



Beaver Creek®

**NBS Eastern Region Early Season
Warm-Up Ski/Ride Trip**

December 3-9, 2017

**Group Leader Information Package
July 2017**

Why Beaver Creek????

- ❄️ **It Works for the World Cup, Maybe It'll Meet Our Standards, Too.** When surveyed about their favorite place to compete, World Cup racers chose Beaver Creek. Each year, athletes and spectators migrate there for the infamous *Birds of Prey (Men's)* and *Raptor (Women's) World Cup* races. As ski racers are known to be a little particular, there must be a reason they like it so much. We'll soon find out!
- ❄️ **LOTS of trails.** Beaver Creek's is home to more than 1,800 acres of skiable terrain and a 3,340 foot vertical rise. The resort has 25 lifts and 150 different trails to make every trip down the mountain an adventure. With so much terrain, any skier or rider can stay entertained for days on end within our boundaries.
- ❄️ **Bumpy de Bumps.** Calling our EXPERTS! Beaver Creek has some of the best black and double black bump skiing in North America, plus steep extreme back country style terrain served by lifts, so NO HIKING REQUIRED. In other words, you can hit as soon as you jump off the lifts...no need to catch your breath. IS IT OPEN IN DECEMBER
- ❄️ **Accessibility.** Easy in and easy out as the resort is approximately 107 miles from the Denver Airport. In other words, just about a two hour drive (weather permitting). It's even closer to Vail, CO's Eagle (EGE) Airport – just 33 miles -- however, flights into EGE may be limited in December. That said, it's still close enough to squeeze in an extra day on the slopes if you'd like. Go for it!
- ❄️ **Looking for Fresh Pow Pow?** If so, you've come to the right place. Each day, Beaver Creeks lists which trails have been recently groomed on its website so you can choose the freshest snow out there.
- ❄️ **Live Like A Baller (At Least For A Week).** Some will say that Beaver Creek was built with one goal in mind --- to provide the ultimate guest experience. Can you say heated sidewalks? How about elevators instead of stairs in/out of the village, so no need to walk sideways (we've all been there). And, let's not forget free family activities, slipper kiosks that allow you to trade your boots for something more comfortable (in certain locations) and much more!
- ❄️ **Cookies!** Every day at three o'clock is cookie time in Beaver Creek. Resorts chefs serve over 495,000 freshly-baked cookies each year! So, get ready to meet the Cookie Monster.
- ❄️ **We're Still About That EPIC Life.** EPIC pass holders can maximize value by getting more days on the snow. Join us at ESWU and we'll ALSO see you at the Summit. Ski/ ride all year, all over!
- ❄️ **Support Those That Support Us.** Beaver Creek and Vail Resorts are working to be great NBS partners. The resort is offering great discounts and providing generous support for our scholarship efforts. Be on the lookout for some fun and new exciting fundraisers!
- ❄️ **Like 50 Cent Said, It's Our Birthday!** This year, the Early Season Warm-Up, Early Out or whatever YOU like to call it, turns 20! Can you believe it? We're working on some special treats, so you don't want to miss it!

Bottom line, there's a reason people NEVER miss this trip. Join us and find out why. More questions? No problems. Please reach out to any member of the ESWU Team at eswu2017@nbser.org. We'll follow up quickly. See you on the slopes!

Key Trip Leader Contacts

Sports America

(Primary) Colten Dawsom -- Phone 707.791.3206 -- Email colten@sportsamerica.com

(Secondary) Mike Hibbard -- Phone 707.791.3208 -- Email mike@sportsamerica.com

FYI: Colten will serve as Group Leader's initial point of contact. He will be assisted by Sports America President/CEO Mike Hibbard.

NBS Eastern Region

Kimberly King, Director

NBS Eastern Region

Mobile: 404-550-0954

Email: erdirector@nbser.org

ESWU Planning Team: Ray Campbell, Kimberly King and Jeff Thomas

Team Email: eswu2017@nbser.org

Registration/Donation

This NBS Early Season Warm-Up Ski/Ride Trip (ESWU) serves as a fundraiser for the NBS Eastern Region. The ESWU Planning Team works closely with the mountain and other partners to provide value for each trip participant.

To help defray some event costs, each participant will be assessed a Registration Fee (see dates below for rate). Senior rates are not applicable. New youth rates apply to participants ages 18 and under.

DATE RANGES	NOW – November 1, 2017 Regular	November 2 – ONSITE Late/ Onsite
REGISTRATION RATE	\$40 per person	\$50 per person
NEW Youth REGISTRATION RATE	\$20 per person	\$25 per person
TRUE Never Ever REGISTRATION RATE	Complimentary (Value - \$40)	\$10 per person

All fees are payable online via the Sports America portal. If your club/ group would prefer to send a check for Registration Fees only, please mail to the address below.

Kimberly King

Attention: ESWU

3645 High Point Lane, Atlanta, GA 30331

For OVERNIGHT PACKGAGES: If mailing information OVERNIGHT, please send packages without SIGNATURE REQUIREMENT. Thanks for your consideration!

Trip Leader Incentives/ Notes

REGISTRATION INCENTIVE. The 1st NBS member club with 25 or more advance paid registrants will receive a complimentary 5-day lift ticket. Sign ‘em up folks!

LODGING INCENTIVE. Sports America will provide a **1 per 20 pillow comp**, based on minimum occupancy. Group must have at least 20 paid pillows to qualify. Then, the 21st pillow is free. The value of the pillow comp will be calculated based on minimum occupancy as follows: **Hotel Room – 2 pillows, Studio or 1 BR – 2 pillows, 2 BR– 4 pillows and 3 BR – 6 pillows.**

LIFT TICKETS. Clubs will earn a 1 single day lift ticket for every 25 paid lift tickets purchased by your group. Earned complimentary lift tickets will be accrued to the Region. Earned comp lift tickets will be distributed to Club Trip Leaders on the first day of the event.

OFFSITE LODGING. Members choosing to stay in time shares or non-contract lodging will NOT BE assessed an additional “offsite fee,” however, these guests will incur a \$25/person fee to attend the Welcome Party. Information pick-up can be handled outside of the event as needed. **Stay tuned for additional information here.**

UPDATE Never Ever Program For Skiers/Riders. Specific details around the Never Ever program will be provided in early September. In an effort to make the trip as affordable as possible for first timers, event registration fees will be waived (\$40/person). We’re also allocating Eastern Region funds to help cover other costs (TBC). **Stay tuned for additional information here.**

TRIP MARKETING EFFORTS -- We want the ESWU to SELL OUT! To assist with these efforts, a promotional flyer (see ATTACHED JPEG), special Website and Facebook Event Pages have been designed. Use these tools to promote the trip. Please note that information will be shared with Trip Leaders before it is shared via social media.

Website	www.nbser.org AND http://www.beavercreek.com/the-mountain/the-mountain-winter.aspx
Facebook	NBS Eastern Region AND ESWU Trip Event pages
Beaver Creek Social Media	Facebook , Twitter , Instagram and YouTube
Hashtags	#ESWU20 and #NBSER

Other

❄️ **Resort Fact Sheet** -- <http://www.beavercreek.com/the-mountain/the-mountain-winter.aspx>

❄️ **Trail Map** --

http://www.beavercreek.com/~/_/media/beaver%20creek/files/maps/bc%20fy17%20winter%20trail%20map.ashx

❄️ **ESWU Trip Website (via Sports America portal)** -- <http://nbser.sat.tours/>

Trip Leader Notes

Lodging

Sports America – Beaver Creek Lodging Overview

<https://www.sportsamerica.com/lodging/beaver-lodging.php>

Minimum 4 night stay required to receive group rates. Room rates are per person and all inclusive.

Property Description	Full Week (Shared)	Full Week (SS)	Half Week (Shared)	Half Week (SS)
Charter 2BR/2BA	492.10/pp 4 occupants/unit	984.20/pp 2 occupants/unit	370.00/pp	740.00/pp
Borders 2BR/2BA	470.21/pp	940.42/pp	354.44	708.88/pp
Borders 3 BR/3BA	478.23/pp	956.46/pp	N/A. Priority given to full week	

- Based on Trip Leader and Participant feedback, we reduced the number of property options and selected lodging that kept everyone adjacent. Both properties are located in the resort's Beaver Creek Village – the most centrally-located with access to the most desired amenities.
- Recommended properties are The Charter (Ski In/ Out via Access trail) and Borders (Ski-In/ Ski Out).
- If your club is interested in OTHER properties, please contact Colten at Sports America to discuss their access to discounted rates.
- Room styles range from hotel to 3 BR units. Many of the 2BRs offer the preferred K/ QQ or K/TT bedding option, HOWEVER, bedding is not guaranteed.
- Check-in at 4PM and check-out at 10AM (Borders)/ 11AM (Charter).
- Half Week = Dec. 5-9, 2017. Prices below reflect ALL taxes and fees.
- Non-Standard Lengths of Stay -- For stays outside of the "normal" full and half-week option, The Charter has pricing available for Lodge Rooms (Hotel Room/ Condo Lock-off), 1 BR and 2 BR units. 2 nights is the minimum stay for discounted lodging. Participants must book and be responsible for entire unit cost if needed.
- To determine full week pricing, divide Full Week Price by 6 and add the per night price.
- Welcome Party for guests staying at NBS properties. Others may attend at a rate of \$25/pp.

Lodging No Snow Policy

- The parties shall observe a no-snow policy, which shall go into effect **FORTY-EIGHT (48) hours** prior to the Group's arrival date and will remain in effect through the day of arrival. This "No Snow" policy shall be determined by snow conditions at Beaver Creek.
- The no-snow policy goes into effect if any one of the following Park City Mountain lifts are not scheduled to open due to lack of snow:
 - Centennial Lift
 - Cinch Lift
 - Strawberry Park Lift
 - Birds of Prey Lift
- If **any** of the above lifts are not scheduled to open due to lack of snow – the lodging reservations will be fully refundable if cancelled. If all of the above four lifts are open, then the regular cancellation policy shall apply.
- It is the responsibility of Sports America to advise the NBS-ER and ALL participating clubs of the snow conditions.

Parking Fees

Complimentary Parking passes available at check in if needed.

Payments

Payments will be collected directly from participants when they sign up for the trip or from individual clubs.

Club Rooming Lists

Room list is due to Sports America via email 30 days prior to arrival.

Porterage

Not included in package and will vary per property. Estimated rates should not exceed \$10/person each way.

Security Deposit

A credit card deposit is required by participants upon check-in of each unit to serve as security deposit.

Key Contract Dates, Fees and Related Information

Individual Club Deposit Schedule. Sports America will ask that each club provide a \$500.00 non-refundable deposit within 30 days of contract signing.

Secondary deposit of \$500.00 per club, will be due at 90 days out; balance at 30 days prior to arrival.

Room Reservation Process

From the moment the NBS affiliated Club's reservation is accepted, we will be holding the contracted guest room block for the use of your attendees.

This list should include guest name, requested type of room, check-in and check-out dates and any applicable VIP status. Any requests for special room arrangements should be indicated on the rooming list. **Sports America cannot guarantee bedding.**

Room List

In order to assign individuals to specific rooms, room reservations will be required. A rooming list is required in order to facilitate attendees' accommodations, and it must be provided to the Resort by Friday, November 1, 2017.

This list should include guest name, requested type of room, check-in and check-out dates. Any requests for special room arrangements should be indicated on the rooming list. **Sports America cannot guarantee bedding.**

Roll-A-Way Beds

Rollways may be requested at an additional charge, based on availability. This information will be updated shortly upon receipt from each property. If you have questions, please let us know.

Bedding

As is the practice, we will make every effort to honor bedding requests, however, please note (and, share with your trip participants) that specific bedding **CANNOT BE GUARANTEED.**

Billing Procedures

Any and all charges which are the direct responsibility of the individual attendee must be paid in full upon departure either by check, cash, or credit card. At least thirty (30) days prior to arrival, Sports America must receive notification outlining any special billing arrangements, including the names of those person(s), if any, whose guest room accounts are to be charged to the Group's Master Account, the name of the person(s) who have the authority to post charges to the Master Account and the name and address of the individual who is to receive the Master Account bill.

Lift Tickets

Lift ticket orders must be signed and completed by the Region or Club and paid for by November 1, 2017. No more than 10% of the total order may be refunded after original purchase.

Ticket Type	Adult	Child	Senior
1 day	122.00	84.00	112.00
2 day	236.00	162.00	226.00
3 day	324.00	225.00	314.00
4 day	396.00	272.00	386.00
5 day	460.00	315.00	450.00
6 day	510.00	354.00	500.00

- Lift tickets are valid at Beaver Creek, Vail, Breckenridge and Keystone resorts.
- Lift ticket comps are earned at 1/20 rate – in other words, the 21st lift ticket day is free.
- Lift tickets will accrue to the Region and will be distributed to each club.

Comp Lift Ticket Policy

Vail Resorts will offer NBS Eastern Region a 1 complimentary lift ticket for tickets for every 20 paid lift tickets purchased by NBS participant. Earned complimentary lift tickets will be accrued to the Region. Individual clubs will receive earned “comp” lift tickets at the start of the event.

Lift Ticket Refund Policy

Vail Resorts will allow a return on lift tickets up to no more than 10% of the total lift ticket order. Comp lift tickets have no monetary value so even if participant is injured on trip they are non-refundable. Any partially used lift tickets are non-refundable. Some exceptions may apply if a valid doctor’s note is provided and only if participant was injured on the trip. Any unused lift tickets or partially used lift tickets with doctor’s note must be given to Sports America and refunds will be processed.

Road Trip Day. Plans are in place for a Vail Day. The Trip Team is amenable to Club Trip Leader Feedback in the event you’d like for us to consider other options. As a reminder, Beaver Creek lift tickets are GOOD at Vail Resorts.

Ski/Ride School

Beaver Creek prides itself on a world class ski/ride school program for beginners all the way up to experts. Pricing for ski school, including “Never Ever” rates will be available in September.

1 Day Adult	2 Day Adult	3 Day Adult	4 Day Adult	5 Day Adult

Lessons Refund Policy

Beaver Creek Ski School requires any lesson cancellations occur 48 hours prior to the trip start date of December 4. Individuals must pick a specific day for the lesson to be booked. This is so Beaver Creek Ski School can staff according to the demand and be prepared for NBS participants. Lessons may be cancelled due to illness with appropriate medical documentation.

Comp Policy

- Earned Comp Lodging Policy. One complimentary trip per 21 pillows sold (22nd free).
- Lift **Comp Lift Ticket Policy**. 1 per 20 comp lift tickets to be accrued as single day and to be accrued to the Region.

Racing

- More information will be provided regarding racing. Follow up discussions with resort are slated for August 2017.

Other

- “No snow” clause applicable if any one of the four lifts are not operational – Centennial, Cinch, Strawberry Park and Birds of Prey. 100% lodging refund available.
- Packages may be sent – applicable to storage fees and weight limits.
- Clubs that pay with check will receive 3% rebates. Credit card payments subject to 3% processing fees.
- No outside food for events held onsite at lodging properties.
- Easy access to town of Avon, CO – just outside the BC Gates.
- Resort offers Dial-A-Ride (less than \$5), Resort shuttles and complimentary guest parking at lodging.

AIR & GROUND TRANSPORTATION/ EQUIPMENT RENTAL INFORMATION

TO BE PROVIDED UNDER SEPARATE COVER

Disclaimer

Resort and Mountain operations, programs, activities, hours of operations, locations, and services may change at any time, with or without notice. Please verify all information with your Conference Service/Catering Manager prior to arrival.

APPENDIX: Detailed Lodging Descriptions



Borders Lodge offers a unique combination of seclusion and convenience. This elegant ski-in/ski-out property lies just steps from the Elkhorn lift and within walking distance to the heart of Beaver Creek Village. Its unique hillside location affords spectacular views of Beaver Creek Mountain to the south and the rolling fairways of Beaver Creek Golf Course to the north. The updated interior common areas include red birch woodwork, custom granite selections, wool carpeting and slate tiling to enhance the look and feel of a sophisticated mountain lodge.

Marrying the comfort of a private residence with the personal service of a fine hotel, The Borders lodge offers a front desk, daily housekeeping, private underground parking and complimentary on-demand shuttle service. Additional resort amenities include an outdoor heated pool, two hot tubs, private ski lockers and a group meeting room. Each accommodation at The Borders Lodge- from deluxe studio units to 4 bedroom condos- is individually owned, tastefully decorated and amenity filled. Every unit offers complimentary high-speed Internet access, plush robes and Aveda bath amenities. The condominiums also include a full kitchen, washer/dryer, gas fireplace and a private balcony or patio.



The Charter at Beaver Creek is located ski-in ski- out and walking distance to the Beaver Creek Village. These luxury units range from 1 to 5 bedrooms and lodge rooms with space for 4 guest. The units come with full kitchens, in unit laundry facilities, fireplaces, and free internet access. Extra amenities at the charter include a game room, gym/fitness center, indoor/outdoor hot tubs and pools, on-site restaurant, on-site bar, and ski lockers. Guest staying at the Charter can enjoy the private shuttle around Beaver Creek.

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