

Schedule for the Day

9:30 – 10:15 Review of Hospitality Program

10:15 – 11:15 Décor Presentation

11:15 – 12:15 Village on 14 clients – Tour & Site Selection

Village on 15 clients – Tour & Site Selection

Village on 18 clients – Tour



USGA's Mission

To champion and advance the game of golf

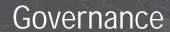


USGA's Core Strategies



Championships

Provide the very best players in the world with the opportunity to compete for a title



Clarify and define the Rules of the game worldwide





Golf Facilities

Advance the long-term viability of the game of golf

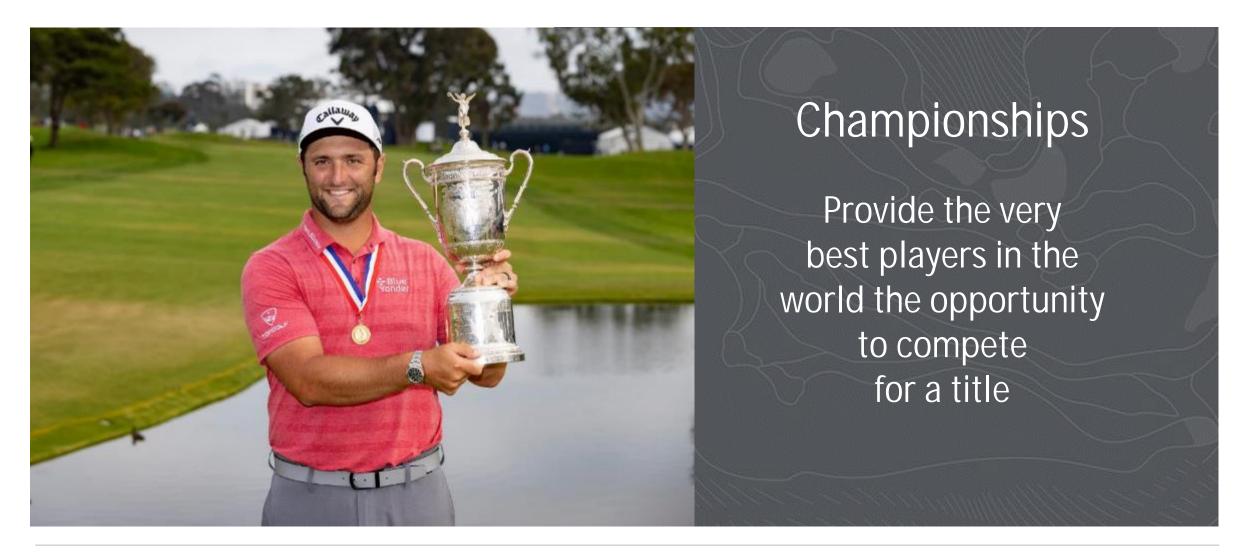
Golfer Engagement

Serve golfers through programs that build engagement with the game





USGA's Core Strategies





U.S. Open Championship

- 122nd national championship
- First conducted in 1895
- Open to anyone with a Handicap Index of 1.4 or less
- 156 Players (Exemptions & Qualifiers)
- Qualifying Takes Place May-June, 2022
- 72-Hole stroke play
- Past champions include Tiger Woods, Jack Nicklaus,
 Arnold Palmer, Ben Hogan, Tom Watson







The Country Club





U.S. Opens Held at The Country Club

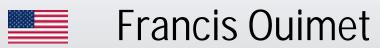
CHAMPIONSHIP

1913 U.S. Open

1963 U.S. Open

1988 U.S. Open













HISTORIC SETTING





1963 U.S. OPEN

Arnie watched as his ball came to rest at a rotted tree stump at the 11th hole. It took him 3 swings to get it into the fairway. He eventually lost to Julius Boros in a playoff.





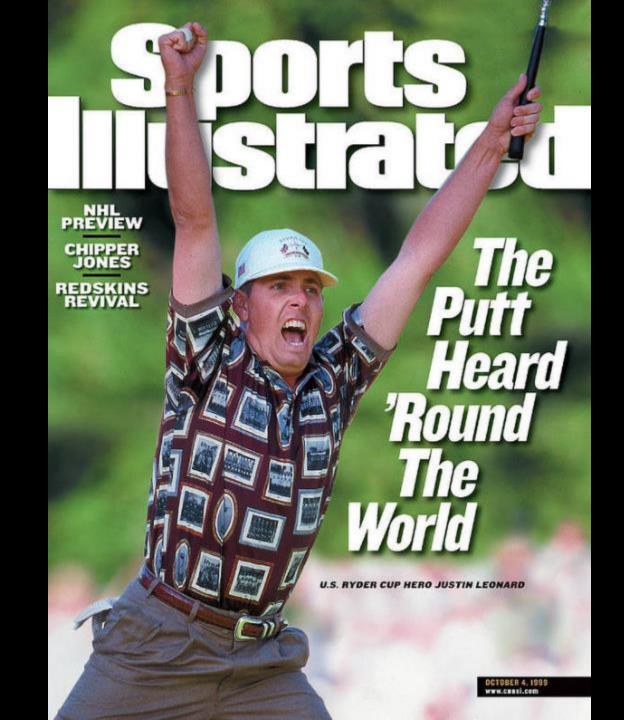
1999 Ryder Cup



HISTORIC SETTING

1999 Ryder Cup

In the 1999 Ryder Cup, the 17th green was the scene of Justin Leonard's improbable, comeback-clinching 40-foot putt against Jose Maria Olazabal.







HISTORIC SETTING



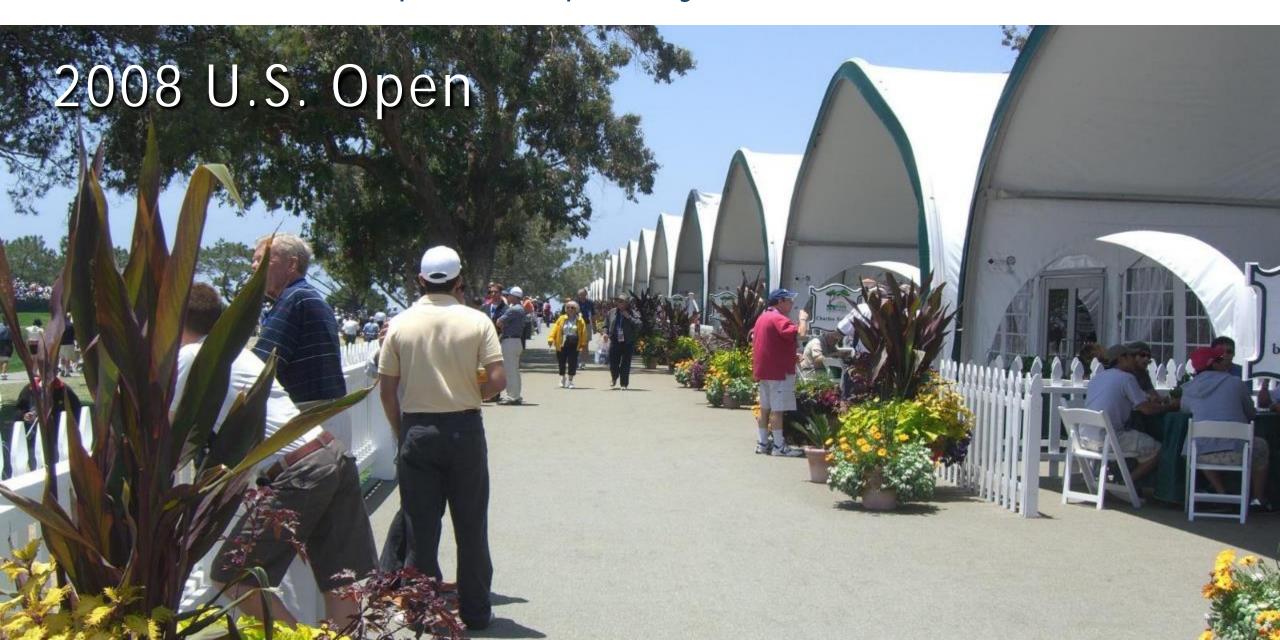
The Country Club

"To me, the property around here is hallowed. The grass grows greener, the trees bloom better, there is even warmth in the rocks. And I don't know...but somehow or other the sun seems to shine brighter on The Country Club than on any place I have ever seen."

- Francis Ouimet -







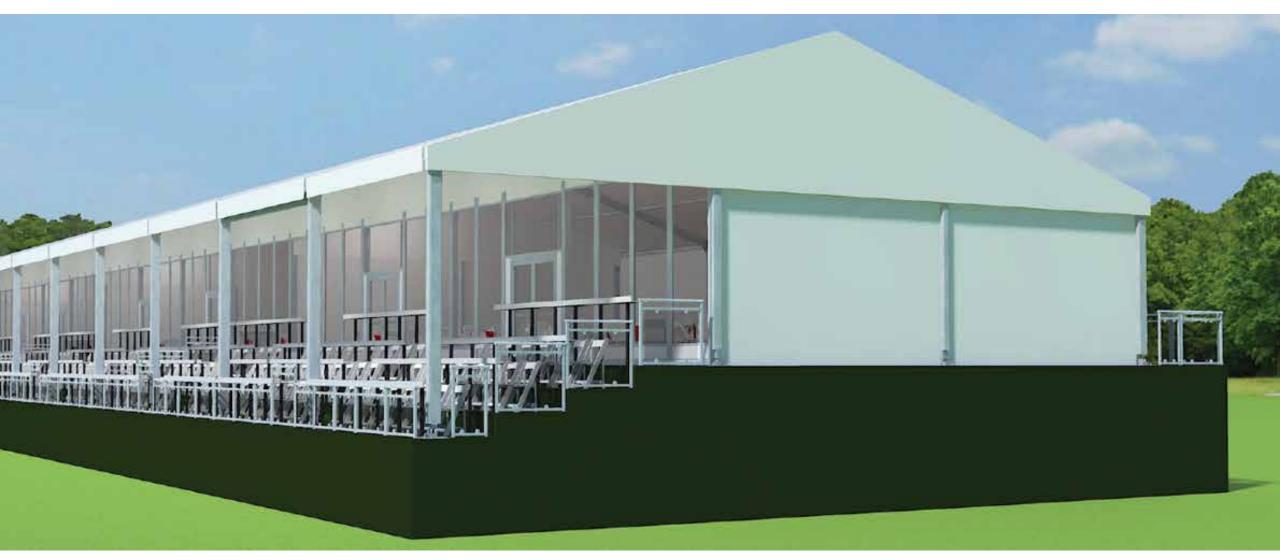






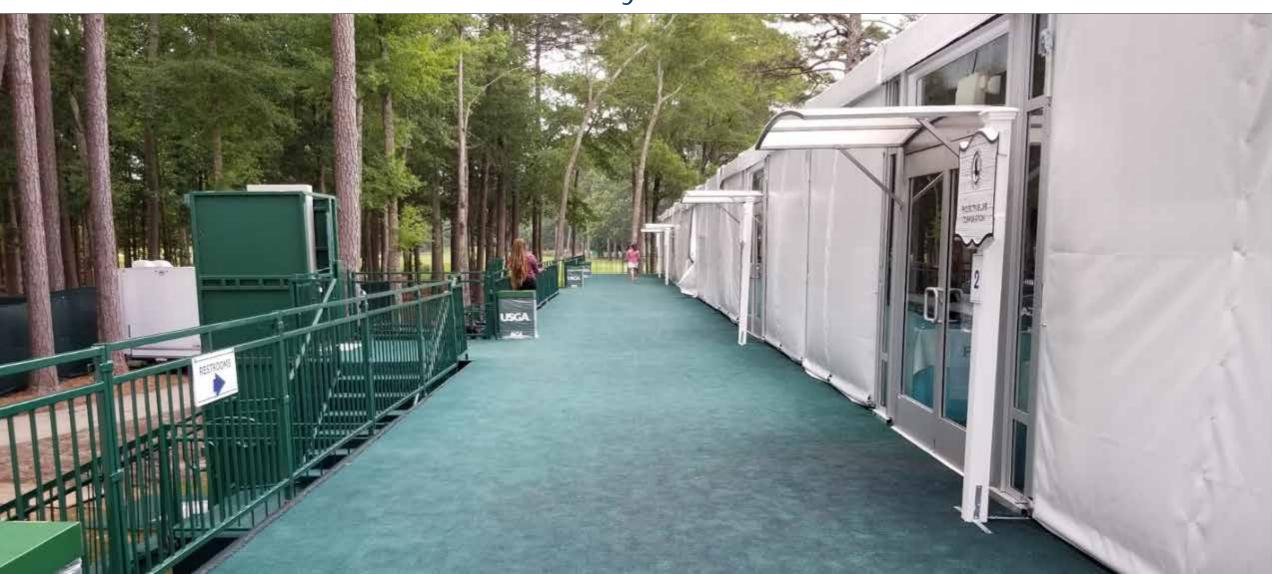


New Tent Structure for the 2022 U.S. Open





New Tent Structure for the 2022 U.S. Open Back Entry Into Tents



New Tent Structure for the 2022 U.S. Open Course Views from Interior



New Tent Structure for the 2022 U.S. Open Tiered Patio Seating



Standard Décor Package



New Standard Décor Package for the 2022 U.S. Open



New Standard Décor Package for the 2022 U.S. Open

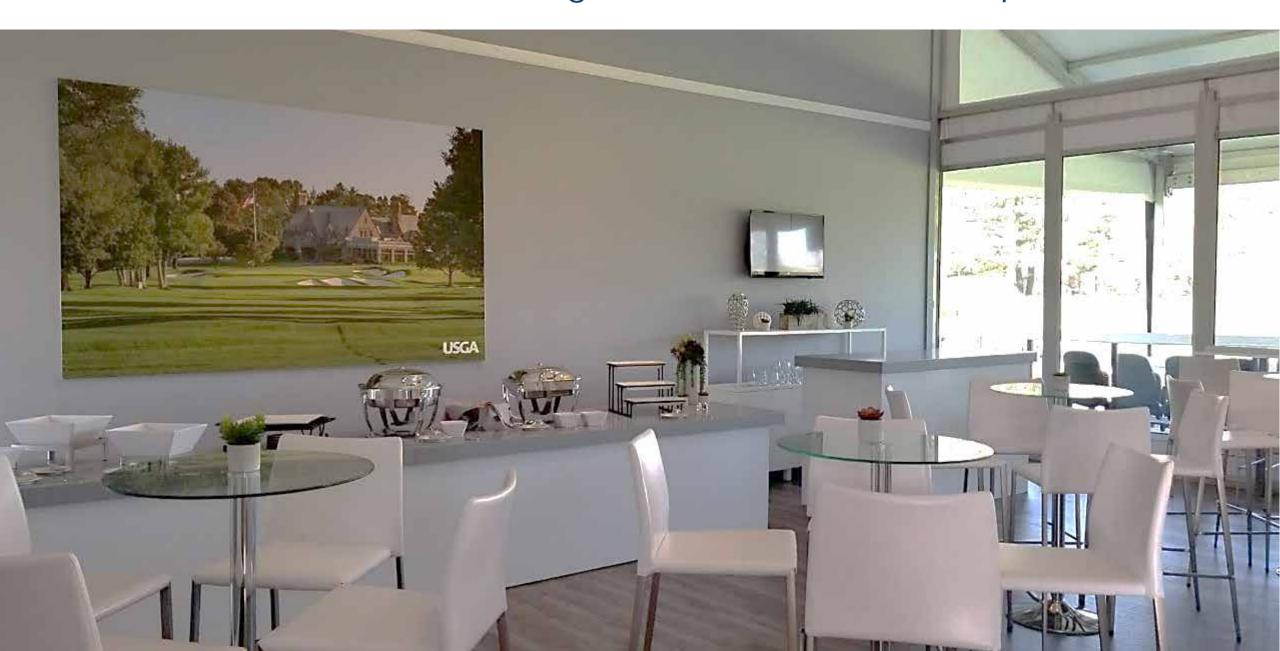




New Elements Included in Standard Package:

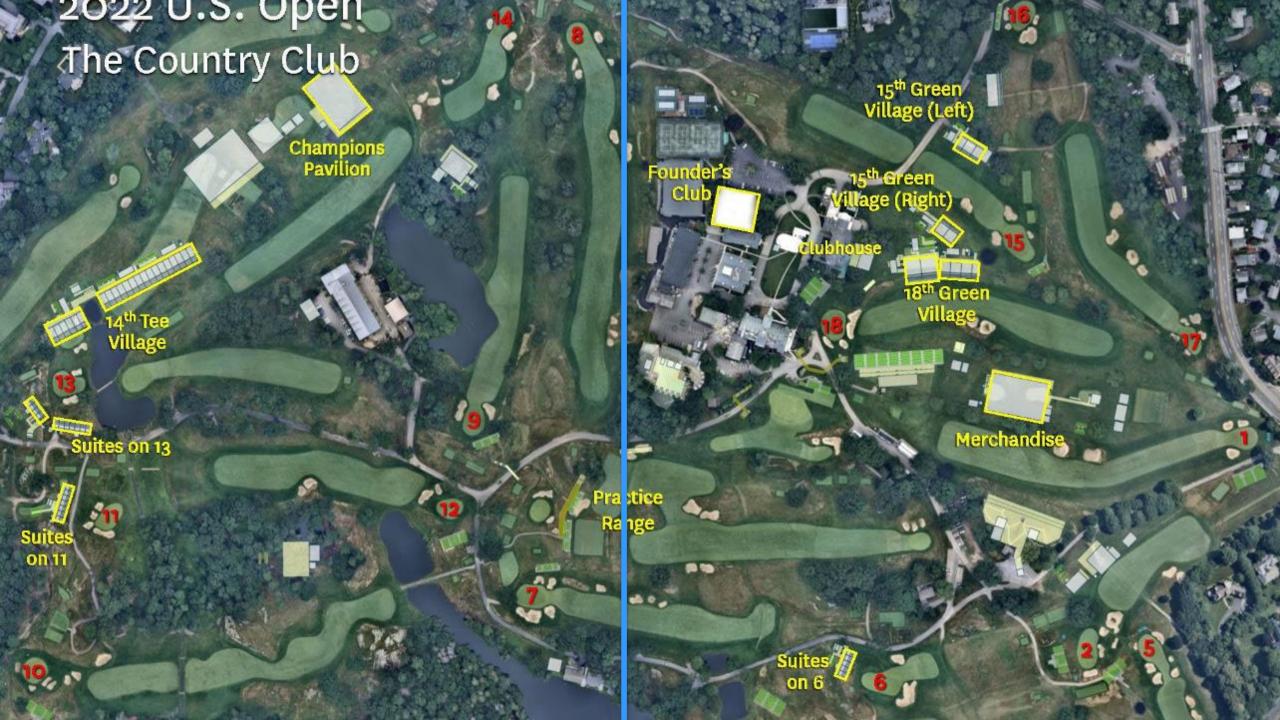
- Laminate Flooring
- Glass tables/highboys
- Upgraded chairs/stools
- -Built bar
- Built buffet
- Drink rail(s)
- Framed graphics

New Standard Décor Package for the 2022 U.S. Open



Corporate Hospitality Venues





Village on 18









WHO WE ARE



- Exclusive Corporate Hospitality Marketing & Management Company for the U.S. Open since 1995
- Staff with over 130 years of collective experience in the sports marketing industry.
- Responsibilities include:
 - Formulation of program
 - Sales
 - Client Resources Update Sessions & Hospitality Manual
 - Corporate Hospitality Operations
 - On-site Management

MSG Staff Assignments

NBC Sports – Mimi Griffin

Clubhouse – Jeanne Taylor & Tom McCully

Village on 18 – Jeanne Taylor

Village on 15 – Olivia Roseman

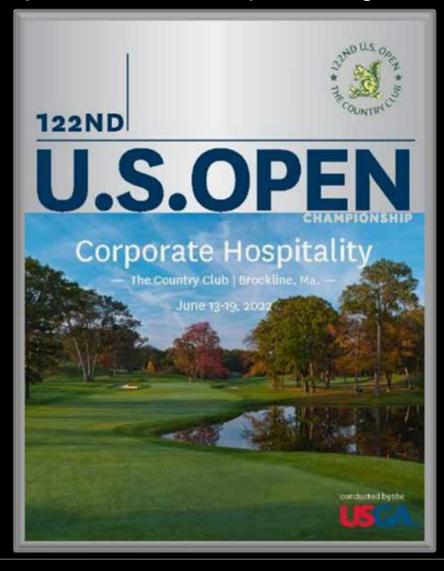
Village on 14 – Emily Geosits

Suites on 11 – Danielle Bonder & Cheryl Gaspar

Suites on 13 – Danielle Bonder

Suites on 6 – Kelly Segin

Corporate Hospitality Manual



- ✓ Link to manual will be emailed to daily contacts in November
- Valuable resource to help with your planning
- ▼ Updated as new information becomes available
- ▼ Information in Manual
 - Timeline and Forms
 - II. Meetings and Resources
 - III. Championship Information
 - IV. Maps and Layouts
 - V. Hospitality Program Information
 - VI. Tickets
 - VII. Parking and Transportation
 - VIII. Catering and Décor
 - IX. Merchandise
 - X. Hospitality Program Requirements
 - XI. Meeting Minutes

Corporate Hospitality Timeline

Corporate Hospitality Timeline LOCATION OF GROUP/CONTACT Sieptember op Décor Questionnaire and Hospitality Style Builde sent to clients Production Elements/Dela Gagner Corporate Update Session 5.Décor Preview The Country Club/HSG Promotions October 4 Decor questionnaire due Production Hementy/Dea Gagrer October 5 - 22 One-on-one client calls to kick-off discor discussions Productios Elemento/Dicja Gagner Vendor payment set up requirements due (if applicable) Production Elements/Deja Gagner October 22 Final payment for hospitality package de-USGA/Vaittle Groups Cliento to receive design deck, floor plan, budget, and service agreement. Production Elements/Deja Gagner Catering agreement and Credit Card Authorization Form due Ridgeweds/Carrie Coffee. Cutinery Selections Booksent Ridgewells/Carrie Coffee Corporate Up date Session and Catering Preview & Testing The Country Club/MSG Promotions February 15: MSG Promotions/Emily Gillard - Corporate Sign Form Deadline for final approval of décor, signed budget/service agreement Production Elements/Deja Gagner February 10. and some deposit rate Merch a Catering deposit due Ridgeses in/Carne Coffee MSG Promotions/Emily Gillard Hardh 16 - Electrical Requirements Foren Sefer: Telecomy Jake Multipliand Safar i Telecom Service Order Form Marich 17 Corporate Update Session The Country Cluby MSG Promotions March til All prophic fries due Productive Harvesty/Dea Gagrer April 1 Final décor payment due Productice Elemento/Dela Gagner Scotter days April 19 - Option Tigliet Order Form MSG Promotions/Emily Gillard - Corporate Shuttle Form April 15 Certificate of Issurance due USGA/Anne Kelletrom April 22 Deadline to order op-branded mer drandise USGA/Drew Registo The Country Club/MSG Promotions May 2 Corporate Cap The Country Club/HSG Promotions Hty 3 Corporate Update Session First menu adections, guest guarantees and remaining catering May 6 Ridgiwes by Carne Coffee

A valuable resource to help keep you on track with all important dates & deadlines



Client Log-in – www.msgpromotions.com



Client Log-in – www.msgpromotions.com



ABOUT US

U.S. OPEN HOSPITALITY

U.S. WOMEN'S OPEN HOSPITALITY

CONTACT US

LOG OUT

CLIENT AREA

TENT & SPECIALTY OPTION PATRONS

Click on any of the links on the right side of the screen for more information pertaining to the various aspects of your involvement in the U.S. Open Corporate Hospitality Program.



2022 U.S. OPEN HOSPITALITY



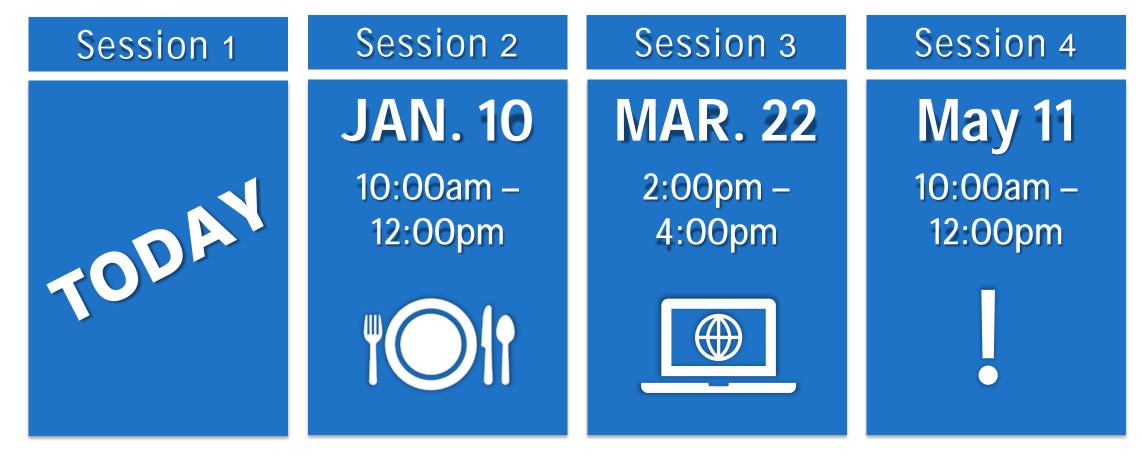
2022 U.S. SENIOR OPEN HOSPITALITY



FUTURE CHAMPIONSHIPS



Corporate Update Sessions



A reminder and RSVP form will be emailed to you at least two weeks in advance of each meeting



ridgewells

Meet Our Team



Susan LaczPrincipal and CEO



Megan ZebrakDirector, Major Events



Carrie Coffee*
Client Success Manager,
Major Events



The Menu

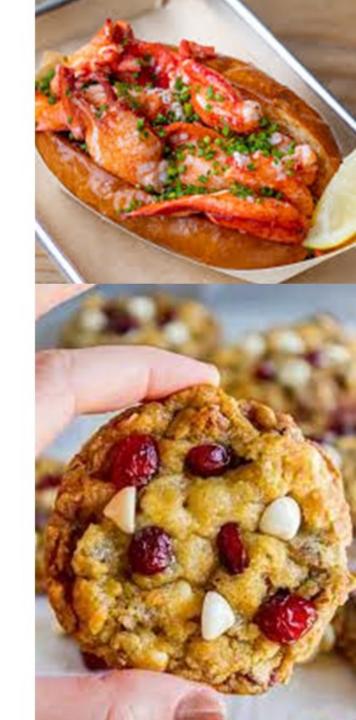
Scratch cooking

Regionally inspired menus with customized items

Source local ingredients and partner with local brands

Incorporate breweries, ice cream shoppes, restaurants, bakeries, and more!

Deliver authentic regional flavors



The Experience

Standard Service Hours

Breakfast
8:00 AM—11:00 AM

Lunch

11:30 AM-2:45 PM

Snack 3:00 PM—7:00 PM

Bar Service 11:00 AM-7:00 PM

Our Offerings

Carefully Crafted Menu Packages

Bar Packages

Inspired A La Carte Enhancements

Locally Sourced Specialty Products

Upgraded Wine, Beer, Liquor

Specialty Cocktails

High End Equipment, Disposables & Service Ware

Dedicated Staff







Planning Tips



Utilize Your Client Success Producer



Offer a Variety of Menu Options



Know Your Audience



Identify Dietary Restrictions



Estimate Guest Attendance



Make Special Requests in Advance

Dedicated Staff

- Assign a Client Success Manager to assist you every step of the way
- Handpick all event staff utilizing a myriad of recruiting tools
- Ensure training to the highest level of service
- Estimate staff based on your daily guest counts, complexity of your menu, quantity of food ordered
- Strive to keep staff consistent throughout the Championship









Important Dates 2021

October - November

Virtual Meeting with your Client Success Manager!

December 31

Completed Client Agreement & Credit Card Authorization Due



January 5

Culinary Selections Book Released

January 10

Corporate Update Session & Client Tasting

March 4

Deposit Payment Due

May 6

Final Menu Selections, Guest Counts & Payment In Full Due



Next Steps

SCHEDULE A VIRTUAL MEETING WITH YOUR CLIENT SUCCESS MANAGER

CARRIE COFFEE

P: 803.553.0942

E: ccoffee@ridgewells.com

ON THE AGENDA

Review First Taste, Budgeting & Important Dates

Review Client Agreement & Credit Card Authorization Form

> Gather Basic Information To Help You Start Planning

> > Tent Opening Schedule

Estimated Daily Counts

Menu & Bar Preferences

Special Requests



Championship Format

- Full field consists of 156 players
- The format is stroke play
- There is no PrO-Am at the U.S. Open
- On Thursday & Friday players tee-off in threesomes from 1st and 10th tee
 - 1st tee time on Thursday & Friday is approximately 6:45 a.m.
- The "cut" is made after 36 holes
 - Players with the lowest 60 scores plus ties
- On Saturday & Sunday players tee-off in twosomes from 1st tee only
 - Start times on Saturday & Sunday are determined by the size of the field



Championship Week Schedule

Monday, June 13th

Tuesday, June 14th

Wednesday, June 15th

Thursday, June 16th

Friday, June 17th

Saturday, June 18th

Sunday, June 19th

Practice Round

Practice Round

Practice Round

1st Championship Round

2nd Championship Round

3rd Championship Round

4th Championship Round



Playoff Format

In the event of a tie at the end of 72 holes of stroke play, there will be a two-hole aggregate playoff.

If the playoff results in a tie after two holes, the tied players would immediately continue to play hole-by-hole (sudden death format) until the champion is determined.





Practice Rounds Monday, Tuesday and Wednesday



Practice Rounds Monday, Tuesday and Wednesday

Cameras are permitted and encouraged



Practice Rounds Monday, Tuesday and Wednesday



Players are competing for the most coveted title in golf



Full capacity crowds



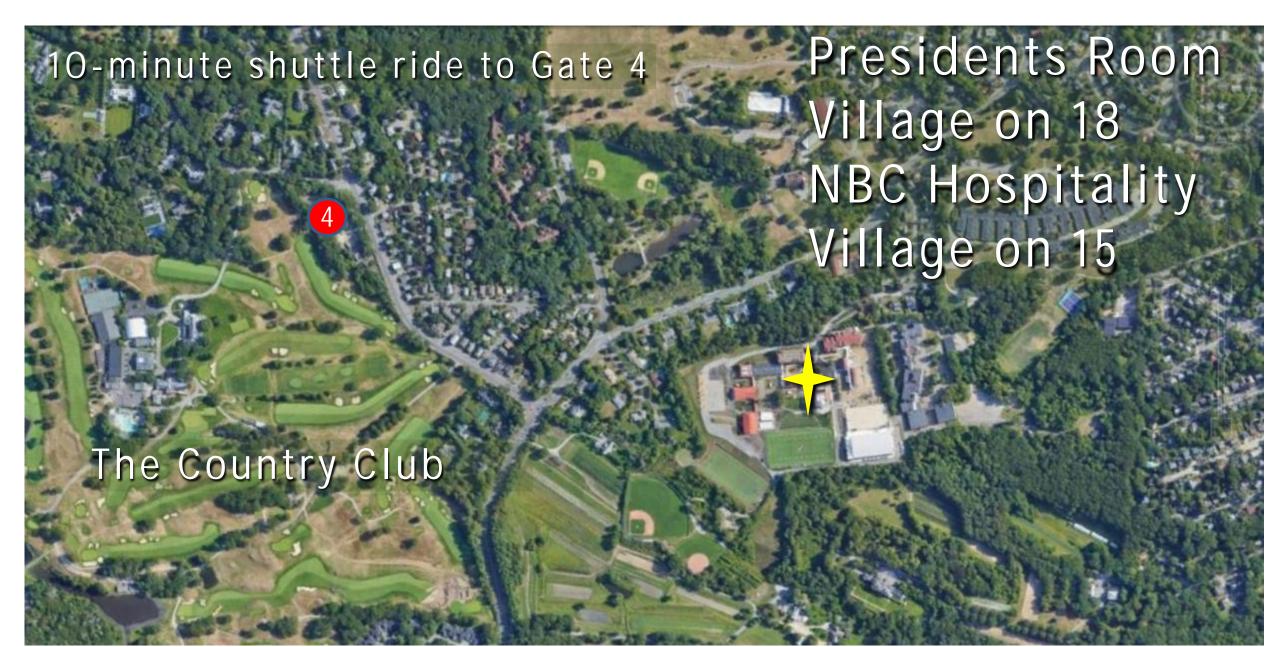


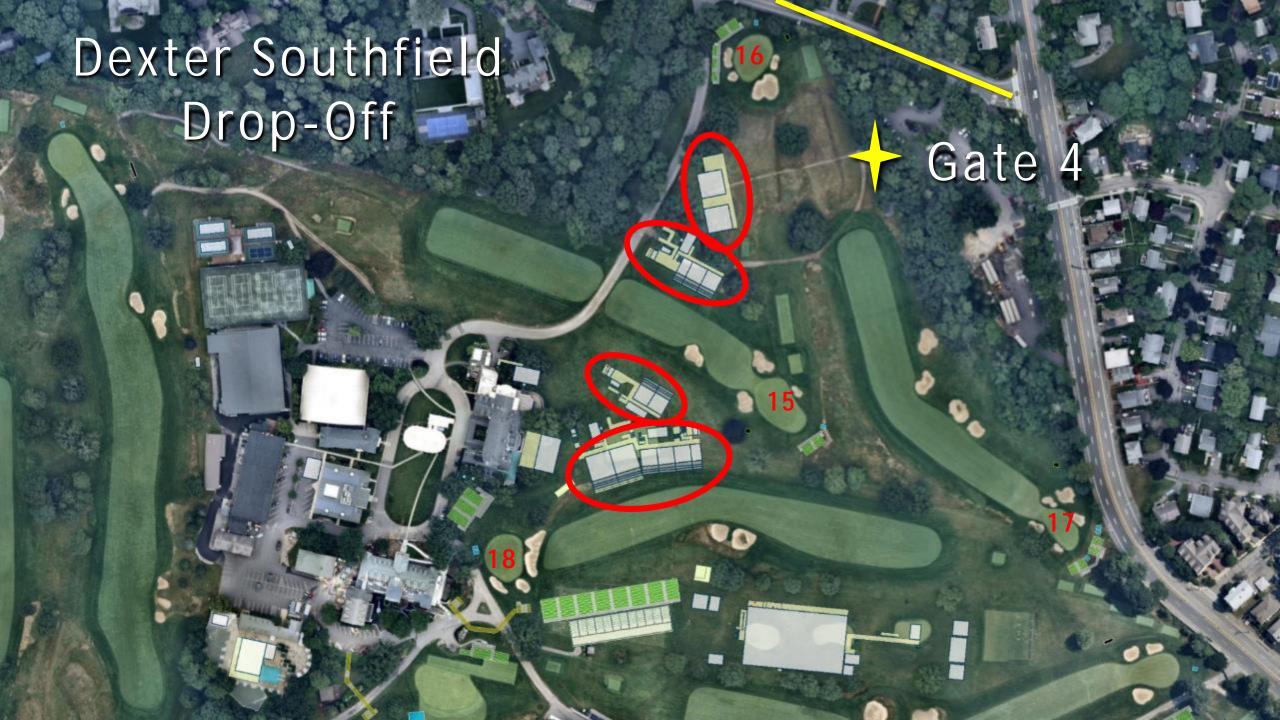


EVIP Parking



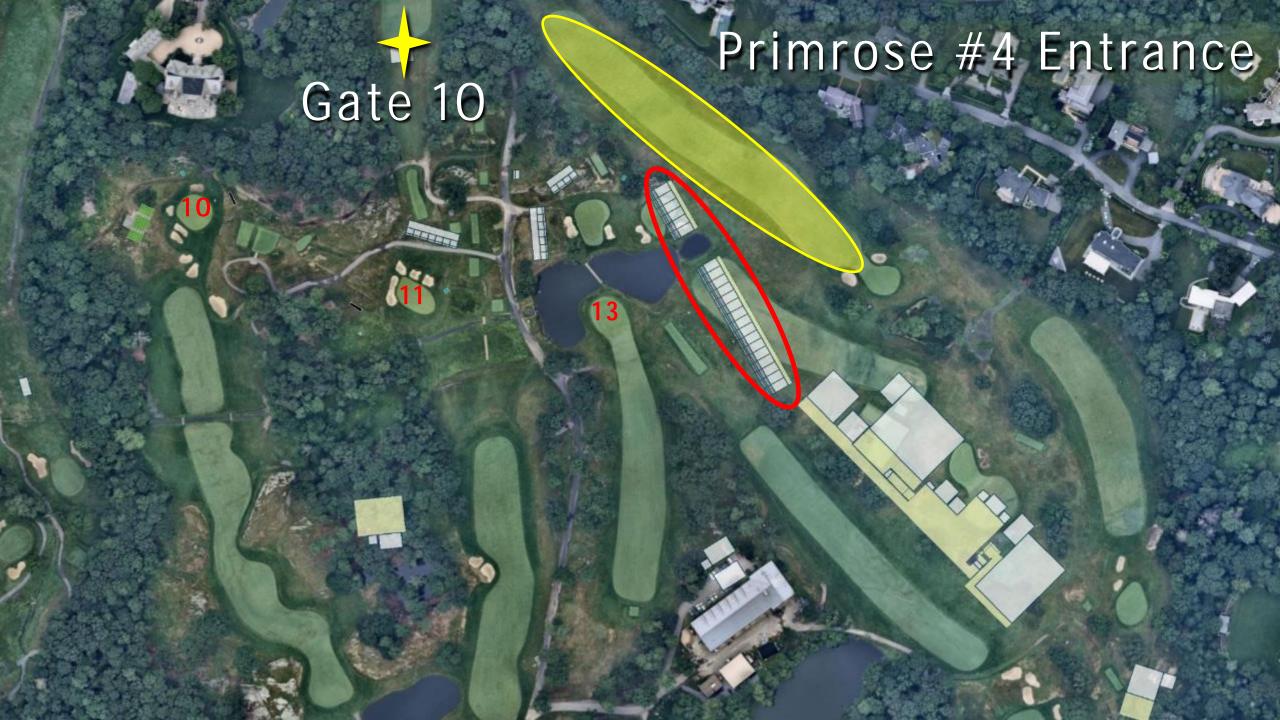
VIP Parking - Dexter Southfield School





VIP Parking – Primrose #4







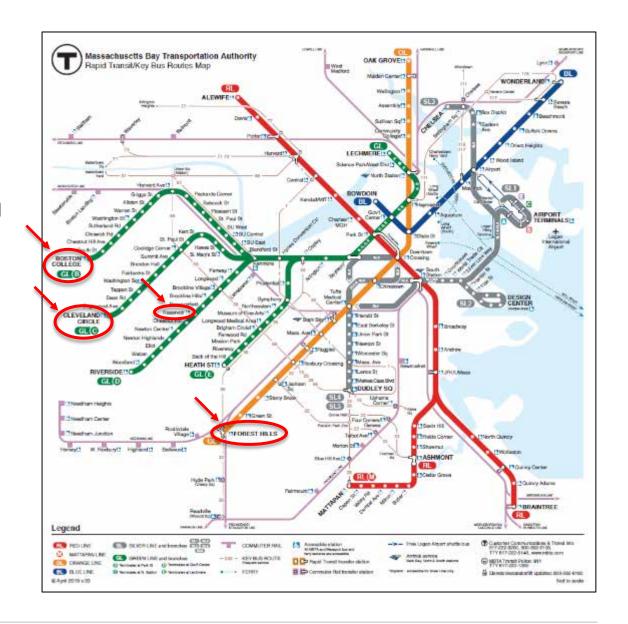
Ride Share - Larz Anderson Park





MBTA – Mass Transit

- MBTA Orange Line Forest Hills Station (Primary Option)
 - **\$** Shuttle 15-minutes to Newton Street depot
- MBTA Green Line Boston College Station (B Line)
 - **§** Shuttle 20-minutes to Clyde East depot
 - **§** Walk to Boston College Chestnut Hill Campus Shuttle Depot (0.5 miles)
- \$ MBTA Green Line Cleveland Circle Station (C Line)
- MBTA Green Line Reservoir Station (D Line)
 - **\$** Shuttle 10-minutes to Clyde East depot





MBTA – Orange Line Shuttle Drop-Off



MBTA – Green Lines (B, C, D) Shuttle Drop-Off





- October 4 Décor Questionnaire Due to PEI
- October 5 22 One-on-one client calls with PEI
- October 22 Vendor Payment Setup Requirements Due to PEI



Deja Gagner

Phone: 612-499-1349

Email: deja@productionelements.com





- October 4 Décor Questionnaire Due to PEI
- Oct. 5 22 One-on-one client calls with PEI
- October 22 Vendor Payment Setup Requirements Due to PEI
- December 15 Final Payment for Hospitality Package Due to USGA



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- December 23 Clients to Receive Design Deck, Floor Plan, Budget
 and Service Agreement From PEI





- October 4 Décor Questionnaire Due to PEI
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- October 22 Vendor Payment Setup Requirements Due to PEI
- December 15 Final Payment for Hospitality Package Due to USGA
- December 23 Clients to Receive Design Deck, Floor Plan, Budget and Service Agreement From PEI
- December 31 Catering agreement and Credit Card
 Authorization Form Due to Ridgewells

Megan Zebrak

ridgewells

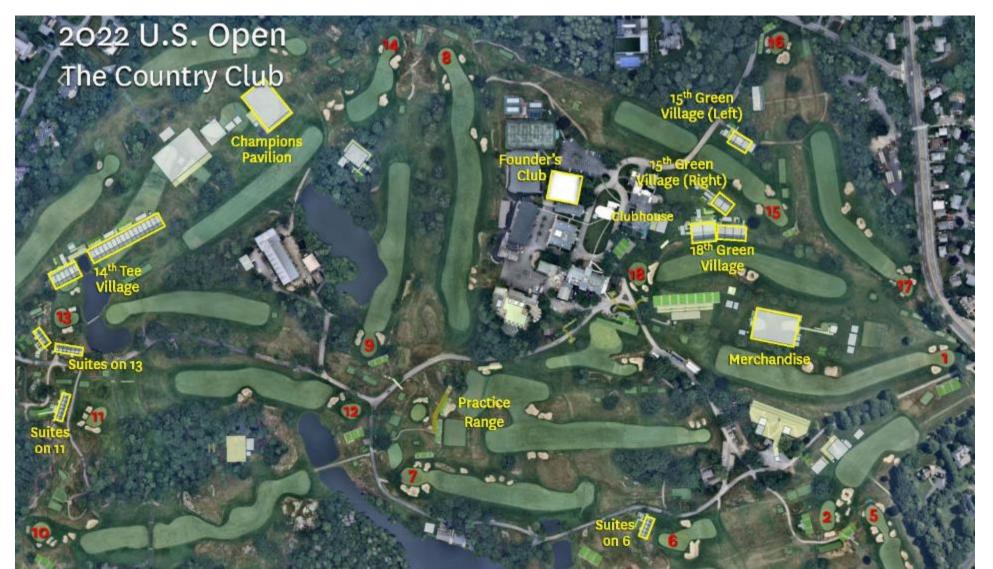
Phone: 301-652-1515

Email: mzebrak@ridgewells.com



2. Become Familiar With Your Package

▼ Location - In relation to the course



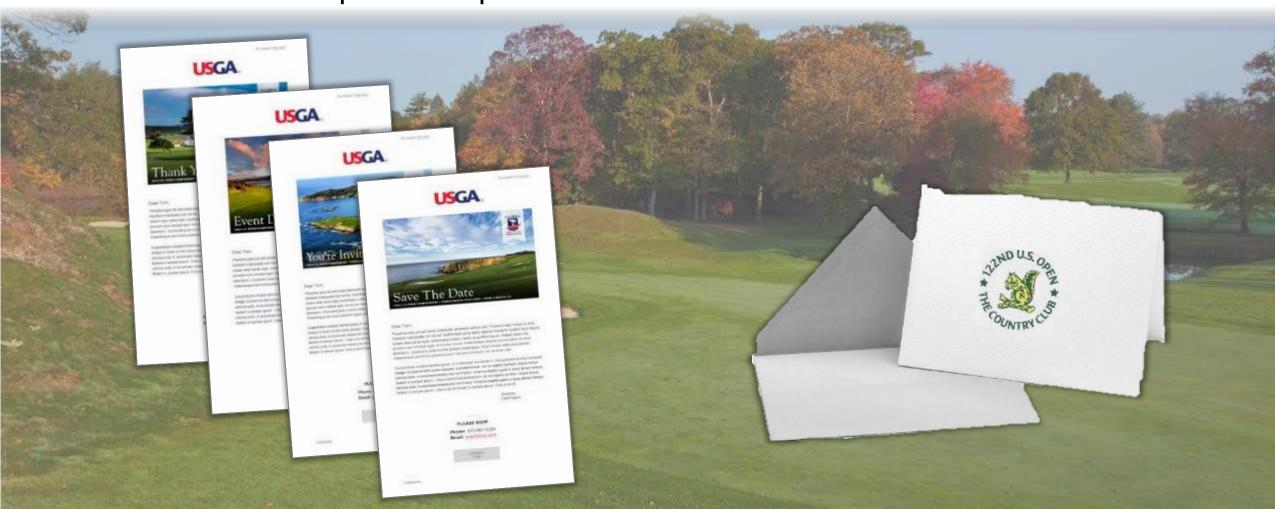
2. Become Familiar With Your Package

- **▼**Location In relation to the course
- ▼Amenities included Ticket and VIP Parking Allocations

	Package Tickets	Staff Tickets	Option Tickets	On-site Tickets	VIP Parking Passes
President's Room	80	5	0	4/8	40
200 Ticket Tent	200	10	40	8/16	100
100 Ticket Tent	100	5	20	4/8	50
50 Ticket Tent	50	3	10	2/4	25



- **▼**Consider invitation options
 - Electronic templates or printed notecards



▼ Develop an A, B and C list

Consider who you want to invite on which days



▼Develop an A, B and C list

Consider who you want to invite on which days



- **▼** Develop an A, B and C list
 - Consider who you want to invite on which days



- **▼** Develop an A, B and C list
 - Consider who you want to invite on which days



4. Review Co-Branded Merchandise Opportunities



Benefits of the Corporate Merchandise Program

Exclusive opportunity reserved for U.S. Open Corporate Clients

Extends your investment in the U.S. Open through co-branding

Provides you & your guests with memorable items from their time at the Championship

Where can you order bulk U.S. Open Merchandise?

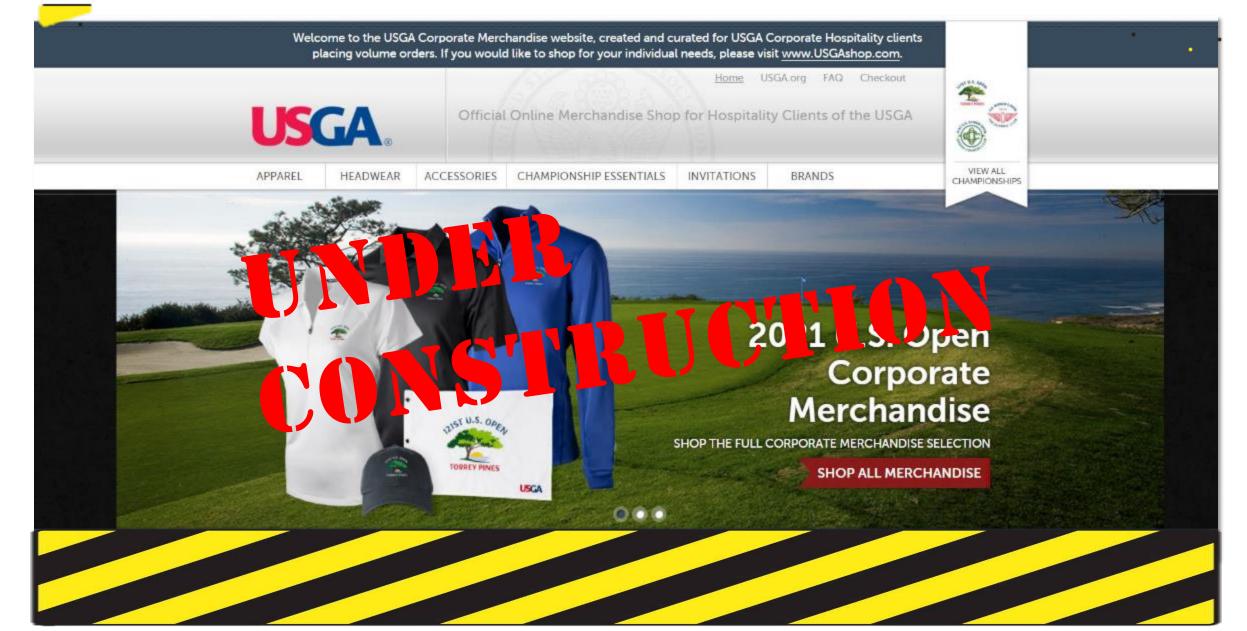


What to think about NOW:

- How much do you want to spend?
 - Items in Corporate Collection cover a variety of price points and brands
- Do you need invitations for your guests?
 - Printed vs. Digital
- For how many people do you plan on purchasing gifts?
 - Do you plan on providing a gift with the save the date card?
 - Lanyards
 - Hats
 - Gifting in your hospitality space
 - Apparel
 - Reusable drinkware
 - Hats

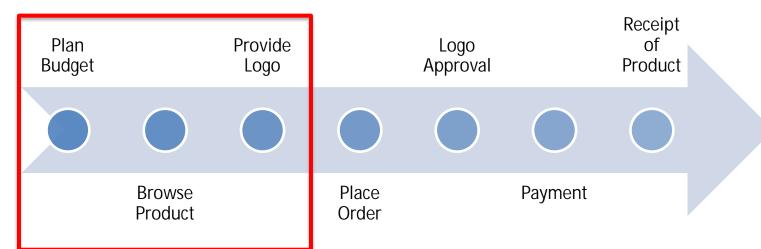






corporatemerch.usga.org

The Process





Providing your Logo

What do you plan on ordering?





If logo needs to be embroidered, a .DST file is required

- Apparel
- Headwear

If logo can be screen-printed, etched, etc., an .EPS or .JPG can be used

 Applies to all other items of Corporate Program that aren't embroidered

Custom Digital Invitations









- Web-based template application with customizable text
- Only way to include 2022 U.S. Open logo and course imagery in marketing
- One time \$400 fee for access to all 4 templates
- Includes your logo on bottom of each template
- Each template is also available on an individual basis at \$150.00 per template

Mark your Calendars!



PROGRAMMER CHANDISE





STANDARD PACKAGE



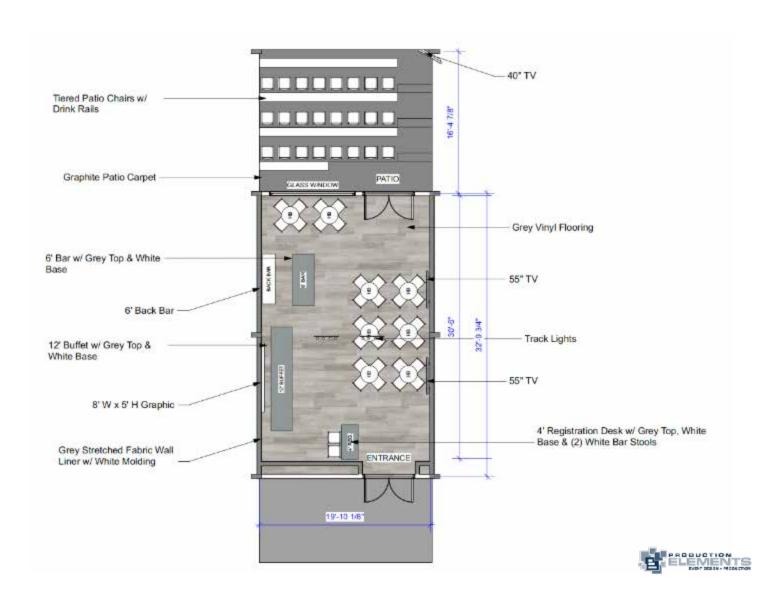




50 TICKET TENT STANDARD PACKAGE

INCLUDED:

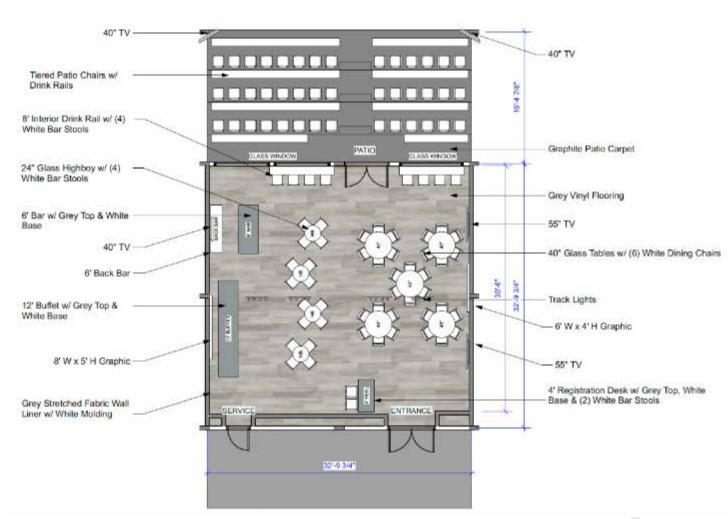
- (1) 4' Registration Desk with (2) White Bar Stools
- (1) 12' Buffet
- (1) 6' Bar and Back Bar
- (8) 24" Glass Highboys with (4) White Bar Stools each
- (24) Tiered Patio Seats with Drink Rails
- (1) 8' W x 5' H Graphic
- (2) 55" Interior TV
- (1) 40" Exterior TV
- Faux Succulents (1) Registration Desk Arrangement, (1) Buffet
 Arrangement, (8) Small Centerpieces
- Grey Vinyl Interior Flooring
- Graphite Exterior Carpet
- White Stretched Fabric Ceiling Liner & Grey Stretched Fabric Wall Liner w/ White Molding
- Ambient Track Lighting
- Total Seating: 58



100 TICKET TENT STANDARD PACKAGE

INCLUDED:

- (1) 4' Registration Desk with (2) White Bar Stools
- (1) 12' Buffet
- (1) 6' Bar and Back Bar
- (4) 24" Glass Highboys with (4) White Bar Stools each
- (5) 40" Glass Tables with (6) White Dining Chairs each
- (2) 8' Interior Drink Rail with (4) White Bar Stools each
- (42) Tiered Patio Seats with Drink Rails
- (1) 8' W x 5' H Graphic & (1) 6' W x 4' H Graphic
- (2) 55" Interior TVs & (1) 40" Interior TV
- (2) 40" Exterior TVs
- Faux Succulents (1) Registration Desk Arrangement, (1) Buffet
 Arrangement, (4) Small Centerpieces & (5) Large Centerpieces
- Grey Vinyl Interior Flooring
- Graphite Patio Carpet
- White Stretched Fabric Ceiling Liner & Grey Stretched Fabric Wall
 Liner w/ White Molding
- Ambient Track Lighting
- Total Seating: 98





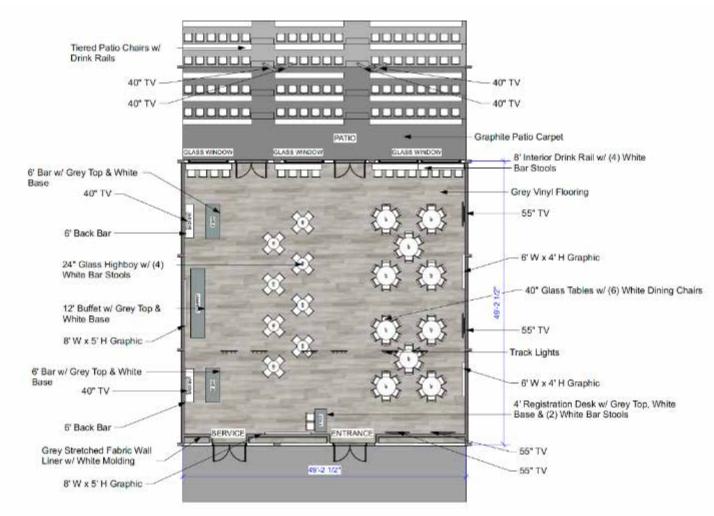
200 TICKET TENT STANDARD PACKAGE

INCLUDED:

- (1) 4' Registration Desk with (2) White Bar Stools
- (1) 12' Buffet

*additional 12' Buffet available if needed based on standard menu selection

- (2) 6' Bars and (2) 6' Back Bars
- (8) 24" Glass Highboys with (4) White Bar Stools each
- (10) 40" Glass Tables with (6) White Dining Chairs each
- (4) 8' Interior Drink Rail with (4) White Bar Stools each
- (80) Tiered Patio Seats with Drink Rails
- (2) 8' W x 5' H Graphics & (2) 6' W x 4' H Graphics
- (4) 55" Interior TVs & (2) 40" Interior TVs
- (4) 40" Exterior TVs
- Faux Succulents (1) Registration Desk Arrangement, (2) Buffet
 Arrangements, (8) Small Centerpieces & (10) Large Centerpieces
- Grey Vinyl Interior Flooring
- Graphite Patio Carpet
- White Stretched Fabric Ceiling Liner & Grey Stretched Fabric Wall Liner
 w/ White Molding
- Ambient Track Lighting
- Total Seating: 190





SAMPLE PHOTOS





PHOTOS SHOW 100 TICKET TENT OPTION

DÉCOR ELEMENTS ON BACK BAR & CATERING EQUIPMENT NOT INCLUDED IN STANDARD PACKAGE

SAMPLE PHOTOS







PHOTOS SHOW 100 TICKET TENT OPTION

DÉCOR ELEMENTS ON BACK BAR & CATERING EQUIPMENT NOT INCLUDED IN STANDARD PACKAGE

SAMPLE PHOTOS







PHOTOS SHOW 100 TICKET TENT OPTION

CATERING EQUIPMENT NOT INCLUDED IN STANDARD PACKAGE

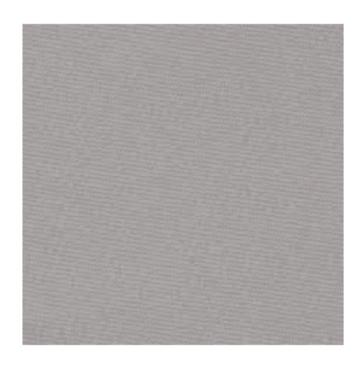
SAMPLE PHOTOS





PHOTOS SHOW 100 TICKET TENT OPTION

WALL & FLOORING

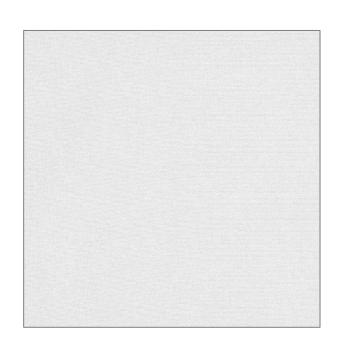


Grey Stretched Fabric Wall Liner



Grey Vinyl Flooring

CEILING & LIGHTING



White Stretched Fabric Ceiling Liner



Track Lighting

FURNITURE



4' Registration Desk w/ Grey Top & White Base

12' Buffet w/ Grey Top & White Base

6' Bar w/ Grey Top & White Base

6' Back Bar

FURNITURE



FAUX SUCCULENTS



Registration Desk Arrangement



Buffet Arrangement



Large Centerpiece



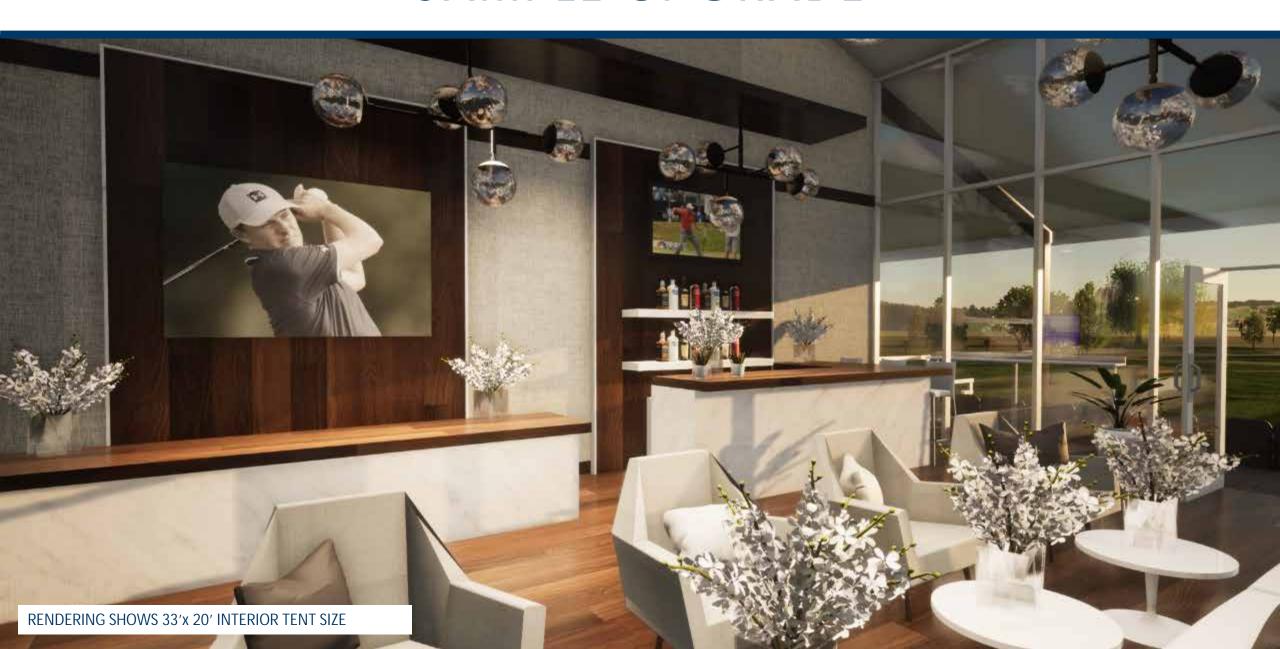
Small Centerpiece

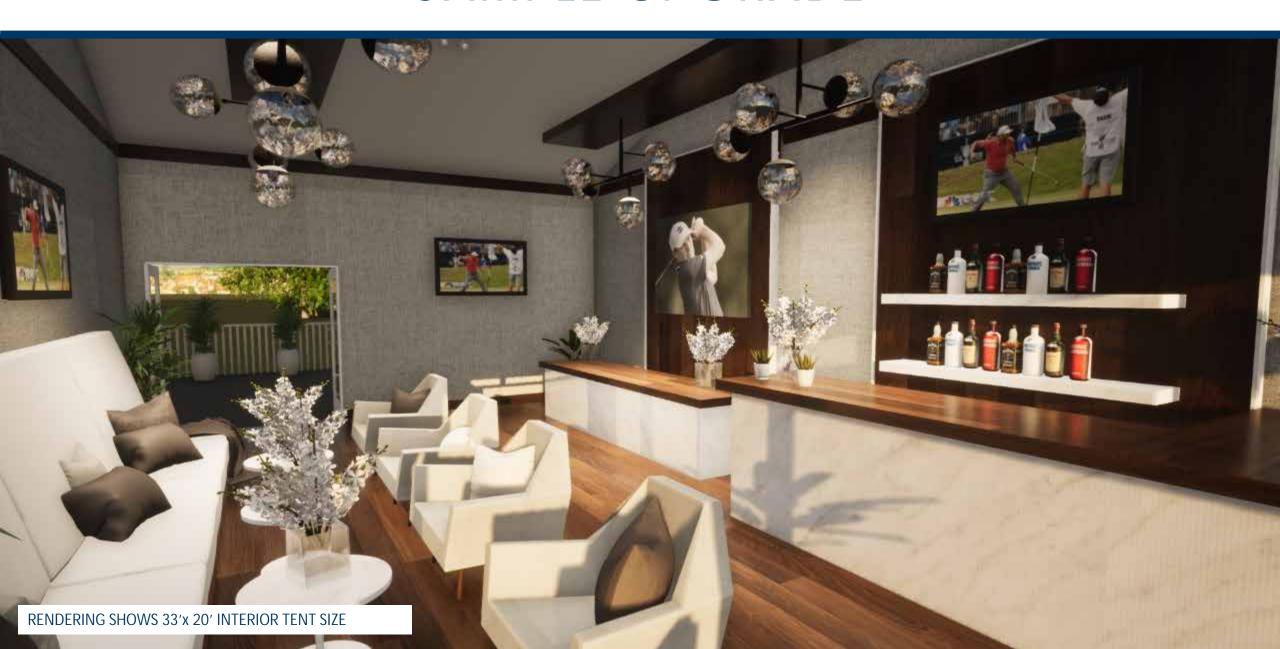
UPGRADE EXAMPLES

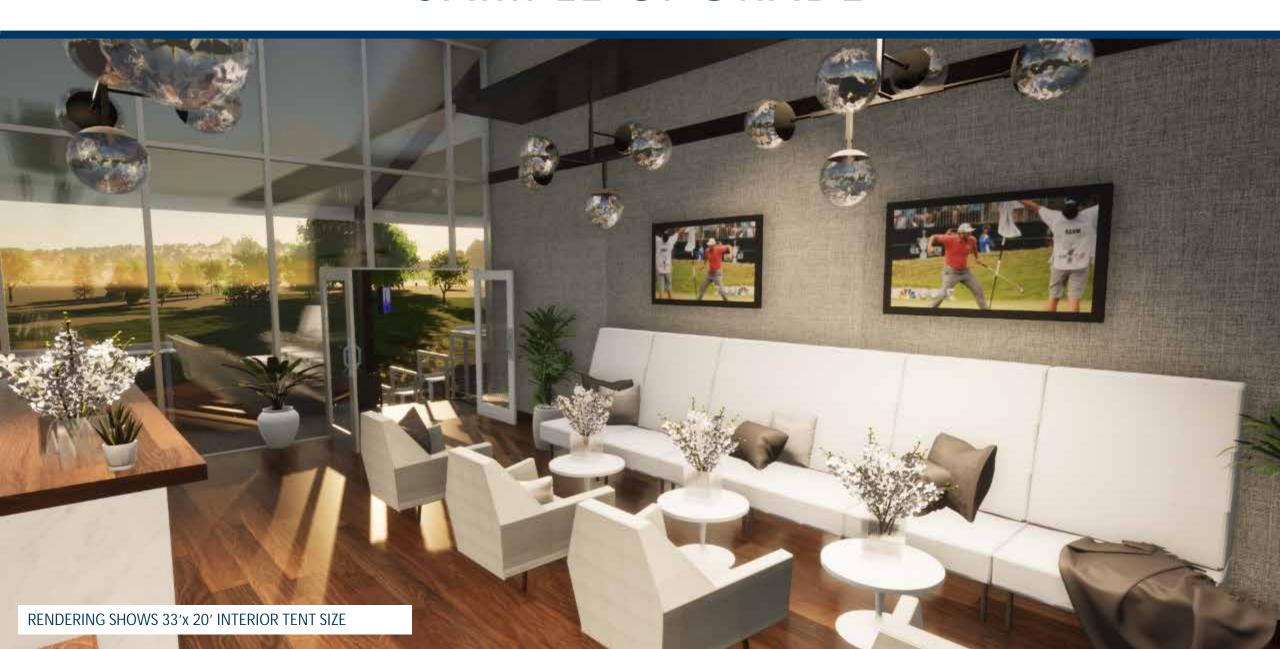


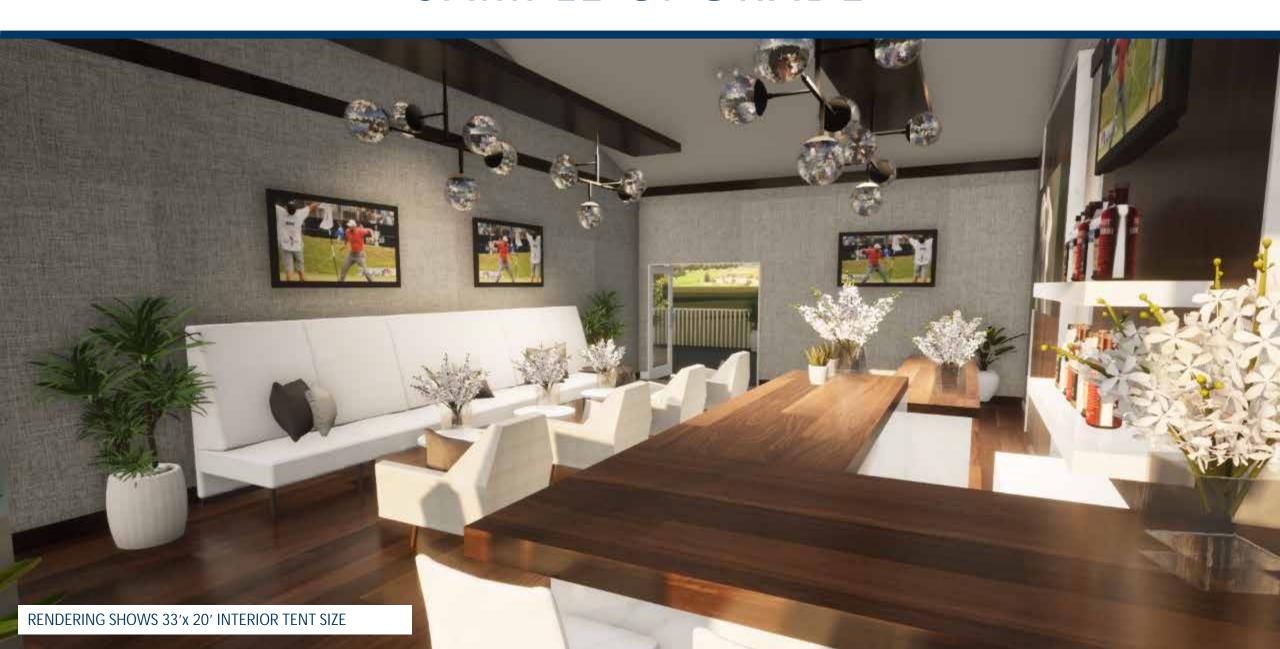


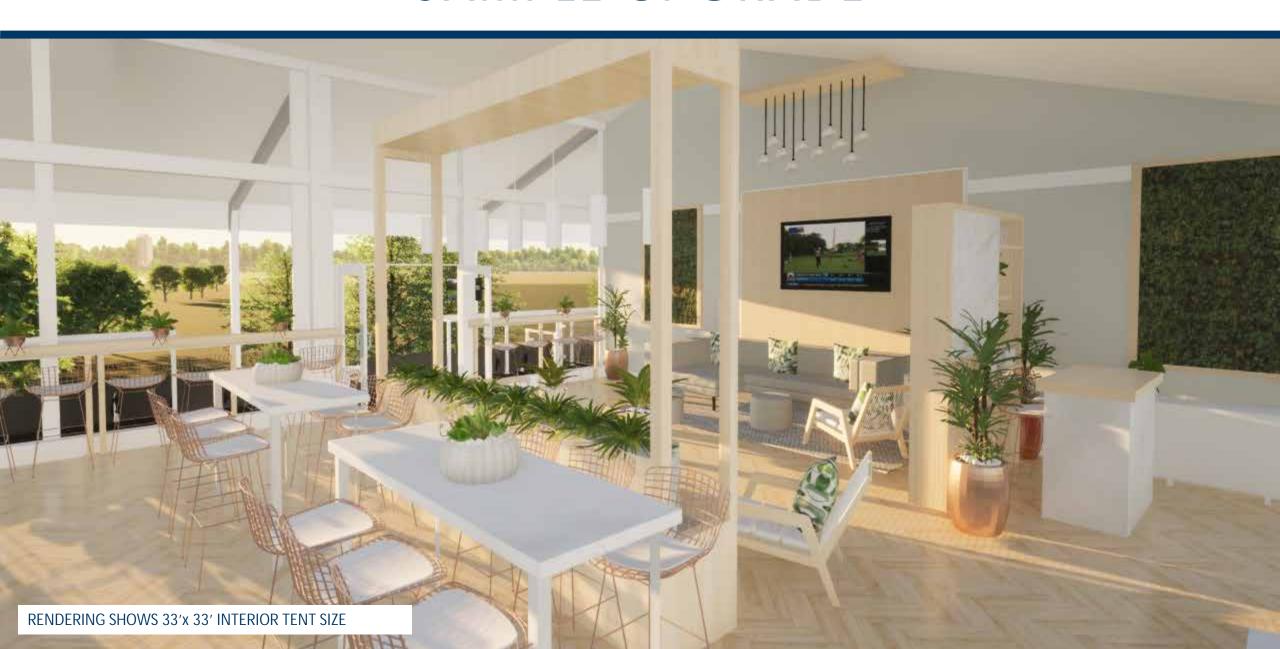




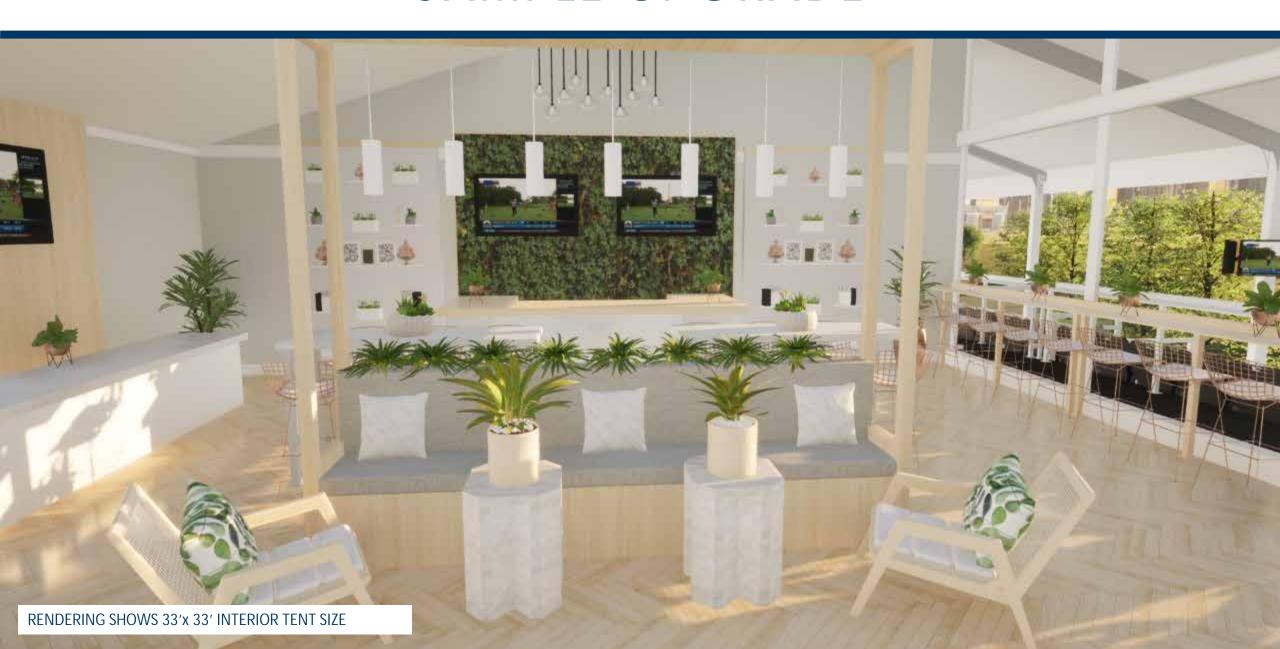














UPGRADE CATALOGUE







WALL & CEILING LINER



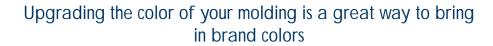
Stretched Fabric Wall & Ceiling Liners can come in a variety of colors that can change the look and feel of your space



MOLDING

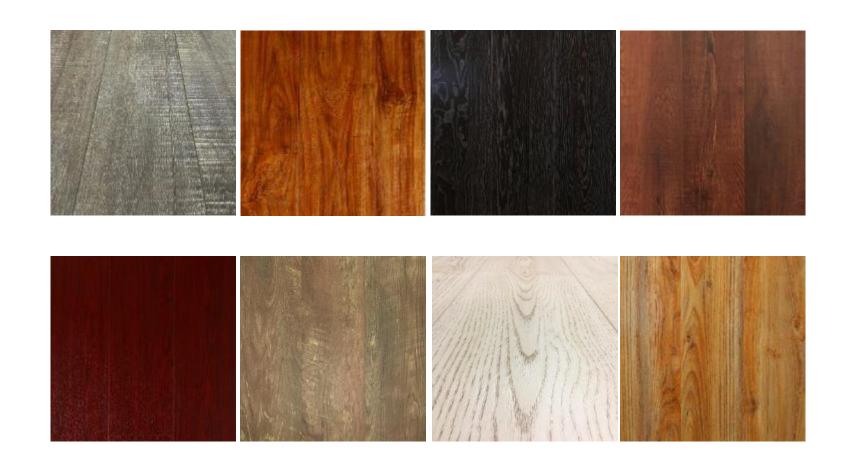








FLOORING EXAMPLES



Vinyl Flooring Color Change or Engineered Hardwood Flooring available as an upgrade



LIGHTING EXAMPLES





CUSTOM SCENIC WALL EXAMPLES















CUSTOM DIVIDER WALL EXAMPLES















CUSTOM COUNTER EXAMPLES





FURNITURE EXAMPLES







We will work together to customize your furniture options based on your desired look and feel.



GRAPHICS EXAMPLES













Graphics are available in a variety of substrates and are a great way to customize your space.



FLORAL UPGRADE EXAMPLES



















ACCESSORY EXAMPLES









Storage Charging Stations Accents Floor Plants



NEXT STEPS







GENERAL INFORMATION

PROCESS

A representative from Production Elements (PEI) will be contacting you to set up an initial call to discuss the décor in your space. Upon receiving your design direction, PEI will create a design deck, floor plan and budget based on your requirements. These materials can then serve as a starting point to further develop additional ideas/concepts you would like PEI to execute on your behalf.



MILESTONE DATES

MONDAY, OCTOBER 4, 2021

Update Session - Questionnaire due to PEI

TUESDAY, OCTOBER 5, 2021 – FRIDAY, OCTOBER 22, 2021

One-on-one client calls to kick-off décor discussions.

BY FRIDAY, OCTOBER 22, 2021

PEI to receive Vendor Payment setup requirements (if any) to ensure all Accounts Payable requirements are met.

THURSDAY, DECEMBER 23, 2021

Target Date for clients to receive design deck, floor plan, budget, and service agreement from PEI.

BY FRIDAY, FEBRUARY 18, 2022

50% Deposit Due

Deadline for final approval of décor and signed budget/service agreement

*Decisions/changes made after February 18th are subject to a 20% rush fee

BY FRIDAY, MARCH 18, 2022

Graphic Files due to PEI

*Graphics Files received after March 18th are subject to a 20% rush fee

BY FRIDAY APRIL 1, 2022

Final décor payment due to PEI



CONTACT INFORMATION

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