

Sandestin Golf and Beach Resort

ANTICIPATED ROOM NIGHT AND FOOD AND BEVERAGE REVENUE FIGURES

At this time, the Resort is holding 668 room nights for your use over the contracted dates, which will generate total revenues of \$192,273.00. Planned banquet food and beverage revenue is \$35,000.00. These figures shall be referred to herein as the "Anticipated Room Night and Banquet Food and Beverage Revenue Figures." All food and beverage is subject to a 22% service charge. All revenue figures are net and not inclusive of taxes, service charge or commissions.

ATTRITION

We agree to allow for a 15% reduction in each of the "Anticipated Room Night and Banquet Food and Beverage Revenue Figures", provided that you make a written request for that reduction between now and Friday, July 26, 2020. At the conclusion of your meeting, we will subtract the rooms revenue derived from your meeting (excluding revenue derived from pre and post program stays) and the amount of any permissible attrition you have taken from the Anticipated Room Night Revenue Figure set forth above. Any remaining amount will be posted as a charge to your master account, plus applicable taxes. Additionally, at the conclusion of your meeting, we will subtract the banquet food and beverage revenue derived from your meeting and the amount of any permissible attrition you have taken from the Anticipated Banquet Food and Beverage Revenue Figure set forth above. Any remaining amount will be posted as a charge to your master account, plus applicable taxes and service charges.

BILLING PROCEDURES AND DEPOSIT SCHEDULE

DEPOSIT REQUIREMENTS:

A deposit in the amount of \$2,000.00 is due on or before January 1, 2020. This deposit has been paid.

SPECIAL TERMS AND CONDITIONS

GOVERNING LAW & ATTORNEYS FEES

This contract shall be governed by, and construed in accordance with, the laws of the State of Florida. In the event of any claim or litigation arising out of this contract or any breach thereof, venue for any such claim or litigation shall be Walton County, Florida, in any court of competent jurisdiction. In the event of a breach or claimed breach of this contract, the prevailing party in any action on the breach or claimed breach shall be entitled to recover costs and attorneys' fees from the non-prevailing party. In the event Sandestin® Golf and Beach Resort take action to collect any obligations under the terms of this contract, it shall be entitled to recover all costs of collection incurred, including reasonable attorney fees.

FORCE MAJURE

No damages shall be due for a failure of performance occurring due to Acts of God, war, terrorist act, government regulation, riots, disaster, or strikes, any one of which make performance impossible. The Resort shall have no liability for power disruptions of any kind.

CANCELLATION POLICY

The Parties agree that in the event of cancellation, repudiation or nonperformance of this contract, the resulting damages to Sandestin® would be impracticable or extremely difficult to determine, due to the uncertainties in reselling the reserved rooms and facilities. Therefore, in the event of cancellation, repudiation or nonperformance of this contract by Louisiana Academy of Family Physicians, it is agreed that Louisiana Academy of Family Physicians will pay to Sandestin® liquidated damages as follows:

Notice of Cancellation Received	Cancellation Charge
Signature to 366 days prior to arrival	50% Total Contracted Room and Food and Beverage Revenue*
365 days to 189 days prior to arrival	75% Total Contracted Room and Food and Beverage Revenue*
188 days to 90 days prior to arrival	80% Total Contracted Room and Food and Beverage Revenue*
89 days to arrival date	90% Total Contracted Room and Food and Beverage Revenue*

*Plus applicable taxes and service charges. Payment is due upon demand.

Total Fees Due by the LAFP: \$213,995.70

OTHER CONTRACTS SECURED WITH CANCELLATION FEES/ITEMS PURCHASED

Board of Directors Meeting	Fleming's Steakhouse	we have a guaranteed amount of \$6,198.00
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CANCELLATION POLICIES: If a contracted event is cancelled within 14 days of the date of the event a cancellation fee of one-half the quoted food and beverage minimum will be charged. Cancellations made within 7 days of the event date will result in a cancellation fee equal to the food and beverage minimum stated above in this agreement. You hereby authorize Fleming's to charge the above cancellation fees to your credit card and agree to pay these charges to your credit card company. All cancellations must be made with the Private Dining Director in writing. For events booked in the month of December, if an event is cancelled within 30 days of the date of the event, the cancellation fee will equal the food and beverage minimum contracted or \$70 per person for the guest count originally contracted for, whichever is greater.

Welcome Reception	Showtime Events (solo guitarist)	\$605.00
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In the Event of Cancellation by Client, the Client shall be responsible for the following percentages of the total charges:

More than 90 days prior to the Event: = 10%;
30-60 days prior to the Event: =50%;

60-90 days prior to the Event: = 25%;
and Less than 30 days prior to Event: =100%

President's Party	Showtime Events (band)	\$3,025.00
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In the Event of Cancellation by Client, the Client shall be responsible for the following percentages of the total charges:

More than 90 days prior to the Event: = 10%;
 60-90 days prior to the Event: = 25%;
 30-60 days prior to the Event: =50%;
and Less than 30 days prior to Event: =100%

Meeting App They will not provide a refund.	Crowd Compass	\$2,082.18
Exhibitor Portal They will not provide a refund	Expo Genie	\$1,250.00
Registration They will not provide a refund or transfer funds to 2021.	Cvent	\$3,271.02
Namebadges	<i>Printed with sponsor</i>	\$1,312.67
Lanyards	<i>Printed with sponsor</i>	\$339.44
Awards	<i>Printed with current meeting dates</i>	\$2,500
AAFP National Rep Dinner	Segar's	food and beverage minimum of \$1,000
Grants for CME Sessions		\$27,500
Sponsorships	<i>Sponsorships purchased as of 6/25/20</i>	\$43,000
Exhibitors	<i>Booths purchased as of 6/25/20</i>	\$39,000

*Expenses that would have to be reimbursed that I am not sure of cost would include any speaker expenses that is travel related (flights)

TOTAL COST OF CANCELLATION - \$337,881.01