

adam's mark
hotels & resorts

December 27, 1999

Mr. Ellis Jones
WNGGA EXECUTIVE DIRECTOR
National Welsh Gymanfa Ganu
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WNGGA
G.A.C. BOX 47
Saint Peter, MN 56082

Buffalo, NY
Charlotte, NC
Clearwater Beach, FL
Columbia, SC
Columbus, OH
Dallas, TX
Daytona Beach, FL
Denver, CO
Houston, TX
Indianapolis, IN
Kansas City, MO
Memphis, TN
Mobile, AL
Orlando, FL
Philadelphia, PA
St. Louis, MO
San Antonio, TX
Tulsa, OK
Winston-Salem, NC

Buffalo
120 Church Street
Buffalo, NY 14202
716-845-5100
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Adam's Mark Hotels & Resorts
A Division of HBE Corporation
Reservations: 800-444-ADAM

Dear Ellis:

It was a pleasure speaking with you the other day and thank you for taking the time to discuss the plans of the *NATIONAL WELSH GYMANFA GANU*. We would be delighted to host your function at the Adam's Mark Buffalo. With our understanding of your requirements, there is no question that we would be ideal for your event.

Superb Location!.....Spectacular Hotel!

The perfect solution to where you can have your next convention!

At the Adam's Mark Buffalo we work hard not only to meet the standards of the Adam's Mark Hotel chains but exceed it in every way possible.

As you read through my proposal you will find interesting information on our location in regards to the U.S., Canada, Western New York, and Buffalo. You will also find information on what the hotel has to offer in meeting capacity and luxury, as well as services we provide and quest amenities. And last but not least our proposition, which includes dates, rates and concessions.

DATES

We currently have available the dates of **September 1-7, 2004**. At your direction, we would be pleased to hold **1,400** rooms over your peak nights on a tentative basis and send a contract for your consideration.

RATES

The Adam's Mark Buffalo is pleased to offer "*NATIONAL WELSH GYMANFA GANU*" the guaranteed group rate for the year of 2004 **\$110.00 single/\$110.00 double occupancy.**

CONCESSIONS

We will offer one complimentary room for every 50 rooms occupied at the group rate, per night.

Once you achieve 85% of your room block we would offer you:

- One Presidential Suite for 5 days
- One Bi-level Suite for 5 days
- Discount on meeting space rental

GUEST ROOMS

The Adam's Mark Buffalo has the largest variety of Guestroom Types available in Buffalo. We offer 486 spacious, elegantly appointed guestrooms, consisting of 382 double doubles, 91 kings, 26 handicap equipped rooms, non-smoking rooms, and a privately keyed Executive level, so that all your guests may have the type of accommodation they prefer. These comfortable and tastefully appointed rooms all have color televisions with remote control, in room coffee makers with complimentary coffee and tea, On Command cable system with movies available any time, AM/FM clock radios, working desks, two telephones equipped with modems, voice mail, hair dryer, irons/full sized ironing boards, individual climate control and the highest standards of cleanliness in the industry.

SUITES

We also have available a variety of suites which includes our Presidential, Chairman, Jacuzzi and BI-Level suites. Our varieties of luxurious suites range in price from \$275.00 to \$575.00 per night. We will offer a 15% reduction per night to your group. Why not book your President or VIP in our unique Presidential or Chairman Suite.

GUEST AMENITIES

While staying at the Adam's Mark Buffalo our guests are pampered with top-notch service and hospitality. Room service, Our Tasteful Gift Shop, Express Check-out, Indoor heated pool, complimentary health club facility, and Business Services, are just a few of our many features and services available.

RESTAURANTS AND LOUNGES

There is not a hotel in Western New York that can compare with the variety, which we offer.

Deco – Our main restaurant is casually elegant, open-air atmosphere, featuring contemporary regional cuisine, an extensive wine list and beautiful breakfast and lunch buffets.

Tiffany Rose – Our garden style lobby lounge features live entertainment and dancing and extensive beverage selections.

Players – Our unique sports bar with large screen TV's offers a lighter fare menu and beverages.

MEETING AND BANQUET ROOMS

From association or corporate meetings to social events, the Adam's Mark Buffalo has the space you need. The flexibility and versatility of our layout accommodates groups from 10 to 2,800. Larger groups prefer our Grand Ballroom, containing 16,000 square feet. Small groups enjoy the functional elegance of our executive boardrooms.

- 72,000 square feet of meeting and exhibit space
- Two large ballrooms and 21 breakout rooms
- Dedicated meeting and catering staff
- In-house audio-visual capabilities and trained staff
- Attached covered parking for 530 cars

CATERING

Our professional Catering Staff will assist you in designing menus to fit all your group's needs as well as your budget. The catering department prides itself in their flexibility and outstanding creativity.

CONVENTION SERVICES

To assist you through your convention at the Adam's Mark Buffalo our fully staffed convention Services department is at your disposal. And, during your time here they can be reached through our in house pager system, to handle all your needs.

AUDIO-VISUAL EQUIPMENT

The Adams Mark Buffalo has an extensive audio-visual department on site. A complete listing of availability and pricing can be obtained through our convention services department.

RESERVATIONS

Once your group has booked with us, we will provide you with reservation cards for your members to mail-in, or they may call our toll-free Reservation Office at 1-800-444-ADAM, or they may call our hotel directly at (716) 845-5100.

AIRPORT SHUTTLE

Complimentary airport shuttle service is available to and from the Greater Buffalo Niagara International Airport; airport courtesy phones are located downstairs at the baggage claim area. Shuttle schedules from the hotel to the airport can be obtained from our bell staff.

PARKING

Valet or self parking is available in our indoor connected two-tier ramp or our outdoor lot. Charges are placed directly on the guest room bill. Firm rates will be quoted six months prior to arrival.

LOCATION

We are conveniently located at the Church Street Exit of I-190 in downtown Buffalo overlooking Lake Erie at the mouth of the Niagara River. Because of our unique location we have within walking distance; the Marine Midland Arena for sporting events and concerts, the Naval and Servicemen's Park, Erie Basin Marina and Dunn Tire Park our downtown baseball stadium. The Adam's Mark Buffalo is located within a five-minute walk to the beautiful Buffalo waterfront and small boat harbor. Enjoy casual walks on the river walk and take in the view of a breathtaking sunset over Lake Erie. The famous Peace Bridge to Canada is just one mile away and within 20 minutes of leaving our hotel, you can be at Niagara Falls, Ralph Wilson Stadium, or the Buffalo/Niagara International Airport. Essentially, we are easy to get to with everything nearby.

GENERAL INFORMATION

Buffalo, New York, also known as the "City of Good Neighbors" is an area rich in tradition and history. Increase your attendance by inviting our Canadian neighbors to the north. Did you know that over 55% of the U.S. population and 62% of the Canadian population is within a 500 mile radius of Buffalo? Our easy accessibility either by air or by our major highways makes Western New York the ideal location for your next convention, and it's affordable too!

From past experiences with groups similar to yours, our clients have expressed the following to be the benefits from having their event at the Adam's Mark Buffalo.

SITES AND ATTRACTIONS

While in Buffalo, a visit to the Buffalo Zoological Gardens is a must. Just a ten-minute ride and you will be able to visit the nation's third oldest zoo.

Not every city has an armory built in 1899, but Buffalo does! Just minutes away from the Adam's Mark Buffalo stands the Connecticut Street Armory. This armory is viewed as one of the grandest in the state, if not the entire country. It's lauded as the epitome of National Guard armories.

The Adam's Mark Buffalo is within walking distance to the "free" trolley that runs through the downtown pedestrian mall and to the theater district.

The Miss Buffalo Harbor Cruises, Buffalo's Naval and Servicemen's Park, has on display World War II Warships including Destroyer U.S.S., The Sullivans and the U.S.S. Little Rock as well as a Museum of Naval History within walking distance to the Adam's Mark Buffalo.

"The Grand Lady" Cruise line is located only 20 minutes from the Adam's Mark Buffalo. Enjoy Buffalo from the mighty Niagara River aboard the areas newest 80' long yacht styled luxury Cruise Vessel.

Walking tours arranged and conducted by the volunteers of the Theodore Roosevelt Inaugural Historic Site. A self-guided walking tour of Downtown Buffalo's Architecture is also a great way to spend the day. Both of these tours are within walking distance to the Adam's Mark Buffalo.

Buffalo Museum of Science features the "Edward Gibson" Hall of Space.

Six Flags Darien Lake Amusement Park has over 100 rides shows and attractions.

The Albright-Knox Art Gallery displays contemporary art collections, as well as 18th and 19th Century European and American works paintings and sculptures dating back to 300 B.C.

While in Buffalo, why not catch one of our many professional sports teams in action!

Fall/Winter

NFL	Buffalo Bills - Football
NHL	Buffalo Sabres - Hockey
MILL	Buffalo Bandits - Lacrosse
NPSL	Buffalo Blizzard - Soccer

Summer/Spring

Buffalo Bisons AAA Baseball
Farm team for the
Cleveland Indians
Buffalo Destroyers Professional
Indoor Arena Football

Golfing is available at the nearby River Oaks; a Robert Trent Jones designed course, a 20-minute drive from the hotel. During inclement outdoor weather, Buffalo offers "Tee To Green" an indoor practice facility open year round, featuring target greens, sand traps, an explosion pit, putting and chipping greens.

NIAGARA FALLS

When staying the Adam's Mark Buffalo, you will have close access to Niagara Falls. So close, you can almost imagine hearing the thundering echo of the Falls. In just 20 minutes you can travel to see the majesty and the splendor of one of the world's wonders that will take your breath away.

To compliment the winter weather, try a visit to "A Festival of Lights". Illumination of millions of lights! Enjoy nightly entertainment and fireworks. Just 20 minutes away!

For those who like to shop, the Western New York area offers a wide variety of shopping malls. The Niagara Factory Outlet Mall is located approximately ½ hour from the hotel. It features over 100 outlet stores where you can save up to 70% off retail prices. We offer groups of 100 or more a complimentary shuttle to and from the mall so you can "shop 'til you drop".

After viewing the magnificent Niagara Falls, why not try "Lady Luck" at Casino Niagara located minutes from Niagara Falls, just over the Canadian Border. Casino Niagara is a World Class Casino with so many ways to play, and also enjoy the variety of restaurants, and shops.

SOUTHERN TIER

The Southern Tier offers some of the most beautiful sites in New York State. Letchworth State Park covers 17 miles along the Genesee River gorge, sometimes known as the "Grand Canyon of the North". Alleghany State Park, which covers over 64,000 acres of natural beauty, is just a short drive from the hotel. All of this and more!

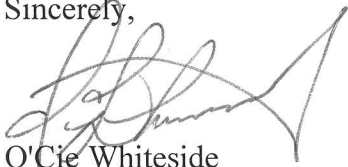
IN CLOSING

At Adam's Mark Hotels we never treat meetings as an afterthought. In fact, we design our hotels around our meeting facilities. We also approach each and every meeting with the kind of flexibility and imagination that has consistently made us a Pinnacle and Gold Key Award winner.

I look forward to talking with you in more detail about this proposal and the possibility of hosting your group here at the Adam's Mark Buffalo.

Please feel free to contact me at (716) 845-5116, if you have any questions. Also, please accept my invitation to tour the hotel at your convenience.

Sincerely,

A handwritten signature in black ink, appearing to read "O'Cie Whiteside", written over a light blue horizontal line.

O'Cie Whiteside
Sales Manager

OW/ism
Enclosure