

REQUEST FOR PROPOSAL

Council/Club - Complete areas in blue

Ski Resort/Tour Operator - Complete areas in yellow or italics-non bold

Name of Council/ Ski Club: _____ Year of trip: _____
Name of Contact: _____ Bid due date: _____
Telephone Number: _____ Date of decision: _____
Name of decision makers: _____ Extentions allowed? _____
Number of Participants: _____ Numbers for past 3 years: _____
Preferred dates: _____ Alternative dates: _____
Days of week preferred: _____ Preferred number of ski days: _____
Are you willing to change dates to take advantage of value season pricing? _____

For Council trips, please list any expected participation on behalf of the resort at upcoming events, etc.

Advertising: _____

Will this trip be booked through a TOUR OPERATOR or *DIRECT*? (circle one)

If a tour operator will be used, who do you have bidding? _____

State sales tax: _____ *Applies to:* _____
Resort tax: _____ *Applies to:* _____
Bed tax: _____ *Applies to:* _____
Service/
gratuity fee: _____ *Applies to:* _____

LODGING

Do you expect all the participants to be lodged in the same single property?	YES	NO
If no, what is acceptable? _____		
Do you plan to let participants choose their own type of lodging?	YES	NO
Do you prefer:	CONDO	HOTEL
Ratio Couples/ Singles:	_____	
Ration Bed/Bath:	_____	
Preferred Bed Configuration:	_____	

Please check the following amenities that you are interested in, the resort will do the same for the options offered.

	Group	Option A	Option B	Option C
Ski in/ ski out				
Walk in/ Walk out				
Breakfast				
Hot tub				
Pool				
Kitchen				
Kitchenette				
ADA accessible				
Ski lockers				
Laundry in building				
Laundry service				
Room Service				

Please indicate if you are holding these locations for our group. Indicate what would cause you to change locations and would you notify us before any changes are authorized. If you force us to change location what would you offer the group.

Lodging Deposit Schedule and Final Payments

All individual components prices will be kept confidential; package price will be released only. Failure to follow this will result in the nulification of this bid. Internet specials and other discount pricing will be used to sell similar packages to non-group members at, or below the rates quoted in this form at the discession of this resort. The group listed in this bid is not entitled to lower advertised prices or price reductions unless the reduction in price is a blanket policy for all group pricing for the year bid.

LODGING - Option A

Property Name: _____

Web Address of Property: _____

	<i>\$ Per Night</i>	<i>Min Occ</i>	<i>Max Occ</i>	<i>Bed Config</i>	<i>Desired Occ</i>
<i>HR</i>					
<i>DS</i>					
<i>ST</i>					
<i>1BR</i>					
<i>2BR</i>					
<i>3BR</i>					

HR = Hotel/DS = Deluxe Suite/ST = Studio condo/1, 2, 3 BR = 1, 2, or 3 Bedroom condo

Baggage Handling Charges: _____

Comp policy: _____

Early/Late Check-in Charges: _____

Extra person charges: _____

Deposit Policy: _____

Notes: _____

Price per person per stay (includes cleaning fee and tax):

LODGING - Option B

Property Name: _____

Web Address of Property: _____

	\$ Per Night	Min Occ	Max Occ	Bed Config	Desired Occ
HR					
DS					
ST					
1BR					
2BR					
3BR					

HR = Hotel/DS = Deluxe Suite/ST = Studio condo/1, 2, 3 BR = 1, 2, or 3 Bedroom condo

Baggage Handling Charges: _____

Comp policy: _____

Early/Late Check-in Charges: _____

Extra person charges: _____

Deposit Policy: _____

Notes: _____

Price per person per stay (includes cleaning fee and tax): \$

LODGING - Option C

Property Name: _____

Web Address of Property: _____

	\$ Per Night	Min Occ	Max Occ	Bed Config	Desired Occ
HR					
DS					
ST					
1BR					
2BR					
3BR					

HR = Hotel/DS = Deluxe Suite/ST = Studio condo/1, 2, 3 BR = 1, 2, or 3 Bedroom condo

Baggage Handling Charges: _____

Comp policy: _____

Early/Late Check-in Charges: _____

Extra person charges: _____

Deposit Policy: _____

Notes: _____

Price per person per stay (includes cleaning fee and tax): \$

TRANSPORTATION

(all prices are per person/ round trip unless otherwise stated)

Closest major airport to resort: _____

Distance to resort: _____ Drive time: _____ Cost of transfer: _____

Resort: _____ Local area: _____

Local transportation : _____

If cost is based on charter bus, please base cost on _____ passengers per bus. We recommend no more than 48 people on a 55 passenger bus.

LIFT TICKETS

Lift Tickets Applicable for: _____

Comps: _____	Adult	age:	_____
	Junior	age:	_____
	Senior	age:	_____
	Free	age:	_____

Select ticket type/ qty below

Multiple day tickets	Adult	QTY	Junior	QTY	Child	QTY	Senior	QTY
2 of _____	\$		\$		\$		\$	
3 of _____	\$		\$		\$		\$	
4 of _____	\$		\$		\$		\$	
5 of _____	\$		\$		\$		\$	
6 of _____	\$		\$		\$		\$	
7 of _____	\$		\$		\$		\$	

Additional day at window available: YES NO

Anticipated Total Ticket Order _____

OPTIONAL ACTIVITIES

WELCOME RECEPTION

Location: _____

Date: _____

Time: _____

Select One: **Hosted:** _____ **By whom:** _____

No host: _____ **For what:** _____

Proposed Summary

Beverages: _____

Appetizers: _____

Entertainment: _____

Space: _____

AV Equipment: _____

Proposed Budget: _____ *Total / person (not including taxes or fees)*

RACES

Indiciate the day or days that you want the race, format, number of gates and any other information necessary for this event(s). Please indicate If items are mandatory or just preferred.

APRES SKI *Location(s):* _____

Date: _____

Time: _____

Select One: _____

Hosted Option: _____

Appetizers: _____

Drinks: _____

Entertainment: _____

Discount Option: _____

Drink Special: _____

Entertainment: _____

Proposed Budget: _____ *Total / person (not including taxes or fees)* \$ _____

PICNIC/LUNCH

Location: _____

Date: _____

Time: _____

Food: _____

Beverage: _____

Proposed Budget: _____ *Total / person (not including taxes or fees)* \$ _____

DINNER BANQUET

Location: _____

Date: _____

Time: _____

Space: _____
 Food: _____
 Beverage: _____
 Entertainment: _____
 AV: _____
 NOTE: All AV rental fees in attachment

Proposed Budget: _____ Total / person (not including taxes or fees) \$ _____

SOUVENIR/MEMORIO

DESCRIPTION: _____

Proposed Budget: _____ Total / person (not including taxes or fees) \$ _____

Glossary

- Stay Pattern Define if you want Sat-Sat, Sun-Sun, Tues-Sun*
- Tour Operator is a company that is your only contact and does ALL the work*
- Bid DIRECT means you deal with and pay each company (lodging, lift, airline, transfer, food, etc.)*
- Hosted Bar is no charge for drinks where No Hosted the individuals are charged per drink*

BID SUMMARY - OPTION A

Resort: _____
 Date and year: _____

LIFT TICKETS (including all taxes)

Lift Ticket	Group Net
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Lift Ticket	Group Net
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Adult	
Senior	
Child	
Jr	

Adult additional day	
Senior additional day	
Child additional day	
Jr additional day	

LODGING (including all taxes)

Lodging description	Price/ person

RACES (including all taxes)

	Min .set up cost and/or	Price/ person
Courses		
Courses		

AMENITIES (including all taxes)

	Specifics	Price/ person
R/T Transportation to Resort		
Transportation to Lifts		
Welcome Reception		
Picnic/Lunch		
Apres Ski		
Dinner Banquet		
Souvenir/Memento		

Per person total: Adult \$ Senior \$ Child \$ Jr. \$

BID SUMMARY - OPTION B

Resort: _____
Date and year: _____

LIFT TICKETS (including all taxes)

Lift Ticket	Group Net
Adult	
Senior	
Child	

Lift Ticket	Group Net
Adult additional day	
Senior additional day	
Child additional day	

Jr

Jr additional day

LODGING (including all taxes)

<i>Lodging description</i>	<i>Price/ person</i>
<input type="text"/>	<input type="text"/>

RACES (including all taxes)

Min .set up cost and/or Price/ person

<i>Courses</i>	<i>Min .set up cost and/or</i>	<i>Price/ person</i>
<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>

AMENITIES (including all taxes)

Specifics Price/ person

<i>R/T Transportation to Resort</i>	<input type="text"/>	<input type="text"/>
<i>Transportation to Lifts</i>	<input type="text"/>	<input type="text"/>
<i>Welcome Reception</i>	<input type="text"/>	<input type="text"/>
<i>Picnic/Lunch</i>	<input type="text"/>	<input type="text"/>
<i>Apres Ski</i>	<input type="text"/>	<input type="text"/>
<i>Dinner Banquet</i>	<input type="text"/>	<input type="text"/>
<i>Souvenir/Memento</i>	<input type="text"/>	<input type="text"/>

Per person total: *Adult* \$ *Senior* \$ *Child* \$ *Jr.* \$

BID SUMMARY - OPTION C

Resort: _____

Date and year: _____

LIFT TICKETS (including all taxes)

<i>Lift Ticket</i>	<i>Group Net</i>
<i>Adult</i>	<input type="text"/>
<i>Senior</i>	<input type="text"/>
<i>Child</i>	<input type="text"/>
<i>Jr</i>	<input type="text"/>

<i>Lift Ticket</i>	<i>Group Net</i>
<i>Adult additional day</i>	<input type="text"/>
<i>Senior additional day</i>	<input type="text"/>
<i>Child additional day</i>	<input type="text"/>
<i>Jr additional day</i>	<input type="text"/>

LODGING (including all taxes)

<i>Lodging description</i>	<i>Price/ person</i>

<i>RACES (including all taxes)</i>	<i>Min .set up cost and/or</i>	<i>Price/ person</i>
<i>Courses</i>		
<i>Courses</i>		

<i>AMENITIES (including all taxes)</i>	<i>Specifics</i>	<i>Price/ person</i>
<i>R/T Transportation to Resort</i>		
<i>Transportation to Lifts</i>		
<i>Welcome Reception</i>		
<i>Picnic/Lunch</i>		
<i>Apres Ski</i>		
<i>Dinner Banquet</i>		
<i>Souvenir/Memento</i>		

Per person total: *Adult*\$ *Senior*\$ *Child*\$ *Jr.*\$