

**From:** Charles Cannon <cmcannon@hotmail.com>  
**To:** Veldran, KatherineKatherineVeldran@gov.sc.gov  
**Date:** 10/17/2016 4:44:11 PM  
**Subject:** Fwd: Letter of cancellation

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Below is letter received from Westin sales director on Friday.

Sent from my iPhone

Begin forwarded message:

**From:** "Wargo, Gail" <Gail.Wargo@westin.com>  
**Date:** October 14, 2016 at 9:42:39 AM EDT  
**To:** "cmcannon@hotmail.com" <cmcannon@hotmail.com>  
**Subject:** FW: Letter of cancellation

Dear Mr. Cannon,

The Westin is in receipt of your notice of cancellation regarding the SC House Republican Caucus Retreat contracted for October 19 – 21, 2016.

Please be advised that The Westin Hilton Head Island Resort & Spa sustained minimal damage from the storm and is resuming full normal operation on Monday, October 17, 2016. All areas of the resort are operating normally. All utilities are operating normally. As of this morning, the Hilton Head - Bluffton Chamber of Commerce estimates that 80% of all retail and service businesses will be operating normally in the next 48 hours. Furthermore, the Resort is welcoming a national trade association conference of 170 delegates arriving on Tuesday.

Currently, all transportation systems are operating normally on Hilton Head and all of Beaufort County. All airports and interstates are operating normally in the entire state of South Carolina.

As I am sure you know, the Force Majeure clause requires *impossibility* including transportation access or suspension of services, neither of which is applicable at this time.

Mr. Cannon, we certainly understand that 13 of South Carolina's 46 counties have been declared disaster areas and those declarations make it difficult for representatives to attend a conference at this time. However, this difficulty does not rise to the standard required by the Force Majeure clause. The Resort has been harmed by the cancellation of your conference.

As a good faith gesture, the Westin will apply 100% of your cancellation fee to a comparable conference held at the resort in the next 120 days. Or, should the Caucus prefer to rebook the same program for October 2017, we will apply 50% of the fee to that program.

We will issue an invoice today for the agreed cancellation fee of \$31,628. Please remit to us within 30 days. I will contact you next week to discuss rebooking a conference with us and applying the corresponding credit. Should you need to contact me in the meantime, my mobile number is 843-338-1063.

Thank you for your continued support and we look forward to welcoming the conference at a

later date.

Sincerely,

Gail Wargo

Director, Sales & Marketing

THE WESTIN HILTON HEAD ISLAND RESORT & SPA

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**From:** Charles Cannon [<mailto:cmcannon@hotmail.com>]

**Sent:** Tuesday, October 11, 2016 12:46 PM

**To:** Heldreth, Lauren <[Lauren.Heldreth@westin.com](mailto:Lauren.Heldreth@westin.com)>

**Cc:** Violi, Julia <[Julia.Dodson@westin.com](mailto:Julia.Dodson@westin.com)>

**Subject:** Letter of cancellation

Julia and Lauren,

Please find attached a letter notifying you that we will be canceling the SC House Republican Caucus contract due to Hurricane Matthew and the damage it has caused to the coast of South Carolina and Hilton Head island.

I have enjoyed working with your team. We hope to visit the Westin property in the future.

Sincerely,

Charles Cannon

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