

# 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 discription 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: \_\_\_\_\_

<b>Comps:</b> _____	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
-------------	-----------

Lift Ticket	Group Net
-------------	-----------

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>

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

<b><i>AMENITIES (including all taxes)</i></b>	<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.*\$