



Nestle USA would like to formally propose the following Partnership Option for the City of Miami Beach.

Trust your Source:

The rich history, and naturally filtered journey of each of our brands means we have been a trusted source in the global culinary community for well over a century. It means we offer premium, quality mineral water that comes from real places, each with their own *terroir*, and bottled by real people. This means we honor our commitment to protect these local sources, and support these communities every day with every bottle. It means you can trust our brands to deliver high quality food and beverage experiences, and trust our people to deliver important and reliable information about water.

- **Perrier**, The iconic sparkling water bottled from the source in Vergeze, France since 1863.
- Smooth and velvety, **Acqua Panna** mineral water has been bottled at its Tuscan source at the Villa Panna Estate since the 16th century.
- The lively refreshment offered in **Sanpellegrino Italian Sparkling Drinks** have been an Italian tradition since 1932 using sun-ripened citrus from Sicily and other quality sources.

Functional Benefits:

Stimulating taste buds while removing flavor build-up, cleansing the palate and preparing your mouth for another bite or sip of wine.

Prolongs flavors by carrying them through the mouth, properly arranging the sensations of taste and smell.

Natural Sodium complements flavors by bringing out the sweetness in food and wine, while effervescence can help cut through fats and oils that may coat the tongue

Natural Sulfates promote a more comfortable experience, whether dining, drinking or lounging, by stimulating the pancreas so that digestive enzymes are released

Higher TDS (total dissolved solids) mineral waters like S.Pellegrino and Perrier can stand up to, and balance out bold flavors

Lower TDS mineral water like Acqua Panna can enhance and prolong more subtle and delicate flavors.

Innovation + Sustainability

A closed-loop approach, continuously evaluating our products, packaging and shipping to find ways to make our brands more environmentally friendly.

- Shipped by Sea: Accounting for only a fraction of total U.S. container shipments.
- Conservation: Bottling plant water waste reduced on average by 31%
- Recycling: All PET & Glass bottles are 100% recyclable
- Next generation bottles: Made from 100% recycled or renewable material

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Experience Obsessed + Commitment to Community

We live in an experiential economy. The context around our premium waters are as important as the product themselves as evidenced by every social post, pic and share.

As sponsors of 50 Best Restaurants, 50 Best Bars, James Beard, Tales of the Cocktail, our brands have a longstanding commitment to the hospitality industry. We are also hungry to support local initiatives. Our local partners include Art Basel, FIU, Miami Film Festival, Miami Motel Stories, and initiatives like the Underline that exist to promote city growth.

We have a local geo targeting team ready to develop these activations furthermore and at the city's disposal.

We truly believe our brands can be the perfect fit for the City of Miami Beach and why we are prepared to commit to the following:

- **\$20,000 Signing Bonus**
- **\$5,000 Sponsorship Fee per year**
- **\$50,000 Marketing Budget per year**
 - **Based on mutually agreed upon events**

Perrier Sparkling Glass 750ml (12pack)	Perrier Sparkling Glass 330ml (24 pack)	Perrier Slim Can 250ml (30 cans per case)	Acqua Panna Glass 750ml (12 pack)	Acqua Panna 500ml (24 pack)	Acqua Panna 250ml (24 pack)	San Pellegrino Italian Sparkling Drinks 330ml Cans (12 packs)
\$17.40	\$17.28	\$16.50	\$17.40	\$23.76	\$17.76	\$9.24

***Please note this price is without markup, each distributor has their own price markup which is around 25-30%**

Rebates available pending distributor information (\$1.50~)

50 Free cases (\$5,000 free product per year)

Distributors:

- SGWS, Sysco, Cheney Brothers, Primeline, PFG, and all other major SFL food distributors

