



World's Universal Beauty Scholarship Competition- January 2022

Client Name: Our Little Miss, Inc.  
 Primary Contact: Teri Chandler, Owner, President  
 Our Little Miss, Inc.  
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Respond with official proposal and attach the meeting space floor plans, capacity charts, and exterior picture of the hotel. **Expected booking date no later than – July 2021.**

**GROUP PROFILE**

Our Little Miss, Inc. is the oldest and most prestigious children’s scholarship competition of its kind. Founded by Marge Hannaman in 1962, Our Little Miss is now owned and operated by her daughter, Teri Chandler. This company hosts two large productions each year: January and July. Along with the staged competitions, Our Little Miss also requires their delegates to be reviewed in interview and press conference style competitions. Unlike what media portrays, Our Little Miss is a Christian based, natural competition that values not only the outer beauty, but also the inner beauty of each contestant. Additional information on Our Little Miss can be found at: [www.OurLittleMiss.com](http://www.OurLittleMiss.com)

**What can Our Little Miss offer to your city/state?**

In addition to our room pick up and food and beverage expense, the economic impact we will have on your city/community is of respectable proportions. In past post-con reports, we have attributed approximately \$1.5 million to the city. Our delegates and their families use their time in your city not only for competition, but also as family vacations. Many will stay during the shoulder dates and explore all your city/state has to offer. Not to mention, many of our delegates are coming from international countries, travel is a huge expense for them. Their contributions to your airports and city transportation is one that we can guarantee will be of substantial amounts. We want to give back to your community and possibly change the course of even one child’s life. Together our competition and your city will work together to make this event successful for all involved.

**DATE CONSIDERATION**

This is a four-night program with Thursday peak arrival. Date Request (Non-Flexible Dates) **January 13-17, 2022**

**SLEEPING ROOM REQUIREMENT**

Wed. Jan 13	Thurs. Jan 14	Fri. Jan 15	Sat. Jan 16	Sun. Jan 17	Mon. Jan 18
Pre-Event	Day 1	Day 2	Day 3	Day 4	Post-Event
100	140	140	140	140	25

*\*Room pick up per night includes the 30 staff rooms.  
 \*With the possibility of adding rooms to the room block outside of the 3 days, Pre/Post (if available)*

**FOOD & BEVERAGE**

Group agrees to an **\$8,000 Minimum spend**



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### CONCESSIONS REQUIRED

#### Room Concessions

- **Requested Delegate Rate- Rate \$115.00 + tax** (single/double/triple/quad Occupancy) Double/Double All delegates are **REQUIRED** to stay in the host hotel for the required minimum 4 days of competition.
- **Requested Staff Rate (30 Upgraded Rooms)-Approximately \$69 + tax** (Non-Commissionable/Charged to Master) (1/35 applies to total)
- **Requested Delegate and Staff Rates offered 3 days pre/post program dates**
- **Rebate: 15% percent** of the guest room revenues, not including tax (15% donation to scholarship fund) earned by the Hotel from paid INDIVIDUAL room nights/rates within the block and credited to Our Little Miss Master account.
- **1/35 room** offered on a complimentary basis-based on all revenue generated rooms on a cumulative basis
- **75%** Sleeping room attrition cumulative
- Complimentary high-speed internet for all rooms with Our Little Miss
- 1 (Presidential Suite with connector for Teri Chandler (President) **complimentary**
- 1 Premium Suite complementary with connector for Tiffany Chandler Mouton (Vice-President) **complimentary**
- Complimentary welcome amenities (for 4 key OLM VIP's)
- 4 Complimentary room nights for planning visits, if not used credited to OLM room pick up.
- Complimentary refrigerators/microwaves available for all VIP Staff and OLM Board Members

#### Meeting Space Concessions

- **No set up fees for meeting space**
- 24-hour hold on meeting space-**complimentary due to room/banquet pick-up**
- Meeting Space/Staging/Break out rooms should be set and ready for move in; agreed pre-event dates
- All break out rooms and board rooms needed for the duration of the event on a **complimentary basis based off F&B min spend**
- 25% off AV pricing, 30% off published electrical fees (if any)
- 6 each thirty (30) amp electrical circuits and 1 each L14-30 220 V receptacle, or 6 each thirty (30) amp electrical circuits and one 3-phase 208V 80-100 amp cam-lock feed with neutral and ground.
- All necessary Stage/Risers secured with dance floor and stairs **complimentary-per diagrams**
- All skirting and appropriate tables/chairs/service complementary for staging and meeting areas **complimentary**
- Complementary Wi-Fi for staff used in the main meeting space for AV/Registration Needs
- Complimentary use of Baby Grand Piano – one placed on stage
- No fees for utilizing outside vendors (i.e. – audio-visual, decorators, etc.)
- Water Stations in the meeting/staging areas to be refreshed after each event or as requested
- Meeting area to be refreshed after each event.
- Pipe and Drape to create proscenium stage (floor to ceiling) **complimentary**
- Projection Screen/Draped (9'x11') **complimentary**

#### Meal Concessions

- **Staff Meals**-10% discount on ALL Food/Beverage charged to Master Account
- **Special discounts or coupons** for staff and delegates at hotel outlets and restaurants
- **Complimentary coffee service and sodas** daily in the Staff Office for 30

#### Miscellaneous Concessions

- 4 Complimentary roundtrip airport transfers (if applicable)
- 30 Complimentary parking passes per day (if parking is not complimentary to all property guests)
- Discounted garage self-parking for delegates (if applicable)
- Complimentary shuttle service within a certain mileage around hotel for OLM families (if applicable)
- Special Hotel TV Channel just airing OLM Shows-**complimentary**
- Triple Hotel Signing Bonus Points: Credited to Teri Chandler, President- **half credited at time of contract signing.**
- Group will pay no more than 25% of attrition if guarantees are not met.

#### City Visitor Bureau Concessions

- **Signing City Contribution**- Base Contribution-\$3,500.00
- **Additional Contribution**-\$2.00 per actual room night minimum



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### GENERAL CONTRACT TERMS

- **Contract is specifically set up by Teri Chandler and all terms stated must be accepted by all parties.**

**A credit card will not be used to pay for any master account billing- not even a hold.**

**OLM will pay hotel based off of this pay schedule –**

**\$500.00 upon contract signing**

**\$50,000 company check paid 3 weeks prior to opening day of event with master rooming list**

**\$20,000 company check upon arrival**

**Final Balance to be paid on final day of event, minus rebate/commissions/credits, in CASH.**

- Commissions and Rebate will be applied to final bill (if any remains a refund will be paid within 10 days of event closing)
- 3 Week cut-off date, group rate available after cut-off date
- Rates and block need to be extended three days prior and three days after
- Cancellation amount to include sleeping room revenue only (no tax)
- Meeting space must have room names listed (available on a 24-hours basis)
- Lowest rate guarantee offered by Hotel (high priority)
- Must have rebook clause in contract (within 18 months of original meeting dates with no penalties)
- Client will have the right to adjust their sleeping room block and meeting specifications based on previous year's numbers at no penalty
- Billing verbiage and specific clauses must be followed and accepted by all parties

### MEETING SPACE REQUIREMENTS

**Grand Ballroom** cannot be any smaller than 10,000 sq. Feet (Preferred 13,000 to 20,000 is ideal for our program)

**Breakout rooms – (4-6 needed for program dates)**

**Board room – (1 needed for program dates)**

**Pre-function Area- 24 hour hold for entire program dates**

**All meeting area MUST be on a 24-hour hold starting on Pre-event day ending 12:00 noon on Post-Event day**

**\*\*If applicable we will move our show to a nearby theater on Day 4 of our program- so please include some possible theaters around the hotel property. They can be self-contained or part of a convention center, college or high school.**

### MEAL FUNCTIONS

**Pre-Event: Queen's Reception:** Dinner for approximately 20 people (Suggested price \$20++ per person)

**Day 2:** Luncheon for approximately 400 people (Suggested price \$18++ per person)

**Day 3:** Dinner for approximately 400 people (45-50 Rounds) (Suggested price \$18++ per person)

### BILLING

**All room reservations will be sent in on one master list from OLM Headquarters. OLM will be responsible for all delegate room costs; individual delegate rooms will be responsible for all incidentals incurred over their stay. A credit card will need to be collected upon check-in from each delegate.**

**The Master Account for all staff rooms, food and beverage will be reviewed **nightly** per Teri Chandler.**



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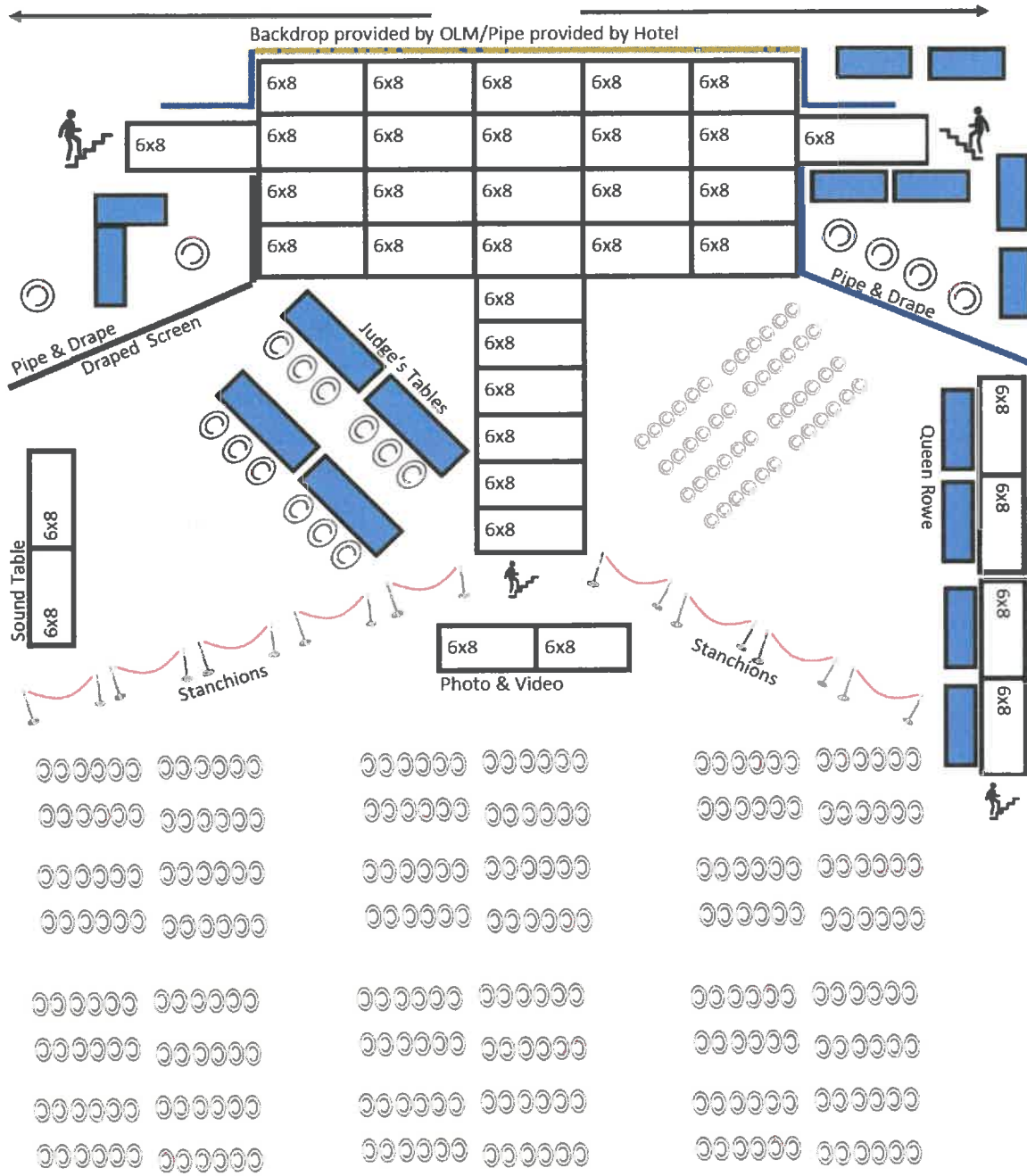
### HISTORY

Most Recent January Events	Approximate Sleeping Room Nights Utilized
2021-Baton Rouge Marriott, Baton Rouge, LA	
2020-Baton Rouge Marriott, Baton Rouge, LA	855 Sleeping room nights
2019-Baton Rouge Marriott, Baton Rouge, LA	611 Sleeping room nights
2018-Embassy Suites-San Marcos, Texas	650 Sleeping room nights
2017-Embassy Suites-San Marcos, Texas	650 Sleeping room nights
2016- Embassy Suites- San Marcos, Texas	650 Sleeping room nights
2015- Westin Park Central- Dallas, Texas	650 sleeping room nights
2014-Embassy Suites-San Marcos, Texas	650 sleeping room nights
2013-Westin Park Central-Dallas, Texas	650 sleeping room nights
2012-Westin Park Central-Dallas, Texas	650 sleeping room nights
2011-Westin Park Central- Dallas, Texas	650 sleeping room nights
2010-Embassy Suites-San Marcos, Texas	650 sleeping room nights
2009-Embassy Suites-San Marcos, Texas	650 sleeping room nights
2008-Sheraton Birmingham, Alabama	700 sleeping room nights
2007-Gaylord/Radisson-Nashville, Tennessee	800 sleeping room nights
Most Recent July Events	Approximate Sleeping Room Nights Utilized
2020 Hilton Lake Las Vegas, Henderson, Nevada	1300 Sleeping room nights
2019 World Golf Village Resort, St. Augustine, Florida	1,045 Sleeping room nights
2018 La Torretta Lake Resort, Montgomery, Texas	1,100 Sleeping room nights
2017 La Torretta Lake Resort, Montgomery, Texas	1,003 Sleeping room nights
2016 Eldorado Casino and Hotel, Reno, Nevada	1,016 Sleeping room nights
2015 Marriott City Center- Minneapolis, Minnesota	975 sleeping room nights
2014 Doubletree by Hilton-Miami Airport Convention Center, Miami, Florida	950 sleeping rooms nights
2013-Hyatt Regency – New Orleans, Louisiana	1,065 sleeping room nights
2012-Hyatt Regency Riverfront – Jacksonville, Florida	1,355 sleeping room nights
2011-Embassy Suites – Murfreesboro, Tennessee	1,100 sleeping room nights
2010-J.W. Marriott – Camelback Inn & Resort – Scottsdale, Arizona	1,200 sleeping room nights
2009-Gaylord Palms Resort – Orlando, Florida	1,000 sleeping room nights



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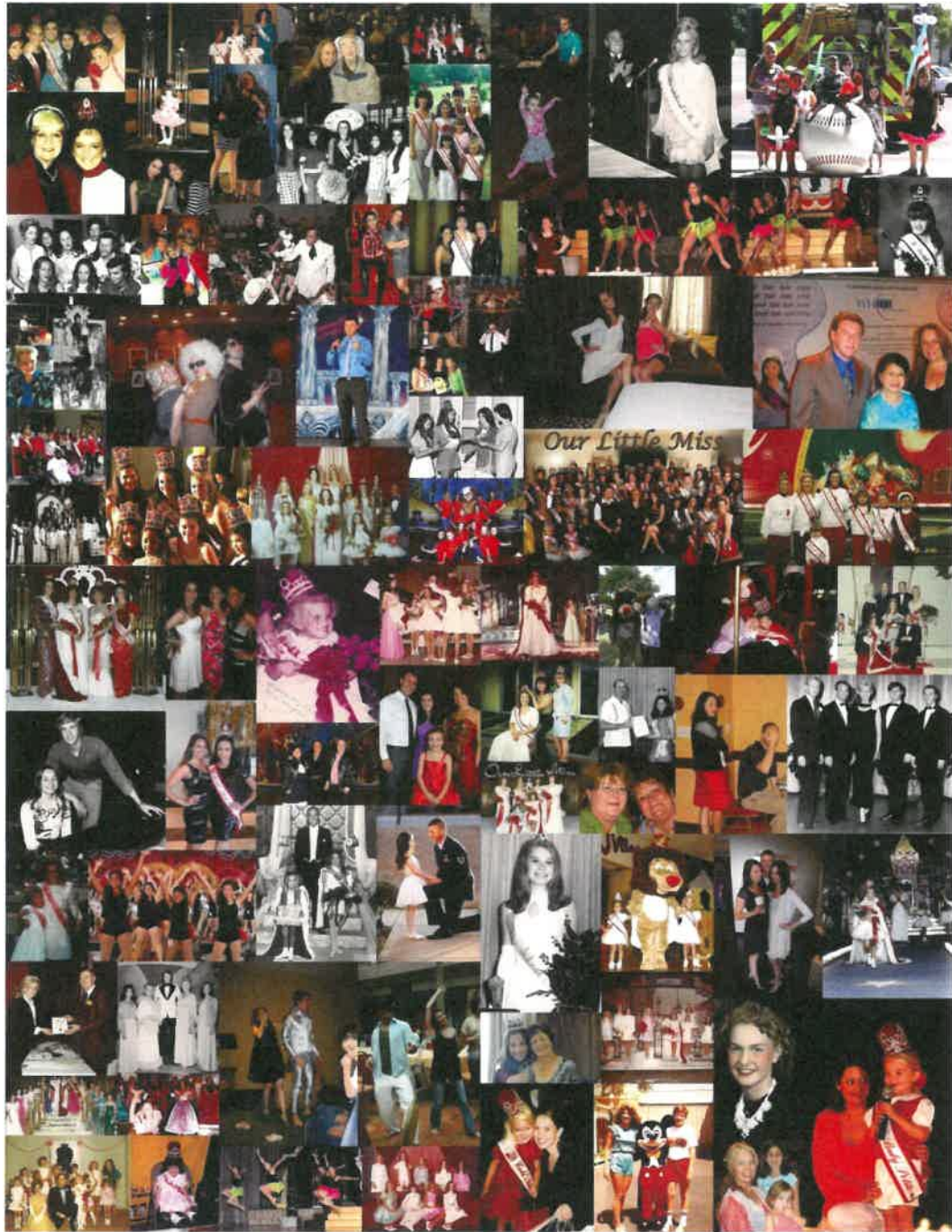
## General Session-Grand Ballroom

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***We would love to add your city to our 59<sup>th</sup> year of pageant History!!!***



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### ***The Story of Our Little Miss:***

Most people have dreams. In fact, life is probably a series of dreams. Once a dream is realized, new goals are set and off we go reaching for another. The dream of being "Our Little Miss" has become a reality to thousands of little girls since the year 1962. Now, over 50 years old, the child personified by the perky little silhouette with the flipped-up hair has developed a personality of her own. Not a fairy tale character or a myth, "Our Little Miss" is more a symbol of hope for the future of children everywhere. As Morley Safer said on CBS-60 Minutes, "The parents consider Universal Pageant System, Our Little Miss to be the most prestigious of all children's pageants." Now with fourth-generation children as contestants, Our Little Miss is truly a name to be spoken with reverence...a name that has endured.

Since the inception of the World's Our Little Miss" in 1962, its sister pageants, "Miss La Petite," "Ideal Miss," "Universal Girl," and now the rest of the family, "Baby Petite," "Universal MS.," "Our Little Miss Preteen, and "Universal Beauty" have developed in their own way. Girls who had outgrown one division and wanted to stay in Universal Pageants developed each new division due to a demand. Our Little Miss System family is now complete.

Competition of all kinds are as American as apple pie and motherhood. Nonetheless, the manner in which they are handled varies greatly. With Our Little Miss there is a soft touch, where discussions of coping with winning and losing, and with joys and disappointments are an integral part of the program. From the rowdy parents' talent show (both silly and serious) to the exchange of souvenir gifts between contestants from all over the world, "Our Little Miss" truly encourages family participation and comradeship. The true award is in the experience alone.

Our Little Miss's awards are multiple, varying from medium to super large. On the local level the trophies are "Oscar" size and advance to nearly 4 feet at state, while World level trophies can reach an enormous 5 to 6 feet in height. All OLM trophies are adorned with the famous trademarked silhouette trophy figure; "Our Little Miss" is the only pageant in America with this type emblem that has been molded into a beautiful trophy part. The "Our Little Miss" trophy figurine stands out among dozens of other trophy awards. And it is not for sale except through Our Little Miss, where it must be earned—it cannot be purchased by a contestant or parent.

Crowns for the winners have a similar progression to the official pageant trophy. The local crown has a single disk with the famous "Our Little Miss" logo silhouette; the state crown is a round crown with four logo disks; and the coveted World crown sits on a round red velvet and rhinestone embellished base and is stuffed with royal red velvet, symbolizing excellence and achievement. College scholarship awards have played an important role in the Our Little Miss program. Since 1964 over 1,000 girls have earned scholarship funds from the State, Country and World pageants and have enrolled in American, Canadian, European, Asian and Caribbean Island universities worldwide.

Although the pageant has never attempted to represent the winners through personal management, many of the girls have used their titles effectively in acquiring television commercials and movie roles. When the new Mickey Mouse Club was aired in 1975-76 by Disney, five of the seven girls selected after a major nationwide search had been directly involved in the "Our Little Miss" pageant. Since those years, our girls are still being seen today. Jennifer Love Hewitt from "Party of Five" and Madlyn Sweeten from "Everybody Loves Raymond", and most recent Brec Bassinger star of the Nickelodeon new hit show "Bella and the Bulldogs" starting in the lead role as, Bella. Our Little Miss girls can be seen on almost every cable and network station, some being in front of the camera and others as network executives. Our girls and young women have excelled to the highest levels of their professions and many attribute their success to the memorable experiences gained at an "Our Little Miss" pageant. We are very proud to have been a part of their development.

Our Little Miss's philosophy is that by giving children an outlet to express themselves and their talents, they are presented with growth and development aspects for personality, communication, discipline, memory training and good grooming habits. Because parents play an important role when a child is in any competition, the family relationship is enhanced, especially that of the mother and daughter. The pageant system does not condone stage parenting; the child must truly want to be a participant, enabling the fascination and glamour of the State, Country and World Pageants to become an educationally exciting family affair.

Combine the pageant system's program with glamorous vacation spot environments such as "The Fontainebleau in Miami; Niagara Falls, U.S.A. & Canada; The Rivergate Auditorium in New Orleans; The Dallas Apparel Mart; The world's most famous show stages in Las Vegas; Disneyworld in Orlando, Florida; One of the eight wonders of the world, "The Houston Astrodome"; Oral Roberts University, Mabee Center; Branson, USA; Arizona Biltmore Resort & Spa in Phoenix, Arizona just to name a few and you have the formula for success!