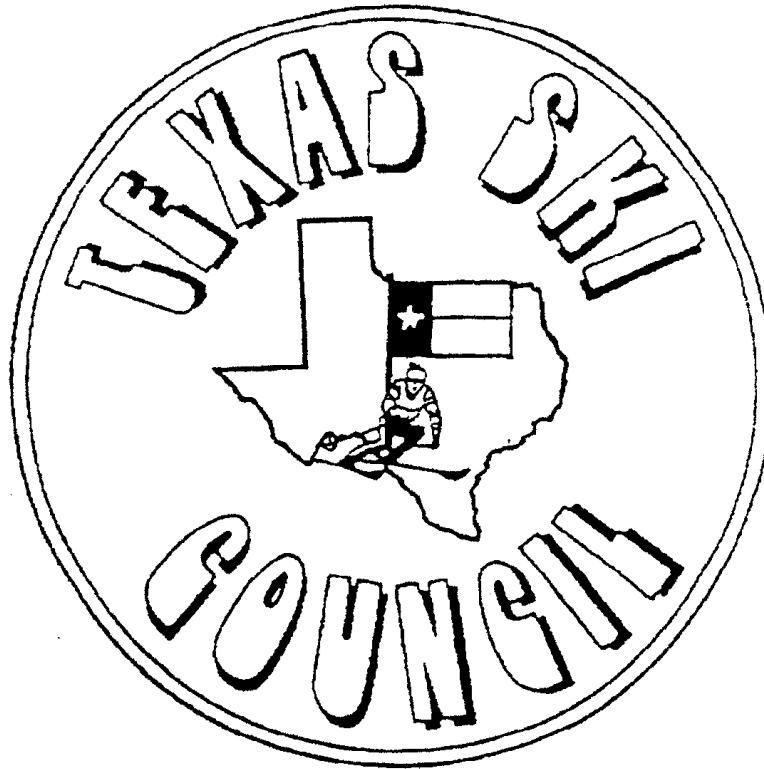


Texas Ski Cup Challenge Series



Request For Proposal 2012-2013

To: Our Ski Industry Partners
From: Tere Mayne, VP Marketing
Re: 2012-2013 Texas Ski Cup Challenge Series
Date: December 5, 2011

For over forty years, the Texas Ski Council has remained a leader in the development and promotion of snow skiing and boarding throughout the State of Texas, and is recognized as the predominant organizing force for club participation. Our relationship with the ski industry is an interactive "partnership" which works diligently to maintain the expertise necessary to coordinate a diverse skiing program for its member skiers and boarders. We are indeed fortunate to be part of an association that strives to maintain the highest quality skiing and boarding experience, with an equal emphasis on trip value as well as price and marketability.

To achieve our participation goals, the TSC promotes, develops, and encourages an interest in the sport of snow skiing and snowboarding, as well as those winter activities that will provide an enriched experience. By interacting with area resorts, 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. With the support of our member clubs and industry sponsors, last year the Council's expenditures were almost Four Million Dollars. We are particularly pleased with the progress of our Youth Program which has been featured in conjunction with our Thanksgiving Fall Roundup trip. Through this program the TSC is indeed fulfilling the commitment it made to bring families to the resorts to participate in snow sports. The outline of what we are requesting for the Youth Program is located in **Exhibit 1**. We would welcome the opportunity to offer the program on all TSC trips.

A few things of note in this year's bid request are:

New Tour Operators will be required to complete a Texas Ski Council Tour Operator Survey in order for your bid to be considered. Your completed survey shall be sent to the TSC President prior to February 20, 2012.

Tour operators will be limited to two (2) destinations per trip.

Your electronic file cannot exceed 3 megabytes and must be sent in either MS Word format or as a .PDF file.

Date change to Fall Roundup trip is now for the 2nd or 3rd week of December and not during the Thanksgiving holiday timeframe

The pre-select committee will be requiring strict adherence to the bid requirements and submission dates for proposals.

By providing a bid to the Texas Ski Council, unless specifically stated otherwise in your bid, you are accepting the terms stated herein.

All proposed trips shall require flexibility to allow clubs to arrive or depart at least two (2) days before or after your proposed trip dates, unless specifically stated otherwise in your proposal.

As in the past, the TSC respectfully requests that a bid for any selected week be flexible enough to accommodate the time frames outlined in the Request for Proposal. If you cannot schedule a Ski Week during the requested time frame or believe a different week to be more beneficial, please indicate in your proposal. If two time frames are submitted and all daily rates are identical, a simple notation will be acceptable. Ideally, this will allow our member clubs to investigate traveling at off peak times. You are encouraged to expand your proposal to include more skier days for any or all trips within each time frame.

A complete bid request package is attached that outlines detailed procedures for submission and evaluation of proposals for the Texas Ski Cup Challenge Series. 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 9, 2012. 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.

As the Vice-President, Marketing, and on behalf of the Texas Ski Council, I cordially invite you to participate in the 2012-2013 ski season bidding. You are invited to submit proposals for the Texas Ski Cup Challenge Series as set forth within request for the proposal. The annual **SkiBidFest** will be held **March30-April 1, 2012** at the **Drury Plaza Hotel, San Antonio, 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 in early January. Finalists for the Texas Ski Cup Challenge will make presentations during the business meeting on Saturday and the Expeditions finalists will make their presentations during the business meeting on 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 \$300.00 and includes the registration fee for ONE representative.

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). Please leave a message if I am not available and I will return your call as soon as possible. You can also e-mail me at tere2ski@sbcglobal.net. I look forward to receiving your proposals, and thank you for your continued support of the Texas Ski Council.

Sincerely,

Tere Mayne
Vice-President, Marketing
5203 Cloudcroft Dr
Austin, TX 78749
Cell: 512-775-5928
tere2ski@sbcglobal.net

I. APPLICATION PROCEDURE

A. *Texas Ski Cup Challenge Series*

1. Bids for one or more of the four Texas Ski Cup Challenge Series trips should be prepared using the format suggested in Section VI - Attachment/Forms.
2. Copies of your bid should be sent electronically or via mail as indicated on the "Bid Pre-select Committee" mailing list. (Attachment E) Please note there is one member who has requested to receive your bid(s) via mail and not electronically. You do not need to send promotional material unless requested by a Bid Pre-select Committee member. However, please include in the bid any references to websites that show lodging/mountain information. Please limit the number of pictures and graphics that you include in the bid for ease in downloading. **Your electronic file cannot exceed 3 megabytes and must be sent in either MS Word format or as a .PDF file. Please send no more than two files per bid.**
3. For your proposal to be considered, your written bid response must be received **on or before January 9, 2012**. Bids received by the Vice-President for Marketing will be used as the "official" mailing for this purpose. ***Please be on time as we have a very short time to review and evaluate all proposals received and get our questions answered!***

B. *Texas Ski Council Club Trip Program*

1. Proposals for individual club trips can also be prepared using the same format and forms as the Texas Ski Cup Challenge Series, if desired. Proposals for individual club trips may also be submitted by letter format, but should contain at 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 can 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 SkiBidFest, they should be received in conjunction with the Texas Ski Cup Challenge Series Bids.

II. SELECTION PROCEDURE

A. *Texas Ski Cup Challenge Series*

A Bid Pre-select Committee composed of representatives from each geographical area of Texas will meet on **February 25, 2012**, to review and discuss all TSC bid proposals received for the **2012-2013** Texas Ski Cup Challenge Series. After complete review of the bid proposals, a minimum of two (2) bids per trip 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 25** meeting, the bidding resort or tour operator will be contacted. Any verbal clarification must be put in writing before becoming a part of the written bid and considered at the pre-selection meeting and/or bid meeting. The Vice-President for Marketing will contact all bidders by **February 27, 2012**, regarding the status of their bid proposals. The selected and finalized bids will need to be received by the TSC officers and designated representatives by March 2, 2012. Please be prompt in getting your selected proposal to the delegates so

they can fairly review your bid prior to our SkiBidFest meeting at the end of the month.

No additions, deletions or other changes will be allowed to any bid after February 25, 2012, unless specifically requested by the Vice-President of Marketing. Any such changes shall be required to be sent to the Vice-President of Marketing for receipt on or before 7:00 p.m. on March 23, 2012, so they may be reviewed and approved prior to distribution to the delegates. When approved by the Vice-President of Marketing, 25 copies of same must be provided to the Vice President of Marketing on or before 7:00 p.m. on March 30, 2012.

B. Texas Ski Council Club Trip Program

Once the timing and locations of the four Texas Ski Cup Challenge Series 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 2012-2013 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 bidders that participate in the Texas Ski Council bidding process.

III. BID PRESENTATIONS

A. Texas Ski Cup Challenge Series

Bidders selected by the Bid Pre-select Committee will be requested to present their bid(s) to the Texas Ski Council Delegates at the *annual* SkiBidFest on **March 30 – April 1, 2012, Drury Plaza in San Antonio, Texas**. The location and your presentation time will be included in your registration packet, but will be during the business meeting on Saturday. The bidders selected for bid presentations should be prepared to mail or email copies of their bid proposals to the TSC officers and TSC Club Representatives on or before **March 2, 2012** (See Attachment F for addresses-two pages). The bidders should bring at least four (4) extra copies of your bid to the Bid 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. Bidders will be allocated 20 minutes to present and discuss the aspects of its bid. Areas presenting bids for two or more trips to one destination will be allowed 30 minutes. Time is at a premium. **Bidder's presentations are recorded and any changes and/or promises made to the betterment of the bid will become part of your proposal.**

B. Texas Ski Council Club Trip Program

All resorts, lodging properties, tour operators and other ski related vendors are invited to attend the annual SkiBidFest meeting on March 30 – April 1, 2012 at the Drury Plaza Hotel to meet with the club officers. Table and exhibition space at the Texas Ski Council Ski Show to be held on Saturday afternoon, April 1st, will be made available for a fee of \$300.00 which includes registration for ONE representative. Other representatives may attend, but will be charged a registration fee of \$65 each. 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 Drury Plaza Hotel on the Riverwalk will be supplied in January along with registration and hotel booking information. You can make reservations at "www.druryhotels.com" – group number is 2123812. Or, you can call 1-800-325-0720 and refer to group number 2123812. Nightly room rate is \$135.00 for standard (oversized) room; \$145.00 for suite. These rates are + taxes. All rooms are non-smoking. Cut-off date is March 9th. After that date room can be booked on space available at their standard rate.

IV. 2012-2013 TRIP SCHEDULE

Please prepare your bids for the **2012-2013** Texas Ski Cup Challenge Series based on the following long and short time frames and projected attendance. If pricing is based on numbers in attendance, please give tier rates and attendance numbers required for each tier. If you cannot schedule a Ski Week during the requested time frame or believe a different week to be more beneficial, please indicate in your proposal.

Quote weeks individually if the prices differ.

December 8-15 or 15-22, 2012 **Fall Roundup** **7 and 4/5 day arrivals**
Please make quotes flexible to accommodate Saturday/Saturday; Sunday/Sunday; Monday, Tuesday or Wednesday through Saturday or Sunday for each period. 100-125 Participants

January 5-12, 2013 **Traditional** **7 and 4/5 day arrivals**
Please make quotes flexible to accommodate Saturday/Saturday; Sunday/Sunday; Monday, Tuesday or Wednesday through Saturday or Sunday for each period. 300-550 Participants

February 2-9 or 9-16, 2013 **Winter Shoot Out** **7 and 4/5 day arrivals**
Please make quote flexible enough to accommodate Saturday/Saturday; Sunday/Sunday; Monday, Tuesday or Wednesday through Saturday, Sunday or Monday departure for each period. 100-300 Participants

March 9-16 or 16-23, 2013 **Final Showdown** **7 and 4/5 day arrivals**
Please make quote flexible enough to accommodate Saturday/Saturday; Sunday/Sunday; Monday, Tuesday or Wednesday through Saturday or Sunday for each period. 150-350 Participants

It is anticipated that 70% to 80% of trip participants will stay six nights or more, and 20% to 30% will stay four or five nights.

V. BID CONTENT/FORMAT

The Texas Ski Cup Challenge Series could produce between 400 to 3,300 skier days per trip. 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. Include any websites that would assist in this description.
2. Please outline your resort'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, race director, lift ticket contact, etc. Include all aspects of the organization support, advertisement, public relations capabilities, sponsorship and any other advantages.

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. However, air transportation is not a requirement to bid. Although, estimated air pricing to a major gateway airport would be appreciated.
4. Include a map of each bidding property that shows its location to the ski area. References to websites that provide this information are acceptable.
6. Please address any special programs you have for seniors, never-ever skiers, children, and the handicapped (lodging policies, lift tickets, ski school and other programs) and designate the age for each. See attached Exhibit 1 to Texas Ski Council Challenge Series for special Youth Program.
7. 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. below.

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

This category should include both 7 and 4-day rates (where applicable) based on both minimum and maximum occupancy (approximately 90% of Council clubs prefer minimum occupancy). Minimum occupancy for a two-bedroom condo is 4 persons and maximum is 6 persons. Because of tightening economical conditions, your area should also include more moderately priced accommodations (45%-60%), along with those you would normally propose for Texas Ski Week consideration. **Please note if portage fees apply and whether or not they are included in the bid as a prepaid expense.** This will facilitate a smoother check-in/out. Enclosed in Attachment B is an individual lodging summary submission which is required for each participating lodging property bid. In addition, the Bid Summary Sheet (Attachment B) should be completed showing the key data of all individual lodging summary submissions. 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. Clearly state whether all taxes and service charges are included in each room rate bid. **If known, please state bedding configuration, such as split king, queen beds in both, etc.**

Due to the increase in air costs and check-in luggage fees, please state whether or not each lodging property will allow participants to ship their luggage early. If so, please identify any cost associated with

this service. Also, please identify if you have the ability to provide any assistance with regard to luggage fees charged by the airlines.

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 adhere to 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*

- a. **Initial Deposit** \$500 per club due *July 1, 2012*
- 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*

- a. If cancellation is made **90** or more days prior to arrival no penalty (except Fall Roundup which is **60** days prior to arrival). A cancellation includes a reduction in rooms **or all rooms**.
- b. If cancellation is made **60** or more days, but less than **90** days prior to arrival, maximum penalty is **10%** of any canceled units nightly rate times days canceled (except Fall Roundup which is **60** days prior with no penalty).
- 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:

- a. Each participating ski club will email your designated lodging coordinator (please list name, email address and phone number in bid) a copy of Attachment G, "Texas Ski Council Lodging Request", for which lodging property it prefers.
- b. The request form should be received no earlier than 9:00 a.m. CDT on **May 7, 2012**, and will contain each club's first, second and third choices for hotel/lodging preference.
- c. 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's group at the same location and honoring the club's preferences where possible.
- d. No verbal requests or written requests received prior to the designated date should be accepted.
- e. Conflicts should be worked out with the appropriate TSC Trip Vice-President (TSC Trip VP).
- f. The TSC expects that any lodging offered in the Bid would be held by the resort/tour operator until the May 7, 2012 lodging selection date.
- g. Lodging arrangements should be handled through an individual club's designated representative.
- h. Lodging assignments should be disclosed to each club within a reasonable timeframe, **but no later than June 1, 2012.**

- i. No arrangements should be made for individual participants not traveling with the club.
- j. 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 one 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 or resort representative no later than **30 days** from the scheduled arrival date.

5. 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 and/or clubs not reaching 20 paid participants be allowed to combine with another similarly situated club to earn a comp. 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. Comps should be stated per paying participant not per booked room/condo.

Lift ticket comps for clubs should be stated in number of lift tickets per number bought, i.e., 1 comp day per 20 days, 2 comps days per 40 days purchased, etc. The TSC prefers a flexible comp policy that would allow a prorated comp for any portion of 20 days purchased. If lift tickets must be pre-purchased to be eligible for comp status, please state as such.

TSC Executive Officers - It is requested that the TSC Trip VP should receive one lodging and lift ticket comp. The TSC Trip VP may come in a few days early to assist the resort in preparing the trip and we would request a lodging comp for these day(s). In addition, one additional lodging and lift comp is requested on a prorated basis for every forty (40) paying trip participants for TSC Executive Officers and key Committee Chairpersons, (i.e., a 180 participant trip would receive a total of four and one-half (4.5) Executive Officer comps). If your bid includes properties that will not support the TSC Executive Officer comp please include a written explanation on how this situation will be handled. **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 TSC Trip VP 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 with your bid.

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 for adult, seniors, children (specify ages for seniors, never-

evers and children) and handicapped ranging from single (1) day to seven (7) days of skiing. **Multiple day tickets should 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 Challenge Series Week. If you cannot accommodate these requests, please indicate. Again, as with the lodging quote, your bid should quote rates for lifts which are comparable to the lowest available wholesale rates. 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 Schedule of Activities*

In Attachment D you will find a sample schedule of events and activities for Texas Ski Week. It is only an example. Your proposal must include a projected schedule of events and activities along with a proposed menu for Welcome Party and Award Dinner.

1. *Ski Week Activities* - The Texas Ski Council will no longer collect and pay the resort/tour operator an activity fee for each participant registered at a bid property to cover the cost of the Ski Week activities. The total cost to cover the Ski Week Activities must be listed as a line item in your proposal. Use Attachment H Activity Fee to list this cost. In the past, this fee was \$50 per Adult, \$30 for children 4-12 and no charge for children 3 and under. The resort may charge a reasonable additional amount for Texas Ski Council participants staying at a non-bid property, only if such amount is set out in its Bid Proposal. Participation by TSC or area sponsors is encouraged to assist in reducing this cost, and should be included in your bid proposal. Approval of area sponsors will be required and must not conflict with official TSC sponsors. Functions required during the TSC Ski Week include: (1) Souvenir Pin, (2) Texas Ski Cup Challenge Races (one run per person, as described in Section G. below) with NASTAR-like racing medals, (3) Individual Races (two runs per person, as described in Section G. below) with NASTAR-like racing medals, (4) at least two TSC events during the week, one with appetizers and one dinner/dance, generally a Welcome Event early in the week and an Awards dinner event toward the end of the week. (Please provide a suggested menu for these two events with your proposal.) The resort and TSC Trip VP for the trip will establish an exact schedule of activities. Also, the resort is requested to provide a numbered credential that will be used for entry to all official Ski Week events. We prefer the credentials to be numbered sequentially to be used as an accurate count of participants and to pass out prizes. We will not use lift tickets as a credential.

2. *Charity Event* - The Texas Ski Council will occasionally use some of the ski week activities as an opportunity to raise funds for a local ski-related charity, handicapped skier program, the U. S. Ski Team, etc. In 2005 the TSC started its TSC Youth Foundation to assist with transportation costs in connection with trips in which there is a designated TSC Youth Program activity. We would be interested in partnering with the Resorts during TSC trips to hold a charity event to benefit the TSC Youth Foundation. Such an event enhances the image of the TSC and serves as another attraction for hosting a Challenge Series trip. Please work with the TSC Trip V-P to propose and arrange such a charity fund-raiser either for a local charity and/or the TSC Youth Foundation.

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 and snowboard lessons, race clinics, racecourse self-timer, etc.
 - c. Include any special programs that your resort has in place that involves seniors, children, never-evers, and the handicapped.
4. Optional Activities - Alternate activities usually involving no fee or reduced charges (not included in the activities described in number 1 above) include;
- a. Mountain picnic / barbecue (it is recommended that this run no more than \$15),
 - b. Sleigh rides or dog sled rides with or without dinner,
 - c. Snowmobile tours,
 - d. "Night on the Town",
 - e. Concerts or other entertainment, or
 - f. Fun race.

G. *Racing Capabilities*

Historically, the Challenge Series race program is a focal point of each week. These races include:

1. The Texas Ski Cup Challenge Series is an inter-club competition series that encourages each club to enter as many participants as possible. The series covers the four TSC sponsored trips. Approximately 65% of trip participants enter the Challenge Series. The Cup Challenge Series requires a dual NASTAR course or ski area equivalent with electronic timing. It should consist of a single-gate giant slalom course with approximately 16 gates and a "wand" starting position. The Challenge Series should be set on a novice or easy intermediate course to encourage maximum participation, and should be accessible to all skiers of all ability levels. Each participant will get one run down the race course.
2. The Individual Race is a head-to-head competition of the fastest qualifying skiers from each attending club on a pure time basis. Awards are given to the top male and female racers in open, senior, and super senior divisions. The individual races involve 50-125 skiers depending on the size of the trip. The individual races should be conducted on a more difficult NASTAR course or ski area equivalent (expanded to approximately 24 gates), with the same general requirements of the Cup Race. Each racer will get two runs down the course. Electricity for both events should be made available at the timing shack for the operation of the TSC Computer.

We generally prefer to run both races on the same day, with Club races in the morning and Individual races in the afternoon. For any Ski Week that has the option of offering a five day trip, the TSC Races would need to be held late in the week (preference is Thursday) to assure sufficient time between club arrival dates and races for participants to practice before the races. We require racing medals (NASTAR similar medals) be available for distribution at the Final Awards event (generally held on Friday night) for those racers who qualify based on the NASTAR handicap table for a platinum, gold, silver or bronze medal. Please note that space will need to be available for the TSC officers to connect its Race computer and input race data as the races are occurring. The resort shall assist the TSC Trip VP with transportation of equipment to the race locations. In addition, a small conference room shall be made available to conduct a race meeting (for about 20 people) for no less than 4 hours early in the week at no charge to the council.

H. Party Facilities

The TSC generally expects a Welcome Event with light appetizers and a Final Awards Event such as a Dinner/Dance Party with the resort providing live music or DJ and dance floor. A microphone shall be provided during both events so announcements can be made to the participants by the trip VP. Facilities used for these functions must be capable of accommodating nearly 100% of our participants. Please include a suggested menu for each of these events. Also, indicate the facilities you intend to use, including capacities, capabilities, limitations and location of each. If your bid is selected the TSC will expect that the designated facilities to be held until such time as the TSC Trip VP has had the opportunity to review the facilities and trip needs with the Bidding parties.

I. Transportation

Indicate all transportation capabilities. This should include major gateways and commuter type transportation. If you have connections with major airlines or other air transportation services, please provide estimated pricing, including estimated surcharges and taxes. (Air transportation is not required as a part of the bid, but estimated pricing to major gateway to resort is requested.) It will be extremely important for the TSC and your area to work together to secure the maximum benefits and cost effectiveness from the transportation industry. Also, include transportation capabilities within the resort area and any special arrangement(s) that might be required to move trip participants to ski- base areas and selected activities. Explain any restrictions and/or fees. If you are able to include special airfare structures, please include fares from Dallas, Houston, Austin, San Antonio, Lubbock, Midland, and Beaumont (as appropriate). Access to seat inventories should be made available to each club.

Several airports are limiting charter bus access at terminal loading stations. This often adds confusion and lengthy time delays, as participants have to manage their own luggage transfers. Please make the Council aware of any such restrictions and what assistance you may be able to provide to alleviate problems.

If you choose to provide air pricing, any airfare quoted by you must provide the following:

1. Must be in writing and signed by the appropriate resort or airline representative having authority to make the air arrangements.
2. Price quoted **shall** be all-inclusive (i.e., **MUST** include all taxes, surcharges, transfer fees, or other fees associated with the issuance of the airline tickets; please itemize charges).
3. Must state the number of seats available on each flight. If you choose to block air for a trip you are bidding, please advise if you will agree to release any blocked air at the request of an individual club.
4. The dates of travel available and airline utilized.
5. Comp policy and if tickets are commissionable.

If you have a contract with a company who ships luggage and packages, please identify the company and whether its service could be utilized for participants to transport their luggage. Please include an approximate per pound cost.

J. Special Amenities

Special posters, printed programs, and clothing such as caps, T-shirts, etc., are often provided during Texas Ski Week trips. These amenities can be coordinated and/or supported by sponsors and local merchants. The terms "**Texas Ski Council**", "**Texas Ski Week**", and "**Texas Ski Cup Challenge Series**" are trademarks of the Texas Ski Council, Inc. Use of these names on saleable or promotional merchandise must have prior approval by the appropriate TSC Trip VP 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.

K. 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 Ski Week, 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 Ski Week. 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 should maintain an office in the United States where staff members responsible for the Texas Ski Week may easily be reached by phone during normal business hours. The tour operator should maintain an office or location at the resort during the week of the Texas Ski Week 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 Ski Week. Depending on the trip size, a site inspection trip by the TSC Vice President of the Ski Week 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 Ski Week.

Tour operators are encouraged to bid but will be limited to presenting no more than two (2) resorts per trip for all domestic trips.

L. 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/time frame for which you wish to bid. Thank you.

Attachment A

TEXAS SKI CUP CHALLENGE SERIES

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 Ski Cup Challenge Series
 Individual Lodging Summary
Please complete using forms from attached file

RESORT:	
NAME OF LODGING PROPERTY:	
KEY CONTACT (Name):	
ADDRESS:	
PHONE:	FAX:
EMAIL:	

Please complete following table using per pillow trip rate.

NOTE: AN OPEN LOFT AND/OR HIDE-A-BED IN LIVING ROOM IS NOT CONSIDERED A BEDROOM. MINIMUM OCCUPANCY IS DEFINED AS 2 PEOPLE PER BEDROOM/BATH OR HOTEL ROOM.

Unit Type	Bedding Configuration (i.e. twins, queen, king, etc.)	# of units with this configuration	Minimum Occupancy (number of people)	Maximum Occupancy (Number of People)	TSC Nightly Rate per pillow at Min Occupancy
Hotel – Std Room					
Hotel – Dlx Room					
Studio					
Condos:					
1 Bedroom – 1 Bath					
2 Bedroom – 2 Bath					
3 Bedroom – 3 Bath					
4 Bedroom – 4 Bath					
Other (List Below)					

If any policy box below is left blank, then it will be assumed you accept the TSC policy for that category structure.

- | | Yes | No |
|---|--------------------------|--------------------------|
| 1. Do the room rates quoted above include all applicable taxes, fees and service charges? | <input type="checkbox"/> | <input type="checkbox"/> |
| 2. Will you provide a free (including air, lodging & ground transportation) pre-trip on-site meeting for the TSC Ski Week Vice President? This trip must take place prior to August 31, 2010. | <input type="checkbox"/> | <input type="checkbox"/> |
| 3. Will you adhere to the TSC comp policy (section V. C. 5)? | <input type="checkbox"/> | <input type="checkbox"/> |
| 4. Will you adhere to the TSC pro-rated comp policy (section V. C. 5)? | <input type="checkbox"/> | <input type="checkbox"/> |
| 5. Will you honor the Executive Officers lodging comp policy (Section V. C. 5)? | <input type="checkbox"/> | <input type="checkbox"/> |
| 6. Will you honor the TSC deposit schedule (section V. C. 1)? | <input type="checkbox"/> | <input type="checkbox"/> |
| 7. Will you honor the TSC cancellation Schedule (section V. C. 2) | <input type="checkbox"/> | <input type="checkbox"/> |
| 8. Will you honor the TSC snow cancellation policy (section V. C. 4) | <input type="checkbox"/> | <input type="checkbox"/> |
| 9. Do you have central reservations? | <input type="checkbox"/> | <input type="checkbox"/> |

If you answered any question 1-9 "No", please explain your response and provide additional information or your alternate policy: (the space below will allow you as much space as you need)

What is the per person TSC Activity Fee?

Cost: _____

Does your property have a change room? Yes, No. What are the cost and your policy for using the change room?

Cost: _____

Policy: _____

Would participants be able to ship luggage ahead of arrival? Yes No

Is there a charge for storage? Yes No.

If "Yes", what is the charge? _____

Please list any special amenities of lodging such as hot tub/pool, elevators, hair dryers, distance to lifts, free wi-fi, etc.: (the space below will allow you as much space as you need)_____

Other Comments: _____

Above agreed to and signed by: _____

Title: _____

Signature

Date

Attachment B
Texas Ski Cup Challenge Series
 Bid Summary Sheet
Please complete using forms from attached file

Please complete a separate Summary for each trip you are bidding

Destination	
TSC Trip:	
Dates:	

I. Summary of Lodging:

All quotes in following lodging summary table should be based on **MINIMUM** occupancy of **2 pillows per bedroom/bath or hotel room.**

	List Major Properties	Total Number of Pillows	Per Night pillow cost	Per Trip pillow cost
1.				
2.				
3.				
4.				
5.				
6.				
7.				
8.				
9.				
10.				
11.				
12.				
13.				
14.				
15.				

(If additional space needed to list properties please complete additional copies of this page.)

Total # of Pillows for all lodging: _____

Attachment C
Texas Ski Cup Challenge Series
 Lift Ticket Summary
Please complete using forms from attached file

Age Range	Regular Group Adult Rate	TSC Adult Rate	TSC Senior Rate	TSC Child Rate	TSC Student Rate
Daily Lift Ticket	\$	\$	\$	\$	\$
3 out of 7 Day Ticket	\$	\$	\$	\$	\$
4 out of 7 Day Ticket	\$	\$	\$	\$	\$
5 out of 7 Day Ticket	\$	\$	\$	\$	\$
6 out of 7 Day Ticket	\$	\$	\$	\$	\$

If any box below is left blank, then it will be assumed you accept the TSC policy for that category structure.

- | | Yes | No |
|---|--------------------------|--------------------------|
| Do you offer comp lift tickets for each club (section V. C. 5)? | <input type="checkbox"/> | <input type="checkbox"/> |
| Will you prorate comp lift tickets for each club (section V. C. 5.)? | <input type="checkbox"/> | <input type="checkbox"/> |
| Will you honor the TSC Executive Officers comp policy (section V. C. 5.)? | <input type="checkbox"/> | <input type="checkbox"/> |
| What is your lift ticket refund policy? _____ | | |
| What is the lift capacity per hour? _____ | | |
| How much of your skiable acreage is equipped with snow making? _____% | | |

The above is agreed and signed by: _____
 Title: _____

Signature

Date:

- Who will be the key contact to coordinate all lodging requests?

Name

: _____

Phone: _____

Email: _____

FAX: _____

- Who will have overall control of this bid?

Name

: _____

Phone: _____

Email: _____

FAX: _____

ATTACHMENT D
TEXAS SKI CUP CHALLENGE SERIES
Texas Ski Week Schedule (Example)

Saturday, date:

- All Day Check in at appropriate properties & receive registration packets & lift tickets for distribution to trip participants
- Evening Tour the town and enjoy the dining and evening activities

Sunday, date:

- AM Complimentary mountain tour, racing; ski/snowboard; other winter activities
Après-ski
- Evening Welcome Event: heavy hors d'oeuvres & complimentary sponsor beer; cash bar; register for race clinics, ski school

Monday, date:

- AM Complimentary mountain tour, racing; ski/snowboard; other winter activities
Après-ski
- Evening Race director meeting
Enjoy dining and evening activities at local establishments

Tuesday, date:

- AM Complimentary mountain tour, racing; ski/snowboard; other winter activities
Après-ski
- Evening Club parties

Wednesday, date:

- AM Complimentary mountain tour, racing; ski/snowboard; other winter activities
Après-ski
- Evening Pub crawl, theme party or other midweek activity

Thursday, date:

- AM Club and Individual races
Mountain picnic/BBQ (optional)
Après-ski
- Evening Open for club parties, sleigh riding, dining and other activities

Friday, date:

- AM Individual races (If your area is unable to schedule on Thursday)
Après-ski
- Evening TSC Final Awards Event - sit-down buffet dinner, complimentary sponsor beer, cash bar

Saturday, date:

- All Day Some clubs depart while other ski/snowboard or enjoy other winter activities
Reference Section V.E.1 - Proposed Schedule of Activities

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 9, 2012. 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 Cloudfcroft Dr
Austin, TX 78749
Cell: 512-775-5928
tere2ski@sbcglobal.net

Christine Mason
Houston Ski Jammers
12401 Pepper Creek Lane
Pearland, TX 77584
christine.mason26@yahoo.com

Tim Cowing
Capital Downhill Skiers
9601 Sandstone
Austin, TX 78737
tcowing@austin.rr.com

Sandy Ellison
At Large Member
1311 E. 49th
Odessa, TX 79762
cassandraellison@holloman.com

Lisa Biddle
Lone Star Ski Club
7324 Grayson Drive
Plano, TX 75025
tsc.lisab@yahoo.com

Peggy Montgomery
At Large Member
15416 Swiss Alps Ct
Austin, TX 78738
peggymont@att.net

Steve Janes
Los Amigos
11300 Expo Blvd #2010
San Antonio, TX 78230
canook90@satx.rr.com

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 2, 2012. * 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

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

DFW Young at Heart
Charles Chapman
15720 Wine Point Drive
Dallas, TX 75248
cc@chapmanhext.com

Austin Skiers
Doug Jordan
4732 Country Club
Lago Vista TX 78645
doug@djordan.org

Texas Twisters Ski Club
Rollo Gurs
1120 Slaton
Lubbock, TX 79404
rgski@nts-online.net

Clear Lake Ski Club
Keith Zimmerman
4910 Widerop Ln
Friendswood, TX 77546
keith.d.zimmerman@nasa.gov

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

Club St Bernard
Kip Kiplin
12735 Cranes Mill
San Antonio, TX 78230
lckiplin@sbcglobal.net

Space City Ski Club
Jim Hodges
218 Whispering Ridge Ter
Houston, TX 77094
jehodgesjr@sbcglobal.net

Dallas Ski Club
Tony Arthur
5731 Mapleshade Ln
Dallas, TX 75252
tony.arthur@sbcglobal.net

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 2, 2012. *If no e-mail is provided, individual has requested bid by mail only.*

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

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

Andrea Yowman
TSC VP Fall Roundup
510 Silver Leaf Ct
Houston, TX 77071
aryowman@aim.com

Linda Raymer
TSC VP Winter Shootout
6709 Poncha Pass
Austin TX 78749
lraymer@austin.rr.com

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

Marsha Lutz
TSC VP Final Showdown
11541 Village Place
Houston, TX 77077
marsha.lutz@comcast.net

Christine Augustine
Summer Expedition Coordinator
21 Worthsham Dr.
San Antonio, TX 78257
cha@satx.rr.com

Ross Baker
Secretary
4401 Tilson Lane
Houston, TX 77041
rossbakertsc@gmail.com

Attachment G
TEXAS SKI CUP CHALLENGE SERIES
Texas Ski Council Lodging Request Due May 7,2012

SKI AREA: _____ PHONE: _____
ADDRESS: _____ FAX: _____
EMAIL: _____

SKI WEEK: _____ 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. **First come, first serve will be determined based on the time BOTH the TSC Trip VP and the tour operator/resort receives the request.** Lodging locations will be discussed and confirmed with you as soon as possible after receipt of this request form.

Attachment H
Texas Ski Cup Challenge Series
ACTIVITY FEE

Please complete using forms from attached file

	Age of Participant	4 Or 5 Day Rate	7 Day Rate
TSC Activity Fee	3 and Under	\$ _____	\$ _____
TSC Activity Fee	4 - 12	\$ _____	\$ _____
TSC Activity Fee	Adult	\$ _____	\$ _____
TSC Shadow Activity Fee	Adults	\$ _____	\$ _____

- | | Yes | No |
|---|--------------------------|--------------------------|
| Did you include a Proposed schedule of Activities for the TSC Ski week (Section V. F.)? | <input type="checkbox"/> | <input type="checkbox"/> |
| Did you include a Proposed menu for Welcome Party (Section V.F.)? | <input type="checkbox"/> | <input type="checkbox"/> |
| Did you include a Proposed menu for Award Party (Section V.F.)? | <input type="checkbox"/> | <input type="checkbox"/> |
| Does this Activity Fee cover the cost of the TSC Racing Activities as described in Section V.G.)? | <input type="checkbox"/> | <input type="checkbox"/> |
| Will you comp the TSC Officers' Activity Fee? | <input type="checkbox"/> | <input type="checkbox"/> |
| By what date must this Activity Fee be paid? _____ | | |
| Will you allow a participant to stay at non-bid property (Shadow Participant)? | <input type="checkbox"/> | <input type="checkbox"/> |
| Can participants be added after this date? _____ | <input type="checkbox"/> | <input type="checkbox"/> |
| Can this Activity Fee be refunded? | <input type="checkbox"/> | <input type="checkbox"/> |
| Please list your policy for refunds? _____ | | |

Other Comments: _____

Above agreed to and signed by: _____

Title: _____

Signature

Date

EXHIBIT 1 TO TEXAS SKI COUNCIL CHALLENGE SERIES

In the 2005-2006 Ski Season the Texas Ski Council started a new program in hopes of encouraging a healthier society of young people and their families through snow sports. We selected the TSC Fall Roundup trip as its venue. The TSC plans to continue to have one trip that will be a youth focused trip. As the dates for our first trip of the ski season is changing, the logical trip for a youth focused trip would be March; however, information for a youth focused program on any trip is welcomed. The following is additional criteria we will need in bidding the TSC Final Showdown Trip scheduled for March 9-16 or March 16-23, 2013. **We would welcome the opportunity to offer specials to the youth at any of our trips.** We will entertain a bid for one or two years during the same time frame (Saturday -Saturday) for our Spring-break trip in March.

The purpose of the new program is as follows:

1. To promote health and the family unity for children of all socio-economic levels through snow sports.
2. Expose children to snow sports - ages 4-15.
3. Learn to Ski/Ride Program to encourage individuals 16 and over who are first time skiers/snowboarders.
4. Provide an opportunity for young seasoned skiers and riders to improve their snow sports abilities.

1. Youth Camp

- A. Pricing for a Youth Camp consisting of 4 days of supervised ski/ride lessons for the age group of 4 to 15 with levels consisting of never-ever to advance skiing/riding. Based on the resort chosen the camp may include the fundamentals of racing. We request pricing be provided on a multi-tier level, i.e. pricing for beginners, beginner intermediate, intermediate, advanced intermediate and advanced.
- B. Your pricing should include one evening activity and a kids' race on Saturday for the kids, i.e. movie night, swim night or other events depending on the resorts' abilities. Resort chaperones should be included. (These activities would not be separate from the activities included in the Activities set out in Section V-E1-- Bid Content/Format, Proposed Schedule of Activities.)
- C. The bid information for the Youth Camp should include a set registration fee that provides for four days of lessons with lift ticket, lunch, rentals and a race for the children.
- D. **Lodging:** Most resorts now have a "children stay free" program, but the bid needs to clearly set out the lodging criteria for children under 18 staying with an adult.

The TSC goal for this program is for the resort to significantly discount the ski/snowboard lessons/lifts, lodging and equipment rental for children signing up for the Youth Camp. The TSCYF's commitment will be to help out with the children's travel costs to the mountain.

The TSC has committed resources to its Youth Program by setting up a 501(c)(3) Foundation that will assist parents with the transportation costs associated with a youth attending the Youth Camp. We believe our commitment to assist with transportation costs, such as airline and ground transportation to the mountain; will be a perfect match to a Ski Partner deeply discounting lessons and rentals. Of course, we would welcome the support of any Ski Partner that would like to assist with youth transportation costs by making financial contributions or other contributions, such as airline tickets, to the Foundation.

- 2. Learn to Ski/Ride Program to encourage individuals 16 and over who are first time skiers/riders.**
 - A. Pricing for lessons with Lift Ticket - set out pricing for Never-Ever lesson packages for individuals over the age of 15.
 - B. Pricing for Discounted Rental packages for never-ever skiers/boarders (or include in lesson package).
 - C. Sponsor an event, such as an Après-ski, for never-ever skier/riders.

PLEASE NOTE: The TSC is encouraging as a part of the Texas Ski Cup Challenge Series Trip, no-cost or discounted lessons and/or lift tickets for new adult skiers/riders.

- 3. Provide an opportunity for seasoned skier/riders to improve their abilities.**
 - A. Provide special pricing on clinics or lessons for those that would like to improve their abilities from beginner to intermediate to advanced skiers.
 - B. Provide special pricing on clinics for different types of snow sports, such as racing, powder, or moguls.
 - C. Provide opportunities to ski/ride on High Performance equipment