



LLC Managing Committee Meeting Agenda
In-Person Meeting

Friday, January 9

San Jose Convention Center - Room #114
150 West San Carlos Street
San Jose, CA 95113

(excerpt from LLC Operating Agreement)

The Managing Committee will ordinarily make decisions involving:

- **company policy;**
- **company strategic planning;**
- **authorize and revise annual budgets for the Company;**
- **make decisions as to accounting protocol or policies;**
- **annual review of event contractors and delegation of authority to Executive Director of ASEV and/or to the President of CAWG to execute contracts within the scope of the annual budget;**
- **providing input and final approval of the content, format, template and selection of speakers for the trade show and program for each Unified Wine & Grape Symposium;**
- **authorize compensation of Members;**
- **declaring and paying distributions to Members;**
- **delegating responsibility for day to day operations of the Company to ASEV, CAWG, independent contractors and/or committees on all other decisions**

Committee Members (8):

Jim Kennedy (ASEV President), Chair (January-December 2014)

John Aguirre (CAWG President), Lyndie Boulton (ASEV Executive Director), Leticia Chacón-Rodríguez (ASEV past president), Tom Collins (ASEV Director), Bill Pauli (CAWG Director) Carson Smith (CAWG Director-at-Large), and David Weiss (CAWG Director)

Timeline:

- **10:30 AM:** Site tour with Christine Davidson, Team San Jose
 - The tour will begin inside office lobby of San Jose Convention Center Administrative Offices (Lower Level on Almaden Blvd. end of building)
- **12:00 PM:** LLC Managing Committee meeting and lunch in Room #114

LLC Managing Committee Meeting Agenda

1. Call to Order
2. Approval of January 9 Agenda
3. Approval of December 11 meeting minutes*
4. San Jose Site Tour*



5. Old Business
 - a. Program Development – State of the Industry Moderator Update
6. New Business
 - a. 2015 – 2016 LLC Managing Committee Chair and Members
7. Next meeting date and time
8. Adjournment

*included in packet



LLC Managing Committee Meeting Minutes – Conference Call
Thursday, December 11, 2014

Committee Members Present

Jim Kennedy (ASEV Past President), Chair (January-December 2014), John Aguirre (CAWG President), Lyndie Boulton (ASEV Executive Director), Leticia Chacón-Rodríguez (ASEV past president), Tom Collins (ASEV Director), Bill Pauli (CAWG Director), Carson Smith (CAWG Director-at-Large), and David Weiss (CAWG Director)

Others Present

Dan Howard (ASEV staff) and Jenny Devine-Smith (CAWG staff)

1. **Call to Order.** The LLC Managing Committee Meeting was called to order at 10:33 AM.
2. **Approval of December 11, 2014 agenda.** Lyndie Boulton moved to approve the agenda as submitted, second by Leticia Chacón-Rodríguez. Motion was carried.
3. **Approval of November 4, 2014 meeting minutes.** Bill Pauli moved to approve the minutes as submitted with further discussion regarding the VIP hotel room policy. The item will be added to the January meeting agenda to allow more time to develop this policy. The motion was second by Carson Smith. Motion carried.
4. **New Business**
 - a. **San Jose Convention Center Site Reports – In Preparation for the Site Tour.** Lyndie Boulton and Dan Howard reviewed specific details regarding the upcoming San Jose site tour with the committee.
 - i. The new date for the site tour will be Friday, January 9. The site tour will take place at 10:30 AM with the LLC Managing Committee meeting to follow. **ACTION ITEM:** Please let Lyndie Boulton or Jenny Devine-Smith know well in advance if you plan on staying the night prior to the meeting as downtown San Jose hotels are often well booked.
 - ii. There is a mutual concern at this time with relocating Unified to San Jose, due to: Bay Area traffic, significantly higher union labor rates, the number of downtown hotel rooms being offered to date, and some increase in room rates. However, the committee is open to visit and then make a decision.
 - iii. **San Jose Convention Center:** the Center throughout is attractive, more contemporary than Sacramento inclusive of a remodel a few years ago, with more natural light/windows, offering free wi-fi throughout the facility, and exhibits only needing to be on two levels. 60 additional 10x10 booths will be possible. There is also more meeting space with a much greater number of rooms with larger capacity than in Sacramento and additional meeting space at the Hilton and Marriott hotels attached to the Center.

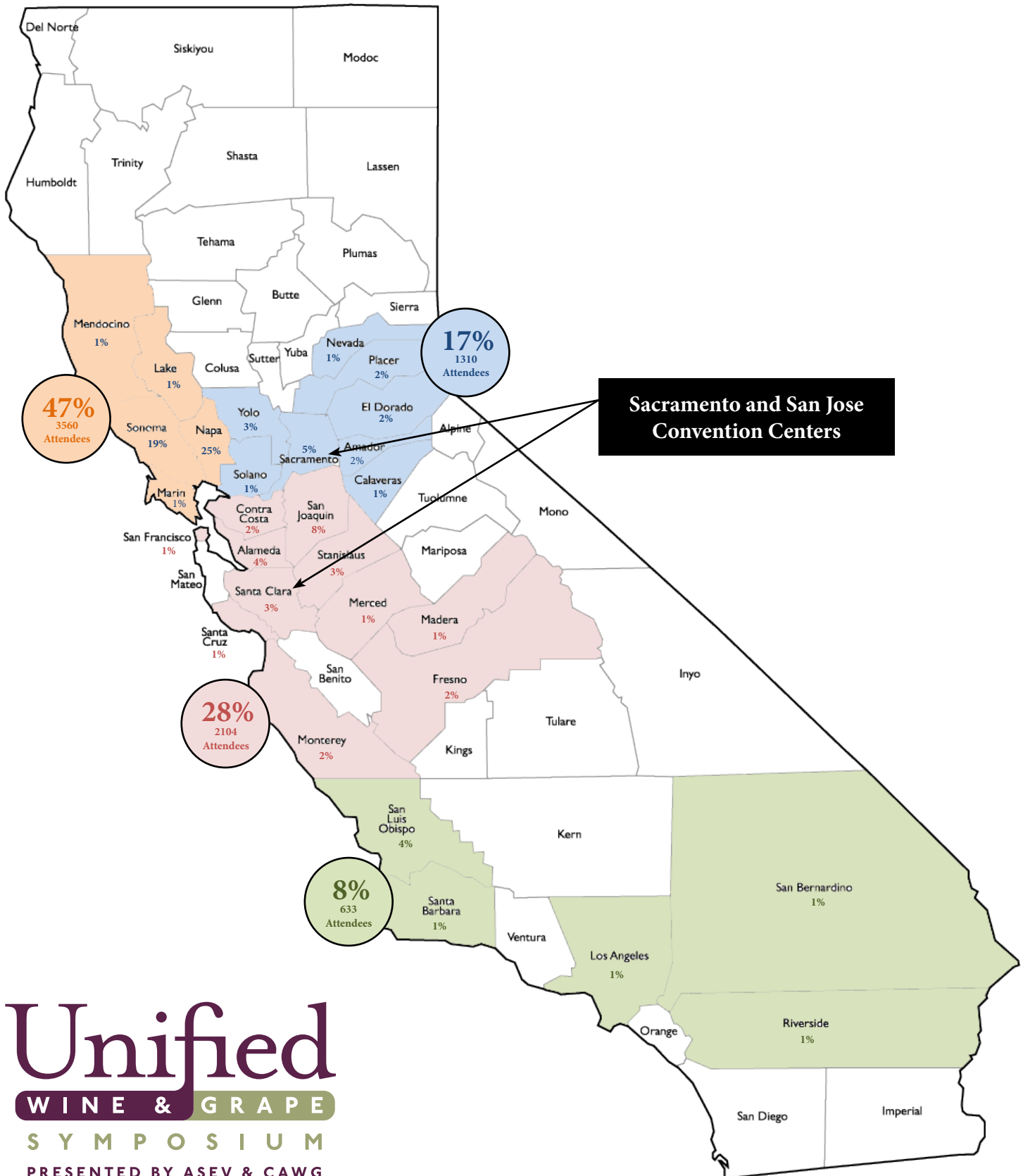
The Center has an attached garage for parking 700 cars and additional outdoor space across the street. Food pricing (excluding coffee/tea) is lower than Sacramento. Audio visual costs appear to be similar.

- iv. **California County Demographics for 2014 (handout).** 88% of the attendees (non-exhibitors) are from California, the remaining are from outside of California or are international.
 - v. **Hotel Comparison(handout).** San Jose has developed a very large corporate business during the weekdays so at this time we are unable to book more rooms, which is reflected in the hotel documentation of a room blocks being held for our consideration. If we act and advise San Jose that we are serious about contracting, there is a chance we could contract additional rooms and with some lower rates offered. There is also a chance that less rooms would be booked due to the increase in expenses. The pros: more hotels are closer to the convention center or with direct access from light rail, mostly include free wi-fi, and with easier parking and no shuttle needed.
 - vi. **Union Labor.** The contracted union rates and increased number of unions in San Jose will mostly result in double the total cost to many exhibitors-from what they currently are in Sacramento. It is anticipated there will be some shift in our exhibitor community with which companies choose to contract in San Jose based on their budgets and other factors. This may make it possible to consider booth expansion depending on the shift.
- b. **CDFA PD/GWSS Board request for Press Conference.** Lyndie Boulton and John Aguirre reviewed a request with the committee from Ken Freeze, with Brown-Miller and a PD/GWSS Board member, to use the press conference room, immediately following the State of the Industry press conference. The committee addressed the request.
- i. Other available options: reserve a conference room at a local hotel, walk to the CDFA office or use another room within the convention center.
 - ii. The concern is how coupled it is with the State of the Industry press conference in terms of Unified branding of its own press conference, potential for perceived precedent with other similar requests being made in the future, potential sponsorship, and the timeline for the Unified press conference room needs to remain flexible due to uncertainty with the timing of the session and the length of questions asked during our press conference.
 - iii. Lyndie Boulton made a motion to allow the PD/GWSS board to use the press conference room on Wednesday with the following conditions: They can use the room any time after 1:00 PM and they need to confirm the time prior to the event; the sponsorship fee will be waived; this will need to be completely separate from the State of the Industry press conference, they are not to make any mention of the SOI press conference in their communication and the PD/GWSS press conference will not be communicated through Unified. The motion was second by Tom Collins, and the motion approved.
- c. **2015 – 2016 LLC Managing Committee Chair and Members.** Lyndie Boulton stated that Jim Kennedy’s chairmanship will come to an end on December 31. The policy is to rotate between ASEV and CAWG, and it is CAWG’s responsibility to identify a chair for January – December 2015. This action will be added to the next committee meeting agenda and will be determined at that time. Jim Kennedy is willing to serve as chair in the interim. **ACTION ITEM:** John Aguirre will identify a potential chair by next meeting. ASEV and CAWG will also confirm which current committee members are willing to continue through 2015 or identify new members as needed.

- d. **Program Development – State of the Industry Moderator.** John Aguirre and Jenny Devine-Smith reviewed with the committee a change in the State of the Industry speaker line-up. Due to a scheduling conflict with the BevMo Board of Directors meeting, Francesca Schuler may not be able to moderate the State of the Industry session. If Francesca is unable to speak, the proposed back-up plan by consensus is to ask Mike Veseth to fill in as moderator, provide him time to speak, and provide Jon Fredrikson with more time to speak. During the planning process, it will be made very clear that each speaker will need to stick to their scheduled time and a transition time will be built in to the overall timeline. John noted that Nat DiBuduo and Jon Fredrikson both expressed concern to him about having a broker on the panel. Tom added that there is the afternoon session on Wednesday that includes a broker and the information will still be available. **ACTION ITEM:** John Aguirre and Jenny Devine-Smith will follow-up with Francesca and move forward with confirming Mike Veseth to moderate if needed.
5. **Next meeting date and time.** The next meeting will take place on Friday, January 9, 2015 in San Jose. The site tour will begin at 10:30 AM, with the LLC Managing Committee lunch meeting to follow at 12:00 PM.
6. **Adjournment.** David Weiss moved to adjourn the meeting, second by Leticia Chacón-Rodríguez. Motion carried. The LLC Committee Meeting was adjourned at 11:45 AM.

2014 Unified Wine & Grape Symposium County Demographics

Total of 7607 Attendees (excludes exhibitors)



Unified
WINE & GRAPE
SYMPOSIUM
PRESENTED BY ASEV & CAWG

Unified Wine & Grape Symposium

January 25 & 26, 2017

San Jose McEnery Convention Center

Exhibit Halls 1 - 3

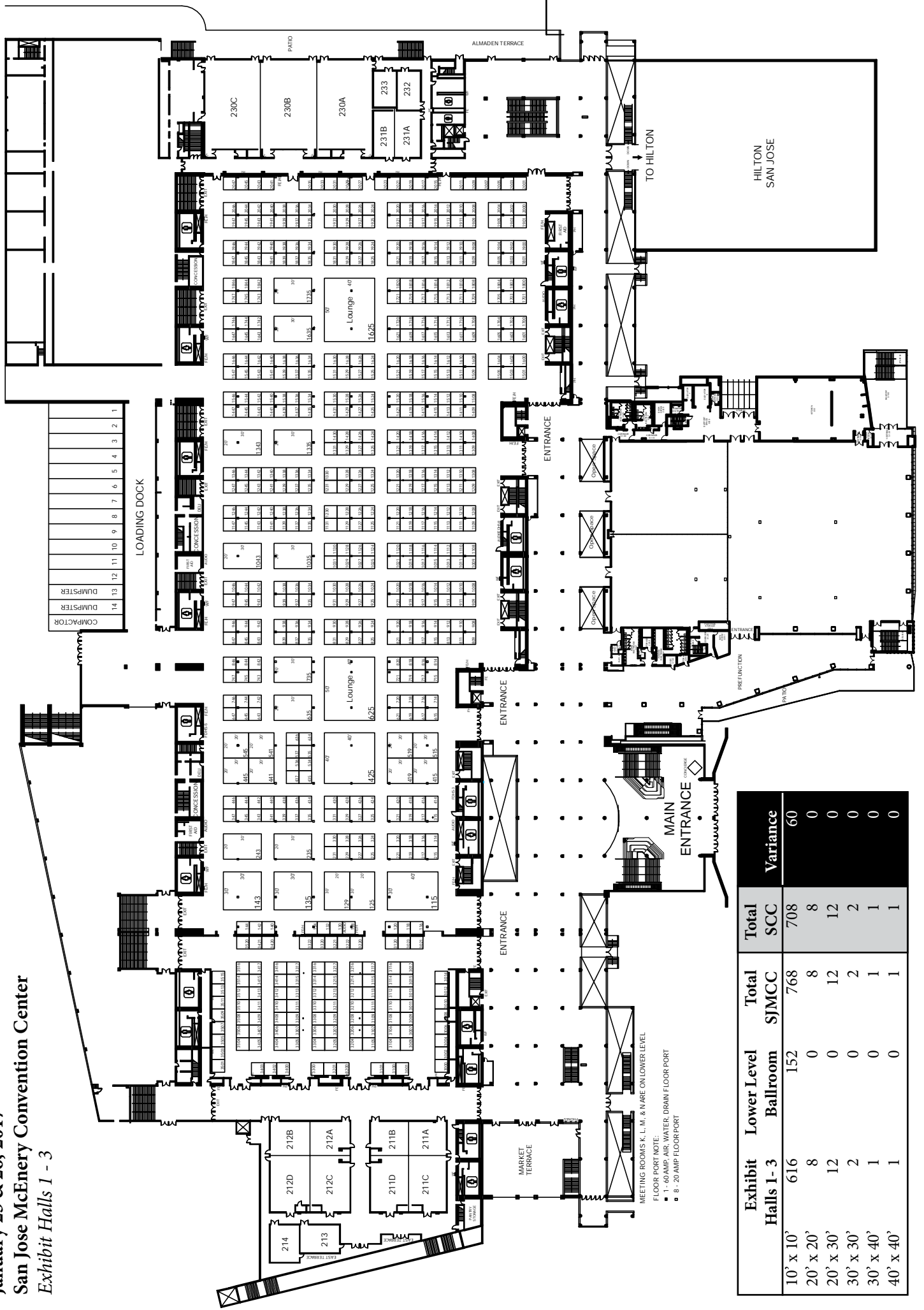


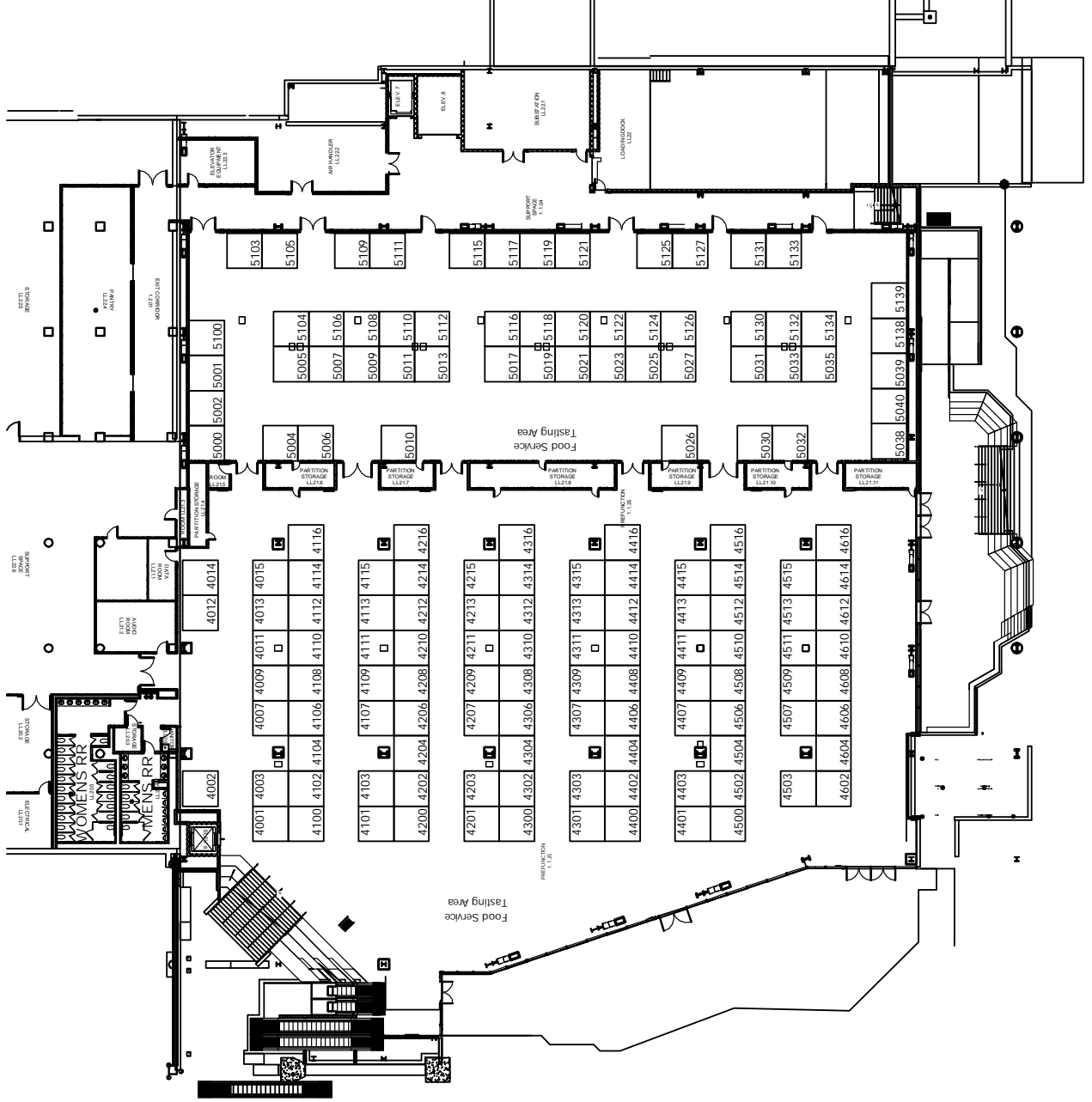
Exhibit Halls	Lower Level Ballroom	Total SJMCC	Total SCC	Variance
10' x 10'	152	768	708	60
20' x 20'	0	8	8	0
20' x 30'	0	12	12	0
30' x 30'	0	2	2	0
30' x 40'	0	1	1	0
40' x 40'	0	1	1	0

Unified Wine & Grape Symposium

January 25 & 26, 2017

San Jose McEnery Convention Center

Lower Level Ballroom



Unified Wine & Grape Symposium

CONFIDENTIAL - ONLY INTENDED FOR LLC MANAGING COMMITTEE MEMBERS

	<u>2014</u>	Notes	<u>2015</u>	<u>Current San</u>	
	<u>Show Rates</u>		<u>Show Rates</u>	<u>Jose Rates</u>	Difference
<u>Furnishings</u>					
		<i>Rate increases 3.5% per year</i>			
4' Draped Table	\$ 73.00		\$ 75.20	\$ 140.35	86.6%
6' Draped Table	\$ 91.00		\$ 93.75	\$ 167.80	79.0%
Limerick Chair	\$ 43.00		\$ 44.30	\$ 82.80	86.9%
Wastebasket	\$ 11.00		\$ 11.35	\$ 17.60	55.1%
Black Diamond Stool	\$ 50.00		\$ 51.50	\$ 152.25	195.6%
Black Diamond Side Chair	\$ 50.00		\$ 51.50	\$ 121.80	136.5%
Black Diamond Arm Chair	\$ 50.00		\$ 51.50	\$ 147.80	187.0%
Soho Café 36"D	\$ 131.10		\$ 133.75	\$ 188.25	40.7%
Soho Bistro 36"D	\$ 163.90		\$ 186.60	\$ 262.50	40.7%
6' Showcase	\$ 334.00		\$ 344.00	\$ 434.75	26.4%
<u>Carpet</u>					
9' x 10' Carpet	\$ 100.00		\$ 103.00	\$ 195.20	89.5%
Custom Cut Carpet - sqft	\$ 2.05		\$ 2.10	\$ 3.50	66.7%
<u>Show Package</u>					
		(1) 6' draped table, (2) blk diamond side chairs, (1) wb, (1) 9' x 10' carpet			
Show Package - 10' x 10' booth	\$ 250.00		\$ 257.50	\$ 436.95	69.7%
<u>Rental Exhibits</u>					
Rental Exhibit - Pkg 1 - 10' x 10'	\$ 2,388.00		\$ 2,459.65	\$ 3,619.90	47.2%
<u>Graphics</u>					
Graphics - sqft	\$ 11.15		\$ 11.50	\$ 16.90	47.0%
<u>Material Handling/Teamster Labor</u>					
Warehouse - Crated - ST	\$ 60.00	954 CWT in 2014	\$ 62.00	\$ 92.00	48.4%
Showsite - Crated - ST	\$ 58.00	3708 CWT in 2014	\$ 59.75	\$ 110.00	84.1%
Small Package	\$ 37.30		\$ 38.50	\$ 45.00	16.9%
Mobile Spotting	\$ 170.00	31 in 2014	\$ 175.25	\$ 277.00	58.1%
POV - Car - ST	\$ 95.00	35 vehicles in 2014	\$ 95.00	\$ 156.75	65.0%
POV - Pick-up/Minivan/SUV - ST	\$ 150.00	63 vehicles in 2014	\$ 150.00	\$ 247.50	65.0%
POV - Truck/Full-size van/SUV - ST	\$ 225.00	83 vehicles in 2014	\$ 225.00	\$ 371.25	65.0%
Teamster Labor - ST	\$ 79.00		\$ 81.50	\$ 122.50	50.3%
Teamster Labor - OT	\$ 130.00		\$ 134.00	\$ 220.00	64.2%
<u>Display Labor</u>					
Display Labor - ST	\$ 79.00		\$ 81.50	\$ 122.50	50.3%
Display Labor - OT	\$ 130.00		\$ 134.00	\$ 215.00	60.4%
<u>Hanging Signs</u>					
Condor/Crew - ST	\$ 395.00		\$ 407.00	\$ 667.75	64.1%
Condor/Crew - OT	\$ 515.00		\$ 530.50	\$ 981.75	85.1%
<u>Electrical</u>					
5 amp Outlet	\$ 89.00		\$ 91.75	\$ 126.25	37.6%
10 amp Outlet	\$ 155.00		\$ 159.75	\$ 218.50	36.8%
20 amp Outlet	\$ 245.00		\$ 252.50	\$ 292.75	15.9%
208 volt/3 phase/100 amp	\$ 1,092.00		\$ 1,125.00	\$ 1,363.00	21.2%
Electrical Labor - ST	\$ 95.00		\$ 98.00	\$ 131.50	34.2%
Electrical Labor - OT	\$ 190.00		\$ 196.00	\$ 263.00	34.2%

15-16 Rates
 ** 3% per year
 increase forecasted

Exhibitor:	CATEGORY	ITEM	2014 Invoice				San Jose Projected Invoice (Current Rates) 14-15					
			QTY	UOM	Rate	Amount	Tax	QTY	UOM	Rate	Amount	Tax
Furnishings		28 oz Prestige Carpet - Gray Pearl	600	SQFT	\$ 2.70	\$ 1,620.00	8.5%	600	SQFT	\$ 4.50	\$ 2,700.00	8.5%
Furnishings		Carpet Padding	600	SQFT	\$ 0.65	\$ 390.00	8.5%	600	SQFT	\$ 1.05	\$ 630.00	8.5%
Miscellaneous		Rotating Sign Motor - Small	1	EA	\$ 175.00	\$ 175.00	8.5%	1	EA	\$ 768.45	\$ 768.45	8.5%
Utilities		120 Volt - 500 Watt (5 Amp) Outlet - 24 HR	2	EA	\$ 178.00	\$ 356.00	0.0%	2	EA	\$ 252.50	\$ 505.00	0.0%
Utilities		208 Volt Three Phase 30 AMP Outlet	1	EA	\$ 632.00	\$ 632.00	0.0%	1	EA	\$ 791.00	\$ 791.00	0.0%
Utilities		408 Volt Three Phase 20 AMP Outlet	1	EA	\$ 633.00	\$ 633.00	0.0%	1	EA	\$ 794.25	\$ 794.25	0.0%
Utilities		Compressed Air - Outlet	1	EA	\$ 440.00	\$ 440.00	0.0%	1	EA	\$ 476.75	\$ 476.75	0.0%
Utilities		120 Volt - 500 Watt (5 Amp) Outlet - 24 HR	-1	EA	\$ 178.00	\$ (178.00)	0.0%	-1	EA	\$ 252.50	\$ (252.50)	0.0%
Utilities		120 Volt - 500 Watts (5 Amp) Outlet	2	EA	\$ 89.00	\$ 178.00	0.0%	2	EA	\$ 126.25	\$ 252.50	0.0%
Material Handling		Warehouse - Spec Handling - OT One Way	2	CWT	\$ 92.15	\$ 184.30	0.0%	2	CWT	\$ 155.50	\$ 311.00	0.0%
Display Labor-Install		Install - Display Labor - ST	5	HR	\$ 79.00	\$ 395.00	0.0%	5	HR	\$ 122.50	\$ 612.50	0.0%
Rigging Labor-Install		Install - 5M Forklift/Operator - ST	1	HR	\$ 140.00	\$ 140.00	0.0%	1	HR	\$ 212.50	\$ 212.50	0.0%
Miscellaneous		Cable Sling - 2'	2	EA	\$ 3.50	\$ 7.00	8.5%	2	EA	\$ 4.95	\$ 9.90	8.5%
Miscellaneous		Cable Sling - 4'	3	EA	\$ 7.05	\$ 21.15	8.5%	3	EA	\$ 9.80	\$ 29.40	8.5%
Miscellaneous		Cable Sling - 8'	3	EA	\$ 14.10	\$ 42.30	8.5%	3	EA	\$ 19.70	\$ 59.10	8.5%
Miscellaneous		Cable - 1/8" x 20' Adjustable	4	EA	\$ 27.55	\$ 110.20	8.5%	4	EA	\$ 38.50	\$ 154.00	8.5%
Miscellaneous		Shackles - 1/4"	6	EA	\$ 7.70	\$ 46.20	8.5%	6	EA	\$ 10.80	\$ 64.80	8.5%
Miscellaneous		Pear Link	1	EA	\$ 12.15	\$ 12.15	8.5%	1	EA	\$ 16.90	\$ 16.90	8.5%
Hanging Signs-Install		Install - Conductor/Crew - ST	1.5	HR	\$ 395.00	\$ 592.50	0.0%	1.5	HR	\$ 667.75	\$ 1,001.63	0.0%
Hanging Signs-Install		Install - Additional Crew/Assembly Labor - ST	1	HR	\$ 79.00	\$ 79.00	0.0%	1	HR	\$ 122.50	\$ 122.50	0.0%
Utilities		Install - Floor Work - ST	1	HR	\$ 95.00	\$ 95.00	0.0%	1	HR	\$ 131.50	\$ 131.50	0.0%
Utilities		Dismantle - Electrician - ST	0.5	HR	\$ 95.00	\$ 47.50	0.0%	0.5	HR	\$ 131.50	\$ 65.75	0.0%
Material Handling		Showsite - Crated - ST	79	CWT	\$ 58.00	\$ 4,582.00	0.0%	79	CWT	\$ 110.00	\$ 8,690.00	0.0%
Utilities		Install - Plumbing Labor - ST	1	HR	\$ 95.00	\$ 95.00	0.0%	1	HR	\$ 122.50	\$ 122.50	0.0%
Utilities		Dismantle - Plumbing Labor - ST	1	HR	\$ 95.00	\$ 95.00	0.0%	1	HR	\$ 122.50	\$ 122.50	0.0%
Utilities		Power Strip	2	EA	\$ 20.00	\$ 40.00	0.0%	2	EA	\$ 23.65	\$ 47.30	0.0%
Utilities		15' Extension Cord	2	EA	\$ 18.00	\$ 36.00	0.0%	2	EA	\$ 23.65	\$ 47.30	0.0%
Utilities		25' Extension Cord	1	EA	\$ 22.00	\$ 22.00	0.0%	1	EA	\$ 29.50	\$ 29.50	0.0%
Utilities		12/5 Flat Cable 15'	1	EA	\$ 45.00	\$ 45.00	0.0%	1	EA	\$ 62.55	\$ 62.55	0.0%
Utilities		12/5 Tail Male/Female	1	EA	\$ 40.00	\$ 40.00	0.0%	1	EA	\$ 53.15	\$ 53.15	0.0%
Utilities		5 Wire Cord Cap - 20 AMP	1	EA	\$ 30.00	\$ 30.00	0.0%	1	EA	\$ 35.45	\$ 35.45	0.0%
Utilities		Install - Booth Work - ST	1	HR	\$ 95.00	\$ 95.00	0.0%	1	HR	\$ 131.50	\$ 131.50	0.0%
Utilities		Dismantle - Electrician - OT	0.5	HR	\$ 190.00	\$ 95.00	0.0%	0.5	HR	\$ 263.00	\$ 131.50	0.0%
Utilities		75' Extension Cord	1	EA	\$ 50.00	\$ 50.00	0.0%	1	EA	\$ 65.00	\$ 65.00	0.0%
Utilities		Install - Conductor/Crew - ST (Electrical)	1	HR	\$ 395.00	\$ 395.00	0.0%	1	HR	\$ 638.00	\$ 638.00	0.0%
Utilities		Dismantle - Conductor/Crew - ST (Electrical)	1	HR	\$ 395.00	\$ 395.00	0.0%	1	HR	\$ 638.00	\$ 638.00	0.0%
Display Labor-Dismantle		Dismantle - Display Labor - ST	3	HR	\$ 79.00	\$ 237.00	0.0%	3	HR	\$ 122.50	\$ 367.50	0.0%
Rigging Labor-Dismantle		Dismantle - 5M Forklift/Operator - ST	1	HR	\$ 140.00	\$ 140.00	0.0%	1	HR	\$ 212.50	\$ 212.50	0.0%
Hanging Signs-Dismantle		Dismantle - Conductor/Crew - ST	1	HR	\$ 395.00	\$ 395.00	0.0%	1	HR	\$ 667.75	\$ 667.75	0.0%

TOTAL INVOICE (excluding tax) \$ 22,164.49

\$ 21,518.93
 increase 68%

15-16 Rates
 ** 3% per
 year
 increase
 forecasted

XVZ Company		2014 Invoice				San Jose Projected Invoice (Current Rates) 14-15					
CATEGORY	ITEM	QTY	UOM	Rate	Amount	Tax	QTY	UOM	Rate	Amount	Tax
Furnishings	9' x 10' Carpet - Gray (on-site order)	1	EA	\$130.00	\$ 130.00	8.5%	1	EA	\$195.20	\$ 195.20	8.5%
Furnishings	Carpet Padding (on-site order)	90	SQFT	\$ 0.85	\$ 76.50	8.5%	90	SQFT	\$ 0.95	\$ 85.50	8.5%
Material Handling	Showsite - Special Handling - ST	94	CWT	\$ 73.00	\$ 6,862.00	0.0%	94	CWT	\$143.00	\$ 13,442.00	0.0%
Rigging Labor-Install	Install - 5M Forklift/Operator - ST (on-site order)	1	HR	\$161.00	\$ 161.00	0.0%	1	HR	\$212.50	\$ 212.50	0.0%
Rigging Labor-Dismantle	Dismantle - 10M Forklift/Operator - ST (on-site order)	1	HR	\$172.50	\$ 172.50	0.0%	1	HR	\$241.50	\$ 241.50	0.0%
TOTAL INVOICE (excluding tax)					\$ 7,402.00		\$ 14,176.70				

TOTAL INVOICE (excluding tax)
\$ 7,402.00

increase 91.53%

\$ 14,602.00

15-16 Rates **
3% per year
increase
forecasted

Exhibitor:		Pkg. Co.		2014 Invoice					San Jose Projected Invoice (Current Rates) 14-15				
CATEGORY	ITEM	QTY	UOM	Rate	Amount	Tax	QTY	UOM	Rate	Amount	Tax		
Furnishings	Wastebasket	1	EA	\$ 11.00	\$ 11.00	8.5%	1	EA	\$ 17.60	\$ 17.60	8.5%		
Furnishings	9' x 20' Carpet - Black	1	EA	\$ 200.00	\$ 200.00	8.5%	1	EA	\$ 390.40	\$ 390.40	8.5%		
Furnishings	Carpet Padding	180	SQFT	\$ 0.65	\$ 117.00	8.5%	180	SQFT	\$ 0.95	\$ 171.00	8.5%		
Utilities	120 Volt - 500 Watt (5 amp) Outlet	1	EA	\$ 89.00	\$ 89.00	0.0%	1	EA	\$ 126.25	\$ 126.25	0.0%		
Material Handling	Warehouse - Crated - OT One Way	25	CWT	\$ 73.20	\$ 1,830.00	0.0%	25	CWT	\$ 119.50	\$ 2,987.50	0.0%		
Utilities	15' Extension Cord	1	EA	\$ 18.00	\$ 18.00	0.0%	1	EA	\$ 23.65	\$ 23.65	0.0%		
Utilities	Install - Floor Work - ST	1	HR	\$ 95.00	\$ 95.00	0.0%	1	HR	\$ 131.50	\$ 131.50	0.0%		
Utilities	Dismantle - Electrician - ST	0.5	HR	\$ 95.00	\$ 47.50	0.0%	0.5	HR	\$ 131.50	\$ 65.75	0.0%		
Furnishings	Chrome Bag Rack	1	EA	\$ 107.40	\$ 107.40	8.5%	1	EA	\$ 119.65	\$ 119.65	8.5%		
		TOTAL INVOICE (excluding tax)						\$ 4,033.30					

increase 60.38%

\$ 4,154.30

** Excluded Transportation Data

Exhibitor:		American Co.	
CATEGORY	ITEM	QTY	UOM
Cleaning	2 Days Vacuuming	100	SQFT
Furnishings	28 oz Prestige Carpet - Charcoal	100	SQFT
Furnishings	Carpet Padding	100	SQFT
Utilities	120 Volt - 500 Watt (5 amp) Outlet	1	EA
Furnishings	6' x 24" x 30" Undraped Table	1	EA
Material Handling	Showsite - Crated - ST	6	CWT
TOTAL INVOICE (excluding tax)			

2014 Invoice			
Rate	Amount	Tax	
\$ 0.60	\$ 60.00	0.0%	
\$ 2.70	\$ 270.00	8.5%	
\$ 0.65	\$ 65.00	8.5%	
\$ 89.00	\$ 89.00	0.0%	
\$ 54.65	\$ 54.65	8.5%	
\$ 58.00	\$ 348.00	0.0%	
			\$ 886.65

San Jose Projected Invoice (Current Rates) 14-15					
QTY	UOM	Rate	Amount	Tax	
100	SQFT	\$ 1.10	\$ 110.00	0.0%	
100	SQFT	\$ 4.50	\$ 450.00	8.5%	
100	SQFT	\$ 1.05	\$ 105.00	8.5%	
1	EA	\$ 126.25	\$ 126.25	0.0%	
1	EA	\$ 61.05	\$ 61.05	8.5%	
6	CWT	\$ 110.00	\$ 660.00	0.0%	
			\$ 1,512.30		

15-16 Rates
** 3% per year
increase forecasted

increase 70.56%

\$ 1,557.67

** Excluded Transportation Data