



April 22, 2014

Ms. Cynthia Birdsill
Economic Sustainability Director
City of Coral Gables
1 Alhambra Plaza, Ste 617
Coral Gables, FL 33134

RE: 4th of July Celebration 2014

Dear Ms. Birdsill:

Following up on our meeting in your office last week, we are looking forward to be working with you and your team to co-produce another Fourth of July Celebration to be held at The Biltmore and the Biltmore Golf Course.

With the benefit of experience from the last 2 years, we believe the terms and responsibilities should be as set forth below:

The Biltmore will provide the following:

1. An upscale BBQ dinner and open bar for 180 guests invited by the City, seated at 18 VIP tables located on the back terrace of the hotel, at a cost to the City of \$95 per person and to be sold by the City for not less than \$200 per person. The City will be entitled to reduce its guest count by up to 25% - 45 persons - by notice to The Biltmore at least 17 days prior to the Event and by up to 10% - 18 persons by notice to The Biltmore at least 10 days prior to the event.
2. A VIP area for up to 200 guests invited by a single Presenting Sponsor or two co-sponsors obtained by the City. All food and beverage arrangements, including tables, chairs, service and deliverables for the Presenting Sponsor guests, and related matters, including insurance arrangements, will be made by the Presenting Sponsor(s) by a single agreement directly with The Biltmore. The Biltmore will provide two complimentary hotel suite accommodations for one night for the City to provide to sponsors.
3. All concessions and services, F & B and otherwise, for retail sales to attendees and sponsors.
4. Liquor license, liquor insurance and commercial general liability coverage for the Event, naming the City and Presenting Sponsor(s) as additional insured on all policies.
5. The Biltmore will absorb the first \$20,000 in damage to the property for the Event.
6. The Biltmore will mark off and use its personnel, together with support from City police, to protect the greens, bunkers and other sensitive parts of the golf course against damage from the Event.
7. In any public statement referring to the Event, The Biltmore will credit the City co-equally with The Biltmore as an enabling party.

The City will provide:

1. A fireworks display launched from the Golf Course at least equal to the fireworks last year.
2. Police services on and around the property for the Event, including traffic control, crowd control (in cooperation with The Biltmore personnel as to greens, bunkers and other sensitive areas) and fire and life safety, including paramedics, ambulance service and first aid, for attendees.
3. A stage and related equipment for music and speeches, a portable light tower at the Golf Course entrance, and adequate public toilets for the Event.
4. Off-site parking and shuttles between the parking and The Biltmore.
5. In any public statement referring to the Event, the City will credit The Biltmore co-equally with the City as an enabling party.
6. Coverage for damage to the property from the Event in excess of \$20,000.

The City and The Biltmore will mutually determine the general locations of any tents or stages to be placed on the property for the Event. City representatives and Biltmore representatives will meet regularly to coordinate sponsorships, collateral material design and logistics. Public notice of the Event and possible postponement of the Event due to weather or other causes shall be jointly agreed and executed.

Sincerely,


Matthias Kammerer
Managing Director

Cc: Mr. Gene Prescott
Mr. Robert Kay
Mr. Jim Pelletier
Mr. Pat Salerno, Coral Gables City Manager

Accepted and Agreed

Name:

Title:

Date: _____