

**UNIVERSITY OF HAWAII**  
**NOTICE OF EXEMPTION FROM STANDARD METHODS OF SOURCE SELECTION**

The Vice President for Budget and Finance/Chief Financial Officer, University of Hawaii, is in the process of reviewing the request from  
UH Hilo Intercollegiate Athletics (Department/Campus) for exemption from Standard Methods of Source Selection for the following goods, services, or construction:  
Pacific West Conference negotiated exclusive airline agreement for the University of Hawaii at Hilo Intercollegiate Program for the 2011-2012 season.

**Vendor:** Hawaiian Airlines  
(If known)  
**Address:** One Market, Spear Tower, Suite 3600  
San Francisco, CA 94105

<b>Term of Contract:</b> (If known)	From: -----	To: -----	Cost: \$150,000 (est.)
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<b>Direct any inquiries to:</b> Department: UHH, Intercollegiate Program  Contact Name/Title: Dexter Irvin, Director of Athletics  Address: 200 West Kawili Street Hilo, HI 96820	Phone Number: 974-7520  Fax Number:
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Date Posted: September 2, 2011

Submit written objections to this notice to issue an exemption from Standard Methods of Source Selection, within seven (7) calendar days from the date posted to:

Office of Procurement and Real Property Management  
1400 Lower Campus Road, Room 15  
Honolulu, Hawaii 96822

## REQUEST FOR EXEMPTION FROM STANDARD METHODS OF SOURCE SELECTION

TO: OFFICE OF PROCUREMENT AND REAL PROPERTY MANAGEMENT

FROM: University of Hawaii at Hilo, Office of Intercollegiate Athletics  
(Department/Program)

Pursuant to APM Section A8.220, the Department requests a procurement exemption to purchase the following:

**Description of goods, services, or construction:**

The University of Hawaii at Hilo Athletic Department wishes to enter into an exclusive airline agreement with Hawaiian Airlines that was negotiated by the Pacific West Conference (PWC) for all scheduled PWC travel. Under the proposed agreement, the University would be able to purchase round trip airfare to the West Coast for \$460.00 plus tax, and round trip Interisland airfare for \$154.00 plus tax. This agreement is only for the PWC Schedule and all PWC Schools have tentatively agreed to the Hawaiian Airlines proposal. The University of Hawaii at Hilo would be required to make a deposit with Hawaiian Airlines. the proposed duration of the agreement would be for the Pacific West Conference schedule for 2011-2012.

Estimated Cost: \$ 150,000.00 deposit of 50% of total cost, deposit will be applied towards the actual cost

**(1) Explanation describing how procurement by standard competitive means is either not practicable or not advantageous to the University;**

It is impractical to utilize the standard procurement procedures for the purpose of soliciting proposals from the Airline Companies for Mainland and Interisland travel for the University's athletic teams. Airlines do not adhere to a common set of requirements and criteria typical of advertised procurement solicitations for purposes of formulating their proposals for each particular collegiate sports team travel schedule. It is more advantageous for the Pacific West Conference to solicit such proposals by approaching the Airlines for the entire conference rather than have each school attempt to do their own proposal.

**(2) Details of the process or procedures to be followed in selecting the vendor to ensure as fair and open competition as practicable;**

Airlines were solicited for proposals to provide West Coast Airfares and Interisland Airfares for the Pacific West Conference. Proposals were received from Hawaiian Airlines, and Continental/United Airlines (United Airlines operates both United Airlines and Continental Airlines and submitted a proposal under Continental Airlines). (See attached).

Continental/United Airlines provided airfares that fluctuated based on dates of travel and destinations. Hawaiian Airlines provided the same price without any restrictions.

The Hawaiian Airlines proposal through the PWC is considered the most advantageous because the savings to our Athletic Department is estimated to be about \$40,000.00 due to the elimination of cost to travel to Oahu for all of our West Coast travel.

(3) A description of the Department's internal controls and approval requirements for the exempted procurement; and

Purchase requisitions will be created by the UH-Hilo Athletic Department Business Manager, adhering to rules and regulations in the UH Systemwide Administrative Procedures Manual, Section AB.200 Procurement; then routed for initial and/or signature approval by the Athletic Director and finally to the UH-Hilo Fiscal Officer for processing into a purchase order.

(4) A list of Department personnel, by position title, who will be involved in the approval process and administration of the contract:

UH-HILO Fiscal Officer Marie Honda or Mason Kuo  
UH-HILO Director of Intercollegiate Athletics Dexter Irvin  
UH-HILO Office of Intercollegiate Athletics Business Manager Glen Kagamida

Direct questions to: Dexter Irvin Phone: 974-7621

I CERTIFY THAT THE INFORMATION PROVIDED ABOVE IS TO THE BEST OF MY KNOWLEDGE, TRUE AND CORRECT.

Dexter Irvin Director of Athletics  
Full Name of Principal Investigator, Department Head, or Administrator

Signature

Date

Marie N. Honda

Full Name of Fiscal Officer

Signature

8/22/11

Date

APPROVED:

Donald O. Straney

Full Name of Vice President or Chancellor

Signature

24 Aug 11

Date

FOR OPRPM USE ONLY

OPRPM COMMENTS:

Recommend approval.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

APPROVED  DENIED

Howard A. Adels

VICE PRESIDENT FOR BUDGET & FINANCE/CHIEF FINANCIAL OFFICER, UNIVERSITY OF HAWAII

9/13/11

DATE

# **Strategic Alliance Proposal To Pacific West Conference 2011-2012 Athletic Schedules**

*Prepared for:*

Pacific West Conference

Bob Hogue

Commissioner

PO Box 23124

Honolulu, HI 96823

Phone: 808-285-5537

Fax: 808-922-4225

Email: [commissionerhogue@thepacwest.com](mailto:commissionerhogue@thepacwest.com)

*Submitted by:*

Hawaiian Airlines, Inc.

Leimomi Hall

Sr. Sales Executive, Mainland

One Market, Spear Tower, Suite 3600

San Francisco, CA 94105

Phone: 415-293-8107

Fax: 415-293-8106

Email: [hall@hawaiianair.com](mailto:hall@hawaiianair.com)

**[www.HawaiianAir.com](http://www.HawaiianAir.com)**

***Revision 2***

***July 29, 2011***

- Name changes will be permitted up to 48 hours prior to travel provided that the group count does not fall below guaranteed minimum seat count.
- Once travel begins, normal change rules apply (e.g. fare differential)
  - Allow up to 2 seats max per group for date change offering the following
    - Same class of service = penalty fee of \$150
    - If same class of service is not available = standard change fees/add collect apply
- **Baggage**
  - **Pre-paid Bags**
    - **For continental U.S. – Hawaii itineraries:** For tickets issued on/after January 17, 2011: Checked baggage fees will be \$25 for first checked bag and \$25 for a second checked bag. (\$35 for normal bag fees)
    - **For interisland itineraries:** The first checked bag fee will be \$10. There is a \$17 fee each way for a second checked bag.
  - **At check-in**
    - Normal bag fee rules apply
      - For continental U.S. – Hawaii itineraries:** For tickets issued on/after January 17, 2011: Checked baggage fees will be \$25 for first checked bag and \$35 for a second checked bag.
      - For interisland itineraries:** The first checked bag fee will be \$10. There is a \$17 fee each way for a second checked bag.
- **Minimum Group size**
  - For Golf, Tennis and Cross Country teams only, minimum group size is 5
  - For all other sports minimum group size is 15
- **Deviations**
  - Will allow up to 4 seats maximum per group for minor deviations during the group block dates. Passengers must at least travel one-way with the group.
- Group must be ticketed 14 days before departure
- Requires all bookings and ticketing to be processed directly with Hawaiian Airlines
- No-name seat assignment blocks held once group blocks are confirmed.

### ***Next steps & Mahalo!***



- This proposal requires commitment from the Conference and its ten member schools.
- This proposal requires ALL the business listed in the group block spreadsheet attached.

PAC WEST 2011-2012 ATHLETIC SCHEDULE

SCHOOL	DATES	ROUTING		PAX
HPU	25-Mar-12	HNL	LAS	35
HPU	1-Apr-12	PHX	HNL	35
HPU	22-Apr-12	HNL	SFO	35
HPU	29-Apr-12	LAX	HNL	35
UHHILO	17-Mar-12	ITO	LAS	35
UHHILO	4-Apr-12	LAX	ITO	35
AAC	19-Apr-12	SFO	ITO	35
AAC	6-May-12	HNL	SFO	35
DIXIE	11-Apr-12	LAS	HNL	35
DIXIE	18-Apr-12	ITO	LAS	35
GCU	24-Feb-12	PHX	HNL	35
GCU	3-Mar-12	ITO	PHX	35
CALBAP	11-Mar-12	LAX	ITO	35
CALBAP	18-Mar-12	HNL	LAX	35
CHMDE	23-Mar-12	HNL	PHX	22
CHMDE	4-Apr-12	LAS	HNL	22
HPU	22-Mar-12	HNL	LAS	22
HPU	4-Apr-12	LAX	HNL	22
BYUH	16-Apr-12	HNL	LAX	22
BYUH	24-Apr-12	PHX	HNL	22
UHHILO	20-Mar-12	ITO	PHX	22
UHHILO	2-Apr-12	SFO	ITO	22
DOMNCN	2-Mar-12	SFO	HNL	22
DOMNCN	11-Mar-12	ITO	SFO	22
AAC	17-Mar-12	SFO	ITO	22
AAC	25-Mar-12	HNL	SFO	22
NDNU	2-Mar-12	SFO	HNL	22
NDNU	12-Mar-12	ITO	SFO	22
CHMDE	18-Jan-12	HNL	SFO	34
CHMDE	24-Jan-12	SFO	HNL	34
CHMDE	19-Feb-12	HNL	PHX	34

AAC	7-Nov-11	HNL	SFO	16
NDNU	15-Sep-11	SFO	ITO	16
NDNU	25-Sep-11	HNL	SFO	16
CMNDE	26-Sep-11	HNL	SFO	42
CMNDE	2-Oct-11	SFO	HNL	42
HPU	15-Sep-11	HNL	SFO	42
HPU	21-Sep-11	SFO	HNL	42
BYUH	24-Oct-11	HNL	SFO	42
BYUH	29-Oct-11	SFO	HNL	42
UHHILO	1-Nov-11	ITO	SFO	42
UHHILO	7-Nov-11	SFO	ITO	42
GCU	23-Sep-11	PHX	ITO	42
GCU	2-Oct-11	ITO	PHX	42
DIXIE	14-Oct-11	LAS	ITO	42
DIXIE	23-Oct-11	HNL	LAS	42
CBU	14-Oct-11	LAX	HNL	42
CBU	23-Oct-11	ITO	LAX	42
CHMDE	27-Oct-11	HNL	PHX	14
CHMDE	30-Oct-11	PHX	HNL	14
HPU	27-Oct-11	HNL	PHX	14
HPU	3-Oct-11	PHX	HNL	14
BYUH	27-Oct-11	HNL	PHX	14
BYUH	30-Oct-11	PHX	HNL	14
UHHILO	27-Oct-11	ITO	PHX	14
UHHILO	30-Oct-11	PHX	ITO	14
CHMDE	17-Apr-12	HNL	SFO	8
CHMDE	22-Apr-12	SFO	HNL	8
HPU	10-Apr-12	HNL	SFO	8
HPU	15-Apr-12	SFO	HNL	8
BYUH	10-Apr-12	HNL	SFO	8
BYUH	15-Apr-12	SFO	HNL	8
UHHILO	10-Apr-12	ITO	SFO	8
UHHILO	15-Apr-12	SFO	ITO	8
BYU/HPU/	22-Apr-12	HNL	ITO	24

# **Strategic Alliance Proposal To Pacific West Conference 2011-2012 Athletic Schedules**

*Prepared for:*

Pacific West Conference

Bob Hogue

Commissioner

PO Box 23124

Honolulu, HI 96823

Phone: 808-285-5537

Fax: 808-922-4225

Email: [commissionerhogue@thepacwest.com](mailto:commissionerhogue@thepacwest.com)

*Submitted by:*

Hawaiian Airlines, Inc.

Leimomi Hall

Sr. Sales Executive, Mainland

One Market, Spear Tower, Suite 3600

San Francisco, CA 94105

Phone: 415-293-8107

Fax: 415-293-8106

Email: [hall@hawaiianair.com](mailto:hall@hawaiianair.com)

**[www.HawaiianAir.com](http://www.HawaiianAir.com)**

***Revision 1***

***July 21, 2011***



**Group Travel Terms and Conditions Agreement**

Attention: BOB HOGUE X1498777  
 PACIFIC WEST CONFERENCE  
 1777 ALA MOANA BLVD., SUITE 223  
 HONOLULU, HI 96815

Confirmation Number: **AFTJTB**

**Group Name: UHH BASEBALL**

**Deposit Due Date:** Friday, 15 July, 2011  
**Deposit Per Person:** 100.00USD

**Names Due/Must Ticket By:** Friday, 23 March, 2012  
**Deposit Total (35):** 3500.00USD

**Last Day to Cancel/Reduce Without Charge:** Monday, 23 January, 2012  
**Utilization Requirement:** 80 percent held on Monday, 23 January, 2012  
**Non-Utilization Charge Per Person:** 100.00USD

**Terms and Conditions for Group Travel**

- Call in your credit card information or check by the deposit due date to avoid cancellation - see deposit instructions
- If any payment in U.S. territory to Continental for the purchase of air transportation is made with more than \$10,000 in U.S. and/or foreign currency, the payment is a cash transaction reportable to the U.S. Internal Revenue Service (IRS) and customers must provide certain required information to Continental to complete IRS Form 8300. A cash transaction also includes a payment totaling more than \$10,000 made through any combination of U.S. and/or foreign currency, a cashier's check, a bank draft (not including personal or business checks), a money order and/or a traveler's check in amounts of \$10,000 or less.
- Electronic deposits will be issued a receipt
- Deposits will be refunded for seat cancellations made prior to the "last day to cancel/reduce" without charge
- Deposits will be retained to cover the non-utilization penalties
- If your group reduces below the group requirement of 10 this fare offer will no longer apply
- Reducing your group to 10 will result in a 100% utilization requirement
- Taxes and surcharges are estimated and may fluctuate prior to ticketing
- Continental Airlines reserves the right to change equipment or schedules without notice
- Continental Airlines will not be liable for delays or cancellations due to weather or any other cause beyond the airlines' control
- All transportation is subject to Continental Airlines Contract of Carriage and applicable tariffs
- Electronic tickets will be issued when payment in full has been received
- Contact the Group Department at least 30 days prior to departure to finalize ticketing

By making a reservation or accepting transportation on Continental, you agree to all the terms and conditions of the Contract of Carriage, viewable at [www.continental.com](http://www.continental.com) or upon request at any airport serviced by Continental.

**AFTJTB**

Day	Date	Flight/ Class	Depart	HK	Time	Arrive	Time	Equipment
Sun	22APR12	CO 1171Q	HILO, HAWAII	35	8:55PM	LOS ANGELES, CALIFORNIA	5:15AM	737-800
Sun	29APR12	CO 1172V	LOS ANGELES, CALIFORNIA	35	5:00PM	HILO, HAWAII	7:40PM	737-800

Guaranteed Base Fare: 775.00      Taxes/Surcharges: 53.55      Estimated Per Person Total: 828.55

Current international taxes, federal excise tax, passenger facility charges, surcharges, or any other fees indicated

Continental Airlines  
GroupsWorks Accounting  
1-800-243-4366  
1-713-324-2393 FAX



are not guaranteed and are subject to change. Contact Continental Airlines GroupWorks department when you are ready to ticket. Group fares are non-refundable once ticketed. Changes after ticketing will result in \$150.00 Domestic or \$250.00 International per person service fee plus additional charges may apply. Changes to the current itinerary must be made by the date of departure or the remaining ticket will have NO VALUE.

REVIEW CAREFULLY AS RECEIPT OF YOUR DEPOSIT OR FULL PAYMENT FOR ETICKETS REPRESENTS  
ACCEPTANCE OF THE ABOVE TERMS AND CONDITIONS

**Thank You for Choosing Continental Airlines**

**Group Travel Terms and Conditions Agreement**

Attention: BOB HOGUE X1498777  
 PACIFIC WEST CONFERENCE  
 1777 ALA MOANA BLVD., SUITE 223  
 HONOLULU, HI 96815

Confirmation Number: **ACR4W2**

**Group Name:** UHH BASKETBALL I

**Deposit Due Date:** Friday, 15 July, 2011  
**Deposit Per Person:** 100.00USD

**Names Due/Must Ticket By:** Monday, 19 December, 2011  
**Deposit Total (34):** 3400.00USD

**Last Day to Cancel/Reduce Without Charge:** Thursday, 20 October, 2011  
**Utilization Requirement:** 80 percent held on Thursday, 20 October, 2011  
**Non-Utilization Charge Per Person:** 100.00USD

**Terms and Conditions for Group Travel**

- Call in your credit card information or check by the deposit due date to avoid cancellation - see deposit instructions
- If any payment in U.S. territory to Continental for the purchase of air transportation is made with more than \$10,000 in U.S. and/or foreign currency, the payment is a cash transaction reportable to the U.S. Internal Revenue Service (IRS) and customers must provide certain required information to Continental to complete IRS Form 8300. A cash transaction also includes a payment totaling more than \$10,000 made through any combination of U.S. and/or foreign currency, a cashier's check, a bank draft (not including personal or business checks), a money order and/or a traveler's check in amounts of \$10,000 or less.
- Electronic deposits will be issued a receipt
- Deposits will be refunded for seat cancellations made prior to the "last day to cancel/reduce" without charge
- Deposits will be retained to cover the non-utilization penalties
- If your group reduces below the group requirement of 10 this fare offer will no longer apply
- Reducing your group to 10 will result in a 100% utilization requirement
- Taxes and surcharges are estimated and may fluctuate prior to ticketing
- Continental Airlines reserves the right to change equipment or schedules without notice
- Continental Airlines will not be liable for delays or cancellations due to weather or any other cause beyond the airlines' control
- All transportation is subject to Continental Airlines Contract of Carriage and applicable tariffs
- Electronic tickets will be issued when payment in full has been received
- Contact the Group Department at least 30 days prior to departure to finalize ticketing

By making a reservation or accepting transportation on Continental, you agree to all the terms and conditions of the Contract of Carriage, viewable at [www.continental.com](http://www.continental.com) or upon request at any airport serviced by Continental.

**ACR4W2**

Day	Date	Flight/Class	Depart	HK	Time	Arrive	Time	Equipment
Wed	18JAN12	CO 1164 S	HILO, HAWAII	34	8:55PM	LOS ANGELES, CALIFORNIA	4:15AM	737-800
Wed	25JAN12	CO 1165 S	LOS ANGELES, CALIFORNIA	34	5:00PM	HILO, HAWAII	8:40PM	737-800

Guaranteed Base Fare: 582.00      Taxes/Surcharges: 53.50      Estimated Per Person Total: 635.50

Current international taxes, federal excise tax, passenger facility charges, surcharges, or any other fees indicated

Continental Airlines  
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1-800-243-4366  
1-713-324-2393 FAX



are not guaranteed and are subject to change. Contact Continental Airlines GroupWorks department when you are ready to ticket. Group fares are non-refundable once ticketed. Changes after ticketing will result in \$150.00 Domestic or \$250.00 International per person service fee plus additional charges may apply. Changes to the current itinerary must be made by the date of departure or the remaining ticket will have NO VALUE.

REVIEW CAREFULLY AS RECEIPT OF YOUR DEPOSIT OR FULL PAYMENT FOR ETICKETS REPRESENTS  
ACCEPTANCE OF THE ABOVE TERMS AND CONDITIONS

**Thank You for Choosing Continental Airlines**

**Group Travel Terms and Conditions Agreement**

Attention: BOB HOGUE X1498777  
 PACIFIC WEST CONFERENCE  
 1777 ALA MOANA BLVD., SUITE 223  
 HONOLULU, HI 96815

Confirmation Number: **D7VMZJ**

**Group Name: UHH MENS AND WOMENS SOCCER**

**Deposit Due Date:** Friday, 15 July, 2011  
**Deposit Per Person:** 100.00USD

**Names Due/Must Ticket By:** Friday, 30 September, 2011  
**Deposit Total (42):** 4200.00USD

**Last Day to Cancel/Reduce Without Charge:** Wednesday, 03 August, 2011  
**Utilization Requirement:** 80 percent held on Wednesday, 03 August, 2011  
**Non-Utilization Charge Per Person:** 100.00USD

**Terms and Conditions for Group Travel**

- Call in your credit card information or check by the deposit due date to avoid cancellation - see deposit instructions
- If any payment in U.S. territory to Continental for the purchase of air transportation is made with more than \$10,000 in U.S. and/or foreign currency, the payment is a cash transaction reportable to the U.S. Internal Revenue Service (IRS) and customers must provide certain required information to Continental to complete IRS Form 8300. A cash transaction also includes a payment totaling more than \$10,000 made through any combination of U.S. and/or foreign currency, a cashier's check, a bank draft (not including personal or business checks), a money order and/or a traveler's check in amounts of \$10,000 or less.
- Electronic deposits will be issued a receipt
- Deposits will be refunded for seat cancellations made prior to the "last day to cancel/reduce" without charge
- Deposits will be retained to cover the non-utilization penalties
- If your group reduces below the group requirement of 10 this fare offer will no longer apply
- Reducing your group to 10 will result in a 100% utilization requirement
- Taxes and surcharges are estimated and may fluctuate prior to ticketing
- Continental Airlines reserves the right to change equipment or schedules without notice
- Continental Airlines will not be liable for delays or cancellations due to weather or any other cause beyond the airlines' control
- All transportation is subject to Continental Airlines Contract of Carriage and applicable tariffs
- Electronic tickets will be issued when payment in full has been received
- Contact the Group Department at least 30 days prior to departure to finalize ticketing

By making a reservation or accepting transportation on Continental, you agree to all the terms and conditions of the Contract of Carriage, viewable at [www.continental.com](http://www.continental.com) or upon request at any airport serviced by Continental.

**D7VMZJ**

Day	Date	Flight/Class	Depart	HK	Time	Arrive	Time	Equipment
Tue	01NOV11	CO 1001N	HILO, HAWAII LOS ANGELES,	21	8:55PM	CALIFORNIA LOS ANGELES,	5:15AM	737-800
Mon	07NOV11	CO 1164N	CALIFORNIA	21	5:00PM	HILO, HAWAII	8:40PM	737-800

Guaranteed Base Fare: 438.00

Taxes/Surcharges: 53.45

Estimated Per Person Total: 491.45

**D7XNXB**

Day	Date	Flight/ Class	Depart	HK	Time	Arrive	Time	Equipment
Tue	01NOV11	CO 1001N	HILO, HAWAII LOS ANGELES,	21	8:55PM	LOS ANGELES, CALIFORNIA	5:15AM	737-800
Mon	07NOV11	CO 1164N	CALIFORNIA	21	5:00PM	HILO, HAWAII	8:40PM	737-800

Guaranteed Base Fare: 438.00

Taxes/Surcharges: 53.45

Estimated Per Person Total: 491.45

Current international taxes, federal excise tax, passenger facility charges, surcharges, or any other fees indicated are not guaranteed and are subject to change. Contact Continental Airlines GroupWorks department when you are ready to ticket. Group fares are non-refundable once ticketed. Changes after ticketing will result in \$150.00 Domestic or \$250.00 International per person service fee plus additional charges may apply. Changes to the current itinerary must be made by the date of departure or the remaining ticket will have NO VALUE.

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 PACIFIC WEST CONFERENCE  
 1777 ALA MOANA BLVD., SUITE 223  
 HONOLULU, HI 96815

Confirmation Number: **DJ0NPC**

**Group Name: UHH WOMENS VOLLEYBALL**

**Deposit Due Date:** Friday, 15 July, 2011  
**Deposit Per Person:** 100.00USD

**Names Due/Must Ticket By:** Tuesday, 23 August, 2011  
**Deposit Total (16):** 1600.00USD

**Last Day to Cancel/Reduce Without Charge:** Monday, 25 July, 2011  
**Utilization Requirement:** 80 percent held on Monday, 25 July, 2011  
**Non-Utilization Charge Per Person:** 100.00USD

**Terms and Conditions for Group Travel**

- Call in your credit card information or check by the deposit due date to avoid cancellation - see deposit instructions
- If any payment in U.S. territory to Continental for the purchase of air transportation is made with more than \$10,000 in U.S. and/or foreign currency, the payment is a cash transaction reportable to the U.S. Internal Revenue Service (IRS) and customers must provide certain required information to Continental to complete IRS Form 8300. A cash transaction also includes a payment totaling more than \$10,000 made through any combination of U.S. and/or foreign currency, a cashier's check, a bank draft (not including personal or business checks), a money order and/or a traveler's check in amounts of \$10,000 or less.
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- Deposits will be retained to cover the non-utilization penalties
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- Reducing your group to 10 will result in a 100% utilization requirement
- Taxes and surcharges are estimated and may fluctuate prior to ticketing
- Continental Airlines reserves the right to change equipment or schedules without notice
- Continental Airlines will not be liable for delays or cancellations due to weather or any other cause beyond the airlines' control
- All transportation is subject to Continental Airlines Contract of Carriage and applicable tariffs
- Electronic tickets will be issued when payment in full has been received
- Contact the Group Department at least 30 days prior to departure to finalize ticketing

By making a reservation or accepting transportation on Continental, you agree to all the terms and conditions of the Contract of Carriage, viewable at [www.continental.com](http://www.continental.com) or upon request at any airport serviced by Continental.

**DJ0NPC**

Day	Date	Flight/Class	Depart	HK	Time	Arrive	Time	Equipment
Thu	22SEP11	CO 1724N	HILO, HAWAII	16	8:55PM	LOS ANGELES, CALIFORNIA	5:15AM	737-800
Sun	02OCT11	CO 1002N	LOS ANGELES, CALIFORNIA	16	5:00PM	HILO, HAWAII	7:40PM	737-800

Guaranteed Base Fare: 438.00      Taxes/Surcharges: 53.45      Estimated Per Person Total: 491.45

Current international taxes, federal excise tax, passenger facility charges, surcharges, or any other fees indicated

Continental Airlines  
GroupsWorks Accounting  
1-800-243-4366  
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ACCEPTANCE OF THE ABOVE TERMS AND CONDITIONS

**Thank You for Choosing Continental Airlines**



**Group Travel Terms and Conditions Agreement**

Attention: BOB HOGUE X1498777  
 PACIFIC WEST CONFERENCE  
 1777 ALA MOANA BLVD., SUITE 223  
 HONOLULU, HI 96815

Confirmation Number: **AC9NNF**

**Group Name: UHH BASKETBALL II**

**Deposit Due Date:** Friday, 15 July, 2011  
**Deposit Per Person:** 100.00USD

**Names Due/Must Ticket By:** Friday, 20 January, 2012  
**Deposit Total (34):** 3400.00USD

**Last Day to Cancel/Reduce Without Charge:** Tuesday, 22 November, 2011  
**Utilization Requirement:** 90 percent held on Tuesday, 22 November, 2011  
**Non-Utilization Charge Per Person:** 100.00USD

**Terms and Conditions for Group Travel**

- Call in your credit card information or check by the deposit due date to avoid cancellation - see deposit instructions
- If any payment in U.S. territory to Continental for the purchase of air transportation is made with more than \$10,000 in U.S. and/or foreign currency, the payment is a cash transaction reportable to the U.S. Internal Revenue Service (IRS) and customers must provide certain required information to Continental to complete IRS Form 8300. A cash transaction also includes a payment totaling more than \$10,000 made through any combination of U.S. and/or foreign currency, a cashier's check, a bank draft (not including personal or business checks), a money order and/or a traveler's check in amounts of \$10,000 or less.
- Electronic deposits will be issued a receipt
- Deposits will be refunded for seat cancellations made prior to the "last day to cancel/reduce" without charge
- Deposits will be retained to cover the non-utilization penalties
- If your group reduces below the group requirement of 10 this fare offer will no longer apply
- Reducing your group to 10 will result in a 100% utilization requirement
- Taxes and surcharges are estimated and may fluctuate prior to ticketing
- Continental Airlines reserves the right to change equipment or schedules without notice
- Continental Airlines will not be liable for delays or cancellations due to weather or any other cause beyond the airlines' control
- All transportation is subject to Continental Airlines Contract of Carriage and applicable tariffs
- Electronic tickets will be issued when payment in full has been received
- Contact the Group Department at least 30 days prior to departure to finalize ticketing

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**AC9NNF**

Day	Date	Flight/Class	Depart	HK	Time	Arrive	Time	Equipment
Mon	20FEB12	CO 1164 S	HILO, HAWAII	34	8:55PM	LOS ANGELES, CALIFORNIA	4:15AM	737-800
Sun	26FEB12	CO 1165W	LOS ANGELES, CALIFORNIA	34	5:00PM	HILO, HAWAII	8:40PM	737-800

Guaranteed Base Fare: 675.00      Taxes/Surcharges: 53.50      Estimated Per Person Total: 728.50

Current international taxes, federal excise tax, passenger facility charges, surcharges, or any other fees indicated

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are not guaranteed and are subject to change. Contact Continental Airlines GroupWorks department when you are ready to ticket. Group fares are non-refundable once ticketed. Changes after ticketing will result in \$150.00 Domestic or \$250.00 International per person service fee plus additional charges may apply. Changes to the current itinerary must be made by the date of departure or the remaining ticket will have NO VALUE.

REVIEW CAREFULLY AS RECEIPT OF YOUR DEPOSIT OR FULL PAYMENT FOR ETICKETS REPRESENTS  
ACCEPTANCE OF THE ABOVE TERMS AND CONDITIONS

**Thank You for Choosing Continental Airlines**

**Group Travel Terms and Conditions Agreement**

Attention: BOB HOGUE X1498777  
 PACIFIC WEST CONFERENCE  
 1777 ALA MOANA BLVD., SUITE 223  
 HONOLULU, HI 96815

Confirmation Number: **D70RZ7**

**Group Name: UHH MENS AND WOMENS CROSS COUNTRY**

**Deposit Due Date:** Friday, 15 July, 2011  
**Deposit Per Person:** 100.00USD

**Names Due/Must Ticket By:** Tuesday, 27 September, 2011  
**Deposit Total (24):** 2400.00USD

**Last Day to Cancel/Reduce Without Charge:** Friday, 29 July, 2011  
**Utilization Requirement:** 80 percent held on Friday, 29 July, 2011  
**Non-Utilization Charge Per Person:** 100.00USD

**Terms and Conditions for Group Travel**

- Call in your credit card information or check by the deposit due date to avoid cancellation - see deposit instructions
- If any payment in U.S. territory to Continental for the purchase of air transportation is made with more than \$10,000 in U.S. and/or foreign currency, the payment is a cash transaction reportable to the U.S. Internal Revenue Service (IRS) and customers must provide certain required information to Continental to complete IRS Form 8300. A cash transaction also includes a payment totaling more than \$10,000 made through any combination of U.S. and/or foreign currency, a cashier's check, a bank draft (not including personal or business checks), a money order and/or a traveler's check in amounts of \$10,000 or less.
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**D70RZ7**

Day	Date	Flight/Class	Depart	HK	Time	Arrive	Time	Equipment
Thu	27OCT11	CO 1001N	HILO, HAWAII	12	8:55PM	LOS ANGELES, CALIFORNIA	5:15AM	737-800
Sun	30OCT11	CO 1002N	LOS ANGELES, CALIFORNIA	12	5:00PM	HILO, HAWAII	7:40PM	737-800

Guaranteed Base Fare: 460.00

Taxes/Surcharges: 53.45

Estimated Per Person Total: 513.45

**D70Y7S**

Day	Date	Flight/ Class	Depart	HK	Time	Arrive	Time	Equipment
Thu	27OCT11	CO 1001N	HILO, HAWAII LOS ANGELES,	12	8:55PM	LOS ANGELES, CALIFORNIA	5:15AM	737-800
Sun	30OCT11	CO 1002N	CALIFORNIA	12	5:00PM	HILO, HAWAII	7:40PM	737-800

Guaranteed Base Fare: 460.00

Taxes/Surcharges: 53.45

Estimated Per Person Total: 513.45

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 HONOLULU, HI 96815

Confirmation Number: **AE40XG**

**Group Name:** UHH SOFTBALL

**Deposit Due Date:** Friday, 15 July, 2011  
**Deposit Per Person:** 100.00USD

**Names Due/Must Ticket By:** Monday, 20 February, 2012  
**Deposit Total (22):** 2200.00USD

**Last Day to Cancel/Reduce Without Charge:** Wednesday, 21 December, 2011  
**Utilization Requirement:** 80 percent held on Wednesday, 21 December, 2011  
**Non-Utilization Charge Per Person:** 100.00USD

**Terms and Conditions for Group Travel**

- Call in your credit card information or check by the deposit due date to avoid cancellation - see deposit instructions
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**AE40XG**

Day	Date	Flight/Class	Depart	HK	Time	Arrive	Time	Equipment
Tue	20MAR12	CO 1164W	HILO, HAWAII LOS ANGELES,	22	8:55PM	LOS ANGELES, CALIFORNIA	5:15AM	737-800
Mon	02APR12	CO 1172Q	CALIFORNIA	22	5:00PM	HILO, HAWAII	7:40PM	737-800

Guaranteed Base Fare: 707.00      Taxes/Surcharges: 53.50      Estimated Per Person Total: 760.50

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