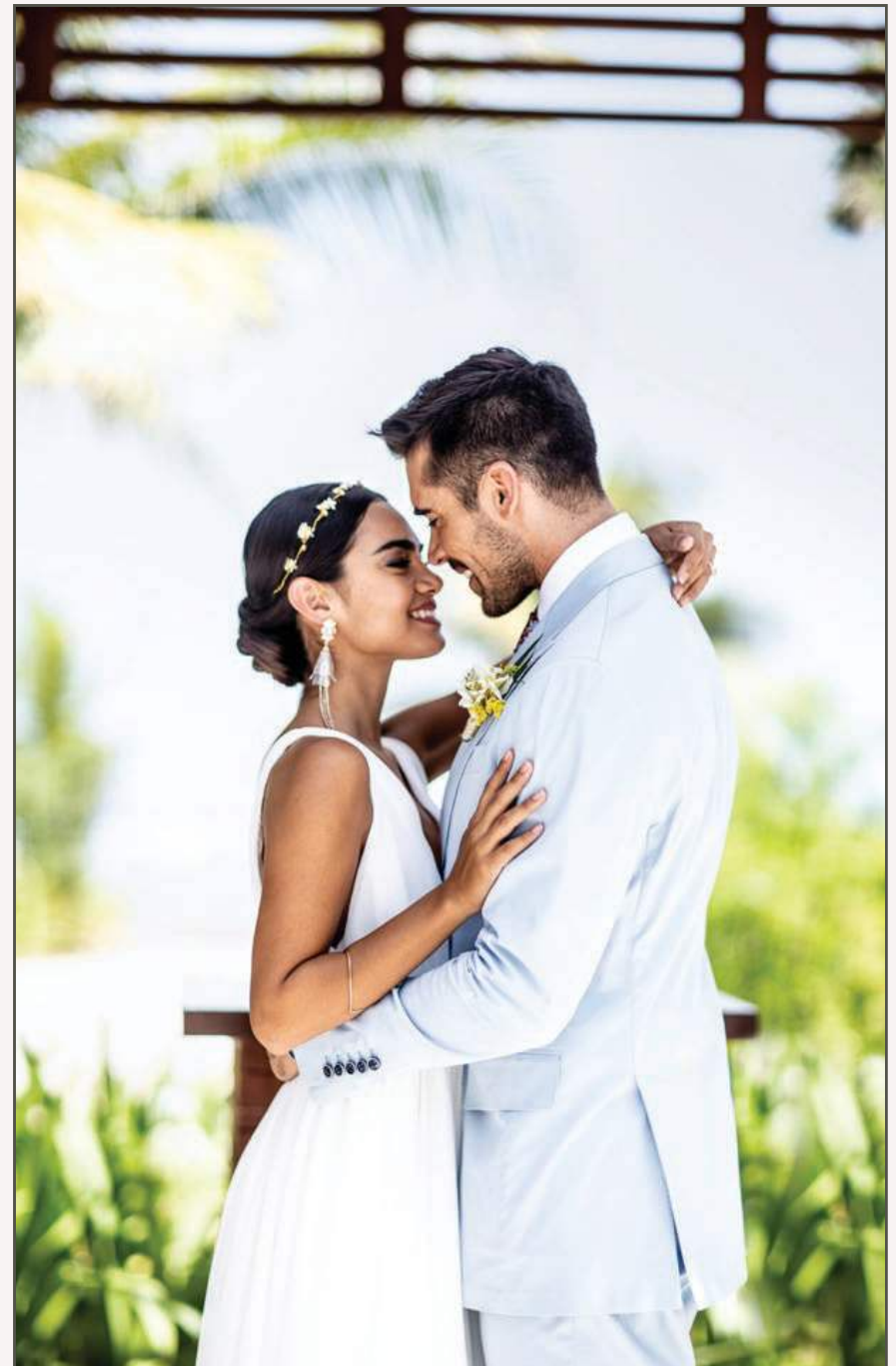




ALL IN WEDDINGS

# WEDDING SALES GUIDE

UNICO 20°87° RIVIERA MAYA



20° N 87° W

UNICO

*Riviera Maya*

A decorative graphic of a light-colored, stylized plant with long, thin leaves, positioned behind the title text.

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# The Classic Experience



- Ceremony location
- 32 chocolate avant garde chairs
- One rose bouquet and one matching boutonniere\*
- Non-denominational minister to perform symbolic or vow renewal ceremony\*\*
- Audio system for ceremony
- 1 tier wedding cake for 32 guests
- Sparkling wine toast for 32 guests after ceremony
- Wedding Specialist and Onsite Wedding Coordinator
- Wedding Website and Wedding Registry
- UNICO 20°87° Honeymoon Experience

\*Two bouquets or two boutonniers option available for same sex weddings.

\*\*Additional cost applies for civil ceremonies

COST: WEDDING DEPOSIT

# The Riviera Maya Experience



While the picturesque beaches of Riviera Maya provide a dreamy backdrop for your day, this package takes care of the thoughtful details that truly make it your own – from your décor and wedding registry down to your wedding cake and bouquet.

- Ceremony location
- Ceremony decor inspiration options  
Terra or Soul Green
- Ceremony seating for 32 guests
- One bouquet and one matching boutonniere\*
- Non-denominational minister to perform symbolic or vow renewal ceremony\*\*
- Audio system for ceremony
- 2 tier wedding cake for 32 guests
- Sparkling wine toast for 32 guests exclusively for ceremony
- Preparation of wedding day attire (dress and suite pressing)
- Wedding Specialist and Onsite Wedding Coordinator
- Wedding Website and Wedding Registry
- UNICO 20°87° Honeymoon Experience

\*Two bouquets or two boutonniers option available for same sex weddings.

\*\*Additional cost applies for civil ceremonies

**COST: \$6,200 USD**



# The One - of - a - Kind Experience



Set against our beautiful tropical backdrop, this package expands upon the carefully curated Riviera Maya. Experience with upgrades such as private dining for the couple, in-room hairstyle and makeup services, and personal valet concierge.

- Ceremony location
- Ceremony decor inspiration options Terra, Soul Green, or Elegant Chic
- Ceremony seating for 32 guests
- One bouquet and one matching boutonniere\*
- Non-denominational minister to perform symbolic or vow renewal ceremony\*\*
- Audio system for ceremony
- Choice of violin, guitar or saxophone soloist for ceremony
- 32 Pealed Coconuts
- 2 tier wedding cake for 32 guests
- Sparkling wine toast for 32 guests exclusively for ceremony
- Printed menus and place cards for wedding reception for 32 guests\*\*\*
- Preparation of wedding day attire (dress and suite pressing)
- Personal valet concierge for one of the parties throughout the getting ready process
- In room Impacto hair style and basic makeup service for 1 person \*\*\*\*
- Wedding Specialist and Onsite Wedding Coordinator
- Wedding Website and Wedding Registry
- UNICO 20°87° Honeymoon Experience
- Private dining experience for couple

\* Two bouquets or two boutonnieres option available for same sex weddings.

\*\* Additional cost applies for civil ceremonies

\*\*\* If you want to brand the coconuts, must be requested 30 days prior to the wedding.

\*\*\*\* Menu selection and guest list should be provided to your Wedding Specialist 2 months prior to your arrival date. Each additional place card is 50 cents per person and each additional menu is 50 cents per person.

\*\*\*\*\* Must be part of wedding couple.

**COST: \$8,100 USD**

# The 20°87° Experience



The most personalized of the three, the 20°87° Experience elevates your day to a whole new level of luxury. Including additional touches such as a violinist, guitarist or saxophonist for your ceremony and an upgrade to a one-bedroom Estancia Suite, this package will make your day truly unforgettable.

- Ceremony location.
- Ceremony decor inspiration options Terra, Soul Green, Elegant Chic, or Bohemian
- Ceremony seating for 32 guests
- One bouquet and one matching boutonniere\*
- Non-denominational minister to perform symbolic or vow renewal ceremony\*\*
- Audio system for ceremony
- Choice of violin, guitar or saxophone soloist for ceremony
- 32 Pealed Coconuts\*\*\*
- 2 tier wedding cake for 32 guests
- Sparkling wine toast for 32 guests exclusively for ceremony
- Printed menus and place cards for wedding reception for 32 guests\*\*\*\*.
- In room catering for 6 guests while getting ready
- 1 Moët Chandon Bottle for the Couple
- 2 Branded White Bathrobs for the Couple
- Esencia Hair & Makeup Wedding Package for 1 person in their room.\*\*\*\*\*
- Welcome bag delivery free of charge included for 15 rooms
- Wedding Specialist and Onsite Wedding Coordinator
- Wedding Website and Wedding Registry
- UNICO 20°87° Honeymoon Experience
- Private dining experience for couple
- Upgrade for wedding couple to a suite\*\*\*\*\*.

\*Two bouquets or two boutonnieres option available for same sex weddings.

\*\* Additional cost applies for civil ceremonies.

\*\*\* If you want to brand the coconuts, must be requested 30 days prior to the wedding.

\*\*\*\* Menu selection and guest list should be provided to your Wedding Specialist 2 months prior to your arrival date. Each additional place card is 50 cents per person and each additional menu is 50 cents per person.

\*\*\*\*\* Esencia Hair & Makeup Wedding Package includes: Bridal make up, image consulting, and bridal hairstyle on your wedding day (airbrush foundation application, eyelashes, complete professional make up, face absorbent paper, anti-humidity styling products). Flash retouching service after ceremony (includes retouching / refreshing on make up and hairstyle).

\*\*\*\*\* Requires a group contract and subject to availability

**COST: \$8,900 USD**



# *Ceremony Locations*



## BEACH

Wedding ceremony capacity is up to 150



## GAZEBO

Gazebo capacity is for 80

\*Decor is not included with location. Couple must purchase an Experiential Wedding Package.



BEACH COMPLIMENTARY SETUP

*Classic  
UNICO 20°87°  
Details*



CAKE



BOUQUET



BOUTONNIERE





BEACH

# Terra

The following ceremony decor option is available when purchasing **The Riviera Maya Experience, The One-of-a-Kind Experience and The 20°87° Experience** packages.



GAZEBO

CEREMONY  
STRUCTURE  
DETAILCEREMONY  
STRUCTURE  
FLOWERS

AISLE DECOR



CHAIRS



BOUQUET



BOUTONNIERE

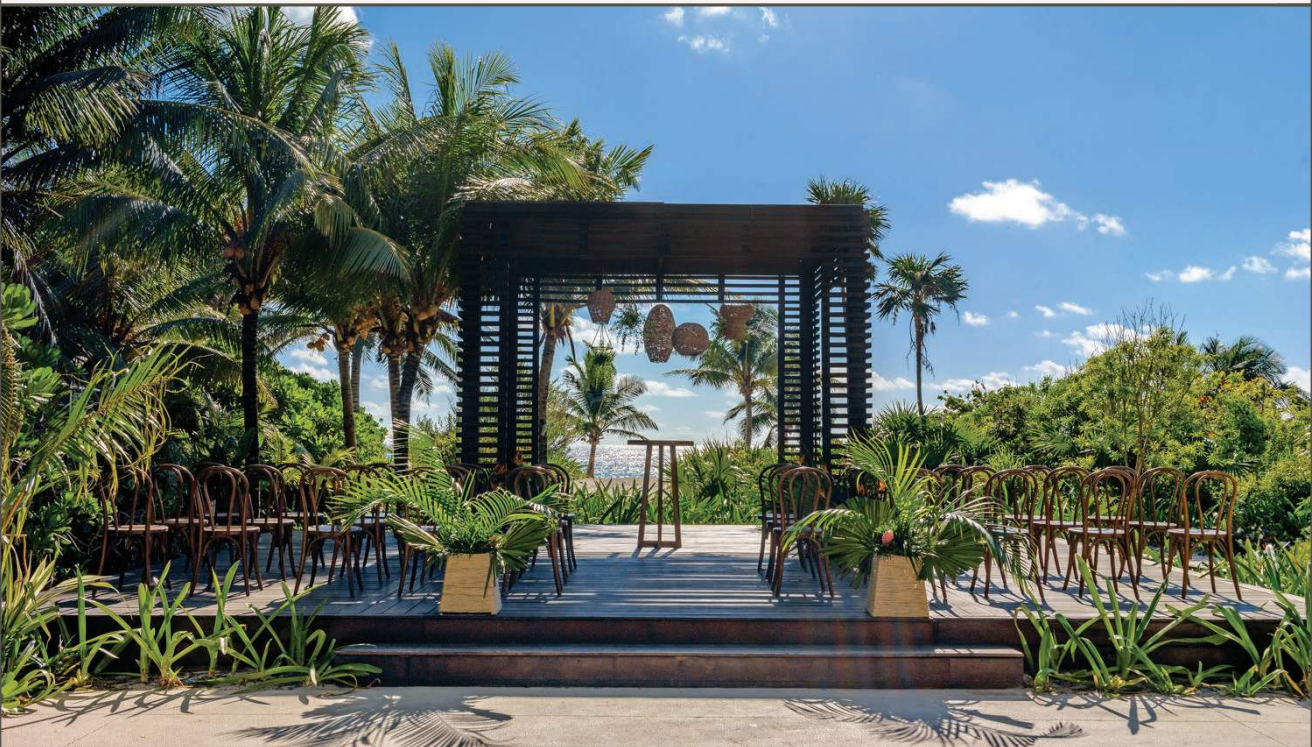




BEACH

# Soul Green

The following ceremony decor option is available when purchasing **The Riviera Maya Experience, The One-of-a-Kind Experience and The 20°87° Experience** packages.



GAZEBO

CEREMONY  
STRUCTURE  
DETAIL



CEREMONY  
STRUCTURE  
FLOWERS



CEREMONY  
STRUCTURE  
FLOWERS



AISLE DECOR



BOUQUET



BOUTONNIERE





BEACH

# Elegant Chic

The following ceremony decor option is available when purchasing **The One-of-a-Kind Experience** and **The 20°87° Experience** packages.



GAZEBO

CEREMONY  
STRUCTURE  
DETAIL



CEREMONY  
STRUCTURE  
FLOWERS



AISLE DECOR



AISLE DECOR



BOUQUET



BOUTONNIERE





BEACH

# Bohemian

The following ceremony decor option is available when purchasing **The 20°87° Experience** package.



GAZEBO

CEREMONY STRUCTURE DETAIL



CHAIRS

CEREMONY STRUCTURE FLOWERS



BOUQUET

AISLE DECOR



BOUTONNIERE





# *Private Function Locations*



**MULTIPLE TERRACES**



**BALLROOM**



**BEACH**

Beach function capacity is up to 150 pax. Cocktail capacity is up to 200 pax. Additional set up surcharge applies for private functions and cocktail functions on the beach.

\*Decor is not included with location. Couple must purchase an Experiential Wedding Package.

# Wedding Information

## DESTINATION WEDDING OVERVIEW

- Last minute weddings: A \$1,000 USD fee will apply if ceremony is requested 30 days or less prior to the event date. Wedding will be turned over to the hotel for planning once contract and fee is received from the couple. Last minute ceremonies must be held in the Gazebo.
- Décor included in the Experiential Wedding Packages will be extended exclusively for the ceremony only.
- The cake cutting may be done at the cocktail or private function. The hotel must be notified of couple's choice.
- Depending on selection of requested flowers, additional costs may apply. Please note that our onsite flower selection highly depends on the time of year as well as our weekly floral imports. Certain flowers may not be available.
- If couple would like to have items delivered to guest rooms, a fee of \$4.50 USD per room per delivery will apply.
- Large groups are encouraged to make dinner reservations in advance. Reservations can be arranged by emailing the Pre-Arrival Host at prearrivalhost@unicohotelrm.com. Reservations for parties of more than 20 persons cannot be accommodated. Reservations can also be requested onsite a minimum one day prior with your Local Host.

## PRIVATE EVENTS

- A set up fee is incurred when a cocktail and/or private function is on the beach. For a cocktail hour, it is \$18 USD per person. For a private function, it is \$30 USD per person.
- Pool areas are not available for cocktail/private functions before 7:00 PM.
- All private functions that are hosted outdoors must be over by 10:30 PM.
- All private functions that are hosted in the ballroom can go until requested time with the purchase of additional hours.
- Private functions in ballrooms may be either plated or buffet. Private functions in outdoor locations must be buffet.
- Private functions will include standard décor set up. Additional décor may be purchased through an inhouse vendor. For details and pricing, please contact your Wedding Specialist.
- A \$1,500 USD Outside Vendor Fee will apply per vendor hired that is not contracted by the hotel as a preferred vendor, and this fee will apply **per service, per day**. Each outside vendor staff member who requires hotel access, will be charged a Vendor Day Pass for each day, the day pass only covers one (1) person for one (1) day. Outside vendors must be registered under REPSE (Registry of Providers of Services) in order to provide service on property.
- Outside Vendor Fee may be waived if the couple chooses to bring a third party vendor and have them stay on property. If the vendor is providing Photography, Videography, Hair, Makeup, or DJ with no equipment, all outside vendor staff must stay on property for a minimum of **three (3) nights**. All vendor staff confirmed to stay on property must have an individual reservation made under the name or names of the outside vendor staff member.
- A \$1,500 USD vendor supervision fee will be charged, and a \$500,000 USD insurance policy will be required, for any third party vendor needing to carry out audio visual work, bringing their own DJ equipment, or installing heavy duty materials (trussing structures, tents, hanging fabrics, etc.) at the Hotel.

## CIVIL/LEGAL CEREMONIES

- The couple is required to arrive at the resort 3 business days (Monday - Friday) prior to the ceremony. They must arrive by 12:00 PM in order for the day of arrival to count towards a business day.
- Civil ceremonies can be performed Monday - Saturday.
- An Administrative / Government fee of \$1,200 USD will be applied to all civil ceremonies. This is in addition to the collection cost.
- Birth certificates (certified copy of each)
- Valid passports
- Original blood test (to determine Blood type, H.I.V. and S.T.D). Test must be taken at the resort and results are ready within 24 hours. Fee is included in the Administrative/Government fee. If test is positive, a special release must be signed by couple in order to proceed with the ceremony.
- Certified copy of former spouse's Death Certificate (if applicable)\*
- If divorced, a certified copy of Divorce Decree is required. If divorced more than once, please bring each Divorce Decree. If divorced less than one year, mandatory pregnancy test will be required. Additional fee of \$15.00 USD approximately applies if a pregnancy test is required.
- Legal documentation of adoption or name change (if applicable)\*
- Name, age, nationality, home address, occupation, passport and tourist ID of 4 witnesses. Witnesses must arrive 2 business days (Monday - Friday) prior to ceremony. Witnesses must be 18 years or older. If witnesses are not available, we will provide them at no additional cost.
- Civil ceremonies are performed in Spanish.
- A translator can be hired with an additional fee.
- Same sex civil ceremonies may be performed at UNICO 20°87°.
- Additional requirements may apply if either party is divorced

## SYMBOLIC CEREMONIES

- The couple is required to arrive at the resort 2 business days (Monday - Friday) prior to the ceremony. They must arrive by 12:00 PM in order for the day of arrival to count towards a business day.
- Symbolic ceremonies can be performed Monday - Sunday.
- Symbolic ceremonies are not legally binding.
- It is the responsibility of the couple to get legally married in their home town whether it's pre/post travel.
- Do not send documents by mail.
- Symbolic ceremonies can be performed in either English or Spanish.
- Same sex symbolic ceremonies may be performed at UNICO 20°87°.



# Private Events

## COCKTAIL PARTY AFTER CEREMONY

- From 10 to 20 guests - \$600 USD
- From 21 to 30 guests - \$900 USD
- From 31 to 40 guests - \$1,200 USD
- From 41 to 50 guests - \$1,500 USD
- 1 hour of cocktail reception, premium open bar and hors d'oeuvres.
- Additional hours are \$20.00 per person.

\*Additional costs are associated with table décor, flowers, lighting, entertainment, photography, videography, etc. For details and pricing, please contact your Wedding Specialist.

## PRIVATE WEDDING FUNCTION

- \$60 per guest for 2 hours.
- Additional hours are \$25 per guest, per hour.
- Includes standard décor (Tablecloth and napkins).
- Event includes function space, menu and open bar service.
- Buffet and plated dinner services require a minimum of 20 persons.
- Plated dinner is offered in indoor areas only.

\*Additional costs are associated with table décor, flowers, lighting, entertainment, photography, videography, etc. For details and pricing, please contact your Wedding Specialist. Prices for cocktail party and private functions apply for events above and beyond what is included in our Wedding Group Benefits.

## WEDDING PASS FOR NON-UNICO 20° 87° WEDDING GUESTS

- 2023: \$180 per Adult
- 2024: \$186 per Adult
- 2025: \$192 per Adult

\*The hotel allows the purchase of Wedding Day Passes for up to a maximum of 20% of the total number of guests attending the wedding. The day passes are only guaranteed on the day of the ceremony. The Wedding Day Passes allow access to the hotel during the ceremony and until the wedding events are done. Prices are subject to change without notice.



# Get to Know Us

## SITE INSPECTION PROGRAM

A wedding at UNICO 20°87° is one-of-a-kind, filled with personalized details and artful touches inspired by the region. Experience UNICO 20°87° and get an up close and personal look at your wedding hotel.

**Best available rate in any room category, confirmable any time prior to travel.**

- Room Rate: Best available rate in preferred room category, travel dates and any number of nights.
- Room reservation can be requested any time prior to travel.
- Room reservation is subject to the payment and cancellation policies for FIT individual reservations.

If the couple reaches 25+ rooms or 75+ room nights, they are eligible for a credit on their wedding proposal for \$300 per night for one room for up to 4 nights.

### HOW TO BOOK

- All dates and times are subject to availability.
- Site inspection appointment needs to be requested on: <https://form.jotform.com/70096003321947>
- Site inspections can take place no less than 91 days before the wedding date.
- The Site Inspection and Room Reservation are NOT confirmed until an email is sent out with the approval.
- For any questions or to request room rates for the site inspection, contact: [weddingsitevisit@aichotelgroup.com](mailto:weddingsitevisit@aichotelgroup.com)
- Travel Agents if the couple requires a room reservation, it must be booked through [allinagents.com](http://allinagents.com) for the credit to be applied to the final wedding proposal. Please provide [weddingsitevisit@aichotelgroup.com](mailto:weddingsitevisit@aichotelgroup.com)

Wedding Credit is only applied if reservation is booked through either the All In Agents Site or made directly with AIC Hotel Group Reservations Department. All 25+ rooms or 75+ rooming nights need to be booked through the same source to receive the credit. Confirmation must be provided. Wedding Site appointment must be requested at least 30 days prior to travel. If the couple is a no show to their site inspection, then the credit is not applicable.

For more information, please contact our Wedding Specialists:  
305.444.5896 | [weddings@unicohotelrm.com](mailto:weddings@unicohotelrm.com)







# *UNICO 20°87° Honeymoon Experience*

Honeymoon experience is included for couples getting married at UNICO 20°87°. Package inclusions are provided once during stay. Package is subject to change without prior notice.

- Romantic in room breakfast
- Bottle of Sparkling Wine
- Honeymoon room decoration

\*In order to receive the UNICO 20°87° Honeymoon Experience, couple must get married at UNICO 20°87°. Package inclusions will be provided during wedding stay. Package is subject to change without prior notice.



# *Fees and Policies*

## **PAYMENT POLICY**

- All weddings will require a \$600 USD non-refundable deposit to confirm the wedding date and time.
- The non-refundable deposit will be applied to the couple's Wedding Proposal and can be used towards an Experientail Wedding Package or optional services.
- Final payment for all wedding services are due 60 days prior to ceremony.
- There will be a \$1,000 late fee for any payments made 59 days or less prior to the wedding.

## **CANCELLATION POLICY**

- For cancellations made 45 days or more prior to the wedding, the deposit is non-refundable. All other payments are refundable.
- For cancellations made 44 days or less prior to the wedding, all payments are non-refundable.

Visa, Master Card & American Express are accepted. Personal checks are not accepted at the resort.

ALL PRICES, PACKAGES AND REQUIREMENTS ARE SUBJECT TO CHANGE WITHOUT NOTICE.

# *Want More Information?*

Our Wedding Department is eager to assist you in your booking process and with any additional questions you have! Please contact us at:

**Call:** 305.444.5896

**Email:** [weddings@aichotelgroup.com](mailto:weddings@aichotelgroup.com)

**Visit:** [allinweddings.com](http://allinweddings.com)

