

PRIVATE & CONFIDENTIAL

September 26, 2025

For:

Mr. Eric Guipi Bopala
Board President
Fédération Québécoise des échecs
ebopala@gmail.com
4545 avenue Pierre-De Coubertin
Montréal, QC H1V 0B2
CA

Subject:

Financial Offer and Incentives for the
Canadian Youth Chess Championship and Canadian Open
July 5 to 15, 2027

Bonjour Mr. Guipi Bopala,

The Sports Events Montréal's Hosting Program for National and International Sports Events offers financial incentives to organizations that confirm sport competitions in the city of Montréal. These incentives are evaluated according to the estimated scope, visibility and reach, as well as the economic, tourism, social and sport impact and benefits that the international or national event should generate.

Sports Events Montréal is renowned for its collaborative approach and the palpable synergy between sports partners and local stakeholders. Montréal possesses considerable assets when it comes to accommodating all types of sporting events: easy to access, easy to get around, easy to love.

Sports Events Montréal can offer financial incentives to sport competitions and face-to-face meetings through funding it receives from three levels of government as well as its members and industry partners.

Financial Offer

Should Montréal be selected for the 2027 Canadian Youth Chess Championship and Canadian Open, Sports Events Montréal and its partners would be delighted to offer Fédération Québécoise des échecs the following financial offers and incentives, based on the current requirements:

Can\$34,775

Sports Events Montréal will contribute **Can\$13** per revenue-generating room night in the contracted hotels and/or **Can\$5** in the contracted student housing properties, on the Island of Montréal, to a maximum of Can\$34,775 (2,675 maximum room nights).

Payment will be issued by Sports Events Montréal to Fédération Québécoise des échecs after the Canadian Youth Chess Championship and Canadian Open and following an analysis of the report on rooms reserved and paid for in one or more hotel establishments that collect the accommodations tax required under Montréal region by-laws. Fédération Québécoise des échecs should also provide the Sports Events Montréal post-event report, survey and high-resolution pictures of the event.

Incentives

In addition to the monetary offer described above, Sports Events Montréal offers in value in kind an amount of **Can\$2,267**. This is a non-monetary contribution and the amount represents the value in kind provided by Sports Events Montréal and its partners only, it cannot be modified under any circumstances.

- Sports Events Montréal will assign an Event Manager who will be with you every step of the way and can offer you a range of free services and tools to assist you with planning, building attendance and ensuring your participants enjoy their stay in Montréal.
- Sports Events Montréal will sponsor a site inspection, to be conducted prior to the selection of the destination, including:
 - One (1) train tickets (minimum 2-weeks notice - terms and conditions will be provided at the time of scheduling the site inspection.
 - Offset of GHG emissions resulting from your travel
 - Hotel accommodation for two (2) nights, for one (1) person
 - Round-trip train station transfer for one (1) person
 - A personalized city tour

(value in kind of Can\$1,147, no cash value).

- Sport Events Montréal will offer the 2027 Canadian Youth Chess Championship and Canadian Open 20 Montreal Passports for participants.

(value in kind of Can\$1,120, no cash value).

- Sports Events Montréal has supported the Local Organizing Committee in preparing the bid application for the 2027 Canadian Youth Chess Championship and Canadian Open. We are committed to meeting all requirements to present the strongest possible proposal and to ensure the success of your event in Montréal.

General Conditions

Our understanding is that the Fédération Québécoise des échecs, as the local host, will have the full financial responsibility of the event and as such, Sports Events Montréal's financial contributions will be payable to the Fédération Québécoise des échecs. This is conditional to the receipt of a copy of the Memorandum of Understanding that will be signed between the Fédération Québécoise des échecs and the Chess Federation of Canada, once the selection of Montréal for the event is confirmed. In the absence of an MOU, an official letter from the Chess Federation of Canada mandating the Fédération Québécoise des échecs to assume all financial responsibility for the event must be provided.

In consideration of the above support and proportionate to its involvement, Fédération Québécoise des échecs agrees to granting visibility and benefits to Tourisme Montréal as a partner of the event. Details will be discussed between Sports Events Montréal and Fédération Québécoise des échecs.

The Fédération Québécoise des échecs agrees to:

- Display the Tourisme Montréal logo in communication tools such as official programs, digital platforms, and sponsorship recognition panels.
- Provide Tourisme Montréal with free registrations/passes to the event.
- Mention its partnership with Tourisme Montréal in official press releases and opening speeches.

CONTINUED

The incentives offered in this letter are contingent to the event being:

- Held in the month and year indicated in this letter.
- The room blocks for the event are exclusively reserved and paid for in one or more establishments that collect the accommodation tax prescribed by the regulations, in the Montreal area.

In the event of cancellation after signing this agreement, the Fédération Québécoise des échecs must reimburse any sums of money that have been advanced and/or prepaid, including payments made to a third-party for services rendered as per the terms of this agreement, to Sports Events Montréal within 30 days of cancellation.

The Fédération Québécoise des échecs has up to 12 months following the conclusion of the event to fulfill the requirements stipulated in this letter, failing which, Sports Events Montréal will be released from its obligation to pay any financial contribution that is conditional to the receipt of reports or proofs of execution.

In the event of a Force Majeure resulting in the cancellation of the event, the Fédération Québécoise des échecs agrees to reinstate the Montréal event within 5 years of the dates of the event which is the subject of this agreement. Sports Events Montréal reserves the right to modify this offer.

This agreement is between Sports Events Montréal and the signatory only and does not bind any other third party. It is the responsibility of the signatory to contact potential accommodation establishments, conference centres, event spaces, or service providers to definitively confirm their offers. The signatory agrees to provide Sports Events Montréal with all agreements signed with the partners mentioned above.

Personal information

A personal information is defined as any information that allows an individual to be identified directly or indirectly. The parties undertake not to communicate confidential information to any third party whatsoever, except insofar as such communication is necessary for the performance of the contract and is part of a sub-contract that contains confidentiality obligations substantially similar to those provided for in this agreement, or a regulatory or legal obligation. In addition, the parties agree to comply at all times with the laws applicable to the agreement with respect to the protection of personal information.

Total Value of Offer

The total value of the above financial assistance and incentives amounts to **Can\$37,042.**

To benefit from this offer, the selection of Montréal must be confirmed, and a signed copy of this letter returned to us by December 19th, 2025.

We kindly ask you to sign this letter by December 19th, 2025 to confirm that the Fédération Québécoise des échecs will hold its Canadian Youth Chess Championship and Canadian Open from July 5 to 15, 2027 in Montréal as per the above terms.

If this deadline is not respected, this offer will no longer be valid, and Sports Events Montréal reserves the right to modify it.

We trust the above is satisfactory, and we look forward to hosting your event in Montréal. Please contact us if you have any questions regarding our proposal.



Vincent Dumas
Manager, Sports Market

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Mr. Eric Eric Guipi Bopala
Board President
Fédération Québécoise des échecs

Date: _____