



2020 Housing Policy

Dear Gym Owners, Coaches, and Team Travel Coordinators,

Dear Gym Owners, Coaches, and Team Travel Coordinators, Universal Spirit is excited to be celebrating the 2020 Spirit of Hope National Championship. If you have attended in the past, we welcome you back and if you are new to this event, thank you for choosing to celebrate and compete with us. In addition, I wanted to take a moment to let you know that we anticipate cutting off registration in August, due to high demand from our customers. This being said, if you plan to attend, please register in July. Please read over everything carefully so you are properly informed. Also, be sure to inform your families this event is a

Tier 1 Stay Smart event, for the fifth year. The Stay Smart initiatives ensure that our hotel rates and room blocks are held for our customers. This initiative has previously been successful for the City of Charlotte and our customers and we appreciate your continued support.

The 2020 Spirit of Hope Nationals will be held in Charlotte, NC January 18-19, 2020. The Stay Smart Tier 1 Housing policy requires that all teams (including participants, coaches and spectators) book reservations through Visit Charlotte Housing, the official and only housing company authorized to book housing for groups attending the 2020 Spirit of Hope National Championship. The implementation of the Stay Smart program allows us to: maintain City-Wide status, use many services that the city of Charlotte offers and receive lower prices for the Charlotte area hotels due to our collective buying power. These savings are passed directly to you, our customer. As a result of your participation and commitment to Universal Spirit and the Spirit of Hope Nationals Championship, we have the ability to book the entire Charlotte Convention Center and event space. We appreciate your adherence to this housing policy and understanding that it will be strictly enforced.

1.) Starting at 9:00am EST, June 18, the gym director/owner/ team travel coordinator will be able to request hotel rooms. If your program did not receive the email with the link to the form please email housing@universalspirit.com.

2.) This is the opportunity to request hotels. It is unlikely that your program will be able to book all at a single hotel. Many times a program is given two-three different hotels, depending on how many teams you are bringing. This allows parents to choose hotels based on their preferences. We have hotels in the downtown area, as well as surrounding areas that include: SouthPark, The Airport, The University Area, etc. Larger programs will likely receive hotels in all available areas of the city. If you have parents who have children who require a specific type of room because of special needs or allergies, please email separately housing@universalspirit.com.

3.) We will issue each program a room block code on July 10th. You will receive this code and your block will be open to your program to book when housing opens, Monday, August 12th, ONLY if your program is registered for the event in Varsity's Portal Registration System.

4.) Housing will open for parents on Monday, August 12, 2019 at 9:00am. On this date, parents can go online to <https://www.varsity.com/us/>. From there, they will be sent directly into the housing page where they will enter their team code. Please note that this hotel block DOES NOT require a signed contract with the hotel; however, credit cards on file for individual reservations will be charged one night's non-refundable deposit at some point between December 12th and December 19th.

5.) The housing agency will evaluate the room blocks every 2 weeks on Tuesdays. Rooms will be reassigned to teams on the waiting list and taken from any program that has more than 20% of "un-booked" rooms within their block. This process will continue through November 15, 2019 (the registration deadline for the event). This procedure will also apply to coaches' blocks.

6.) Housing will remain open until 4:00pm, December 11th. At that time, the housing agency can no longer reserve or cancel reservations and the hotel properties take over all reservations. All changes must be made directly through the hotel after housing has closed. Hotels will download reservations on December 12th. Your credit card on file will be charged a one night's non-refundable deposit at some point between December 12th and December 19th. Please DO NOT contact the Hotel until December 19th, as it takes time for each property to download their list.

EXCEPTIONS TO THE POLICY

It is not our intent to force anyone to pay for a hotel room that wouldn't otherwise need one. Individuals within the Charlotte surrounding area and within a 60 mile radius are exempt from this policy. We also exempt individuals for the following main reasons. Others reasons may be exempt but listed below are the main exemptions.

- (1) Staying with a family member in Charlotte, NC
- (2) Utilizing hotel points for a free or discounted room
- (3) Military members who qualify for reduced military rates

Housing exemption forms must be submitted by November 4, 2019 and will be approved by November 20, 2019. Click here for the Exemption Form.

2020 UNIVERSAL SPIRIT TIER 1 STAY SMART DEADLINES

- 6/18/19 - 9:00am EST, teams may submit hotel requests
- 7/10/19 - Room blocks are issued to teams
- 8/12/19 - Housing opens for individuals to book using room block codes
- Every 2 weeks on Tuesday (until 11/19/19) the housing agency adjusts room blocks using un-booked rooms for teams on the waiting list Programs receiving reallocated rooms will be notified by 5:00pm on Tuesdays
- 11/4/19 - Housing exemption form deadline
- 11/15/19 - REGISTRATION deadline for Nationals!
- 11/20/19 - All Housing exemptions forms Approvals/Denials
- 12/11/19 - 4:00pm Housing Closes
- 12/12-19/19 - Credit Cards charged non-refundable deposits
- 12/19/19 - Guests begin contacting hotels directly

QUESTIONS

- Housing Block questions-email housing@universalspirit.com
- Questions regarding team/program registration-please call Universal Spirit at 866-872-2946 or your Varsity Sales Representative
- Questions regarding individual reservations AFTER blocks are open please contact Visit Charlotte by email soh@visitcharlotte.com

Don't forget to get your request into housing on June 18, 2019. We can be reached at housing@universalspirit.com. We look forward to celebrating Spirit of Hope 2020 with you! Best of luck this season,

Adam Thomas

Adam Thomas, Founder and General Manager
UNIVERSAL SPIRIT

www.varsity.com/us

