

Boeing Employees' Ski Club – St. Louis
Trip Expansion Policy
Dated 12/22/2016

PURPOSE

This policy defines the required steps in expanding an existing trip beyond its current contractual capacity.

PREFACE

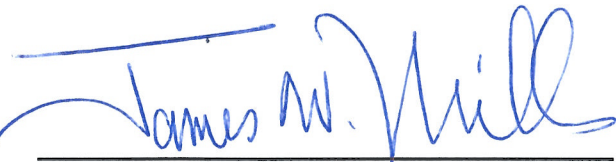
It is in the best interests of the Club and our Membership to have a full slate of viable trips (i.e. trips that will break-even after expenses and contingency contribution). The Trip Committee and Board will attempt to properly size the trips for the coming season to meet demand. However, it can be difficult to gauge the popularity of any given trip prior to the sign up event. When there is excess demand for a given trip, our first course of action is to direct the Members to one of the other trips as changing the size of any one trip can adversely impact the other trips. When the other trips cannot fulfill the demand, then it is appropriate to pursue trip expansion. In the aftermath of the sign-up event, it's more likely that the club would consider expanding a trip.

SPECIFIC ACTIONS

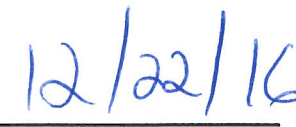
All decisions to increase a trip's capacity must be approved by the Board of Directors as follows.

The Trip Captain for the trip in question shall make a motion to the Board to explore expansion. The Trip Captain shall provide a summary of the current attendance, including the utilization of airfare, lodging and ground transportation as well as the desired additional capacity. The Board shall assess the attendance of all trips from the sign up event in its decision to expand.

If the Board votes to explore expansion, the Vice President of Trips will contact the Tour Operator to see if additional space is available. The Board (with the help of the Trip Committee) will determine the optimal number of additional spaces to request. Accommodation of the people on the waiting list is but one factor. Lodging utilization (i.e. full hotel rooms and condos); bus utilization (i.e. at what level would we have to switch from a 47 passenger bus to a 56 passenger bus); and additional complementary packages must also be considered. The additional lodging and transportation space may come at a different price than the contract. As such, the price offered to the people on the waiting list may not match the advertised price. This is covered in the terms and conditions on the trip application. The trip cost breakdown on the deposit template should be adjusted for those that take one of the expansion spaces. The trip price for the "main block" of attendees will not be increased due to the expansion. Once the Vice President of Trips has gathered enough information from the Tour Operator, Trip Captain and other relevant sources, a secondary Board vote will be held to formally decide on the expansion.



James W. Mills
President



Date

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