



GRASSY WATERS PRESERVE
P.O. Box 3366
West Palm Beach, FL 33402

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Ms. Donna Pagel, Purchasing Manager
Palm Beach County
Board of County Commissioners
Purchasing Department
50 South Military Trail, Suite 110
West Palm Beach, FL 33415

June 22, 2012

Dear Ms. Pagel:

I have worked with The Merchant Strategy, Inc. (TMS) on several occasions and have always been pleased with the company's professionalism and outstanding results. Sharon Merchant, Laura South and TMS staff created events for Grassy Waters Preserve including golf tournaments, galas with banquet meals, box meals, entertainment, graphic design, publicity, auctions, registration, advertising, sponsorships, gift bags, security, transportation, payment by attendees, meetings, fundraising events and other conference activities.

The Merchant Strategy not only met our expectations for putting all the events together, but did so in a seamless professional manner that made the whole event a pleasure for all attendees and sponsors. Our board of directors was not only happy about the results, but indicated a total willingness to get started with more events with TMS!

By creating well-organized conferences, and successful fundraisers, we were able to accomplish our goals for the meetings and set up a task force for future projects.

I highly recommend Ms Sharon Merchant and The Merchant Strategy staff. It is always a pleasure to work with this firm and I look forward to future projects.

Sincerely,

Bob Nichols

CEO/Executive Director

Grassy Waters Preserve Non-Profit Organization

Grassy Waters Preserve is your gateway to environmental education and recreation