



JACKSON HOLE INCENTIVE TRIP.

August 8, 2019



JACKSON HOLE HOTELS & DATES. TEAM'S TOP RECOMMENDATIONS.

1. Hotel Jackson (June 3 – June 8, 2020) **NOTE- ALL DMC CAUTIONED AGAINST MAY DATES DUE TO WEATHER AND A LOT OF TOWN BEING CLOSED. SEASON STARTS IN JUNE*

Rational:

- 4-star hotel
- Downtown Jackson's newest hotel (modern western)
- 0.1 miles to Jackson Town Square (downtown)
- Would be a full buyout – Wouldn't share hotel with any other guests
- Has excellent online reviews

Potential Issues:

- Most expensive hotel option
- Not enough rooms for staff to stay onsite, would have to get 4-6 rooms at the Wort Hotel down the street
- No meeting room space big enough for group of 60

JACKSON HOLE HOTELS & DATES. TEAM'S TOP RECOMMENDATIONS.

2. The Lodge (June 1 – June 6; June 8 – June 13, 2020) **NOTE- ALL DMC CAUTIONED AGAINST MAY DATES DUE TO WEATHER AND A LOT OF TOWN BEING CLOSED. SEASON STARTS IN JUNE*

Rational:

- 3-star hotel
- 1.2 miles to Jackson Town Square (downtown)
- Less than half the price of Hotel Jackson
- Can accommodate entire group, including staff
- No required food & bev minimum
- Guest breakfast is complimentary (included in room rate)
- Has excellent online reviews
- Offers meeting space that can accommodate a group of 60+ (additional fee required)

Potential Issues:

- Not walking distance to Jackson Town Square (3 minute car ride; 24 minute walk)
- Not as new and modern as Hotel Jackson (more traditional/old school Western)
- Not a full buyout (would share hotel with regular guests)

HOTEL LOCATIONS. DISTANCE TO DOWNTOWN JACKSON HOLE.



Hotel Jackson – 120 Glenwood St, Jackson, WY 83001.
(0.1 miles to downtown Jackson Hole.)

The Wort Hotel – 50 Glenwood St, Jackson, WY 83001.
(0.1 miles to downtown Jackson Hole.)

Spring Creek Ranch – 1600 N. East Butte Rd,
Jackson, WY 83001. (4.7 miles to downtown Jackson Hole.)

Hotel Terra – 3335 Village Dr, Teton Village, WY 83025.
(12.3 miles to downtown Jackson Hole.)

The Lodge – 80 Scott Ln, Jackson, WY 83002.
(1.2 miles to downtown Jackson Hole)

HOTEL JACKSON.



HOTEL JACKSON. RATE SUMMARY.



- **55 Guest Rooms Total in Hotel** (*would be a full buyout with all 55 rooms*)
- 36 Superior Rooms (23 kings; 13 double queens)
- 15 Premium Rooms (14 kings; 1 double queen)
- 4 Suites (4 kings)

Date	Room & Suite Rate per Night	Room & Suite Rate Subtotal	Total Including F&B Min, Fees & Taxes
Mon. May 4 – Sat. May 9	\$499 & \$750	\$142,245.00	\$219,362.06
Wed. May 13 – Mon. May 18	\$429 & \$750	\$124,395.00	\$198,156.26
Wed. June 3 – Mon. June 8	\$499 & \$750	\$142,245.00	\$219,362.06
Mon. June 8 – Sat. June 13	\$699 & \$799	\$194,225.00	\$281,114.30
Wed. June 10 – Mon. June 15	\$559 & \$899	\$160,525.00	\$241,078.70

*Note: This group room rate offer is valid until Monday, July 29, 2019

HOTEL JACKSON.

TAXES & REQUIRED ADD-ONS.

Room Taxes & Fees: 18.8% per room, per night

Typical Food & Beverage minimum: \$6,000 per night plus service & Tax. For a 5-night buyout, Hotel Jackson would require a \$30,000 (plus service and tax) food and beverage minimum spend for the duration of our trip.

Food & Beverage: 20% for service fees
(More information can be seen in image to the right)

Food and Beverage Taxes: 6%

Housekeeper: \$5.00 per day, per room

Bell Staff: \$10.00 roundtrip, per room (Flat rate)

Food & Beverage Estimates.

Meal	Service	Estimated Price per Person	Service Fee	Tax	Estimated Total Per Person
Breakfast	Buffet	\$35.00	20%	6%	\$44.10
Breakfast	Plated	\$30.00	20%	6%	\$37.80
Lunch	Buffet/ Plated	\$45.00	20%	6%	\$56.70
Dinner	Plated	\$75.00	20%	6%	\$94.50
Cocktails/ Apps	Welcome Reception	\$65.00	20%	6%	\$81.90

HOTEL JACKSON.

RATE SUMMARY BREAKDOWN: 5/4–5/9.

Hotel Jackson	Initial Rates/Fees	Number of Items	Total
Room Rate	\$499.00	255	\$127,245.00
Suite Rate	\$750.00	20	\$15,000.00
Five Staff Rooms (@ Wort Hotel)	\$2,150.00	5	\$10,750.00
Room Taxes & Fees	18.80%	1	\$26,742.06
Bell Staff Service	\$10.00	55	\$550.00
Housekeeping	\$5.00	275	\$1,375.00
Food & Beverage Min	\$30,000.00	1	\$30,000.00
Food & Beverage Tax	6%	1	\$1,800.00
Food & Beverage Service Fee	20%	1	\$6,000.00
Total			\$219,462.06

HOTEL JACKSON.

RATE SUMMARY BREAKDOWN: 5/13–5/18.

Hotel Jackson	Initial Rates/Fees	Number of Items	Total
Room Rate	\$429.00	255	\$109,395.00
Suite Rate	\$750.00	20	\$15,000.00
Five Staff Rooms (@ Wort Hotel)	\$2,150.00	5	\$10,750.00
Room Taxes & Fees	18.80%	1	\$23,386.26
Bell Staff Service	\$10.00	55	\$550.00
Housekeeping	\$5.00	275	\$1,375.00
Food & Beverage Min	\$30,000.00	1	\$30,000.00
Food & Beverage Tax	6%	1	\$1,800.00
Food & Beverage Service Fee	20%	1	\$6,000.00
Total			\$198,256.26

HOTEL JACKSON.

RATE SUMMARY BREAKDOWN: 6/3–6/8.

Hotel Jackson	Initial Rates/Fees	Number of Items	Total
Room Rate	\$499.00	255	\$127,245.00
Suite Rate	\$750.00	20	\$15,000.00
Five Staff Rooms (@ Wort Hotel)	\$2,150.00	5	\$10,750.00
Room Taxes & Fees	18.80%	1	\$26,742.06
Bell Staff Service	\$10.00	55	\$550.00
Housekeeping	\$5.00	275	\$1,375.00
Food & Beverage Min	\$30,000.00	1	\$30,000.00
Food & Beverage Tax	6%	1	\$1,800.00
Food & Beverage Service Fee	20%	1	\$6,000.00
Total			\$219,462.06

HOTEL JACKSON.

RATE SUMMARY BREAKDOWN: 6/8–6/13.

Hotel Jackson	Initial Rates/Fees	Number of Items	Total
Room Rate	\$699.00	255	\$178,245.00
Suite Rate	\$799.00	20	\$15,980.00
Five Staff Rooms (@ Wort Hotel)	\$2,150.00	5	\$10,750.00
Room Taxes & Fees	18.80%	1	\$36,514.30
Bell Staff Service	\$10.00	55	\$550.00
Housekeeping	\$5.00	275	\$1,375.00
Food & Beverage Min	\$30,000.00	1	\$30,000.00
Food & Beverage Tax	6%	1	\$1,800.00
Food & Beverage Service Fee	20%	1	\$6,000.00
Total			\$281,214.30

HOTEL JACKSON.

RATE SUMMARY BREAKDOWN: 6/10–6/15.

Hotel Jackson	Initial Rates/Fees	Number of Items	Total
Room Rate	\$559.00	255	\$142,545.00
Suite Rate	\$899.00	20	\$17,980.00
Five Staff Rooms (@ Wort Hotel)	\$2,150.00	5	\$10,750.00
Room Taxes & Fees	18.80%	1	\$30,178.70
Bell Staff Service	\$10.00	55	\$550.00
Housekeeping	\$5.00	275	\$1,375.00
Food & Beverage Min	\$30,000.00	1	\$30,000.00
Food & Beverage Tax	6%	1	\$1,800.00
Food & Beverage Service Fee	20%	1	\$6,000.00
Total			\$241,178.70

HOTEL JACKSON. HOTEL DINING.



HOTEL JACKSON.

HOTEL DINING.

FIGS

A warm and intimate escape, FIGS features a two-story wood burning fireplace with an aspen leaf canopy floating overhead. Menu selections include vegan-friendly authentic Lebanese and Mediterranean small plates, complimented by an extensive wine list and hand-crafted cocktails.

Total Area: 750 Sq ft

Cocktail Reception: 100 People

Banquet: 62 People

Open daily for breakfast, lunch and dinner.

Hours:

Breakfast 7:00 a.m. – 11:30 a.m.

Lunch & Dinner 11:30 a.m. – 9:00 p.m.

Bar 11:30 a.m. – 11:00 p.m.

Room Service 7:00 a.m. – 11:00 p.m.

SMOKIN' IRON

Open seasonally in the summer from 5:00 to 11:00 p.m., Smokin' Iron is a lovely respite from the hustle and bustle of town. Enjoy cocktails and simple fare by our natural gas fire pits and explore as you listen to live music.

HOTEL JACKSON. MEETINGS.



DELONEY BOARDROOM

The Deloney Boardroom boasts views of the town of Jackson and is equipped with top of the line audiovisual technology, including a Samsung Smart TV.

A flexible design can accommodate up to 14 guests for a range of functions.

HOTEL JACKSON.

COMPLIMENTARY SPECIAL AMENITIES AND CONCESSIONS.

- Luxury car service to and from Jackson Hole Airport; with advance request and based on availability
- Complimentary transportation to town dining and shopping
- On-site car detailing services upon request
- Complimentary hi-speed Wi-Fi and telephone
- 48-Inch Samsung Smart Hi-Definition TV
- Geneva sound systems
- Bose radios and docking stations in suites and studios
- Natural gas fireplaces in all rooms
- Terraces in suites and top floor rooms
- Individually controlled heating and cooling system
- L'Occitane bath amenities
- Plush bath robes, towels and bath mats
- Nespresso coffee machines
- Complimentary morning newspapers
- Personal refrigerator
- Commercial hand-held steamers, iron and ironing board upon request
- In-room recycling program
- Daily housekeeping and turndown service

THE WORT HOTEL.



THE WORT HOTEL. RATE SUMMARY.



- **55 Guest Rooms Total in Hotel** (*can only give us 54 rooms*)
- 36 Deluxe Rooms (8 kings; 28 double queens)
- 8 Western Themed Rooms (6 kings; 2 single queens)
- 7 Grand Rooms (4 kings; 3 double queens)
- 2 Junior Suites (2 kings)
- 1 Silver Dollar Suite (1 king)

Date	Room & Suite Rate per Night	Room & Suite Rate Subtotal	Total Including F&B Min, Fees & Taxes
Buyout dates: Sat. May 2 – Sun. May 10 Event dates: Mon. May 4th – Fri. May 8th)	\$235.00	\$82,250.00	\$164,714.10
Buyout dates: Mon. May 4 – Sat. May 12th Event dates: Wed. May 6 – Sun. May 10th	\$229.00	\$80,150.00	\$162,356.48
Buyout dates: Fri. May 15 – Sat. May 23 Event dates: Sun. May 17 – Thu. May 21)	\$274.00	\$95,900.00	\$180,046.88

THE WORT HOTEL.

TAXES & REQUIRED ADD-ONS.



- Portorage - \$9 per person Round Trip
- Housekeeping - \$4 per room/day
- Estimated Food and Beverage Minimum for meeting/event space: \$30,000
- Food and Beverage service fee - 20%
- Food and Beverage tax – 6%
- Wyoming tax – 8%
- Community Surcharge – 4.32%
- Million Dollar Cowboy Bar:
Partial rent-out: \$10,000. Full buy-out: \$40,000

THE WORT HOTEL.

RATE SUMMARY BREAKDOWN: 5/2–5/10 (EVENT NIGHTS: 5/4-5/8).

*The Wort Hotel is not available for a June buyout; and only offers 54 rooms for May dates

The Wort Hotel	Initial Rates/Fees	Number of Items	Total
Room Rate	\$235.00	350	\$82,250.00
Five Staff Rooms (@ Hotel Jackson)	\$2,002.00	5	\$10,008.90
Wyoming Tax	8%	1	\$6,580.00
Community Surcharge	4.32%	1	\$3,553.20
Porterage	\$9.00	108	\$972.00
Housekeeping	\$4.00	350	\$1,400.00
Food & Beverage Min	\$30,000.00	1	\$30,000.00
Food & Beverage Tax	6%	1	\$1,800.00
Food & Beverage Service Fee	20%	1	\$6,000.00
Evening at Silver Dollar Show Room	\$2,150.00	1	\$2,150.00
Evening at Million Dollar Cowboy Bar	Est. \$20,000	1	\$20,000.00
Total			\$164,714.10

THE WORT HOTEL.

RATE SUMMARY BREAKDOWN: 5/4–5/12 (EVENT NIGHTS: 5/6–5/10).

*The Wort Hotel is not available for a June buyout; and only offers 54 rooms for May dates

The Wort Hotel	Initial Rates/Fees	Number of Items	Total
Room Rate	\$229.00	350	\$80,150.00
Five Staff Rooms (@ Hotel Jackson)	\$2,002.00	5	\$10,010.00
Wyoming Tax	8%	1	\$6,412.00
Community Surcharge	4.32%	1	\$3,462.48
Porterage	\$9.00	108	\$972.00
Housekeeping	\$4.00	350	\$1,400.00
Food & Beverage Min	\$30,000.00	1	\$30,000.00
Food & Beverage Tax	6%	1	\$1,800.00
Food & Beverage Service Fee	20%	1	\$6,000.00
Evening at Silver Dollar Show Room	\$2,150.00	1	\$2,150.00
Evening at Million Dollar Cowboy Bar	20,000.00	1	\$20,000.00
Total			\$162,356.48

THE WORT HOTEL.

RATE SUMMARY BREAKDOWN: 5/15–5/23 (EVENT NIGHTS: 5/17–5/21).

*The Wort Hotel is not available for a June buyout; and only offers 54 rooms for May dates

The Wort Hotel	Initial Rates/Fees	Number of Items	Total
Room Rate	\$275.00	350	\$95,900.00
Five Staff Rooms (@ Hotel Jackson)	\$2,002.00	5	\$10,010.00
Wyoming Tax	8%	1	\$7,672.00
Community Surcharge	4.32%	1	\$4,142.88
Porterage	\$9.00	108	\$972.00
Housekeeping	\$4.00	350	\$1,400.00
Food & Beverage Min	\$30,000.00	1	\$30,000.00
Food & Beverage Tax	6%	1	\$1,800.00
Food & Beverage Service Fee	20%	1	\$6,000.00
Evening at Silver Dollar Show Room	\$2,150.00	1	\$2,150.00
Evening at Million Dollar Cowboy Bar	\$20,000.00	1	\$20,000.00
Total			\$180,046.88

THE WORT HOTEL. HOTEL DINING.



THE WORT HOTEL.

HOTEL DINING.

THE SILVER DOLLAR GRILL.

The elegant Silver Dollar Grill offers deliciously prepared game and regional fare, as well as the classic recipes that keep the locals coming back. Enjoy fine dining and friendly service in a comfortable atmosphere reminiscent of our western Heritage. Room service is also available.

THE SILVER DOLLAR BAR AND SHOWROOM.

The Wort requires that the group also has an evening event onsite at their Silver Dollar Showroom. Due to the size of the group, they proposed their larger McCarty Showroom, which can accommodate 100 people in a reception style with stations or a sit down meal. The room features a stage for live music, large windows that look onto Broadway Avenue and it's own replica Silver Dollar Bar. The McCarty Showroom typically rents for \$4,000, but they are happy to reduce the rental in half as long as the group meets or exceeds the food and beverage minimum. The McCarty Showroom is available for events on Sunday, Monday and Wednesday evenings.

MILLION DOLLAR COWBOY BAR.

In addition, they request that the group holds an event at their sister bar, The Million Dollar Cowboy Bar. Options range from full buy out to a partial buy out and depending on the evening and date, prices vary anywhere from \$10,000 for a partial to \$40,000 for a full buy out. However, they are happy to provide discounted pricing for the group.

THE WORT HOTEL. MEETINGS & EVENTS.



The Clymer Room - \$500/day room rental, \$50 set-up fee

The Goldpiece Room - \$750/day room rental, \$75 set-up fee

The Jackson Room - \$1,000/day room rental, \$100 set-up fee

McCarty Showroom usually rents out for \$4,000, but Wort can reduce rental in half as long as group meets food and beverage minimum. \$150 set-up fee.

	Room Size L	Room Size W	Room Size H	Room Size W	Room Size H	Room Size W	Room Size H	Room Size W	Room Size H	Room Size W	Room Size H	Room Size W	Room Size H	Room Size W	Room Size H
1 The Clymer Room	300	33	30 x 19	9.1 x 4.9	9.00	2.74	0	0	0	20	20	0	0		
2 The Goldpiece Room	975	91	36 x 27	11 x 8.2	9.00	2.74	30	50	40	60	30	26	36		
3 The Jackson Room	1450	135	53 x 27	16.2 x 8.2	9.00	2.44	70	90	90	100	40	36	40		
4 The Showroom	1280	113			10.00	3.05	33	70	60	100	24	24	30		

THE WORT HOTEL.

COMPLIMENTARY SPECIAL AMENITIES AND CONCESSIONS.



- Five Complimentary VIP arrival amenities (of hotel's choice)
- Reduced or Complimentary Meeting Space with Met Food & Beverage Minimum
- Complimentary Entry into The Million Dollar Cowboy Bar (a \$5-\$10 per person value)
- Complimentary Nightly Turndown Service with Silver Dollar Chocolate
- Complimentary Complete Conference Service, Activity, and Event Planning
- Complimentary Self-Parking in Our Private Parking Lot
- Complimentary Use of Fitness Center and Jacuzzis

The Wort Hotel offers full service, in-house destination management services to all group clients. This complimentary service provides you with personalized preparation for all offsite activities, banquets, logistical planning and more.

SPRING CREEK RANCH.



SPRING CREEK RANCH. RATE SUMMARY.



- **125 Guest Rooms Total in Hotel** (*60 rooms to be used for our event*)
- 30 Inn Rooms (20 kings; 10 double queens)
- 20 Studio Rooms (20 single queens)
- 10 Two Bedroom Suites (each with a king and a queen)

Date	Room & Suite Rate per Night	Room & Suite Rate Subtotal	Total Including F&B Min, Fees & Taxes
Fri. May 1 - Fri. May 15	\$160	\$48,000.00	\$80,480.40
Sat. May 16 – Sat. June 13	\$290	\$87,000.00	\$125,600.40
Sun. June 14 – Tue. June 30	\$345	\$103,500.00	\$142,420.40

*Note: The rates above are based off of reserving only standard inn rooms and studios. (10) Two bedroom suites are also available at higher rates:

- May 1 – May 15 Suite Rate: \$170/room
- May 16 – June 13 Suite Rate: \$310
- June 14 – June 30 Suite Rate: \$355

SPRING CREEK RANCH. TAXES & REQUIRED ADD-ONS.



- Tax is currently 8%
- Resort Fee - \$20.00/room/night
- Porterage Gratuity - \$10.00/room
- Housekeeping Gratuity - \$3.50/room/night
- Food and Beverage tax – 6%
- Food and Beverage service fee – 20%
- No designated Food & Beverage minimum:
 - Approximate group Food and Beverage prices:
 - Breakfast: \$34 on average per person
 - Lunch: \$36 on average per person
 - Dinner: \$70 on average per person

SPRING CREEK RANCH.

RATE SUMMARY BREAKDOWN: 5/1-5/15.

Spring Creek Ranch	Initial Rates/Fees	Number of Items	Total
Room Rate	\$160.00	300	\$48,000.00
Wyoming Tax	8%	1	\$3,840.00
Resort Fee	\$20.00	300	\$6,000.00
Porterage	\$10.00	60	\$600.00
Housekeeping	\$3.50	300	\$1,050.00
Food & Beverage (Breakfast only)	\$34.00	560	\$19,040.00
Food & Beverage Tax	6%	1	\$1,142.40
Food & Beverage Service Fee	20%	1	\$3,808.00
Total			\$83,480.40

SPRING CREEK RANCH.

RATE SUMMARY BREAKDOWN: 5/16–6/13.

Spring Creek Ranch	Initial Rates/Fees	Number of Items	Total
Room Rate	\$290.00	300	\$87,000.00
Wyoming Tax	8%	1	\$6,960.00
Resort Fee	\$20.00	300	\$6,000.00
Porterage	\$10.00	60	\$600.00
Housekeeping	\$3.50	300	\$1,050.00
Food & Beverage (Breakfast only)	\$34.00	560	\$19,040.00
Food & Beverage Tax	6%	1	\$1,142.40
Food & Beverage Service Fee	20%	1	\$3,808.00
Total			\$125,600.40

SPRING CREEK RANCH.

RATE SUMMARY BREAKDOWN: 6/14–6/30.

Spring Creek Ranch	Initial Rates/Fees	Number of Items	Total
Room Rate	\$345.00	300	\$103,500.00
Wyoming Tax	8%	1	\$8,280.00
Resort Fee	\$20.00	300	\$6,000.00
Porterage	\$10.00	60	\$600.00
Housekeeping	\$3.50	300	\$1,050.00
Food & Beverage (Breakfast only)	\$34.00	560	\$19,040.00
Food & Beverage Tax	6%	1	\$1,142.40
Food & Beverage Service Fee	20%	1	\$3,808.00
Total			\$142,420.40

SPRING CREEK RANCH. HOTEL DINING.

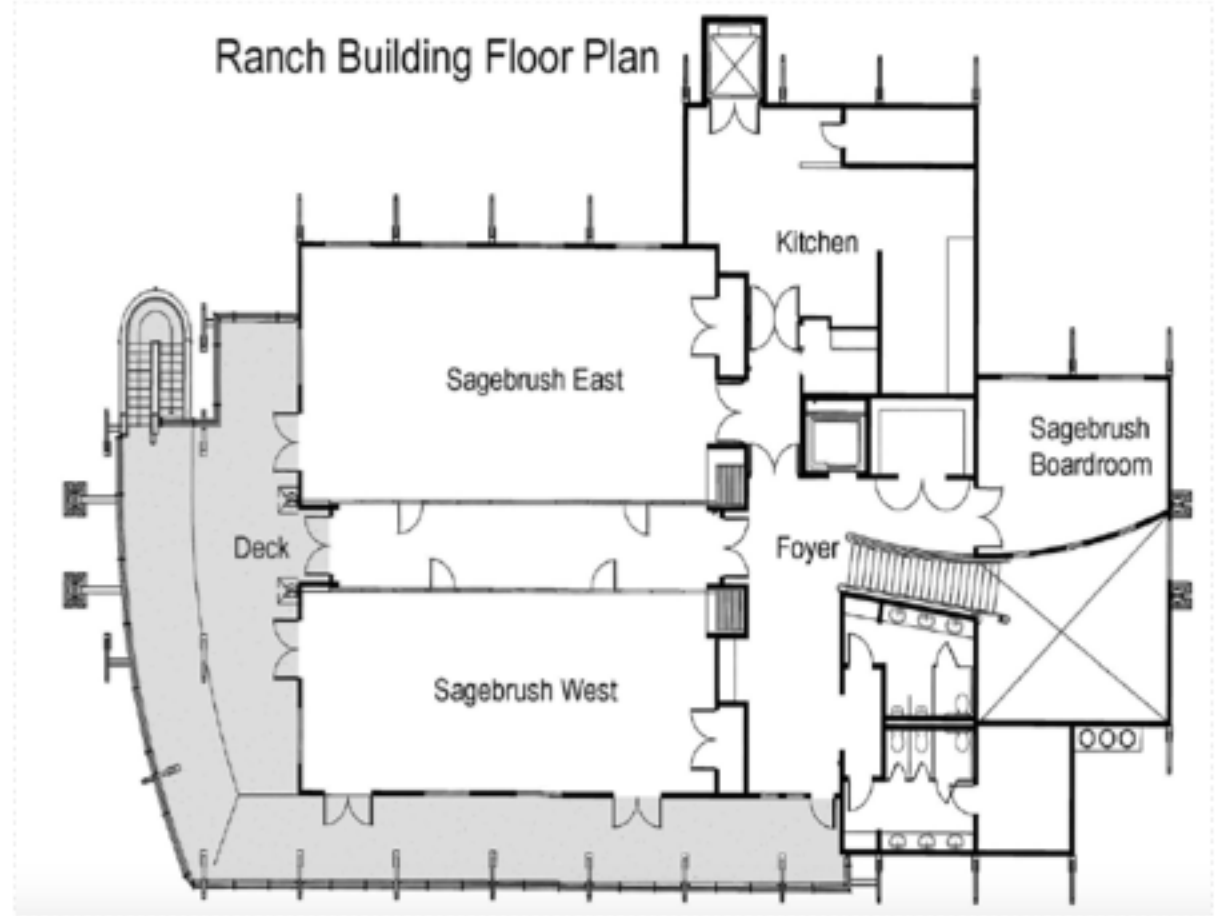


SPRING CREEK RANCH. HOTEL DINING.

Fine dining at our award winning **Granary Restaurant**, a (3-7) minute stroll from lodging. Our restaurant sits cliff side and has million dollar views of the Grand Teton mountain range. Enjoy a seasonally fresh menu highlighting local fish & game. **Max capacity of 90**

Dine in the **Sagebrush Ballroom**. Host cowboy hat fitting to become part of the west. Followed by a private astronomy night with professional astronomers, cowboy cocktails and roasted s'mores around our signature fire pit. **Max capacity of 190**

SPRING CREEK RANCH. MEETINGS & EVENTS.



SPRING CREEK RANCH. MEETINGS & EVENTS.



The Sagebrush Ballroom – **Fee Waived/Complimentary.*

Our 2,800 Square Feet Ballroom, with its wraparound deck and numerous windows, overlooks the Tetons and is located on the top floor of our Ranch House. Elevator access is available.

Room Name	Square Feet	Dimensions	Ceiling	Capacity
Sagebrush Ballroom*	2,800	51' x 55'	15'	190
Sagebrush East	1,275	51' x 25'	15'	90
Sagebrush West	1,020	51' x 20'	15'	69
Sagebrush Foyer	384	48' x 8'	15'	32
Sagebrush Boardroom	368	23' x 16'	15'	16

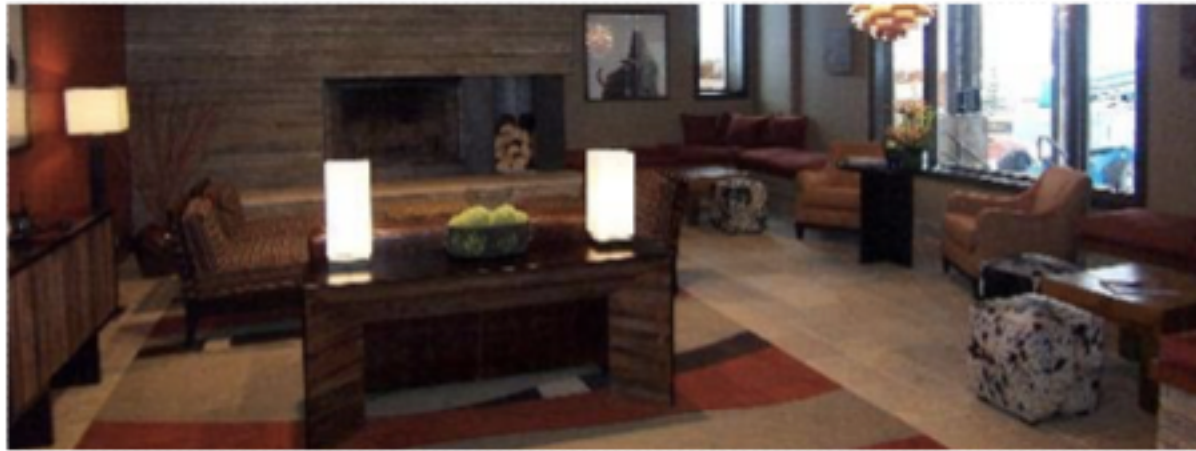
SPRING CREEK RANCH.

COMPLIMENTARY SPECIAL AMENITIES AND CONCESSIONS.



- Private parking
- Wireless internet throughout all lodging rooms and conference facilities
- Complimentary shuttles to downtown Jackson (10 minutes)
- Ranch House fitness center
- Spa with steam rooms
- (3) hot tubs (two outdoor and one indoor with spectacular views)
- Outdoor pool and tennis courts (summer months); all situated on our private 1,000 acre wildlife preserve
- Exclusive access to our wildlife biologist guides through our Naturalist Department

HOTEL TERRA.



HOTEL TERRA. RATE SUMMARY.



- **133 Guest Rooms Total** (60 rooms to be used for our event)
- Terra Guest Rooms (42 kings; 33 double queens)
- Urban Studio Rooms (18 single queen murphy beds)
- One Bedroom Suites (1 king bed in the bedroom, 1 queen wall bed in the living room)

Date	Room & Suite Rate per Night	Room & Suite Rate Subtotal	Total Including F&B Min, Fees & Taxes
Sun. May 17 – Fri. May 22	\$189	\$56,700	\$107,799.60
Mon. May 18 - Sat. May 23	\$199	\$59,700	\$111,363.60
Sat. June 7 – Fri. June 12	\$299	\$89,700	\$147,003.60

HOTEL TERRA.

TAXES & REQUIRED ADD-ONS.



- Room tax: 10%
- Daily Resort Service Fee: 8.8% (inclusive of tax)
- Porterage gratuity: \$9.00 per room, per stay
- Housekeeping gratuity: \$4.00 per room, per night
- Food and Beverage minimum: \$30,000.
- Food and Beverage tax: 8%
- Food and Beverage Service Charge: 21%, subject to food and beverage tax

Note: All audio/Visual needs can be arranged and billed through Hotel Terra's partner A/V company - PSAV

HOTEL TERRA.

RATE SUMMARY BREAKDOWN: 5/17-5/22.

Hotel Terra	Initial Rates/Fees	Number of Items	Total
Room Rate	\$189.00	300	\$56,700.00
Room Tax	10%	1	\$5,670.00
Daily Resort Service Fee	8.8%	1	\$4,989.60
Porterage	\$9.00	60	\$540.00
Housekeeping	\$4.00	300	\$1,200.00
Food & Beverage Min	\$30,000.00	1	\$30,000.00
Food & Beverage Tax	8%	1	\$2,400.00
Food & Beverage Service Fee	21%	1	\$6,300.00
Total			\$107,799.60

HOTEL TERRA.

RATE SUMMARY BREAKDOWN: 5/18–5/23.

Hotel Terra	Initial Rates/Fees	Number of Items	Total
Room Rate	\$199.00	300	\$59,700.00
Room Tax	10%	1	\$5,970.00
Daily Resort Service Fee	8.8%	1	\$5,253.60
Porterage	\$9.00	60	\$540.00
Housekeeping	\$4.00	300	\$1,200.00
Food & Beverage Min	\$30,000.00	1	\$30,000.00
Food & Beverage Tax	8%	1	\$2,400.00
Food & Beverage Service Fee	21%	1	\$6,300.00
Total			\$111,363.60

HOTEL TERRA.

RATE SUMMARY BREAKDOWN: 6/7–6/12.

Hotel Terra	Initial Rates/Fees	Number of Items	Total
Room Rate	\$299.00	300	\$89,700.00
Room Tax	10%	1	\$8,970.00
Daily Resort Service Fee	8.8%	1	\$7,893.60
Porterage	\$9.00	60	\$540.00
Housekeeping	\$4.00	300	\$1,200.00
Food & Beverage Min	\$30,000.00	1	\$30,000.00
Food & Beverage Tax	8%	1	\$2,400.00
Food & Beverage Service Fee	21%	1	\$6,300.00
Total			\$147,003.60

HOTEL TERRA. HOTEL DINING.



HOTEL TERRA. MEETINGS & EVENTS.



Indoor Function Space

- Murie Ballroom – 2,900 Sq. Ft. - \$2,000
 - 150 people in a classroom set up or for a meeting or up to 160 people for a dinner at banquet rounds.
- Albright Room - 644 Sq. Ft. - \$500
- Craighead Boardroom – 500 Sq. Ft - \$250

Outdoor Function Space

- Murie Patio – 600 Sq. Ft.
- Infinity Pool Deck – 1,500 Sq. Ft.

HOTEL TERRA.

COMPLIMENTARY SPECIAL AMENITIES AND CONCESSIONS.



- Self-parking
- Priority access to the CHILL Spa and all of its amenities
- State of the art fitness facility access
- Rooftop hot tub access
- Infinity swimming pool access
- Wireless Internet access in all guest and event rooms
- Local calling
- In-room coffee
- Bike storage
- Assistance from our dedicated Group Concierge in arranging activities and ground transportation
- Access to our business center computers for travel assistance and printing of boarding passes

THE LODGE.



THE LODGE. RATE SUMMARY.



154 Guest Rooms Total (60 rooms to be used for our event)

– We are still waiting on full room breakdown from Hotel Manager

Date	Room & Suite Rate per Night	Room & Suite Rate Subtotal	Total Including F&B Min, Fees & Taxes
Mon. May 18 – Sat. May 23	\$219	\$65,700	\$77,547.75
Mon. June 1 - Sat. June 6	\$249	\$74,700	\$11187,965.25
Mon. June 8 – Sat. June 13	\$269	\$80,700	\$94,910.25

THE LODGE.

TAXES & REQUIRED ADD-ONS.



- Sales tax: 8%
- Daily Resort Service Fee: 7.75% (includes: House keeping, room tax, breakfast buffet, etc)
- Porterage gratuity: \$15.00 per person, per stay
- Food and Beverage minimum: \$0
 - Approximate group Food and Beverage prices:
 - Breakfast: included in room price (complimentary)
- Food and Beverage tax: 0% (included under Resort Fee)
- Food and Beverage Service Charge: 0% (included under Resort Fee)

THE LODGE.

RATE SUMMARY BREAKDOWN: 5/18–5/23.

The Lodge	Initial Rates/Fees	Number of Items	Total
Room Rate	\$219.00	300	\$65,700.00
Sales Tax	8%	1	\$5,256.00
Daily Resort Service Fee	7.75%	1	\$5,091.75
Porterage	\$15.00	108	\$1,620.00
Housekeeping	\$0.00	0	\$0.00
Food & Beverage Min	\$0.00	0	\$0.00
Food & Beverage Tax	0%	0	\$0.00
Food & Beverage Service Fee	0%	0	\$0.00
Total			\$77,667.75

THE LODGE.

RATE SUMMARY BREAKDOWN: 6/1–6/6.

The Lodge	Initial Rates/Fees	Number of Items	Total
Room Rate	\$249.00	300	\$74,700.00
Sales Tax	8%	1	\$5,976.00
Daily Resort Service Fee	7.75%	1	\$5,789.25
Porterage	\$15.00	108	\$1,620.00
Housekeeping	\$0.00	0	\$0.00
Food & Beverage Min	\$0.00	0	\$0.00
Food & Beverage Tax	0%	0	\$0.00
Food & Beverage Service Fee	0%	0	\$0.00
Total			\$88,085.25

THE LODGE.

RATE SUMMARY BREAKDOWN: 6/8–6/13.

The Lodge	Initial Rates/Fees	Number of Items	Total
Room Rate	\$269.00	300	\$80,7000.00
Sales Tax	8%	1	\$6,456.00
Daily Resort Service Fee	7.75%	1	\$6,254.25
Porterage	\$15.00	108	\$1,620.00
Housekeeping	\$0.00	0	\$0.00
Food & Beverage Min	\$0.00	0	\$0.00
Food & Beverage Tax	0%	0	\$0.00
Food & Beverage Service Fee	0%	0	\$0.00
Total			\$95,030.25

THE LODGE. HOTEL DINING.



Breakfast at the Lodge

Our expansive hot breakfast buffet is served daily. Guests are welcome to: assorted pastries, bagels and toast; yogurt and fresh fruit; granola, cereals, and oatmeal; scrambled eggs, bacon, sausage, and breakfast potatoes. Beverages include Starbucks Coffee, Tazo Teas and a variety of juices.

Lodge Bar & Fireside Lounge

The Lodge at Jackson Hole's casual, intimate bar and lounge is the perfect place to relax. Serving light fare, craft cocktails, fine wine, a large selection of local beer and warm western hospitality. Stop by to swap stories with our friendly bartenders.

THE LODGE. MEETINGS & EVENTS.



The rates are discounted 50% based on a minimum pick up of 250 sleeping room nights. Should TEAM not meet that minimum then rates will revert to rack.

- Cheyenne Room – 2,271 sf - \$1500/day
- Cascade Room – 1,092 sf - \$1000/day

THE LODGE.

COMPLIMENTARY SPECIAL AMENITIES AND CONCESSIONS.



- Included breakfast in room rate
- Site fee for meeting room includes:
 - Room
 - Tables
 - Chairs
 - One predetermined set up
 - A 90" screen (except in the Bridger Ballroom) with casting and HDMI capabilities
- Wi-Fi.
- A/V, linens, catering, office supplies etc. are available for an additional cost. Price list available upon request.



THANK YOU.

August 8, 2019

