

Steel United
Matt McMahon

September 20, 2019

Dear Matt,

We are excited about the opportunity to work with you and your group!

Our goal is to provide your group with a premier soccer travel experience that exceeds your expectations and creates memories for your participants that will last a lifetime!

Please find enclosed your International Tour proposal.

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Should you have questions regarding any part of the enclosed information, call Mike Stebbins or myself at (800) 724-6076. We can arrange a group conference or Skype call with your group to discuss the tour and this proposal.

Yours in Soccer,

Loek van Zijl
President Premier International Tours

About Premier International Tours

- A+ rating with the Better Business Bureau (BBB).
- BBB Torch Award recipient. The Torch Award is the most prestigious award the BBB can present to a business. Being a recipient indicates that the business not only believes in the high standards promoted by the BBB, but also consistently acts on them and continuously integrates them into daily practices.
- Preferred International Travel Partner of US Youth Soccer.
- International Tour Partner of US Club Soccer and organizer of the US Club Soccer id2 National Selection international tours.
- Official Partner of United Soccer Coaches.
- NIKE partner since 1994.
- Our staff has 60+ years of experience in organizing international tours for groups.



Benefits your group will receive traveling with Premier International Tours

- A minimum of one free trip. For every 19 paying travelers you will receive one free trip (free trips do not include supplements for double or single rooms in hotels if applicable).
- **A free trip** for your coach, or a representative from your group, **to Barcelona, Spain on January 30th – February 3rd of 2020 if you book your 2020 team tour by November 1, 2019.** This trip will include a visit to an FC Barcelona game, a visit to FC Barcelona's training facilities to watch youth teams train and play, a tour of the Nou Camp, a session with youth coaches from Espanyol and sightseeing in Barcelona! Please [click here](#) for our 2019 Barcelona coaches tour report and pictures.
- Free NIKE Soccer T-Shirts for every person who travels with your group.
- We will assist in managing all payments. We accept credit card payments as well as checks. Before your group books, we will discuss a payment schedule with you.
- A (bi) monthly payment plan can be arranged so people can spread out the payments.
- We have a special [tour preparation](#) and [fundraising guide](#) available on our website.
- We have a tour operator liability insurance coverage which also protects your participants and their payments.
- Supplemental travel and trip cancellation insurance offered for all travelers.
- We offer help rescheduling flights for people who might want to extend their stay.



International Soccer Tour 2020 Itinerary

Steel United

Spain – Donosti Cup

Travel dates:

July 4-12, 2020.

Itinerary:

July 4	Departure from Los Angeles airport.
July 5	Arrival Bilbao, San Sebastian or Pamplona airport and transfer to San Sebastian for the Donosti Cup.
July 6	Start of the tournament and evening opening ceremony.
July 7	Continuation tournament.
July 8	Continuation tournament.
July 9	Play-off's, evening coaches' game and Paella party for all participants.
July 10	Play-off's, evening players' party, closing dinner and coaches' party.
July 11	Tournament Finals and farewell.
July 12	Transfer to Bilbao, San Sebastian, Pamplona or Barcelona airport. Return flight.



Donosti Cup



Donosti Cup



Donosti Cup



Donosti Cup Opening Ceremony

Price per person:

45-49 people traveling	- \$2,601.00
40-44 people traveling	- \$2,617.00
35-39 people traveling	- \$2,638.00
30-34 people traveling	- \$2,666.00
25-29 people traveling	- \$2,705.00
20-24 people traveling	- \$2,763.00

Price inclusions:

- Round trip airfare, including airport taxes and fuel surcharges. Prices are always subject to availability of flights and fares at time of tour booking.
- Accommodations and meals as specified in this proposal – see below. Accommodation options subject to availability at time of tour booking.
- Ground transportation – see below.
- Costs for arranging the sport program – see below.
- Services of a local tour assistant – see below.
- 1 free trip for every 19 paying participants.

Sport program included:

San Sebastian: Participation in the Donosti Cup.

Accommodation and meals included:

Donosti Cup/San Sebastian: Three-star hotel/Full board - daily breakfast, lunch and dinner.

- Hotel accommodation located in or maximum 10 miles from, the city center of San Sebastian. Rooms for 4-5 people all with private bathroom.
- The hotel has a reception area, lobby and breakfast room. Lunches and dinners will be served at the Donosti Cup tournament center.
- First meal included is dinner July 5 and last meal is breakfast July 11.
- Triple rooms (3 people per room) and double/twin rooms available as well. Supplement per person for a 7-night stay is \$40.00 per person sharing a room for 3 people, \$240.00 per person sharing a room for 2 people and \$444.00 for a single room.

Ground transportation included:

During your entire stay a private bus will be available exclusively for your group – 10 hours a day.

Local guide services included:

A local tour assistant will be assigned to be exclusively with your group full time each day during your stay to provide you with any assistance when necessary, and help plan or amend your daily schedule as needed.

Options available (not included in prices)

Accommodation options Donosti Cup:

Four-star hotel:

- Four-star hotel/Full board - daily breakfast, lunch and dinner. Hotel accommodation located in, or maximum 15 miles from, the city center of San Sebastian. Rooms for 1-3 people all with private bathroom. The hotel has a reception area, lobby and breakfast room. Lunches and dinners will be served at the Donosti Cup tournament center. First meal included is dinner July 5 and last meal is breakfast July 11. Supplement per person for a 7-night stay is \$156.00 sharing a room for 3 people, \$243.00 sharing a room for 2 people and \$687.00 for a single room.

Travel insurance option:

Accident, illness and trip cancellation/interruption insurance – more information will be sent to you after booking. Approx. costs for trip insurance is \$67.00 - \$195.00+ depending on the age of the participant and the trip price.

Not included in prices:

- Beverages (soda) with meals.
- Gratuities for representatives and bus drivers.
- Admission fees to attractions.

Tournament Information

DONOSTI CUP - SAN SEBASTIAN/SPAIN

In 2020, approximately 500 teams will participate. That makes this tournament one of the biggest tournaments in Southern Europe. The Donosti Cup tournament headquarters are located in and around the Estadio Anoeta, the stadium of Real Sociedad. Many of the games are played at the official training complex for Real Sociedad with 4 grass fields, a small stadium and 1 artificial grass field. San Sebastian is a beautiful city in the Northern part of Spain located at the Bay of Biscay.



Donosti Cup facts:

- 450+ international youth soccer teams
- Guaranteed minimum 4 matches per team
- The Opening Ceremony of the tournament takes place in Estadio Anoeta, the home stadium of La Liga team Real Sociedad (in 2018 the opening will take place at alternate venue because of construction on the stadium).

Touristic information:

- San Sebastian: On the banks of the Bay of Biscay and surrounded by green mountains, San Sebastian is a delightful city that provides a feast for the senses. The best-known image of San Sebastián is its almost perfectly shell-shaped bay, widely considered to be one of the most beautiful in the world. The city is home to 180,000 people and is the cultural and tourist capital of the Basque Country. The city has beautiful constructions, such as the Grand Casino (present Town Hall), the Miramar Palace, summer residence of the Court, or the bridges over the Urumea River. The houses of the Old Quarter, full of bars and restaurants, date from previous times. In the Old Quarter, the local passion for gastronomy is palpable. From the miniature cuisine of the 'pintxos' to the restaurants of the creative cuisine masters, good eating is one of Donostia's commandments.
- Biarritz – France: Make a trip to this popular and lively beach resort town on the Atlantic coast in southwest France which is about a 45-minute drive from San Sebastian.

For more information about the tournament including age groups, rules and regulations and more touristic information please visit the tournament website:

<http://www.donosticup.com/english.asp>



How to book and payment conditions:

1. Contact us with any questions, concerns, or changes to the itinerary/tour proposal.
2. Share and discuss the tour proposal with your group and set a date to get commitments for the tour.
3. Set a date to collect deposits to commit to the tour. We require a non-refundable US\$ 200.00 deposit per person to book the tour – see below for more information about payments.
4. Once you have deposits and are ready to book the tour, fill out the Booking Form (document sent in the same e-mail as this proposal) and send it back to us along with the group's deposit (see below for more information about payments and this information is also included on your group's website page).
5. We will have a page on our website specifically for your group with your group's tour information, our General Conditions, payment information, fundraising, deadlines, a tour preparation guide and more. This website link has been e-mailed to your coach/team manager to share with the group.

Additional information about payments:

Your group can make (bi) monthly payment installments to pay for the tour. The payment installments will be discussed between Premier International Tours and the group leader to ensure that the installments will work for all participants and overseas partners involved in the tour.

The deposit and installments can be made by credit card or by check. We will make a customized credit card authorization form for your group (will be sent to the coach/team manager) which would then need to be filled out by your group participants and sent back to us. We will keep this form on file for each installment. If participants decide that they will make payments by check, the checks will need to be sent in the mail a week before the installment is due to ensure that the payment is made on time. Include participant name(s) and group name on check. More information about payments can be found on your group's tour website page on our website.

Complete the Booking Form and
send it in
via mail, fax, or email.

Make the deposit of \$200.00
per person

Confirm list of participants

Testimonials

"Our recent European trips with Premier International Tours were first class from start to finish. The quality of opponents, accommodations and overall organization was professional and handled with great care. The staff completely understood the level of play and the scheduling required to meet the demands of the competition."

Gerry McKeown - Director and Coach - US Club Soccer National id2 program



"International competition is one of the great soccer experiences for any team. Using the services of Premier International Tours ensures both you and your players will have a memorable and problem-free journey."

Lynn Berling-Manuel – Chief Executive Officer of the United Soccer Coaches (Formerly NSCAA)



"I have been working with Premier International Tours since the mid 90's. Together we have organized tournaments, camps as well as international soccer travel for our teams and coaches to countries such as Spain, Italy, Sweden, Aruba, the Netherlands and Denmark. When I think about Premier International Tours the following words come to my mind: very organized, reliable and trustworthy."

Hassan Nazari, President – Dallas Texans



"In 1984 our Club took the first team on an international tour. Ever since 1984 we have been taking teams abroad. All these tours were organized by Loek van Zijl/Premier International Tours. I don't think there will be many partnerships in Sport that last more than 30+ years. Every year our tour is organized in a professional way and all our travelers always come back with Soccer and Cultural memories that last a lifetime. We can sincerely recommend Premier International Tours."

David Richardson, President/Technical Director – Sockers FC Chicago



Check our **"Testimonials" page** on our website for testimonials and references from other groups that have traveled, and check our **Facebook page** and **website news section** to see reports of many of the groups that have traveled with us.

Contact Us – (800) 724-6076

Loek van Zijl - President/Founder

Loek@premierinternationaltours.com



Loek is the CEO and President of Premier International Tours USA and works in the main office in Colorado. In his 35+ years with Premier International Tours, formerly known as Euro-Sporting, Loek has provided invaluable help to countless American clubs and teams as they travelled overseas. Loek is also a former soccer player, with 20 years' experience as a goalkeeper, and an ardent fan of the European game as well as American Football. In his time off he loves hiking, fishing and is a huge Denver Broncos fan.

Mike Stebbins - Sales and Marketing

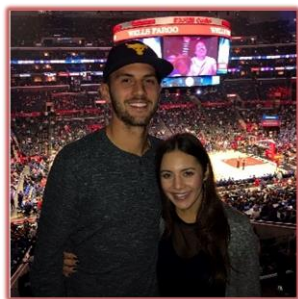
Mike@premierinternationaltours.com



Mike has been with Premier International Tours for over the last 20 years and his experience has given him deep insight into the needs and goals of teams planning to travel overseas. When not playing sports, watching sports or traveling for sports, Mike enjoys working out, trying different world delicacies and spending time with friends and family. Mike's favorite international destinations he's visited include Barcelona, Paris, Amsterdam, Venice, Lisbon and Prague.

Eric Voelz – Sales and Tour Administration

Eric@premierinternationaltours.com



Eric joined Premier International Tours after previous stops at UCLA, Arizona State, and Eastern Michigan where he had the opportunity to work with prominent names in NCAA Basketball and Soccer. Before he started working in the field of Athletics, he excelled at both Basketball and Soccer at Riverview High School where he was named All-Area and All- State (respectively). From there, he went on to play Basketball at Adrian College.

Other team members:

- Geoffrey – Media Relations and Web Design
- Joanne – Finance Office
- Meghan – Finance Office