

EXHIBIT B1
6-4-13

TO: Dr. Thomas Kingston, Superintendent
CC: Janice Darias, Assistant Superintendent

FROM: Arto Asadoorian, Director of Fine and Performing Arts
Daniel Richards, Principal, Belmont High School

SUBJECT: BHS Chorus Tour – Vienna & Salzburg, Austria

DATE: May 14, 2013

Attached is a proposal and proposed itinerary for the **BHS Chorus** to travel to **Austria** for an eight-day concert tour on April 20-27, 2014.

During the course of the tour, the students will perform three concerts in Vienna and Salzburg – two cities that are incredibly rich with musical history and culture. The tour is still in the early planning stages, and a tentative itinerary is attached.

We enthusiastically support this proposal. We believe that this trip will provide our students with an outstanding music and educational opportunity. We anticipate that the trip will cost approximately \$3,100 per student (including estimated air taxes). In order to maximize time in Austria while also keeping airfares as low as possible, the trip is scheduled to depart on the evening of April 20 – Easter Sunday. This will allow students to have a full week in Austria without missing any school days. Our hope is that students who celebrate Easter will still have the opportunity to spend the day with family before departing for Vienna.

We are planning on a 1:10/12 ratio of chaperones to students. It is our policy to only use faculty and staff as chaperones, because of their familiarity with students and school policies.

The cost of this trip per student is quite high. BHS music faculty are always willing to support the operation of fundraising activities to defray the cost of our trips, as long as parents are willing to organize the logistics, and as long as the fundraising activities do not become the focus of classroom instructional time.

World Cultural Tours of Wilmington, NC, will be handling all arrangements. Both the Fine Arts and Foreign Language departments have worked with WCT for several years, and with great success. Most recently, the BHS Band and Orchestra travelled to Chicago with WCT, and we were very satisfied with the operation of that tour.



2002 Eastwood Rd. Suite 306, Wilmington, NC 28403, P.O. Box 548, Uxbridge, MA, 01569
Tel. 877.218.8687 910.509.1703 Fax 910.509.2985 www.worldculturaltours.com

April 24, 2013

Mr. Sean Landers
Belmont High School
221 Concord Avenue
Belmont, MA 02478

Dear Mr. Landers,

Thank you for the opportunity to submit this proposal for the **Belmont High School Choir Performance Tour** to Central Europe. Enclosed is our suggested itinerary for your group.

This **8-day, 6-night tour of Vienna and Salzburg** provides the opportunity to see some of the most fascinating and historic sites in this part of the world, and allows you to perform in celebrated and intriguing venues, such as the **Chapel at Schönbrunn Palace** and the **Salzburger Dom**. Since we design the tour to be balanced between performance, sightseeing, and leisure, you will have many opportunities to enjoy the colorful, local culture.

A **professional tour manager** will accompany your group throughout the trip to attend to every detail. Your trip will be enhanced by local guides with in-depth knowledge at the various sites. You will enjoy comfortable accommodations at desirable hotels in safe locations. The program includes **breakfast daily, a Welcome and Farewell Dinner and two additional dinners**.

We have arranged for the program to be all inclusive, including our **Standard A+ Group Travel Insurance** (which can be upgraded to our Premier Plus, Cancel-For-Any-Reason program), along with all **gratuities to tour managers, motor coach drivers, and local guides**.

World Cultural Tours specializes in customizing each tour. Therefore, as you review this proposal, remember that we are happy to make adjustments at your request.

Please call me at 1.877.218.8687 to discuss your ideas. I look forward to the opportunity to work with you to create a memorable and enjoyable tour for the Belmont High School Choir.

Sincerely,

Frank Davis Jr.
President

Proposal for Belmont High School

Tour Group: *Belmont High School Choir*

Tour Destination: *Vienna & Salzburg*

Group Size: *45 (approximate)*

Tour Dates: *April 20 – 27, 2014*

Number of Days: *Eight (8)*

Tour Inclusions:

- ✓ *Round Trip Air from Boston to Vienna, Salzburg/Munich to Boston*
- ✓ *Six (6) Nights Hotel Accommodations*
- ✓ *Breakfast Daily*
- ✓ *Welcome Dinner*
- ✓ *Two (2) Additional Dinners*
- ✓ *Farewell Dinner*
- ✓ *Three (3) Performances Including One (1) Recital*
 - *Performance at the Chapel of Schönbrunn Palace in Vienna, Day 3*
 - *Recital at Melk Abbey, Day 5*
 - *Performance at the Salzburger Dom in Salzburg, Day 7*
- ✓ *Entrances and Sightseeing as per Itinerary:*
 - *Guided Tour of Vienna, Day 3*
 - *Panoramic Tour of the Central Ringstrasse*
 - *Schönbrunn Palace*
 - *Guided Visit to the Haus der Musik, Day 4*
 - *Visit to Prater Park, Day 4*
 - *Ticket for the Ferris Wheel*
 - *Guided Tour of Melk Abbey, Day 5*
 - *Guided Walking Tour of Salzburg, Day 6*
 - *Getreidegasse*
 - *Mozart's Birth House*
 - *Guided Tour of Hallein Salt Mine, Day 6*
 - *Guided Tour of the Salzkammergut, Highlighting The Sound of Music, Day 7*
- ✓ *Venue Fees and Promotional Costs for All Performances*
- ✓ *Services of Professional English-Speaking Venue Coordinator Throughout*
- ✓ *Luxury Motor Coach Transportation with Professional Driver per Itinerary*
- ✓ *Services of Professional English-Speaking Tour Manager Throughout*
- ✓ *Services of Professional English-Speaking Local Guides per Itinerary*
- ✓ *Tax and Service Charges*
- ✓ *Air Taxes Up To \$450 Per Person*
- ✓ *Gratuities to Tour Manager, Driver & Local Guides*
- ✓ *Standard A+ Group Travel Insurance*

Trip Price: **\$2,699 Per Person, Double Occupancy**
(Plus Air Taxes Exceeding \$450, Pending Air Confirmation)
**Price Based on Minimum of Forty-Five (45) Paying Passengers*
**Price Does Not Include Air Taxes Exceeding \$450*
**Price Pending Air Confirmation*
**Price Subject to Change*

Single Supplement: \$400

Comp. Policy: One (1) Complimentary Trip per Each Ten (10) Paid Guests

Airline Information:

TBA

Accommodations List:

Three (3) Nights at Star Inn Hotel or similar (*Vienna*)

Three (3) Nights at Europa Hotel or similar (*Salzburg*)

Suggested Payment Schedule:

Initial Deposit: TBA

Balance: 90 days prior to travel

Travel Insurance & Assistance: Standard A+ Group Travel Insurance Included

\$147 Per Person to Upgrade to Premier Plus Group Travel Insurance, which includes a
“Cancel-For-Any-Reason” Benefit

Promotional Flyers:

Example enclosed. Additional copies furnished upon confirmation.

References:

Available upon request.

From High School Choir to Experience...



Vienna & Salzburg



April 20 - 27, 2014

Daily Operating Itinerary and Performance Venue Locations: subject to change

DAY 1: DEPART USA

We depart the USA tonight on our overnight transatlantic flight for Vienna, Austria. Meals and snacks are served on board.

DAY 2: ARRIVE VIENNA

Upon arrival in Vienna, the music capital of the world, we are greeted by our World Cultural Tours representative and escorted to our private motor coach for transfer to our hotel for check-in. We enjoy our Welcome Dinner together at our hotel this evening.
(D) Star Inn Hotel or similar

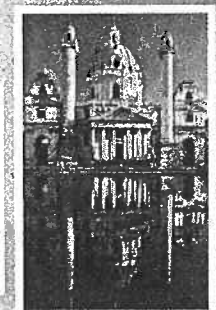
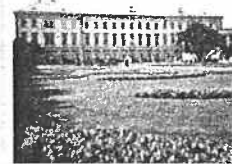
DAY 3: VIENNA/PERFORMANCE

After breakfast this morning, we enjoy a guided orientation tour of the city. Bearing the legacy of the 600-year old Hapsburg dynasty and boasting an unparalleled musical ancestry, this "City of the Waltz" is bursting with architectural gems. Our tour highlights many of these, including views of the Hofburg Palace, winter residence of the Hapsburg emperors; the Capuchin Church containing imperial vaults; and St. Charles' Church, a splendid example of late Baroque architecture. We continue around the central Ringstrasse where the State Opera House and magnificent Museum of Fine Arts are located. We drive past the Belvedere Palace which houses the largest and most precious Gustav Klimt collection in the world. We end our tour with a visit to Schönbrunn Palace, once the summer residence of the Hapsburg family and home of Maria Theresa. We have a performance in the Chapel of Schönbrunn Palace this evening, followed by dinner together at a local restaurant.
(B, D) Star Inn Hotel or similar

8-Day Tour Includes:

- Roundtrip Airfare
- Six (6) Nights Accommodation
- Luxury Motor Coach
- Tour Manager Throughout
- Three (3) Performances Including One (1) Recital
- Breakfast Daily
- Welcome Dinner
- Two (2) Additional Dinners
- Farewell Dinner
- Sightseeing per Itinerary
- Standard A+ Travel Insurance
- Air Taxes: Up To \$450
- Gratuities to Tour Manager, Driver & Local Guides

\$2,699 P/P Dbl. Occ.
(Plus Air Taxes Exceeding \$250
(Pending Air Confirmation))



DAY 4: VIENNA

This morning after breakfast, we enjoy a guided visit to the Haus der Musik, an interactive museum that playfully stimulates a new understanding and enthusiasm in approaching music. Conduct the Vienna Philharmonic from a virtual conductor's podium, or journey back in time to learn about the great composers of the past, such as Mozart, Straus and Beethoven. After lunch on our own, we visit the Prater, a public park where we enjoy a ride on its famous Ferris wheel. Dinner is under our own arrangements this evening.

(B) Star Inn Hotel or similar

DAY 5: VIENNA - MELK/RECITAL - SALZBURG

Following breakfast this morning, we check-out of our hotel and embark for Salzburg, stopping in Melk en route. Upon arrival in Melk, we have a guided tour of Melk Abbey, founded in 1702 and one of the best samples of Baroque architecture in all of Austria. Here, we have an informal recital before continuing to Salzburg. This picturesque town is nestled between the Salzach River and the towering Hohensalzburg Fortress. Once referred to as the "Rome of the North," Salzburg was the major center of religious power in the German world for several centuries. Upon arrival in Salzburg, we check into our hotel and have dinner together this evening.

(B, D) Europa Hotel or similar

DAY 6: SALZBURG - HALLEIN SALT MINES - SALZBURG

After breakfast this morning, we enjoy a guided walking tour downtown, including a visit to Getreidegasse and Mozart's Birth House. We view the Salzburg Festspielhaus, home of the famous Salzburg Festival Operas and see the Residenzplatz, the center square of Salzburg, dominated by the dynamic sculpture of the Residenzbrunnen, the largest Baroque fountain north of the Alps. We visit St. Peter's Abbey, next to the cemetery portrayed in the film *The Sound of Music* and where most of Mozart's religious works are premiered. After lunch on our own, we depart Salzburg and visit the Hallein Salt Mine where we journey deep into the mines on a train ride to learn about the mining process. We return to our hotel and dinner is under our own arrangements this evening.

(B) Europa Hotel or similar

DAY 8: SALZBURG - SOUND OF MUSIC TOUR - SALZBURG/PERFORMANCE

This morning after breakfast, we enjoy a guided tour through the marvelous Salzkammergut Region, highlighting sights from *The Sound of Music*. We see the church in Mondsee where the Von Trapp wedding took place; Leopold's Castle, which was used as the front of the Von Trapp family residence; Nonnberg Abbey where Maria was a novice; and ending with views of St. Gilgen on Lake Wolfgang. We return to Salzburg and prepare for our final performance at the Salzburger Dom, followed by our Farewell Dinner together at a local restaurant.

(B, D) Europa Hotel or similar

DAY 8: SALZBURG - DEPART MUNICH - ARRIVE USA

After breakfast this morning, we transfer to the airport for our return flight home to the USA. *(B)* ✧

TERMS & CONDITIONS

RESPONSIBILITY: A VALID PASSPORT IS REQUIRED FOR ALL INTERNATIONAL TRAVELERS and must be valid at least six months after your tour return date. Please note that passport cards are not considered valid for international travel. For domestic travel within the continental USA, a passport is not required for US Citizens, however an unexpired form of local or federal government-issued photo ID (passport, driver's license, military ID) is required for all adult passengers (18 and over). Please send - with each deposit and registration form - a copy of each registrant's passport (or government-issued photo ID for domestic tours), if applicable. **A TRAVEL VISA MAY BE REQUIRED FOR NON-US CITIZENS (TRAVELERS WITHOUT AN AMERICAN PASSPORT)**, who are traveling internationally. It is the responsibility of the traveler to contact the embassy of any countries that will be visited during the tour (including countries visited during flight layovers) to determine whether a travel visa is required, and for further information about the application process. Any visas must be obtained as the sole responsibility of the individual traveler. If you need a travel visa, World Cultural Tours (WCT) requires that you submit written verification that a visa has been obtained or a photocopy of your visa, no later than 15 days prior to the departure date of your tour. World Cultural Tours (WCT) and other participating affiliates act solely as agents in arranging transportation, hotel accommodations, and other services. We do not assume, and in fact, we expressly disclaim, any liability for injury, damage, loss, accident, consequences resulting from cancellations and/or delays including, but not limited to, schedule changes, strikes, war, political conflict, riots, inclement weather or acts of God. Likewise, we assume no liability for any act, negligence or default of tour guides, including their agents and employees, or any company or person engaged in the transport of passengers, rendering of any service, or conducting arrangements for any tour. WCT reserves the right to cancel any tour due to insufficient participation. Furthermore, WCT reserves the right, at our sole discretion, to modify any itinerary or arrangements based on unprecedented situations that may arise. In the event modifications should become necessary, alterations may be made without penalty to the operator; additional costs, if any, shall be incurred by the traveler. All registrants are invoiced with single occupancy rates if no roommate is specified. We will adjust rooming lists & invoices accordingly upon written notification of roommate preferences. It is the responsibility of the individual traveler to find a roommate, or group organizer to match unpaired individuals.

DEVIATION: If any passenger wishes to deviate from the group by extending their tour or by making any alterations to the included group travel arrangements, please visit www.worldculturaltours.com to submit a Deviation Request through our Contact Us page or by emailing CustomerService@WorldCulturalTours.com. Include as much information as possible in each request. A non-refundable deviation administration fee (\$150 P/P) applies, plus any additional fees charged by the airline, and may be submitted online at www.worldculturaltours.com no later than 75 days prior to departure. A Tour Consultant will contact you, therefore it is important to include telephone and/or email information. **LAND-ONLY ARRANGEMENTS:** If you plan on making your own air arrangements, you must notify World Cultural Tours in writing, no later than 91 days prior to departure. All travelers are responsible for any travel arrangements not included in the tour program, including round trip arrival and departure transfers and any arrangements necessary to join the group at their first hotel accommodation. Your final invoice will reflect any applicable adjustments to the tour price.

INSURANCE: STANDARD A+ TRAVEL INSURANCE IS INCLUDED IN YOUR TOUR, which provides for post-departure trip coverage. We are happy to provide information about this insurance plan at your request. Please review the information carefully to understand coverage. Please note that this program does not include coverage for pre-departure trip cancellation, however, you may be able to purchase additional travel insurance coverage that would include cancellation insurance for an additional cost. Please contact your group organizer for further information.

TOUR PRICES: All tour prices are based on costs, charges & exchange rates known at time of booking. In case of currency fluctuations (if applicable) of more than 3% WCT reserves the right to adjust the tour price accordingly. Any domestic and/or international residency taxes, departure or arrival taxes, security charges, baggage fees, and other types of air or airport or port taxes or any other surcharges not included in the tour price will be the responsibility of each passenger. Our preferred method of payment is in the form of a check; however, online individual payments can be made, using an electronic check with Intuit or using a credit card, through our website, www.worldculturaltours.com. A non-refundable convenience fee of \$30 will be assessed, per transaction, for all credit card payments. A \$50 Returned Check Fee will be assessed for each returned check. A single check or credit card payment may be made for multiple registrants.

CANCELLATION POLICY: Cancellations are effective on the date notification is received in writing. You may submit cancellation notices to the following email address: Accounting@WorldCulturalTours.com. Any unused tour portions are non-refundable and any costs of services received while traveling are non-refundable. Up to 91 days prior to departure, full refund less a \$150 administration fee will be made. After that period, additional cancellation fees will be assessed as follows:

90-61 days prior to departure - less of deposit

45-31 days prior to departure - 50% of total tour price is forfeited

60-46 days prior to departure - 35% of total tour price is forfeited

30-0 days prior to departure - 100% of total tour price is forfeited

Brought to you by *World Cultural Tours* 2002 Eastwood Rd., Ste. 306 Wilmington, NC 28403/PO Box 246, Whitinsville, MA 01588

Tel: 1.877.218.8687

Fax: 1.910.509.2985

www.worldculturaltours.com