
Proposal

for

Royal West Academy Stoneham Ski Trip

January 31 – February 2, 2024



OCTOBER 20, 2023

Ski Evolution Inc.

4435 rue Kingston, Pierrefonds, Qc H9A 2T2

Prepared by: Gordon Roy

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Proposal – Royal West Academy Ski Trip – Jan.31-Feb.2, 2024

Submitted to : Ms. Caroline Belina

Email : Cbelina@emsb.qc.ca

Phone : 514 489-8454 W 514 885-6082

Address : 189 Easton, Montreal West, Qc H4X 1L4


Group size approx. : **120 students, 6-8 teachers = 126-128 total** approx. (3 buses)



TRANSPORTATION




Bus type: Deluxe coach	Bus capacity: 56 seats	Departure time: 08h00	Return time: 18h45
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LODGING

Name of complex	Lodging format	Occupancy
<i>Hotel Stoneham</i> 610, ch. Hibou Stoneham-Tewksbury 418 848-2000 	Hotel rooms with two queen beds Males on one floor, females on the other floor	Students: 4 per room Teachers: 2 per room



BASIC ITINERARY (3 days, 2 nights)

<p>Day 1: January 31 08h00 Depart Mtl. for Stoneham 13h00 Ski at STO (13h30-16h30) Evening activity</p>	<p>Day 2: February 1 09h00-16h00 Ski (day only) Evening: Tubing at Village Vacances Valcartier</p>	<p>Day 3: February 2 09h00-14h30 Ski (day only) 15h00 Depart STO to Montreal Arrival back in Mtl at 7:00 pm approx..</p>
		

PACKAGE COSTS

Package cost per student (incl. taxes)	# Students/bus	# comp packages	# chaperone rooms
\$620.00	40	1:15	4

Includes:

- Two nights lodging (based on a minimum 4-students per room)
- Three days skiing at Stoneham Mountain Resort
- Ski and snowboard instruction (12 hours)
- Transportation by deluxe coach bus (based on a minimum 40 students/bus)
- Bus driver gratuity (customarily a driver will be given a \$150-\$200 tip)
- Meals (2 breakfasts, 2 lunches, 2 suppers)
- Tubing at *Village Vacances Valcartier*
- One free package per 15 paid for the teachers
- Services of a Ski Evolution Guide
- All taxes

EXTRA COSTS

- Meals other than specified.
- The package cost is based on a minimum 40 students. If the group size is less than 40 students, added costs may apply to cover transportation cost shortfalls.
- The package cost is based on a minimum 4 students per room. If the number of students per room is below 4, then extra costs may apply
- Extra teachers in excess of the 1:15 comps will cost \$450 ea.

RENTAL COSTS

Equipment type	Rental duration	Costs (incl. taxes)
Skis or snowboard	3-days	\$102
Helmet	3-days	\$27

Note: Skis c/w boots and polls, snowboards c/w boots. Goggles not available.

TERMS and CONDITIONS

Registration Cut-off

- Online registration will close on Friday November 17, 2023. Both Royal West Academy and/or *Ski Evolution Inc.* reserve the right to cancel the proposed ski trip should there be a lack of interest from the students and the budget is not sustainable.

Payment

- One payment IN-FULL is required at time of registration. Clients can pay by credit card (Visa or Mastercard) which can be directly entered during the online registration or by cheque payable to Ski Evolution Inc.. A 2.9% service fee will apply for clients paying by credit card (this fee will be shown to the client when they select their payment method with the online system). Clients wishing to avoid credit card service fees can pay by cheque.

Cancellation Costs for the Entire Group

- If the entire group is cancelled before December 1, 2023 – there will be no penalties (i.e. due to a lack of participation).
- Cancellation requests received after December 1, 2023 but before December 20, 2023 will be subject to a cancellation cost of \$5200.00
- Cancellation requests received after December 20, 2023 will be subject to a cancellation cost of \$10,400.00

Cancellation Insurance for students

Travel cancellation insurance is NOT included in the package cost as per the RFQ which states:


Assurance voyage :

Le soumissionnaire devra proposer des prix sans assurance voyage puisque celle-ci est couverte par la Commission scolaire English Montreal.

Deadlines for information to be sent by RWA trip organizers to Ski Evolution Inc.

October 2023	Finalize contract, prepare promotional materials
November 2023	Promote and sell the trip (ideally just after Thanksgiving)
November 17, 2023	Online registration completed
December 1, 2023	Cut-off date to reduce rooms without risk of penalty
December 1, 2023	Send ROOM LIST, RENTAL LIST and LESSON LIST

À compléter par l'agence :

Nom de l'agence :	Ski Evolution Inc. / R.R. Ski School
Représentant :	Gordon Roy
Adresse :	4435 rue Kingston, Pierrefonds, Qc H9A 2T2
Téléphone	514 626-6240 Bureau 514 919-6241 Cel.
Courriel	gord@skievolution.com
Signature du représentant autorisé	
Date	18 octobre, 2023

Acceptance

If you would like to officially proceed with the proposed ski trip and you accept the pricing, trip design, and Terms & Conditions, please return a copy of this Proposal with initials on pages 1 to 5 and a complete signature on page 6. Please email a scanned copy to gord@skievolution.com

The proposed ski trip is based upon availability at the time you confirm your group would like to proceed. There are no guarantees until such time that Ski Evolution Inc. receives a signed copy of this Proposal and confirms over the following 48 hours that the suppliers can fulfil your needs (i.e. coach bus availability, lodging availability).

Approved and authorized by Royal West Academy:

Name: (Print) _____

Title: (Print) _____

Signature: _____

Date: _____

ROYAL WEST ACADEMY Grade 8 Ski Trip Itinerary 2024

January 31 – February 2, 2024

Wednesday Jan.31

- 07:30 Arrive at Royal West Academy
- 08:00 Departure from school
- 11:30 Arrival at Stoneham. Check in to rooms or put bags into storage
(3) Stoneham Mountain Guides to help with bus unloading, directing students to the Tewksbury Rm., rentals and directing students to lessons.
- 12:00 Lunch in the Tewksbury Room. Bring from home.
- 12:30 Pick up skis in the rental shop (if necessary)
- 13:15 Division of students into ski groups. Meet at the coral.
- 13:30 Ski lessons. Meet at the coral. Lessons finish at 16:30
- 16:30 Ski equipment into storage. Return to rooms to unpack.
- 18:00 Dinner in the cafeteria
- 19:00 Night skiing (7:00 – 8:30 PM)
- 20:30 Return your equipment to the ski storage room.
- 20:45 Return to your hotel rooms
- 21:00 Lights out

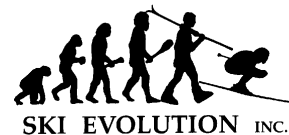
Thursday Feb.1

- 7:30 Wake-up
- 8:30 Breakfast in cafeteria
- 09:30 Ski lessons
- 12:00 Lunch in the Tewksbury Room
- 13:00 Ski lesson
- 15:30 Ski equipment into storage
- 16:30 Dinner in the Tewksbury Room
- 17:15 Departure for *Village Vacances Valcartier*
- 17:45 Tubing/Rafting at Village Vacances Valcartier. Closes at 8pm.
- 20:00 Return to Stoneham
- 20:30 In rooms (begin packing bags)
- 22:00 Lights out

Friday Feb.2

- 7:00 Wake up
Packing and clean-up of rooms
- 8:00 Baggage into storage
- 8:30 Breakfast in the Cafeteria
- 9:30 Ski lessons
- 12:15 Lunch in Cafeteria
- 13:00 Ski lesson (1.5 hours)
- 14:30 Ski equipment returned to the rental shop
- 14:45 Load the buses
- 15:15 Departure for Montreal
- 18:45 Arrival at Royal West (approx.)

www.rodroy.com/rwa8



CARTE DES PISTES + TRAILS MAP

