HOTEL
Van Zandt
AUSTIN

CORPORATE NEGOTIATED RATE AGREEMENT

ORGANIZATION: **Austin Opera**
CONTACT: Jennifer Basten

Mailing Address: 5811 Trade Center Dr.
Building 1 | Austin, TX 78744

E-mail Address: **jbasten@austinopera.org**

RATE AGREEMENT

Hotel Van Zandt is pleased to offer the following corporate negotiated rates **September 1, 2026 – December 31, 2027.** In return **Austin Opera** agreed to promote the Hotel to company associates and guests as preferred hotel accommodation in Austin. Rates, terms, and conditions are listed below and are based on single/double occupancy:

2026 Season Dates	Room Type	Rate
Season 1 9/1/2026 – 12/31/2026	Standard King or Queen/Queen Pool View or Corner King Spa King Junior Suites	$211.00 $221.00 $304.00
Season 2 1/1/2027-5/31/2027	Standard King or Queen/Queen Pool View or Corner King Spa King Junior Suites	$215.00 $226.00 $310.00
Season 3 *6/1/2027-8/31/2027*	Standard King or Queen/Queen Pool View or Corner King Spa King Junior Suites	$188.00 $199.00 $257.00
Season 4 9/1/2027-12/31/2027	Standard King or Queen/Queen Pool View or Corner King Spa King Junior Suites	$215.00 $226.00 $310.00

These rates are **Non-last room available** and non-commissionable. **Rates do not include applicable state and local taxes currently at 17%, State Recovery Fee of $3.25, Austing Tourism PID currently at 2% The $35 Guest Amenity Fee + tax per room per night will be waived.**

GUEST AMENITY FEE- WAIVED

Standard Hotel Room Bookings are subject to a Guest Amenity Fee of $35.00 per night. This fee includes a Choice of Daily: Complimentary Margarita, Old Fashioned, or Agua Fresca at Brass Poppy, or Drip Coffee at Café 605, High-Speed Wi-Fi, Complimentary water at check-in, Access to our 24-hour fitness center with Pelotons, In-room espresso machines, Early access to reserve poolside cabanas, In-room reusable YETI water bottles to refill at our hydration stations, Rooftop pool access/towel service along with complimentary aloe and sunscreen, and live, local music in Geraldine's (Thursday – Sunday). Redeemed daily, cannot be combined, no cash value.

RATE AVAILABILITY:

These rates are subject to availability at the Hotel's option. Preferred Rate availability will close when the Hotel projects an occupancy of 75% or higher for one or more nights of a requested reservation. In that case, the Best Available Public Rate will be quoted. Should the Best Available Public Rate on our website be lower than your

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contracted Preferred Rate at the time of booking, the rate will automatically display 15% off the Best Available Public Rate.

USE OF RATE:
The preferred rate is offered to employees, retirees, guests, and business affiliates of **Austin Opera**
The rate may not be extended by you or any company employees to unrelated people or resold.

BLACKOUT DATES
The above negotiated rates are not available during the blackout dates below. Guests may still book the hotel's best available rates if traveling during blackout dates.

ACL 1: 10/2-4, 2026

ACL 2: 10/9-11, 2026

F1: 10/22-25, 2026

ACL W1 2027: TBD

ACL W2 2027: TBD

F1 2027: TBD

RESERVATIONS:
Your corporate rate can be booked by contacting our reservation department 24/7 by calling 512-542-5300 or by using a custom booking link solely dedicated to **Austin Opera** Travelers may also utilize the Corporate / Promo Code of: **AUSOPERA at** www.hotelvanzandt.com.

To ensure the corporate negotiated rate is offered, guests must identify with **Austin Opera** at the time of booking.

Hotels will provide an online booking link to allow for bookings via smartphone, tablet, or computer. To book reservations via GDS through your assigned travel agency please supply us with the following: (if multiple IATA, PCC Codes, and Reservation Systems, please provide a separate sheet)

Agency Name:		Agency Contact Name:	
Agency Address:		Agency Email:	
Agency Phone Number:		Agency Fax Number:	
Agency IATA Number:		GDS System(s):	
Pseudo City Code:		Preferred Rate Access Code:	

CHECK IN/CHECK OUT:
The Hotel's check-in times is 4:00pm; check-out time is 11:00am. Early arrivals and late departures can be arranged based upon availability and may be subject to fees.

PAYMENT:

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Reservations must be guaranteed with a credit card for room & tax charges prior to the dates of arrival.

INDIVIDUAL CANCELLATION:
The hotel requires a 24-hour cancellation by 4pm prior to the date of check-in to avoid a no-show charge at one night's room & tax.

PARKING
The hotel offers valet parking services only for a fee. Valet parking is currently $62 per day + tax (subject to change).

GROUPS OF 10 ROOMS PER NIGHT OR MORE:
Due to the difference in nature of individual and group bookings, Hotel is unable to guarantee that the corporate negotiated rates will be offered or available for groups of ten or more per night. Group rates will be negotiated on a case-by-case basis according to market conditions and the meeting's specifications. Your corporate negotiated rate is for individual travel only and may not be utilized for group or convention attendees.

FORCE MAJEURE:
No party shall be liable or responsible to the other party, or be deemed to have defaulted under or breached this agreement, for any failure in performing any term of this agreement (except for any obligations to make payments to the hotel hereunder), when and to the extent such party's (the "Impacted Party") failure is solely caused by (a) acts of God, (b) flood, fire, earthquake, or explosion, (c) war, invasion, hostilities (whether war is declared or not), terrorist threats or acts, riot or other civil unrest, (d) government order, law, or action, (e) national or regional emergency directly affecting the location of the hotel, (f) strikes, labor stoppages or slowdowns, or other industrial disturbances, or (g) power outages or shortages or material curtailment of transportation services, any of which are unanticipated events beyond such party's control and which make it illegal or impossible for such party to fulfill its obligations under this agreement ("Force Majeure Event(s)").

The ability to terminate this agreement pursuant to this paragraph is conditioned upon the Impacted Party giving written notice to the other party within five (5) days of the occurrence of the Force Majeure Event. The Impacted Party shall use diligent efforts to end the failure or delay and ensure the effects of such Force Majeure Event are minimized. If the Force Majeure Event directly impacts the scheduled event hereunder, the parties will cooperate to reschedule the event.

CONDITIONS OF ACCEPTANCE:
Upon signature by both parties, **Austin Opera** and Hotel Van Zandt have agreed to and executed this Agreement by their authorized representatives as of the dates indicated below.

ACCEPTED AND AGREED TO

Austin Opera

Jennifer Basten — 09/01/2026

jbasten@austinopera.org

Jennifer Basten
Chief Advancement Officer

Date

Hotel Van Zandt

Adrian Morales — 09/01/2026

adrian.morales@hotelvanzandt.com

Adrian Morales

Corporate Travel Sales Manager

Date

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