



Corporate Discount Program Guidelines 2008-2009 Winter Season

Purpose Of The Program

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 discounted lift tickets at the Sugarloaf/Sunday River ticket window.

Benefits

For Representatives and Companies

- No cost for participation and involvement.
- Lower priced lift tickets for employees and their families at participating resort.
- Up to (10) 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 \$500 of lift tickets purchased by employees/members at participating resorts using corporate vouchers, with up to ten (10) complimentary lift tickets issued each month as follows:

<i>Minimum Sold</i>	<i>Complimentary Tickets</i>	<i>Minimum Sold</i>	<i>Complimentary Tickets</i>
\$500	1	\$3000	6
\$1000	2	\$3500	7
\$1500	3	\$4000	8
\$2000	4	\$4500	9
\$2500	5	\$5000	10

- Each month the unused or unmet balance of each corporations account will be carried over and used as the starting point for the following month. A report will be posted at the same web site you have always used: www.sundayriver.com/corpcard.html This monthly report will be posted by the 10th of each month for the previous months usage. Simply go to the site and click on the resort that manages your account to see how many of your vouchers were used, your account balance, and the number of comp tickets to be issued. **Please do not call for a report on the amount that your company's account has earned during the current month.**
- Note: If you do not earn a comp ticket for that month, you will not be receiving a letter from your managing resort. When complimentary lift tickets are earned, they will be sent to the company representative.

Account Management

Please look at the bottom of this letter or your sales agreement to see which resort will be managing your account this season. All applications, questions, and information requests should be directed to the resort assigned to your account. You can expect to see details on the program as well as specials, new voucher and reported usage to come to you directly from the resort handling your account. 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 translated to the respective resort program manager. All communication between company/organization and resort will go solely through the company/organization representative.

Please fax or mail your agreement to the resort that has been assigned to your company. This can be found at the end of this letter and on your agreement form.

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 resort program manager as listed on the bottom of the sales agreement.

Receiving Vouchers

Upon receipt of the initial sales agreement, the program manager will process the order and send out the vouchers within two - three weeks. Our goal is to have vouchers in your possession by mid-December when ticket window pricing is at full retail.

Additional orders will be sent out within 10-14 days after we receive your sales 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 is 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 our system.

Distribution of Corporate Vouchers

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

1. Vouchers are not to be distributed to the general public. Any participant found doing so will be removed from the Corporate Discount Program.
2. Vouchers are for employees and immediate family members (as defined by dependants) only.
3. Vouchers may be given out to full, seasonal or part-time employees who work at the participating company, corporation, organization or who are members of a participating group. Vouchers may also be signed out to immediate family members of those described above.
4. Each *corporate voucher* will work for up to four 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*.
5. Vouchers for the 2008-2009-ski season are not reusable. Each time a customer uses a voucher, the voucher must be given to the ticket seller.
6. You may distribute the vouchers as you wish to your employees but I would only recommend giving out a few vouchers at a time for inventory control.
7. Vouchers can be distributed immediately upon receiving them.
8. All unused vouchers may be discarded at the end of the 2008-2009 ski season.

How To Use The Corporate Voucher

1. Bring your corporate voucher to any participating resorts ticket-window.
2. Present your *corporate voucher*, photo ID (drivers license, etc.) and valid company ID (company ID card, 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 some form of corporate identification (business card, etc.), plus a photo ID, (Young children do not need a photo ID) in order to receive the corporate discount.
3. 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 4 lift tickets.
4. Your company's account number will be automatically credited with the sale.

2008/2009 Corporate Discount Program Rates:

1-Day Lift tickets	Sugarloaf and Sunday River Corporate Rates	Retail Rates
Adult (13 and up)	\$63	TBD
Junior / Senior (ages 6-12; 65+)	\$44	TBD

Children ages 5 and under ski free!

Advertising

The participating company must agree to display 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.

Loon Mountain Corporate Program

Our sister resort Loon Mountain also offers an Employee Savings Program. For more information, please contact Maurice LaRoche, Loon Mountain Program Coordinator at 800.229.5666 ext 5540 or mlaroche@loonmtn.com.

Important Information

Keep copies of all information sent to you regarding the Corporate Discount Program including copies of your completed sales agreement and voucher order form(s). Keep the certificate from any certified/registered mail you send. If any confusion arises, you will have the necessary records to help us resolve the problem more efficiently and effectively.

Christine Faria
Sugarloaf Group Sales Office
5092 Access Rd
Carrabassett Valley ME 04947

P: 207-237-6785
F: 207-237-3768
E: cfaria@sugarloaf.com



2008-2009 Corporate Discount Program Sales Agreement/ Re-order Form

This agreement is made between **Sugarloaf, Sunday River** and _____
(Company). _____ is the company representative
for the purpose of distributing corporate vouchers. **The vouchers are valid at Sugarloaf &
Sunday River.**

The terms of participation in the Corporate Discount Program commence upon receipt of this completed agreement. Please refer to the Corporate Discount Program Guidelines for program details. If the company does not wish to participate in the program at any time, please send a written statement and return all unused corporate vouchers to the resort that manages your corporate program account.

By signing below, I am an authorized agent of the participating company. Both my employer and I have read and agree to comply with the terms and conditions set forth in the Corporate Discount Program Guidelines for the 2008-2009 season.

Please Print or Type

Company _____

Representative's Name _____

Company Mailing Address _____

Phone (_____) _____ - _____ Ext. _____ Fax (_____) _____ - _____

Email Address _____ # of employees _____

Representative's Signature _____ Date ____/____/____

INITIAL CORPORATE VOUCHER ORDER (please specify the number of vouchers you would like to receive)

5 10 20 30 50 75 100 150 200 >200 _____

CORPORATE VOUCHER RE-ORDER (please specify the number of vouchers you would like to receive)

5 10 20 30 50 75 100 150 200 >200 _____

***For Sugarloaf or Sunday River Internal Use Only** (Voucher Numbers: _____) --

Fax or mail this form to:

Christine Faria
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