

**SEMINOLE COUNTY GOVERNMENT
AGENDA MEMORANDUM**

SUBJECT: Central Florida Scottish Highland Games Agreement

DEPARTMENT: Tourism Development **DIVISION:** _____

AUTHORIZED BY: Suzan Bunn **CONTACT:** Fran Sullivan **EXT.** 2906

Agenda Date 11-07-06	Regular <input checked="" type="checkbox"/>	Consent <input type="checkbox"/>	Work Session <input type="checkbox"/>	Briefing <input type="checkbox"/>
	Public Hearing – 1:30 <input type="checkbox"/>	Public Hearing – 7:00 <input type="checkbox"/>		

MOTION/RECOMMENDATION:

Approve and authorize chairman to execute Agreement between Seminole County and the Scottish-American Society of Central Florida, Inc. in the amount of \$50,000 for the 2007 Scottish Highland Games.

BACKGROUND:

January 2007 marks the tenth year for the Scottish Highland Games in Seminole County and the fifth year at Central Winds Park in Winter Springs. The event schedule follows that of past years, except a half-day of piping/drumming seminars has been added on Sunday. Event organizers are hopeful the seminars will encourage bands wishing to attend to spend Saturday night in Seminole County hotels. The 2007 games project 12,000+ room nights over a two-night period. The attached economic impact statement estimates a total direct impact of \$3.7 million.

The Society has a 29-year history of successfully managing this event. Surveys collected by event organizers at the 2006 games indicated 219 room nights; therefore, total room nights for the entire weekend was estimated at 700+. Direct economic impact was calculated at \$2,096,540.

The Tourist Development Council voted to waive the \$25,000 cap currently set by its policy and recommends this expenditure in the amount of \$50,000. Funds are appropriated in the Tourism Development budget for FY 06-07.

Reviewed by:	<u>[Signature]</u>
Co Atty:	<u>[Signature]</u>
DFS:	_____
Other:	_____
DCM:	<u>[Signature]</u>
CM:	_____
File No.	<u>R10-54</u>

Seminole County Worksheet

	Quantity	Multiplier	Event days	TOTALS
How much will event organizers spend locally?				
How many adult out-of state participant days expected?	2800	\$ 122.00	2	\$ 683,200.00
How many adult out-of state attendance/spectator days expected?	6000	\$ 122.00	2	\$ 1,464,000.00
How many out-of state media/professional days expected?	25	\$ 122.00	2	\$ 6,100.00
How many adult in-state attendance/spectator/participant days expected?	7800	\$ 91.00	2	\$ 1,419,600.00
How many youth out-of state participant days are expected?	500	\$ 61.00	2	\$ 61,000.00
How many youth in-of state participant days are expected?	600	\$ 57.00	2	\$ 68,400.00
What is the expected event-site spending?				
What other expenditures, if any, are anticipated?				
TOTAL DIRECT IMPACT=				\$ 3,702,300.00
	Direct Impact	Divider	Multiplier	
Total output economic impact:	\$ 3,702,300.00		1.5	\$ 5,553,450.00
Total earnings impact:	\$ 3,702,300.00		0.57	\$ 2,110,311.00
Total employment impact:	\$ 3,702,300.00	1,000,000	22	81.45
		Non-Taxable		
	Direct Impact	Sales	Sales Tax Rate	
STATE SALES TAX GENERATED:	\$ 3,702,300.00		0.06	\$ 222,138.00
		State Sales Tax Generated	Florida DOR Disbursement Multiplier	
STATE SALES TAX REIMBURSED TO COUNTY:		\$ 222,138.00	0.09653	\$ 21,442.98
	Direct Impact	Non-Taxable Sales	Option Sales Tax Rate	
COUNTY LOCAL OPTION SALES TAX:	\$ 3,702,300.00	\$ -	0.01	\$ 37,023.00
	Estimated Rooms Per Night To Be Secured	Estimated Nights In Town	Approximate Hotel Rooms Secured	Average Room Rate Per Night
TOTAL HOTEL IMPACT:				\$ -
	Total Hotel Impact		Resort Tax Rate	
COUNTY RESORT TAX RECOUPED:	\$ -		0.03	\$ -
TOTAL RESORT TAX & STATE SALES TAX RECOUPED BY COUNTY:				\$ 58,465.98
RENTAL COSTS OF FACILITIES OWNED & RECOUPED BY THE COUNTY:				\$ -
RENTAL COSTS OF FACILITIES OWNED & RECOUPED BY THE CITY:				\$ -
BID FEES AND COSTS ASSOCIATED TO THE EVENT PAID BY THE COUNTY:				\$ -
BID FEES AND COSTS ASSOCIATED TO THE EVENT PAID BY THE CITY:				\$ -
APPROXIMATE REVENUE RECOUPED BY THE COUNTY ON THE EVENT:				\$ 58,465.98

**2007 CENTRAL FLORIDA SCOTTISH HIGHLAND GAMES
TOURIST DEVELOPMENT TAX AGREEMENT**

THIS AGREEMENT is made and entered this _____ day of _____, 20____, by and between **SEMINOLE COUNTY**, a political subdivision of the State of Florida, whose address is Seminole County Services Building, 1101 East First Street, Sanford, Florida 32771, hereinafter referred to as "COUNTY", and **SCOTTISH-AMERICAN SOCIETY OF CENTRAL FLORIDA, INC.**, whose mailing address is Post Office Box 2948, Orlando, Florida 32802, hereinafter referred to as "SOCIETY".

W I T N E S S E T H:

WHEREAS, the Florida State Legislature enacted Section 125.0104, Florida Statutes, known as the Local Option Tourist Development Act in response to the growing need of Florida counties to provide additional revenue sources for tourist development to stimulate the local economy; and

WHEREAS, the voters of Seminole County approved by referendum the imposition of the Tourist Development Tax on transient rental accommodations in Seminole County; and

WHEREAS, the COUNTY, in coordination with the Tourist Development Council, appropriated Tourist Development Tax revenues to assist in advertising and promoting the Seminole County-based Central Florida Scottish Highland Games to be held January 19-21, 2007, to promote tourism in Seminole County.

NOW, THEREFORE, in consideration of the mutual understandings and agreements set forth herein, the COUNTY and the SOCIETY agree as follows:

Section 1. Term. The term of this Agreement is from December 1, 2006 through September 30, 2007, the date of signature by the parties notwithstanding, unless earlier terminated as provided herein.

Section 2. Termination. This Agreement may be terminated by either party at any time, with or without cause, upon not less than thirty (30) days written notice to the other party as provided for herein or, at the option of the COUNTY, immediately in the event that the SOCIETY fails to fulfill any of the terms, understandings or covenants of this Agreement. The COUNTY shall not be obligated to pay for any services provided or costs incurred by the SOCIETY after the SOCIETY has received notice of termination. Upon said termination, the SOCIETY shall immediately refund to the COUNTY, or otherwise utilize as the COUNTY directs, any unused funds provided hereunder.

Section 3. Services.

(a) The SOCIETY shall use funds from this Agreement to promote the Central Florida Scottish Highland Games in a manner as to encourage out-of-County visitors to attend the Games. Such effort shall be as described in Exhibit "A" attached hereto and incorporated herein by reference.

(b) The Seminole County Convention and Visitors Bureau logo with telephone numbers and website address must appear on all promotional material for which reimbursement will be requested.

(c) The SOCIETY shall submit proposed advertisement and promotional copy to the COUNTY for review and approval prior to publication. Advertising and promotional copy that has not been approved by the COUNTY shall not be eligible for reimbursement.

(d) Promotional packages for the Games sent out by the SOCIETY must contain a list of Seminole County hotels provided by the Seminole County Convention and Visitors Bureau. No other hotel list may be included in the promotional packet. All such promotional packets must be approved by the COUNTY prior to distribution in order to qualify for reimbursement.

(e) The SOCIETY is required to utilize the Event Questionnaire provided by the Seminole County Convention and Visitors Bureau. In order to qualify for reimbursement funds, the SOCIETY must provide to the Seminole County Convention and Visitors Bureau after the Event a minimum number of questionnaires completed in full by attendees at the Event. The minimum number of required, completed questionnaires must be equal to ten percent (10%) of the projected attendance at the Event as stated in the grant application or one hundred fifty (150), whichever is greater. Incomplete or partial questionnaires will not count toward the refunded minimum number.

Failure to provide the required number of completed questionnaires or failure to utilize the required form questionnaire shall result in both non-reimbursement of approved funds and shall also directly impact future qualifications for Tourist Development Tax funding.

(f) After-Event preliminary statistics for room nights and economic impact must be submitted to the COUNTY no later than thirty (30) days after the Event.

(g) A hotel poll reflecting an accurate accounting of room nights used for the Event shall be conducted by the SOCIETY and submitted to the COUNTY no later than one (1) week after the Event.

(g) The SOCIETY shall be required to have and maintain a website for the purpose of promoting tourism to and attendance at the SOCIETY'S Event. Said website shall be linked to the Seminole County Tourism website (www.visitseminole.com) and such link shall be maintained throughout the duration of this Agreement.

(h) Failure to comply with or failure to meet the requirements of this Section, including time deadlines, shall result in termination of this Agreement and forfeiture of all financial assistance rendered to SOCIETY by the COUNTY pursuant to this Agreement.

(i) Failure to comply with or failure to meet the requirements of this Section, including time deadlines, shall result in termination of this Agreement and forfeiture of all financial assistance rendered to SOCIETY by the COUNTY pursuant to this Agreement.

Section 4. Liability and Insurance.

(a) **Liability.** COUNTY, its Commissioners, officers, employees and agents shall not be deemed to assume any liability for the acts, omissions and negligence of SOCIETY, its officers, employees and agents in the performance of services provided hereunder and the SOCIETY hereby agrees to fully and completely indemnify, insure and hold harmless the COUNTY from and against any liability of whatsoever type or nature howsoever arising, relating in any way to the acts or omissions of the SOCIETY and its officers, members, agents and employees.

(b) **Insurance.**

(1) SOCIETY shall furnish the COUNTY with a Certificate of Insurance signed by an authorized representative of the insurer evidencing the insurance required by this Section (Commercial General Liability). The COUNTY, its officials, officers and employees shall be named additional insured under the Commercial General Liability policy. The Certificate of Insurance shall provide that the COUNTY shall be given not less than thirty (30) days written notice prior to the cancellation or restriction of coverage. Until such time as the insurance is no longer required to be maintained by SOCIETY, SOCIETY shall provide the COUNTY with a renewal or replacement Certificate of Insurance not less than thirty (30) days before expiration or replacement of the insurance for which a previous certificate has been provided.

(2) The Certificate of Insurance shall contain a statement that it is being provided in accordance with the Agreement and that the

insurance is in full compliance with the requirements of the Agreement. In lieu of the statement on the Certificate, SOCIETY shall, at the option of the COUNTY, submit a sworn, notarized statement from an authorized representative of the insurer that the Certificate is being provided in accordance with this Agreement and that the insurance is in full compliance with the requirements of this Agreement.

(3) In addition to providing the Certificate of Insurance, if required by the COUNTY, SOCIETY shall, within thirty (30) days after receipt of the request, provide the COUNTY with a certified copy of each of the policies of insurance providing the coverage required by this Section.

(4) Neither approval by the COUNTY nor failure to disapprove the insurance furnished by SOCIETY shall relieve SOCIETY of SOCIETY's full responsibility for performance of any obligation including SOCIETY's indemnification of COUNTY under this Agreement.

(5) Insurance Company Requirements. Insurance companies providing the insurance under this Agreement must meet the following requirements:

(A) Companies issuing policies must be authorized to conduct business in the State of Florida and prove same by maintaining Certificates of Authority issued to the companies by the Department of Insurance of the State of Florida.

(B) In addition, such companies other than those authorized by Section 440.57, Florida Statutes, shall have and maintain a Best's Rating of "A" or better and a Financial Size Category of "VII" or better according to A.M. Best Company.

(C) If, during the period which an insurance company is providing the insurance coverage required by this Agreement, an insurance company shall: 1) lose its Certificate of Authority, or 2)

fail to maintain the requisite Best's Rating and Financial Size Category, SOCIETY shall, as soon as SOCIETY has knowledge of any such circumstance, immediately notify the COUNTY and immediately replace the insurance coverage provided by the insurance company with a different insurance company meeting the requirements of this Agreement. Until such time as SOCIETY has replaced the unacceptable insurer with an insurer acceptable to the COUNTY, SOCIETY shall be deemed to be in default of this Agreement.

(6) Specifications. Without limiting any of the other obligations or liability of SOCIETY, SOCIETY shall, at SOCIETY's sole expense, procure, maintain and keep in force amounts and types of insurance conforming to the minimum requirements set forth in this Section. Except as otherwise specified in this Agreement, the insurance shall become effective prior to the commencement of the Event and shall be maintained in force until this Agreement completion date. The amounts and types of insurance shall conform to the following minimum requirements.

(A) Commercial General Liability.

(1) SOCIETY's insurance shall cover SOCIETY for those sources of liability which would be covered by the latest edition of the standard Commercial General Liability Coverage Form (ISO Form CG 00 01), as filed for use in the State of Florida by the Insurance Services Office, without the attachment of restrictive endorsements other than the elimination of Coverage C, Medical Payment, and the elimination of coverage for Fire Damage Legal Liability.

(2) The minimum limits to be maintained by SOCIETY (inclusive of any amounts provided by an Umbrella or Excess policy) shall be as follows:

LIMITS

General Aggregate	\$Three (3) Times the Each Occurrence Limit
Personal & Advertising Injury Limit	\$1,000,000.00
Each Occurrence Limit	\$1,000,000.00

(7) Coverage. The insurance provided by SOCIETY pursuant to this Agreement shall apply on a primary basis and any other insurance or self-insurance maintained by the COUNTY or the COUNTY's officials, officers or employees shall be excess of and not contributing with the insurance provided by or on behalf of SOCIETY.

(8) Occurrence Basis. The Commercial General Liability required by this Agreement shall be provided on an occurrence rather than a claims-made basis.

Section 5. Billing and Payment. The COUNTY hereby agrees to provide financial assistance to the SOCIETY up to a maximum sum of FIFTY THOUSAND AND NO/100 DOLLARS (\$50,000.00) for all services provided hereunder by the SOCIETY during the term of this Agreement in accordance with the project budget and requirements set forth in Exhibit "A". Qualified expenditures are reimbursable upon:

(a) Receipt by the COUNTY of a Request for Funds Form, attached hereto and incorporated herein as Exhibit "B", from the SOCIETY requesting all or part of the above amount. The Request for Funds Form shall be completed properly and documentation attached including original invoices and copies of canceled checks. Such request by the SOCIETY shall only be for services specifically provided for herein necessary to serve Seminole County and as authorized under Section 125.0104, Florida Statutes. Said Request for Funds Form shall be submitted no later than ninety (90) days after the Event. Failure to comply with this requirement shall result in termination of this

Agreement and forfeiture of all financial assistance granted to SOCIETY under this Agreement.

(b) Verification by the Seminole County Tourism Development Director that the SOCIETY is providing the services for which reimbursement is sought and has complied with all provisions of this Agreement including all reporting requirements;

(c) The final Request for Funds Form shall be accompanied by a detailed report of the economic impact on the COUNTY resulting from the Event, funds for which have been provided hereunder. Such report, attached hereto and incorporated herein as Exhibit "D", shall include, but not be limited to, the actual number of hotel or motel rooms occupied, restaurant meals consumed and estimated goods and services expenditures; and

(d) Payment requests shall be sent to:

Original: Director
Seminole County Tourism Development
1230 Douglas Avenue, Suite 116
Longwood, Florida 32779

Duplicate: Director, Department of Finance
Seminole County Services Building
1101 East First Street
Sanford, Florida 32771

(e) Reimbursement shall be contingent upon the SOCIETY's compliance with the requirements as stated in Exhibit "A".

Section 6. Reporting Requirements. In the performance of this Agreement, SOCIETY shall maintain books, records and accounts of all activities in compliance with normal accounting procedures. SOCIETY shall transmit and certify interim records with each Request for Funds Form submitted to the COUNTY. Each Request for Funds Form shall detail costs incurred as referenced in Exhibit "A". SOCIETY shall submit an interim Narrative Progress Report Form, attached hereto and incorporated herein as Exhibit "C", with each Request for Funds Form. Additionally,

the SOCIETY shall submit a final Narrative Progress Report form and a financial report within ninety (90) days of project completion or lapse or termination of this Agreement.

Section 7. Non-Allowable Costs. The purpose for which Tourist Development Tax grant funds are provided to the SOCIETY shall not duplicate programs for which monies have been received, committed or applied for from another source. The monies provided hereunder shall be expended only for the activities or purposes set forth in Exhibit "A". Non-reimbursable expenditures include, but are not limited to, legal, engineering, accounting, auditing, planning, feasibility studies or other consulting services; real property or capital improvements; interest reduction in deficits and loans; prize money, scholarships, awards, plaques or certificates; private entertainment, lodging, food and beverages; and wages, salaries, administrative or travel expenses other than those appearing, if any, in Exhibit "A".

Section 8. Unavailability of Funds. The SOCIETY acknowledges that Tourist Development Tax revenues are the source of funding for this Agreement and that no other COUNTY revenues shall or may be utilized to meet the COUNTY's obligations hereunder. If, for whatever reason, the funds pledged by the COUNTY to this program should become unavailable, this Agreement may be terminated immediately, at the option of the COUNTY, by written notice of termination to the SOCIETY as provided hereinafter. The COUNTY shall not be obligated to pay for any services provided or costs incurred by the SOCIETY after the SOCIETY has received such notice of termination. In the event there are any unused COUNTY funds, SOCIETY shall promptly refund those funds to the COUNTY, or otherwise use such funds as the COUNTY directs.

Section 9. Access to Records. The SOCIETY shall allow the COUNTY, its duly authorized agent and the public access to such of the SOCIETY's

records as are pertinent to all services provided hereunder at reasonable times and under reasonable conditions for inspection and examination in accordance with Florida Statutes.

Section 10. Liaison. The SOCIETY shall submit the originals of the Request for Funds form, the Narrative Progress Report Form and any other required reports or correspondence to the following:

Director
Seminole County Tourism Development
1230 Douglas Avenue, Suite 116
Longwood, Florida 32779

Section 11. Notices. Whenever either party desires to give notice unto the other, it shall be given in writing by certified United States mail, with return receipt requested, and sent to:

For COUNTY:

Director
Seminole County Tourism Development
1230 Douglas Avenue, Suite 116
Longwood, Florida 32779

For SOCIETY:

Woodrow W. Crawford, Jr., President
Scottish-American Society of Central Florida, Inc.
Post Office Box 2948
Orlando, Florida 32802

Either of the parties may change, by written notice as provided above, the person or address for receipt of notice.

Section 12. Assignments. Neither party to this Agreement shall assign this Agreement, nor any interest arising herein, without the written consent of the other.

Section 13. Entire Agreement.

(a) It is understood and agreed that the entire agreement of the parties is contained herein and that this Agreement supersedes all oral agreements and negotiations between the parties relating to the subject matter hereof as well as any previous agreements presently in effect between the parties relating to the subject matter hereof.

(b) Any alterations, amendments, deletions or waivers of the provisions of this Agreement shall be valid only when expressed in writing and duly signed by the parties.

Section 14. Compliance with Laws and Regulations. In providing all services pursuant to this Agreement, the SOCIETY shall abide by all statutes, ordinances, rules and regulations pertaining to, or regulating the provisions of, such services including those now in effect and hereafter adopted. Any violation of said statutes, ordinances, rules or regulations shall constitute a material breach of this Agreement, and shall entitle the COUNTY to terminate this Agreement immediately upon delivery of written notice of termination to the SOCIETY as provided hereinabove.

Section 15. Conflict of Interest.

(a) The SOCIETY agrees that it will not engage in any action that would create a conflict of interest in the performance of its obligations pursuant to this Agreement with the COUNTY or which would violate or cause others to violate the provisions of Part III, Chapter 112, Florida Statutes, relating to ethics in government.

(b) The SOCIETY hereby certifies that no officer, agent or employee of the COUNTY has any material interest (as defined in Section 112.312(15), Florida Statutes, as over 5%) either directly or indirectly, in the business of the SOCIETY to be conducted here, and that no such person shall have any such interest at any time during the term of this Agreement.

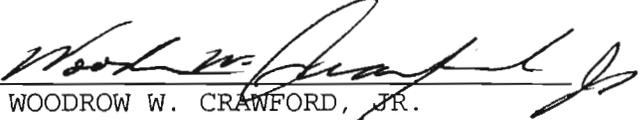
(c) Pursuant to Section 216.347, Florida Statutes, the SOCIETY hereby agrees that monies received from the COUNTY pursuant to this Agreement will not be used for the purpose of lobbying the Legislature or any other State or Federal agency.

IN WITNESS WHEREOF, the parties to this Agreement have caused their names to be affixed hereto by the proper officers thereof for the purposes herein expressed on the day and year first above written.

ATTEST:

SCOTTISH-AMERICAN SOCIETY
OF CENTRAL FLORIDA, INC.


JACQUELINE SCHOOLING
Secretary

By: 
WOODROW W. CRAWFORD, JR.
President

(CORPORATE SEAL)

Date: 10-24-06

ATTEST:

BOARD OF COUNTY COMMISSIONERS
SEMINOLE COUNTY, FLORIDA

MARYANNE MORSE
Clerk to the Board of
County Commissioners of
Seminole County, Florida

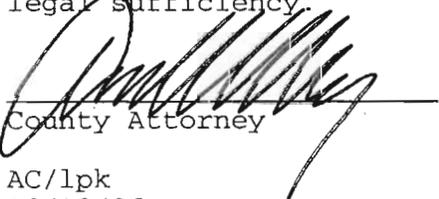
By: _____
CARLTON HENLEY, Chairman

Date: _____

For the use and reliance
of Seminole County only.

As authorized for execution by
the Board of County Commissioners
at their _____, 20____
regular meeting.

Approved as to form and
legal sufficiency.



County Attorney

AC/lpk
10/19/06
2007 scottish highland games

Attachments:

- Exhibit "A" - Project Description and Expenses
- Exhibit "B" - Request For Funds Form
- Exhibit "C" - Narrative Progress Report Form
- Exhibit "D" - Economic Impact Report

EXHIBIT "A"

**Seminole County Tourist
Development Council**

**Application for Tourism
Marketing Funds
Fiscal Year 2006/2007**

by the

*Scottish American
Society
of Central Florida*

Producers of the

*Central Florida
Scottish Highland Games*





On behalf of the Scottish American Society of Central Florida, let me express our gratitude for the opportunity to once again work in partnership with Seminole County for our mutual benefit.

We hope this 30th Anniversary Festival will bring new levels of success and tourism.

Thank you for your consideration of this request.

A handwritten signature in cursive script, appearing to read "Chip Crawford". The signature is fluid and extends across the width of the page.

Chip Crawford
President
Scottish American Society
of Central Florida

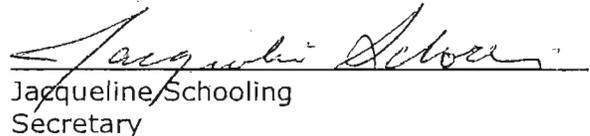
CERTIFICATE OF AUTHENTICITY

I have reviewed this Application for Funds from the Tourist Development Council for fiscal year 2006/2007. I am in full agreement with the information contained herein. To the best of my knowledge, the information contained in this Application and its attachments is accurate and complete.



Chip Crawford
President

9-13-06
Date



Jacqueline Schooling
Secretary

9/13/06
Date

RESOLUTION

THE FOLLOWING RESOLUTION WAS ADOPTED AT A SPECIAL MEETING OF THE BOARD OF DIRECTORS OF THE SCOTTISH AMERICAN SOCIETY OF CENTRAL FLORIDA, INC. ON THE 29TH OF JULY, 2006.

WHEREAS, SEMINOLE COUNTY HAS BEEN A STRONG SUPPORTER OF THE SCOTTISH AMERICAN SOCIETY OF CENTRAL FLORIDA AND ITS CENTRAL FLORIDA SCOTTISH HIGHLAND GAMES FOR MANY YEARS; AND

WHEREAS, THE SCOTTISH AMERICAN SOCIETY OF CENTRAL FLORIDA, INC. DESIRES TO CONTINUE ITS RELATIONSHIP WITH THE SEMINOLE COUNTY CONVENTION AND VISITORS BUREAU; AND

WHEREAS IT IS THE DESIRE OF THE SOCIETY TO RETAIN ITS PERMANENT HOME IN SEMINOLE COUNTY;

NOW, THEREFORE, BE IT RESOLVED, THAT THE 30TH ANNUAL CENTRAL FLORIDA SCOTTISH HIGHLAND GAMES AND ALL EVENTS DIRECTLY ASSOCIATED THEREWITH WILL BE HELD IN SEMINOLE COUNTY, FLORIDA.

BE IT FURTHER RESOLVED, THAT THE HOST HOTEL FOR THE 2007 GAMES SHALL BE A SEMINOLE COUNTY HOTEL.

BE IT FURTHER RESOLVED, THAT THE BOARD DIRECTS THE PRESIDENT OF THE SOCIETY TO MAKE APPLICATION TO THE CITY OF WINTER SPRINGS IN SEMINOLE COUNTY FOR THE USE OF CENTRAL WINDS PARK FOR THE JANUARY 20, 2007 FESTIVAL.

ADOPTED THIS 29TH DAY OF JULY, 2006



**CHIP CRAWFORD
PRESIDENT**

**SCOTTISH AMERICAN SOCIETY
OF CENTRAL FLORIDA, INC.**

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Application - Tourism Development Sponsorship FY 2006/07 Criteria for Evaluation

I) Society Overview

The Scottish American Society of Central Florida, Inc. is a Florida not-for-profit (501-C-3) corporation founded in 1977 to promote Scottish culture and heritage in the Central Florida area. During the more than 29-year history of the Society, it has educated and entertained tens of thousands through the production of many cultural programs and events including the Central Florida Scottish Festival and Highland Games.

II) Soundness of Proposed Project

The 2007 Central Florida Scottish Festival and Highland Games are a sound proposition. This will be the tenth Festival held in Seminole County and the thirtieth produced by the Society.

III) Stability and Management Capacity

The Scottish American Society of Central Florida has a proven track record of presenting Scottish Highland Games that have been acclaimed both locally and nationally. This twenty-nine year history of successfully managing the vast number of tasks, resources, and persons required to deliver an event of this caliber demonstrates the commitment of the Scottish American Society to put forth whatever effort is required to ensure a successful event.

IV) Quality and Uniqueness of Proposed Project

The Central Florida Scottish Highland Games is the oldest event of its kind in Central Florida and the largest of its kind in the state of Florida. Its competitions receive international recognition. This event brings a unique cultural addition to Seminole County unmatched by any neighboring county.



1 General Information

- 1) **Name of Organization**
The Scottish American Society of Central Florida, Inc.
- 2) **Name of Event/Project**
The Central Florida Scottish Highland Games
January 19-20, 2007 Central Winds Park, Winter Springs

- 3) **Contact Person**
Chip Crawford President 407-426-7268
Charles McGrew, Vice-President
407-426-7268
Rick Marshall, Games Chairman
407-491-3170

- 4) **Complete Address of Organization**
Post Office Box 2948
Orlando, FL 32802-2948
Phone: 407-I AM SCOT (426-7268)

- 5) **Organization's Chief Official**
Chip Crawford, President



- 6) **Intended Use of Funds—Goals of the 2006/2007 Marketing Campaign**

A) Increase in-state, out of state tourism

We know that a substantial percentage of the event's attendance comes from inside Florida, but outside the greater Orlando region. The numbers indicate this category of attendee is likely to stay in Seminole County hotels.

B) Increase International Guests

Over the past few years, we have seen an increase in international participation. we will encourage that by hosting a group of Highland dancers from Canada. Our headline entertainment act is again "Enter the Haggis" from Toronto, Ontario. BBC Radio Scotland is airing our announcements. We are once again proud to partner with Icelandair as a major sponsor.

C) Solidify Support throughout U.S.

The Central Florida Scottish Highland Games continues to attract participants from across the country with dancers coming from as far away as Scotland and athletes from across the country We'll continue to help that along that with intelligent use of Internet and national Scottish advertising.

D) Further Expand Web Presence

The Internet continues to provide an inexpensive way to publicize the event. We continue to add to the utility and convenience of our web site.

- 7) **Amount Requested**
\$50,000

II Details of the Organization

1) What are your organization's goals and objectives?

The Scottish American Society of Central Florida is a not-for-profit corporation whose aims are as follows:

To promote, perpetuate, and encourage Scottish traditions and heritage in the Central Florida area. This aim is accomplished through the following:

To use all available means to disseminate information about the multitude of contributions made by Scots and Scot descendants to the economic, scientific, cultural, military, and public life of the United States and the State of Florida.

To provide educational programs to the public and private school systems, service clubs, and other organizations by supplying books, pamphlets, speakers, lecturers, visual learning aids, and demonstrations of dance, art, and piping, among other items of Scottish origin.

To further educate, acquaint, and entertain the general public in the Scottish traditions by the production of Scottish Highland Clan Gatherings and Highland athletic events.

To further assist, educate, and entertain the general public by actively seeking to bring to the area other events of a Scottish nature as may be available.

2) What services does your organization provide?

As laid out in our objectives, the Society supports the furtherance of Scottish culture in the Central Florida area.

Every month the Society presents a program of cultural interest that is open to the public at no charge.

Weekly Scottish Country Dancing classes are being held the Cathedral of St Luke, Orlando.

3) How will your organization monitor expenditure of funds?

The Scottish American Society has an established track record of fiscal responsibility. In the past twenty-nine years the Festival budgets have totaled more than two million dollars. These funds have been handled without major incident due to the rigorous controls.

A) Budgeting Process

The Games Council submits a detailed line item budget for review by the officers of the Society. The final budget is then presented to the Board of Directors of the Society for final approval. Budgets are viewed on a "not to exceed" basis. Each area of the Games Council is monitored to ensure they remain under budget. All requests for budget overruns (if any) must be approved by the Board of Directors and all bills approved for payment by the president of the Society.

B) Large Expense Review

Each member of the Games Council must get approval for any single expenditure in excess of \$300. This approval comes from the President. The Board must approve expenditures in excess of \$500.

C) Bonded Persons Responsible for Disbursements

The Treasurer prepares checks (with appropriate documentation) for signature by the President or Vice-President. An honesty bond covers all three of these officers.

D) Documentation Requirement

The Treasurer of the Society is responsible for keeping an original invoice for each expenditure. The Society President must approve each disbursement.

E) Budget and Expense Review by Board

Every month the Treasurer provides a detailed income statement and budget vs. actual report to the Board of Directors of the Society.

F) Financial review by a CPA

Each year, the records of the entire Society are submitted to a CPA for review. The Board of Directors of the Society reviews the results.

4) How will your event bring additional visitors and hotel room nights to Seminole County?

A) Largest Scottish Festival in Florida

This event is the largest of its kind in Florida. The majority of participants from outside the area will stay in hotels in Seminole County since events and setup start as early as 4:30 am.

B) Once in a lifetime pipe band competition

We would like to bring in two of the very best pipe bands in the world for an impressive day of pageantry and competition unlike anything the southeastern US has ever seen. Last month at the World Pipe Band Championship, Field Marshal Montgomery Pipe Band from Belfast, Ireland and Simon Fraser University Pipe Band from Vancouver, British Columbia, Canada took first and second place. And for the first time ever in North America, we have an opportunity to bring both bands to one venue here in Central Florida! We have already formally invited SFUPB and they have accepted.

C) International Appeal

The once in a lifetime nature of the above competition will have immense international appeal with larger number of attendees from Canada and Europe. These visitors, unfamiliar with the Central Florida area, will stay in the hotels located closest to the event in Seminole County.

5) What is your organizations experience in managing sponsorships and grants

We now have several years under our belt working hand in hand with Seminole County TDC to create many thousands of positive visitor impressions. We hope to continue this relationship for many years to come.

Previous Events sponsored by your organization

We have an unbroken string of 29 years of hosting the Central Florida Scottish Highland Games. There is a detailed economic impact spreadsheet included at the back of the booklet.

Simon Fraser University Pipe Band and Field Marshal Montgomery Pipe Band Special Event

How much will it cost?

It will cost between \$60,000 to \$90,000 to bring both bands. This will cover the fees, transportation and lodging for up to 80 people.

Who will come?

We believe that this will draw every pipe band from within a 500 mile radius. We estimate that to be 3000 people. Next, we believe that we will draw many pipe band aficionados from an even broader radius. With our plan to advertise on an international scale in all pipe band publications, all Scottish publications and select newspapers around the country, we estimate an influx of 7,500 to 15,000 additional people to the Seminole County area. I expect that most, if not all hotel rooms in Seminole County will be filled that weekend. This will be an event to be remembered for years to come!

Projected Schedule of special events: (all times are estimates)

Friday:

3:00 pm Bands play at Winter Springs Town Center

8:00 pm Bands play to close the reception and open Pub Night

Saturday:

Mid-morning: each band will play for a few minutes somewhere on the games field

12:00 pm Bands take part in Welcoming ceremony

2:00 pm Battle of the Bands—each band plays throw down tunes back and forth. Crowd is the judge.

5:30 pm—7:30 pm Free Concert on the field Both bands participate. This plan can only take place in the event that Winter Springs contributes at least \$25,000 to the event. The alternative will be a paid concert at a location within Seminole county to be determined.

9:00 pm Band members attend the ceilidh and take part to some degree. This has the potential to be one of the coolest parts of the weekend with individuals from each band vying to outdo each other.

Sunday:

10:00am—1:00pm Piping and drumming seminars Leading members of the bands will teach anyone interested in various aspects of piping and drumming to include: bass drum, tenor drum, snare drumming, piping, ensemble composition, etc. With such a broad curriculum, this alone will draw pipe bands from near and far and most importantly will result in additional room nights in Seminole County hotels.

Summary:

This is a once in a lifetime event never before seen in North America. It is an event concept that will truly put Seminole County and Winter Springs on the map in terms of highland games events. Due to the broad range of events for these bands many folks who normally drive in only for the day will be enticed to stay the night. This is particularly true of the pipe bands who will certainly stay at least one extra night in order to take part in the seminars on Sunday.

Here is some background information on these bands:

Field Marshal Montgomery Pipe Band—Current World Champion

The band won the coveted World Pipe Band Championships on Saturday 12 August, 2006 at a sun-soaked Glasgow Green. **Pipe Major Richard Parkes** MBE lifted the RSPBA Jubilee Trophy for the fifth time in the band's history, beating off tough competition from a strong line up of close contenders. Everyone in the organisation is rightly delighted with the result. Our drum major **Alastair Patterson** made it two firsts for FMMPB by winning the Adult Drum Major World Championship - another fantastic achievement. Congratulations to all of the band members and supporters for their commitment and dedication.

World War II had just ended. It was the summer of 1945. The natives were emerging from the 'cocoon' of restrictions in the townland of Drimalig, a few miles from Carryduff on the outskirts of Belfast.

A group of youths, mostly farmers' sons, congregated in a corrugated-iron, lean-to garage on the farm of Fred Scott. Somewhat tired of their wartime pursuits (which were limited), they hit upon the idea of forming a pipe band. But got bogged-down on just what to put in the title!

One 'bright spark' suggested that they should call their proposed formation after one of their great heroes of the war just ended - Field Marshal Montgomery. Unanimity finally prevailed, and in due time, a correspondence was sent to Bernard Law Montgomery, seeking his permission to use his name with regard to the 'raising' of a pipe band in Carryduff.

Having been promoted some twelve months earlier to the rank of Field Marshal, the man who proved to be the nemesis of the legendary German commander, Erwin Rommel, in the famous World War II desert campaign, answered the request of the Carryduff youths in the affirmative.

He went one better. The soldier who was later to become Viscount Montgomery of Alamein, sent the lads a generous donation of a ten shilling note for band funds.

Humble beginnings for what has become one of the world's top ensembles. Band web site: <http://www.fmmpb.com>

Simon Fraser University Pipe Band—4 time World Champions

Led by **Pipe Major Terry Lee** and **Lead Drummer J. Reid Maxwell** and wearing the Ancient Clan Fraser tartan, the band consists of a talented core of over thirty players. In 1982, the band won the Grade 1 North American Championship, the top prize on the continent. In August 1995 at Glasgow, Scotland, the band captured the ultimate prize on the globe, the Grade 1 World Pipe Band Championship. A year later, the band returned to Scotland and captured the title again becoming the first pipe band from outside the United Kingdom to win the World Championship more than once. In 1999, the band regained the World Championship title, winning the World Drum Corps Championship in the process, and most recently, the SFU Pipe Band was the World Champion in 2001! In 2001 SFU also won the Australian Pipe Band Championship. Band web site: <http://www.sfupipeband.com/>

Out of state Participants and guests: 10,000 Room Nights: 12,000+

Economic Impact \$3,500,000 +

III Event Information

1) Type of Event

The Central Florida Scottish Highland Games provide a combination of the best in Scottish competitions and entertainment.

A) Nationally Recognized Competitions

B) Entertainment and Festivities

- 1) **Parade of Tartans and Massed Bands**
- 2) **The Royal Mile**
- 3) **Children's Highland Games**
- 4) **Scottish Country Dance**
- 6) **Sheep Herding by Border Collies**
- 7) **Scottish Cuisine**
- 9) **Woodcrafts, Weavers, and Spinners**

2) Date of Event

January 19-20,2007

3) Number of Days and hours

January 19, 5 pm—12 am

January 20, 9 am—12 am

January 21 10am—1pm

4) Event Owner

The event is owned and operated by the Scottish American Society of Central Florida.

5) How will this event contribute to a positive image for Seminole County?

The Central Florida Scottish Highland Games is first and foremost a family oriented event with events designed for all ages.

1. Highland Dancing—Age 4 to adult organized in to age categories so that all participants can have a positive and enriching experience
2. Children's Games—This is where children of all ages have an opportunity to experience some of the same events as the adult competitors.
3. Piping and Drumming—All events open to participants of all ages arranged in age appropriate categories.
4. Clans and Societies— What aspect of Scottish heritage proclaims "Family" louder than the ancient clan structure?
5. World's best pipe bands—This will establish the Central Florida Highland Games as one of the premier cultural events in the country

6) Does this event have future implications, spin-offs, or other considerations?

Yes, we hope to expand the event to cover more days and include more events such as a

Celtic Music Festival, Scottish Tattoo, etc.

7) Projected number of:

Local Participants:	600
Local guests:	8,300
Out-of-town Participants:	3,000 (in-state and out of state)
Out-of-town guests:	10,000 (in-state and out of state)
Out-of-town media:	Unknown, though we have had media coverage from as far away as Canada and the UK

(8) Total number of hotel room nights required in Seminole County for event: 12,000 +

(9) Provide the estimated direct economic impact on Seminole County from your event: \$3,500,000

(10) How did you calculate this estimated impact? Please explain? Numbers are based off calculations on the spreadsheet on the next page. Room rates, gas prices, prices for meals, etc. are all intentionally conservative.



Projected Number of Out-of-town participants and Length of stay in Seminole County

Impact Dates		Average Expenditure (per person/day)	Fri 1/19	Sat 1/20	Sun 1/21	Mon 1/22	
- q U Transportation							
Attendees in category	6000						
%of total attendees	35.9%						
Percent active each day			100%	100%	25%	13%	
Hotel rooms (Sem C0) (estimate 1room/2 attendees)							
Food and Beverage	\$42.77	\$256,620.00	\$256,620.00	\$64,155.00	\$33,360.60	\$610,755.60	
Admission Fees	\$3.132	\$187,920.00	\$187,920.00	\$46,980.00	\$24,429.60	\$447,249.60	
Nightclubs/Lounges	\$10.75	\$64,500.00	\$64,500.00	\$16,125.00	\$8,385.00	\$153,510.00	
Shopping	\$18.43	\$110,580.00	\$110,580.00	\$27,845.00	\$14,375.40	\$263,180.40	
Auto Expense	\$63.24	\$379,440.00	\$379,440.00	\$94,860.00	\$49,327.20	\$903,067.20	
Other Transportation	\$33.88	\$203,280.00	\$203,280.00	\$50,820.00	\$26,426.40	\$483,806.40	
Other	\$5.91	\$35,460.00	\$35,460.00	\$8,865.00	\$4,809.80	\$84,394.80	
Subtotal	\$7.56	\$45,360.00	\$45,360.00	\$11,340.00	\$5,896.80	\$107,956.80	
Subtotal	\$23.86	\$1,283,160.00	\$1,283,160.00	\$320,790.00	\$166,810.80	\$3,053,920.80	
x U Transportation							
Attendees in category	2925						
%of total attendees	17.5%						
Percent active each day			19%	100%	27%	6%	
Hotel rooms (Sem C0) (estimate 1room/10 attendees)							
Food and Beverage	\$8.55	\$4,751.66	\$25,008.75	\$6,752.36	\$1,500.53	\$38,013.30	
Admission Fees	\$17.44	\$9,692.28	\$51,012.00	\$13,773.24	\$3,060.72	\$77,538.24	
Nightclubs/Lounges	\$2.11	\$1,722.63	\$6,171.75	\$1,666.37	\$370.31	\$9,381.06	
Shopping	\$1.43	\$794.72	\$4,182.75	\$1,129.34	\$250.97	\$6,357.78	
Auto Expense	\$112.3	\$6,241.07	\$32,847.75	\$8,868.89	\$1,970.87	\$49,928.58	
Other Transportation	\$5.43	\$3,017.72	\$15,882.75	\$4,288.34	\$952.97	\$24,141.78	
Other	\$0.53	\$294.55	\$1,550.25	\$418.57	\$93.02	\$2,356.38	
Subtotal	\$2.12	\$1,178.19	\$6,201.00	\$1,674.27	\$372.06	\$9,425.52	
Subtotal	\$48.84	\$27,142.83	\$142,857.00	\$38,571.39	\$8,571.42	\$217,142.64	
- q U Transportation							
Attendees in category	7800						
%of total attendees	46.6%						
Percent active each day			5%	100%	3%	3%	
Hotel rooms (Sem C0-estimate 1room/10 attendees)							
Food and Beverage	\$0.85	\$3,315.00	\$6,630.00	\$1,790.10	\$397.80	\$9,149.40	
Admission Fees	\$7.72	\$30,018.00	\$60,216.00	\$16,258.32	\$3,612.96	\$83,098.08	
Nightclubs/Lounges	\$2.11	\$822.90	\$16,458.00	\$4,443.66	\$987.48	\$22,712.04	
Shopping	\$1.43	\$557.70	\$11,154.00	\$3,011.58	\$669.24	\$15,392.52	
Auto Expense	\$112.3	\$4,379.70	\$87,594.00	\$23,650.38	\$5,255.64	\$120,879.72	
Other Transportation	\$3.32	\$12,948.00	\$25,896.00	\$6,991.92	\$1,553.76	\$35,736.48	
Other	\$0.53	\$208.70	\$4,174.00	\$1,116.18	\$248.04	\$5,704.92	
Subtotal	\$2.12	\$828.80	\$16,536.00	\$4,464.72	\$992.16	\$22,819.68	
Subtotal	\$29.31	\$11,430.90	\$228,618.00	\$61,726.86	\$13,717.08	\$315,492.84	

	Quantity	Multiplier	Event days	TOTALS
How much will event organizers spend locally?				
How many adult out-of state participant days expected?	2800	\$ 122.00	2	\$ 683,200.00
How many adult out-of state attendance/spectator days expected?	6000	\$ 122.00	2	\$ 1,464,000.00
How many out-of state media/professional days expected?	25	\$ 122.00	2	\$ 6,100.00
How many adult in-state attendance/spectator/participant days expected?	7800	\$ 91.00	2	\$ 1,419,600.00
How many youth out-of state participant days are expected?	500	\$ 61.00	2	\$ 61,000.00
How many youth in-of state participant days are expected?	600	\$ 57.00	2	\$ 68,400.00
What is the expected event-site spending?				
What other expenditures, if any, are anticipated?				
TOTAL DIRECT IMPACT=				\$ 3,702,300.00
	Direct Impact	Divider	Multiplier	
Total output economic impact:	\$ 3,702,300.00		1.5	\$ 5,553,450.00
Total earnings impact:	\$ 3,702,300.00		0.57	\$ 2,110,311.00
Total employment impact:	\$ 3,702,300.00	1,000,000	22	81.45
	Direct Impact	Non-Taxable Sales	Sales Tax Rate	
STATE SALES TAX GENERATED:	\$ 3,702,300.00		0.06	\$ 222,138.00
		State Sales Tax Generated	Florida DOR Disbursement Multiplier	
STATE SALES TAX REIMBURSED TO COUNTY:		\$ 222,138.00	0.09653	\$ 21,442.98
	Direct Impact	Non-Taxable Sales	Option Sales Tax Rate	
COUNTY LOCAL OPTION SALES TAX:	\$ 3,702,300.00	\$ -	0.01	\$ 37,023.00
	Estimated Rooms Per Night To Be Secured	Estimated Nights In Town	Approximate Hotel Rooms Secured	Average Room Rate Per Night
TOTAL HOTEL IMPACT:				\$ -
	Total Hotel Impact		Resort Tax Rate	
COUNTY RESORT TAX RECOUPED:	\$ -		0.03	\$ -
TOTAL RESORT TAX & STATE SALES TAX RECOUPED BY COUNTY:				\$ 58,465.98
RENTAL COSTS OF FACILITIES OWNED & RECOUPED BY THE COUNTY:				\$ -
RENTAL COSTS OF FACILITIES OWNED & RECOUPED BY THE CITY:				\$ -
BID FEES AND COSTS ASSOCIATED TO THE EVENT PAID BY THE COUNTY:				\$ -
BID FEES AND COSTS ASSOCIATED TO THE EVENT PAID BY THE CITY:				\$ -
APPROXIMATE REVENUE RECOUPED BY THE COUNTY ON THE EVENT:				\$ 58,465.98

Seminole County Work sheet

Proposed Schedule of Events

(Subject to minor changes)

Friday, January 19, 2007

Whisky Tasting

5 pm - 6:30 Host Hotel

An industry expert will lead the the tasting and discuss how whisky is made and specifically, what makes Scotch Whisky so unique.

Sponsor's Reception

7:00 - 8:30 pm Host Hotel

Our way of saying thank you to our many sponsors. This is an opportunity for us to honor the folks who make it all possible. This is a dressy affair with many decked out in their Highland finery.

Pub Night

8:30 - 11:30 pm Host Hotel

The name speaks for itself. A recreation of a real Scottish pub for an evening with our terrific entertainers and YOU! \$10 at the door or in advance.

Scottish Country Dancing

8:30 - 11:30 pm Host Hotel

Bring your ghillies and your spirit of fun and adventure for a wonderful evening of authentic Scottish country dancing. You'll see where many of the early American folk dances came from. No charge! This is the night to practice for the Country Dance Ball on Saturday night.

Saturday, January 20, 2007

30th Annual Central Florida Scottish Highland Games

8 am - 5 pm (rain or shine)

Central Winds Park

8 am - close Highland Athletics, Highland Dance competition, Pipe band and individual competition Entertainers and Pipe bands will perform throughout the day.

Opening ceremonies - 12 noon main field

You won't want to miss this! Thrill to skirl of the pipes and the beat of the drums as the Massed Pipe bands officially open the Games at the head of the impressive Parade of Tartans. Clan members shout their ancient war cries as they enter the field of *now* friendly competition. Be sure to visit all the clan tents and many Scottish vendors throughout the day.

The Ceilidh

8:00 - til..

Our entertainers perform along with other talented individuals in a casual "free for all" atmosphere with casual food and lot's of "dancin', singin', and carryin on". Scots call this a "bit of a knees up" Y'all come!

Project Budget Recap

1) Projected Expenses

Travel (SFUPB and FMMPB)	\$49000
Housing	\$8900
Site	
Central Winds Park Rental	\$3000
Tents/Tables/Chairs	\$9500
Golf Carts/Radios/Dumpsters	\$2500
Paramedics	\$1000
Electrician	\$8000
Security and Support Staff	\$4100
Competitions	
Athletics	\$2000
Highland Dancing	\$7000
Piping and Drumming	\$10000
Trophies	\$2500
Children's Games	\$1000
Entertainment	
The Wyndbreakers, "Enter the Haggis", etc	\$9000
Games Materials	
Programs	\$6000
Honored Clan	\$300
Hospitality	
Sponsor's Reception	\$6000
Information/Hospitality Tables	\$1500
Marketing/Promotions	
Sponsor Relations and Marketing	
Sponsor Giveaways	\$500
National Marketing	
Periodical Publications	
Piper and Drummer Oct/Dec 3 ea Full Page @\$1000	\$3000
Scottish Life Fall/Winter 1 ea full Page @\$1100	\$1100
Scottish Banner Nov/Dec 2 ea Full page @\$1000	\$2000
Highlander Nov—Dec 2 ea back page @\$1500	\$3000
Brochures 10,000 printed (for direct maik)	\$1000
Games Display (Updates)	\$500
Web Site Setup and maintenance fees	\$578
International Marketing	
Scottish Publications and Journals	
Scotsman	\$1500
Daily Record	\$1500
Evening News	\$1500

Florida Marketing—Out of Metropolitan Orlando	
Newspaper Advertising	
Orlando Sentinel (pro-rated for out of area coverage)	\$18000
Gainesville Sun	\$1000
Tampa Tribune	\$2540
Florida Today	\$2000
Miami Herald	\$1000
Posters	\$1250
Cable TV (pro-rated for out of area coverage)	\$12000
Flyers	\$850
Press Relations	\$1000
Total Tourism Funds (Excess to be paid by Society)	\$55,818
Total Projected Expenses	\$179,118

1) Projected Income

Tourism Development Tax Request	\$50,000
Additional Funding Sources	
Winter Springs	\$25,000
Corporate Sponsorships (Icelandair, Dunedin Brewery)	\$5,000
Clan and individual Sponsorships	\$5,500
Total Additional Funds	<u>\$30,500</u>
Other Income Sources	
Ticket Sales	\$130,000
Vendor Fees	\$6,000
Advertising Sales	\$1,000
Ceilidh Ticket Sales	\$3,000
Competition Fees	\$4,500
Total Other Income	<u>\$144,500</u>
Total Projected Income	<u><u>\$225,500</u></u>
Projected Profit	\$46,382

Appendix A - Articles of Incorporation

ARTICLES OF INCORPORATION

OF

The Scottish-American Society of Central Florida, Inc.
(A Corporation Not For Profit)

We, the undersigned, with other persons, being desirous of forming a Corporation for education, charitable and philanthropic purposes, under the provisions of Chapter 617 of the Florida Statutes, do agree to the following:

Article I

The name of this corporation shall be: The Scottish-American Society of Central Florida, Inc.

Article II

The nature of the objects and purposes of this corporation shall be:

- A To promote, perpetuate and encourage Scottish Traditions and Heritage in the Central Florida area.
- B To educate, acquaint and disseminate information to the general public by all available means, of the important contributions of Scots and Scots descendants to the economic, scientific, cultural, military and public life of the United States and the State of Florida.
- C To provide educational information to the public and private school systems, service clubs and other organizations by supplying speakers, lecturers, visual learning aids, demonstrations of dance, art, piping, articles in the news media, books and pamphlets.
- D To further educate, acquaint and entertain the general public in the Scottish traditions by the promotion and sponsoring in the Central Florida area, as well as elsewhere, of Scottish Highland Clan Gatherings and Highland Athletic events, such as developed and are traditionally Scottish in origin, including the traditional athletic event to be known as the Orlando Scottish Highland Games and any other such events as may be undertaken.
- E To further assist, educate and entertain the general public by actively seeking to bring to the area, such other events of a Scottish nature, such as traveling military bagpipe bands, Scottish dancers and entertainers as may be available.

Article III

The membership of this corporation shall constitute all persons hereinafter named as subscribers and such other persons, as from time to time hereafter may become members, according to the sections below:

- A All persons, regardless of age, sex, national origin or religious belief, who express and profess, to the satisfaction of the membership committee, a genuine interest in the purposes and objectives of the corporation, have a genuine love of the Scottish Heritage and Tradition, who also satisfy the Membership Committee, that they will work to uphold, promote, encourage the perpetuation of Scottish Tradition and Heritage shall be eligible for membership.

Article IV

This corporation shall have perpetual existence.

Article V

The names and residences of the subscribers to these articles are:

Mr. & Mrs. Gerald Bottomley	Mr. & Mrs. Richard MacLauchlin
3017 JoyAnn St.	751 Essex Place
Orlando, Florida	Orlando, Florida

Mr. & Mrs. C. P. McCall
1610 Hull Circle
Orlando, Florida

Article VI

- A The officers of the corporation shall be a President, one or more Vice-Presidents, a Secretary and a Treasurer.
- B The names of the persons, who having duly been appointed to serve as officers until the first meeting of the Board of Directors are:

Sharon K. Bottomley, President
Richard B. MacLauchlin, Vice President
Andrea White, Secretary
Charles P. McCall, Treasurer, Registered Agent

- C The officers shall be elected at the annual meeting of the Board of Directors or as provided for in the By-Laws.

Article VII

- A The business affairs of this corporation shall be managed by the Board of Directors. This corporation shall have at least four (4) directors in the beginning. The number of Directors may be increased from time to time, in accordance with the By-Laws, but shall never be less than four (4).
- B The Board of Directors shall be members of the corporation in good standing.
- C Members of the Board of Directors shall be elected and hold office in accordance with the By-Laws.
- D The names and addresses of persons duly elected to serve as Directors for the ensuing year or until the next annual meeting are:

Iola Wylie	315 Seminole Blvd. Casselberry, Florida
Wally Hughson Betty Hughson	1148 Neuse Ave. Orlando, Florida
Kenneth White Andrea White	2454 Carolton Road Maitland, Florida
Stephen Pohl Diane Pohl	1206 Park Manor Drive Orlando, Florida
William Brown Joanne Brown	4540 Lenmore Place Orlando, Florida
William Sinnott Patricia Sinnott	4500 Larado Place Orlando, Florida
Peter Wright Mildred Wright	Box 795 Oviedo, Florida
Andrew B. McCallum Mary McCallum	1830 Fawsett Rd. Winter Park, Florida
Irving MacEwan Charlotte MacEwan	7516 Houston Court Orlando, Florida
Joseph Mooney Mrs. Mooney	6200 Yucatan Drive Orlando, Florida
Margaret Baer	301 S. Solandra Drive Orlando, Florida
Stuart C. Cumming	Rt. 2, 62W Daland, Florida

William A. McDonald 911 Carvell Drive
Winter Park, Florida

Richard B. MacLauchlin 751 Essex Place
Eleanor MacLauchlin Orlando, Florida

C. P. McCall 1610 Hull Circle
Marian S. McCall Orlando, Florida

Gerald Bottomley 3017 Joyann Street
Sharon Bottomley Orlando, Florida

- E Other persons may be elected to the Board of Directors at any regular or special called meeting of the general membership of the corporation and shall serve until the next annual meeting of the members.

Article VIII

- A The Board of Directors of this corporation shall provide such By-Laws for the conduct of its business and the carrying out of its purposes and objectives and may recommend changes as they deem necessary from time to time.
- B Upon proper notice, the By-Laws of the Corporation may be amended, altered or rescinded by a majority vote of those members of the Board of Directors at any regular meeting or any special meeting called for that purpose.

Article IX

These Articles of Incorporation may be amended at any regular or any special meeting called for that purpose, of the Board of Directors, by a majority vote of the Board of Directors present and voting. Said amendments must then be ratified by a majority of the members of the corporation present and voting at a regular or special meeting of the membership. Each and every member in good standing shall be entitled to one (1) vote.

Article X

The registered address of this corporation shall be 1610 Hull Circle, Orlando, Florida and the registered agent at that address shall be C. P. McCall.

Article XI

No part of the earnings, receipt of dues, sale of advertising, receipts from patrons, sponsors, gifts, contributions or other funds from whatever source of the corporation, shall inure to or benefit or be distributable to its members, directors, officers, or other private persons. The corporation shall be empowered and authorized to make payments and distributions in the furtherance of the purposes and objectives as

set forth hereinbefore. No part of the activities of the corporation shall be the carrying on of propaganda or attempting to influence legislation and the corporation shall not participate in or intervene in (including the publishing or distribution of statements) a political campaign on behalf of any candidate for public office. Notwithstanding any other provision of these Articles of Incorporation, the Corporation shall not carry on any other activities not permitted to be carried on (A) by a corporation exempt from Federal Income Tax under Section 501.3.c of the Internal Revenue Code of the United States or (B) by a corporation, public contributions to which would be deductible under section 170.c.2 of the Internal Revenue Code of the United States.

Article XIII

Upon dissolution of the corporation, the Board of Directors shall, after paying or making provision for the payment of all of the liabilities of the corporation, dispose of all of the assets of the corporation then remaining exclusively for the purpose and objectives of the corporation, in such manner; or to such organization or organizations organized and operated exclusively for educational or charitable purposes as shall at the time qualify as an exempt organization under Section 501.3.c., of the Internal Revenue Code of the United States as the Board of Directors shall determine. Any such assets not so disposed of shall be disposed of by the Court located in the County in which the principal office of the corporation is then located, having jurisdiction over such matters, exclusively for such purpose or to such organization or organizations as said Court shall determine which are organized and operated exclusively for such purpose.

A dissolution of this corporation must be approved by a majority vote of at least ninety per cent (90%) of the members then registered.

Article XIII

This corporation in the furtherance of its purposes and objectives, shall be entitled to and be possessed of all of the privileges, franchises and powers, including the borrowing of money, granted to corporations not for profit pursuant to the laws of the State of Florida. The corporation may acquire and dispose of property, real, personal and mixed, tangible and intangible, by purchase, exchange, gift or otherwise, without limitation as to kind or amount, and the corporation may incur debts or indebtedness, secured and unsecured, in connection with and growing out of any act or transactions arising from or in furtherance of any of its stated or authorized purposes including fund raising, sale of advertising and any methods not forbidden by statute for corporations not for profit.

The Board of Directors may, but shall not be required to, adopt By-Laws which limit the nature or amounts of such

liabilities of the corporation or proscribe the method or authority of the officers to issue same.

Article XIV

Exemption of Liability - The private property, properties, assets, funds of any and all kinds and nature now held, owned, controlled and the same as may be acquired in the future of and by the individual incorporators, members, directors, officers, employees and agents of this corporation shall be forever exempt and untouchable by and from any liability of whatever nature, that may arise from the activities of this corporation in pursuing its stated and authorized purposes and objectives. It is hereby specified and provided that each director, member, officer and agent shall be indemnified by the corporation against expenses actually and necessarily incurred by him in connection with the defense of any action, suit or proceeding in which he is made a party by reason of his being or having been a director, officer or member of this corporation, except in relation to matters as to which shall be adjudged in such action, suit or proceeding to be liable by reason of negligence or misconduct in the performance of his duties.

IN WITNESS WHEREOF, we have hereunto set our hands and seals, this 19 day of ~~December~~ 1977 A.D., for the purpose of incorporation pursuant to Chapter 617, Part I, Florida Statutes, the provisions of which are hereby accepted and for the purpose set forth herein.

Muriel J. McCall (SEAL)

Charles P. Tall (SEAL)

Richard B. MacFarlane (SEAL)

Richard B. MacFarlane (SEAL)

Richard B. MacFarlane

State of Florida
County of Orange

I hereby certify that on this day, before me, an officer duly authorized in the State aforesaid and the County aforesaid to take acknowledgements, personally appeared before me the above persons, known to me to be the persons described in and who executed the foregoing Articles of Incorporation and they acknowledge before me that they executed the same.

Witness my hand and official seal at Orlando in the County and State aforesaid this 29 day of ~~December~~ 1977 A.D.

Roberta C. Cila (SEAL)

NOTARY PUBLIC, STATE OF FLORIDA AT LARGE

Appendix B - Society By-laws

The Scottish-American Society of Central Florida, Inc.

By-Laws

Article I: Name

The name of this Society shall be The Scottish-American Society of Central Florida, Inc.

Article II: Objects

The objects of this Society shall be to promote, perpetuate and encourage Scottish Traditions and Heritage in the Central Florida area.

To educate and disseminate information to the general public of the contributions of Scots and Scots descendants to the economic, scientific, cultural, military and public life of the United States and the State of Florida.

To provide educational information to the public and private school systems, service clubs and other organizations by supplying speakers, lecturers, visual learning aids, demonstrations of dance, art, piping, articles in the news media, books, and pamphlets.

To promote, perpetuate and encourage Scottish traditions and heritage by sponsoring in the Central Florida area and elsewhere, the Scottish Highland Clan Gatherings and highland Athletic events, Scottish in origin, including the athletic event known as "The Orlando Scottish Highland Games" which will include travelling military bagpipe bands, Scottish Dancers and entertainers.

Article III: Members

Section I

Membership is open to all persons, regardless of age, sex, national origin or religious belief, who express to the satisfaction of the membership committee, a genuine interest in the purposes and objectives of the Society and have a love of the Scottish heritage and traditions. They must work to uphold, promote and encourage the perpetuation of the Scottish Heritage and Traditions.

Section II

Each member in good standing of the Scottish-American Society of Central Florida, Inc. shall be entitled to one vote at any regular or special meeting of the Society. A family membership shall consist of two adults residing at one address and entitled to one vote each at any meeting. Absentee ballots will be mailed via first class mail and must be received for count by the February meeting.

Section III

Membership in good standing shall commence upon payment of dues and continue for 12 months from the first of the month thereafter. Dues shall be payable by January 31st in order to be in good standing for the election of officers as presented at the Annual Meeting. Dues shall be \$12 per year for a single member and \$18 per year for a family.

Section IV

The Board of Directors shall generally meet once a month for the purpose of conducting business at a time, date and place to be announced prior to such meetings.

The Annual Meeting of the Society will be held in February each year and shall be for the purpose of electing officers and directors, receiving reports of officers, committees and any other business of a pertinent nature. Installations of officers shall be held at a date, time and place to be announced prior to the March meeting by a past officer appointed by the President. The election of officers at the Annual Meeting shall be conducted by the President.

Section V

The quorum for the transaction of business shall consist of not less than 15% of the members at the date of the meeting. No meeting shall transact business or make any decision without at least three elected officers in attendance. Motions brought to the floor for a vote shall be decided by a majority vote of the membership present.

Section VI

Special meetings of the Board of Directors may be called by the Board Chairman providing that 3 Directors have notified the Board Chairman for the need of such a meeting. The chairman or Vice-Chairman may call a meeting if necessary.

Section VII Nominating Committee

The President of the Society will appoint a Nominating Committee of three people in November each year. In order to be eligible for this Committee, a member must have been a member of good standing in the Society for at least two years. The committee will present their slate for election to the General Membership in January and for election, at the Annual Meeting of the Society in February. Nominations for each office will also be open from the floor at the January meeting.

Article IV: Officers of the Society

The officers of the Society shall be a Board of Directors, a President, one or more Vice Presidents, a Secretary and a Treasurer.

Section I

The Board of Directors shall be elected by majority vote of the membership at the annual meeting in February. Membership of the Board of Directors shall not exceed Eleven (11) and shall consist of four (4) elected officers and six (6) members at large who will be elected by the membership for a two year term. The eleventh (11th) member shall be the most recent available past President of the Society. The President, Vice President, Secretary and Treasurer by virtue of having been elected as Society officers by the general membership, are automatically members of the Board of Directors during their one year term as an officer.

The President of the Society shall serve as the Chairman of the Board of Directors and the Vice-President shall serve as the Vice-Chairman of the Board.

The President, Vice-President, Secretary and Treasurer of the Society shall be elected to serve a one year term by a majority of the general membership present at the Annual Meeting. Elected Directors shall not serve consecutive terms.

The President, Vice-President and Secretary of the Society shall not be eligible to serve more than a one year term in the same office, but may be elected to serve in another office. The Treasurer of the Society may consecutively serve three one year terms of office. If it is in the best interest of the Society for an elected officer to serve for an additional period of time, this rule may be waived by a motion made and passed by a majority vote of the general membership. Said motion must specify reason for such a waiver and length of time requested for the additional term of office. No officer shall make this motion on his own behalf.

The Board of Directors is the legally constituted policy making body of the Society and has the responsibility of guiding the Society to accomplish the aims and purposes of the Society.

The Board of Directors shall promptly fill by appointment any vacancy occurring on the Board or other Society officer for the unexpired term.

The Board of Directors by majority vote may declare a vacancy on the Board whenever a member of the Board has failed to attend three consecutive Board meeting (*sic*) without acceptable excuse.

The Board of Directors shall have the power to delegate authority to an officer or committee to carry out the aims and purposes of the Society under the Board's direction. The Board will submit its plans and projects to the General Membership for ratification.

Section II Duties of Officers

The President of the Society shall be the chief operating officer and carry out the wishes and plans of the Board of Directors and shall serve as ex-officio member of all standing committees and shall preside over regular and annual meetings of the membership.

The Vice-President of the Society shall assist the President in carrying out the plans and instructions of the Board and shall preside at any regular meeting of the membership in the absence of the President.

The Secretary shall keep a record of minutes of the regular meetings, Board meetings, annual meetings and any other special meetings as called by the Board or the Membership of the Society, conduct all correspondence pertinent to the Society's affairs and make reports as required.

The Treasurer shall be chief fiscal officer of the Society; shall maintain a depository of the Society's funds, receive and record all monies, maintain financial records, make disbursements of Society funds in accordance with the By-Laws and as otherwise authorized by the Board of Directors. Shall make full reports as required of the financial condition of the Society, and is hereby authorized to make such disbursements within reason and upon presentation of proper voucher or bill of normal operating expenses without having first obtained Board approval provided the vouchers or bills are approved by an officer or committee chairman who has been delegated the authority to make such normal course of business expenditures.

Article V: Standing Committees

To carry out the purposes and objectives of the Society, the following committees shall be established as standing committees. Chairpersons shall be nominated by the President and subject to approval by the Board.

Membership Committee: This committee shall receive and review all requests for membership in the Society and recommend to the membership for approval those requests that meet the conditions as established in the By-Laws.

Educational Committee: This committee shall prepare and carry out all educational projects of the Society, prepare and distribute educational materials, provide speakers, demonstrations and other activities to the general public, the school systems and all other organizations desiring this information.

Games Council: This committee shall work to bring about Clan Gatherings and Highland Games in the Central Florida area and shall be assisted by representatives of all other committees.

Financial Operations and Means Committee: This committee shall have as its primary function the review and evaluation of projects relating to funding and operations, shall receive budgetary requests from other committees, prepare a general budget which will be presented to the Board of Directors for acceptance or declination or referral to the general membership for action. This committee shall promulgate and implement plans and projects to assist in raising funds when necessary to assist the society in its various activities and plans. The Finance Coordinator and Treasurer of the Games Committee and the Treasurer of the Society shall be members of this committee along with others as may be appointed.

Publicity Committee: This committee shall have as its primary objective dissemination of information, advising the general public of the aims and purposes of the Society, to create interest in the Society and its objectives and to interest the public in attending, benefiting or participating in activities of the Society.

Social Committee: This committee shall plan and carry out plans approved by the Board of Directors for social functions and programs for the benefit of the general members enjoyment and pleasure.

Scholarship Committee: This committee shall present to the Board, the credentials of the candidates for the annual scholarships to be awarded by the Society.

Article VI: Funds of the Society

No funds of the Society regardless of how acquired, whether through dues, contributions, gifts or corporate activities, shall inure or accrue to the benefit of or be distributable to any individual member, director, officer, or other private person, except that personal funds advanced by a member for Society activities may be reimbursed upon presentation of proper bill and duly approved by the Treasurer in accordance with the By-Laws.

Each member of the Society shall be assessed annual dues as determined by the Board of Directors and ratified by the membership and payable in advance for each ensuing year.

Members in good standing shall be those members only whose dues are paid current.

Recognizing that officers, directors and others may be called upon from time to time to travel to fill speaking and other engagements, attend other Society meetings in helping promote this Society's activities and such out-of-pocket expenses may be reimbursed after the activity or travel having first been approved by a majority of the officers not to exceed \$100. Such expense over \$100 shall require approval of a majority of the Board on a regular or special meeting called.

The Board of Directors shall have the power and authority to borrow money whenever, in the discretion of the Board of Directors, the exercise of said power is required in the best interests of

the Society, and in such case the Board of Directors may authorize the proper officers of the Society to make, execute and deliver in the name and on behalf of the Society such notes, bonds and other evidences of indebtedness as said Board of Directors shall deem proper.

Article VII: Exemption of Liability

The private property, properties, assets, funds of any and all kinds and nature now held, owned, controlled and the same as may be acquired in the future of and by the individual incorporators, members, directors, officers, employees and agents of this Society shall be forever exempt and untouchable by and from any liability of whatever nature, that may arise from the activities of this Society in pursuing its stated and authorized purposes and objectives. It is hereby specified and provided that each director, member, officer and agent shall be indemnified by the Society against expenses actually and necessarily incurred by him in connection with the defense of any action, suit or proceeding in which he is made a party by reason of his being or having been a director, officer or member of this Society, except in relation to matters as to which shall be adjudged in such action, suite or proceeding to be liable by reason of negligence or misconduct in the performance of his duties, present or past as instructed by the corporation through its officers.

Article VIII: Dissolution of Society

The Society may be dissolved by a vote of ninety (90) percent of the members listed, present or voting by mail, such vote to be cast at a special meeting called for this specific purpose, with provision for duly authorized written ballots representing members not present at the meeting for dissolution.

Upon dissolution of the Society, the Board of Directors shall after paying or making provision for the payment of all the liabilities of the Society, dispose of all the assets of the Society then remaining, exclusively for the purpose and objectives of the Society, in such manner or to such organization or organizations organized and operated exclusively for educational or charitable purposes as shall at the time qualify as an exempt organization under Section 501.C.3 and Section 170.C.2 of the Internal Revenue Code of the Unites states as the Board of Directors shall determine. Any such assets not so disposed of shall be disposed by the Court located in the County in which the principal office of the Society is then located, having jurisdiction over such matters, exclusively for such purpose or to such organization or organizations as said Court shall determine which are organized and operated exclusively for such purpose.

Article IX: Section 501.C.3 IRS Code

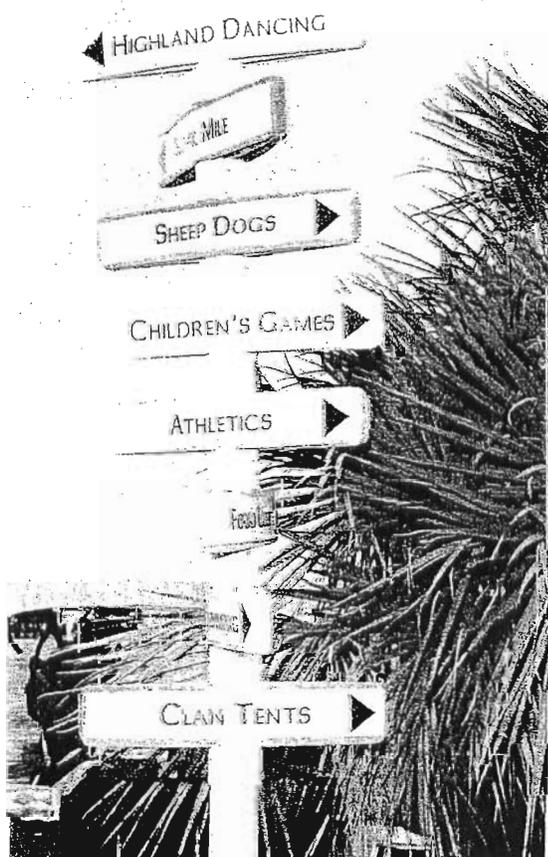
Notwithstanding any other provision of these articles, this Society shall not carry on any activities not permitted by (a) a corporation or other organization exempt from Federal Income Tax under Section 501.C.3 of the IRS Code of 1954 or the corresponding provision of any future United States Internal Revenue Law or by (b) a corporation or organization, contributions to which are deductible under Section 170.C.2 of the IRS Code of 1954 or any corresponding provision of nay future Unites States Internal Revenue Law. No part of the activities of the Society shall be the carrying on of propaganda or attempting to influence legislation and the Society shall not participate in or intervene in (Including the publishing or distribution of statements, a political campaign on behalf of any candidate for public office.

Article X:

The By-laws of this Society may be amended at any business meeting the Society by a vote of two thirds of the members present provided that written notice of the proposed amendment or amendments shall have been given to the membership at least 30 days prior to the meeting.

For the benefit of the Society, the By-Laws shall be reviewed and updated every two years.

The rules contained in the latest edition of Roberts Rules of Order shall govern this Society in all cases to which they are consistent with the By-laws.



Appendix C - IRS Notice of Not-for-profit Status

Internal Revenue Service

District Director

Scottish American Society Of
Central Florida
P.O. Box 2948
Orlando, FL 32802

Department of the Treasury

Returns Program Management
Staff - Taxpayer Assistance
P.O. Box 1055 - Room 1109
STOP 520
401 West Peachtree St., NH
Atlanta, GA 30370

Date: JUL 01 1993

Date of Inquiry:
June 18, 1993

EIN:
59-2824066

Dear Taxpayer:

This is in response to your request for confirmation of your exemption from Federal income tax.

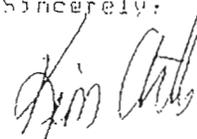
Our records indicate your organization was granted exemption from Federal income tax under section 501(c)(3) of the Internal Revenue Code by our letter dated May 1978. You were further determined not to be a private foundation within the meaning of section 509(a) of the Code because you are an organization described in section 509(a)(2).

Contributions to you are deductible as provided in section 170 of the Code.

The tax exempt status recognized by our letter referred to above is currently in effect and will remain in effect until terminated, modified or revoked by the Internal Revenue Service. Any change in your purposes, character, or method of operation must be reported to us so we may consider the effect of the change on your exempt status. You must also report any change in your name and address.

Thank you for your cooperation.

Sincerely:



Exempt Organizations Coordinator

Appendix D - List of Officers and Board Members

President

Chip Crawford

Vice-President

Chuck McGrew

Secretary

Jacqui Schooling

Treasurer

Steve Russell

Board

Robert Miller

Rick Marshall

Jean Gordon

Mikki Marshall

Elaine Hale

Tim Gouge

Pete Linnenkamp (past president)

Appendix E - Financial Statement

Scottish American Society of Central Florida, Inc.

Balance Sheet

As of April 30, 2006

ASSETS

Current Assets –

Cash

Checking – Washington Mutual		\$54,946
Money Market Accounts-		
Washington Mutual	\$ 14,231	
Janney Montgomery Scott	\$ 5,250	19,481

Total Cash 74,427

Total Current Assets 74,427

Fixed Assets –

Office Equipment		2,200
Field Supplies (Tents, Fencing, etc.)		3,000

TOTAL ASSETS \$ 79,627

LIABILITIES & EQUITY

Equity – \$ 79,627

TOTAL LIABILITIES & EQUITY \$ 79,627

ACORD CERTIFICATE OF LIABILITY INSURANCE

CSR DD
ASSO-15

DATE (MM/DD/YYYY)
09/14/06

PRODUCER
 Firststream Insurance Group Inc
 P.O. Box 8908
 Fort Lauderdale FL 33310-8908
 Phone: 954-561-2220

INSURED
 Association of Scottish Games
 1948 Valley Drive
 Dunedin FL 34698

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW.

INSURERS AFFORDING COVERAGE	NAIC #
INSURER A: Scottsdale Insurance Company	41297
INSURER B:	
INSURER C:	
INSURER D:	
INSURER E:	

COVERAGES

THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. AGGREGATE LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSURER	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YY)	POLICY EXPIRATION DATE (MM/DD/YY)	LIMITS
<input checked="" type="checkbox"/> GENERAL LIABILITY <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> Liquor Liab GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC	CLS1247945 CLS1247945	03/01/06 03/01/06	03/01/07 03/07/07	EACH OCCURRENCE	\$ 1000000
				DAMAGE TO RENTED PREMISES (Ea occurrence)	\$ 50000
				MED EXP (Any one person)	\$ 1000
				PERSONAL & ADV INJURY	\$ 1000000
				GENERAL AGGREGATE	\$ 3000000
				PRODUCTS - COMP/OP AGG	\$ Included
				Liquor	1000000
<input type="checkbox"/> AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> NON-OWNED AUTOS				COMBINED SINGLE LIMIT (Ea accident)	\$
				BODILY INJURY (Per person)	\$
				BODILY INJURY (Per accident)	\$
				PROPERTY DAMAGE (Per accident)	\$
<input type="checkbox"/> GARAGE LIABILITY <input type="checkbox"/> ANY AUTO				AUTO ONLY - EA ACCIDENT	\$
				OTHER THAN AUTO ONLY: EA ACC	\$
<input type="checkbox"/> EXCESS/UMBRELLA LIABILITY <input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS MADE <input type="checkbox"/> DEDUCTIBLE <input type="checkbox"/> RETENTION \$				EACH OCCURRENCE	\$
				AGGREGATE	\$
					\$
					\$
					\$
<input type="checkbox"/> WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? If yes, describe under SPECIAL PROVISIONS below <input type="checkbox"/> OTHER				WC STATUTORY LIMITS	OTHER
				E.L. EACH ACCIDENT	\$
				E.L. DISEASE - EA EMPLOYEE	\$
				E.L. DISEASE - POLICY LIMIT	\$

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES / EXCLUSIONS ADDED BY ENDORSEMENT / SPECIAL PROVISIONS

Insured: Scottish American Society of Central Fl/Central Florida Scottish Highland Games

Event: Central Florida Scottish Highland Games, Jan. 20-21, 2007

CERTIFICATE HOLDER

SEMINCC

Seminole County Convention & Visitors Bureau
 1230 Douglas Ave.
 Longwood FL 32779

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, THE ISSUING INSURER WILL ENDEAVOR TO MAIL 10 DAYS WRITTEN NOTICE TO THE CERTIFICATE HOLDER NAMED TO THE LEFT, BUT FAILURE TO DO SO SHALL IMPOSE NO OBLIGATION OR LIABILITY OF ANY KIND UPON THE INSURER, ITS AGENTS OR REPRESENTATIVES.

AUTHORIZED REPRESENTATIVE
Nathan Campbell, CPCU

ACORD CERTIFICATE OF LIABILITY INSURANCE

CSR DD
ASSO-15

DATE (MM/DD/YYYY)
09/14/06

PRODUCER
Gulfstream Insurance Group Inc
P.O. Box 8908
Fort Lauderdale FL 33310-8908
Phone: 954-561-2220

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW.

INSURED
Association of Scottish Games
1948 Valley Drive
Dunedin FL 34698

INSURERS AFFORDING COVERAGE	NAIC #
INSURER A: Scottsdale Insurance Company	41297
INSURER B:	
INSURER C:	
INSURER D:	
INSURER E:	

COVERAGES

THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. AGGREGATE LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR ADD'L LTR INSRD	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YY)	POLICY EXPIRATION DATE (MM/DD/YY)	LIMITS
A	GENERAL LIABILITY <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> Liquor Liab	CLS1247945 CLS1247945	03/01/06 03/01/06	03/01/07 03/07/07	EACH OCCURRENCE \$ 1000000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 50000 MED EXP (Any one person) \$ 1000 PERSONAL & ADV INJURY \$ 1000000 GENERAL AGGREGATE \$ 3000000 PRODUCTS - COMP/OP AGG \$ Included Liquor 1000000
	GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC				
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> NON-OWNED AUTOS				COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
	GARAGE LIABILITY <input type="checkbox"/> ANY AUTO				AUTO ONLY - EA ACCIDENT \$ OTHER THAN EA ACC \$ AUTO ONLY: AGG \$
	EXCESS/UMBRELLA LIABILITY <input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS MADE <input type="checkbox"/> DEDUCTIBLE RETENTION \$				EACH OCCURRENCE \$ AGGREGATE \$ \$ \$ \$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? If yes, describe under SPECIAL PROVISIONS below				<input type="checkbox"/> WC STATU-TORY LIMITS <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$
	OTHER				

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES / EXCLUSIONS ADDED BY ENDORSEMENT / SPECIAL PROVISIONS
Insured: Scottish American Society of Central Fl/Central Florida Scottish Highland Games
Event: Central Florida Scottish Highland Games, Jan. 20-21, 2007

CERTIFICATE HOLDER
SEMINCC
Seminole County Convention & Visitors Bureau
1230 Douglas Ave.
Longwood FL 32779

CANCELLATION
SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, THE ISSUING INSURER WILL ENDEAVOR TO MAIL 10 DAYS WRITTEN NOTICE TO THE CERTIFICATE HOLDER NAMED TO THE LEFT, BUT FAILURE TO DO SO SHALL IMPOSE NO OBLIGATION OR LIABILITY OF ANY KIND UPON THE INSURER, ITS AGENTS OR REPRESENTATIVES.
AUTHORIZED REPRESENTATIVE
Nathan Campbell, CPCU

EXHIBIT "B"

REQUEST FOR FUNDS FORM

SEMINOLE COUNTY TOURISM DEVELOPMENT

EVENT NAME: Central Florida Scottish Highland Games

ORGANIZATION: Scottish-American Society of Central Florida, Inc.

ADDRESS: P.O. Box 2948, Orlando, Florida 32802

CONTACT PERSON: Chip Crawford, President

PHONE: (407) 426-7268

REQUEST PERIOD FROM _____ TO _____

REQUEST NUMBER _____

() INTERIM REPORT

() FINAL REPORT

TOTAL CONTRACT AMOUNT \$ _____

EXPENSE	BUDGET	REIMBURSEMENT REQUESTED
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
TOTALS	_____	_____

NOTE: Furnishing false information may constitute a violation of applicable State and Federal laws.

CERTIFICATION OF FINANCIAL OFFICER: I certify that the above information is correct based on our official accounting system and records. Consistently applied and maintained and that the costs shown have been made for the purpose of an in accordance with, the terms of the contract. The funds requested are for reimbursement of actual costs made during this time period.

SIGNATURE _____

TITLE _____

INSTRUCTIONS FOR COMPLETING THE REQUEST FOR FUNDS FORM

FUNDS CAN ONLY BE REIMBURSED WHEN THIS FORM IS SUBMITTED to the Seminole County Tourism Development Department and it is completed correctly and required documentation attached. Allow at least 30 days for reimbursement. If this form is not completed correctly and/or required documentation is not attached, reimbursement will be delayed or denied.

EVENT NAME: The name of the event your organization is requesting reimbursement (if applicable).

ORGANIZATION: Your organization name.

ADDRESS: The address the reimbursement check should be sent.

CONTACT PERSON: The person who is responsible for the request.

TELEPHONE NUMBER: The number of the contact person.

REQUEST PERIOD: Beginning and ending date of the request period.

CONTRACT AMOUNT: The total of the contract with Seminole County.

REQUEST #: The sequential number of this request.

INTERIM/FINAL: Indicate what type of request this is.

EXPENSE: The category of the expense for which you are requesting reimbursement.

BUDGET: The amount budgeted for that expense from Exhibit "A" of the contract.

REIMBURSEMENT: The amount you are requesting for reimbursement.

TOTALS: Enter total for each column.

CERTIFICATION: Type in name, title and date the certifying Officer of your organization signs request.

EXHIBIT "C"

NARRATIVE PROGRESS REPORT

SEMINOLE COUNTY TOURISM DEVELOPMENT
1230 Douglas Avenue, Suite 116
Longwood, Florida 32779

EVENT NAME: Central Florida Scottish Highland Games

ORGANIZATION: Scottish-American Society of Central Florida, Inc.

ADDRESS: P.O. Box 2948, Orlando, Florida 32802

CONTACT PERSON: Chip Crawford, President

PHONE: (407) 426-7268

REPORT PERIOD FROM _____ TO _____

() INTERIM REPORT

() FINAL REPORT

Please describe below the status of your event, including the final completion date and status of each of the promotional elements for which you will be requesting reimbursement. Use additional sheets, if necessary.

Please indicate the total expenditures your organization plans to make in Seminole County, such as advertising and promotion, for this event.

(For Final Report Only)

Please indicate the economic impact generated by your event.

- # of hotels used _____
- # of hotel room nights _____
- # of out-of-town participants _____
- # of out-of-town fans _____
- # of out-of-town media _____

INSTRUCTIONS FOR COMPLETING NARRATIVE PROGRESS REPORTS

A Narrative Progress Report is to be submitted to the Tourism Development office along with your request(s) for reimbursement. This report is considered an "interim report" when it accompanies any reimbursement request other than the final request. If the first request is the final request (i.e., one and the same), then that request is considered "Final" and the Narrative Progress Report would be considered a "Final Report," to accompany the final request for reimbursement.

The Narrative Progress Report should be completed as follows:

REPORTING PERIOD: Indicate the period the report covers.

() INTERIM () FINAL Indicate what report you are submitting.

Answer the questions as completely as possible. For an interim report, use projections. For a final report, please use actual figures.

Please call the Tourism Development Office if you have any questions in completing the report. It is important these reports be submitted in a timely manner in order that progress reports can be made to the Tourism Development Council.

Exhibit "D"

	Quantity	Multiplier	Event days	TOTALS
How much will event organizers spend locally?				
How many adult out-of state participant days expected?		\$ 133.00		\$ -
How many adult out-of state attendance/spectator days expected?		\$ 133.00		\$ -
How many out-of state media/professional days expected?		\$ 133.00		\$ -
How many adult in-state attendance/spectator/participant days expected?		\$ 91.00		\$ -
How many youth out-of state participant days are expected?		\$ 66.50		\$ -
How many youth in-of state participant days are expected?		\$ 57.00		\$ -
What is the expected event-site spending?				
What other expenditures, if any, are anticipated?				
TOTAL DIRECT IMPACT =				\$ -
	Direct Impact	Divider	Multiplier	
Total output economic impact:	\$ -		1.5	\$ -
Total earnings impact:	\$ -		0.57	\$ -
Total employment impact:	\$ -	1,000,000	22	-
		Non-Taxable		
	Direct Impact	Sales	Sales Tax Rate	
STATE SALES TAX GENERATED:	\$ -		0.06	\$ -
			Florida DOR	
		State Sales Tax	Disbursement	
		Generated	Multiplier	
STATE SALES TAX REIMBURSED TO COUNTY:		\$ -	0.09653	\$ -
		Non-Taxable	Option Sales	
	Direct Impact	Sales	Tax Rate	
COUNTY LOCAL OPTION SALES TAX:	\$ -	\$ -	0.01	\$ -
	Estimated Rooms	Estimated	Approximate Hotel	Average Room
	Per Night To Be Secured	Nights In Town	Rooms Secured	Rate Per Night
TOTAL HOTEL IMPACT:				\$ -
	Total Hotel			
	Impact		Resort Tax Rate	
COUNTY RESORT TAX RECOUPED:	\$ -		0.03	\$ -
TOTAL RESORT TAX & STATE SALES TAX RECOUPED BY COUNTY:				\$ -
RENTAL COSTS OF FACILITIES OWNED & RECOUPED BY THE COUNTY:				\$ -
RENTAL COSTS OF FACILITIES OWNED & RECOUPED BY THE CITY:				\$ -
BID FEES AND COSTS ASSOCIATED TO THE EVENT PAID BY THE COUNTY:				\$ -
BID FEES AND COSTS ASSOCIATED TO THE EVENT PAID BY THE CITY:				\$ -
APPROXIMATE REVENUE RECOUPED BY THE COUNTY ON THE EVENT:				\$ -