

Discounts:

The following will discuss both the dollar amounts or percentages of each discount in addition to the policies surrounding each of them.

General Policies:

1. Refunds for families that have paid in full, and then later become eligible for a discount, will only be given to those families whose youngest child that attends Gesher is entering their Bogrim Year or older. Similarly, all discounts that would be applied in a following year can be applied in the current year for these families.
2. All other families will receive a credit to their account which can be used towards upgrading their session, any future Gesher programming or rolling the credit into a donation.
3. All discounts will be applied to the after tax total, and will be appropriately divided between the Camp Fee and HST.

Early Bird (\$100/Week):

Families will receive \$100 off per week if they have registered and paid their deposit by December 1 AND either pay in full by December 1, 2020 or 4 equal installments on December 1, January 1, February 1 and March 1. All Early Bird Discounts made available by Camp Gesher will be forfeited if payments are not received by Camp Gesher on or before March 1, 2021.

New Camper Discount (10% Off):

Every New Camper receives a discount in their first summer at Gesher. Campers that have attended Gesher *only* in the capacity of Family Weekend, Israel Weekend, Taste of Gesher or the Weekender are still eligible for this discount.

Referral Discount (\$200 off per new family recruited, applied following summer):

For each successful new family that a current Gesher family brings in to register, they will receive a discount the following summer. Current Gesher families refer to any family that is currently registered for the camp, even if they have not attended their first summer yet. The new family must explicitly state that they were referred to Gesher by a certain family. The maximum discount is \$1000 off per summer per family.

Ambassador Program Discount (\$100 per meeting):

For each Gesher Parlour meeting that a family hosts, with a minimum of two perspective families, they will receive a discount. Prospective families must not have attended Gesher in any capacity (other than for visiting day) before this program to be included. Maximum of two Ambassador Program Discounts per family per year. If an ambassador family has already paid in full, they can defer this discount to the next summer.

Combining Discounts:

The following policies apply for combining discounts:

1. The greatest combination of discounts possible is equal to a free summer
2. If a family hosts a Gesher Parlour meeting, and one of those prospective families registers for the summer, the family will get the greater of the two discounts. If they already have the maximum of either the referral or Ambassador Program discounts, they will automatically get the other discount applied.
3. When combining discounts that involve fixed dollar amounts and percentages, the percentage discount would be based on the subtotal after deducting the fixed dollar discount (e.g. If someone qualified for a \$100 early bird discount and a 10% new camper discount, the 10% discount would be calculated after the \$100 is subtracted from the full cost)