



47North Adventures

Albany Ski Club

Group Ski Excursion

to

Serfaus Fiss Ladis, Austria

February 2023

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Executive Summary

47North Adventures, LLC. hereinafter referred to as **47North**, is a small, veteran-owned business offering skiing/snowboarding adventures for individuals and groups to the Austrian Alps. **47North** offers to take a group from the Albany Ski Club (**ASC**) to Serfaus, Austria. The excursion includes everything except lunches and beverages. Every aspect of the trip will be arranged by the company. **47North** personnel have more than 20 years of trip planning experience and almost 100 years of skiing experience including dozens in the Austrian Alps so you can be assured all the details have been considered.

The proposal is for the standard **47North** excursion package which includes:

- A German speaking tour guide
- Round trip air from Albany or alternative airport to Munich, Germany
- Roundtrip ground transportation – Munich to Serfaus, Austria
- Transportation from Munich Hotel to the city center
- Transportation from Munich Hotel to the Munich Airport
- 7 days lodging with half-board (breakfast and dinner) in Serfaus
- 1 night lodging with breakfast in Munich
- 6 day ski pass
- 6 day VIP ski equipment rental
- Depoting of ski equipment
- Numerous other items/services for which there is no charge

The group is scheduled to depart Albany, NY on February 10, 2023 and return 10 days later on February 19, 2023. The cost for this adventure will be \$2,129 plus airfare. This price is based on the current rate of exchange between the US dollar and the Euro. Three excursions have been scheduled to Serfaus for 2023. Donald Streed will be **ASC** trip Captain who will be the club liaison with **47North** and will facilitate the signing up of interested **ASC** members, gathering required information and collecting payments. Trip participants will have very little to be responsible for except acquiring their passports, providing all pertinent information required by **47North**, and bringing enough money for their lunches and beverages.

Overview

What discriminates a **47North** excursion from others is the complete package which includes everything except lunch and beverages. There are no hidden additional charges. By not having to worry about any of the details nor make any of the arrangements, participants are assured of a rewarding vacation with no up-front effort. **47North** guides have visited the destination resort of Serfaus-Fiss-Ladis (aka Serfaus) numerous times and are very knowledgeable of local conditions, customs, and practices and are able to provide expert advice and assistance on site. We also have the understanding, knowledge, and experience of trip planning and implementation and guarantee a worry-free adventure skiing in the Alps.

The cost of the **47North** package includes:

- round trip airfare from the Albany Airport, to Munich, Germany
- ground transfers between Munich and the ski resort and return
- eight nights lodging with breakfast and dinner
- ski/snowboard equipment rental and depot
- six-day lift pass
- German-speaking tour leader and a PSIA certified ski instructor

Included is a half day shopping and sightseeing opportunity in Munich, a two-hour city bus tour of Munich depending on the time of the arriving flight, and dinner at the Hofbrauhaus. The journey from Munich to Serfaus also includes a two to three-hour stop in Garmisch Partenkirchen for shopping and lunch. Optional side trips during the week can be arranged on request, to major cities such as Innsbruck, Landeck, Salzburg, etc. for an additional charge.

Between them, the **47North** partners have almost 100 years of skiing experience. Lou Scheiderich began skiing at the age of 18 and Tom O'Connell when he was 10. While earning a degree in Physical Education, Tom was a ski instructor at Swain Mountain, near Rochester, NY. He later became a certified PSIA instructor and worked for many years teaching at Gore Mountain. He brings these years of experience to **47North**, and is available free of charge, to help anyone in the group brush up on their skills, or learn new techniques. Tom has been to Serfaus 14 times since 2002 and can provide expert advice on navigating the Serfaus-Fiss-Ladis ski resort.

The Destination

Austria represents the embodiment of skiing. The culture there embraces skiing like no other. With the Austrian attention to every detail, the skiing experience is unparalleled.

The proposed destination for this ASC adventure is Serfaus, a small and charming village in the Tirol region of Austria, about 80 kilometers (50 miles) west of Innsbruck. It is situated at an elevation of 1,427m (4,681ft), and together with the villages of Fiss and Ladis constitutes one of the largest ski resorts in the country, with over 220 kilometers (135 miles) of groomed trails. With most of the skiing area above the tree line, off-piste (off trail) opportunities for powder hounds and shredders alike are easily accessible and virtually limitless. Although relatively unknown, it has all of the benefits, from a skiing perspective, of more well-known Austrian resorts like Innsbruck, St Anton, Kitzbühel, etc.



The Serfaus-Fiss-Ladis resort is approximately 10 miles from end to end, with well-connected trails and enough strategically placed lifts to make it easy to navigate the area. The highest skiable terrain is on the Masnerkopf at 2828m (9,252') while the lowest is at 1,200m (3,937ft) providing a vertical drop of 1,628m (5,241ft). There is plenty of terrain for every skiing ability. Intermediate terrain constitutes 57% of the resort, followed by 22% beginner, and 21% expert.

Serfaus-Fiss-Ladis boasts infrastructure rivaling the best in the world. Eleven modern gondolas, 2 eight-man, 7 six-man, and 7 four-man chairs, along with a number of strategically placed surface lifts, produce a carrying capacity of 90,000 skiers/hour resulting in less time in lift lines. Most of the chairs have Plexiglas bubbles, and some are heated, ensuring that the ride up on a cold, windy, and/or snowy day is a more comfortable experience. In addition, nearly 75% of the marked trail system can be covered by the automated snow-making apparatus. That, coupled with the quantity of terrain, and the daily maintenance/grooming efforts by the fleet of 30 groomers, who work throughout the night to groom every trail, ensures unparalleled skiing conditions.

Serfaus ranked #2 ski resort in the world in 2018

Services

The following table summarizes the services to be offered by **47North** to the **ASC**:

| 47North Services | Included | Charge |
|---|----------|--------|
| Provide a German speaking tour guide | y | |
| Round trip air from Albany or alternative airport to Munich, GE | y | x |
| Roundtrip ground transportation - Munich to Serfaus | y | x |
| Transportation from Munich Hotel to the Munich Airport | y | x |
| Lodging with half-board in Serfaus for 7 days | y | x |
| Lodging with breakfast in Munich - last night | y | x |
| Procure and disseminate ski passes for 6 days | y | x |
| Arrange VIP ski equipment rental for 6 days | y | x |
| Depoting of ski equipment | y | x |
| Round trip transportation from Hotel to Munich city center | y | x |
| Dinner at the Hofbrauhaus, or alternative restaurant in Munich | y | x |
| Organize an afternoon of rodeling | y | x |
| 2 hour city bus tour of Munich | y | |
| 2-3 hour stopover in Garmisch-Partenkirchen | y | |
| Provide 4 PowerPoint informational presentations | y | |
| Supply power adaptors to each participant | y | |
| Tips for bus drivers employed during the trip | y | |
| Informal ski coaching and ski school advice | a/r | |
| Ground transportation to alternative airport | a/r | x |
| Assist with alternative activities, and side trips | a/r | |

y = yes a/r = as required or requested x = item included in package price

The proposed tour package includes everything for participants except their passports and their lunch and beverages. The most significant benefit of this package is that all of the arrangements will be made for the club; literally everything will be organized by **47North** and nothing remains to be done by the individual club members. The size of the group will be limited to 30 people. A single member of the club will be the contact point for **47North** in making arrangements. The excursion will be accompanied by a German speaking guide and a PSIA certified ski instructor. While **47North** encourages club members to take advantage of the complete package they are not required to do so. They are actually free to decline or modify one or more of the included features, e.g. not skiing for six days or bringing their own equipment, with an appropriate reduction on the cost.

Our package includes everything except lunch and beverages

The services will include flight reservations through a US gateway to Munich, Germany. Group members originating in the Albany area will depart from the Albany International Airport. If that is not reasonable due to cost or schedule constraints an alternative departure location will be selected. In the event this happens, **47North** will arrange ground transportation from Albany to the alternative airport. Other geographically located members will depart from the airport nearest to their home. All group members including **47North** guides will rendezvous in Charlotte, NC, or alternative gateway as determined by the circumstances, for the flight to Munich. A luxury bus will meet the group at the Munich Airport for the trip to Serfaus. Time permitting, a stop in Garmisch-Partenkirchen will be arranged for the group so participants can stretch their legs, have lunch, and/or do some sightseeing.

Breakfast buffet, snack, salad bar and a five-course meal every day

The group will arrive in Serfaus and check into the Hotel Amadeus in the late afternoon for 7 days of half-board lodging, which includes breakfast, an afternoon snack, and dinner. Breakfast consists of a generous buffet with something for everybody. Each day from 15:00-16:30 a snack of warm and cold foods, different cakes and strudel, and a fruit plate is provided. Dinner includes 5 courses beginning with a plentiful salad bar. The Hotel will accommodate any dietary requests, such as gluten free, vegetarian, etc. Departure from Serfaus will be at 0900 on Saturday with arrival in Munich circa 1200. There lodging with breakfast will be provided at the Ibis Hotel. **47North** will facilitate round trip transportation from the hotel to the city center for a half day of shopping and sightseeing. Participants will enjoy dinner at no additional charge at the Hofbrauhaus or alternative restaurant that evening. The cost of dinner is included in the tour price.

Rental of VIP equipment is included in the package price and while not mandatory, is highly recommended. If bringing skis from home the traveler will be responsible for the baggage charges and “dragging” their gear through the airport and risks loss, damage, or delay of their equipment. Group members can bring their own boots and helmets or for an additional charge rent them at the resort. The VIP rental equipment is the current year’s top-of-the-line gear. It is available from a number of manufacturers and in all types including slalom, GS, all mountain, rocker, etc. In addition, it can be exchanged, free of charge, multiple times, to accommodate varying conditions or to find a better “fit” to style or abilities. And it will be tuned and/or waxed upon request during the week at no charge. Telemark, Alpine Trekking, and Nordic skis are also available for rent. Arrangements for equipment rental will be made by **47North** before arrival, per club member specifications, ensuring a smooth and efficient process when picking up on site.

Gear, whether rented or owned will be “depoted“ (stored) at the “Check-In” located at the area of the lift terminals providing primary access to the ski area. Ski boots are stored and disinfected on warming racks. Each day after breakfast, club members will walk 550 meters to the Depot, swap their street shoes for ski boots, pick up their skis, ride up an escalator, and then get on one of three gondolas. That process is reversed at the end of the day so skiers never have to walk through the village in their ski boots or carry skis around. The depot service is included in the trip cost.

Participants never have to walk in ski boots nor schlepp their skis

Also included in the package price for the trip is a six day lift pass. Of course it is possible to ski for fewer days. The desire to reduce the number of days on the slopes should be conveyed to the tour guides on the first day of the trip.

Additional activities available during the proposed tour include rodeling (sledding), cross-country skiing, hiking, and snow shoeing. If a group member wants to take a break from the slopes, **47North** will help arrange optional side trips during the week to destinations such as Landeck, Innsbruck, Salzburg, etc. Charges for optional activities are the responsibility of the traveler. **47North** will arrange a voluntary rodeling adventure for several hours on an afternoon to be decided on site. There will be no charge to group members for this activity.

47North services begin before the group even leaves the states. To assist the **ASC** trip leader, members of the Club electing to make the trip will receive a PowerPoint presentation via E-mail with detailed information about Serfaus. It will describe the resort and why we are going there; provide pertinent facts and figures; lodging details; equipment rental and meal information, and a tentative timeline. It will include responsibilities of the ski club and **47North** and identify the individual information required from each of the participants.

A second PowerPoint presentation will be provided in the November/December 2022 timeframe by **47North** guides at a location in the Albany area. This briefing will reiterate details about the trip, with facts about the destination, transportation, lodging and meal arrangements. It will also offer travel advice and recommendations to make the adventure as free of problems as possible,

4 PowerPoint presentations will be used before and during the trip to provide travel advice and trip details to participants

providing details about travel to Europe; such as packing tips, electrical and communications requirements, and health and money issues; address security and safety issues; and offer advice on how to mitigate jet lag. This briefing will be particularly beneficial to people who have little or no experience traveling to Europe.

Two additional PowerPoint briefings will be provided on-site in Europe. The third will occur on the night of arrival in Serfaus and will present guidelines and recommendations for skiing at the resort as well as some hotel protocol. The fourth will be provided prior to going to downtown Munich on the afternoon of the last day. It will provide useful information and suggestions about how to spend the time in Munich.

47North will provide to each participant at no charge, a power adapter required to insert American style plugs into electrical outlets in Germany and Austria. The traveler will be able to keep the adaptor for future trips.

The trip will entail three bus rides, one from the Munich Airport to Serfaus, the return from the resort to Munich, and then from the hotel to the Munich Airport. Tipping of all bus drivers will be accomplished by **47North**.

Trip Costs

The cost per person for the package being offered to **ASC** is \$2,129 plus an estimated \$800 airfare, for an estimated total \$2,929. This cost is based on the current exchange rate between the dollar and the euro which is 1€ = \$1.13.

Non-skiers may deduct \$490 from the standard package price, for an estimated total of \$2,439.

For those who would prefer to bring their own skis or snowboard, there is a \$157 discount. Be advised that bringing skies or snowboard will result in estimate \$240 of excess baggage charges. Plus you must carry them through airports and ground transportation.

It is recommended that skiers and boarders bring their own boots and helmets. If you prefer boots may be rented for \$54 and helmets for \$32.

Airfare will be arranged by **47North** personnel and will be made available as soon as determined. Over the last four years average airfares for **47North** trips have been in the \$600-750 range. There are no hidden costs in the “standard” package provided by **47North**. Charges for additional items, including side trips, excess baggage, and ski boot and helmet rental will be paid by the individual requesting the services or articles.

Price for everything including air: \$2,929

Terms and Conditions

1. Participation limited to anyone 18 years of age or older, unless accompanied by an adult.
2. A \$500 per person deposit, payable by 1 July 2022 is required to make a reservation. The deposit will be applied to the trip cost. The balance due will be payable in two increments, the first of those by 1 September 2022, and the final payment by 1 December 2022. Reservations are not guaranteed if deposits or final payment are not made on time.
3. All cancellations must be submitted in writing by mail or email. **ASC** may substitute another member in the event of a cancellation. **47North** reserves the right to fill a cancelled reservation if **ASC** is unable to fill it by 90 days prior to the trip start. Cancellation fees may be charged based on circumstances and the date of receipt of the notice of cancellation and may be assessed as follows:

- 90+ days prior to trip start **\$100 fee**
- 89-30 days prior to trip start **\$100 fee + 40% of the room cost**
- 29-7 days prior to trip start **\$100 fee + 70% of the room cost**
- < 7 days prior to trip start **\$100 fee* + 90% of the room cost**

*Expenses not incurred will be refunded

Airfare credit minus change fee will be returned by the airline

4. No refunds will be made for a cancellation during the course of the trip, nor for unused portions of a trip. All trips begin on the start date of the trip.
5. **47North** recommends that participants obtain travel and/or trip cancellation insurance, and will assist participants to obtain such as requested.
6. **47North** does not provide health or accident insurance for the participants. Travelers must check with their health care insurer to verify international coverage.
7. **47North** reserves the right to cancel this tour due to lack of participation. In this unlikely situation, a 100% refund will be made to all parties already registered.
8. **47North** does not assume responsibility or liability during the duration of this guided tour for any loss or damage of personal effects or for any injury or loss including lost or stolen items, or expenses as a result of a trip cancellation, such as airline tickets.
9. **47North** assumes no responsibility for any agency or person who fails to provide contracted services for any part of this trip. In such an event, alternate services will be sought.
10. **47North** reserves the right to cancel the trip for a participant at any time during the course of the trip.
11. If a trip must be cancelled due to circumstances beyond the control of **47North**, a full refund of all funds not already obligated to a contracted service provider will be made. Any funds subsequently returned by such provider will also be refunded to the traveler.

Albany Ski Club Responsibilities

ASC will assign an individual as the club trip captain who shall be the focal point for all communication between **47North** and the club. This person's lodging costs will be paid by **47North**.

The trip captain will market the **47North** trip to Serfaus, Austria to club members and will maintain a roster of people wishing to participate. All payments by club members will be collected by the trip captain by the designated dates, which will be dependent on the trip selected. Each installment will be forwarded to **47North** as a single payment.

The Albany Ski Club trip captain will be the local liaison to 47North

The trip captain will coordinate with **47North** the date and location in Albany for presentation of a PowerPoint trip briefing for ASC members signed up for the trip. This presentation will take place in the November/December time frame.

The trip captain will ensure that all trip members have an opportunity to read the **47North** Terms and Conditions and acknowledge their understanding by clicking on the appropriate tab on the **47North** web page.

The rooming assignments for the travelers will be facilitated by the trip captain and provided to **47North** for notification to the hotels involved.

Members of ASC involved in this adventure will have individual responsibilities as follows:

Obtain a valid US book passport. This is an absolute requirement for anybody traveling by plane outside the United States. No person will be allowed to board the plane in Albany without first showing their passport. **Persons already possessing a passport must ensure that there is 3 months of validity remaining from the return date from Europe.**

Bring enough cash or another means to pay for 8 lunches and all beverages consumed during the course of this excursion. Serfaus-Fiss-Ladis boasts 29 restaurants from quaint mountain inns, to cafeteria style dining rooms, and full service restaurants located throughout the skiing area for skiers to enjoy lunch during the day on the mountain.

**Participant responsibilities:
passport & lunch/beverage money**