



Corporate Program Guidelines 2011-2012 Winter Season

Purpose

To allow companies, corporations or associations, of fifty (50) or more employees or members, to offer their employees and immediate families the opportunity to purchase special priced lift tickets at Sugarloaf and Sunday River ticket windows.

Benefits

For Representatives and Companies

- No cost for participation and involvement.
- Lower priced lift tickets for employees and their families at participating resort.
- Complimentary lift tickets may be earned by the corporate representative each month, November through April.
- Easy to manage and use!

Incentive - Monthly Complimentary Tickets

One (1) complimentary lift ticket will be issued for every **\$1000.00** of lift tickets purchased by employees/members at participating resorts using corporate vouchers.

- Each month the unused or unmet balance of each corporation's account will be carried over and used as the starting point for the following month. A report will be posted on the Sugarloaf and Sunday River web sites under the Corporate Discount Program.
- This monthly report will be posted by the 7th of each month for the previous month's usage. Simply go to the site to see how many of your vouchers were used, your account balance, and the number of complimentary tickets to be issued.

Account Management

All applications, questions, and information requests should be directed to the Sugarloaf/Sunday River program manager. We will be sending all corporate participants special offers throughout the 2011-2012 season to further enhance their skiing experience at Sugarloaf and Sunday River resorts. Your vouchers are valid at Sugarloaf and Sunday River. Any questions/concerns or inquiries from employees/members should be directed through the company/organization representative and forwarded to the program manager. All communication between company/organization and resort will go solely through the company/organization representative.

Enrolling In the Program

Simply complete and return the enclosed sales agreement or sign up online. Be sure to circle the quantity of **Corporate Vouchers** that your company will need. When completed, email, mail or fax it to the program manager as listed on the bottom of the sales agreement.

Advertising

The participating company must agree to display the Corporate Discount Program and related information on company information bulletin boards, advertise the availability of **Corporate Vouchers** in inter-company newsletters and the like, and make available any additional promotional pieces for Sugarloaf and Sunday River.

Receiving Vouchers

Upon receipt of the initial sales agreement, the program manager will process the order and send out the vouchers within seven (7) days after we receive your sales agreement by UPS or Priority Mail. Our goal is to have vouchers in your possession by mid-December when ticket window pricing is at full retail.

Additional vouchers will be sent out within seven (7) days after we receive your reorder agreement. To ensure proper personnel receive them, the **Corporate Vouchers** will be sent to the representative at the company mailing address on the sales agreement. If you have a mailroom, receiving room or other office where mail arrives, please make arrangements with that department or office for immediate pick-up or delivery.

Reporting Lost or Stolen Vouchers

In the event that a voucher gets stolen or lost while in the possession of an employee, it is their responsibility to immediately report this to the company representative. The company representative must then contact their program manager at the number listed below. Please tell them the name of the participating company and the identification number of the corporate vouchers that are missing so it may be properly removed from the system.

Distribution of Corporate Vouchers

Corporate Vouchers should be distributed in an orderly manner to assure that they are properly assigned and recorded.

- Vouchers are **NOT** to be distributed to the general public. Any participant found doing so will be removed from the Corporate Discount Program.
- Vouchers are for employees and immediate family members (as defined by dependants) only.
- Vouchers may be given out to full, seasonal or part-time employees who work at the participating company. Vouchers may also be signed out to immediate family members of those described above.
- Each Corporate Voucher is valid for up to four (4) discounted lift tickets per day. Each person expecting the corporate pricing must be present with the Corporate Voucher Holder at the time of the ticket purchase. For example, if there are eight (8) people at the ticket window they must have at least two (2) Corporate Vouchers.
- Vouchers for the 2011-2012 ski season are not reusable. Each time a customer uses a voucher, the voucher must be given to the ticket seller.
- You may distribute the vouchers as you wish to your employees though guidelines as needed for inventory control.
- Vouchers can be distributed immediately upon receiving them.
- All unused vouchers may be discarded at the end of the 2011-2012 season.

How to Use the Corporate Voucher

- Present your **Corporate Voucher**, photo ID (driver's license, etc.) and valid company ID (company ID, business card, pay check stub, insurance card or letter on company letterhead) to the ticket seller. In the absence of the individual directly employed by or member of the participating company/organization, immediate family members, defined as spouse and children, must present the **Corporate Voucher**, some form of corporate identification (business card, etc.), plus a photo ID. Young children do not need a photo ID to receive the corporate discount.
- Each person expecting the corporate pricing must be present with the **Corporate Voucher Holder** (employee/member or immediate family member) at the time of the ticket purchase. The ticket seller will take the voucher in exchange for up to four (4) lift tickets.
- Your company's account number will be automatically credited with the sale provided the employee/member has the official voucher at the time of the sale.
- When the employee/member does **NOT** have the official company voucher, it will be the resort's decision whether to honor a discount. This voucher is especially critical during weekends and holiday weeks.
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2011-2012 Corporate Program Rates:

1-Day Lift tickets	Sugarloaf & Sunday River Corporate Rates	Retail Rates	
		SL	SR
Retail	\$66	\$79	\$80
Young Adult (13-18)	\$58	\$68	\$68
Junior / Senior (ages 6-12; 65+)	\$47	\$55	\$56

Children ages 5 and under ski free!

Sugarloaf/Sunday River Corporate Program

Joni Blanchard
 Special Programs Manager
 5092 Access Road
 Carrabassett Valley, ME 04947

P: 207-237-6950
 F: 207-237-3773
 E: jblanchard@sugarloaf.com