

Snow Tours, Inc

1281 Paterson Plank Road – Secaucus, NJ 07094
201-348-2244 Fax 201-348-0545 1-800-222-1170

Snow Tours, Inc Contract BVSC2023 Bear Valley Ski Club Member(s) Contract

June 14, 2022

CONTRACTING PARTIES

This document will serve to substantiate an agreement between Snow Tours, Inc., herein referred to as “Snow Tours, Inc”, and “Bear Valley Ski Club Individual Member(s)” herein referred to as the Organization. The person(s) signing this document does attest they are accepting personal responsibility for the items herein. This document is the sole agreement between the parties. Any Changes must be prepared in writing and attached as an amendment and referenced on the face of the original.

Ski Cortina d’Ampezzo with Extension Trip to Venice and Sicily

Summary of Costs

- **Cortina: \$1,419.00 per person**
 - **Single Person Supplement \$550 additional**
- **Venice: \$229.00 per person**
 - **Single Person Supplement \$140 additional**
- **Sicily Package Tour: \$1,420.00 per person**
 - **Single person supplement: upon request**
- **Air Fare: \$1,127.00 per person**
- **Total Cost: \$4,195.00 Per Person** (See Note below)
 - Based on double occupancy per hotel room
 - Qty (42) people (maximum capacity)
 - If less than 42 people the prices are subject to change

Note: The final cost may be adjusted based on final participation count, any applicable cancellation penalties, airline flight schedule deviations, exchange rate fluctuations (based on \$1.07 USD to the Euro), applicable taxes and fuel surcharges. Some entrance fees for Sicily Tour exhibits/tours may be an extra cost.

TOUR PACKAGE INCLUDES

Cortina, Italy Jan 28 to Feb 4, 2023 (departure January 27, 2023)

- Air San Francisco to Venice and home from Rome
- 7 NIGHTS LODGING at 4 Star Parc Hotel Victoria, (2) people per hotel room
 - Single Occupancy additional cost, limited supply subject to availability
- LODGING and AIRLINE TAXES
- Breakfast and dinner daily
- Round trip bus transfers from Venice
- Price based on (42) people
 - Price is subject to change if less than (42) people

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Venice Mestre, Italy Feb 4 to 6, 2023

- (2) Nights at the Best Western Hotel Bologna, (2) people per hotel room
 - Single Occupancy additional cost, limited supply subject to availability
- Hotel Taxes and Breakfast Daily
- Transfers to Hotel and Back to Venice Airport
- Price based on (42) people
 - Price is subject to change if less than (42) people

Sicily Package Feb 6 to 13, 2023 (6/13 Return Flight to SFO)

(7) Nights at Hotels per Itinerary (2 people per hotel room)

- Single Occupancy additional cost, limited supply subject to availability
- Hotel Taxes
- Breakfast Daily
- Transfers from/to Palermo Airport and Hotels
- Price based on (42) people
 - Price is subject to change if less than (42) people
 - Minimum of 20 people is required for group booking and price to be determined
- Guided Tours per Itinerary with coach bus
 - Some entrance fees for exhibits/tours may be an extra cost

Sicily Tour Itinerary February 6 to 13, 2023

Day & Date	Itinerary & Services	Inclusions	Overnight & Meals*
Day 1 Feb 6	Arrive Palermo, meet through coach and assistant and transfer to hotel. Remaining of the day is at leisure. <i>Through coach service starts</i>	-Assistant	Palermo
Day 2 Feb 7	Full Day Tour of Palermo & Monreale (8 hours) Today you will visit the historical centre of Palermo. You will admire Via della Liberta and its buildings in liberty style, you will pass by Teatro Massimo, one of the biggest lyric theatres of the world built in neoclassical style completed by the famous architect Ernesto Basile; Teatro Politeama and than proceed to Piazza Bellini to admire Chiesa della Martorana buit in 1149, St. John of the Hermits built between 1142 and 1148 for order of Ruggero II. The annexed monastery was one of the most privileged and the richest of the Norman domination also because it was the seat of the abbot. Continue the visit with the Church of San Cataldo. It was built in 1160 by the admiral Majone of Bari, it was found in its original construction typically Norman. It has little blind arches stretching across the neat exterior with its three characteristic red calotte domes. Lunch at a local restaurant(at own expense) Proceed the visit with Monreale to visit its splendid Cathedral and the Benedictine Cloister.	-Full day guide -Monreale Cathedral -Cloister	Palermo [Breakfast included]

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Day 3 Feb 8	Today transfer to Taormina with a stop in Catania. Catania is an ancient port city on Sicily's east coast. It sits at the foot of Mt. Etna, an active volcano with trails leading up to the summit. The city's wide central square, Piazza del Duomo, features the whimsical Fontana dell' Elefante statue and richly decorated Catania Cathedral. Continue to Taormina, a hilltop town on the east coast of Sicily. It sits near Mount Etna, an active volcano with trails leading to the summit. The town is known for the Teatro Antico di Taormina, an ancient Greco--Roman theater still used today.	-Half day guide in Catania - Half day guide in Taormina -Greek Theater	Taormina [Breakfast included]
Day 4 Feb 9	Meet your private coach and drive to Piazza Armerina where you will meet the local guide in Piazza Armerina visit of the Roman "Villa del Casale" with is 3.500 square meters of the well preserved mosaics. Lunch at a local restaurant in Piazza Armerina (lunch at own expense) Proceed to Catania for a short panoramic tour, than proceed to Taormina. You will meet the local guide in Catania. Continue to Taormina.	-Half day guide Piazza Armerina -Entrance to Villa Casale -Half day guide Catania	Taormina [Breakfast included]
Day 5 Feb 10	Meet your private coach and local guide at the hotel. Transfer to Siracusa. Visit the Monumental Park of the Neapolis: the Greek Theatre, Dionysius' Ear, the Roman Amphitheatre, the Altar of Hiero. The Island of Ortigia: the Cathedral, the Fountain of Arethus and the Temple of Apollo. After lunch departure for Catania, orientation tour of the city and return to Taormina along the Coast of the Cyclops (Acicastello — Acitrezza). In the afternoon excursion by boat to Ortigia Island and visit of Papyri handicraft laboratory. Transfer back to the Hotel.	-Full day guide in Siracusa - Monumental Park of the Neapolis -Boat to Ortigia -Papyrus Museum	Siracusa [Breakfast included]
Day 6 Feb 11	Today drive to Agrigento , known for the ruins of the ancient city of Akragas in the Valley of the Temples, a vast archaeological site with well-preserved Greek temples. On the modern city's outskirts visit the Museo Archeologico Regionale.	-Half day guide -Temple of the Valley -Archeological museum	Agrigento [Breakfast included]
Day 7 Feb 12	Transfer back to Palermo. In route enjoy an Excursion to Segesta and visit of the Doric Temple of the 5th century. Overnight hotel in Palermo	-Half day guide -Segesta Archeological area	Palermo [Breakfast included]
Day 8 Feb 13	Transfer to Palermo airport, Return Flight to SFO	-Coach and assistant	[Breakfast included]

Hotel Dates & Days of Tour	City	Hotel	Rooming
Feb 6 - 7 Day 1-2	Palermo	Eurostars Centrale or similar	TBA
Feb 8 - 9 Day 3-4	Taormina	Excelsior Palace or similar	TBA
Feb 10 Day 5	Siracusa	Mercure Prometeo or similar	TBA
Feb 11 Day 6	Agrigento	Dioscuri Bay Palace or similar	TBA
Feb 12 - 13 Day 7-8	Palermo	Eurostars Centrale or similar	TBA

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Additional Services (Sicily Tour Package)	Included	Excluded
Full time tour manager		X
Through coach: standard size	X	
Whisper headsets		X
Porterage at hotels	X	
English-speaking guides per itinerary	X	
City Tax		X
Tips to guides, assistants, and drivers		X
Anything not mentioned in the itinerary		X

The routings of city sightseeing tours: subject to change depending on opening times and availability.

AIRLINE SCHEDULE

AIRLINE SCHEDULE		FLIGHTS		BOOKED	#POPY88	
<u>DATE</u>	<u>CARRIER</u>	<u>FLT #</u>	<u>ORIGIN. CITY</u>	<u>DEST. CITY</u>	<u>DEPT TIME</u>	<u>ARRV TIME</u>
<u>Departure</u>						
1/27/23	LUFTHANSA	455	San Francisco	Frankfurt	240pm	1025am + 1hr
1/28/23	LUFTHANSA	326	Frankfurt	Venice	1130am	1245pm
2/06/23	ALITALIA	1466	VENICE	ROME	1115AM	1225PM
2/06/23	ALITALIA	1781	ROME	PALERMO	115PM	225PM
2/13/23	ALITALIA	1778	PALERMO	ROME	610AM	710AM
2/13/23	LUFTHANSA	1865	ROME	MUNICH	1100AM	1235PM
2/13/23	LUFTHANSA	458	MUNICH	SAN FRANCISCO	445PM	735PM

PLEASE NOTE THE FOLLOWING INFORMATION CONCERNING YOUR AIR SCHEDULE:

- Air schedule is current as of contract date. The schedule is subject to change by the air carriers without notice. We will inform trip leaders of any significant schedule changes (i.e. over 20 minutes).
- Federal, state, and local governments, as well as airlines, may impose additional airport, passenger facility charges, fuel surcharges or other taxes at any time as well as lodging taxes, surcharges, and fees. These taxes, fuel surcharges, and fees are the responsibility of the ski club.

AIRLINE TERMS (NAMES ARE DUE: 12/05/22)

Tickets must be physically issued by Snow Tours, Inc no later than 45 days before travel as required by the airline.

- No changes are permitted to an itinerary or name once tickets have been issued. (Tickets may be changed, per the carrier's discretion, in the event of the death of an immediate family member or with a medical note from a doctor.) Name changes after ticketing will incur a minimum fee of \$300.00 per change.

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- No frequent flyer upgrades will be permitted. Snow Tours, Inc will not be held responsible for non-credit of frequent flyer miles
- Individual deviations from the group's itinerary must be made in writing and are considered waitlisted until confirmation is received from the airline. Deviations will require a \$200.00 surcharge per person per change. Deviations must be booked prior to ticketing. A maximum of (2) of passengers will be allowed to deviate.
- Airline baggage requirements are strict; specific information on your airline's conditions will be sent in due time. Portage of luggage, skis, etc is not included by Snow Tours, Inc. Baggage weighing more than 50lbs but less than 70 lbs will be assessed a penalty amount. Baggage weighing more than 70 lbs must be shipped as cargo through a freight forwarder prior to departure. SnowTours will not be held responsible for any baggage charges assessed by the airlines.
- **IMPORTANT NOTE:** International flights require the passenger's airline ticket name to **EXACTLY MATCH** the passport name (i.e., no nicknames).

Tickets are **Non-Endorseable, Non-Transferable,** and **Non-Refundable** once they have been issued. Tickets are only valid for travel on the carrier noted above. Reconfirmation of group space by the ski club required 120 days before departure or the space automatically reduced by the airline by 50 percent.

Air Line Cancellations: (See Airline Schedule)

- **Cancellations up to October 25, 2022: NO Penalty**
- **For Total Cancellation 90 days to 31 days prior to departure**
 - **Penalty \$100 per seat cancelled for United and Lufthansa each.**
- **For Total Cancellation within 31 days: Penalty 100% of the fare.**
- **For Partial cancellation 90 days to 31 days prior to departure**
- **10% of seats can be cancelled Without penalty. Over and above, penalty is \$100 per seat cancelled. If the entire group air is cancelled prior to 91 days before departure, with all carriers, total cancellation penalty is \$1000.00**
- **For Partial Cancellations within 31 days: Penalty 100% of the fare.**
 - **Complete name changes after ticketing will be considered a cancellation**

Tickets are **Non-Endorseable, Non-Transferable,** and **Non-Refundable** once they have been issued. Tickets are only valid for travel on the carrier noted above. Reconfirmation of group space required 120 days before departure or the space automatically reduced by 50%.

- Please note that airline general reservationists cannot accurately give information concerning your group's unique contract provisions.

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If the group falls below 10 passengers, the guaranteed group fare is no longer applicable. All remaining passengers can be charged the applicable published fare. Comp airline tickets will only be listed in the trip leaders name. Passport information is required (passport number, nationality, and date of birth.

No Shows, late arrivals and early checkouts will be charged for the full amount of the ticket.

Seat Assignments: SnowTours has no control over seat assignments.

LAND CANCELLATION POLICIES

- **Hotel Parc Hotel Victoria:-Cortina**
 - Required Deposit of \$500.00 Per Person USD BY JULY 18, 2022
 - From contract signature to 91 days prior to arrival: No penalty
 - From 90 days to 31 days prior to arrival: Penalty 40% of total invoice
 - Within 30 days: Penalty 100% of total invoice
- **Hotel Bologna in Venice**
 - Cancellations up to 91 days prior to arrival: No penalty
 - Cancellations that exceed 90 to 61 days: 50% penalty
 - Cancellation 60 to 31 days of arrival: 75% Penalty
 - Cancellations 30 days prior to arrival and no show: 100% penalty
- **Sicily Program (Hotels)**
 - From contract signature to 91 days prior to arrival: No penalty
 - From 90 days to 31 days prior to arrival: Penalty 40% of total invoice
 - Within 30 days: Penalty 100% of total invoice

General Requirements

- Reservations will be cancelled automatically and without note if payment is not effected in time.
- In case payments are delayed, interest may be charged
- Rooming list required 45 days before arrival. Rooms will be dropped and deposits forfeited if rooming list not received
- Bus transfers are quoted per unit based on passenger numbers as listed in the quote. If the group size drops below contracted levels, the trip cost per person may increase.
- The Organization agrees that Snow Tours, Inc is to be held harmless in matters regarding damage to property occupied or used by the Organization. The group leader or individual guests may be asked to make a credit card available to be used as a guarantee for individual group members/ incidentals/damages, or any charges incurred by said individual, in the event the individual group member fails to provide the front desk with a credit card required at the time of check-in.
- It is the responsibility of each individual participant to pay for incidentals that they incur.

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- **NO REFUNDS** will be given for changes made by trip participant after trip departure (including cancelled hotel reservations and tours).
- If group prefers to use a credit card for payment, there will be a 4% surcharge added to the total amount due.
- A ski group is defined as everyone flying from the same location on the same carrier on the same date, ie., the exact same itinerary.
- Deviations will reduce the group block and may result in penalties and reduce the value of the group discount
- Single rooms must be pre-approved by the tour operator in advance due to limited availability.
- No shows, late arrivals and early checkouts will be charged for the full amount of the reservation.

Payment Schedule and Amount Due Per Person

Due Date	Payment Type	Amount per Person for Double Occupancy Room	Additional Amount for Single Occupancy Room
7/18/22	Initial Deposit	\$500.00	
9/15/22	2 nd Payment	\$1,231.00	\$550.00 Cortina
11/01/22	3 rd Payment	\$1,231.00	\$229.00 Venice
12/01/22	4 th Payment Balance Due	\$1,233.00	Upon Request

Single Room Occupancy is very limited and subject to availability.

NOTE: Final Balance Due payment may be adjusted based on final participant count, any applicable cancellation penalties, exchange rates, and applicable taxes and fuel increases.

PAYMENT TERMS, MAILING ADDRESS

- **Checks are to be made payable to Snow Tours, Inc.**
- **Mail Checks to:** Mark Woltering (BVSC), 1030 Natwick Way, Brentwood, CA 94513
- The Bear Valley Ski Club Waiver and Indemnity Agreement Must Be Signed and included with the Deposit Check and a current member of the Bear Valley Ski Club 2022/2023.
- Snow Tours, Inc does not routinely accept credit cards as payments on group trips. Upon special request, we may elect to accept individual payments by credit card, however, we reserve the right to charge a processing fee of up to 4.0 %
- Payments received in our office after the due dates may be subject to a \$20.00 late fee or 1.5% Per month of the amount due whichever is greater. Moreover, late payments to our suppliers can cause cancellation of the space by the supplier. We will not be held responsible for any cancellations by suppliers in such cases.

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- No travel documents will be sent until the account has been fully paid. All documents will be sent to one address as requested by the group leader. Documents sent to additional addresses will be assessed a \$10.00 shipping and processing fee per address.
- SNOW TOURS, INC MUST HAVE ALL DETAILS AS TO DESIRED DATES FOR DOCUMENT DELIVERY NO LATER THAN 60 DAYS PRIOR TO DEPARTURE DATE. IF SUCH INFORMATION IS NOT FORTHCOMING, DOCUMENTS MAY BE DELIVERED LATE.
- Communication to our office from individual passengers will not be allowed. Individual deviations will be coordinated by the trip leader
- EXCHANGE RATE FLUCTUATIONS:- Your land package price is quoted in US dollars based on an exchange rate of 1.07 USD to the Euro. If the price for the Euro declines at the time of payment, you will be reimbursed the difference. On the other hand, if the exchange rate increases at the time of payment the time the final payment is due, the cost for the lodging and bus transfers will be increased accordingly.

RESPONSIBILITY STATEMENT

The payment of the required deposit or any partial or full payment for a reservation on a tour shall constitute consent to all provisions of this contract. These provisions are hereby incorporated by reference of this disclosure notice, and passengers are advised to take note of them.

Snow Tours, Inc is the principal tour operator and is responsible to the participants for all arrangements and for all tour services and accommodations offered in the tour. Snow Tours, Inc, its agents, servants and employees shall not be responsible for personal injuries or property damage, loss or delay, or change of itinerary incurred by any person or tour participant arising out of the act of negligence of any direct or supplemental air carrier, hotel or other persons rendering any of these services, or accommodations being offered in these tours: nor shall Snow Tours, Inc be responsible for any injuries, death, damage, loss or delay in any means of transportation or by reasons of any event beyond the actual control of Snow Tours, Inc, or of any agent or supplier or due to force majeure. The right is reserved to decline or accept or to retain any person as a member of a trip, or to cancel a trip.

Participation in this tour and skiing is at your own risk.

If the contract between Snow Tours, Inc and the passenger, on the one hand, and/or the contract between Snow Tours, Inc and the designated carrier, on the other hand, is cancelled by the tour operator for any reason whatsoever, all partial or full payments made for the trip will be refunded in their entirety, without further obligation on the part of the tour operator.

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The right is reserved to substitute hotels for other hotels of similar category or change schedules should the circumstance so demand with notification to the organization, if time permits. In the event of a change in the itinerary necessitated by factors or conditions beyond the actual control of Snow Tours, Inc, no refund can be made nor will credit be allowed, provided that, in the event of such change in itinerary, Snow Tours, Inc shall provide accommodations and services of comparable quality and standards.

Any such change shall not modify the cancellation provisions. No credit will be allowed or refund given for any services provided in the Itinerary and Conditions list should any such services not be utilized by tour members.

COVID 19 -- Should the group or individual sign this agreement, at the time the government has travel restrictions in place and as long as those restrictions stay in place, the group may cancel this agreement without penalty. All money received exclusive of air will be refunded to individual guests. Should travel restrictions be lifted, the group will have two weeks from the date of that lifting to adjust their room block downward without penalty, but must still maintain group minimums (8 guest rooms). The group may increase the room block subject to availability and in accordance with group pricing policy. Should the present restrictions be lifted, followed by new travel restrictions, the group may terminate this agreement without penalty.
At this time airlines giving comp tickets for future travel.

I, agent, do hereby accept the foregoing terms of this agreement.

Name (print): _____

Signature : _____

Date: _____

Name (print): _____

Signature : _____

Date: _____

Please Sign with RED or BLUE INK
Each Person Attending the Trip Must Sign This Agreement

Include the Original Signed Last Page of this Contract along with

- **Bear Valley Ski Club 2022-2023: General Release, Waiver and Indemnity Agreement**
- **Snow Tours Reservation Form** (2023 Ski Cortina d' Amprezzo with Extension Trip to Venice and Sicily)
- **Reservation Deposit Check**