

### III. Sponsorship Solicitation and Management

TIIP shall work in conjunction with UC, using its best efforts to represent the Event to potential corporate sponsors and shall prepare marketing materials for use in presenting the Event to sponsors. Sponsorship packets shall be produced and mailed to prospective sponsors. TIIP will have the responsibility for a) researching appropriate sponsors, b) selling to sponsors, c) negotiating and acting as a liaison between the sponsors and UC, and d) executing the sponsorship agreement pre, during and post the event.

In the event that a sponsor approaches the UC and UC is successful in obtaining any such sponsors, the sponsors shall execute the usual form of agreement between the parties provided, however, that TIIP shall receive a 10% commission or compensation fee for any servicing requested by these sponsors which are procured by the UC and further provided that in the event that the nature of such sponsorship requires extensive work on the part of TIIP then, in that event, TIIP may make a request to the UC for approval of compensation up to 25% of such total sponsor dollars.

#### Commission/Fee Structure:

In-kind product/services:	To be determined on an individual basis. TIIP will receive not less than 10% but not more than 15% of the value of the product or services given to the Event.
Cash Sponsors:	30% of total gross dollars of new sponsors 25% of total gross dollars of returning sponsors

### IV. 2007 Fees & Budget

TIIP *proposes* a 2007 event budget of \$98,900.00. The top line costs are outlined below: Talent and Instrument rental: \$40,000.00, Stage Production (stage, sound, lights, labor): \$17,000.00, On-site equipment rental and Security: \$12,000.00, Advertising, Promotion, PR Materials: \$6,000.00, Miscellaneous Costs: \$2,000.00 TIIP production & management fees: \$21,800.00.

Carolyn, we thank you for providing us with the opportunity to present a proposal. If there are any questions, please do not hesitate to call Scott Harrison or me at 201.653.2699.

Sincerely,



Deanna M. Hunt