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RENAISSANCE®
 NEWPORT BEACH HOTEL
GROUP SALES AGREEMENT

DESCRIPTION OF GROUP AND EVENT

The following represents an agreement between Renaissance Newport Beach Hotel, 4500 MacArthur Boulevard, Newport Beach, CA, 92660, (949) 476-2001 and California Online Public Schools.

ORGANIZATION: California Online Public Schools
CONTACT:

Name: Ashley Larsen
Street Address: 33272 Valler Road
City, State, Postal Code: San Juan Capistrano, CA 92675
Phone Number: 949-393-2000
E-mail Address: alarsen1@californiaops.org

NAME OF EVENT: California Online Public School Aug2026
Quote #: M-W4LW875
OFFICIAL PROGRAM DATES: August 18, 2026 – August 21, 2026

Pursuant to this contract, once accepted, California Online Public Schools will hold a meeting at the Renaissance Newport Beach Hotel.

MEETING DATES AND GUEST ROOM BLOCK

Once this contract is accepted, we will remove from our inventory and consider sold to you for your use, room nights pursuant to the following arrival and departure pattern:

Date	Day	Standard Room	Total Rooms
08/18/2026	Tue	35	35
08/19/2026	Wed	35	35
08/20/2026	Thu	35	35

GUEST ROOM RATES:

Rates for your meeting are confirmed as follows:

Start Date	End Date	Room Type	Single
08/18/2026	08/21/2026	Standard Room	\$265.00

Room rates quoted above are non-commissionable, net rates, subject to prevailing tax, which is currently 15.195% (including Tourism Marketing Fee)

GRATUITIES (Optional)

Service Charges in the following amounts will be posted to the Master Account:

Housekeeper \$2.00 per day
 Bell Staff \$6.00 roundtrip

Group shall be solely and fully responsible for informing its attendees, prior to making reservations, of these charges and that they are separate and distinct from and in addition to the room rate and from taxes. Group shall not, in any printed materials regarding the meeting or in any other manner, combine these charges and applicable taxes thereon into any category such as taxes or room rate.

CONCESSIONS

Hotel will provide the following concessions based on 80% rooms pick up.

- NO Resort Fee with complimentary access to onsite amenities including Bocce Ball, Tennis Courts, Basketball Court, Rooftop Pool, Onsite Restaurant and 24 Hour Fitness Center
- \$2,000 Credit to master – courtesy of Visit Newport Beach sponsorship funds with 80% room block achievement
Additional credit to master of \$2,000 – courtesy of hotel sponsorship with 80% room block achievement
- Complimentary internet in guest rooms
- Self-Parking reduced to \$40.00 per car per night / \$45 per night for valet parking
- 20% allowable attrition
- Room rental waived with food & beverage minimum of \$18,000++. If food & beverage total falls below \$18,000++, the difference will be charged as room rental.
- (1) One comp per (45) forty five actualized room nights, cumulative on paid rooms
- (2) Two Suite Upgrades at group rate with 80% room block achievement
- (2) Two Complimentary VIP Amenities (Valued at \$100 per amenity)
- 10% discount off AV rental (excludes labor) – Encore as exclusive AV provider
- Double Marriott BonVoy Planner Points

ROOM RESERVATION PROCEDURES

From the moment this contract is accepted, we will be holding your contracted guest room block for the use of your attendees.

ROOMING LIST

ATTENDEES STAFF VIPS – check all that apply)

In order to assign individuals to specific rooms, room reservations will be required. A rooming list is required in order to facilitate your attendees' accommodations, and it must be provided to the hotel thirty days prior to your arrival date. This list should include guest name, requested type of room, requested bed type (i.e. king, double/double, queen, twin or suites) check-in and check-out dates, and VIP status. Any requests for special room arrangements should be indicated on the rooming list. The Hotel does not confirm reservations in writing.

CUT-OFF DATE

Reservations by attendees must be received on or before, 07/28/2026. At the Cut-Off Date, Hotel will review the reservation pick up for the Event, release the unreserved rooms for general sale, and determine whether or not it can accept reservations based on a space- and rate-available basis.

21 days prior to your arrival date, all room nights which have not been reserved as described above will be deemed to be room nights which your group will not use, and they will become subject to the attrition provisions herein. Such room nights will at that date be returned to the hotel's general inventory. Reservation requests from your attendees received less than 21 days prior to your arrival date will be accepted on a space available basis, at the higher of the contract rate or rate available at that time. Should such requests be accepted, such room nights will be credited to your block for purposes of any calculation of attrition.

CHECK-IN / CHECK-OUT

Guest accommodations will be available at 4:00 pm on arrival day and reserved until 12:00 noon on departure day. Any attendee wishing special consideration for late checkout should inquire at the front desk on the day of departure.

GUEST ROOM CHARGES

Room & Tax, Parking to Master

It is our understanding that your guests will sign for the following to the Master Account (check all that apply):

- Room & Tax Self-Parking Valet Parking

In order to be able to access the ancillary services of the hotel, each guest will be required to present a valid credit card upon check-in, on which an amount of sufficient pre-authorization can be obtained to cover the anticipated use of the hotel's ancillary services. Should any guest not settle his or her account in full upon departure, the group will be responsible for those charges.

FOOD & BEVERAGE / MEETING REQUIREMENTS

The Anticipated Total Banquet Revenue ("ATBR") is comprised of the function space room rental and the anticipated food and beverage cost. We may increase your ATBR in the event you increase (1) the number of attendees; and/or (2) the price per person of food and beverage by add or upgrading your food and/or beverage selection. For your event, we have calculated your Food and Beverage minimum to be **\$18,000.00 ++ (admin fee & tax)**, and the meeting room rental is Waived. Should Minimum not be met, the difference will be applied as Room Rental.

SCHEDULE OF EVENTS:

Day	Date	Time	Function	Set up	PPL	Meeting Room
Wed	08/19/2026	7AM-6PM	Student Services Meeting	Rounds	95	Citrus Ballroom/Orchid Terrace
Thu	08/20/2026	7AM-6PM	Student Services Meeting	Rounds	95	Citrus Ballroom/Orchid Terrace
Fri	08/21/2026	7AM-1PM	Student Services Meeting	Rounds	95	Citrus Ballroom/Orchid Terrace

ADMINISTRATIVE FEE DISCLOSURE

The prices displayed for non-food and beverage purchases include certain required fees. Specifically, a 25% administrative fee is included in the price shown for [AV, room rental, cake cutting, etc.] charges. This administrative fee is retained by the Hotel for the administration of the banquet and will not be distributed as a tip, gratuity, or service charge for any employee and is not the property of the employee(s) providing service to you.

Applicable taxes are not included in the price displayed.

ROOM BLOCK AND SERVICES COMMITMENT

When you contract for a block of rooms and meeting facilities and for food and beverage services, those room nights, facilities and services are removed from our inventory and considered sold to you, and the hotel makes financial plans based upon the revenues it expects to achieve from your full performance of the contract. It is impossible for the hotel to know in advance whether or under what circumstances or at what rates it would be able to resell your contracted room nights, services or facilities if you do not use them, either as the result of a cancellation of your meeting or as the result of less than contracted room block usage or less than contracted usage of food and beverage functions ("attrition"). In most instances, when groups do not use their contracted room nights or services, the hotel is unable to resell those room nights or services and even when room nights or services are resold, they are generally not resold at the same rates, may be resold to groups which would have utilized the hotel at another time, are not resold to groups that have the same needs as the original group, etc. Even when rooms or services may be resold, it is costly to re-market the rooms and facilities, and such efforts divert the attention of our sales staff from selling the hotel's rooms and facilities at other times. While your room block has been held out of our inventory, we may have turned away more lucrative groups in order to meet our commitment to you.

For all these reasons and others, we agree that in the event of cancellation or attrition, the following charges, which represent a reasonable effort on behalf of the hotel to establish its loss prospectively, shall be due as liquidated damages. Because the hotel reasonably expects to derive revenue from your meeting above and beyond that revenue derived from the provision of room nights and food and beverage services, and because it is difficult to estimate the actual revenue which may be derived from your meeting, the amounts due as and for liquidated damages are intended to compensate the hotel for all of its losses associated with cancellation and/or attrition.

OUTSIDE FOOD AND BEVERAGE POLICY

All food and beverages must be purchased through the Renaissance Newport Beach Hotel and consumed on the premises. Due to state health code regulations, outside food and beverages are not allowed in the banquet or meeting spaces. Our chef has crafted a diverse menu for your group and can also create customized menus to meet your specific needs. Violation of this policy is subject to additional outside catering or cleaning fees.

ANTICIPATED ROOM NIGHT AND BANQUET FOOD AND BEVERAGE REVENUE FIGURES

At this time, the hotel is holding the following for your use over the contracted dates:

Total Group Room Nights	105 Room Nights
Total Group Rooms Revenue	\$27,825.00
Meeting Room Rental or Overtime	\$00.00 (inclusive of 25% admin fee)
Banquet Food & Beverage Minimum	\$18,000.00

A 16.5% service charge and 8.5% administrative fee will be added to the invoice for total food and beverage purchases, which is in addition to the price shown. The service charge will be provided to wait staff employees, service employees, and/or service bartenders. Only employees employed by the hotel receive the service charge. Temporary staffing agency employees working banquet functions will not receive any portion of the service charge. The administrative fee added to food and beverage purchases will be retained by the Hotel.

Applicable taxes are not included in the price displayed.

MINIMUM BANQUET FOOD AND BEVERAGE REVENUE REQUIREMENT

Group agrees to a minimum banquet food and beverage revenue of \$18,000.00 exclusive of tax and service fee (the "Minimum Banquet Food and Beverage Revenue"). Should Minimum not be met, the difference will be applied as Room Rental.

ATTRITION

We agree to allow for a 20% reduction in each of the "Anticipated Room Night Revenue Figures. At the conclusion of your meeting, we will subtract the rooms revenue derived from your meeting and the amount of any permissible attrition you have taken from the Anticipated Room Night Revenue Figure set forth above. A charge in the amount of 100% percent of any remaining amount will be posted to your master account, plus applicable taxes.

At the reservations due date, as established above, we will calculate the amount of room attrition which we anticipate will be due. We will advise you of that amount shortly thereafter, and that amount will be due immediately upon receipt of our invoice. Upon receipt of your payment, that amount will be credited to your master account and will be applied to the final calculation of rooms attrition upon the conclusion of your event.

CANCELLATION

In the event of a group cancellation occurring 0 to 90 days prior to arrival, liquidated damages in the amount which is ninety percent of the "Anticipated Room Night and Banquet Food and Beverage Revenue Figures" will be due, plus applicable taxes.

In the event of a group cancellation occurring between the time of acceptance of this contract and 91 days prior to arrival, liquidated damages in the amount which is seventy percent of the "Anticipated Room Night and Banquet Food and Beverage Revenue Figures" will be due, plus applicable taxes.

FORCE MAJEURE

No damages shall be due for a failure of performance occurring due to Acts of God, war, government regulation, disaster, or strikes, any one of which make performance impossible.

PAYMENT BY CREDIT CARD OR COMPANY CHECK

If Group wishes to pay any portion of its obligation by credit card or company check, the credit card information must be entered into our secure online website.

Prior to the execution of this agreement Group shall provide hotel with credit card authorization information. A Credit Card Information Request e-mail will be sent to the e-mail address provided by Group.

This process must also be followed if direct billing has not been approved and the Master Account charges will be paid by credit card or company check.

Group agrees that the Hotel may charge to this credit card any payment as required under this Group Sales Agreement.

Group understands that in the event the method of payment is changed after payment collection in any way, Hotel reserved the right to enforce a 10% fee.

The following items shall be charged to the Master Account: sleeping rooms, tax, service charges, banquet food and beverage charges, attrition charges, meeting space rental charges (if any), cancellation charges, and any other charges billed to the Master Account at the request of the authorized representative of the group, as designated by the group in advance of the commencement of the meeting. Moreover, all third party charges for services and/or supplies, not directly supplied by the Hotel, will be billed to the Master Account whether they have been arranged for by the Hotel or directly by the Group. A handling fee in the amount of 25% percent of all third party charges will be assessed if placed on the Master Account. Group further agrees that all charges associated with use of the grounds, function space, facilities and services of the Hotel by its vendors shall be posted to the Master Account.

All master account charges not paid within 10 days of the billing date will bear interest at the lower of the rate of 1.5% per month, compounded monthly, if permissible by law, or the highest rate permissible by law. Should the hotel, in its sole discretion, deem collection action necessary in regard to outstanding balances hereunder, all costs associated with that collection action, including attorney's fees, shall be posted to the master account.

Individual guest accounts are payable at check-out by cash or credit card.

The deposits and payments outlined in the table below are due as indicated. The deposits and payments will be applied to your master account in the form of credits.

DEPOSIT SCHEDULE		
Deposit	Due Date	Amount Due
Upon return of signed contracted to hotel	03/23/2026	\$14,000.00
2 nd deposit	05/18/2026	\$14,000.00
3 rd deposit	07/18/2026	\$14,000.00
Remaining balance of estimated Master Account (5 Business Days Prior to Arrival)	08/11/2026	Full amount due

These deposits shall be due in addition to the amount of any required pre-payment for estimated rooms attrition, as noted herein. A total of 110% of the banquet event revenue is required to be fully prepaid no later than one week prior to the Event Date.

For payment by check, please make payable to Renaissance Newport Beach Hotel, 4500 MacArthur Boulevard Newport Beach 92660, Attention: Accounting Department.

AUDIO-VISUAL EQUIPMENT

Hotel's on-site Audio-Visual Company offers state-of-the-art equipment and technical support staff for all conference needs. Appropriate charges will apply to the Encore Audio Visual Order, including an administrative fee of 25% of the total Audio Visual Group's Costs and applicable taxes will be added. Use of any outside vendor requires the approval of the Hotel's General Manager. The Hotel will charge an additional fee of **\$2,500+ per day** for the technical support of any available Hotel services that the Group elects to procure from an outside vendor. Any connection to the ceiling or supporting structure of the Hotel must have approval from the Hotel prior to installation. Specific guidelines will be enforced. Additionally, Hotel maintains exclusive control over all connections to house audio, lighting, and electrical systems, and exclusive control over all signs, banners, decorations, or balloon drops suspended in the hotel. Specific guidelines are enforced. Appropriate charges will apply.

PACKAGE DELIVERY POLICY

The Renaissance Newport Beach is proud to offer a full-service package room facility for your receiving and shipping needs. **Packages for meetings and events should be delivered to the hotel no earlier than three (3) business days prior to the start date of the meetings and events.** Fees are for the receiving, securing and storage of boxes.

Please address the shipping packages as follows: Name of Group, On-Site Contact and Date of Event (Please address boxes to your event contact that will request the boxes once on site)

C/O - Renaissance Newport Beach
4500 Macarthur Boulevard
Newport Beach, CA 92660
Name of Meeting-Event/Date of Event on each box

- **Box 1 of 3, Box 2 of 3, Box 3 of 3, etc., multiple boxes MUST all be numbered
- **Name of EMM, Catering Manager or Event Manager must be on all boxes
- **Box Handling Fees are the responsibility of the contracted group and charged to the groups master, no individual exhibitors or vendors will be charged separately by the hotel.

Inbound & Outbound Fees:

Carrier Envelope/Packs	\$12.50 each
Box up to 50 pounds	\$31.25 each
Box 51 pounds and over	\$62.50 each
Rolling Case	\$81.25 each
Crates/Pallets	\$281.25 each

- *A \$18.75 per box, per day storage fee will be charged for each additional day after the third day*
- *For all outgoing boxes, it is the responsibility of the client to pack, seal and adhere the shipping labels to each box*
- *Outgoing fees do not include any actual shipping costs, this is the responsibility of the client*
- *Client is responsible for contacting FedEx or UPS to arrange all package pickups after the group concludes, as these companies do not make regular pickups at the hotel, unless they are pre-arranged*
- *Rates are inclusive of service fee, applicable taxes are not included in the price displayed*

OUTSIDE CONTRACTORS

The Hotel offers all services necessary for a successful meeting. However, if Group finds it necessary to use outside services, any companies, firms, agencies, individuals and groups hired by or on behalf of Group shall be subject to the prior approval of the Hotel. Upon prior reasonable notice to the Hotel from Group, the Hotel shall cooperate with such contractors and provide them with facilities at the premises to the extent that the use and occupancy of the facilities by the contractor does not interfere with the use and enjoyment of the Hotel premises by other guests of the Hotel. Group's contracts with its contractors will all specify that the contractor and the Group will indemnify and hold the Hotel harmless from any and all damages or liabilities which may arise by such contractors or through their use.

INSURANCE AND INDEMNIFICATION

Hotel and California Public Schools each agree to carry and maintain and provide evidence of liability and other insurance in amounts sufficient to provide coverage against any claims arising from any activities arising out of or resulting from the respective obligations pursuant to this contract. Group's insurance policy shall name the Hotel as an additional insured. Damage to the Hotel premises by the Group or appointed contractors will be at the Group's responsibility. The Hotel is not responsible for any loss or damage no matter how caused, to any samples, displays, properties, or personal effects brought into the Hotel.

The Hotel reserves the right to approve all outside contractors hired for use by the Group in the Hotel. The Hotel reserves the right to charge a fee for outside services brought into the Hotel and to require the Group and/or outside contractor to provide proof of worker's compensation insurance for employees who will work on Hotel premises and proof of adequate general liability coverage for the Group and/or outside contractors' activities while on Hotel's premises.

The Hotel shall indemnify, defend and hold harmless the Group and its officers, directors, partners, agents, members and employees from and against any and all demands, claims, damages to persons or property, losses and liabilities, including reasonable attorney's fees (collectively "Claims") arising out of or caused by the Hotel's negligence in connection with the provision of services or the use of the Hotel facilities. The Hotel shall not have waived or be deemed to have waived, by reason of this paragraph, any defense which it may have with respect to such claims.

The Group shall indemnify, defend and hold harmless the Hotel and its officers, directors, partners, agents, members and employees from and against any and all demands, claims, damages to persons or property, losses and liabilities, including reasonable attorney's fees (collectively "Claims") arising out of or caused by the Group's negligence and/or its members' negligence in connection with the use of the Hotel facilities. The Group shall not have waived or be deemed to have waived, by reason of this paragraph, any defense which it may have with respect to such claims.

Moreover, the hotel and group will each indemnify and hold harmless the other from any liability arising from violations of the Americans with Disabilities Act by the indemnifying party.

HOTEL POLICIES

Utilities: All electrical services and utilities, including phone and riggings, are contracted through the Hotel's Convention Services Department. Electrical service order forms are available through the Convention Services Department and should be returned 15 days prior to the event.

Signage: All signs must be professionally printed and their placement and posting be pre-approved by the Convention Services Department. Nothing shall be posted, nailed, screwed or otherwise attached to walls, floors, or other parts of the building or furniture. Distribution of gummed stickers or labels is strictly prohibited.

AUTHORITY

The persons signing the agreement on behalf of Hotel and Group each warrant that they are authorized to make agreements and to bind their principals to this agreement.

MISCELLANEOUS PROVISIONS

This contract is made and to be performed in CA, and shall be governed by and construed in accordance with CA law. By executing this agreement, California Online Public Schools consents to the exercise of personal jurisdiction over it by the courts of the State of CA. This contract is the entire agreement between the parties, superseding all prior proposals both oral and written, negotiations, representations, commitments and other communications between the parties, and may only be supplemented or changed in writing, signed by a representative of the group and the hotel's General Manager. No representative of the Hotel has been or is authorized to make any representation which varies from the express terms of this contract, though this contract may be supplemented or amended in writing. In the event of litigation arising from or associated with this contract, the parties agree that the prevailing party therein shall recover its attorneys' fees and costs

incurred therein. Any legal action in connection with this agreement shall be brought or maintained only in the courts of the State of CA, and only in Orange County. No food and/or beverage of any kind will be permitted to be brought into the hotel by the group or any of the group's guests.

REWARDS PROGRAM - REWARDING EVENTS

Approximately (10) business days after the conclusion of the Event (provided that the Event is not cancelled and Group has otherwise complied with the material terms and conditions of this Agreement), the Hotel will either award Points to the Member(s) identified below:

Rewarding Events program does not apply to Events booked by or on behalf of any governmental entity, including any federal, state or local agency or any other governmental body, and hotels may not award Points to a government employee (or an intermediary booking on behalf of a governmental entity) in connection with the Rewarding Events program or otherwise in connection with planning, scheduling or contracting for an Event.

Award Points to the Contact (as identified on Page 1 of this Agreement or Authorized Signer of the Agreement)

Member Name _____

Marriott Rewards Program Member Number _____

Decline to Award Points. The Contact and the Authorized Signer of this Agreement elect not to receive (and hereby waives the right to receive) an award of Points in connection with the Event.

The number of Points to be awarded shall be determined pursuant to the Rewards Program Terms and Conditions, as in effect at the time of award. The Rewards Program Terms and Conditions are available on-line at marriottrewards.com, and may be changed at the sole discretion of the Rewards Program at any time and without notice.

The individual(s) identified above to receive Points may not be changed without such individual(s)' prior written consent.

All Rewards Program Terms and Conditions apply.

ACCEPTANCE

This contract shall be deemed accepted only after it has been signed by a representative of the group and thereafter signed by a representative of the hotel by **03/18/2026**. Acceptance may be made by facsimile transmission and this contract may be executed in one or more counterparts, each of which when fill executed, shall be deemed to be an original, and all of which shall be deemed to be the same agreement.

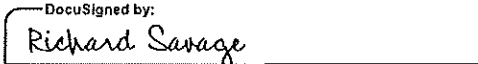
We look forward to working with you and to hosting a memorable meeting.

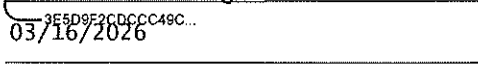
SIGNATURES

Approved and authorized by

Name: Richard Savage

Title: Co-Superintendent

Signature: 

Date: 

Approved and authorized by Hotel:

Michael Swyney
Director of Sales and Marketing

Signature: _____

Date: _____

A handwritten signature in blue ink, appearing to read "Maurice J. A.", is written over the signature line.