

Cuba – The New Beginning

Havana, Santa Clara and Cayo Santa Maria



Prepared for

The Blount Partnership Chamber of Commerce

8 days/7 nights

Departure Date: November 2, 2016

Produced for: Tammi Ford

Central Holidays is proud to be the official travel provider of the Association of Chamber of
Commerce Executives (ACCE)

CST#211307450



ASSOCIATION OF
CHAMBER OF COMMERCE
EXECUTIVES

Dear Tammi,

Welcome to the best in travel with Central Holidays, a tour operator specializing in travel throughout Europe, the Americas and the Middle East since 1972. Since its formation Central Holidays, has been dedicated to revealing the treasures of the world, from the capitals of Europe, to Australia's Great Barrier, and virtually all points in-between. All Central Holidays team members are

passionate travelers, enthusiastic about showing the corners of the world to others and, as such, work together to present authentically rich experiences for our valued guests. The values that Central Holidays embodies continue to shine in our exemplary client service, destination expertise and our meticulously planned tour and travel packages.

We are proud to provide travelers with the peace of mind they desire when selecting a company to experience and explore the world. Central Holidays offers the reliability that you are booking and traveling with a strong, long-established, robust tour operator with a time-honored history as well as an ongoing commitment to providing the best quality travel packages and unparalleled client service. The entire Central Holidays staff – from our headquarters team in the United States, to our office in Italy and expert destination management staff throughout Europe and the Mediterranean – is with you every step of the way - from the planning stages, to your enjoying the adventure of your dreams, and beyond - personally anticipating and fulfilling your needs throughout your trip.

Our home for the next six nights: Cuba

Cuba is forever linked with cigars and Castro, but programs to this island nation are more about revelation than a revolution. If you're looking for character and charm, Cuba has everything. Time warped by its revolution, Cuba feels like this is a sunny isle of contrasts. Walking around historic Camaguey, Trinidad or Havana is like a trip back in time. Music has, undoubtedly, most influenced the Cuban personality. It is said that in the Island, people sing while talking, dance while walking and humming the lyrics of a song. At night, the island pulsates with laughter, music, dance and rum filled cocktails. Join us and become part of a privileged few and legally travel to the island nation before the borders fully open. You have waited long enough!

Did you know?

- Cuba is the most populated country in the whole of the Caribbean.
- The island was discovered by Columbus in 1492, and was claimed for the Kingdom of Spain. When he discovered Cuba, Columbus actually thought he was in India.
- The doctor to patient ratio is the highest in Cuba. In fact, there are so many doctors in Cuba, that the country even sends doctors to other countries that face a shortage of doctors.
- The current capital of Cuba is Havana, while earlier the capital used to be Santiago de Cuba. UNESCO has declared Havana City, Cienfuegos, and Trinidad, to be World Heritage Sites.
- Surprisingly, soccer is not the most famous sport in Cuba. While most other Latin countries enjoy soccer as their favorite sport, for Cubans it is baseball. Cuba's baseball team is among the best in the world.
- The official flower of Cuba is the Butterfly Jasmine, while the national bird is the Toco-ro-ro or the Cuban Trogon. The official tree of the Republic of Cuba is the Royal Palm.



Why Partner with Central Holidays:

- We are the official travel provider of the Association of Chamber of Commerce Executive (ACCE). For each passenger that travels with Central Holidays we donate to programs that chambers across the country cherish. We support your chamber and the chamber community nationwide.
- We have offices all over the world to look after you and your traveler's interest.
- We have a chamber booking engine that eliminates the need to mail in credit card bookings. Your passengers can reserve directly on the web and you will gain immediate notification.
- As a wholesaler we can bring terrific quality and an extremely value price.
- We have references if needed from Chamber professionals that have traveled on our trips.
- We have great airfare and hold group air contracts. We do not book via Expedia groups (or similar) that could cause poor air schedules and multiple connections.
- Our commitment is to produce an authentic Cuban experience not found outside the Central Holidays travel world.
- We have been in business as a travel wholesaler providing quality, value priced programs since 1972.



Quote:

"Traveling to Cuba through Central Holidays West was an adventure none of our members will ever forget. Over one month later and the people who took part in this cultural exchange tour are still raving about it. Ian Scott and his team were great to work with. It was like stepping back in time to an era long past. We were welcomed by the Cuban people with open arms and we're already planning our return trip! "

Mike McMullin, President, Carroll County Chamber of Commerce, MD

Departure date:

November 2, 2016: Due to the high demand of the product we have given you is currently available.

Please note: No space is currently being held for you and departure dates are given on a first come first served basis.

Included Features

The included features and day to day are listed on the marketing flyer attached. Your air gateway city is contained in the pricing paragraph.

Pricing:

The pricing is \$3949, per person double occupancy and is based on a joint group size of 30 paying passengers including air from Miami and \$300 per paying passenger to the chamber. The single supplement is \$450. The fuel surcharges are included. All taxes and fuel surcharges are correct at the time of print but subject to change. This pricing does not include gratuities for driver and guides, baggage charges by the airline, passports, and visas for Cuban born travelers and items of a personal nature and the exit tax from Cuba at \$32 per person.

Free places on this program:

Here at Central Holidays we understand that it is important that you or a chamber representative travels with your passengers. For this reason we offer:

- One free passenger in double occupancy with 20 paying passengers (land/air). This includes fuel surcharges; however the departure taxes are additional.

Marketing:

Here at Central Holidays we provide to you at no additional cost:

- Full color professionally made personalized brochures.
- Full color professionally made e-brochures brochures.
- A webpage PDF.
- Full color and/or black and white camera ready newspaper advert.

Reservations:

- This program qualifies to use our chamber internet booking engine to eliminate paperwork and postage.

Optional travel insurance:

We offer trip cancellation and interruption insurance. This policy is additional at \$299 per person and is based on the cost of this trip. Higher rates may apply if additional features or extensions are taken. To qualify for this offer and preexisting conditions, the policy must be purchased by the traveler with the initial payment/deposit or within 15 days of the initial deposit/payment.

Our partnership details:

When we become partners we have a vested interest in your success. We handle the details:

- No upfront deposits are required to block space. Deposits are needed only when travelers fill out their reservation forms.
- We invoice all your passengers directly and process payments, once a deposit is received.
- Central Holidays allows payment by credit card and/or check.
- Airline fuel surcharges/fees and air departure taxes/fees guarantee. Simply pay in full at any time before final payment to lock in the rate.

Please note:

Due to high demand on our programs this departure date and pricing may only valid for 14 days from the date indicated here Monday, October 26, 2015. To avoid disappointment please reserve your group allotment accordingly. Allotments do fill quickly.

This program provides a full time schedule of activities that result in meaningful exchanges through people-to-people contact. U.S. law requires all travelers joining this program adhere to the full time schedule and imposes on Central Holidays (the licensed entity) the responsibility to ensure such observance.





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(1) Miami – (2) Cayo Santa Maria – (4) Havana



HOTELS (OR SIMILAR)

Hotels	City
Hilton Miami International Airport Hotel	Miami
Sol Cayo Santa Maria Hotel & Resort	Cayo Santa Maria
Melia Cohiba	Havana

This program is operated by Central Holidays, the Cuba license entity and our partner.

TOUR FEATURES

- **ROUND TRIP AIR TRANSPORTATION** - Round trip airfare from Miami
- **FIRST-CLASS ACCOMMODATIONS** - 7 nights first class hotels
- **CUISINE** - 15 included meals consisting of 6 breakfasts, 5 lunches and 3 dinners
- **TOUR PROGRAM** - People to people discussions, interactions and unusual visits such as: the seaside town of Caibarien, the Sugar Mill Museum, the colonial town of Remedios, the Che Guevara Museum and Mausoleum, a Cigar Factory, meetings and visitations with artists, meet a Cuban baseball player, Hemingway's Farm, Old Havana and more...
- **TOUR DIRECTOR** - Assistance of a Central Holidays Tour Director
- **PROFESSIONAL CUBAN GUIDE** - Assistance and guiding from a professional specialized bilingual Cuban guide
- **DELUXE MOTORCOACHES** - Touring by private deluxe air-conditioned motor coach
- **PEOPLE TO PEOPLE INTERACTIONS** - There are daily people to people discussions, and interactions on unique Cuban events and issues
- **BAGGAGE HANDLING AND TRANSFERS** - Baggage handling for one piece of checked luggage outside of the airport upon arrival in Cuba
- **VISA** - Cuban travel visa
- **HEALTH INSURANCE** - Cuban health insurance
- **WATER** - Bottled water on the coach each day
- **GRATUITIES** - Pre-paid gratuities for hotel porters, waiters for included meals, all people to people visits, discussions and interactions
- **LOCAL TAXES AND SERVICE CHARGES** - Hotel & City taxes and service charges
- **DEPARTURE TAXES** - U.S. air departure taxes

Day 1 Miami Arrive in Miami and transfer to the Miami Airport Hilton on your own. Today in the hotel lobby meet your Central Holidays Representative who will hold a mandatory Cuba orientation meeting where you will receive your final Cuba documentation.

Day 2 Miami – Santa Clara – Cayo Santa Maria, Cuba This morning transfer via private coach to the airport for your flight to Cuba. Departure times will be listed at the Hospitality Desk in the hotel lobby. Upon arrival at Miami International Airport check in for your flight. Upon arrival in Santa Clara, Cuba and after clearing customs at the airport, we'll meet our local Cuban tour guide, an experienced bilingual guide outside the terminal. We will depart for Cayo Santa Maria to check into the Sol Cayo Santa Maria Hotel & Resort for our two night stay. Cayo Santa Maria is surrounded by crystal blue Caribbean waters featuring a rugged interior and has been declared a UNESCO Biosphere Reserve. Enjoy dinner this evening at the hotel. (D)

Day 3 Cayo Santa Maria - Caibarien – Remedios - Cayo Santa Maria This morning depart for Caibarien, known as "La Villa Blanca" (The White Town), for an overview of this seaside town before visiting the Printing Museum. Next, enjoy a concert by locals of Caibarien and a chance to interact with them in the town square. Then it's off to the Marcello Salado Sugar Mill Museum. In 2002 the government activated a plan for the reconversion of Cuba's sugar mills. The Ministry of Sugar decided that, of the 156 mills that existed at that time, which five would be converted into museums. Today we visit a shining example of Cuba's sugar industry. Upon arrival enjoy a sugar cane drink before a guided tour of the amazing machines that are used to process sugar cane. Later we take a short Steam Train Ride from the museum to a local restaurant for lunch. After lunch we head to the colonial jewel town of Remedios, founded by the Spanish in 1578. Enjoy a Remedios Walking Tour with a local historian/guide. See the Central Plaza, or "Plaza Mayor", that is surrounded by colonial buildings, beautiful monuments, trees, palms and a gazebo like many towns in Cuba. Next, tour inside the colonial grand church "Iglesia Mayor" of San Juan Bautista containing beautifully decorated gold altars. Afterwards we stroll through the main shopping street to learn the differences between Ration, Cuban Pesos and CUC stores. Explore the complexity of the two-currency system and have the opportunity to talk with Cubans and workers who shop at these stores. Tonight, it's time to dust off your dancing shoes and learn to dance the Salsa with the locals. Enjoy dinner this evening at the hotel. (B,L,D)

Day 4 Cayo Santa Maria - Santa Clara – Havana Following breakfast we'll leave Cayo Santa Maria behind and depart for Havana. Along the way we will stop in Santa Clara, a city most famous because of the history of Cuba's revolution and the massive Che Guevara Memorial, a 25 foot-tall bronze statue of Che bearing his rifle, by sculptor José Delarra. Tour the Che Guevara Museum and see the Mausoleum where his remains are laid to rest. Santa Clara was the site of the last battle in the Cuban Revolution in late 1958. There were two guerrilla columns that attacked the city, one led by Che Guevara and the other led by Camilo Cienfuegos. Che's column first captured the garrison at Fomento. Then, using a bulldozer, Guevara's soldiers destroyed railroad tracks and derailed a train full of troops and supplies sent by President Batista. After lunch we will visit a local liberal arts school and interact with its students and teachers. After the school visit, we continue to Havana. Upon arrival you will enjoy a photo stop at Revolution Square, one of the largest public squares in the world. (B,L)

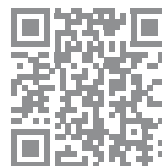
Day 5 Havana After breakfast you will tour the Museum of the Revolution that displays a vast array of documents, weapons, relics and even planes from the revolution. The museum is housed in the former presidential palace that was the home to Cuba's leaders from the 1920s until 1959. Continuing onwards you will have an educational exchange with a local expert who will speak about Havana's unique architecture, the challenges of renovating the city's exquisite historic buildings, and the future of these restorations. Then, you will explore the charming cobblestone streets of Old Havana, a UNESCO World Heritage Site, while participating in an open dialogue with the local expert on architectural topics of interest. Next, visit the Maqueta Vieja Habana Museum that houses the scale model of the City of Havana to see the whole city, and learn about its architecture as well as more about restoration efforts. Following lunch in Old Havana, Heading out of the city you will enter the realm of Ernest Hemingway with a visit to Hemingway's Farm, Finca La Vigia. The house where the Nobel Prize winner lived with his wife Martha for 21 years is situated on this beautiful property overlooking Havana. Tour the perfectly preserved home where many of Hemingway's personal belongings remain today, as well as his wooden yacht "Pilar." On this vessel, Hemingway patrolled for Nazis and it was also featured in his novel "Islands in the Stream." Before dinner, meet a former Cuban baseball player and join in a dialogue regarding the history and the love of this favorite pastime in Cuba. This evening, enjoy your dinner at a local restaurant. (B,L,D)



Day 6 Havana – Viñales - Pinar Del Rio – Havana Today you will venture northwest out of Havana through the Cuban countryside to the UNESCO World Heritage site of the Viñales Valley, located in Cuba's western most mountainous range. This region, situated in the province of Pinar Del Río, is known for its breathtaking scenery. The area is dotted with spectacular limestone mountains (mogotes) rising to a height of up to 300 meters. Here you will gaze upon spectacular caverns and rivers and discover the region's vast tobacco fields, still cultivated today using traditional methods that have survived unchanged for centuries. In Pinar Del Río you will tour the Francisco Donatien Cigar Factory to learn about the manufacturing of fine Cuban cigars and enjoy an educational exchange with workers about the history and process of cigar-making in Cuba. As your day continues, you will visit a traditional tobacco plantation and farmhouse where you will get to know an authentic tobacco farmer. During this enlightening interaction you will learn about tobacco cultivation and the tobacco leaf drying process then experience a cigar rolling demonstration firsthand. Enjoy a visit inside the farmer's home and have a sit-down with his family while sipping on a "cafecito" – a sweetened shot of Cuban-style espresso coffee. This is a superb opportunity to witness up-close how Cuban families live in a rural setting. After this exciting encounter, a stop at Los Jasmines viewpoint offers the ideal photo-op with its awe-inspiring views of Viñales Valley, perfect for panoramic pictures of this splendidly beautiful region. (B,L)

Day 7 Havana - Matanzas – Havana Today's activities begin after breakfast with an introductory exploration of the world of art in Cuba as you delve into the National Museum of Fine Arts in Havana. Housed in its current location since 1954, the museum boasts an impressive collection of artwork from painters dating back to the earliest colonizers of Cuba. Here you will meet with a Cuban art expert and a local historian for a presentation on the importance of the artistic pieces housed in this spectacular museum. Next along your journey, you will travel through rural Cuba and arrive in Matanzas, known as "the Venice of Cuba" for its many bridges. Enjoy a city tour where your guide will provide insight into the city's rich history. Tour the well-preserved El Museo Farmacéutico, an old French Colonial pharmacy formerly known as Botica La Francesa that was originally founded 1882. It was operational until 1964 when it was transformed into The Museo Farmacéutico. Time has remained still here where many of the items that would have been found in a pharmacy during that time period still line the shelves, such as: hand painted French porcelain vases, more than 500,000 original medical recipe formulas, antique bottles and jars, other seemingly ancient pharmaceutical items. During an illuminating tour you will discover the museum's interesting exhibits and collections including, a prizewinning dispensary table (winner of a bronze medal in the Paris Exposition of 1900), together with tools used for the production of medicines. Next, you will enjoy a brief architectural tour of the famous DuPont Mansion including lunch. Further along you will experience a pottery-making demonstration at the Taller de Cerámica Artística (artistic ceramics workshop) and interact with artists to learn about this art form. A stop is made at Bacunayagua Bridge, the highest bridge in Cuba with an observation area offering excellent views for photos. (B,L)

Day 8 Depart Havana – USA After breakfast, bid "adios" to Cuba and depart for the airport and your return flight to Miami with memories to cherish and share of your Discover Cuba trip to this enchanting country in the Caribbean. (B)



Call: **888.482.5887**

Visit: **www.centralholidayswest.com**

Email: **info@centralholidayswest.com**