

## **TOUR OPERATOR (ACTIVE) MEMBERSHIP APPLICATION**

Active membership is available to group travel planners, tour operators, travel agencies, and wholly-owned subsidiaries of SYTA Active member companies.

EGAL COMPANY NAME

Thank you for your interest in joining the **Student & Youth Travel Association (SYTA)**. You've taken the first steps to joining the premiere trade association for businesses that serve the student and youth travel market.

LLUAL COMPANT NAME				
TRADE OR DBA COMPANY NAME (As you	would like it to appear in all SYTA listings)			
PHYSICAL MAILING ADDRESS (Will be prid	nted in publications and published online)			
Street Address				
City		State	Zip	
Telephone	Extension	Fax		
General 800 #	Website	Email		
Facebook Page Title		Twitter Handle @	Twitter Handle @	
Billing Contact: person who should recieve billing	re as the "Designated Representative" for your comp			
Primary Contact		Title		
Email	Phone			
Billing Contact	Title			
Email	Phone			
Directory Contact	Title			
Email	Phone			







ADDITIONAL CONTACTS Add the following staff to receive SYTA membership benefits				
Contact Name	Title			
Email	Phone			
Contact Name	Title			
Email	Phone			
Contact Name	Title			
Email	Phone			

### PLEASE INCLUDE ALL CONTACTS WHO SHOULD RECEIVE BENEFITS.

If you need any assistance, please contact our Membership Department at <b>703-610-1263</b> or <b>membership@syta.org</b>
COMPANY DESCRIPTION Please provide a 25-50 word company description to be used in the SYTA membership directory and online resource
REFERRAL I was referred by:
<b>ACTIVE MEMBERSHIP REQUIREMENTS</b> Please confirm that your company fulfills these requirements by checking the box. Students are defined as less than 26 years of age.
Please select the one (1) applicable to your business:
☐ Your company provides travel for a minimum of 3,000 students/youths per year and earns annual gross revenue of at least US \$1 million
from student/youth tours in the previous fiscal year and has been in business for a minimum of three years, OR
☐ Your company provides travel for a minimum of 1,000 students/youths per year and earns annual gross revenue of at least US \$500,000
from student/youth tours in the previous fiscal year and has been in business for a minimum of six years.
Please check all that apply:
☐ Your company's principals have never have been convicted (or otherwise found guilty or pleaded no contest) of any offense involving
fraud, deception, breach of trust, child abuse, or any other felony.
☐ Your company's principals have not declared bankruptcy in the past five years.
☐ Your company is a single-business entity. Consortia, associations, or franchisers are not eligible; however, their individual entities may qualify.







ш	Your company has an established mailing address.
	Your company complies with all laws, regulations, and licensing requirements applicable to the operation of your business.
	<b>JSINESS DOCUMENTATION</b> Check each box to indicate documentation is attached. Please provide the requested documentation ensure your company fulfills these requirements.
	Your company maintains Errors and Omissions (Professional Liability) insurance of no less than US \$1 million per occurrence.
	Your company maintains General Liability insurance of no less than US \$1 million per occurrence.
	Your company has a Consumer Protection Plan in place that <b>equals</b> or exceeds any one of the following standards:
	Your Consumer Protection Plan must meet or exceed any ONE of these standards:
	<ul> <li>Company places all customer payments in an escrow account until paid as tour expenses or earned as income by the company. Proof of separate escrow account (bank statement) is required as meeting this requirement.</li> <li>Company participates in an approved bonding program of your country.</li> </ul>
	<ul> <li>Company will provide an irrevocable letter of credit or bank-issued certificate of deposit or an indemnity bond with SYTA listed as the beneficiary in amount equal to at least US \$200,000. Such a bond will be structured to continue sixty days after the end of SYTA's membership year.</li> </ul>
	<ul> <li>The majority owner or one or more minority owners (ownership interests must total more than 50%), of the company will sign a notarized full personal guaranty(s) with SYTA listed as the beneficiary in the amount equal to or up to US \$200,000 to repay customer payments upon default or bankruptcy.</li> </ul>
	<ul> <li>Company has obtained an unqualified audit from an independent CPA/Chartered Accountant within the last 12 months. That audit (along with previous unqualified audits as needed) must indicate that the company was profitable for at least two of the last four years and that the company has a positive net worth as of the most recent audited year-end.</li> <li>If you are a member of USTOA, TICO, or other organization with a SYTA approved consumer protection plan, you may submit your</li> </ul>
	membership documentation with your application.
	You must submit a copy of certificate of incorporation/other document establishing legal name.
	You must submit one letter of reference from an organization with which you have done business for at least three years. Reference letters must be current, signed on their own company letterhead, and specifically recommend membership in SYTA. (A sample is attached for your convenience.)
	CHANGE OF OWNERSHIP If your company has changed ownership within the last years, please review the following:
Ch	eck if applicable:
	If a current member company changes ownership less than 50%, the new owner must apply for a transfer of membership.
	If a current member company changes ownership <b>more than 50%</b> , a new membership application is required.
	If a current SYTA member's ownership changes <b>more than 50%</b> , the new owner(s) must have three years' experience in the student travel industry or the senior management team must include at least one person with three years of student travel industry experience and must be listed as the designated representative for the company.
	For non-SYTA member companies: If ownership in a student tour operator company changes more than 50% and the company then wants to become a SYTA member, in addition to meeting the membership requirements, the new owner(s) must have three years' experience in the student travel industry or the senior management team must include at least one person with three years of student travel industry experience and must be listed as the designated representative for the company.







Please initial:	
I understand that SYTA reserves the right at any time to ask for documentation t application and the renewal application. Failure to supply any such documentat application or any other appropriate action by the SYTA Board of Directors.	
I have read the SYTA Code of Ethics at www.syta.org and agree to comply wit	h the Code.
You must agree to maintain good financial standing with SYTA.	
ADDITIONAL APPLICATION NEEDS You will need to perform the following a	ctions as part of your application submission.
Check here to indicate completion/affirmation of the following:	
☐ You agree to comply with the SYTA Code of Ethics (sign affirmation below).	
☐ You agree to maintain good financial standing with SYTA (sign affirmation below	w).
☐ You must submit a copy of certificate of incorporation/other document establish	hing legal name.
SYTA's Code of Ethics: Honesty and Integrity: SYTA members shall conduct busing Truth in Advertising: SYTA members shall be accurate and truthful in representing and promotions. Disclosure: SYTA members shall disclose in writing to the contract the agreed-to services. Commitment to Satisfaction: SYTA members shall strive to and its clients. Professional Conduct: SYTA members shall conduct their business public while maintaining ethical competitive practices. Diversity: SYTA members rincorporate, promote, and embrace each person's value and contribution through with Law: SYTA members shall conduct their business in compliance with all application. Policy: SYTA members shall pledge loyalty to the Association and agreed Discrimination Policy: SYTA and its Board of Directors shall not discriminate against national origin, religion, creed, age, gender, sexual orientation, marital status, medical Youth Travel Association is committed to conducting all SYTA business consistent with	products and services in all offerings, advertisements, cted party all terms, conditions, inclusions and policies of o resolve all disputes and concerns between its company activities in a professional manner with the general recognize the importance of diversity and will strive to education, recruitment and sensitivity. <b>Compliance</b> cable state/province and country laws and regulations. The to pursue and support its objectives.
Membership Pledge: By my signature on this application, I certify that all statem to abide by the SYTA Code of Ethics and made every attempt to meet the required company has an established mailing address. I understand that I have 60 days a SYTA office to complete the application process, and that my company is not membership application process is not completed for any reason. Once my at the Board of Directors for review and action. I also certify that I have the authorized membership runs from one full year from date of application.	ments of the membership criteria. I certify that my from the date my application is received at the entitled to a refund of membership dues if the application packet is complete, it will be forwarded to
	Date







## **MEMBERSHIP DUES Active Membership + Annual Conference** One-Time Initiation Fee (upon joining): US \$250.00 (waived with conference bundle) **Annual Membership Dues:** US \$595.00 2017 Annual Conference Registration (1 appointment US \$250.00 taker): Total: US \$845.00 **Active Membership (No Conference)** One-Time Initiation Fee (upon joining): US \$250.00 **Annual Membership Dues:** US \$595.00 Optional Donation to the SYTA Youth Foundation: US \$50.00 Total: US \$895.00 **Active Subsidiary Member Dues Annual Membership Dues:** US \$300.00 Optional Donation to the SYTA Youth Foundation: US \$50.00 Total: US \$350.00 Checks can be made payable to SYTA, or if paying by credit card, please complete the following information. A receipt will be emailed you

Please forward this entire application with all required documentation and payment to:

when your credit card is charged. A welcome email and packet will be sent to you upon completion of your membership application.

**SYTA** 

Attn: Membership 8400 Westpark Dr., 2nd Floor McLean, VA 22102-5116

PAYMENT INFORMATION					
Name as it appears on your card					
Credit Card Number					
Expiration Date	V-Code (last 3 digits pri	nted in back of card)			
Billing Address for Card					
City	State	Zipcode			
I authorize SYTA to charge my credit card the amount of: \$					
Signature		Date			

If you need any assistance, please contact our Membership Department at 703-610-1263 or membership@syta.org







## SAMPLE BOND FOR CONSUMER PROTECTION PLAN

The effective date is one year and sixty days from the date the company joins SYTA.

Date

Company Name (company applying for membership) Address

Issuing Institution: Bond Company Address and Phone

Beneficiary of Bond Student & Youth Travel Association 8400 Westpark Drive 2nd Floor McLean, Virginia 22102 703.610.1263

The (company listed above) is purchasing a bond for \$200,000 to be issued to the Student & Youth Travel Association for the period of (one year and sixty days) should the (company name) not fulfill their obligation with their client or return the client's deposits.







## **LIST OF BOND COMPANIES**

## **Express Surety Bonds**

(Nielson, Hoover & Company) info@nielsonbonds.com

8000 Governors Square Blvd, Ste 101 Miami Lakes, FL 33016

**Phone:** 305-722-2663 | **Fax:** 305-558-9650 http://www.expresssuretybonds.com

### **International Sureties, Ltd.**

info@internationalsureties.com

701 Poydras Street, Ste 420 New Orleans, LA 70112

**Phone:** 504-581-6404 | **Fax:** 504-581-1876 http://www.internationalsureties.com

## **JW Surety Bonds**

6023A Kellers Church Rd Pipersville, PA 18947

**Local:** 215-766-1990 | **Fax:** 215-766-1225 http://www.jwsuretybonds.com/surety-bonds/commercial-bonds/arc\_bond.htm

## J.R. Olsen Bonds & Insurance Brokers, Inc.

7407 Topanga Canyon Blvd Canoga Park, CA 91303

**Phone:** 818-227-2620 | **Fax:** 818-227-2628 www.jrobonds.com







## **SAMPLE LETTER OF CREDIT (FORM)**

(Note to bank: This letter of credit must be issued on bank letterhead and the bank must be chartered (state). Follow the state guidelines. Prospective SYTA Member is reposible for reviewing with their attorney).

IRREVOCABLE STANDBY LETTER OF CREDIT	
Issuing Institution: (insert name and address of bank)	Effective Date: (Application date for SYTA))
BENEFICIARY: Student & Youth Travel Association (SYTA) 8400 Westpark Drive 2nd Floor, Mclean, Virginia 22102 703.610.1263	
·	o in favor of the Student & Youth Travel Association drawn on (name of issuing bank), accompanied by the following
SYTA will supply a signed statement referring to the effective d of credit will extend sixty days past the end of the company's m	ate and Number of this Irrevocable Standby Letter of Credit. The letter nembership year. e) and shall expire at (name and bank and address) on (insert date that







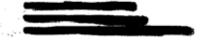
## **SAMPLE LETTER OF CREDIT (FORM)**

CITIZENS BANK OF PENNSYLVANIA 1735 MARKET STREET PHILADELPHIA, PA 19103 Sample

MASTER ACCOUNT NUMBER

STATEMENT PERIOD FROM - THROUGH 09-01-14 09-30-14

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#### COMBINED STATEMENT OF RELATED ESCROW MASTER AND SUB ACCOUNTS

## MASTER ACCOUNT INFORMATION

MASTER ACCOUNT NBR:			
BEG BALANCE ALL SUBS:	64,303.70	TOTAL DEPOSITS AND CREDITS:	101,082.55
BEG BALANCE MASTER ACCT:	.00	TOTAL WITHDRAWAL AND DEBITS:	101,082.55
BEG BALANCE COMBINED:	64,303.70	INT PAID TO SUBS THIS PERIOD:	10.77
ENDING BALANCE ALL SUBS:	74,225.54	INTEREST PAID TO SUBS YTD:	214.90
ENDING BAL MASTER ACCT:	.00	FED TAX WITHHELD THIS PERIOD:	.00
COMBINED ENDING BALANCE:	74,225.54	FED TAX WITHHELD YTD:	.00

#### SUMMARY INFORMATION

#### SUB ACCOUNT SUMMARY INFORMATION

ACCOUNT NAME		ACCOUNT NUMBER C			CUSTOMER REF
BEG BAL	ANCE DEPOSI WITHDRAWA		THIS PERIOD INT WITHHELD	INTEREST YTD YTD WITHHELD	CURRENT BALANCE AVERAGE RATE
TOUR OPER FOR	FOX CHAPEL AREA HS	S/SPAIN	10-820028284	9	
	.00	.00		35.92	.00
		.00	.00	.00	.00
TOUR OPERATOR	FOR MANHATTANVILLE	COLLEGE	10-820028372	24	
	.00	.00	.00	10.61	.00
4.5.4		.00	.00	.00	.00
TOUR OPERATOR	FOR TOMASSO/ITALY	'14	10-820028405	36	
10,62	8.06	.00	1.40	18.75	.00
	10,62	9.46	.00	.00	.20
TOUR OPERATOR	FOR U OF MO/2014		10-820028409	1	
	.00	.00	.00	1.00	.00
		.00	.00	.00	.00

# Citizens Bank







## **SAMPLE OF PERSONAL GUARANTEE**

KNOW ALL PERSONS BY THES	SE PRESENTS, THAT WE		
(Personal Guarantor)	(Address)		(% ownership)
(Personal Guarantor) as GUARANTOR(s) (hereinafte	(Address) er called Guarantor), with, and on b	pehalf of	(% ownership)
as PRINCIPAL (hereinafter call in the amount of \$200,000 US	SD for which payment, well and tru	ound unto the Student & Youth Ti uly to be made, we bind ourselve	ravel Association (hereinafter called Obligee) s and your heirs, executors, administrators, (s) interest is at least 51% ownership of the
•	Student & Youth Travel Association ipal shall sustain financial loss as th		lients of the above-named Principal in the of the Principal and;
\$200,000 U.S. in favor of the C	,	n of clients of the Principal agains	ain consumer protection of not less than at time the transfer of the Principal's
WHEREAS, the Principal is or i Guarantee.	ntends to become an Active Mem	ber and desires to comply with sa	aid resolution by furnishing this Personal
deposits for which its custom	-	•	se to be refunded all tour payments and otherwise to remain in full force and effect;
there over, or on whose beha such Principal pending comp	lf such a court has issued an order	prohibiting or deferring prosecu , or when a Principal has fundame	ankrupt by a court asserting jurisdiction tion of claims by general creditors against entally defaulted in its obligations to oility to refund tour payments
2. The effective date of this Gu year plus 60 days beyond the	,	_ (Current date) through 11:59 p.n ership year.)  (Tour Operators may i	n. Eastern Time on (one renew this document for multiple years.)
and shall be limited to the am 4. This Guaranty shall be deer	nount stated above. ned canceled as of the date specifi	ied in #2 above; provided, howev	cipal and Guarantor shall not be cumulative ver, that the Principal and the Guarantor shall the Principal during the effective date of
	reunder, the Guarantor shall be su onvey recovery rights to the Guara		gee and the Obligee shall execute any and







	r of circumstances that may give rise to loss recoverable hereunder, the Obligee shaes) as follows:	all notify the
6. The Guaranty provided herein shall be ex	ess over all other instruments or insurance whether required by law or otherwise.	
7. In the event of loss, the Obligee shall sub (30) days of written notification of such loss	nit full details as soon as practicable and Guarantor will make payments to Obligee	within thirty
-	ee of any and all losses recoverable hereunder shall satisfy the Guarantor's obligation direct obligation to clients of the Principal, or any other persons other than the Ob	
	ct to the laws of the State of Virginia and all parties herein, namely the Principal, the ctions to recover hereunder must be instituted in the State of Virginia within twelve e due.	_
IN WITNESS WHEREOF, the undersigned has 20	caused this instrument to be executed under seal, as of the day of	
Principal:	Guarantor:	
Ву:		
(Title)	(Signature)	
	Guarantor:	
	(Signature)	
STATE/PROVINCE OF	, ss	
on		
Then personally appeared before me	and acknowledged the foregoing to be his free act and c	leed.
(Name) Notary Public My Commission Expires:		







## SAMPLE SYTA REFERENCE LETTER - ACTIVE MEMBER APPLICANTS

Note: Letter must be generated on the letterhead of referring company. The Office will accept letters by mail, fax: (703) 610-0270 or email: info@syta.org

Date

Executive Director Student & Youth Travel Association 8400 Westpark Drive, 2nd Floor McLean VA, 22102-5116 USA

Dear Executive Director,

My company is a (specify type of company). We have conducted business with (name of active member applicant company) for over three years.

I recommend (name of active member applicant company) for membership in the Student & Youth Travel Association (SYTA®).

Sincerely,

Signature of person giving the reference Name (Typed) Title Company Street Address City, Province/State & Zip/Postal Code Country Phone









# **Tour Operator Registration Form**

Fax this form to 703-610-0203 Visit: <a href="https://www.sytaevents.org/conference2017">www.sytaevents.org/conference2017</a> for more information

Attendee Name	endee Name Nickname for Badge						
Company Name							
Company Address _							
City		State/Prov	ince	Country	Zip Co	de/Postal Cod	e
Phone		Cell		Emai	I		
Designation	☐ CSTP	☐ CTIS	□ СТР	Other			
Dietary Needs	☐ Vegetaria	ın 🗖 Vegan 🛭	Other Allergies	a ADA/Special	Needs		
By checking the bo	ox, you are answe	ring "Yes" to tl	he statement.				
☐ I would like to vo	lunteer and network	onsite for the	Conference.	☐ This is r	my first conference a	nd I would like	e to be assigned a mentor.
☐ My organization	would like to make a	a donation for th	ne Silent Auction				ees. Mentors will be assigned and meet onsite at the Ice
TOUR OPERAT	OR CONFERENC	E PRICING			Early Bir (until April		Regular (after April 14)
Tour Operator M	ember Taking App	ointments*			□ \$245		□ \$345
Tour Operator M	ember NOT Taking	J Appointment	s		□ \$375		<b>□</b> \$475
Tour Operator N	EW Membership +	Taking Appoi	ntments Bundle	<b>k</b>	□ \$845		□ \$845
Tour Operator No	on Member Taking	Appointments	5		□ \$535		□ \$635
First Time Tour (	Operator Non Mem	ber Taking Ap	pointments*		\$250		□ \$295
_	Pass & Evening E	-		nember companies.	□ \$300		□ \$300
<ul><li>Each Tour Operator</li><li>You must complete t</li></ul>		ointments receive the appointment p	ortal prior to appoin	appointments. ntment requests opening throughout all business		Sunday and Mor	nday.
Tour Operators not me	eeting these requireme	ents will be invoice	ed an additional \$37	5 USD.			
For every two appoir appointment taker. N			ne company, you w	vill receive <u>two additio</u>	nal complimentary req	gistrations. Th	ey do not need to be an
ADDITIONAL O	PPORTUNITIES						
	est/Spouse Pass: s and require additi			tworking event. SYF o members.	social events		□ ¢205
	me:	•					□ \$295
				Designation Earn yo requirements at www			□ \$295
Ice Breaker & Walk the Floor - Friday, August 25 – Open to ALL Recommended for new conference attendees & new members					plan to attend		

## **Tour Operator Registration Form** (page 2)



The SYTA Youth Foundation provides deserving student and youth financial resources and programming through travel experiences that impact the lives of tomorrow's leaders. By attending one or more of the SYF events, you are directly supporting our mission and programs. All Foundation events are open to non-registered conference guests so feel free to invite friends, colleagues or vendors!

SYTA YOUTH FOUNDATION Fees directly support the SYTA Youth Foundation	
Golf Classic & Luncheon Friday, August 25, 7:00am – 2:30pm Includes breakfast, luncheon and transportation	☐ Club Rentals - <b>\$50</b> Please indicate your club type: ☐ Right-Handed ☐ Left-Handed ☐ Providing my own clubs
Golf Classic + Luncheon -  \$295 single  \$1,080 foursome  Foursome:	<ul> <li>Mulligan Package - \$50</li> <li>□ Sponsor Golf Classic Hole and Contest - \$500</li> <li>□ Golf Classic + Sponsor Golf Hole - \$750</li> </ul>
5K/Run/Walk/Slumber Sunday, August 27, Registration 6:00am, Run starts 6:30am Includes T-shirt, snacks, water Shirt Size:  5K - \$50  X-S  S M L XX-L XX-L XXX-L	Sponsor a Luncheon Table Sunday, August 27, 11:30am – 1:45pm Includes signage and program recognition  One reserved table of 10 - \$500
Dance Your Meal Off (DYMO) Sunday, August 27, 8:00pm – 11:00pm Includes two drink tickets, heavy hor d'oeuvres and live entertainment.  DYMO - \$75	
PRE-CONFERENCE TOURS: Thursday, August 24	
Santa Fe via the Turquoise Trail - \$99 8:00am – 6:00pm	Georgia O'Keeffe - \$179 8:30am – 6:30pm
SIGHTSEEING TOURS: Friday, August 25	
☐ Tour 1: Santa Fe - \$35 8:00am – 1:00pm	☐ Tour 3: Tent Rocks - \$35 8:00am – 1:00pm
☐ Tour 2: Sandia Peak Tram- \$35 8:30am – 6:00pm	Tour 4: Hot Air Balloon Ride - \$199 6:00am – 10:00am
POST-CONFERENCE EXCURSIONS & FAM TOUR: Starting Tuesday, August 29	
☐ Hot Air Balloon Ride - \$199 Tuesday, 8/29, 6:00am – 10:00am	☐ Churches of Chimayo - \$119 Tuesday, 8/29, 9:00am – 5:00pm
☐ High Road to Taos - \$139 Tuesday, 8/29, 7:30am - 7:30pm	Las Cruces Post FAM - \$0 Tuesday, 8/29 - Thursday, 8/31
PAYMENT INFORMATION I have enclosed payment for all items listed above (Payment in full must accompany registration in US dollars)  TOTAL ENCLOSED \$	
☐ Check Payable to SYTA ☐ Credit Card (American Express, Discover, VISA or MasterCard)	
Card Number	Exp. Date
Cardholder Name	

#### **CANCELLATION POLICY:**

Conference cancellations must be received in writing no later than July 14, 2016. All cancellations are subject to a \$250 administrative fee. No refunds will be granted after July 14, 2016 however, substitutions without penalty are welcome through July 28, 2016. Substitutions made after July 28 will be subject to a \$75 fee. SYTA regrets that refunds will not be given for no-shows.

You will receive an email confirmation and receipt once you are registered.

Registration Questions: Call 703-610-0257 Fax to 703-610-0203 or Email: registration@mmgevents.com