

Date: March 17, 2025

To: **MS. ELIZABETH GABRIELLA NAVAL**
MR. MATTHEW JAMES KARCHER

Fr: **RAFLORA ENTERPRISES**
SHERATON MANILA BAY
Adriatico corner Malvar,
Malate, Metro Manila



Re: **Services:** Styling, Sourcing of Materials, Labor & Execution, Delivery & Installation

Thank you for your interest in our service. Please find below the details of our proposal:

Event/Activity	Wedding Entourage, Ballroom Entrance, Reception (Guest Tables, VIP), Stage Backdrop
Date	July 6, 2025 - Sunday
Time	5:00 PM
End Date	TBA
Venue	SHERATON MANILA HOTEL - BALLROOM
No. of Tech Crew	18

WEDDING COLOR THEME

Client's Color Palette from Mood Board
SAGE GREEN, TAUPE, BEIGE, MOCHA, CREAM (WHITE)



ACCENT COLORS

BLUSH PINK ROSES & CARNATIONS



**INSPIRATIONAL PHOTOS & PEG
(Fresh Flowers for All Entourage)**

BRIDE'S BOUQUET



BRIDE'S CHOICE
CASCADING MULTIPLE FULL STEMS
OF WHITE PHALAENOPSIS ORCHIDS

FEMALE ENTOURAGE

2 Mothers – Bouquets
2 Grandmothers - Bouquets
7 Principal Sponsors - Bouquets
2 Maid/Matrons of Honor -Bouquets
5 Bridesmaids - Bouquets
6 Candle, Veil, Chord - Bouquets
2 Coin, Bible Bearers – Wrist Corsage
5 Offertory Bearers – Wrist Corsage
2 Flower Girls – Pomanders

Sample Arrangements

Mothers



Ninangs / Bridesmaids



Secondary Bridesmaids



Wrist Corsage



Flower Girls' Pomander



GENERAL FLORAL COMPOSITION:

Cream and White Roses, Lisianthus, Gypsophila, Carnation,
Eucalyptus as Foliage

MALE ENTOURAGE BOUTONNIERES

GROOM

2 Fathers

1 Grandfather

3 Principal Sponsors

1 Best Man

6 Groomsmen

1 Ring Bearer

All Fresh Flowers

Sample Arrangements

Groom's Boutonniere



Rest of the Male Entourage



GENERAL FLORAL COMPOSITION:

Phalaenopsis Orchid for the Groom.

Cream or White Roses, Eucalyptus
and appropriate greenery as Foliage
(Rest of the Male Entourage)

B: BALLROOM ENTRANCE COLUMNS

PHP 40,000.00

(All Faux Flowers)

**Assorted White Faux Flowers in a Pair of Asymmetrical Height
Columns, Accented with Blush Pink Faux Flower
(Max. 8 Feet Height)**

With accents of Lanterns with Electronic Pillar Candles



C: R E C E P T I O N

(All Fresh Flowers)

General Setup

A – 18 TABLES (Upgraded to Long Tables)

1 Tall Arrangement x 18 Tables = 18 Pieces Total

2 Long & Low Arrangements x 18 Tables = 36 Pieces Total



GENERAL FLORAL COMPOSITION

White Gypsophila, Blush Pink Carnations and Roses,

With appropriate greenery

With accents of (Electronic) Votive Candles

D. STAGE BACKDROP

Asymmetrical configuration of a variety of cascading faux flowers (cream/white roses, carnations, chrysanthemums, dahlias, etc.) accented with other varieties of blush-pink flowers in multi-dimensional sizes and shapes, without name (logo).

(All Faux Flowers)

Size: H-8Ft. x W-14Ft.



The stage backdrop is composed of three multi-height panels covered in luxurious champagne-colored crushed velvet, instead of painted. The backdrop is adorned with an asymmetrical floral installation featuring an array of faux flowers in soft white and blush tones. The arrangement cascades organically, with delicate blooms such as faux roses and faux gypsophila intertwined with textured greenery and wispy hanging foliage, creating a dreamy, ethereal effect.

A full array of floral arrangements, accented with electronic pillar candles, is installed at the base.

SUMMARY OF DELIVERABLES

ITEM	UNIT COST	QUANTITY	TOTAL COST
A. ENTOURAGE *Bride's Bouquet *Mothers *Grandmothers *Principal Sponsors *Maid/Matrons *Bridesmaids *Candle, Veil, Chord *Coin, Bible Bearers *Offertory Bearers *Flower Girl *All Male Boutonnieres		1 Bouquet 2 Bouquets 2 Bouquets 7 Bouquets 2 Bouquets 5 Bouquets 6 Bouquets 2 Wrist Corsages 5 Wrist Corsages 2 Pomanders 1 Groom 14 Male Entourage	50,000.00
B. BALLROOM ENTRANCE COLUMNS		1 Pair (Size: H-8' x D-2')	40,000.00
C. RECEPTION 16 Tables (Part of the Hotel Package, Upgraded to Long & Low): 16 Long & Low + 1 Additional x 16 Tables = 16 Additional Long & Low *Part of Package: 4 Long & Low (From VIP) 16 Tables Tall (Upgraded) Not Part of Package) 1 Tall x 16 Tables = 16 Additional Tall Arrangements *Part of Package: 2 Tall (From VIP) *Couple's Table (Part of Package) *Cake Table (Part of Package) *10 Cocktail Tables (Complimentary)	PHP 3,000.00 each (Inclusive of Tapered Candles Rentals) PHP 3,500.00 each (Inclusive of Tall Vase Rentals)	16 Pieces (Long & Low) 16 Pieces (Tall Arrangements)	48,000.00 56,000.00
D. STAGE BACKDROP		1 Lot (Size: 8' x 14')	50,000.00
		GRAND TOTAL	PHP 244,000.00

TERMS AND CONDITIONS:

Contractor: RAFLORA ENTERPRISES

Contractor shall be given independence as stylist to choose colors, materials, and accessories that will be compatible with the theme and inspiration **AS REQUIRED BY THE CLIENT**. **Client** accepts that flowers and materials' shape, form and colors may vary from attached sketches or photo pegs. As stylist, **Contractor** shall be given **artistic license** in dealing with the available materials as they see fit, adhering as close as possible to the approved presentation.

A) Meals: **Client** shall provide (3) three meals and continuous supply of clean drinking water for **Contractor's** crew during the whole duration of the installation until final conclusion. In the event that client fails to provide meals, client shall reimburse the full amount advanced for the provision of meals.

B) Electrician: **Raflora Enterprises** shall arrange for an **electrician** to tap any Décor that has electrical elements to a power source compatible with the electrical requirements of the materials concerned. This is to avoid and keep in control electrical fire hazards.

C) Raflora Enterprises shall have recourse for assistance from Event Venue for tools and equipment, (e.g., tall ladders or scaffolding) necessary for the completion of certain tasks, and should **assist in providing personnel** who can install in areas and spaces which may be inaccessible under normal conditions.

D) Holding Room: Hotel Venue, in coordination with Client, should make available a holding room where delivered materials and accessories for installation can be stored and are easily accessible. The holding room will also serve as preparation area before the finished product is installed and should be furnished with tables and chairs. This should also be protected from the elements to safeguard the integrity of the materials for installation, and shall serve as private and rest area for Crew to take their Meals after completion of installation until Egress.

E) Contractor shall not be liable for any consequential damages that may arise due to unforeseen events such as malfunction of any equipment, **forces of nature (typhoon, strong winds and rain)** that may cause damage to installed materials and decorations, acts of war, accidents, unexpected governmental acts that may cause unforeseen traffic or any delay, and political/social unrest.

F) All goods, accessories and decorative materials from RAFLORA'S INVENTORY from their warehouse are considered as **RENTALS (Inclusive in the Proposal Costs)** for the duration of the event. EX: Vases, Votives, Accent Decors, Electronic Votives and Candles, Floating Battery-Operated Candles, Tassels, Faux Flowers, Avatar Lights, Gold Metal Structures, Bubble Lights & Tube Lights, etc.

DISCLAIMER:

All presentation photos in this proposal are interpretations of the design requirements of the Client. Actual installations may have variations in sizes, colors and design form but will remain faithful to the Client's theme and requirements.

1.Publicly Available: The photo pegs presented in this proposal have been gathered/generated from publicly available sources, such as websites, publications, and other open platforms. These images remain in the public domain or under their respective ownership.

2.Fresh Perspectives: Our intention is to bring innovative and unique viewpoints to the project. While these photo pegs serve as an initial visual guide, we are dedicated to creating original installations that goes beyond mere replication. Our goal is to deliver fresh and inventive interpretations that align with your vision.

3.Fresh Interpretations: Our primary objective is to offer innovative and distinct perspectives based on the influence of the client's Mood Board, Color Theme, etc. These photo pegs are intended to ignite creativity and provide an initial visual reference, but we aim to create entirely original content that represents a fresh take on the project.

4.Not Binding: The photo pegs are not binding or restrictive. They are intended to spark creativity and set a tone for the project, but the final results may differ due to factors such as the project's evolving nature and creative exploration, and the availability of seasonal flowers, accessories and materials at any given time.

5.Open Collaboration: We encourage an open and collaborative environment. We value our client's input, feedback, and ideas throughout the project's development, which may lead to further innovative perspectives.

By reviewing this proposal and the associated photo pegs, you acknowledge and accept the terms outlined in this disclaimer. If you have any inquiries, concerns, or need further clarification, please do not hesitate to reach out. We are enthusiastic about the opportunity to work together and bring your project to life with fresh and unique perspectives.

CLIENT PRIORITY AND TERMS OF PAYMENT

First-Come, First-Serve Policy: Services are provided on a first-come, first-serve basis, based on the receipt of a down-payment. Raflora Enterprises reserves the right to prioritize clients, whose event occurs on the same date with other client/clients, who have confirmed their events by submitting their down-payment first. Until the down-payment is received, Raflora Enterprises may entertain other clients or projects in the interim, and will not be liable from accepting another client who has provided their down-payment first. Raflora Enterprises is not responsible for any potential inconvenience or impact on a client's event due to the first-come, first-serve policy.

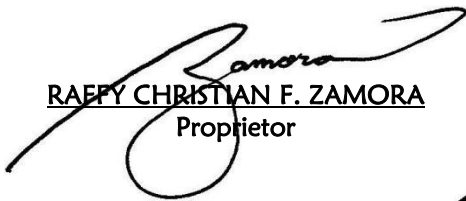
- **50 % DOWNPAYMENT UPON APPROVAL & SIGNING OF CONTRACT**
50 % BALANCE OF PAYMENT 30 DAYS BEFORE THE EVENT

RAFLORA ENTERPRISES – BIR TIN: 944-328-187-000 (NON-VAT)
BDO SAVINGS ACCOUNT: 0013 – 9018 - 3937

- A) **Proposal** is based on above-given areas and quantity. No variation of costs less than the approved and confirmed Grand Total shall be allowed after approval and confirmation of this Contract,
- B) **Overdue accounts** are subject to interest based on prevailing bank rates from the time it becomes overdue until full payment.
- C) **This formal quotation** also serves as the formal contract of confirmation. All contents, values, rates and other particulars of this Formal Quotation is **strictly confidential and only for the perusal of the intended client.**

For any clarifications please contact:

NAME	DESIGNATION	MOBILE	WAREHOUSE
RAFFY CHRISTIAN	PROPRIETOR	0919-0089-681	(02) 7717-3611
ANTON ADRIATICO JR	CREATIVE DIRECTOR	0919-0089-680	(02) 7717-3611
If you are agreeable to the terms indicated above, kindly affix your signature in the designated space below and e-mail us a copy @ raflora18@gmail.com to confirm your contract with us. Thank you very much.			

<p>FOR: RAFLORA ENTERPRISES:</p>  <p><u>RAFFY CHRISTIAN F. ZAMORA</u> Proprietor</p>	<p>FOR: CLIENT</p> <p><u>MS. ELIZABETH GABRIELLA NAVAL</u></p> <p>And / Or</p> <p><u>MR. MATTHEW JAMES KARCHER</u></p>
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