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American Airlines Sponsorship Letter

Rick Cirillo

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Holly,
Here is the copy of the contract with
the changes. I assumed you
still have the attachments. If you
need anything else please don't
hesitate to call me at
(202) 789 0200.

Loanna Gilman

American Airlines®

January 31, 1997

Ms. Holly J. Nichols
Chair, 3rd Annual Symposium on LGBT Issues
University of Rhode Island
c/o Women's Studies Program
Roosevelt Hall
Kingston, RI 02881

Dear Holly:

On behalf of American Airlines, we are proud to be sponsors of the Committee to Eliminate Homophobia and Heterosexism at the University of Rhode Island (URI). We look forward to working with you and to helping your organization support the needs of the lesbian and gay community. We aim to be loyal partners to all parts of our community and to join with others in serving many important causes.

The terms of our 1997 sponsorship arrangement are enclosed. At your earliest possible convenience, please sign this contract and return it to us at our headquarters in Dallas-Fort Worth. The correct mailing address for this purpose is:

Mr. Rick Cirillo
Global Sales Manager, Gay and Lesbian Market
American Airlines
700 DFW Business Center
2nd Floor, North Tower
DFW Airport, Texas 75261

Our goal is to offer you not only our support but also many of the advantages and convenience of travel on American Airlines. The information enclosed will spell out for you as clearly as possible how we can best work together and how to obtain promised air transportation. Specifically, you will find four additional documents:

1. *A Currency Table*: This document explains the value of your Travel Authorization Certificates (TAC) that you receive to redeem the air transportation provided by American. You decide how you want to redeem the dollar value of your sponsorship by using this table.
2. *An Exchange Schedule*: This document is very important, too. It explains how to convert or to combine Travel Authorization Certificates which have been issued to you to achieve a different level of service. For example, if you received certificates for 6 coach class domestic tickets (NAM), you may want to convert them to one business class round-trip between Washington, D.C. and London to bring in an entertainer for your fundraiser. This table explains

how you can make best use of your TACs. Again, this is intended for convenience and for your consideration prior to actual ticketing. If you decide to convert or exchange TACs for a different level of service or a farther destination once issued, please note that American will do so, but you will be charged a processing fee of \$50 for each TAC changed or converted.

3. *TAC Request Form*: This form is critical and must be completed and returned to American Airlines within 30 days of today's date. It will allow American Airlines to forward you the appropriate Travel Authorization Certificates or TACs that you need to redeem for air transportation. By studying the Currency Table, you will know how many possible certificates are available to you – and you are advised to choose well and as soon as possible because space is limited for all travel.

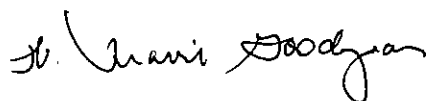
What exactly is a TAC and why do they matter?

The TAC alone is not a ticket for airline travel, but instead a certificate that entitles the holder to reserve an airline seat on a scheduled flight, and to be ticketed by an authorized American Airlines sales agent. You should understand that every flight has limited TAC space available – therefore, it will be important to reserve your tickets as early as possible and ensure that you can obtain the flights you desire. The TAC coupons are valid for one year from the date of issue, and must be ticketed and the travel itself completed within that time period. They will not be renewed nor extended, so please take care in taking advantage of them. [Any changes to actual American Airlines *tickets* themselves are subject to the ticketing regulations for any American Airline ticket.]

4. *Banner Request Form*: This form is also essential. You must complete this information and return it to us no later than 2 weeks before your event, to enable us to forward the appropriate banner and signage for American Airlines.

I hope you will find this information helpful, and that you will keep this as a reference with a copy of your signed contract. We have worked hard to make this process simple and manageable, so that we can benefit as many organizations in our community as possible. Your cooperation and acceptance of these procedures will go a long way towards achieving that goal.

With best wishes,



Travis Goodyear

Enclosures: As stated.

American Airlines®

CONTRACT

revised

January 31, 1997

Ms. Holly J. Nichols
Chair, 3rd Annual Symposium on LGBT Issues
University of Rhode Island
c/o Women's Studies Program
Roosevelt Hall
Kingston, RI 02881

Dear Holly:

This letter constitutes an agreement between American Airlines, Inc. (American) and the Committee to Eliminate Homophobia and Heterosexism at the University of Rhode Island (URI) for sponsorship of 3rd Annual Symposium on Lesbian, Gay, Bisexual, and Transgender (LGBT) Issues to be held April 10-12, 1997.

A. The Committee to Eliminate Homophobia and Heterosexism at URI will provide the following advertising and promotional support to American:

- * American's logo placed in "Options" - Rhode Island's monthly gay and lesbian newspaper (circulation 5,000)
- * American's banner to be displayed at both the Memorial Union and the Symposium
- * American will receive a one time access to the names of both the participants and attendees of the Symposium

B. In return for the aforementioned and upon receipt of suitable evidence of performance, American agrees to provide to Committee to Eliminate Homophobia and Heterosexism at (URI) in compliance with applicable law, two (2) roundtrip coach class tickets to any American Airlines destination in the 48 contiguous United States.

C. When advertising your event, please use the phrase "air transportation provided by American Airlines". We do not provide "airfare". Airfare implies monetary compensation. In the event "airfare" is advertised your organization will be responsible for providing compensation if necessary.

D. Corporate Logotype Trademark Usage: American Airlines logos will be displayed in all print and electronic media as described herein. Logotypes are not to be set in type by

outside suppliers but are to be reproduced from the reproduction art furnished by American

E. The Committee to Eliminate Homophobia and Heterosexism at (URI) agrees to submit to American for approval layouts, artwork, photographs, storyboards, and final proofs of all copy which refer to American, including the official rules, if any, prior to publishing any of the materials, and further agrees that no changes will be made to the layouts, artwork, photographs or copy after approval by American unless such changes are approved by American in writing.

F. It is agreed that American is the Official and Exclusive Airline of the 3rd Annual Symposium on LGBT Issues and no other carrier may be illustrated or mentioned in any manner. American Airlines has the first right of refusal on a similar contract for your 1998 event.

G. Travel must originate and terminate in the American Airlines cities listed in B. using direct service. Direct service is travel on a published routing between two points, and any connection must be a standard connection for that route. Backtracking is not permitted.

H. Transportation on other carriers, ground transportation and overnight lodging, if required, will not be at the expense of American. Stopovers are not permitted, and tickets are not transferable or refundable. Minors must be accompanied on flights by a parent or guardian.

I. The Committee to Eliminate Homophobia and Heterosexism at URI understands that employees of American Airlines or any other AMR subsidiary and their immediate family members are not eligible to receive or use the tickets.

J. All federal, state and local taxes will not be the responsibility of American Airlines. Any applicable Customs or Federal Inspection fees will not be the responsibility of American Airlines.

K. The Committee to Eliminate Homophobia and Heterosexism at URI agrees to defend, indemnify and hold harmless American, its directors, officers, agents and employees from and against any and all liabilities, claims, suits, damages, judgements, costs and expenses, including reasonable attorney's fees arising out of or in connection with the products, services or promotions contemplated or supplied pursuant to this Agreement except for such liabilities and claims that may arise out of American Airlines' breach of its duties and obligations as a common carrier.

If this agreement meets with your approval, please indicate acceptance by signing and returning BOTH copies to the undersigned.

THIS AGREEMENT WILL NOT BECOME BINDING UNTIL COUNTERSIGNED
BY AMERICAN AIRLINES.



Travis Goodyear
National Sales Manager
Gay & Lesbian Community

(Organization Name)

AMERICAN AIRLINES, INC.

By: _____

By: _____

Date: _____

Date: _____