



PROGRAM NAME: BI WORLDWIDE President's Club  
DESTINATION: Provence, France/Monte Carlo, Monaco  
DATES: October 15 – 21, 2023  
PROJECT ID: 63514

All prices contained herein are considered CONFIDENTIAL between BIW, a registered trade name of Schoeneckers, Inc. ("BIW") and Raising Stones. No rates will be communicated to our clients or individual participants.

Main Group Arrival Date: **October 15, 2023**  
Main Group Departure Date: **October 21, 2023**  
Anticipated Number of Participants: **166**

This purchase order serves as our confirmation and billing authority for ground services as contained in the attached pages one through twenty-three of your budget dated September 13, 2023, as well as the attached BIW/DMC addendum. Additionally, please review items stated below as additions and/or amendments to your document.

**GDPR: This is notification that BI WORLDWIDE will provide confidential participant data to DMC. DMC understands and accepts their responsibility to handle the data according to the GDPR guidelines that go into effect as of May 25, 2018. Please initial: \_\_\_\_ YES \_\_\_\_ NO**

**ALL PRICES ARE QUOTED IN EURO, ALL GRATUITIES ARE NOT TAXED.**

AUTHORIZED SIGNATURES:

BIW EVENT DIRECTOR Ranita Quale  
BIW EVENT STAFF Christa Rheingans  
Jenna Swenson  
Hewot Getachew

GUARANTEES

- \* Participant numbers are estimated for planning purposes. Firm numbers are subject to participation at time of operation.
- \* Final function guarantees established 72 hours prior to function.

DEPOSIT/PAYMENT POLICY

- \* 90 % of total estimated billings are due prior to event, balance to be mailed 30 days after receipt by BIW of final invoice.
- \* The final billing to be completed and accompanied by back-up for all charges upon Event Director's departure.
- \* The preliminary final billing to be sent within 15 days of program completion to: Event Accounting, BI WORLDWIDE, 7630 Bush Lake Road, Minneapolis, MN 55439

CANCELLATION POLICY:

See attached pre-approved addendum.

INSTRUCTIONS

1. Please sign one copy and return it immediately to BI WORLDWIDE Event Solutions
2. All final invoices must show actual quantities rather than estimated quantities.

BIW Authorized Signature Kate Sorenson, VP Incentives Title \_\_\_\_\_ Date 10/11/2023

Accepted By: \_\_\_\_\_ Title \_\_\_\_\_ Date \_\_\_\_\_

BI Worldwide - President's Club SOCIAL PROGRAM, Day by Day Dates & Destinations : OCTOBER 15th - 18th, 2023 (FAYENCE) OCTOBER 18th - 21st, 2023 (MONACO)							
Offer based on : <b>Offer &amp; Costing based on 160 guests</b>							
Destination #1 / Hotel #1 : <b>Fayence / Hotel Terre Blanche / Oct. 15th - 18th, 2023</b>							
Destination #2 / Hotel #2 : <b>Monaco / Hotel Hermitage /Oct. 18th - 21st, 2023</b>							
Date of the budget : updated 13th sept, 2023							
Service	Place	INCLUDES	Unit Rate	Numbers	Total	BOOKING STATE	COMMENTS LAURA
<b>DAY 1 : Sunday 15th October, 2023</b>							
<b>Day 1 - Arrival transfer to Fayence (from Nice Airport)</b>							
<b>Welcome Desk &amp; Services at the airport</b>							
<b>Welcome desk Terminal 1 and 2</b>	Nice Airport	Price per desk, per terminal, per day (Allows the hostesses to enter under custom and luggage Area) (Logo on a screen at the desk) <i>based on 1 desk at T1 and 1 desk at T2: for 1 day</i>	325.00 €	0	- €	Confirmed	CONFIRMED: LR
		Discounted rates allowed by jonathan on 22.08.23	290.00 €	2	580.00 €		
<b>Welcome lollipop</b>	Nice airport	1 per staff / reused for other event part	20.00 €	8	160.00 €		
<b>Ground Assistance at the Airport (number will be ajusted according to the arrival transfer grid)</b>							
<b>Supervisor (senior host)</b>	Nice airport	Full-day disposal - (9 hours of service) : 1 per terminal required	440.00 €	2	880.00 €	CFD, agenda & quantity upon flight manifest	CONFIRMED: LR
		Evening disposal - (5 hours of service)	400.00 €	0	- €		
		Extra hour during the day	57.00 €	0	- €		
		Extra hour during the night	63.00 €	2	126.00 €		
<b>Hostess</b>	Nice airport	Full-day disposal - (9 hours of service)	357.00 €	3	1,071.00 €	CONFIRMED: LR	
		Half-day disposal - (4 hours of service)	238.00 €	0	- €		
		Evening disposal - (5 hours of service)	353.00 €	0	- €		
		Extra hour day time per hour	40.00 €	0	- €		
		Extra hour night time per hour	44.00 €	2	88.00 €		
<b>Hospitality staff at the Hotel</b>							
<b>Hospitality desk supervisor</b>	Terre Blanche Hotel	Full-day disposal - (9 hours of service)	504.00 €	1	504.00 €	Confirmed	
	Fayence	Sunday shift suppl. (15%)	75.60 €	1	75.60 €		

PROVISION

Service	Place	INCLUDES	Unit Rate	Numbers	Total	BOOKING STATE	COMMENTS LAURA		
<b>Arrival transfer from Nice Airport to Fayence (number will be ajusted according to arrival transfer grid)</b>									
<b>TOTAL OF ARRIVAL TRANSFERS</b>	Airport > Terre Blanche	Based on below unit prices details to be checked on MASTER ARRIVAL MANIFEST	10,620.00 €	1	10,620.00 €	Confirmed			
<b>Coach</b>	Airport - hotel	50 seater coach (up to max. 30 guests with luggages) Transfer from Nice airport to the hotel in Fayence	520.00 €	0	- €	CFD, agenda & quantity upon flight manifest		PROVISION	
<b>Minicoach</b>	Airport - hotel	25 seater coach (up to max. 12 guests with luggages) Transfer from Nice airport to the hotel in Fayence	501.00 €	0	- €			PROVISION	
<b>Entrance fees at Nice airport Terminal</b>	Nice Airport	Terminal parking fees at Nice Airport (only valid for coach and minicoach)	25.00 €	0	- €			PROVISION	
<b>Deluxe Mercedes Minivan</b>	Airport - hotel	6 seater minivan Transfer from Nice airport to the hotel in Fayence	385.00 €		- €	CFD, agenda & quantity upon flight manifest		WATER UPON ARRIVAL ?	
<b>Mercedes E-class</b>	Airport - hotel	Sedan car e-class Transfer from Nice airport to the hotel in Fayence	340.00 €		- €				
<b>Luggage truck</b>	Airport - hotel	on suppl. / budget to be dealt depending on truck size			tba				
<b>Mineral water</b>	on-board	based on 1 per person (bottle of 50cl)	4.00 €	160	640.00 €	Confirmed	CONFIRMED: LR		
<b>20% supplement for night time transfers in between 21h00 and 07h00. Waiting time hour for more than 30 mn delay : 95€ (per daytime hour)</b>									
<b>Day 1 - Welcome evening at the hotel</b>									
<b>"BIENVENUE EN PROVENCE" - WELCOME RECEPTION : Le Patio (back-up in Salon Fayence)</b>									
<b>Evening Logistic</b>									
<b>Supervisor</b>	Terre Blanche Hotel	Evening disposal - (4 hours of service) Sundav shift suppl. (15%)	394.00 € 59.10 €	1 1	394.00 € 59.10 €	Confirmed	OK		
<b>Venue rental and F&amp;B</b>									
<b>F&amp;B</b>	Terre Blanche Hotel	handled in direct	- €	1	IN DIRECT				
<b>Provençal decor &amp; animation : REFER TO SEPARATED PRESENTATIONS FOR DETAILS</b>									
<b>Stalls Decor &amp; Guest gifts</b>	Terre Blanche Hotel	Rental of stalls	420.00 €	2	840.00 €	Confirmed	OK		
		Transport & insurance	1,440.00 €	1	1,440.00 €	Confirmed		required for market stalls	
		Lavender bags x 160	385.00 €	1	385.00 €	Confirmed	OK		
		Soaps & Olive oil bottles (mix of 200 items)	861.00 €	1	861.00 €	Confirmed	OK		
		Jam jars & honey jars (mix of 200 items)	1,015.00 €	1	1,015.00 €	Confirmed	OK		
<b>General DECOR</b>	Terre Blanche Hotel	CONFIRMED BUDGET : decor for tables center pieces	1,512.00 €	1	1,512.00 €	Confirmed	CAN WE ADD THE BENCHES, WOODEN BARREL POSER TABLES AND GIANT CONIC CANDLES AT THE 1512 PRICE?	We recommend to use the 1512€ of decor (three rental) budget you add for those items	
<b>Greenery &amp; Accessories</b>	Terre Blanche Hotel	Provençal greenery & flowers (general decoration) / Package price	868.00 €	1	868.00 €	Confirmed			
		Accessories (vases, lanterns, etc..) Package price	492.00 €	1	492.00 €	Confirmed	OK		

Service	Place	INCLUDES	Unit Rate	Numbers	Total	BOOKING STATE	COMMENTS LAURA	
<b>Production - Entertainment</b>								
Provençal live-band Quartet	Terre Blanche Hotel	French string trio + 1 x accordionist	2,940.00 €	1	2,940.00 €	Confirmed	OK	
<b>Production - Technical Equipment</b>								
x	Terre Blanche Hotel	Lighting of the venue - Price from	2,179.80 €	1	2,179.80 €	PENDING	I HAVE A BUDGET OF E1764.00 BASED ON THE BUDGET YOU GAVE GRETTCHEN.	we are now at 1929€ = +165€ compare to 2022 budget
		Lighting for bar/buffets based on 6 lights BASED ON final quantity of bars/ buffets	1,050.00 €	1	1,050.00 €	PENDING RECOMMENDED BY THE HOTEL	IS THIS NEEDED? I DO NOT HAVE BUDGET FOR IT.	QUANTITY REVIEWED AFTER DISCUSSION WITH HOTEL
Sound equipment	Terre Blanche Hotel	Sound equipment (incl. micro in case of speech) - Price from	1,820.00 €	1	1,820.00 €	Confirmed	CONFIRMED: LR	Has been decreased from 1960€ to 1820€ = 140 diff.
<b>Production - Logistic - Estimated, to be adjusted as per final needs</b>								
Production manager	Terre Blanche Hotel	Production/technical manager on site from setup until end of derig	490.00 €	1	490.00 €	Confirmed	OK	
Workforce for exploitation	Terre Blanche Hotel	Sound & light engineers	448.00 €	3	1,344.00 €	Confirmed	OK	
Workforce for setup / derig	Terre Blanche Hotel	Staff	448.00 €	4	1,792.00 €	Confirmed	OK	
Delivery and collection	Terre Blanche Hotel	Transport to Terre Blanche - Price per truck / 2 ways	630.00 €	3	1,890.00 €	Confirmed	OK	
Staff & Artists meals	Terre Blanche Hotel	Staff meals for the technician & artists; per meal (QUANTITY UPON FINAL SELECTION)		boc	to be dealt with HOTEL			
<b>DAY 2 : Monday 16th October, 2023</b>								
<b>SELECTION OF OPTIONNAL ACTIVITIES</b>								
Day Logistic : Supervision (valid for all below suggestions)								
Hospitality desk supervisor	Terre Blanche Hotel	Full-day disposal - (9 hours of service)	504.00 €	1	504.00 €	Confirmed		
<b>EXPERIENCE #1 - Village visit (Fayence) and stop in a vineyard</b>								
Costing based on :	on 31 guests					Confirmed 31 pax as per 08.09.23		
Capacity :	Minimum 20 pax / Maximum 40 pax (1 guide for maxi 20 guests recommended)							
Lunch :	included at the vineyard							
Duration :	Full-day : 6 hours							
<b>Agenda :</b>	<i>tba / to be define closer to the time</i>							
Coach	Fayence / Seillans	50 seater - Full-day disposal - (9 hours of service)	969.00 €	1	969.00 €	Confirmed		
Guide	Fayence / Seillans	Full-day disposal - (8 hours of service) SPECIAL RATES FOR SERVICES IN VAR AREA (incl. transport compensation)	580.00 €	2	1,160.00 €	Confirmed		
Visit of Fayence	Fayence	walking tour, 1 guide for 20 pax max.			included	Confirmed		
Provençal buffet lunch in the vineyard	Château des Selves	Provençal cold buffet at the Vineyard - 2 courses (cold food pieces) with mineral water and soft drinks Rates based on 20 guests (for lower number of guest, rates per person to be updated)	55.00 €	31	1,705.00 €	Confirmed		
		Wine from the vineyard, invoiced per bottle (provisionnal : 1 bottle for 3)	29.00 €	11	319.00 €	Confirmed		
		Space rental incl. toilet using and equipment (table, chairs, umbrellas...)	976.00 €	1	976.00 €	Confirmed		
Wine tasting	Château des Selves	Wine tasting : 2 white, 2 rosés, 2 red served with provençal sauce and local cheese, olive oile Duration : 1h30	29.00 €	31	899.00 €	Confirmed		
OPTIONNAL visit of Seillans	Seillans	OPTIONNAL / CAN BE ADDED in the afternoon / walking tour, 1 guide for 20 pax max.						

Service	Place	INCLUDES	Unit Rate	Numbers	Total	BOOKING STATE	COMMENTS LAURA	
<b>EXPERIENCE #2 - Château de Bernes, Lorgues (Provence)</b>								
Costing based on :	Below calculation based on 37 participants					Confirmed 37 pax as per 08.09.23	CONFIRMED FOR 37: LR	
Capacity :	Minimum 15 pax / Maximum 37 pax (1 guide for maxi 30 guests recommended)							
Lunch :	included at the vineyard restaurant							
Duration :	Full-day : 6,5 hours							
Agenda :	<i>tba / to be define closer to the time</i>							
<b>Coach</b>	Lorgues	50 seater - Full-day disposal - (up to 9 hours of service)	969.00 €	1	969.00 €	Confirmed		
<b>Guide</b>	Lorgues	Full-day disposal - (8 hours of service) SPECIAL RATES FOR SERVICES IN VAR AREA (incl. transport compensation)	580.00 €	1	580.00 €	Confirmed	only one guide is fine for this tour unless you prefer to have 2 for better coordination	
<b>Wine tasting</b>	Château de Bernes	Visit of cellar & tasting of 3 wines of Château de Bernes (duration 1 hour) per person	24.00 €	37	888.00 €	Confirmed		
<b>Lunch at Le Bistrot (10 to 35 pax)</b>	Château de Bernes	3 course menu including 1/4 bottle of wine, mineral water and coffee per person from	68.00 €	37	2,516.00 €	Confirmed		
		suppl. per person for 1/4 wine in addition (to have 1/2 bottles instead of 1/4 as above included)	10.00 €	37	optional	to be decide on site	CONFIRMED	
<b>EXPERIENCE #3 : E-bike tasting tour from the hotel</b>								
Costing based on :	50 participants					Confirmed 48 pax as per 02.09.23		
Capacity :	Minimum 10 pax / Maximum 50 pax (1 monitor for 10)							
Lunch :	NOT included							
Duration :	Half-day (morning) : 4,5 hours							
Agenda :	<i>tba / to be define closer to the time</i>							
<b>Guide</b>	Pays de Fayence	Half-day disposal - (4 hours of service) SPECIAL RATES FOR SERVICES IN VAR AREA (incl. transport compensation)	487.00 €	1	487.00 €	Confirmed		1 guide ok to cover the needs
<b>E-bike tour</b>	Pays de Fayence	Package based on 50 guests and including : rental, 5 professional e-biking guides, delivery and recovery incl. rucksack, helmet, mineral water, snack Lot cost for 50 guests	8,078.00 €	1	8,078.00 €	Confirmed		
<b>Biking Trip Stops</b>	Pays de Fayence	STOP #1: in a vineyard for wine and olive oil tasting STOP #2 : Visit of a Local Farm with tasting goat cheese farm lot cost based on 50 guests	4,165.00 €	1	4,165.00 €	Confirmed		
<b>EXPERIENCE #4 : Cooking Class at Le Castellaras</b>								
Costing based on :	10 guests					Confirmed 10 pax as per 08.09.23		
Capacity :	Minimum 6 pax / Maximum 8 pax							
Lunch :	YES, included							
Duration :	5,5 hours (half-day = morning + lunch time)							
Agenda :	<i>tba / to be define closer to the time</i>							
<b>Minicoach</b>	Le Castellaras	15 seater minivans - Full-day disposal	869.00 €	1	869.00 €	Confirmed		
<b>Guide</b>	Le Castellaras	Full-day disposal - (8 hours of service) SPECIAL RATES FOR SERVICES IN VAR AREA (incl. transport compensation)	580.00 €	1	580.00 €	Confirmed		
<b>Cooking Class</b>	Le Castellaras	Cooking class followed by lunch (est. 3h + transport)	136.00 €	10	1,360.00 €	Confirmed		

COST UPDATED

Service	Place	INCLUDES	Unit Rate	Numbers	Total	BOOKING STATE	COMMENTS LAURA
<b>EXPERIENCE #5 : SPA treatment at Terre Blanche Spa</b>							
handled in direct with Hotel / NO TRANSPORT REQUIRED							
<b>EXPERIENCE #6 : GOLF at Terre Blanche, Le Riou Course</b>							
handled in direct with Hotel / NO TRANSPORT REQUIRED							
<b>DAY 2 - CASUAL EVENING : MOUGINS VILLAGE PARTY &amp; DINE-AROUND</b>							
<b>ITINERARY :</b> 18h00 : pick-up at Hotel 19h00 : welcome drink in the village main square 19h45 : each guest reach his restaurant for dinner							
<b>Evening Logistic (45 minutes drive from TERRE BLANCHE)</b>							
<b>Supervisors &amp; Support</b>	Terre Blanche Hotel for departures	Evening disposal - (4 hours of services: 8pm to Midnight)	394.00 €	1	394.00 €	Confirmed	1 staff at hotel for guest desk / departures handling
		Extra hour for day time, per hour, per staff <b>required for EARLY DEPARTURE at 6pm</b>	61.00 €	2	122.00 €	Confirmed	
	Mougins village	Evening disposal : 5 hours of services between 7pm & Midnight	307.00 €	1	307.00 €	Confirmed	1 staff on site to assist with directionnal and advancings
		Extra hour daytime, per hour, per hostess <b>1 hour required from 6pm</b>	41.00 €	1	41.00 €	Confirmed	
<b>Hostess (1 staff per coach)</b>	From Terre Blanche	Evening disposal : 5 hours of services between 7pm & Midnight	307.00 €	4	1,228.00 €	Confirmed	
		Extra hour daytime, per hour, per hostess <b>1 hour required for EARLY DEPARTURE at 6pm</b> <b>1 hour required for transportation compensation to Terre Blanche</b>	41.00 €	8	328.00 €	Confirmed	
		Extra hour during the night	45.00 €	0	- €		
<b>Welcome lollipop</b>	Nice airport	1 per staff / reused for other event part	20.00 €	8	160.00 €		REMOVE THE COST
<b>Motorcoach (50 seats)</b>	From Terre Blanche	Evening disposal (6 hours of services: 6pm to Midnight)	1,053.00 €	4	4,212.00 €	Confirmed	
		Additional night hour (in case of later return)	143.00 €	0	- €		
		Parking in Mougins, per coach	52.00 €	4	208.00 €	Confirmed	

Service	Place	INCLUDES	Unit Rate	Numbers	Total	BOOKING STATE	COMMENTS LAURA	
<b>OPTION 1 : Village party : dine-around in Mougins village : REFER TO SEPARATED RELATED PRESENTATION FOR DETAILS</b>								
<b>Cocktail on the main square : F&amp;B and production</b>								
<b>Furniture rental</b>	Mougins village	Poser tables - Wooden stand with black/wood or white top - 65x65cm based on 6 units (as per LR email 24th August) Delivery & Collection included	995.00 €	1	995.00 €	Confirmed x 6 units		DECREASED
<b>Light equipment</b>	Mougins village	Ambience uplighters x12 units	856.80 €	1	856.80 €	Confirmed		
		Lighting for 2 bar/buffets	490.00 €	1	490.00 €	Confirmed		DECREASED
<b>Sound equipment</b>	Mougins village	Sound equipment - Price from	560.00 €	1	560.00 €	Confirmed		
<b>Workforce</b>	Mougins village	Setup / Exploitation / Derig x2 technicians	448.00 €	2	896.00 €	Confirmed		
<b>Transport</b>	Mougins village	Delivery & Collection	658.00 €	1	658.00 €	Confirmed		
<b>Welcome drink served by L'Amandier restaurant (all guests together)</b>	Mougins village	<b>Option 2 : 30 minutes "WINE" apertive :</b> Wine of Provence based on 1 btl for 2 guests Selection of soft drinks : water orange juice, Coca-cola 4 canopies per person per person	35.00 €	164	5,740.00 €	Confirmed	CONFIRMED:LR	
		Process with Mayor House Administrative & Rental fees on suppl. for cocktail all together	625.00 €	1	625.00 €	Confirmed		
<b>Back-up</b>	Mougins village MAIN SQUARE	NO back-up solution is included Tent for the main square are ON SUPPLEMENT and sujet to Mayor House Authorization	- €	1	- €			
<b>Restaurant bookings :</b> > L'Amandier : 56 seats > Bistrot de Mougins : 24 seats (same room) > Rendez-Vous de Mougins : 36 seats (same room) > Brasserie Méditerranée : 50 seats (same room)								
				<i>nb of covers booked below:</i>	<b>166</b>			
<b>Restaurant #1 L'Amandier</b>	Mougins village	OPTION 2 : 3 courses menu (BASED ON MINI A LA CARTE : 3 choices on each meal & CHOICE ON-SITE)	92.00 €	56	5,152.00 €	Confirmed		
		Beverage pack LEVEL #1 incl. 1/2 bottle of wine, mineral water and coffee - per person from	27.00 €	56	1,512.00 €	Confirmed		
<b>Restaurant #2 Le Bistrot de Mougins</b>	Mougins village	OPTION 2 : 3 courses menu (BASED ON MINI A LA CARTE : 3 choices on each meal & CHOICE ON-SITE) : incl. 1/2 bottle of wine, mineral water and coffee per person from	109.00 €	24	2,616.00 €	Confirmed		
<b>Restaurant #3 Au Rendez-vous</b>	Mougins village	OPTION 2 : 3 courses menu (BASED ON MINI A LA CARTE : 3 choices on each meal & CHOICE ON-SITE) : incl. 1/2 bottle of wine, mineral water and coffee per person from	109.00 €	36	3,924.00 €	Confirmed		
<b>Restaurant #4 Brasserie Méditerranée</b>	Mougins village	OPTION 2 : 3 courses menu (BASED ON MINI A LA CARTE : 3 choices on each meal & CHOICE ON-SITE) : incl. 1/2 bottle of wine, mineral water and coffee per person from	105.00 €	50	5,250.00 €	Confirmed		



Service	Place	INCLUDES	Unit Rate	Numbers	Total	BOOKING STATE	COMMENTS LAURA
Staff meal	Mougins village	on supplement		qty tba	TBA on suppl.		
<b>DAY 3 : Tuesday 17th October, 2023</b>							
<b>SELECTION OF OPTIONNAL ACTIVITIES</b>							
Day Logistic : Hospitality desk (valid for all below suggestions)							
Hospitality desk supervisor	Terre Blanche Hotel	Full-day disposal - (9 hours of service)	504.00 €	1	504.00 €	Confirmed	
EXPERIENCE #1 : Cooking Class at Le Castellaras							
Costing based on :	10 guests					Confirmed 10 pax as per 08.09.23	
Capacity :	Minimum 6 pax / Maximum 8 pax						
Lunch :	YES, included						
Duration :	5,5 hours (half-day = morning + lunch time)						
Agenda :	<i>tba / to be define closer to the time</i>						
Minicoach	Le Castellaras	15 seater minivans - Full-day disposal	869.00 €	1	869.00 €		
Staff	Le Castellaras	Full-day disposal - (8 hours of service) SPECIAL RATES FOR SERVICES IN VAR AREA (incl. transport compensation)	580.00 €	1	580.00 €		
Cooking Class	Le Castellaras	Cooking class followed by lunch (est. 3h + transport)	136.00 €	10	1,360.00 €		Cost updated
EXPERIENCE #2 - Hiking in the Esterel							
Costing based on :	on 32 guests					Confirmed 32 pax as per 02.10.23	
Capacity :	Minimum 10 pax / Maximum 60 pax (up to 15 pax per guide)						
Lunch :	<b>NOT included</b>						
Duration :	4 hours (half-day)						
Agenda :	<i>tba / to be define closer to the time</i>						
Motorcoach (50 seats)	Countryside	Half-day disposal (4 hours of service)	1,053.75 €	1	1,053.75 €	Confirmed	
Guide	Countryside	Full-day disposal - (8 hours of service) SPECIAL RATES FOR SERVICES IN VAR AREA (incl. transport compensation)	580.00 €	1	580.00 €	Confirmed	
Hiking	Countryside	including backpack with mineral water / snack for break (1 cereal bar) incl. Organisation of the hike, recognition of the itinerary in advance	1,760.00 €	1	1,760.00 €	Confirmed	
EXPERIENCE #3 : Frenchy Rally on vintage cars 2 CV Citroën (self-drive)							
Costing based on :	> on 47 participants and 14 x 2CV cars					Confirmed 47 pax as per 08.09.23	
Capacity :	Minimum 10 pax (5 cars) / Maximum 100 pax (25 cars)						
Lunch :	Lunch included						
Duration :	Full-day : 7 hours						
Note :	<b>Driving Licence compulsory with 3 years validity (copies of driving licence requested before event) No alcohol served at lunch</b>						
Agenda :	<i>tba / to be define closer to the time</i>						
Supervisor dedicated	French Riviera	Full-day disposal - (8 hours of service) for advancing of lunches and stops	504.00 €	0	- €		REMOVED
Guide	French Riviera	Full-day disposal - (8 hours of service) SPECIAL RATES FOR SERVICES IN VAR AREA (incl. transport compensation)	580.00 €	2	1,160.00 €	Confirmed	DECREASED TO 2 STAFFS

Service	Place	INCLUDES	Unit Rate	Numbers	Total	BOOKING STATE	COMMENTS LAURA
<b>French Rallye based on 47 guests</b>	French Riviera	Event conception, organization, authorization & insurance Citroën 2CV rental - Full day disposal <b>(14 cars)</b> Insurance & Car cleaning Fuel - Full day Water - Evian 50cl - 1 per pax Personalized Roadbooks conception & printing - English version - 1 per car Personalized itinerary conception RSE coordinator staff on site - Full day disposal Assistance car & Mechanical assistance car  THE FRENCHY RALLY 1 - Event Expenses - Full day Citroën 2CV delivery & recovery to Fayence by truck Cars park <b>LOT COST BASED ON 47 PAX</b>	19,345.00 €	1	19,345.00 €	CONFIRMED 47 PEOPLE 14 CARS	
<b>Morning break</b>	along the ride	<b>RECOMMENDED AS MORNING BREAK</b> Activity Provençal coffee break (based on 100 guests)	1,950.00 €	1	1,950.00 €	Confirmed	
<b>Lunch en route</b>	Chez Bruno	Lunch stop : 3 courses incl. soft drinks and coffee (no alcohol served)	137.00 €	47	6,439.00 €	Confirmed	
<b>Staff meal</b>	Chez Bruno	on suppl.	36.00 €	3	108.00 €	Confirmed	
<b>NB :</b>		<b>IMPORTANT NOTES :</b> - Cars park at the departure, arrival and on the itinerary : not included - TBC subject to the final itinerary - Cars park at the Hotel : subject to Hotel authorization - Driving license : compulsory with 3 years of validity - Copies of the driving licenses have to be provided 48 hours before the event starts - Driving licenses must be translate in english (or european language) in case of police control - Cars deposit : 1 700€ per car - Minimum : 5 cars - Maximun : 25 cars					
<b>Option 6 - E-bike tasting tour from the hotel (Half-day)</b>							
Costing based on :	23 participants					Confirmed 23 pax as per 08.09.23	
Capacity :	Minimum 10 pax / Maximum 50 pax (1 monitor for 10)						
Lunch :	<b>NOT included</b>						
Duration :	Half-day (morning) : 4,5 hours						
<b>Agenda :</b>	<i>tba / to be define closer to the time</i>						
<b>Guide</b>	Pays de Fayence	Half-day disposal - (4 hours of service) SPECIAL RATES FOR SERVICES IN VAR AREA (incl. transport compensation)	487.00 €	1	487.00 €	Confirmed	
<b>E-bike tour</b>	Pays de Fayence	Package based on 23 guests and including : rental, 2 professional e-biking guides, delivery and recovery incl. rucksack, helmet, mineral water, snack Lot cost for 20 guests	3,571.00 €	1	3,571.00 €	Confirmed	
<b>Biking Trip Stops</b>	Pays de Fayence	STOP #1: in a vineyard for wine and olive oil tasting STOP #2 : Visit of a Local Farm with tasting goat cheese farm lot cost based on 23 guests	1,713.00 €	1	1,713.00 €	Confirmed	
<b>Drink selection</b>	Pays de Fayence	Drink selection based on 20 guests	369.00 €	1	optionnal		CONFIRMED
<b>EXPERIENCE #5 : SPA treatment at Terre Blanche Spa</b>							
<i>handled in direct with Hotel / NO TRANSPORT REQUIRED</i>							

Service	Place	INCLUDES	Unit Rate	Numbers	Total	BOOKING STATE	COMMENTS LAURA	
<b>EXPERIENCE #6 : GOLF at Terre Blanche, Le Riou Course</b>								
<i>handled in direct with Hotel / NO TRANSPORT REQUIRED</i>								
<b>Day 3 - "PROVENCAL FAREWELL"</b>								
<b>Evening Logistic</b>								
<b>Supervisor</b>	From Terre Blanche	Evening disposal - (4 hours of services: 8pm to Midnight)	394.00 €	1	394.00 €	Confirmed		set-up
		Extra hour during - daytime - from 6pm to 8pm	61.00 €	2	122.00 €	Confirmed	This was not on the original proposal that you sent to Gretchen	
		Extra hour during - night-time (in case of late way back)	65.00 €		- €			
<b>Guide</b>	From Terre Blanche	Evening disposal (6 hours of services: 6pm to Midnight)	366.00 €	0	- €	REPLACED BY HOST (below)	We will only need 2 guides, 1 in each Motor Coach and will supplement with the BIW staff. We have 168 estimated attendees, so we would need another vehicle.	4 coaches are fine = 200 seats Not sure we need a 5th one... unless you want to allow more space for guests
<b>Hostess (3 staffs)</b>	From Terre Blanche	Evening disposal : 5 hours of services between 7pm & Midnight	307.00 €	3	921.00 €	Confirmed		
		Extra hour daytime, per hour, per hostess <b>1 hour required for EARLY DEPARTURE at 6pm</b> <b>1 hour required for transportation compensation to Terre Blanche</b>	41.00 €	6	246.00 €	Confirmed		
		Extra hour during the night	45.00 €	0	- €			
<b>Coach</b>	From Terre Blanche	Evening disposal (6 hours of services: 6pm to Midnight)	1,053.00 €	4	4,212.00 €	Confirmed	OK	
		Additional night hour	143.00 €		- €			

Service	Place	INCLUDES	Unit Rate	Numbers	Total	BOOKING STATE	COMMENTS LAURA	
<b>"PROVENCAL FAREWELL" : VINEYARD &amp; CHÂTEAU STE-ROSELINE : REFER TO SEPARATED RELATED PRESENTATION FOR DETAILS</b>								
<b>Venue &amp; Catering</b>								
Venue rental - dinner	SALLE DES BARIQUES	Rental of room : SALLE DES BARRIQUES (barrel room) (up to 200 guests seated)	1,950.00 €	1	1,950.00 €	Confirmed	OK	
Venue rental - Cocktail	SQUARE	rental of the "THE SQUARE"	2,700.00 €	1	2,700.00 €	Confirmed	THE SQUARE OK	
Venue cleaning	Château Ste-Roseline	before & after event	563.00 €	1	563.00 €	Confirmed	OK	
<b>CATERING OFFER BASED ON CATERER #1:</b> Cocktail 3 pieces + Cocktail drinks (*) 5 btl of Champagne for 5) Dinner 3 courses Dinner drinks (*) : mineral water, coffee Caterer logistic & staff Simple tableware and glass ware Service of the wine of the venue * : [EXCL. WINE for cocktail and dinner] : on supplement (from the vineyard) <b>See attached presentation for comparative catering offer and detail based on Caterer #1</b>						Confirmed	Please refer to separated F&B offers to select caterer / level of dinner	
<b>WINE FROM THE VINEYARD for cocktail &amp; dinner :</b>								
Welcome cocktail	Château Ste-Roseline	Large selection of wine from the domain served during the cocktail as an introduction to the Vineyard	28.00 €	166	4,648.00 €	Confirmed	OK	
		<b>3 x cocktail food pieces per person :</b> Salmon gravlax cube with dill apple Chioggia beet with goat cheese (vegetarian) Mini éclair with goat's cheese and garden vegies (vegetarian)			incl. below	Confirmed	TBD	
Dinner	Château Ste-Roseline	<b>Menu based on 3 courses menu :</b> Starter: Salmon candied with honey and beet, gravlax sauce Main Course: Chicken supreme stuffed with chestnut, risotto venere and butternut Dessert: Rose and white chocolate entremet with raspberry sorbet and almonds from Provence	155.00 €	166	25,730.00 €	Confirmed	OK for 155€	
		Soft drink pack served with dinner based on 1/2 mineral mineral water, 1 coffee			incl. above	Confirmed	INCLUDED IN SELECTED MENU	
		<b>Wine from the vineyard :</b> Red, Rosé, White, rates per bottle of 75cl rates per bottle from 23€ per unit onward quantity based on 1 btl for 2 guests SERVICE OF THE WINE MADE BY THE CATERER STAFFS <b>REFER TO ATTACHED PRESENTATION FOR MORE DETAILS</b>	23.00 €	83	1,909.00 €	Confirmed	OK	
Service charge	Château Ste-Roseline	Service charged based on 4 hours			incl. above	Confirmed	OK	
		EXTRA hour per service staff member, each hour started is fully due	70.00 €	0	upon caterer selection	upon consumption	OK	
Caterer logistic & set-up	Château Ste-Roseline	delivery, set-up, collection, lot cost based on 160 pax	1,995.00 €	1	1,995.00 €	Confirmed	1,931.00 €	updated for 2023 = +3%
SACEM FEES	Château Ste-Roseline	Authors' right fees to be charged in suppl. based on 4,5% of the F&B PROVISIONNAL (based on the current F&B)	1,157.85 €	1	1,157.85 €	mandatory tax		
Staff meal	Château Ste-Roseline	staff meal / upon cater selection	35.00 €	12	420.00 €	Confirmed	= 4 drivers / 3 hosts / 3 RSE / + technicians	
<b>Production, Technic, entertainment, decor</b>								
Decoration	Château Ste-Roseline	Flower & grapes centerpieces incl. trio of votives	140.00 €	17	2,380.00 €	Confirmed	OK	
		Logistic : transport, set-up, collection	520.00 €	1	520.00 €	Confirmed	OK	quantity updated for 17 tables
		Menu printing : design and printing <b>based on 1 menu per person</b>	700.00 €	0	- €	DONE BY BI		
		OPTION 2 : CHAIRS OF THE VENUE (not covered) Above amount for chairs used for other table decor : TABLE CLOTH & NAPKINS CHARGER PLATES	3,544.10 €	1	3,544.10 €	Confirmed		
		Transport, insurance	980.00 €	1	980.00 €	Confirmed		

Service	Place	INCLUDES	Unit Rate	Numbers	Total	BOOKING STATE	COMMENTS LAURA	
Entertainment	Château Ste-Roseline	Duo Sax / singer from 7:00pm to 10:30pm / Sound equipment included	2,954.00 €	1	2,954.00 €	Confirmed	OK	
Production	Château Ste-Roseline	Lighting of the venue (inside and outside) Sound equipment (incl. micro in case of speech) price from	3,432.00 €	1	3,432.00 €	Confirmed	OK	
		Lighting for 2 bars + 2 culinary animation : FOR 4 STATIONS	720.00 €	1	720.00 €	PENDING	SHOULD NOT NEED THIS SINCE WE ARE INSIDE FOR DINNER AND IT IS NOT A BUFFET.	Required for cocktail outside (bar and buffet) DECREASED FROM 1050 TO 720€
		Transport, workforce, set-up, collection	1,260.00 €	1	1,260.00 €	Confirmed	THIS WAS NOT INCLUDED ON THE ORIGINAL BUDGET THAT YOU SENT TO GRETCHEN. WHAT IS THIS FOR?	Logistic costs for technical (light, sound)
Production manager	Château Ste-Roseline	Production/technical manager on site from setup until end of derig	490.00 €	1	490.00 €	Confirmed	THIS WAS NOT INCLUDED ON THE ORIGINAL BUDGET THAT YOU SENT TO GRETCHEN. WHAT IS THIS FOR?	Production supervisor to oversee all technical services / manage artists / on site from set-up to derig for deliveries, collections... this is a services required
Staff meals	Château Ste-Roseline	Logistic : staff meals etc., : on suppl. upon caterer selection			TBA on suppl.			
<b>DAY 4 : Wednesday 18th October, 2023</b>								
<b>Departure transfers from Terre Blanche (Fayence) to Monaco with stop in Cannes</b>								
Logistic								
Hospitality desk supervisor	Full day	Full-day disposal - (9 hours of service)	504.00 €	1	504.00 €	Confirmed	IS THIS AT THE HERMITAGE?	AT TERRE BLANCHE to organize departures and luggage pick-up Then be transferred to HERMITAGE to arrive before guests to oversee their arrival and luggage deliveries.
Tour supervisor	Full day	Full-day disposal - (9 hours of service) based in Cannes to advance boats + island + lunch	504.00 €	1	504.00 €	Confirmed	OK	This one is in Cannes for venue advancing, boat supervising, lunch management. This staff is required
Luggage handling & transportation	FROM Terre Blanche to Monaco	Direct transfer of luggages by truck (minimum 2 required)	3,936.00 €	1	3,936.00 €	Confirmed	THIS PRICE IS DOUBLE WHAT WAS FIRST PROPOSED. CAN WE REDUCE THIS COST AT ALL?	The luggage transport with who we were working has closed. Our new partner is more expensive. I have removed 600€ to go your direction I have removed 500€ to go your direction
		RSE DISCOUNT #1	-600.00 €	1	-600.00 €	Confirmed		
		RSE DISCOUNT #2	-500.00 €	1	-500.00 €	Confirmed		
		Coordinator & Handler Staff ( 2 required : 1 per truck)	369.00 €	1	369.00 €	Confirmed	OK	I have removed 1 staff to oversee all trucks = saving 369€ (= 1000€ deduction in global)
		Luggage tag : please make sure to named tag all luggages				handled by client in direct	OK	
		Room delivery upon arrival at HERMITAGE HOTEL (in Monaco)			handled by client in direct	OK		
Coach	Terre Blanche to Monaco	Full day disposal - (9 hours of service) For transfers: Fayence - Cannes - Monaco	1,197.00 €	4	4,788.00 €	Confirmed	OK	
		Additional day hour	104.00 €	0	- €			
		Mineral water bottle on-board (50 cl.)	4.00 €	164	656.00 €	Confirmed	OK	
Guide	Full day	Full-day disposal - (8 hours of service)	498.00 €	6	2,988.00 €	Confirmed	OK	
		extra hour daytime	61.00 €	6	366.00 €	Confirmed		
		Transport for guides to reach out Terre Blanche (minivan ride)	355.00 €	1	355.00 €	Confirmed	THIS WAS NOT INCLUDED ON THE ORIGINAL BUDGET THAT YOU SENT TO GRETCHEN. WHAT IS THIS FOR?	This is a minivan transfer for guides because they will start from TERRE BLANCHE and ends in Monaco, so we need a transfer for them to reach start point. I am checking how to decrease it as much as possible. I will revert
		RSE DISCOUNT #1	-160.00 €	1	-160.00 €	Confirmed		

Service	Place	INCLUDES	Unit Rate	Numbers	Total	BOOKING STATE	COMMENTS LAURA	
<b>Stop in Cannes - St Honorat : REFER TO SEPARATED RELATED PRESENTATION FOR DETAILS</b>								
Private boat transfer	Cannes - St-Honorat island	Private boat transfer from Cannes to St-Honorat and return 20 minutes boat transfer OFFERS more flexibility in case of delay	4,800.00 €	1	4,800.00 €	Confirmed	YES. WILL THIS FIT ALL 166 PEOPLE?	YES
Wine tasting 30 minutes	St Honorat	LEVEL #1: Discovery of the Saint Pierre (white) & Saint Honorat (red) wines	32.00 €	164	5,248.00 €	Confirmed	Level 1	
Guided visit of the island	St Honorat	Discovery tour of the island (from 10 pax)			INCLUDED	Confirmed		
Lunch at la Tonnelle	St Honorat	MENU LEVEL #1: 3 course lunch, from pp (from 10 pax)	63.00 €	164	10,332.00 €	Confirmed	Level 1	
		soft drinks package incl. 1/2 bottle of mineral water, coffee - per person	8.00 €	164	1,312.00 €	Confirmed	OK	
		Red* wine (level #1) - Rate per bottle 75cl * red are made on the island	57.00 €	36	2,052.00 €	Confirmed	OK	
		White* wine (level #1) - Rate per bottle 75cl * white are made on the island	67.00 €	19	1,273.00 €	Confirmed	OK	
		Rosé* wine (level #1) - Rate per bottle 75cl * rosé are not made on the island	52.00 €	28	1,456.00 €	Confirmed	OK	
<b>Welcome package (Monaco)</b>								
Welcome package	Hotel	welcome packet to include a map, 2 stamped post cards and general information on the area.	5.00 €	0	- €	CXL / email Laura 20th Sept.	OK	We can provide a city map of Monaco and general informations ( <b>FREE OF CHARGE</b> ). However, I would rather save those 840,00€ for postcards and stamps for another use
<b>Day 4 - "Monaco Welcome", Belle Epoque Ballroom, Hermitage - (arranged directly)</b>								
<b>Evening Logistic</b>								
Supervisor	Belle Epoque Hermitage	Evening disposal - (4 hours of service)	394.00 €	0	- €	removed since only 1 band	IS THIS TO MANAGE ENTERTAINMENT?	It is to manage the different services we will have on that night, it is helpful to have someone by the desk for managing the guests and band
		Extra hour	61.00 €	0	- €			
Hostess - EV.	Belle Epoque Hermitage	Host at evening disposal (5 hours between 7.00 pm and midnight)	278.00 €	0	optionnal	NOT INCLUDED at this step		<b>This is OPTIONAL</b> : if you need staff to direct guests from lobby and then for directional on the night for toilets... as Hermitage is quite big and it will be the first night in this hotel. Can also be used to check names I assume you do not want this service.
<b>Entertainment : REFER TO RELATED SEPARATED PRESENTATION</b>								
Strolling Quartet	Belle Epoque Hermitage	Classical quartet at evening disposal from 7:00 to 10:30pm ACOUSTIC : no technical required	3,480.00 €	1	3,480.00 €	Confirmed	OK	
Technic	Belle Epoque Hermitage	MICRO for speech : the BELLE EPOQUE room has a micro and sound system / please speak with Marine at Hotel Hermitage	- €	1	NO TECHNIC REQUIRED		WHAT IS NEEDED HERE? THERE IS NO ROOM FOR A STAGE IN THE ROOM FROM WHAT I WAS TOL.. <b>WE JUST NEED A MICROPHONE</b>	The band is in ACOUSTIC : no technical required for them <b>MICRO: the belle epoque room is equipped</b>
Staff meal	Belle Epoque Hermitage	To arrange directly with hotel : staff meal required for artists & technical team	- €	5	<b>5 STAFFS MEALS REQUIRED to be added on master with SBM</b>			

Service	Place	INCLUDES	Unit Rate	Numbers	Total	BOOKING STATE	COMMENTS LAURA
<b>DAY 5 : Thursday 19th October, 2023</b>							
<b>SELECTION OF OPTIONNAL ACTIVITIES</b>							
Day Logistic : Supervision (valid for all below suggestions)							
Hospitality desk supervisor	Hotel Hermitage	Full-day disposal - (9 hours of service)	504.00 €	1	504.00 €	Confirmed	
<b>EXPERIENCE #1 : Monaco Historical Tour</b>							
Costing based on :	22 participants					Confirmed 22 pax as per 08.09.23	
Capacity :	10 to 200+						
Lunch :	YES, lunch included						
Duration :	6 hours : full-day						
Agenda :	<i>Iba / to be define closer to the time</i> Morning : Old Town + Oceano Museum Lunch Afternoon : optionnal private car collection of Prince Family						
Coach	Monaco	25 seater coach - full-day disposal - (9 hours of service)	683.00 €	1	683.00 €	Confirmed	
Guide	Monaco	Full-day disposal - (8 hours of service)	462.00 €	1	462.00 €	Confirmed	
Entrance to Museums	Monaco	Visit of the Oceanographic Museum	24.00 €	22	528.00 €	Confirmed	
		Top Car : private car collection of Prince Family	13.00 €	22	286.00 €	Confirmed	
Lunch	Caffé Milano	3 courses, 1/3 wine, mineral water, coffee, per person, from	80.00 €	22	1,760.00 €	Confirmed	
Extras	Restaurant	Soft drinks such as sodas, fruit juices or beer billed on consumption basis from	7.00 €	boc			
<b>EXPERIENCE #2 : Shopping Tour to San Remo</b>							
Costing based on :	below costing based on 15 participants					Confirmed 15 pax as per 22.08.23	
Capacity :	10 to 200+						
Lunch :	YES, included						
Duration :	7 hours : full-day						
Agenda :	<i>Iba / to be define closer to the time</i>						
Guide	On-site	Full-day disposal - (8 hours of service)	462.00 €	1	462.00 €	Confirmed	
Coach	Monaco - Italy	25 seater coach - full-day disposal - (9 hours of service)	835.00 €	1	835.00 €	Confirmed	
Visit of San Remo	San Remo	Visit of the Open air market & the shopping area	included			Confirmed	
Lunch	Erio's	Lunch at Erio's Ristorante from	68.00 €	15	1,020.00 €	Confirmed	
		rates dicounted : rates reviwed	-18.00 €	15	-270.00 €	Confirmed	
Return	San Remo - Monaco	Return transfer to Monaco after lunch	included				
<b>EXPERIENCE #3 : The medieval village of EZE and perfume workshop</b>							
Costing based on :	26 participants					Confirmed 26 pax as per 08.09.23	
Capacity :	Restaurant #1 : up to 38 guests lax.						
Lunch :	Yes, included / Restaurant La Chèvre d'Or						
Duration :	Full-Day : 7 hours						
Agenda :	<i>Iba / to be define closer to the time</i>						

Service	Place	INCLUDES	Unit Rate	Numbers	Total	BOOKING STATE	COMMENTS LAURA
<b>Guide</b>	On-site	Full-day disposal - (8 hours of service)	462.00 €	1	462.00 €	Confirmed	
<b>Coach</b>	Monaco - Eze	50 seater - Full-day disposal incl. Parking in Eze & driver meals - (9 hours of service)	821.00 €	1	821.00 €	Confirmed	
<b>Perfume workshop MORNING</b>	Fragonard, Eze	1h45 perfume workshop at the factory	74.00 €	26	1,924.00 €	Confirmed	
<b>Gourmet lunch in Eze</b>	Château Eza max. 38 pax	Restaurant #1: CHÂTEAU EZA / option recommended (max. capacity based on 38 pax) 3 course lunch & beverage + Champagne glass upon arrival - per person, from	176.00 €	26	4,576.00 €	Confirmed	
<b>Extras</b>	Restaurants	Soft drinks such as sodas, fruit juices or beer billed on consumption basis from		on suppl.			
<b>Entrance to the Garden of Eze</b>	Garden of Eze	Entrance fees	9.00 €	26	234.00 €	Confirmed	
<b>EXPERIENCE #4 : E-Bike tour along Cap Ferrat</b>							
Costing based on :	on 6 participants					Confirmed 6 pax as per 08.09.23	
Capacity :	Minimum 6 pax / Maximum 80 pax (max. 10 guests per instructor)						
Lunch :	NOT included (can be added on option)						
Duration :	4 hours : half-day (morning)						
<b>Agenda :</b>	<i>iba / to be define closer to the time</i>						
<b>Guide</b>	Cap Ferrat	Half-day disposal (up to 4 hours of service either in the morning or afternoon)	323.00 €	1	323.00 €	Confirmed	
<b>Coach</b>	Cap Ferrat	1 x minivan 6 seater - Half-day disposal (up to 4 hours of service either in the morning or afternoon)	523.00 €	1	523.00 €	Confirmed	
<b>E-bike tour</b>	Cap Ferrat	Package based on 6 guests and including : rental, 1 professional e-biking guides, bikes delivery and recovery, mineral water (1 pp)	1,620.00 €	1	1,620.00 €	Confirmed	
<b>Drink stop</b>	Cap Ferrat	drink stop, from	246.00 €	1	246.00 €	Confirmed	
<b>EXPERIENCE #5 : Discovery of Nice, the Old Town</b>							
Costing based on :	on 20 participants					Confirmed 28 pax as per 08.09.23	
Capacity :	Minimum 20 pax / Maximum 60 pax						
Lunch :	YES, included						
Duration :	Full-day : 7 hours						
<b>Agenda :</b>	<i>iba / to be define closer to the time</i>						
<b>Coach</b>	Nice	25 seater minicoach - Full-day disposal (up to 9 hours of service) incl. Parking in Nice	792.00 €	1	792.00 €	Confirmed	
<b>Guide</b>	Nice	Full-day disposal - (8 hours of service) 12 guests per guide MAX.	462.00 €	2	924.00 €	Confirmed	
<b>Tasting tour</b> a fun way to discover the old city!	Nice	WALKING TASTING TOUR incl. Socca tasting (chick pea speciality of Nice) + 1 drink (glass of wine, pastis, beer 25cl, soft drink) Olive oil tasting Provencal biscuits <b>OR</b> ice-cream tasting PER PERSON, based on 20 guests	37.00 €	28	1,036.00 €	Confirmed	
<b>Wine tasting</b> in the oldest cellar of the old city	Nice	Wine tasting based on 3 colors "Welcome in France" (1 Bordeaux RED / 1 Bandol ROSÉ / 1 ) duration : 45 minutes all groups together - cost per person	40.00 €	28	1,120.00 €	Confirmed	
		Local food pieces : cheese or olive paste toasts. : 3 units per person	10.00 €	0	optional		OPTIONNAL
<b>Lunch</b>	Nice Old Town	Light lunch in the Old Town : 2 courses meal, wine, mineral water, coffee, per person, from	57.00 €	28	1,596.00 €	Confirmed	
<b>Afternoon</b>	Nice Old Town	Free time & Shopping : 1h to 1h30					
<b>EXPERIENCE #6 : Maxi catamaran cruise - FULL DAY - (lunch included) : BASED on 50 pax</b>							
Costing based on :	50 participants					Confirmed 47 pax as per 02.10.23	
Capacity :	Maximum : 80 pax per boat (up to 3 boats available)						
Lunch :	Yes, included						
Duration :	Full-Day : 7 hours						
<b>Agenda :</b>	<i>iba / to be define closer to the time</i>						



Service	Place	INCLUDES	Unit Rate	Numbers	Total	BOOKING STATE	COMMENTS LAURA
Guide	Catamaran	Full-day disposal - (8 hours of service)	462.00 €	2	924.00 €	Confirmed	
Coach	Monaco - Harbour	Return transfer to/from Hotel to/from Harbour / single transfers (1 x coach x 2 transfers)	377.00 €	2	754.00 €	Confirmed	
Maxi catamaran boat rental	Coastline	Maxi-Catamaran rental at Full-Day disposal incl. Maxi catamaran rental - 80 passengers max / boat - Full day disposal with professional skippers & crew LOT COST based on 1 boat	10,628.00 €	1	10,628.00 €	Confirmed	
Harbour fees	Monaco	lot cost based on 1 boat & 50 guests	350.00 €	1	350.00 €	Confirmed	
Open bar	Catamaran	3hrs open bar on board with wine, beer & soft	40.00 €	49	1,960.00 €	Confirmed	
Buffet lunch	Catamaran	Buffet style / casual lunch on-board from	84.00 €	49	4,116.00 €	Confirmed	
Waiter on board	Catamaran	Waiter service: 1 waiter for 20 pax	474.00 €	3	1,422.00 €	Confirmed	
Towel rental	Catamaran	per person	19.00 €	49	931.00 €	Confirmed	
DJ	On-board	DJ on-board, FROM	1,500.00 €	0	- €	CXL / email Laura 20th Sept.	
<b>EXPERIENCE #7 : SPA treatment at Les Thermes Marins de Monaco</b>							
handled in direct with SBM / NO TRANSPORT REQUIRED							
<b>EXPERIENCE #8 : GOLF at Monte-Carlo Golf Club</b>							
booking handled in direct with SBM							
Transfer duration : 30 minutes							
Minibus	Monaco > Golf	25 seater minicoach at disposal (duration full-day) 30 minutes drives per way	725.00 €	1	725.00 €	Confirmed	
Host	Monaco > Golf	Staff disposal (duration full-day)	344.00 €	1	344.00 €	Confirmed	
<b>DAY 5 : Thursday 19th October, 2023</b>							
<b>"A ROYAL EVENING AT THE MONACO YACHT CLUB - Ballroom"</b>							
<b>Evening Logistic</b>							
Supervisor	Monaco	Evening disposal - (4 hours of service)	394.00 €	1	394.00 €	Confirmed	OK
		2 extra hour from 5 to 7pm	61.00 €	2	122.00 €	Confirmed	
Hostess - EV.	Hotel	Host at evening disposal (5 hours of services between 7.00 pm & midnight)	278.00 €	3	834.00 €	Confirmed	WHY DO WE NEED 2 AT THE HOTEL IF THEY ARE OFF PROPERTY?
	Venue	Host at evening disposal (5 hours of services between 7.00 pm & midnight)	278.00 €	1	278.00 €	Confirmed	OK
Coach	Monaco	50 seater - Evening disposal - (5 hours of service between 7pm & 00:00)	702.00 €	4	2,808.00 €	Confirmed	ok
<b>Ballroom rental and F&amp;B (maximum capacity 250 seated)</b>							
Rental fees	Yacht Club	Rental fees for the evening: from 7.00 pm to midnight	24,354.00 €	1	24,354.00 €	Confirmed	OK
Cocktail	Yacht Club TERRACE	Cocktail with champagne, red, white, rosé Wine, beer & soft drinks (duration 1hour)	71.00 €	164	11,644.00 €	Confirmed	OK
		Food pieces with cocktail : pack 3 canopies	19.00 €	164	3,116.00 €	Confirmed	OK
Dinner option 1 : 3 courses	Yacht Club BALLROOM (inside)	3 course dinner incl. 1/2 wine, mineral water and coffee - per person, from	178.00 €	164	29,192.00 €	Confirmed	YES - 3 COURSE DINNER
Soft drinks	Yacht Club	Soft drinks such as sodas, fruit juices or beer billed on consumption basis from	9.00 €	boc		Confirmed	
Service charge	Yacht Club	Service charge per person	26.00 €	164	4,264.00 €	Confirmed	OK
SACEM FEES	Yacht Club	Authors' right fees to be charged in suppl. based on 4.5% of the F&B PROVISIONNAL (based on the current F&B)		1	1,977.84 €	Confirmed	OK
<b>Decoration for cocktail (terrace)</b>							
Furniture	YCM TERRACE	Round hi boy tables with blue tableclothes for cocktail	76.00 €	6	456.00 €	Confirmed	CONFIRMED: LR
Candles & lanterns decoration		Package price for 20 lanterns - From	612.00 €	1	612.00 €	Confirmed	CONFIRMED: LR

one more needed for 47

I HAVE REDUCED TO 4 HOST IN TOTAL instead of 5 to assist transport and cloakroom

Service	Place	INCLUDES	Unit Rate	Numbers	Total	BOOKING STATE	COMMENTS LAURA	
Flower compositions	YCM	Blue hydrangeas as flower centerpieces for hi boy tables & coffee tables	26.00 €	10	260.00 €	Confirmed	CONFIRMED: LR	
<b>Decoration for dinner (ballroom / inside)</b>								
Jellyfishes	YCM	Enlightened jellyfishes hanged on the ceiling Rental fee for an electric bucket included	6,120.00 €	1	6,120.00 €	Confirmed		
<b>Table decoration</b>								
Napkins	YCM	Assorted blue napkins	5.00 €	170	850.00 €	Confirmed	YES	
Tableware		OPTION 1 : equipement from the venue : regular tableware			incl.		OK - white linen? YES: LR	
Logistic		Logistic : delivery, setup, derig & collection for furniture	1,469.00 €	1	1,469.00 €	Confirmed	OK	
Floral centerpieces		OPTION 1 :	75.00 €	17	1,275.00 €		I ONLY HAVE E74 PER TABLE FOR CENTERPIECES BASED ON THE ORIGINAL BUDGET YOU SENT TO GRETCHEN	
	OPTION 2	95.00 €	0	- €				
<b>Entertainment : artistic</b>								
Dance & Singer band: The "Goldsingers"	YCM	The "Goldsingers" + DJ : 5 singers + 1 DJ 2h30 of Prestation + Music Dj till 2h30 <b>Note: Technic, meals, 1 clothroom for the artists, Stage 5 to 6m x3 are in supplement</b>	10,500.00 €	1	10,500.00 €	Confirmed		
<b>Entertainment : technical &amp; logistic</b>								
Technical equipment	YCM	Sound equipment for all the room + outside terrace	3,024.00 €	1	3,024.00 €	Confirmed		
		Stage 6x4m covering and skirt included / Color TBC	1,356.00 €	1	1,356.00 €	Confirmed		
		RSE DISCOUNT	-250.00 €	1	-250.00 €	Confirmed		
		Light up of the room	2,016.00 €	1	2,016.00 €	Confirmed		
		Moving lights & additionnal lighting for dancing party / mandatory for live band	1,740.00 €	1	1,740.00 €	Confirmed	E 1740	OK, reached the initial budget
Control booth	YCM	Sound & Light Control Booth	988.00 €	1	988.00 €	Confirmed	E 988	OK, reached the initial budget
Technical rider (live band)	YCM	including wedges on stage for DJ & earplugs for the live band	1,294.00 €	1	1,294.00 €	Confirmed		
Workforce	YCM	Workforce for setup	404.00 €	4	1,616.00 €	Confirmed	E 2021.50	We are now under the fiest estimation of 2021.50€
	YCM	Workforce for exploitation & derig	404.00 €	4	1,616.00 €	Confirmed	E 1260	OK, reached the initial budget
	YCM	RSE DISCOUNT	-400.00 €	1	-400.00 €	Confirmed		
Transport	YCM	Delivery & Collection - Price per truck	420.00 €	3	1,260.00 €	Confirmed	E 553	OK, reached the initial budget
	YCM	RSE DISCOUNT	-700.00 €	1	-700.00 €	Confirmed		
Production manager	YCM	Production/technical manager on site from setup until end of derig	490.00 €	1	490.00 €	Confirmed		
Staff meal	YCM	Staff meal required for artists & technical team	39.00 €	20	780.00 €			
<b>Branding opportunity</b>								
Branding opportunity	Yacht Club	we can work on branded decor and items - on request	- €	1	on request			
Guest gifts	Yacht Club	Themed gifts suggestions : on request	- €	1	on request			
<b>DAY 6 : Friday 20th October, 2023</b>								
<b>SELECTION OF OPTIONNAL ACTIVITIES</b>								
Day Logistic : Supervision (valid for all below suggestions)								
Hospitality desk supervisor	Hotel Hermitage	Full-day disposal - (9 hours of service)	504.00 €	1	504.00 €	Confirmed		
<b>EXPERIENCE #1 : The medieval village of EZE and perfume workshop</b>								
Costing based on :	42 participants							

Service	Place	INCLUDES	Unit Rate	Numbers	Total	BOOKING STATE	COMMENTS LAURA
Capacity :	Depending on restaurant chosen : Restaurant #1 : up to 42 guests Perfume workshop : up to 42 guests					Confirmed 42 pax as per 12.09.23	
Lunch :	Yes, included						
Duration :	Full-Day : 7 hours						
Agenda :	<i>Iba / to be define closer to the time</i>						
<b>Guide</b>	On-site	Full-day disposal - (8 hours of service)	462.00 €	2	924.00 €		
<b>Coach</b>	Monaco - Eze	50 seater - Full-day disposal incl. Parking in Eze & driver meals - (9 hours of service)	821.00 €	1	821.00 €		
<b>Perfume workshop MORNING</b>	Fragonard, Eze	1h45 perfume workshop at the factory	74.00 €	42	3,108.00 €		
<b>Lunch in Eze</b>	OPTION 1: Château Eza max. 38 pax	High level restaurant #1: CHÂTEAU EZA / option recommended (max. capacity based on 38 pax) 3 course lunch & beverage + Champagne glass upon arrival - per person, from	176.00 €	42	7,392.00 €		
<b>Extras</b>	Restaurants	Soft drinks such as sodas, fruit juices or beer billed on consumption basis from		on suppl.			

Service	Place	INCLUDES	Unit Rate	Numbers	Total	BOOKING STATE	COMMENTS LAURA
Entrance to the Garden of Eze (if no other activities)	Garden of Eze	Entrance fees	9.00 €	42	378.00 €		
<b>EXPERIENCE #2 : Discover the Medieval &amp; Arty Village of St-Paul de Vence</b>							
Costing based on :	21 participants					Confirmed 21 pax as per 08.09.23	
Capacity :	maxi. 100 pax (if restaurant Alain Ulorca)						
Lunch :	Yes, included						
Duration :	Full-Day : 7 hours						
Agenda :	<i>iba / to be define closer to the time</i>						
Guide	On-site	Full-day disposal - (8 hours of service)	462.00 €	1	462.00 €	Confirmed	
Coach	Monaco - St-Paul	25 seater coach - Full-day disposal incl. Parking fees & driver meals (up to 9 hours of service)	927.00 €	1	927.00 €	Confirmed	
Gourmet lunch	Ulorca	MENU LEVEL #1 : 3 courses lunch - per person, from	98.00 €	21	2,058.00	Confirmed	
		DRINK PACK LEVEL #1 : 1/2 Bottle of wine; 1/2 mineral water, coffee	53.00 €	21	1,113.00	Confirmed	
Return	St Paul - Monaco	Return transfer to Monaco after lunch	included				
<b>EXPERIENCE #3 : Visit of Menton and Val Rameh Garden</b>							
Costing based on :	12 participants					Confirmed 12 pax as per 08.09.23	
Capacity :	Up to 50 pax (ideally 1 guide for 20 pax max.)						
Lunch :	<b>NOT included if half-day / (can be added on option and turn the tour as full day)</b>						
Duration :	<b>Half-Day or Full-Day (UPON LAURA ANSWER BACK)</b>						
Agenda :	<i>iba / to be define closer to the time</i>						
Coach	Monaco - Menton	25 seater minicoach - Half-day disposal (up to 4 hours of service either in the morning or afternoon)	523.00 €	1	523.00 €	Confirmed	
		parking in Menton	45.00 €	1	45.00 €	Confirmed	
Guide	Monaco - Menton	Half-day disposal (up to 4 hours of service either in the morning or afternoon)	323.00 €	1	323.00 €	Confirmed	
Entrance Fees	Val Rameh Garden	Entrance Fees to Menton Garden	10.00 €	12	120.00 €	Confirmed	CONFIRMED: LR

Service	Place	INCLUDES	Unit Rate	Numbers	Total	BOOKING STATE	COMMENTS LAURA
<b>EXPERIENCE #4 : Hiking tour at the Cap Martin</b>							
Costing based on :	20 participants					Confirmed 20 pax as per 08.09.23	UPDATED BASED ON 20 PAX : 2 COACHES AND 2 GUIDES REQUIRED
Capacity :	Up to 12 pax per guide / maximum 48 pax						
Lunch :	NOT included (can be added on option)						
Duration :	Half-Day						
Agenda :	<i>tba / to be define closer to the time</i>						
x	Monaco - Cap Martin	Half-day disposal / Parking fees included / (4 hours of service)	491.00 €	2	982.00 €	Confirmed	
Guide	Cap Martin	Half-day disposal (up to 4 hours of service either in the morning or afternoon)	323.00 €	2	646.00 €	Confirmed	
Rucksack	Onsite	Rucksack with snacks, drinks & napkins	47.00 €	20	940.00 €	Confirmed	
Entrance fees	Onsite	Guided visit of Eileen Gray-Le Corbusier along the hike itinerary (Lot cost from 5 to 15 guests)	296.00 €	2	592.00 €	Confirmed	
<b>EXPERIENCE #6 : SPA treatment at Les Thermes Marins de Monaco</b>							
handled in direct with SBM / NO TRANSPORT REQUIRED							
<b>EXPERIENCE #7 : GOLF at Monte-Carlo Golf Club</b>							
booking handled in direct with SBM							
Transfer duration : 30 minutes							
Coach	Monaco > Golf	25 seater minicoach at disposal (duration full-day) 30 minutes drives per way	725.00 €	1	725.00 €	Confirmed	
Minivan ride	Monaco > Golf	6 seater minivan ride in the afternoon when the 5 first guests have finished their gold course to arrive on time for 10 MILLIONS 30 minutes drives per way	175.00 €	1	175.00 €	Confirmed	
Host	Monaco > Golf	Staff disposal (duration full-day)	344.00 €	1	344.00 €	Confirmed	
<b>DAY 6: Friday 20th October, 2023</b>							
<b>"AU-REVOIR MONTE-CARLO" : farewell cocktail / dine-around / VIP reception</b>							
<b>1/ FAREWELL RECEPTION : Terrasse du Midi - Hotel Hermitage (based on 120 pax)</b>							
<b>Evening logistic</b>							
Supervisor	Hermitage	Evening disposal - (4 hours of service)	394.00 €	1	394.00 €	Confirmed	OK
		Extra hours	61.00 €	2	122.00 €	Confirmed	
Hostess	Hermitage	Evening disposal - (5 hours of service)	278.00 €	0	- €	Confirmed	
<b>Venue and F&amp;B</b>							
Venue and F&B	Terrasse du Midi	handled in direct with SBM			in direct		
<b>2/ DINE-AROUND IN MONACO</b> <i>(based on about 120 pax / based on 5 groups of 24 guests)</i>							
<b>Evening logistic</b>							
Supervisor at the venue for advancing	Monaco	Evening disposal - (5 hours of service)	394.00 €	1	394.00 €	Confirmed	
		Additional hours: per hour, per supervisor (day time) from 6pm to 7pm	61.00 €	1	61.00 €	Confirmed	
Hostess	Monaco	Evening disposal - (5 hours of service) 1 HOST PER GROUP	278.00 €	4	1,112.00 €	Confirmed	
Minicoach (50 seats)	Monaco	25 seater minicoach at evening disposal (up to 5 hours from 7pm to Midnight) <b>2 for SONG QI and ATREGO groups</b> <b>1 for QUAI DES ARTISTES group</b>	702.00 €	3	2,106.00 €	Confirmed	
Minicoach (25 seats)	Monaco	25 seater minicoach at evening disposal (up to 5 hours from 7pm to Midnight)	596.00 €	0	- €	Confirmed	

Staffs required to gather guests per group after the reception and organize transfer to restaurant

NO ADD. HOSTS REQUIRED : the host of each below program will pick their guests and assist our supervisor

Service	Place	INCLUDES	Unit Rate	Numbers	Total	BOOKING STATE	COMMENTS LAURA
<b>Dine-Around</b>							
Menu printing	Monaco	regular printing at the office : A5 / white, per unit	2.20 €	126	277.20 €		
Dine-around in Monaco	Monaco	<b>SELECTION OF RESTAURANTS FOR 120 GUESTS</b> all below offer are based on a diner 3 courses, incl. drink pack (1/2 wine, 1/2 mineral water, 1 coffee) Rates are given per person, from		<b>126</b>			
	Casino area	Restaurant #1 : BUDDHA BAR	160.00 €	34	5,440.00 €	Confirmed	JM : amended as per LR email
	Larvotto	Restaurant #6 : SONG QI	180.00 €	32	5,760.00 €	Confirmed	
	Hercule harbor area	Restaurant #7 : QUAI DES ARTISTES	135.00 €	24	3,240.00 €	Confirmed	
	Fontvieille	Restaurant #8 : ATREGO	106.00 €	36	3,816.00 €	Confirmed	
<b>3/ VIP RECEPTION : "\$10M CLUB / Top Achievers" : diner at Jardin Volupté, Grand Hôtel du Cap-Ferrat (based on 38 pax)</b>							
<b>Evening logistic / (based on 40 guests)</b>							
Supervisor	Monaco to Cap-Ferrat	Evening disposal - (5 hours of service)	394.00 €	1	394.00 €	Confirmed	1 staf per coach
		Additional hours: per hour, per supervisor (day time) from 5pm to 7pm	61.00 €	2	122.00 €	Confirmed	
Hostess	Monaco to Cap-Ferrat	Evening disposal - (5 hours of service)	278.00 €	1	278.00 €	Confirmed	
		Extra hour for departures at 5pm (2 hours per host)	40.00 €	2	80.00 €	Confirmed	
Transportation	OPTION 1 : minicoaches 17h > 00h00	25 seater minicoach at evening disposal (up to 5 hours from 7pm to Midnight)	666.00 €	2	1,332.00 €	Confirmed	
		Extra hour for departures at 5pm (2 hours per minicoach)	150.00 €	4	600.00 €	Confirmed	
<b>OPTION 1 - TRANSFER TO DINNER : Sunset cruise toward the dinner venue : with Catamaran</b>							
<b>LOGISTIC NOTES :</b> > Coach transfer from Hotel to Harbor (10/12 minutes) > Boat transfer from Harbor to Villefranche harbour > Walk from harbour to coach pick-up point : 6 minutes > Coach (or minivan) transfer from Villefranche to Cap Ferrat Grand Hotel (10/12 minutes) > way back : coach or minivan  MINIVAN would be more luxury and faster for that special evening Night fall early at this season							
Sunset Catamaran cruise	17h30-19h00 (meet in the lobby 16h45 / leave not later then 17h)	Sunset cruise : Event conception, organization, authorizations & insurance Catamaran Professional skipper Harbor expenses in Monaco & Villefranche estimated fuel for the transfer : Monaco > Villefranche Coordinator staff	7,920.00 €	1	7,920.00 €	Confirmed	
		harbor fees - part of departure	6.15 €	38	233.70 €	Confirmed	
		harbor fees - part of arrival	4.00 €	38	152.00 €	Confirmed	
		open bar - 60 minutes - per person (soft, wine, beer, strong alcohol)	37.00 €	38	1,406.00 €	Confirmed	
		mix food pieces based on 5 pieces per person	32.00 €	38	1,216.00 €	Confirmed	
		waiters on board	530.00 €	2	1,060.00 €	Confirmed	
<b>Venue and F&amp;B</b>							
Venue Rental and F&B	Jardin Volupté	handled in Direct with "Grand Hotel Four Season"	- €	0	in direct		
<b>Production : decor, entertainment, technic</b>							
REPORT FROM PROD BUDGET	Four Seasons Grand Hotel	Production budget	13,260.00 €	1	13,260.00 €		

Service	Place	INCLUDES	Unit Rate	Numbers	Total	BOOKING STATE	COMMENTS LAURA	
<b>DAY 7 : Saturday 21st October, 2023</b>								
<b>Departure transfers from Monaco to Nice Airport</b>								
<b>Ground assistance for departure transfer (will be adjusted according to departure transfer grid)</b>								
Hospitality desk supervisor	Hotel	Full-day disposal - (9 hours of service)	504.00 €	1	504.00 €	Confirmed	OK	ADJUSTED AS PER MANIFEST
		Additional hours: per hour, per supervisor (night time) TO CEVER DEPARTURES OVERNIGHTS	65.00 €	4	260.00 €	Confirmed		ADJUSTED AS PER MANIFEST
<b>Transportation: departure transfer from Hotel Hermitage to Nice Airport (will be adjusted according to departure transfer grid)</b>								
<b>TOTAL OF DEPARTURE TRANSFERS</b>	Hotel - Airport	Based on below unit prices details to be checked on MASTER DEPARTURE MANIFEST	4,508.40 €	1	4,508.40 €	Confirmed		
<b>Coach</b>	Hotel - Airport	Transfer from your hotel in <b>Monaco</b> to the airport Coach transfer (up to 30 guests with luggages) - single ride daytime	413.00 €	0	- €	Confirmed provisionnal / to be updated as per flight manifest		
<b>Minicoach</b>	Hotel - Airport	Transfer from your hotel in <b>Monaco</b> to the airport Minicoach transfer (up to 14 guests with luggages) - single ride daytime	376.00 €		- €			
<b>Entrance fees at Nice airport Terminal</b>	Nice Airport	Terminal parking fees at Nice Airport (only valid for coach and minicoach)	25.00 €	0	- €			
<b>Deluxe Mercedes Minivan</b>	Hotel - Airport	Transfer from your hotel in <b>Monaco</b> to the airport Minivan transfer (up to 6 guests with luggages) - single ride daytime	202.00 €		- €			
<b>Mercedes sedan</b>	Hotel - Airport	Transfer from your hotel in <b>Monaco</b> to the airport Sedan car transfer (up to 2 guests with luggages) - single ride daytime	189.00 €		- €			
<b>Mineral water</b>	on-board	based on 1 per person (bottle of 50cl)	4.00 €	0	- €			
<b>20% supplement for night time transfers in between 21h00 and 07h00. Waiting time hour for more than 40 mn delay : 85€ (per daytime hour)</b>								
<b>Minicoach and coach transport rates are quoted VAT excluded for the entire event subject to group arrival and departure pre organised, otherwise +10% VAT to be added in supplement</b>								
<b>MISCELLANEOUS</b>								
<b>Transport</b>								
<b>Coach &amp; Minicoach - Supplements</b>								
<b>Additional hours</b>	Fayence & Monaco	Additional hours: per hour, per vehicle (day time)	111.00 €	0	boc			
<b>Additional hours</b>	Fayence & Monaco	Additional hours: per hour, per vehicle (night time)	136.00 €	0	boc			
<b>NB: for extra hours : each hour started is fully due</b>								
<b>Night time supplement</b>	Fayence & Monaco	Night Supplement on disposal services - valid for services between 21h00 (09:00pm) and 07h00 (07/00am)	extra of 20%	boc				
<b>Mineral water bottle</b>	Fayence & Monaco	based on 1 per person (bottle of 50cl)	4.00 €	boc	boc			

Service	Place	INCLUDES	Unit Rate	Numbers	Total	BOOKING STATE	COMMENTS LAURA	
<b>General coordination</b>								
<b>Event preparation</b>								
Supervisor - FD for preparation	Monaco Office	Supervisor at full day disposal (8h between 8.00 am and 6.00 pm) <i>(to join the team 4 days before the start of the event for the preparation and finalization)</i>	444.00 €	4	1,776.00 €	Confirmed	OUR STAFF WILL ARRIVE ON 10/11. PLEASE REDUCE THIS TO 3	I will need Carina to help me a few days before for finalization of services
Supervisor - EV. For prep.	Monaco Office	Supervisor at evening disposal (5h from 7.00 pm to midnight) <i>provision of 2 evenings work for finalization</i>	394.00 €	2	788.00 €	Confirmed		
<b>On-site ground operation (advancings, preparation, finalization, set-up)</b>								
Supervisor - FD during event	Fayence & Monaco	Supervisor at full day disposal (9h between 8.00 am and 6.00 pm) <i>during the 4 days of the program in FAYENCE ; from 08am to 5pm during the 3 days of the program in MC ; from 08am to 5pm</i>	504.00 €	7	3,528.00 €	Confirmed	OK	
Supervisor - EV. during event	Fayence & Monaco	Supervisor at evening disposal (5h from 7.00 pm to midnight) <i>during the 3 evenings of the program in FAYENCE from 7pm to Midnight during the 3 evenings of the program in MC from 7pm to Midnight</i>	416.00 €	6	2,496.00 €	Confirmed	OK	
Additional hours during event	Fayence & Monaco	Additional hours: per hour, per supervisor (day time) <i>during the 3 afternoon of the program in FAYENCE from 5pm to 7pm during the 3 afternoon of the program in MC from 5pm to 7pm</i>	61.00 €	12	732.00 €	Confirmed	OK	
Additional hours	Fayence & Monaco	Additional hours: per hour, per supervisor (night time)	65.00 €		- €	Confirmed		
Staff accommodation	near Terre Blanche	Staff to remain on-site near Terre Blanche Hotel during the trip in Provence <b>x 3 nights + meals - ESTIMATION, per staff</b>	411.00 €	3	1,233.00 €	Confirmed	OK	REVIEW BASED ON PROGRAM
Staff transportation	To Terre Blanche	Staff transport compensation to Terre Blanche and on-site <b>ESTIMTAED</b>	750.00 €	1	750.00 €	Confirmed	OK	REVIEW BASED ON PROGRAM
<b>NB: for extra hours : each hour started is fully due</b>								
<b>Assistance</b>								
<b>Hostess (english speaking staff) - (quoted above when required)</b>								
Hostess - FD	Fayence & Monaco	Host at full day disposal (9h between 8.00 am and 6.00 pm) transport and meal included	344.00 €	0	- €			
Hostess - HD	Fayence & Monaco	Host at half-day disposal (4h either morning or afternoon) transport included	238.00 €	0	- €			
Hostess - EV.	Fayence & Monaco	Host at evening disposal (5 hours between 7.00 pm and midnight) transport and meal included	275.00 €	0	- €			
Additional hours	Fayence & Monaco	Extra hour for day time, per hour, per hostess	40.00 €	0	- €			
Additional hours	Fayence & Monaco	Extra hour for night time, per hour, per hostess	44.00 €	0	- €			
Staff transportation	Fayence	Staff transport compensation to Terre Blanche			TBA / on suppl.			
<b>NB: for extra hours : each hour started is fully due</b>								
<b>EXTRA - Local Guides (english speaking staff) - to accompany Activity &amp; Tours - (quoted above when required)</b>								
Additional hours	Fayence & Monaco	Additional hours: per hour, per guide (day time) transport and meal included	61.00 €	0	- €			
Additional hours	Fayence & Monaco	Additional hours: per hour, per guide (night time)	67.00 €	0	- €			
SUNDAY SUPPL.	Fayence & Monaco	Any GUIDE SERVICES on a Sunday are sujet to a supplement of 15%	+15%	0	+15%			
<b>NB: for extra hours : each hour started is fully due</b>								
<b>Welcome gifts</b>								
Gifts	Fayence & Monaco	Various possibilities depending on budget : from 20€ to 250€+ (alcohol & wine, local cosmetics, chocolate & pastries, French Riviera souvenirs, paintinas, candles & home scents, bags & fashion items...)		boc	- €			
Delivery	Fayence & Monaco	Delivery to the hotel (according item types, distance and quantity)		boc	- €			
Room drop service at the hotel	Fayence & Monaco	Depending on hotel chosen		boc	- €			
Stockage at the hotel	Fayence & Monaco	May apply (according to delivery date & quantity) To be dealed in direct with the Hotel		boc	- €			
<b>Site visit : February 2023</b>								
Meals	Monaco	meals on-site	483.00 €	1	483.00 €	Confirmed	OK	
Transport	Cannes	Tender boat	390.00 €	1	390.00 €	Confirmed	OK	
	Monaco & Provence	Transportation	2,610.00 €	1	2,610.00 €	Confirmed	OK	



Service	Place	INCLUDES	Unit Rate	Numbers	Total	BOOKING STATE	COMMENTS LAURA
<b>Miscellaneous</b>							
<p><b>Are included :</b> French &amp; Monaco VAT 20 % and 10%. Staff and handling fees are not subject to VAT if VAT number of your company delivered. If not, VAT 20%</p> <p><b>Are not Included :</b> Tips, eventual site inspection costs, further travel costs if needed. Transportation, F&amp;B and phone expenses for staff, eventual parking fees and toll charges.</p> <p><b>Guides rates :</b> please add 15% increase for any mission happening on Sundays</p> <p><b>Guides, Hosts, Supervisors rates :</b> please add 75% increase on bank holidays in France &amp; Monaco</p> <p><b>SACEM (author's rights) :</b> Fees in supplement in case of musical entertainment.</p> <p><b>Disposal for coach &amp; staff :</b> 4 hours half-day (between 8.00am and 1.00pm or between 1.00pm and 7.00pm) - 9 hours full-day of service incl. 1 hour lunch break (between 8.00am and 7.00pm) - 5 hours evening disposal (between 6.00pm and midnight)</p> <p><b>Airport transfers :</b> 20% supplement for night time transfers between 9.00pm and 6.00am. Waiting time hour for more than 30 mn delay, billed per additional hour. Supplement charged for several drop-offs.</p> <p><b>All rated mentioned are valid for 2023 (unless otherwise mentioned) and based on the number given. If change in numbers subject to budget increase or decrease.</b></p> <p><b>Options only for the dinner venues as stated in the program.</b></p>							
<b>TOTAL (€) and payment schedule</b>							
			<b>GRAND TOTAL OF SERVICES as per 8th sept. 2023</b>		<b>501,215.14 €</b>		

1st DEPOSIT PAID AT CONFIRMATION		
SERVICES	TOTAL amount in Oct. 202€	TOTAL DEPOSIT REQUIRED
Château Ste-Roseline : <b>25%</b>	2,513.00 €	628.25 €
Yacht Club - rental : <b>30%</b>	24,354.00 €	7,306.20 €
Yacht Club - F&B : <b>0%</b>	47,040.00 €	
Gold Singers : <b>20%</b>	10,500.00 €	2,100.00 €
Rest of the program : <b>15%</b>	176,536.90 €	26,480.54 €
<b>AMOUNT OF 1ST DEPOSIT PAID AT CONFIRMATION</b>		<b>36,515.00 €</b>

2nd DEPOSIT - due August 2023		
SERVICES	TOTAL	TOTAL DEPOSIT REQUIRED
<b>50%</b> of the program		250,000.00 €
<b>AMOUNT OF 2nd DEPOSIT PAID AUGUST 2023</b>		<b>250,000.00 €</b>

3rd DEPOSIT - due 1st week October 2023		
SERVICES	TOTAL	TOTAL DEPOSIT REQUIRED
<b>complement to have 90%</b> of the program before the event	501,215.14 €	164,578.63 €
<b>AMOUNT OF 3rd DEPOSIT due OCT. 01st 2023</b>		<b>164,578.63 €</b>

<b>BALANCE</b>	<b>after event</b>	<b>50,121.51 €</b>
----------------	--------------------	--------------------

## BI WORLDWIDE™ DESTINATION MANAGEMENT COMPANY ADDENDUM

Client:

Program Dates:

BI WORLDWIDE™, a trade name of Schoeneckers, Inc., 7630 Bush Lake Road, Minneapolis, Minnesota 55439 ("BIW") and RAISING STONES EVENTS ("DMC") hereby agree that this Addendum ("Addendum") is incorporated by reference into the DMC Pricing Proposal or DMC Agreement ("Agreement") for the BIW client and program dates set forth above.

- SERVICES.** DMC shall timely provide the services as specified in the Agreement consistent with the highest standards in the industry, including a due diligence review of any DMC supplier security and safety processes or procedures ("Services"). BIW may, at any time, by written change order or other written instruction make changes in Services' specifications. If any such change causes a material increase or decrease in DMC's cost, an equitable adjustment in price shall be agreed upon between the parties. DMC's request for a price increase shall be submitted in writing to BIW within five days from receipt of BIW's change request. Changes on site resulting in a price increase must be approved in writing by DMC and BIW's trip director. No change shall excuse DMC from diligently proceeding with the Services as modified. Time is of the essence for all of DMC's dates, milestones, and completion times specified under the Agreement.

If the Services include hotel space secured on BIW's behalf, DMC agrees that the hotel reservations will be guaranteed and confirmed reservations and that the hotel contract shall include the following terms: (a) hotel will not relocate any BIW guest/program participant for any reason including, but not limited to the hotel being oversold except to the extent that prior hotel guests do not vacate room(s) contrary to prior Hotel's guests agreed upon departure dates; (b) hotel agrees that prior to entering into the hotel agreement and at least ninety (90) days prior to program operation, hotel will provide BIW with prior written notice specifying the nature of any construction or remodeling to be performed in the Hotel, or on the Hotel property during the period of BIW's program operation at the hotel, and in the event BIW determines, in BIW's sole discretion, that such construction or remodeling interferes with, or is disruptive to the program, or the guaranteed and confirmed space requirements; BIW shall have the option to either require the hotel provide alternate space within the hotel satisfactory to BIW, or cancel all or any portion of the contracted space without liability therefor, and promptly refund all monies paid for the canceled space/reservations; (c) hotel guarantees room rates during and immediately following program dates; and guarantees that hotel will not cancel, downgrade or release rooms because of late arrival(s) without BIW's consent; (d) name changes can be made by BIW on room reservations at any time including the date of arrival; (e) hotel agrees to submit its final invoice relating to the above referenced client program within fifteen (15) days of the last program date; and (f) Hotel will not schedule any company directly competitive to BIW's client in the hotel during the program dates.

- PRICING & PAYMENT.** DMC shall not be entitled to any payment, reimbursement, or other compensation except as specified in the Agreement as modified. DMC represents that such prices are not less favorable than those currently extended to any other DMC customer for the similar volume of services. BIW will not be obligated to make any advance payments or deposits except as is specifically set forth in the Agreement. No deposit or advance payment will be made by BIW until and unless BIW first receives an itemization of costs ten (10) business days prior to the date the deposit is due to DMC. BIW's deposit(s) shall not exceed ninety percent (90%) of DMC's itemization of costs. Such deposit payments shall be without mark-up by DMC. The balance due DMC shall be made by BIW to DMC within 30 days of BIW's receipt of an undisputed invoice. Disputed items will be paid within 30 days of resolution of the disputed item and receipt of a corrected invoice.
- CANCELLATION & ATTRITION.** BIW shall have the option to cancel this Agreement and the services purchased under this Agreement at any time for any reason, without liability, except for BIW's obligation to make payment to DMC for DMC cancellation fees stated in the Agreement, and non-refundable deposits to the extent the Agreement states that such deposits were non-refundable. DMC agrees to take every reasonable effort to minimize or eliminate cancellation fees and costs relating to Services' cancellation and attrition.

DMC represents that BIW shall have the full benefit of all cancellation and attrition terms from DMC's vendor agreements for all reserved venues, planned activities and other services. DMC agrees to provide such attrition and cancellation policies from DMC's vendors to BIW as soon as possible after providing BIW with pricing, but in no event later than five (5) business days after BIW's notification of sale to DMC.

Notwithstanding any term to the contrary, BIW may, without liability to BIW, terminate this Agreement or any purchase order if DMC fails to comply with any of these Terms & Conditions or fails to timely perform as required by BIW.

4. **DMC WARRANTIES.** DMC warrants that all services performed by DMC or DMC's vendors will be performed with a high degree of care, skill, diligence, professional knowledge, judgment, and expertise, according to sound work practices and accepted industry standards, in a well-managed, professional, organized and efficient manner and to the entire satisfaction of the BIW. DMC warrants that all services provided by DMC or DMC's vendors shall comply with all applicable laws, regulations, standards, and codes; shall not violate any patent, copyright, trade secret, or other proprietary interests; and otherwise fully conform in all respects to the Agreement. DMC warrants that periodically, but no later than at the time of contracting a DMC vendor for BIW services, DMC will perform a due diligence review to verify services provided by DMC vendors adhere to the highest commercial safety and security standards in the industry, including without limitation, matters relating to training, employee screening, maintenance of equipment and security measures. DMC shall immediately notify BIW upon completing its due diligence review of a DMC vendor if any aspect of DMC or DMC vendor services is deemed substandard or deficient. DMC warrants that all goods or services covered by this Agreement will conform to the specifications, or descriptions in the Agreement or as modified in writing by BIW.
5. **SAFETY.** DMC represents that DMC, and any DMC vendor providing services, shall take every reasonable effort to protect the safety of persons and property in the performance of the services. DMC represents to BIW that DMC has taken, and will take at the time of delivery of Services, reasonable precautionary steps to assure that DMC and DMC's vendors have provided their employees adequate training, have been subject to necessary criminal background checks, and require routine equipment maintenance in order to protect the safety and security of travel participants and their property. DMC will promptly notify BIW of any safety or security concerns. DMC agrees to indemnify, defend, and hold BIW and BIW's corporate clients and their employees, travel program participants and guests harmless from and against any liability, claims, demands or expenses for damages to property of or injuries (including death) to such persons arising from DMC's failure to comply with the representations in this provision.
6. **INSURANCE.** DMC shall maintain insurance coverage in amounts not less than the following: a) Workers' Compensation – statutory limits for the state(s) or location in which the services are to be performed (or evidence of authority to self-insure); b) Employer's Liability - \$250,000; c) Comprehensive General Liability (including Products/Completed Operations and Blanket Contractual Liability) - \$1,000,000 per person, \$1,000,000 per occurrence Personal Injury and \$1,000,000 per occurrence Property Damage, or \$1,000,000 per occurrence Personal Injury and Property Damage combined single limit, and; d) Automobile Liability (including owned, non-owned and hired vehicles) - \$1,000,000 per person, \$1,000,000 per occurrence Personal Injury and \$1,000,000 per occurrence Property Damage, or \$1,000,000 per occurrence Personal Injury and Property Damage combined single limit. DMC shall furnish to BIW certificates of insurance setting forth the amount(s) of coverage, policy number(s) and dates(s) of expiration for insurance maintained by DMC, naming BIW and BIW's named client, as additional insured. DMC will provide BIW with thirty (30) days prior written notification from the insurer of any termination or reduction in the amount or scope of coverages.
7. **CONFIDENTIAL OR PROPRIETARY INFORMATION AND PROPERTY.** DMC shall keep confidential and otherwise protect from disclosure all information obtained from BIW or BIW's clients in connection with this Agreement and shall treat such information as strictly confidential. Unless otherwise expressly authorized BIW, DMC shall use such information, only in the performance and for the purpose of this Agreement. Upon BIW's request, and in any event upon the completion, termination or cancellation of

this order, DMC shall return all such written information to BIW or make such other disposition thereof as is directed by BIW.

8. **ADVERTISING.** DMC shall not, without first obtaining the written consent of BIW, in any manner advertise or publish the fact that DMC has contracted to furnish BIW or BIW's clients with goods or services herein ordered, or use any trademarks or trade names of BIW or BIW's clients in DMC's advertising or promotional materials.
9. **RELATIONSHIP OF PARTIES.** DMC is an independent contractor of BIW and nothing in this Agreement shall make either party the agent or legal representative of the other for any purpose whatsoever, nor does it grant either party any authority to assume or to create any obligation on behalf of or in the name of the other.
10. **GOVERNING LAW.** The construction, interpretation, and performance of this Agreement shall be governed by the laws of the State of Minnesota without giving effect to its rules on the conflict of laws; and both BIW and DMC hereby irrevocably submit to the exclusive personal jurisdiction of United States Federal Court for the District Court of Minnesota over any action, suit or proceeding arising out of or relating to this agreement or the transaction contemplated by this agreement, except to the extent that said Court does not have subject-matter jurisdiction, in which case the parties irrevocably submit to the exclusive jurisdiction of the District Court for the county of Hennepin, State of Minnesota over any such action, suit, or proceeding.
11. **FORCE MAJEURE.** The duties and obligations of the parties hereto shall be excused upon, and neither party shall be liable to the other for, any failure to fully or partially perform or for interruption of service resulting from the occurrence of any "Event of Force Majeure." An "Event of Force Majeure" shall mean any act, cause, contingency or circumstance beyond the reasonable control of such party, including, without limitation, acts of God, labor strike, labor dispute, lockout, civil disorder, terrorism or perceived terrorist threat, disaster, interruption of transportation services, governmental actions or regulation, Homeland Security Advisory System Severe Threat Condition (code red alert) issued by the U.S. Dept. of Homeland Security, or other emergency making it inadvisable, unsafe, impossible, or illegal to perform under the Agreement; or in the event BIW's client is excused from performance with BIW as a result of an event of force majeure. An Event of Force Majeure shall require a full refund of monies paid to date.
12. **ORDER OF PRECEDENCE.** Notwithstanding anything to the contrary, in the event of any conflict in the terms of the parties relationship, the order of precedence shall be this Addendum first, then BIW's written modifications, and then the DMC Agreement which, together with the attachments, exhibits, or written Services' specifications instructions of BIW, constitute the entire agreement between DMC and BIW with respect to the matter contained herein and supersedes all prior oral or written representations and agreements. The DMC Agreement and this Addendum expressly supercedes the terms & conditions of BIW's Supplier Information Form and all other preprinted terms & conditions of the parties.

BI WORLDWIDE™,  
a trade name of SCHOENECKERS, INC.

*Kate Sorenson, VP Incentives*

By: \_\_\_\_\_

NAME: Kate Sorenson

TITLE: Division VP

DATE: 10/11/2023

DMC: RAISING STONES EVENTS

By: 

NAME: GUDINE Pierre

TITLE: Co founder

DATE: Feb 26th, 2016

Type text here