

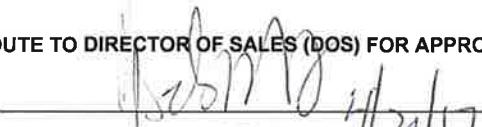
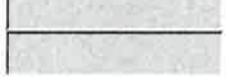
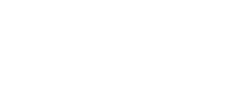
**TO QUALIFY FOR ASSISTANCE, THE EVENT MUST MEET THE FOLLOWING REQUIREMENTS :**

- 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 uses a minimum of two hotels within the Madison Room Tax District.
- This event has an overflow hotel with a minimum room block of 50.

**PLUS ONE OF THE FOLLOWING :**

- This event has a minimum direct spending impact of \$100,000.
- This event has a minimum out of town attendance of 400.

Form Revised 6/24/14

DATE OF REQUEST	3/27/17	SALES MANAGER	Jeff Holcomb																								
GROUP	Solution Tree																										
EVENT TITLE	2018 PLC Institute	LEAD	117220																								
EVENT DATES	July 17-20, 2018 <small>(verify this does not conflict with major, annual events)</small>	AMOUNT REQUESTED	\$10,000																								
ASSISTANCE TYPE	Non-Shuttle	FUND USE	Facility Rental																								
PEAK ROOM NIGHTS (total peak)	265	TOTAL ROOM NIGHTS	760																								
<table border="1"> <thead> <tr> <th>HOTEL BLOCK</th> <th>1</th> <th>2</th> <th>3</th> <th>4</th> </tr> </thead> <tbody> <tr> <td>Hotel Name</td> <td>Hilton</td> <td>Park Hotel</td> <td>Concourse</td> <td></td> </tr> <tr> <td>Peak Room Block Bid</td> <td>100</td> <td>75</td> <td>40</td> <td></td> </tr> </tbody> </table>				HOTEL BLOCK	1	2	3	4	Hotel Name	Hilton	Park Hotel	Concourse		Peak Room Block Bid	100	75	40										
HOTEL BLOCK	1	2	3	4																							
Hotel Name	Hilton	Park Hotel	Concourse																								
Peak Room Block Bid	100	75	40																								
GROUP STATUS	Pending	DIRECT SPENDING IMPACT	\$501,681																								
COMPETITION	Milwaukee	ATTENDANCE	1,200																								
DECISION DATE	6/30/17	EXPECTED CONTRACT REVENUE	\$44,450																								
<table border="1"> <thead> <tr> <th>HISTORY</th> <th>1</th> <th>2</th> <th>3</th> </tr> </thead> <tbody> <tr> <td>MONTH &amp; YEAR</td> <td>August 2016</td> <td>July 2016</td> <td></td> </tr> <tr> <td>CITY</td> <td>Milwaukee, WI</td> <td>Louisville</td> <td></td> </tr> <tr> <td>FACILITY</td> <td>Wisconsin Center</td> <td>Convention Center</td> <td></td> </tr> <tr> <td>BLOCK TOTAL</td> <td>700</td> <td>700</td> <td></td> </tr> <tr> <td>PICK UP TOTAL</td> <td>642</td> <td>664</td> <td></td> </tr> </tbody> </table>				HISTORY	1	2	3	MONTH & YEAR	August 2016	July 2016		CITY	Milwaukee, WI	Louisville		FACILITY	Wisconsin Center	Convention Center		BLOCK TOTAL	700	700		PICK UP TOTAL	642	664	
HISTORY	1	2	3																								
MONTH & YEAR	August 2016	July 2016																									
CITY	Milwaukee, WI	Louisville																									
FACILITY	Wisconsin Center	Convention Center																									
BLOCK TOTAL	700	700																									
PICK UP TOTAL	642	664																									
COMMENTS	Solution Tree holds this event in various cities around the country each year. see also attached MINT post-event report		OTHER FUNDING (external & internal)																								
<p><b>TO ROUTE TO DIRECTOR OF SALES (DOS) FOR APPROVAL, PRINT AND HAND DELIVER WITH ATTACHMENTS.</b></p> <p>DOS Approval  DOS Approval Date 4/21/17</p> <p>CEO Approval  CEO Approval Date 4/21/17</p>																											
		<p><b>INTERNAL USE ONLY:</b></p> <p>Committee Meeting  Approval Date &amp; Amount </p>																									

# MINT Post-Event Report -- Solution Tree, PLC Institute

Solution Tree holds this event in various cities around the country each year.

**From:** Christine Shimasaki [mailto:admin@empowermint.com]

**Sent:** Thursday, April 20, 2017 11:18 AM

**To:** Vanden Brook, Julie

**Subject:** You have received a MINT Post Event Report

## Organization Information

Organization	Solution Tree
Market Segment	EDUCATIONAL
Address	555 North Morton Street
City / State / Zip / Country	Bloomington IN 47404 UNITED STATES
Phone / Fax	800-733.6786 812.336.7790
Web Address	<a href="http://www.solution-tree.com">www.solution-tree.com</a>

## Meeting Information

Meeting Name / Frequency	Professional Learning Comm Institute / Varies
Region / State / Province	STATE / CA, CO, MI, MN, NC, TX, WA
Budget / Schedule Flexibility	Budget: None Schedule: None
Usual Start Day	Sunday Duration: 1 days

## Meeting Planner Info

Name	Renee Pieper
Title	Assistant Director, Institutes
Email	<a href="mailto:renee.pieper@solution-tree.com">renee.pieper@solution-tree.com</a>
Phone	800-733-6786 ext. 237

## MINT History Information

Meeting Date / Location / Bureau	10/10/2016 [Monday] - 10/12/2016 - San Antonio TX UNITED STATES		
Attendance / Peak Rooms	[ Registered: 1550 Total: 1550 ] - [ Reserved: 465 Picked Up: 479 ]		
Hotel Information	HQ Hotel: Hilton Palacio del Rio HQ Peak Rooms: 381 Hotels Used: 2 Total Room Nights: 1464		
Facilities Information	Largest Attendance: 1550 Simultaneous Rooms: 15 F&B Functions: 0 Largest Meal Attendance: 0		
Exhibit Information	Start/End Day: /Site: NONE Gross/Net Sq Ft: 0/0 Move In/Out Days: 0 / 0 Number of Exhibits: [ 8x10 - 0 ] [ 10x10 - 0 ] [ Table Top - 0 ] [ Other - 0 ]		
Room Flows	10/7/2016 - Friday	Reserved Rooms: 2 [0%]	Actual Rooms: 3 [1%]
	10/8/2016 - Saturday	Reserved Rooms: 43 [9%]	Actual Rooms: 34 [7%]
	10/9/2016 - Sunday	Reserved Rooms: 450 [97%]	Actual Rooms: 471 [98%]
	10/10/2016 - Monday	Reserved Rooms: 465 [100%]	Actual Rooms: 479 [100%]
	10/11/2016 - Tuesday	Reserved Rooms: 461 [99%]	Actual Rooms: 468 [98%]
	10/12/2016 - Wednesday	Reserved Rooms: 7 [2%]	Actual Rooms: 9 [2%]

## History Information-Data Not Reported

Mtg Date / Location / Bureau	9/19/2016 [Monday] - 9/23/2016 - Long Beach CA UNITED STATES		
Attendance / Peak Rooms	[ Registered: 1000 Total: 0 ] - [ Reserved: 265 Picked Up: 0 ]		

## MINT History Information

Meeting Date / Location / Bureau	8/17/2016 [Wednesday] - 8/18/2016 - MILWAUKEE WI UNITED STATES		
Attendance / Peak Rooms	[ Registered: 1500 Total: 1500 ] - [ Reserved: 190 Picked Up: 236 ]		
Hotel Information	HQ Hotel: Hilton Milwaukee HQ Peak Rooms: 236 Hotels Used: 1 Total Room Nights: 644		
Facilities Information	Largest Attendance: 9999 Simultaneous Rooms: 0 F&B Functions: Largest Meal Attendance:		
Exhibit Information	Start/End Day: /Site: NONE Gross/Net Sq Ft: / Move In/Out Days: / Number of Exhibits: [ 8x10 - ] [ 10x10 - ] [ Table Top - ] [ Other - ]		
Room Flows	8/15/2016 - Monday	Reserved Rooms: 0 [0%]	Actual Rooms: 23 [10%]
	8/16/2016 - Tuesday	Reserved Rooms: 15 [8%]	Actual Rooms: 160 [68%]
	8/17/2016 - Wednesday	Reserved Rooms: 165 [87%]	Actual Rooms: 236 [100%]
	8/18/2016 - Thursday	Reserved Rooms: 190 [100%]	Actual Rooms: 223 [94%]
	8/19/2016 - Friday	Reserved Rooms: 190 [100%]	Actual Rooms: 1 [0%]
	8/20/2016 - Saturday	Reserved Rooms: 0 [0%]	Actual Rooms: 1 [0%]

## MINT History Information

Meeting Date / Location / Bureau	8/9/2016 [Tuesday] - 8/11/2016 - Seattle WA UNITED STATES		
Attendance / Peak Rooms	[ Registered: 1350 Total: 1350 ] - [ Reserved: 400 Picked Up: 395 ]		
Hotel Information	HQ Hotel: Westin Seattle HQ Peak Rooms: 395 Hotels Used: 1 Total Room Nights: 1172		
Facilities Information	Largest Attendance: 1350 Simultaneous Rooms: 0 F&B Functions: 0 Largest Meal Attendance: 0		
Exhibit Information	Start/End Day: /Site: NONE Gross/Net Sq Ft: 0/0 Move In/Out Days: 0 / 0 Number of Exhibits: [ 8x10 - 0 ] [ 10x10 - 0 ] [ Table Top - 0 ] [ Other - 0 ]		
Room Flows	8/4/2016 - Thursday	Reserved Rooms: 0 [0%]	Actual Rooms: 1 [0%]
	8/5/2016 - Friday	Reserved Rooms: 0 [0%]	Actual Rooms: 2 [1%]
	8/6/2016 - Saturday	Reserved Rooms: 0 [0%]	Actual Rooms: 2 [1%]
	8/7/2016 - Sunday	Reserved Rooms: 37 [9%]	Actual Rooms: 39 [10%]
	8/8/2016 - Monday	Reserved Rooms: 360 [90%]	Actual Rooms: 330 [84%]
	8/9/2016 - Tuesday	Reserved Rooms: 400 [100%]	Actual Rooms: 395 [100%]
	8/10/2016 - Wednesday	Reserved Rooms: 400 [100%]	Actual Rooms: 386 [98%]
	8/11/2016 - Thursday	Reserved Rooms: 50 [13%]	Actual Rooms: 17 [4%]

## MINT Future Booking Info

Meeting Date / Location / Bureau	7/16/2019 - San Antonio TX UNITED STATES
Meeting Date / Location / Bureau	8/14/2018 - Seattle WA UNITED STATES
Meeting Date / Location / Bureau	7/23/2018 - San Antonio TX UNITED STATES
Meeting Date / Location / Bureau	11/7/2017 - San Antonio TX UNITED STATES
Meeting Date / Location / Bureau	9/24/2017 - Salt Lake City UT UNITED STATES
Meeting Date / Location / Bureau	8/8/2017 - GrandRapids MI UNITED STATES
Meeting Date / Location / Bureau	6/18/2017 - San Antonio TX UNITED STATES