|------------------|---------------|--|
| Date of Request N                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Sales Manager Anne Yost            |  |                                  |                |                                         |                  |               |  |
| Group Int'l Society for Structural and Multidisciplinary Optimization                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                    |  |                                  |                |                                         |                  |               |  |
| Event Name V                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Event Name WCSMO-16                |  |                                  | Lead #120765   |                                         |                  | 120765        |  |
| Event Dates June 9-13, 2025  Verify this does not conflict with major annual events                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                    |  | Amo                              | \$19,500.00    |                                         |                  |               |  |
| Fund Use Facility Rental                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                                    |  |                                  |                |                                         |                  |               |  |
| Peak Room Nights (total peak) 400                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                    |  | Total Room Nights _              |                | 1300                                    |                  |               |  |
| HOTEL BLOCK                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                    |  | 2                                | 3              | -                                       |                  | 4             |  |
| Hotel Nam<br>Peak Room Block Bi                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                    |  | sy Suites<br>00                  | Best Wes       | tern                                    |                  | Hyatt<br>60   |  |
| Lead Status     Pending     Direct Spending Impact     \$575,540       Competition     Japan, South Korea     Attendance     500                                                                                                                                                                                                                                                                                                                                                                                                                    |                                    |  |                                  |                |                                         |                  |               |  |
| Decision Date January 2024 Ex                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                                    |  | pected Con                       | tract Revenue_ | Attendance 500 \$53,765                 |                  |               |  |
| HISTORY  Month & Year  City  Facility  Block Total  Pick Up Total                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 1<br>June 2023<br>Cork, Ireland    |  | 2<br>June 2019<br>Beijing, China |                | 3<br>June 2017<br>Braunschweig, Germany |                  | 017           |  |
| Comments  Other Funding (external & internal)  DM Grant \$17,100 (external & internal)  Email form or Print and giv nents) to Senior Convention Sales Coordinator – Who will route to VP and CEO for Approval.                                                                                                                                                                                                                                                                                                                                      |                                    |  |                                  |                |                                         |                  |               |  |
| 1-12                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                    |  |                                  |                |                                         |                  |               |  |
| VP Approval                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Date 11-21-2023 Internal Use Only: |  |                                  |                |                                         |                  |               |  |
| CEO Approval                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | luWahauli                          |  | Date <u>       1</u>             | 1.20.23        | Meet                                    | ing<br>oval Date | mitting of Co |  |