

March 29, 2021

Alex Murphy  
Senior Director, Site Selection  
American Beekeeping Federation c/o Meeting Expectations  
3525 Piedmont Road  
Atlanta, GA 30305



208 N. Laura Street, Suite 102  
Jacksonville, Florida 32202  
800.733.2668

Dear Alex:

On behalf of Visit Jacksonville, it is my pleasure to offer the following incentives to your client with the decision to bring the American Beekeeping Conference to the Hyatt Regency Jacksonville Riverfront over the dates of December 31, 2022- January 8, 2023.

- Grant in the amount of **\$5.00** per *Actualized Documented Room Night* up to a **MAXIMUM AWARD** of **\$9,120.00**. Should the number of room nights picked up be lower than **1,824**, the grant reimbursement amount will be **\$5.00** per room based on the number of actualized documented room nights. However, if the actualized number of room nights is less than 200, recipient will not be eligible for grant reimbursement.

Grant funds can only be used as reimbursement toward the following incurred Authorized Event Expenditures:

*See page two for details*

- A/V
- *RECEPTION (FOOD AND NON-ALCOHOLIC BEVERAGES ONLY)*

Additional concessions/incentives:

- Complimentary Visit Jacksonville convention services

The following outlines the requirements and stipulations to receive the above grants, incentives and services:

- Hotel contract must be signed and received by the Hyatt Regency Jacksonville Riverfront on or before June 30, 2021
- Grants, Incentives and Services will not be offered if the event is not held at the Hyatt Regency Jacksonville Riverfront over the above referenced dates
- Current W-9, total event attendance, copies of **paid** invoices/receipts and total expenses and income for the event are required in order to receive grant reimbursement

Please know by accepting these grant funds, the company name, event name, event dates and host/overflow hotel information will become public record.

**\*\*Above incentives valid until June 30, 2021 and are subject to Duval County Tourist Development Council approval \*\***

Sincerely,

A handwritten signature in black ink that reads "Jeanne Bothwell".

Jeanne Bothwell  
Director of Sales

CC: Karen Townsend  
National Accounts Manager

The Tourist Development Council grant offered will reimburse your organization towards the following incurred Authorized Event Expenditures upon submission of appropriate documentation, including W-9 and copies of paid invoices.

- **A/V**
  - Used at host hotel or off-site venue
  
- **Reception**
  - Reception or event hosted for benefit of convention/event
  - Grant can ONLY be used food and non-alcoholic beverage expenses
  - Copy of paid invoice(s) and BEO must be submitted