

Marco Polo Holding & Trading Co., Inc.

The Monte Lauro Vineyards Club & Corporate Micro-Leasing Program

The Micro-Leasing Concept:

- **Access**

If one word were to describe the Micro-Leasing concept, it is “access:” getting what most people only dream of having, moving up to the “A” list. When Marco Polo Holding & Trading Co. President Michael C. Belanger introduced this unique idea of life-style (with a capital “L”) to the South of France, he did it in partnership with the title-bearer of the venerable Montlaur family-- landed gentry of the longest continually-owned vineyards in the world--in the heart of a 1,000-year-old chateau; Monte Lauro Vineyards.

- **Everything, All the Time**

And, with unprecedented magnanimity, Mr. Belanger (he’ll want you to call him Michael) and Jean the Marquis de Montlaur extend that ownership to you: to lovers of wine, history, and *joi de vivre* everywhere. A Micro-Leaseholder has access to all that Chateau Montlaur, Le Ferme du Vieux Chateau, and Monte Lauro Vineyards have to offer, all the time: vines, wine, accommodations at the “Old Farm,” travel in the South of France, a home base for travel throughout France, Italy, Spain, Switzerland, and the Mediterranean, learning experiences in regional cooking, writing, and photography, and much more.

- **Community**

Unlike “time-share,” which can be isolating, the experience at the Chateau Montlaur for all Micro-Lease-holders and their guests is welcoming, communal, participatory, while still allowing time and space for quiet, individual exploration.

Perhaps the most time-honored tradition of European life is dining: dining together. Food is selected by any and all Micro-Lease-holders assembled at any particular time from village markets, prepared by all (or talented designates), and shared by all—a world family—at the great hearth, or in the 600-year-old farm courtyard under the stars, with wine; bountiful, fine wine.

The Individual Micro-Lease:

- **The Vineyard Experience**

Every individual Micro-Lease-holder has direct access to all these resources and delights, **and** a case of wine—with their own labels on the bottles, if they want—delivered to their door.

Who is Eligible?

- Any club or corporation that might choose to give special gifts or bonuses to deserving employees and colleagues.

Becoming a Monte Lauro Vineyards Individual Micro-Lease Holder:

Vineyard micro-leasing is a new way to visit and travel in the South of France, solo or with special friends, meet new friends, expanding one's mind and broadening cultural experiences, claim a place to live in the Languedoc and wine ownership.

Four Levels of Participation:

- **Connoisseur Level**

While the initial Individual Micro-Lease is at the Connoisseur's Level for the Flagship Vineyard (Monte Lauro), it is anticipated that a new level will be introduced every year for three years until all levels are available for participation. Generally speaking, the introduction of levels is intended to reflect an increasing level of participation in the operations and a commensurate level of interest and investment in the activities of the vineyard. Increasing levels of patronage will result in increasing value of benefits available to the higher level participants.

Future levels of Individual Micro-Leasing:

- **Sommelier Level**
- **Oenologist Level**
- **Vintner Level**

Benefits of Micro-Leasing at Monte Lauro Vineyards include:

- the right to receive a *pro rata* share of vineyard production based on total vines, generally one case per micro-lease, shipped to their address of record,
- the right to have your own custom designed labels attached to your bottles,
- the right to visit and stay at La Ferme du Vieux Chateau, or in participating nearby Gites and B&Bs at costs far below market rates,
- the right to participate in the various activities, both scheduled and unscheduled, occurring at the properties at the time of your visit,

- the right to visit anytime, tour the vineyards, and stay for meals with the staff and guests (the pitch-in rules always apply),
- the right to purchase one gift lease, a Micro-Lease configured for one year of participation for family and friends,
- participation in perpetuity, you will always be welcome back even if you elect not to renew your Micro-Lease. Think of this as your own ancestral home in France,
- the right to reserve space and facilities for special events years from now when the Chateau will be largely reconstructed.
- the first right to upgrade to higher levels of lease ownership that may be limited by availability.

Marco Polo Holding & Trading Company, Inc.

Marco Polo Holding & Trading Company, Inc. is a New York corporation, and the parent company of Monte Lauro Vineyards. The US home office is at 35 Hopeful Lane, Gansevoort, NY 12831.

Monte Lauro Vineyards

Monte Lauro Vineyards is a wholly owned subsidiary of Marco Polo Holding & Trading Co., Inc. It's US office is located at 35 Hopeful Lane, Gansevoort, NY 12831 with international offices in the Hameau de Montlaur at 7, Place de Vieux Chateau, Montaud, Herault, 34160, France.

Being There:

We want you and your special associates in Montaud. We want you and them to be hands on with the vines, with Monte Lauro Vineyards. We want you and them to glory in the Vineyard Experience.

The Micro-Lease Advantage:

We provide accommodations at La Ferme du Vieux Chateau, in the (slightly rustic) living accommodations that we have installed in the 600-year-old farm buildings just below the 10th-century castle—the Chateau Montlaur. If, for any reason, these accommodations are occupied with fellow Micro-Lease-Holders, we have arrangements with Gides and B&Bs nearby, who are prepared to put you and your guests up very comfortably—and at the same under-market prices we provide at La Ferme du Vieux Chateau itself. A week (or more) in the South of France at Monte Lauro Vineyards under the Individual Micro-Lease program will cost you less than half the seasonal market price.

What To Do:

The Vineyard Experience lets one do it all, or nothing at all. There are programs:

- A two-hour course in vineyard management.

- A three-hour course in wine tasting with local sommeliers.
- A four-hour course in wine blending.
- Walking tours of the Chateau and the Montaud countryside.
- A Memoir Writing Program.
- Photography Workshops.
- A cooking school: The Chez Sophie Cooking Experience at Monte Lauro Vineyards with Paul K. Parker.
- Two- and four-hour archaeology courses at the Chateau, which is a Federally authorized dig and historic site.
- Wine tours throughout the Languedoc, Chateauneuf-de-Pape, and Bordeaux.

There are beach days (you can see the Mediterranean from the Chateau); there are area festivals; and communal dinners.

And there is time to just kick back and relax. And this just scratches the surface.

Monte Lauro Vineyards is home away from home, all the time.

Three Ways to Give:

Five (5) Micro-Leases are wrapped into each of three types of Gift Suite. Each Micro-Lease can be for one year, or for two years, or, comparable to our Monte Lauro Vineyards Individual Micro-Lease Program, for three years. You choose which suite is best for you. You may purchase more than one suite at a time, but always in multiples of five Micro-Leases. And you can mix and match suite purchases. For example, you might want two of Gift Suite A and one Gift Suite B. You may purchase any single or combination of gift suites all at one time, or spaced out over time—as needed.

Gift Suite Costs:

1. *Gift Suite A: Five **one-year Micro-Leases***, including all Micro-Lease ownership and benefits described above at \$4,500.
2. *Gift Suite B: Five **two-year Micro-Leases***, including all Micro-Lease ownership and benefits described above at \$8,000.
3. *Gift Suite B: Five **three-year Micro-Leases***, including all Micro-Lease ownership and benefits described above at \$13,500.

Special Club Pricing:

Monte Lauro Vineyards encourage groups of wine and history lovers to come and be a part of the Vineyard Experience. We have initiated new Special Club Pricing for groups of 5 or more. Whether your club is related to work, sports, family or anything else, if you can get five or more Micro-Lease buyers together you can access great savings.

The regular Monte Lauro Vineyards Individual Micro-Lease, a three-year plan for single or double occupancy Micro-Lessees, is \$3,188.

Special Club Pricing for five to nine (5-9) club members (each member purchasing a regular Monte Lauro Vineyards Individual Micro-Lease is **\$2,800** per Micro-Lease per member.

Special Club Pricing for ten or more (10+) club members (each member purchasing a regular Monte Lauro Vineyards Individual Micro-Lease is **\$2,600** per Micro-Lease per member.

Treat your special employees, partners, colleagues, and key suppliers to Individual Monte Lauro Vineyards Micro-Leases. Tell them:

WELCOME HOME TO MONTLAUR!