



# Music Celebrations International, L.L.C.

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February 17, 2017

Michelle Austin, Choir Director  
**Alpharetta High School**  
3595 Webb Bridge Rd.  
Alpharetta GA 30005

Dear Michelle,

We're delighted that you are still considering a concert tour to Ireland. We hope this second chance will be the charm, and, would like to do anything we possibly can to help you be successful. Based on your recent communication with Kim Johnson, we are pleased to present the enclosed customized concert tour itinerary for your consideration.

This proposed concert tour is subject to change, including your suggestions, and represents a beginning point for further discussion and negotiation. Note that we are offering options (which include different pricing because of airfares) for a departure in March or May, 2018.

Because your concert tour is based in Ireland, we are pleased to enclose an official invitation for **ALPHARETTA HIGH SCHOOL CHORUS** to represent the **State of Georgia** in the **2018 AMERICAN CELEBRATION OF MUSIC IN IRELAND**, prestigious international concert series festival. Recognition of this concert series festival facilitates greater access to venues, official publicity, and generally very successful concert arrangements.

Your concerts are of the utmost importance to us! The best concert results are achieved by very early planning, which includes your cooperation in getting us sample recordings, biographical information, photos, etc. We will then be able to discuss venues, repertoire, staging, rehearsals, and other concert specifics in much greater detail.

Tentative venues and performance opportunities which we recommend, and have budgeted for, include:

<u>City</u>	<u>Venue</u>	<u>Performance Type</u>
Killarney	<a href="#"><i>St. Mary's Church of Ireland</i></a>	Concert
Kilkenny	<a href="#"><i>St. Canice's Cathedral</i></a>	Concert
Dublin	<a href="#"><i>Christ Church Cathedral</i></a>	Recital

Because successful performances are of the greatest importance to us, your group will perform in venues of the highest musical and historical quality. To ensure your success in and enjoyment of this celebration, we work with co-sponsoring cities in providing venue coordination, publicity and special acknowledgement of your group. Performances may also be arranged in other cities. The enclosed information sheet offers suggestions and may be adapted to your specific requirements.

Music Celebrations International has been organizing concert tours of exceptional quality throughout the world for over 25 years. Our professional and experienced staff will manage all of your travel, concert, sightseeing, and accommodation arrangements – down to the last detail! Rest assured that the prices listed for each Tour cover the cost of everything that will enable your group to have an exceptional experience!

I am very excited about the musical stimulation this tour will undoubtedly provide. My dream, and the purpose of Music Celebrations, is to provide life-changing experiences that will raise the level of musicianship and dedication to the performing arts not only in our own country but throughout the world.

Ms. Austin  
February 17, 2017  
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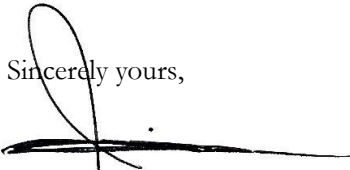
We have enclosed additional background information on Music Celebrations International and various festival opportunities we offer with the recognition and cooperation of foreign governments.

Lists of references are enclosed as well as a copy of *Travel Notes*, and MCI's included insurance information. A *Registration Form* is also enclosed which you will complete and return to Music Celebrations International, once your tour itinerary and other details are finalized, together with a \$1500 group deposit (which would be non-refundable upon receipt). At this time, MCI will actively begin preparing concert and logistical arrangements for your group. Within 30 days of receipt of your Registration and deposit, we'll also draft a *Letter of Agreement* which will outline payment and cancellation terms and other details.

Kim will contact you shortly after your receipt of this information for your reaction, suggestions, and to determine how we can immediately begin working together to provide you and your musicians the finest musical, educational and stimulating cultural experience of your lives.

Thank you for your continued interest. Kim looks forward to speaking with you very soon.

Sincerely yours,

A handwritten signature in black ink, appearing to read "John P. Wiscombe". The signature is fluid and cursive, with a large loop at the beginning and a long horizontal stroke extending to the right.

John P. Wiscombe  
President

**AMERICAN CELEBRATION OF MUSIC IN IRELAND**  
**MUSIC CELEBRATIONS INTERNATIONAL**  
**Cost Estimates**  
**ALPHARETTA HIGH SCHOOL CHORUS**

With Round-trip Airfare from: <u>Atlanta, GA</u>	<i>Airfare Season*</i>	<i>45-47 Paying (+2 free)</i>	<i>40-44 Paying (+2 free)</i>	<i>35-39 Paying (+1 free)</i>	<i>30-34 Paying (+1 free)</i>
<b>TOUR #1</b> (6 nights/8 days) KILLARNEY, KILKENNY, DUBLIN <b>DEPARTING MARCH 31, 2018</b>	Shoulder	\$3,142	\$3,199	\$3,246	\$3,317
<b>Land Only (self-arranged air)</b>		<b>\$1,753</b>	<b>\$1,811</b>	<b>\$1,857</b>	<b>\$1,929</b>
<b>TOUR #1</b> (6 nights/8 days) KILLARNEY, KILKENNY, DUBLIN <b>DEPARTING MAY 31, 2018</b>	Shoulder	\$3,212	\$3,271	\$3,300	\$3,394
<b>Land Only (self-arranged air)</b>		<b>\$1,823</b>	<b>\$1,882</b>	<b>\$1,911</b>	<b>\$2,006</b>

*Travel season dates are generally as follows: Low (01Nov16-31Mar, 1701Nov17-31Mar18); Shoulder (01Apr17-15Jun17, 01Sep17-31Oct17); High (16Jun17-30Jun17, 01Jul17-31Aug17); Travel seasons are subject to change without notice from the airline.*

**All prices are per person and are based on the number of paying participants in each 49-passenger motorcoach staying in double occupancy.** Airline surcharges for weekend (Fri, Sat, or Sun) and holiday travel may apply.

The costs vary, depending upon the total number of paying participants sharing certain fixed overhead costs which include *chartered motorcoach, Tour Manager, guides, free trips, concert costs*, etc. Please consult the Cost Inclusions (located on the following page) which have been used as the basis for our offer. **This tour is subject to change, and represents a beginning point for further discussion and negotiation.**

These costs are based on group payments made by organization check or cash-equivalent to qualify for our lowest discounted prices. If you choose to have MCI handle the accounting and payment processing for each individual on tour, a 3% accounting fee applies. All tour prices quoted for transportation and land arrangements herein are based on rates (including foreign exchange rates) in effect at the date of this offer and are subject to change. Adjustments may be made if the exchange rate varies more than 5%.

**WE WILL MATCH OR BEAT ANY OTHER SIMILAR OFFER YOU MAY BE CONSIDERING!**

These items are subject to negotiation. For instance, we can re-quote based on less centrally located hotels, eliminate some dinners, eliminate entrance fees, adjust the free trip ratio, etc., to reduce the overall cost.

**AMERICAN CELEBRATION OF MUSIC IN IRELAND**  
**MUSIC CELEBRATIONS INTERNATIONAL**  
**Cost Inclusions & Exclusions**  
**ALPHARETTA HIGH SCHOOL CHORUS**

**COST INCLUSIONS**

- **AIRLINE TRANSPORTATION:** Round-trip transportation by scheduled airline carrier. Air fares are subject to change pending space availability at the time of group booking.
  - Includes up to \$550 for U.S. Government airline taxes, fees, and estimated fuel surcharge.
- **COACH TRANSPORTATION:** Local modern deluxe motorcoach transportation within Europe upon arrival and available for the entire tour.
- **CONCERT ARRANGEMENTS:** All performance and workshops are professionally provided in superior venues with attention to technical details and effective publicity. All venues mentioned in this quote are used as reference only and are subject to confirmation.
- **ACCOMMODATIONS:** Hotel accommodations in superior tourist-class (3-star) hotels chosen for location, reputation, cleanliness, and service. The price is based on double occupancy, all rooms with private facilities. All hotels mentioned in this quote are used as reference only and are subject to availability at group rates at the time of booking. This offer is based on staying at the following accommodations, or similar:  
**Killarney:** [Killarney Court](#)                      **Kilkenny:** [Hotel Kilkenny](#)                      **Dublin:** [Green Isle Hotel](#)
- **MEALS:** Two meals per day (as noted in the Tour itinerary) including breakfast and dinner. Please note that breakfast is not included on day of arrival and dinner is not included on day of departure.
- **ENTRANCE FEES:** The following Entrance fees are included:
  - **Tour 1** – Bunnratty Castle & Folk Park, Blarney Castle, Kilkenny Castle, Dublin Castle, Trinity College, Glendalough Visitor Center
- **TOUR ITINERARIES:** Electronic versions of the tour itinerary are available listing hotel addresses, telephone and fax numbers.
- **TOUR MANAGEMENT:** One full-time, multi-lingual Tour Manager will be on each motorcoach through the entire tour. MCI's European office staff is easily available 24 hours daily (even on weekends) to render assistance whenever needed.
- **EXCURSIONS:** Conducted by licensed, professional guides as outlined in the day-by-day Tour itinerary.
- **GRATUITIES:** Tips to hotel personnel (including meals) are included. Tips to tour manager(s), licensed guides, and motorcoach driver(s) are included.
- **EACH PARTICIPANT RECEIVES:**
  - 1 Flight bag    • 2 Luggage tags    • 1 Souvenir Photo Video    • 1 Souvenir T-shirt
- **TRAVEL NOTES:** Pre-departure Travel Notes are available to each participant containing useful information about travel preparation, destination information, useful packing and cultural conditioning suggestions.
- **FREE TRIPS:** One free trip (based on double occupancy) for each 20 paying participants, i.e. the 21st, 42nd, etc. participant travels free of charge.
- **LIABILITY INSURANCE:** \$2M MCI Tour Liability Insurance coverage.
- **TRAVEL INSURANCE:** Individual insurance coverage is included in all MCI programs with MCI arranged airline transportation.  
Summary of coverage:
  - \$10,000 – Travel Accident                      • \$1,000 – Medical Expense
  - \$300 – Baggage Coverage                      • \$600 – Trip Cancellation/Interruption/Delay

**COST EXCLUSIONS**

- Travel Visa for non-U.S. passport holders.
- Instrument / equipment rental & cartage, if needed.
- Concert programs, if needed.
- Transportation to and from departure airport.
- Drinks at dinners.
- Daily lunches.
- Airline luggage fees, if applicable.
- Difference between current and actual costs for the airline taxes and the estimated fuel surcharge, if applicable.