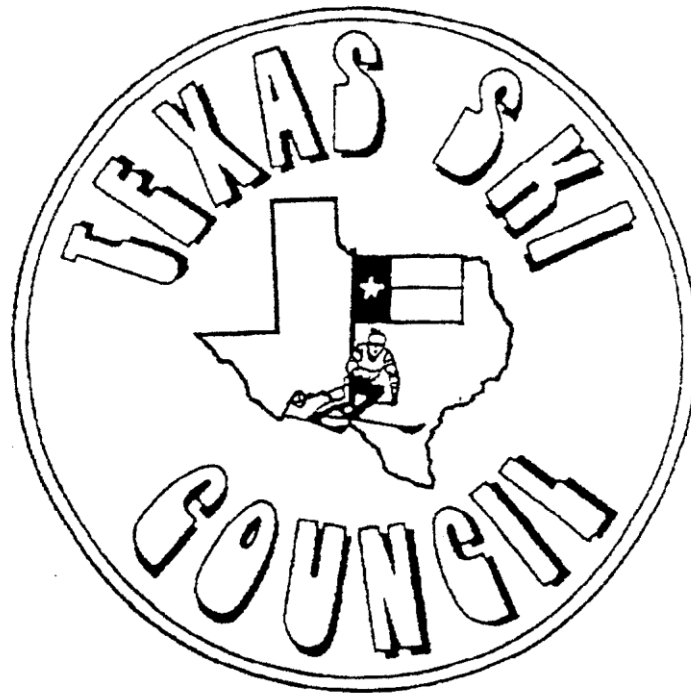


Texas Expedition



Request For Proposal 2010-2011 Ski Season

Tere Mayne, VP Marketing

Texas Ski Council Expedition

To: Our Ski Industry Partners
From: Tere Mayne, VP Marketing
Re: 2011 Texas Expeditions
Date: November 22, 2009

For nearly 40 years, the Texas Ski Council continues to be the leader in the development and promotion of snow sports throughout the State of Texas, and is recognized as the predominant organizing force for club participation. Our relationship with the snow sport industry is an interactive "partnership" which works diligently to maintain the expertise necessary to coordinate a diverse snow sport program for over 3000 members. We are indeed fortunate to be part of an association that strives to maintain the highest quality skiing experience, with an equal emphasis on trip value as well as price and marketability. During the 2010 season, the TSC will take a Texas Winter Expedition to Aosta Italy and a Summer Expedition to Egypt.

Working together the Texas Ski Council provides a comprehensive Bid Packet for its industry partners to use in developing offerings for the council. **Therefore, as the Vice-President of Marketing, and on behalf of the Texas Ski Council, I cordially invite you to participate in the 2010-2011 ski season bidding.** Attached is the Texas Ski Council (TSC) Request For Bid Proposal for the 2011 Expedition Trips which outlines detailed procedures for submission and evaluation of proposals for the Winter and Summer Expeditions. Please take care to follow these procedures carefully and answer all points in detail. You may include additional information that would be helpful in clarifying your proposal. **Your Proposals must be received by our Pre-selection Committee, (Attachment E), no later than January 18, 2010 to be considered.** The Texas Ski Council reserves the right to reject any and all Bid Proposals, to waive any and all informalities in Bid Proposals received, and to disregard all non-conforming, non-responsive or conditional proposals.

The TSC uses these bid requests to achieve our goal of promoting, developing, and encouraging an interest in the sport of snow skiing and snowboarding, as well as other winter activities that provide an enriched vacation experience. By interacting with area resorts and tour operators, we are able to demonstrate the flexibility and sound structural design that will be effective in securing the expected benefits and returns for both the Council and resort/tour operators.

The Texas Ski Council is looking for experienced and reputable international resorts and/or tour operators and air carriers to coordinate all activities associated with the Texas Expedition trips, (air, ground package, special events, add-on excursions, etc.). A resort or tour operator acting as a single point of contact on behalf of the TSC should have experience with large group travel, and be positioned to manage the trip both in and outside the United States. Key aspects of bid evaluation will include overall perceived trip value, marketability, cost, confidence in the resort and/or tour operator, and involvement of support organizations such as air carriers, national and local tourist associates, etc. Please take care to follow procedures carefully and answer all points in detail. Include additional information that would be helpful in clarifying your proposal.

The annual **Ski BidFest** will be held **March 26-March 28, 2010 at the Marriott West Loop Hotel, Houston, Texas**. The format for this meeting includes not only the presentations for the Texas Ski Cup Challenge Series and our popular ski show on Saturday, but also a dinner and party which will be available for our ski club delegates, club members and ski industry guests. Additionally, the round robin event held on Friday evening this past year will be held again. Please watch for additional details which will be forthcoming. Finalists for the Texas Expeditions will make their presentations during the business meeting on Saturday afternoon and Sunday morning. All industry representatives and travel agents are invited, and encouraged, to participate in the ski show, receptions, dinner and party. Exhibit space is available for \$225.00.

Your Proposals must be received by our Pre-selection Committee, (Attachment E), no later than January 18, 2010. We will be requiring strict compliance with the bid requirements. For the 2010-2011 bids, we are limiting tour operators to bidding two destinations per trip.

I will be happy to provide any assistance or clarification you may need in preparing your proposals. Please recognize that only information pertinent to the bid procedure can be discussed. I am best reached by phone at 512-775-5928 (cell). You can also e-mail me at tere2ski@sbcglobal.net. Please leave a message if I am not available and I will return your call as soon as possible. I look forward to receiving your proposals, and thank you for your continued support.

Sincerely,

Tere Mayne
Vice-President, Marketing
5203 Cloudcroft Dr.
Austin, TX 78749

I. APPLICATION PROCEDURE

A. *Texas Expedition*

1. Bids for one or more Texas Expedition trips should be prepared using the format suggested in Section VI - Attachment/Forms. Separate bids should be prepared for each resort destination if multiple resorts are bid.
2. Copies of only your bid proposal should be sent electronically to the "Bid Pre-select Committee" at the e-mail addresses shown on the mailing list. (Attachment E) You do not need to send promotional material unless contacted and requested by a Bid Pre-select Committee member. However, please include in the bid any references to websites that show lodging/mountain information. A Bid Pre-select Committee Member may also request a copy of the bid be mailed to them. **Please limit the number of pictures and graphics that you include in the bid so that it can be easily transmitted by e-mail.** (Some members have limited space in their mailboxes making large documents with graphics impossible to receive.) **Electronic files cannot exceed 3 megabytes and must be sent in either MS Word format or as a .PDF file.**
3. For your proposal to be considered, your written bid proposal must be received **on or before January 18, 2010**. Bids received by the Vice-President for Marketing will be used as the "official" mailing for this purpose. ***Please be on time!***
4. Tour operators are encouraged to bid, but will be limited to presenting no more than two (2) resorts per trip.

B. *Texas Ski Council Club Trip Program*

1. Proposals for individual club trips can be prepared using the same format and forms as the Texas Expedition, if desired. Proposals for individual club trips may also be submitted by letter format, but should contain at a minimum, key information such as proposal dates, available lodging properties, lodging and lift rates, deposit/cancellation policy, comp policy and other special activities or amenities.
2. Proposals for individual club trips should be sent to the Vice-President for Marketing of the Texas Ski Council. Proposals for individual club trips may be sent at any time; however, to be of the most value at the annual Ski Bidfest, they should be received in conjunction with the Texas Ski Cup Challenge Series and Expedition Bids.

II. SELECTION PROCEDURE

A. *Texas Expedition*

A bid proposal pre-selection committee composed of representatives from each geographical area of Texas will meet **February 27, 2010**, to review and discuss all bid proposals received for the **2011** Texas Expeditions. After complete review of the bid proposals, a minimum of two

(2) bids will be selected, based on perceived value, marketability, cost and capability. All bid responses will be held in strictest confidence. If any points need clarification before the **February 27th** meeting, the resort or tour operator will be contacted. Any verbal clarification will become a part of the written bid and considered at the pre-selection meeting. The Vice-President for Marketing will contact all selected areas by **March 3, 2010**, regarding the status of its bid proposal. The selected bids will need to be received by the TSC officers and designated representatives by March 5, 2010. Due to the fact that our annual Ski BidFest meeting is so early this year, please get your selected bids out to the delegates in time for their review.

No additions, deletions or other changes will be allowed to any bid after February 27, 2010, unless specifically requested by the Vice-President of Marketing. Any such changes shall be required to be sent to the Vice-President for Marketing for receipt on or before 7:00 p.m. on March 19, 2010, so they may be reviewed and approved prior to distribution to the delegates. If approved by the Vice-President of Marketing, 30 copies of same must be provided to the Vice-President of Marketing on or before 7:00 p.m. on March 26, 2010.

B. *Texas Ski Council Club Trip Program*

Once the timing and locations of the Texas Ski Council trips are determined, the member clubs of the Texas Ski Council will schedule, usually during the April - June time frame, additional ski trips to complete their **2010-11** ski season programs. Selection of these additional trips is at the discretion of the officers of each individual club, but special consideration is often given to those resorts that participate in the Texas Ski Council bidding and ski show process.

III. BID PRESENTATIONS

A. *Texas Expedition*

Areas selected by the Bid Pre-select Committee will be requested to present its bids to the Texas Ski Council Delegates at the *annual* Ski Bidfest on **March 26-March 28, 2010**, in Houston, Texas. The location and your presentation time will be included in your registration packet. The areas selected for bid presentations should be prepared to provide copies of their bid proposals to the TSC officers and TSC Club Representatives on or before **March 5, 2010** (See Attachment F for list-two pages). It is recommended that you bring at least six (6) extra copies of your bid to the April meeting. Video or film may be used to enhance the presentation, **but should be limited to allow time for discussion of key points and questions.** Areas will be allocated 20 minutes on Saturday or Sunday to present and discuss the aspects of its bid. (In the past Expedition trip presentations have generally occurred on Sunday, but with the addition of Summer Expedition bids, some bids will likely be presented on Saturday afternoon. Areas presenting two bids for two or more trips to one destination will be allowed 30 minutes. ***Time is at a premium and the time limits will be strictly applied. Your presentations are recorded and any changes and/or promises made to the betterment of the bid will become part of the bid.***

B. *Texas Ski Council Club Trip Program*

All areas are invited to attend the annual Ski Bidfest meeting on **March 26-March 28, 2010** at the Marriott West Loop Hotel to meet with the club officers. Table and exhibition space at the Texas Ski Council Ski Show to

be held on Saturday afternoon, March 27, 2010, will be made available for a fee of \$225.00. It has been our experience that most of the clubs schedule 6 to 13 trips per year as part of their regular trip program. This would be an excellent time for you to meet with the club representatives to discuss your proposals, and the possibility of scheduling a trip to your resort that does not conflict with the Texas Ski Cup Challenge Series. Member clubs will appreciate the opportunity to talk with area representatives concerning their own requirements. Physical arrangements at the Marriott West Loop Hotel should be coordinated with Anne Myers, TSC Ski BidFest Lodging Chair, amyers@satexas.com. You can register for lodging by calling Marriott West Loop, 800/228-9290 or 713/960-0111 and book by March 11, 2010 for the special TSC Rate of \$89.00 plus taxes. After March 11, the rooms will be released and be priced at the normal rate.

IV. 2010 TRIP SCHEDULE

Please prepare your bids for the 2011 Texas Expedition based on the following possible time frames and projected attendance:

Our Preferred dates for a Winter Expedition trip are:

January 22/23 – January 29/30, 2011

7 nights/8 days

Please make quote flexible enough to accommodate Friday/Saturday or Saturday/Sunday and include pre-trip and post-trip excursions along with some day excursions.

Participants

100-300

July/Mid-August 2011

7 nights/8 days

Please make quote flexible enough to accommodate Friday/Saturday or Saturday/Sunday and include pre-trip and post-trip excursions along with day excursions. Deposits for this trip should not be due until October 1, 2011.

Participants

100-300

V. BID CONTENT/FORMAT

The Texas Winter Expedition produces between 400 to 2,000 skier days. The TSC requests that all rates quoted are the lowest possible rates available. The Texas Ski Council has enjoyed, and generally received, the most preferred tour conductor status or better at most resorts. Lodging and lift ticket rates should be quoted on a net rate basis. Please note commissionable rates if applicable. Proposals should be as clear and precise as possible and include any additional information or service that would be helpful. Please structure your bid according to the following format:

A. *Resort Characteristics/Capabilities*

1. A short narrative describing your resort should be included. Include new developments and/or additions, old favorite or familiar descriptions, lift capacity, resort size, size and major points of interest of adjacent town (if appropriate), distance from nearest gateway, number of restaurants and bars, and other note-worthy facts, including web site references.
2. Please outline your resort/tour conductor's organization structure and list key

personnel/positions that will be responsible for implementing a successful bid. For example: overall coordinator, lodging coordinator, party/activity/catering contact, lift ticket contact, etc. All aspects of the organization support, advertisement, public relations capabilities, sponsorship and any other advantages should be included.

3. Include any aspect that will lower the overall cost or improve the pre-trip planning and support of a trip to your area. Joint air and/or ground transportation proposals may be developed and included as part of your bid proposal.
4. Include a map of each bidding property that shows its location to the ski area, and any other area maps your feel would be beneficial. References to a website that provide this information are acceptable.
5. Include information on rentals and ski school programs.

B. Lodging Accommodations

Include lodging capabilities, central reservations, key contact procedures and staff, number of properties, property management policy (if appropriate), special charges or amenities, location, and any other pertinent information. Be specific regarding the capabilities of your area to handle a group of our size. Close coordination between each lodging property and the resort is imperative. Please explain in detail your lodging reservation system. **We require ONE key contact to coordinate all lodging requests.** Please follow the Texas Ski Council Lodging Request Procedure outlined in Section V.C. 3.

When completing the Lodging form the TSC strongly encourages the offering of pro-rated pillow comps by the lodging properties.

This category should include seven day rates, (where applicable), based on both minimum 2 person occupancy and maximum 4 person occupancy. Approximately 90% of Council clubs prefer minimum occupancy. Minimum occupancy for a two-bedroom condo is 4 persons and maximum is 6 persons. Minimum occupancy for a hotel is 2 persons and maximum is 4 persons. Please supply cost for single supplements also. Because of tightening economical conditions, your area should also include more moderately priced accommodations (35%-50%), along with those accommodations you would normally propose for Texas Expedition consideration. Portage fees (if applicable) should be held to minimum standards, and be included in the bid as a prepaid expense. This will facilitate a smoother check-in/out. Enclosed in Attachment C section is an individual lodging summary exhibit which is required to accompany each participating lodging property bid. In addition, a general lodging summary sheet should be compiled which shows the key data of all individual lodging summary exhibits. The list of the prime properties with rates and number of pillows is for our clarification, and assists the clubs in making lodging selections. If other pertinent data needs to be included, please include a separate sheet. It is imperative that we know exactly how many pillows are available at a given rate at each property. Use minimum occupancy numbers/unit to determine total pillow count. If known, please state bedding configuration, such as split kings, queen beds in both, etc.

C. Policies and Procedures

The following is a list of recommended guidelines. However, the TSC would prefer, and appreciate, the use of your policies if more lenient than our suggested guidelines. Please indicate your area's ability to comply with these policies and procedures. **If alternate policies are preferred, please outline them clearly in your bid. If any policy box is not checked YES or NO, then it will be assumed you accept the TSC policy for that category structure.**

1. Lodging Deposit Structure (see attached calendar dates by trip)

- a. **Initial Deposit** \$500 per club due July 1, **2010** for Winter Expedition and *Oct. 1*, 2010 for Summer Exp.
- b. **Second Deposit** 10% of total cost due 90 days prior to arrival
- c. **Final Payment** Balance due 30 days prior to arrival

2. Lodging Cancellation Penalty Structure (see attached calendar dates by trip)

- a. If cancellation is made **90** or more days prior to arrival no penalty
- b. If cancellation is made **60** or more days, but less than **100** days prior to arrival, maximum penalty is **10%** of any canceled unit's nightly rate times days canceled
- c. If cancellation is made **30** or more days, but less than **60** days prior to arrival, the maximum penalty is **20%** of any canceled unit's nightly rate times days canceled.
- d. If cancellation is made less than **30** days prior to arrival, full penalty.

3. Initial Lodging Selection - The TSC requests that you honor the following procedure for initial ski club lodging assignment. Each participating ski club will send your designated lodging coordinator a copy of Attachment G, "TSC Lodging Request", for which lodging property it prefers. The request form should be received no earlier than 9:00 a.m. CDT on **May 10, 2010 for Winter Expedition and October 1, 2010 for Summer Expedition**, and will contain each club's first, second and third choices for hotel/lodging preference. Following receipt of the club requests, you are asked to make lodging assignments based on the efficient utilization of space (not necessarily order of request receipt), keeping each club group at the same location and honoring the club's preferences where possible. No verbal requests or written requests received prior to the designated date should be accepted. Conflicts should be worked out with the TSC Expedition Coordinator. The TSC will expect any lodging property included in the bid proposal to be held until after the **May 10th or October 1st** lodging deadline. Lodging arrangements should be handled through an individual club's designated representative. *No arrangements should be made for individual participants not traveling with the club.* **Lodging assignments should be disclosed to each club within a reasonable timeframe so clubs can price and market the trip. TSC member clubs do not necessarily carry insurance and any lodging property bidding must be willing to waive this clause in their standard contracts.**

4. Snow Cancellation Policy - If less than **40%** of the resort's lifts are operating, or if less than **40%** of the designated ski trails are open to skiers at any time within a week prior to scheduled arrival, each club will receive a full refund upon cancellation of any

participant. Each club will receive a full refund upon cancellation of any lodging and/or any other payments made to any lodging property, tour operator or resort representative no later than **30 days** from the scheduled arrival date.

5. Complimentary Packages

- a. Comp Policy - Room comps for clubs should be stated in number of pillows per number of people booked, i.e. 1 comp pillow for every 20 paid participants. The TSC prefers a flexible comp policy such that each club receives at least 1 comp pillow per 20 paid participants and/or a pro-rated comp if the club has fewer than 20 paid participants. For example, 53 participants would include 2.5 comp pillows (50.5 paid participants and 2.5 comps.) This comp is often used as an incentive to recruit trip leaders and serves as an inducement for clubs to participate.
- b. TSC Executive Officers - It is requested that the Expedition Coordinator should receive one complete package, (airfare, including fuel surcharges and taxes, lodging, meals and lifts if included in the package). In addition, one additional package comp is requested on a prorated basis for every forty (40) paid participants for TSC Executive Officers (i.e., a 180 participant trip would receive a total of four and one-half (4.5) Executive Officer comps). The TSC Executive Officer comp should include only lodging and lifts. **Any monies owed by the TSC Executive Officers will be billed by the resort to the TSC and will not be billed to the clubs.**

Unused Comps that the TSC is otherwise entitled to shall remain benefits of the Council. It is requested that the value of these comps be returned to the Trip Expedition Coordinator to enhance the amenities or activities of the trip. Should your comp policy be more lenient, or you are able to offer additional comps without impacting the costs to trip participants, please include details.

6. Excursions/Extensions-As day excursions during a trip and extensions pre & post to the base trip are important aspects of an Expedition trip and need to be factored into the sale of the trip to member clubs, please provide as part of the bid proposed day excursions and extensions with details. **Pricing must be included for each extension and excursion along with detailed information, including mode of transportation, travel time, sites to be seen, length of trip, on each extension or excursion.** Merely stating a destination will not be considered sufficient.
7. VISA/Travel Documents **If additional travel documents are required, e.g. a VISA, please include the price of the VISA and the procedure for obtaining same.**

D. Financial Viability

Please be advised that upon request of the TSC, you could be required to provide publicly available financial information or tax filings. Further, in order to assure protection of our members' funds you could be requested to arrange an independent third party beneficiary trust for TSC payments and disbursements.

E. Lift Tickets

Please include rates for lift ticket packages ranging from single (1) day to seven (7) days of skiing. Multiple day tickets must be quoted as 3 out of 6, 4 out of 6, 5 out of 6, 6 out of 7, etc. **We strongly encourage that Lift Ticket dates be valid from trip beginning date through trip end date, regardless of number of days purchased.** The TSC generally prefers that all lift tickets be priced at the same daily rate regardless of package format, since ticket pricing should be based on the total skier-days generated by the Texas Expedition. If you cannot comply with these requests, please indicate. Again, as with the lodging quote, your bid should quote rates for lifts that are comparable to wholesale rates that are considered the lowest available. Also, include the lift capabilities of your ski area according to the number of skiers daily, and the area's present lift structure. Please indicate your flexibility regarding purchase of tickets - if clubs must pre-purchase tickets, if daily tickets may be purchased during the trip, etc. If your lowest available rate is available only on a pre-purchase basis, then please give the rates available at the area during the week.

F. *Proposed Standard Activities*

It is required that the Texas Expedition include a minimum of two standard activities or events which are to be included in the total price bid for the trip, including a souvenir pin. Also, it is requested that a credential be provided to use for entry to all official TSC events. We prefer the credentials to be numbered sequentially to be used as an accurate count of participants and to pass out prizes. We would prefer to not use lift tickets as a credential. Organization and conduct of the standard activities is the responsibility of the bidding tour operator or resort, with cooperation from local tourist organizations, hotels, civic officials, etc. All costs associated with the standard activities should be included in the overall bid quote.

1. Welcome Reception/Ceremony - This should be an evening activity scheduled at the earliest time following the arrival of the majority of participating clubs. This reception/party should be primarily a social function for the individual ski clubs to meet and mingle with representatives from the tour operator, hotels, local businesses, tourist officials, etc. Appetizers and refreshments are suggested without additional cost to participants. This event can also be used for orientation, introduction of dignitaries and demonstration of local customs.
2. Farewell Party - This should be a social activity held in the evening prior to the departure from the resort. This dinner party should include a dance in addition to awards, if a race or other competition was held, and for recognition of key TSC and resort officials.
3. Other Activities
 - a. To enhance our common goal of introducing the sport of skiing/snowboarding to more people, areas are requested to organize basic lessons for beginner skiers, preferably at reduced rates. If your area is involved in a never-ever skier program, we ask that our participants be allowed to attend the program.
 - b. Most resorts also quote reduced rates for ski school lessons, race clinics, racecourse self-timer, etc.
 - c. A ski race or special event may also be planned as a mid-week or late week activity. A ski race should be held on an easy to moderate style giant slalom

course, thus allowing participating clubs to compete with each other for medals prizes or trophies. Race results of the Texas Expedition will not be included in the Texas Ski Cup Challenge Series. Alternately, other activities could include a picnic, tobogganing, sleigh ride, special tour, or other event characteristic or unique to the local area.

4. Optional Activities - Alternate activities usually involving no fee or reduced charges (not included in the standard activities) include: (a) fun race; (b) sleigh rides/dog sled rides with or without dinner; (c) side tours to adjacent ski areas or tourist attractions; (d) discounts at local stores, restaurants, etc.; (e) snowmobile tours; (f) "Night on the Town"; (g) concerts or other entertainment; (h) or a mountain cookout.

Operators should develop a preliminary list and schedule of activities which best fit the character and facilities of the resort, and meets the requirements of the Texas Ski Council. The final activity schedule will be developed with the TSC Expedition Coordinator once your bid is accepted. For any given activity, the tour operator should confirm that sufficient staff and equipment will be available, and that procedures are clear to all outfitters.

G. *Air Transportation*

Indicate all transportation capabilities. This should include major gateways and commuter type transportation. Please indicate any arrangements you may have made or are capable of making with major airlines or other transportation services. It will be extremely important for the TSC and your operation to work together to secure the maximum benefits and cost effectiveness from the transportation industry. Participating air carriers, flight itineraries, and available seat inventories for each departure and arrival gateway should be included in your bid. Connecting air from all TSC member club cities and the additional add-on fares should be listed if appropriate and it should state whether the pricing is actual 2011 pricing or based on prior years. (See Attachment B). Any deadlines for participant name list should be included.

Your bid should include the availability and procedure for extensions beyond the basic 7 to 8 day Texas Expedition package. Please describe your reservation/booking procedure for air, including any penalties, etc. Again, we request one key contact to coordinate all air arrangements. If you are able to include special airfare structures, please include fares from Dallas, Houston, Austin, San Antonio, Midland, Lubbock, and Beaumont (as appropriate).

H. *Resort Transportation*

Include transportation capabilities within the resort area and any special arrangements to move our trip participants to ski base areas and selected activities. Explain any restrictions and/or fees. This should include train and motor coach service to adjacent ski resorts, larger cities and other sightseeing attractions.

I. *Special Amenities*

Special posters, printed programs, and clothing such as caps, T-shirts, etc., are often provided during Texas Expedition trips. These amenities can be coordinated and/or supported by sponsors and local merchants. The terms "**Texas Ski Council**", and "**Texas Expedition**" are trademarks of the Texas Ski Council, Inc. Use of these names on saleable or promotional

merchandise must have prior approval by the appropriate Texas Ski Council Expedition Coordinator and the Executive Committee of the TSC. Ski areas are encouraged to develop other special amenities that are unique to its resort that would otherwise enhance the marketability and value of its bid.

J. Tour Operator Capability and Conduct

Reputation and capability of the bidding tour operator is an important criterion for the bid evaluation and final selection. Please provide a description of the organization and background of your company to include number of years in business, type and size of group tours conducted within the past two years that are similar to the Texas Expedition, resort areas of primary focus, etc. You should provide names, background, and experience level of key operating officers and staff that will be primarily responsible for conducting the Texas Expedition. A list of professional and financial references is also requested. Documentation of support from participating national and local tourist offices, ground transportation companies, local tour operators, air carriers, and financial institutions, should be included to enhance the viability and strength of your bid.

The tour operator must maintain an office in the United States where staff members responsible for the Texas Expedition may easily be reached by phone during normal business hours. The tour operator must maintain an office or location at the resort during the week of the Expedition to provide trip leaders and participants a means of making arrangements for excursions, solving problems, answering questions, and to assure smooth functioning of the Texas Expedition. Depending on the trip size, a site inspection trip by the TSC Expedition Coordinator and club trip leaders is often offered to conduct detailed pre-trip planning, to enhance familiarity with the resort, and to facilitate efficiency in the operation of the Texas Expedition.

K. Confidentiality Statement

Please include a copy of the confidentiality statement form (Attachment A) for each bid to assure that our policy is clear to the recipients of your bid.

VI. ATTACHMENT/FORMS

The attached form file shall be used in completing the RFP. Please make copies of these blank forms as required and prepare separate proposals for each trip you wish to bid on. Thank you.

Attachment A

TEXAS SKI COUNCIL

Confidentiality Statement

Information contained in this proposal is the property of the submitting ski industry organization and the Texas Ski Council, and should be held in the strictest confidence. This information should be restricted to the Texas Ski Council officers, member ski club officers, and those directly involved in bid evaluation or trip planning activities. Dissemination of the contents of this bid to other ski industry organizations or nonmembers of the Texas Ski Council is expressly prohibited.

Attachment B
TEXAS EXPEDITION
Bid Summary Sheet

AREA: _____
 DATES: _____
 BIDDING ORGANIZATION: _____

LODGING BID:

CLASS <i>(Alternate Designation)</i>	NUMBER OF BEDS	INCLUSIVE TOUR PRICE <i>(U.S. Dollars per person Double Occupancy)</i>
5 Star		
4 Star		
3 Star		
2 Star		
Other		

TOTAL NUMBER OF BEDS: _____
 What date does the guarantee on these room rates expire? _____
 Exchange rate basis: _____
 Is U.S. Dollar tour price fixed or guaranteed? _____
 If no, set out proposal: _____

TOUR PRICE INCLUDES:

Airfare Yes No
 Participating Carriers: _____
 Departure Cities: _____
 Destination (Gateway City): _____

Ground transportation: Yes No

Hotel Yes No Type of Meal Plan? _____

Lift Tickets Yes No Provide Lift Ticket information on Attachment D

Equipment Rental Yes No

Standard Activities Yes No (Welcome Reception, Farewell Party, Special Event)

Other Events Yes No Specify: _____

Departure/Airport Taxes, Tariffs, etc.: _____

Other Information: _____

TEXAS EXPEDITION

Bid Summary Sheet -Page 2

DEPOSIT/PAYMENT SCHEDULE:

	<i>U.S. Dollars or %</i>	<i>Date Due</i>
Initial Payment	_____	_____
Second Payment (if applicable)	_____	_____
Final Payment	_____	_____

CANCELLATION SCHEDULE*:

	<i>Penalty U.S. Dollars</i>	<i>or % of Trip Price</i>
More than 60 days _____	_____	_____
60 days to 30 days _____	_____	_____
Less than 30 days _____	_____	_____

* Substitute appropriate periods if different than shown.

PARTICIPANT NAME LIST

Final name list due: _____

Name change penalty policy: _____

TRIP COORDINATOR COMPS

Will you provide for a pre-trip on-site meeting for the TSC Expedition Coordinator? Yes No
Site inspections shall occur prior to August 31, 2010 for Winter Expedition and by November 1, 2010 for Summer Expedition.

Will you comp the TSC Expedition Coordinator? Yes No

Will you honor the TSC Comp Policy (section V.C.5a) for each club? Yes No

Will you honor the TSC Pro-rated Comp Policy (section V.C.5a) for each club? Yes No

Will you honor TSC Executive Officer's comp policy (section V.C.5b)? Yes No

ADD-ON AIRFARE (if applicable)

Austin _____	Beaumont _____	Dallas _____	Houston _____
Lubbock _____	Midland/Odessa _____	San Antonio _____	

Is add on airfare based on prior year pricing or 2011? _____

PARTICIPATING ORGANIZATIONS IN BID PROPOSAL:

Page 2 Bid Summary

KEY CONTACT FOR OVERALL TOUR

Name: _____ Title: _____
Phone/Fax: _____ Email: _____
Address: _____

ALTERNATE CONTACT FOR AIR TRAVEL *(if applicable)*

Name: _____ Title: _____
Phone/Fax: _____ Email: _____
Address: _____

ABOVE BID PROPOSAL AGREED AND SIGNED BY

Signature _____ Name (print) _____

Date _____ Title _____

Attachment C
TEXAS EXPEDITION
Individual Lodging Summary Exhibit

RESORT: _____
 DATES: _____
 BIDDING ORGANIZATION: _____
 HOTEL PROPERTY: _____
 ADDRESS: _____
 PHONE: _____ FAX: _____
 EMAIL: _____
 KEY CONTACT: _____ PHONE: _____
 CLASSIFICATION: (4 Star, first Class, etc.) _____
 APPLICABLE TOUR PRICE: _____
 HOTEL BIDS INCLUDED IN BID: _____

HOTEL CONFIGURATION	Number of Rooms	Number of People
Double Bedroom w/bath:	_____	_____
Single Bedroom w/bath:	_____	_____
Double Bedroom w/o bath:	_____	_____
Single Bedroom w/o bath:	_____	_____

Other:
 Meal Service Plan: _____
 Amenities: _____
 Location to (Village, Ski Base, Ski Transportation, Train station): _____
 Other(Room Taxes, Service, Gratuities): _____

Are your comp, deposit and cancellation policy consist with tour conductor's overall proposal?
 Yes No If not, list policies:

Attachment D
TEXAS EXPEDITION
Lift Ticket Proposal

Name of Ski Area/Mountain*: _____

* If more than one mountain or area available but requiring separate lift tickets, please complete Attachment D for each mountain/area.

Lift Ticket by days	Price		Lift Ticket Multiple Day**	Price
Daily	_____		2 out of 3 days	_____
2 Day	_____		3 out of 4 days	_____
3 Day	_____		3 out of 5 days	_____
4 Day	_____		4 out of 5 days	_____
5 Day	_____		4 out of 6 days	_____
6 Day	_____		4 out of 7 days	_____
7 Day	_____		5 out of 6 or 7 days	_____

** Participants often use this trip to also see the sights, so multiple day lift tickets are preferable.

- Does lift ticket include local bus or train transportation necessary to reach and return from base area? Yes No If not, provide cost of transportation to base area.

- Are lift tickets included in inclusive tour price proposal? Yes No
- Will you honor comp lift ticket policy (section V.C.5a) for each club? Yes No
- Will you honor prorated lift ticket policy (section V.C.5a) for each club? Yes No
- Will you honor the TSC Executive Officer Comp lift ticket policy(section V.C.5b)
Yes No

Attachment E
TEXAS SKI CUP CHALLENGE SERIES

Please mail bids to the following Texas Ski Council Bid Proposal Pre-selection Committee Representatives prior to January 18, 2010. If no e-mail address is supplied it is because that committee member prefers a hard copy of your bid be sent to their listed address

Tere Mayne
TSC VP Marketing
5203 Cloudcroft Dr
Austin, TX 78749
Home: 512-899-3897
Cell: 512-775-5928
tere2ski@sbcglobal.net

Charles Chapman
DFW Young at Heart
301 S. Sherman St. #200
Richardson, Texas 75081
CC@chapmanhext.com

John Koone
Club St. Bernard
335 Robinhood
San Antonio, TX 78209-3334
koone@rvk-architects.com

Marsha Lutz
At Large Member
11541 Village Place
Houston, TX 77077
marsha.lutz@comcast.net

Roger DeVillier
Armadillo Ski Club
5835 Townhouse Ln.
Beaumont, TX 77707
rogerdevillier@gt.rr.com

Rick Corbin
At Large Member
1003 Misty Knoll
San Antonio, Texas 78258
corbin@texas.net

Terry Douglass
Texas Ski Rangers
1711 Larkspur Dr
Arlington, TX 76013
terryL27@sbcglobal.net

Attachment F (Page 1 of 2)
TEXAS SKI CUP CHALLENGE SERIES
TSC Member Club Contacts

If your Bid is selected for final presentation at the TSC Annual Bid Meeting, please mail one copy to each of the following clubs before March 5, 2010. * If no e-mail address is supplied it is because that person prefers a hard copy of your bid be sent to their listed address

Austin Skiers

Nancy Roth
305 The Hills Drive
Austin, TX 78738
nwroth@austin.rr.com

Capital Downhill Skiers

Rick Wheeler
1903A Crested Butte Dr.
Austin, TX 78746
rcwheel@earthlink.net

Clear Lake Area Ski James Robertson

2797 Wood Hollow Drive
League City, TX 77573
jrobertson@teconservices.com

Dallas Ski Club

George Kelly
16901 Old Pond Dr.
Dallas, TX 75248
georgekelly@sbcglobal.net

H-town Renegades Ski Club

Mary E. Turner, President
11310 Sharpcrest St.
Houston, TX 77072
Home: 832-876-9917
Mturner017@comcast.net

Lone Star Skiers

Debbie Thornell
1209 Elder
Carrollton, TX 75007
trips@lonestarski.org

Flatlander Ski Club

Sonya Binkley
1804 E. 56th St.
Odessa, TX 79762
Schaucy@cablone.net

Ski Jammers

Andrea Yowman
510 Silver Leaf Ct
Pearland, TX 77584
aryowman@aim.com

Texas Twisters Ski Club

Rollo Gurs
1120 Slaton
Lubbock, TX 79404
rgski@nts-online.net

Texas Union of Fire Fighters

James Mershon
2303 Highland Heights Lane
Carrollton, TX 75007
Tuff_tx@msn.com

Please note that Clubs that have representatives on pre-select are not included in the above list as they have previously been provided the bids.

Attachment F (Page 2 of 2)
TEXAS SKI CUP CHALLENGE SERIES
TSC Officers

If your Bid is selected for final presentation at the TSC Annual Bid Meeting, please mail one copy to each of the following TSC Officers before March 5, 2010. *If no e-mail is provided, individual has requested bid by mail only.*

Cheryl Mann
President
18704 Sagewood Drive
Dallas, TX 75252
cheryllmann@yahoo.com

Peggy Montgomery
Past President
2830 Lakeview Drive
Missouri City, TX 77459
peggymont@att.net

Mary Beth Wilson
TSC VP Winter Shootout
14222 Southern Pines Dr.
Farmers Branch, TX 75234
mbw213@tx.rr.com

Lisa Spotts
Secretary
7324 Grayson Drive
Plano, TX 75025
lisa.spotts@yahoo.com

Mike Morris
Treasurer
1311 E. 49th
Odessa, TX 79762
msmorris@cableone.net

Don Wilson
TSC VP Final Showdown
607 Urban Loop
San Antonio, TX 78204
donwilson@lawyer.com

Christine Augustine
TSC VP - Traditional
21 Worthsham Dr.
San Antonio, TX 78257
cha@satx.rr.com

Hazel Love
TSC VP Fall Round-up
5732 83rd Lane
Lubbock, TX 79424
hazellea@aol.com

Joyce Bartell
Winter Expedition Coordinator
5143 Streams Edge Trail12122
Fairview, TX 75069
joyce.bartell@att.net

Rachel Anderson
Summer Expedition Coordinator
12122 Carrswold Drive
Houston, TX 77071
rachelanderson6@yahoo.com

Attachment G
TEXAS EXPEDITION

Texas Ski Council Lodging Request

Due May 10, 2010 for Winter Expedition and October 1, 2010 for Summer Expedition

SKI AREA: _____ PHONE: _____

ADDRESS: _____ FAX: _____

EMAIL: _____

FOR TEXAS EXPEDITION 2009 **DATE:** _____

CLUB NAME: _____ **TRIP LEADER:** _____

ADDRESS: _____ PHONE: DAY _____

_____ PHONE: NIGHT _____

_____ FAX: _____

EMAIL: _____

ARRIVAL DATE @ RESORT: _____ **# of PEOPLE:** _____

DEPARTURE DATE from RESORT: _____

LODGING OPTIONS: Please select 3 different lodging properties in order of preference

Choice #1 Name of property: _____

Size of Unit: _____ # Needed: _____

Size of Unit: _____ # Needed: _____

Choice #2 Name of property: _____

Size of Unit: _____ # Needed: _____

Size of Unit: _____ # Needed: _____

Choice #3 Name of property: _____

Size of Unit: _____ # Needed: _____

Size of Unit: _____ # Needed: _____

Special Requests or Comments: _____

Lodging choices are based on the most efficient space utilization and then club preference on a first come, first served basis where possible. Lodging locations will be discussed and confirmed with you as soon as possible after receipt of this request form. This form must be received by both the tour operator/resort and the TSC VP or Expedition Coordinator prior to being considered received.