



May 1, 2001

Ms Lynn Owens Whalen
Welsh National Gymanfa Ganu Association
[REDACTED]
Vancouver, BC [REDACTED]

Dear Ms Owens Whalen,

Thank you for the opportunity to submit a proposal for the 2003 North America Welsh Festival August 27 to September 1, 2003.

I am pleased to confirm that we currently have space available for your requested date. This conference would fit comfortably into the Hilton Vancouver Airport and the Best Western Richmond Inn. Our hotels are just steps apart and connected by a covered parkade.

Key Features of the Hilton Vancouver Airport and the Best Western Richmond Inn

- Conveniently situated only minutes from the Vancouver International Airport.
- Located in the heart of Richmond within walking distance to a wide variety of shops and restaurants.
- Complimentary** airport shuttle service.
- Ample guest parking.
- All suites have coffee makers with complimentary coffee and tea, hairdryers.
- Professional meeting, catering and audio visual team to service the convention floor
- 24 hour full service business centre
- Fitness facilities with outdoor swimming pools
- Full service restaurants and lounges

Key Features of the Hilton Vancouver Airport

- All suites feature floor to ceiling windows with mountain views.
- Suites are equipped with two 2-line telephones with dataports, voicemail and high speed Internet access.
- All suites have iron and ironing board.
- Guest floors are secured for "guest only" access.
- Indoor jacuzzi and outdoor, lit tennis court.
- Hilton HHonors points and airline miles awarded.

Key Features of the Best Western Richmond Inn

- All rooms are spacious and have balconies.
- All rooms were renovated in 2001.
- Voicemail in guestrooms.
- Beer & Wine Store, Gift Shop and Hair Salon located within the hotel.
- Four Food & Beverage outlets: Sports Bar, Restaurant, Bar & Grill, and Lounge.

Guest Room Rates and Allotments

We are pleased to offer the following rates and room allotments based upon your requirements:

| Date | Hilton | Richmond Inn |
|-----------------|---------------|---------------------|
| August 28, 2003 | 100 | 150 |
| August 29, 2003 | 100 | 200 |
| August 30, 2003 | 125 | 225 |
| August 31, 2003 | 100 | 200 |

Hilton Vancouver Airport

1 Bedroom Suites
\$149.00 single/double
\$ 20.00 additional person

Best Western Richmond Inn

Deluxe Guestroom
\$129.00 single/double
\$ 20.00 additional person

- All rates are subject to Provincial Sales Tax of 10% and Goods and Services Tax of 7%. (taxes subject to change).
- Rates quoted are net, non-commissionable.
- Rates will be made available to conference attendees 3 nights prior to and 3 nights after the conference for those wishing to extend their stay in Vancouver.

Complimentary Considerations

Based on the above room blocks we are prepared to offer the following complimentary rooms and concessions:

- 1 complimentary room per 50 occupied on a cumulative basis
- 1 complimentary hospitality suite will be given for the duration of the conference

Function Space

Hilton Vancouver Airport is denoted as HVA and Best Western Richmond Inn is denoted as BWRI

| DATE | FUNCTION | ROOM | MEETING ROOM RENTAL |
|-------------------------------------|------------------------------------|-----------------------------|----------------------------|
| Thursday August 27, 2003 | Marketplace | Gardenview BWRI | \$800 |
| | Concert | Minoru Ballroom BWRI | \$1,000 |
| Friday August 28, 2003 | Marketplace | Gardenview BWRI | \$800 |
| | Breakfast for 25 | Matches BWRI | No Charge |
| | Banquet for 600 with Head Table | Minoru Ballroom BWRI | No Charge |
| | Singing Competition | Ellington Ballroom HVA | \$1,200 |
| | Seminar Room | Westminster Salon 1 BWRI | \$200 |
| | Seminar Room | Westminster Salon 2 BWRI | \$200 |
| | Seminar Room | Westminster Salon 3 BWRI | \$200 |
| | Seminar Room | Fraser BWRI | \$150 |
| | Seminar Room | Minoru C BWRI | \$400 |
| | Seminar Room | Minoru D BWRI | \$400 |
| Saturday August 29, 2003 | Marketplace | Gardenview BWRI | \$800 |
| | Breakfast for 75 | Matches BWRI | No Charge |
| | Singing Competition | Ellington Ballroom HVA | \$1,200 |
| | Seminar Room | Westminster Salon 1 BWRI | \$200 |
| | Seminar Room | Westminster Salon 2 BWRI | \$200 |
| | Seminar Room | Westminster Salon 3 BWRI | \$200 |
| | Seminar Room | Fraser BWRI | \$150 |
| | Seminar Room | Minoru D BWRI | \$400 |
| | Seminar Room | Minoru C BWRI | \$400 |
| | Reception | Westminster 1 & 2 BWRI | No Charge |

| | | | |
|-----------------------------------|--------------|-----------------------------|-------|
| Sunday August 30, 2003 | Marketplace | Gardenview BWRI | \$800 |
| | Seminar Room | Westminster Salon 1 BWRI | \$200 |
| | Seminar Room | Westminster Salon 2 BWRI | \$200 |
| | Seminar Room | Westminster Salon 3 BWRI | \$200 |
| | Seminar Room | Fraser BWRI | \$150 |
| | Seminar Room | Minoru D BWRI | \$400 |
| | Seminar Room | Minoru C BWRI | \$400 |

Meeting Room Rental – Sliding Scale

We would be pleased to give a discount based on the number of room nights picked up as per the following scale:

| # Of Room Nights | Discount | Total Cost |
|---------------------------|-----------------|-------------------|
| 925 + Room Nights | 60% | \$ 4,500 |
| 750 – 924 Room Nights | 40% | \$ 6,750 |
| less than 750 Room Nights | Nil | \$11,250 |

Although meeting room rental is based on guestrooms picked up, should any of the listed food and beverage functions be cancelled, then additional meeting room rental may apply.

If you require any further information, or clarification, please do not hesitate to contact me directly at [REDACTED]

Again, thank you for the opportunity to submit this proposal and I look forward to the opportunity of submitting a formal contract and to welcoming your group to the **Hilton Vancouver Airport and the Best Western Richmond Inn.**

Sincerely,

Mike Durkin
Sales Manager
Best Western Richmond Inn