George T. Sanders Annual Company Incentive & Meeting 2017

Proposal from Four Seasons Resort Punta Mita
Bahia de Banderas, Punta Mita, Punta Mita, 63734, Mexico

Proposal Details

RFP Name	George T. Sanders Annual Company Incentive & Meeting 2017		
RFP Code	HJNYKPLR6HY		
Event Name	George T. Sanders Annual Company Incentive & Meeting 2017		
Response Date	Tue, 29-Mar-2016 6:37 PM	**Proposal Status**	Cancelled
Supplier Name	Four Seasons Resort Punta Mita	**Supplier Type**	Hotel
Chain	Four Seasons	**Metro Area**	Puerto Vallarta / Western Mexico
Brand	Four Seasons		
Commission?	Yes - 10.00%		

Proposal Introduction

RESORT & DESTINATION HIGHLIGHTS:

Location: We are located on the West Coast of Mexico in a private peninsula framed on either side by the dramatic Pacific Ocean and the gentle bay waters of Bahia de Banderas.

Airport: Only 45 minute drive from Puerto Vallarta´s International Airport/23 miles, great airlift and direct flights from the main cities in US

Travel Times:. Dallas/Houston: 2 hours. Los Angeles: 3 hours
San Francisco: 3 ½ hrs. Northeast: From 5-6 ½ hours

173 guests rooms including 32 Suites

AAA Five Diamond Award Resort with the highest standards in worldwide hospitality and attention to detail. (800 employees - 3.5 per guest room)

Weather: With 350 days of sun, Punta Mita is blessed with one of the most pleasant climates in the world.
Two private white-sand beaches, including unique outdoor venues to host events year round.
Two Jack Nicklaus golf courses, award winning Spa and a vast number of mountain & ocean activities!
4 oceanview restaurants on site & Nearby Mexican villages for offsite dinning options, activities and shopping.
Over 9,000 sq. ft. / 900m2 indoor meeting & banquet space

Date Type	Event Dates	Check-In Date	Availability	Rates (USD)
Preferred	Sat, 11-Feb-2017 to Sat, 18-Feb-2017	Sat, 11-Feb-2017	1st Option	625.00
Alternate 1	Thu, 09-Feb-2017 to Thu, 16-Feb-2017	Thu, 09-Feb-2017	1st Option - Not Holding Space	525.00

Additional Information

Please note dates are currently available on first option but we are not holding space at this moment, please let us know if you wish to do so at your earliest convenience (subject to availability at the time of request)

Concessions or Contractual Requirements	Group concessions: • Three (3) week cut off= Yes, even though the rooming cut off is one month before, we can agree to receive the rooming list three weeks before. • 1/40 comp policy= If you book by April 30, 2016. we can offer 1/40 room ratio. • One (1) Staff room discounted for Traveling ETM Staff= Yes, 25% discount • Two (2) Upgrades= Yes, we would offer two upgrades to One Bedroom Oceanview Suite with plunge pool over core program dates (Value of US $2.800++ per night) • Complimentary wireless internet in guest rooms= Yes • 15% Attrition= If you book by April 30, 2016 we can offer 15% attriton allowance (10%-45 days out and 05%-30 days out) • Comp Shipping and Holding of packages and boxes (most likely not utilized =We can offer complimentary receiving of packages and storage (availability permitting) What to include and mention in your proposal: • Your airport that we would fly into and your distance to the hotel= Airport is PVR, Puerto Vallarta International Airport, we are located 45 minutes north of the airport, 23 miles • Top three activities in which you suggest a group to do= 1.-Visit the Marietas Islands (whale watching, snorkeling, kayak, standing paddle boarding, scuba diving) 2.-Visit the local of Sayulita (shopping, dine around, surfing) 3.-Outdoor Adventure (canopy, sierra madre mountains, rapelling etc) • What is your full taxes and are they included in your all-inclusive rates? Our Resort is European PLan (no meals included) but we have a Meal & Bar package available for your group. Room rates are subject to 19% taxes and 10% Resort service charge. NOTES: This is a Annual Company outing • How far from the airport are you located is a must to mention= 45 minutes/23 miles • Do you have airport Transportation to and from the airport= Yes, we can coordinate through our concierge team. We offer suburbans and vans with a capacity of 7 passengers per vehicle.- If you do not offer complimentary shuttle service, please state the super shuttle cost and a company you suggest and use for motor coaches= We don't offer shuttle services but we can also organize Motor coaches for your group. And you also have the option of arranging group transportation through a local DMC. • Estimated Cost of Airport Transportation= US $220.00 per vehicle, round trip. • Do you offer local transportation within a five mile radius? = Yes we can offer transportation at a cost. • Please list all activities around your location and on property that is unique=Enclosed

Key Contact Information

Contact Name	Liliana Rico	**Email Address**	liliana.rico@fourseasons.com
Organization	Four Seasons Resort Punta Mita	**Phone**	329 2916000
Title	Senior Sales Manager		
Website	www.fourseasons.com/puntamita		

Additional Information	We are so excited to share that the Conde Nast Traveler Readers' Choice Awards 2015 are live and Four Seasons Resort Punta Mita was ranked #1 in Top 20 Resorts in Mexico (Pacific Coast) and #26 in Top 100 Hotels & Resorts in the World!

Sleeping Room Availabilities

Additional Information Over February 11-18, 2018 dates Room category is provided in Run of Resort category which is a mix of casitas Run of House individual bedrooms at our Four and Five bedroom villas. (bedding type not guaranteed)
Over February 09-16, 2017 (if they can move) we can offer all rooms in the Hotel in a Run of House category (mix of casitas oceanview & gardenview)

The majority of our room inventory is king beds, we have a total of 35 rooms with two double beds. The king bedded rooms come with a sofa bed that pulls out.
Individual bedrooms at our Four & Five Bedrooms villas offer a combination of rooms with kings and double beds.

Preferred (Sat, 11-Feb-2017 to Sat, 18-Feb-2017)

Availability 1st Option **Check-in Date** Sat, 11-Feb-2017

Do all guest room rates include breakfast? No

Do all guest room rates include tax? No

Applicable Taxes No taxes have been selected

Day	Any (Run of House) Qty	Any (Run of House) Rate (USD)	Single (1 Bed) Qty	Single (1 Bed) Rate (USD)	Double (2 Beds) Qty	Double (2 Beds) Rate (USD)	Suite Qty	Suite Rate (USD)	Staff Qty	Staff Rate (USD)
Sat, 11-Feb-2017					83	625.00			2	465.00
Sun, 12-Feb-2017					83	625.00			2	465.00
Mon, 13-Feb-2017					83	625.00			2	465.00
Tue, 14-Feb-2017					83	625.00			2	465.00
Wed, 15-Feb-2017					83	625.00			2	465.00
Thu, 16-Feb-2017					83	625.00			2	465.00
Fri, 17-Feb-2017					83	625.00			2	465.00

Alternate 1 (Thu, 09-Feb-2017 to Thu, 16-Feb-2017)

Availability 1st Option - Not Holding Space **Check-in Date** Thu, 09-Feb-2017

Day	Any (Run of House) Qty	Any (Run of House) Rate (USD)	Single (1 Bed) Qty	Single (1 Bed) Rate (USD)	Double (2 Beds) Qty	Double (2 Beds) Rate (USD)	Suite Qty	Suite Rate (USD)	Staff Qty	Staff Rate (USD)
Thu, 09-Feb-2017					85	525.00				
Fri, 10-Feb-2017					85	525.00				
Sat, 11-Feb-2017					85	525.00				
Sun, 12-Feb-2017					85	525.00				
Mon, 13-Feb-2017					85	525.00				
Tue, 14-Feb-2017					85	525.00				
Wed, 15-Feb-2017					85	525.00				
Thu, 16-Feb-2017					85	525.00				

Additional Fees

Occupancy 3.000% **Other** 10.000%
VAT 16.000%

Additional Information Resort Charge of 10% includes all housekeeping and porterage/bellman charges. Including turndown service and complimentary bottled water, replenished twice daily.

OTHER VALUES WITH FOUR SEASONS PUNTA MITA:
Complimentary tropical drink (alcoholic and non-alcoholic) and scented hand towel for all guests upon arrival
Complimentary house bottled of water (in room, replenished daily) and available throughout the Resort's outlets including banquet events.
Complimentary use of our selected non-motorized water sports and access to our daily Resort

Sleeping Room Availabilities	
	Activities (tequila tasting, catch of the day, kayak, etc, some activities are subject to a fee) 24 hours use of our fitness center and relaxation room Complimentary valet parking. Daily Amenities, such as smoothies, fresh fruit and ice cream are delivered to guests hourly at our beaches and pools Sunglasses cleaning service provided to all guests at both the pool and beach Complimentary sunscreen, magazines, Ice-cold water, chilled towels, and Evian spritz service at our pools & beaches. Complimentary coffee & pastries serve in the Lobby each morning Workout and tennis attire as well as shoes and tennis racquets available to use Selection of music and films available at the Concierge desk Overnight shoeshine Self-service washer/dryer with detergent in your casita location Daily cultural lectures on the topics of chocolate, tequila, mescal and mole Complimentary transportation to both golf courses Complimentary use of beach beds on both private beaches Amphibious waiter who will serve guests in the pool.

Meeting Room Availabilities

Additional Information

A minimum food and beverage spend of US$182,750.00 for scheduled food and beverage functions will be required for the duration of the program (as estimated consumption for group breakfasts, lunches and dinners).
This entitles you to use complimentary function space for the following group events:
-Private registration upon arrival (Tuturi room)
-Group dinner. (Beach Cuevas, Tamai Pool area, Takua Event Palapa)
Choice of adequate functions space per event will be made by the resort and upgrade options might be available at a cost.
Function room rental will also apply to additional spaces booked for meetings, office space and other events. Individual food & beverage consumption of participants not charged to the master account will not count towards the above mentioned Food & Beverage minimum.

Kindly note for ADDITIONAL function space required, a minimum F&B spend/daily rental of the following function spaces will apply:

	Daily F&B minimum spend:
Tuturi	$2,000
Tuturi Terrace	$2,000
Tukarita	$450
Eka	$450
Tau	$450
Toki Ballroom	$5,000
Toki A	$3,000
Toki B	$3,000

The below two venues are located at the Golf Club House and are subject to the below rental fee per event:

Golf Garden	$1,575
Golf Driving Range	$2,500

*Prices are subject to 16% tax

Start Date Sat, 11-Feb-2017

Day	Time	Agenda Item	Room Request	Room Assignment
Sun, 12-Feb-2017	4:00 PM-6:00 PM	**Meeting** Meeting *Notes or Exceptions: This meeting is to basically kick off the meeting and if something happens you don't have space, please still bid on this program* *Reception to follow*	Theater 170 people	**Toki Ballroom** 2,616 Sq. Ft.
Sun, 12-Feb-2017	6:00 PM-9:00 PM	**Cocktail Reception** Reception *Notes or Exceptions: This is to kick off the week and we realize that this may be a surcharge fee. Please offer what that might be* *Outside space*	Reception 170 people	**Takua Event Palapa** 4,300 Sq. Ft., 16 Ft. ceilings
Fri, 17-Feb-2017	6:00 PM-10:00 PM	**Dinner** Dinner *Notes or Exceptions: Private dinner for the last evening. We know that this as well is a Surcharge fee. Please state what this is.* *we would like a unique setting*	170 people	**Cuevas Beach** 3,200 Sq. Ft.

A/V Needs Our inhouse Audio Visual Provider can provide all of your needs requested. (Presentation Services)

Estimated Costs

Total F&B Minimum USD $182,750.00

F&B Minimum Note Based on 170 people per 7 nights.

Applicable Tax 16%

Service Charge 15%

Item	Cost Type	Amount	Quantity	Tax(%)	Tax/Service	Note
Average F&B Costs - Break - AM	Per Person	USD $20.00			+Tax and Service	
Average F&B Costs - Break - PM	Per Person	USD $20.00			+Tax and Service	
Average F&B Costs - Breakfast - Buffet	Per Person	USD $38.00			+Tax and Service	
Average F&B Costs - Breakfast - Continental	Per Person	USD $28.00			+Tax and Service	
Average F&B Costs - Breakfast - Plated	Per Person	USD $35.00			+Tax and Service	
Average F&B Costs - Dinner - Buffet	Per Person	USD $95.00			+Tax and Service	
Average F&B Costs - Dinner - Plated	Per Person	USD $95.00			+Tax and Service	
Average F&B Costs - Lunch - Buffet	Per Person	USD $42.00			+Tax and Service	
Average F&B Costs - Lunch - Plated	Per Person	USD $55.00			+Tax and Service	
Average F&B Costs - Reception - Beverage	Per Person	USD $28.00			+Tax and Service	*Open Bar first hour, house brands*
Average F&B Costs - Reception - Food	Per Person	USD $26.00			+Tax and Service	
Miscellaneous Costs - Facility Fee	N/A					
Miscellaneous Costs - Housekeeping	Included in Package					
Miscellaneous Costs - Internet - Guest Room	Complimentary					
Miscellaneous Costs - Internet - Meeting Room	Complimentary					
Miscellaneous Costs - Parking Fee - Self	Complimentary					
Miscellaneous Costs - Parking Fee - Valet	Complimentary					
Miscellaneous Costs - Resort Fee	Per Day				No Tax	*Includes all gratuities at the resort, except for food and beverage. Also includes unlimited bottled water, hourly amenities poolside etc.*
Rental Costs - Meeting Rooms - Total	Complimentary					
Transportation Costs - Airport Transportation	Per Item	USD $220.00			Tax and Service Inclusive	*Rate per car and for return trip. Up to 6 pax in the same car.*

Transportation Costs - Local Transportation	Per Item	USD $8.00			Tax and Service Inclusive	*Cost of a van to the village of Punta Mita, up to 6 people, one-way*

Additional Information

Prices exclude 3% administrative fee,16% tax and 15% food and beverage gratuity.
MEAL & BAR PACKAGE:
Price per person per day: USD $205 + 3% administrative fee+ 16% VAT + 15% service charge
•Buffet breakfast at Ketsi Restaurant
•Three courses lunch,at Ketsi Restaurant. Lunch at the pool & beach side is available
•Buffet dinner in a private area, pre-established menu by the Chef
•House open bar for 11 hours with pre-selected brands (from 11:00 am – 10:00pm)

Additional Files

File Name	Type	Size	Upload Date
TOP 10 Reasons.pdf	Portable Document Format (.pdf)	2.61 MB	Fri, 25-Mar-2016
Complimentary activities at the Resort.doc 06.10.pdf	Portable Document Format (.pdf)	414 KB	Fri, 25-Mar-2016
resort activities with cost.pdf	Portable Document Format (.pdf)	299 KB	Tue, 29-Mar-2016
Meal Plan 2016.pdf	Portable Document Format (.pdf)	215 KB	Tue, 29-Mar-2016
Four Seasons Resort Punta Mita Presentation GTS.pdf	Portable Document Format (.pdf)	7.71 MB	Tue, 29-Mar-2016
Activities Punta Mita & destination.pdf	Portable Document Format (.pdf)	913 KB	Tue, 29-Mar-2016