



Republic of the Philippines  
**Tourism Infrastructure & Enterprise Zone Authority**

**MEMO FOR : THE ASSISTANT CHIEF OPERATING OFFICER**  
**Assets Management Sector**

**FROM : THE MANAGER**  
**Business Development Department**

**SUBJECT : BALICASAG ISLAND DIVE RESORT PROPOSED PACKAGES**  
**FOR PANGLAO DIVE FESTIVAL 2021**

**DATE : JUNE 10, 2021**

Sir, this is in reference to the proposed packages for Balicasag Island Dive Resort (BIDR) to be offered during the Panglao Dive Festival 2021 scheduled on June 16-20, 2021.

To intensify the promotion of BIDR in its reopening, may the undersigned request approval on the following packages:

Packages	Target Market	Special Package Rate	Inclusion
Balicasag Island Weekend Getaway	Couple	P5,550/couple	Overnight accommodation in standard room with breakfast Roundtrip boat transfer (Alona/Panglao-Balicasag Island) 2-day snorkeling with guide, gear, EUF
Balicasag Island Day Tour	Family / Peers	P 8,500/ maximum of 5 pax	Roundtrip boat transfer Dolphin watching Family style lunch at BIDR Snorkel with guide, gears and EUF
Family Staycation	Family/Peers	P 10,500/max 5pax	Overnight accommodation in 2 standard room with breakfast Roundtrip boat transfer (Alona/Panglao-Balicasag Island) 2-Day Snorkelling with guide, gears and EUF
Night Dive Package	Dive Operators	P3,900/2pax	Overnight accommodation in a standard room with breakfast Dinner (Diver's meal for 2)

The existing contracted room rates have been applied on the above packages and were properly coordinated and discussed with the Sales Division and Officer in Charge of BIDR.

Validity of the packages shall be from June 16, 2021 until September 30, 2021.



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Classification of Room	Published Rates (net/room/night)	Special Rate (net/room/night)	% discount from the Published Rates
Standard Room	P 3200.00	P 2,800.00	12.5%
Deluxe Room	P 3,700.00	P 3,200.00	13.5%

The above rates will be effective until December 31, 2021.

For your consideration and approval, Sir.

  
MA. EVELYNE A. FRANCISCO

Approved:

  
JETRO NICOLAS F. LOZADA



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Attached is the breakdown of the computation.

For your consideration and approval, Sir.

Thank you.

  
**MA. EVELYNE A. FRANCISCO**

**Approved:**

  
**JETRO NICOLAS F. LOZADA**



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**Package 1 Balicasag Island "Weekend Escapade" ( For Couple)**

Package Rate: P5,500.00 ( 2 pax)

**Inclusion:**

- overnight accommodation in a standard room for 2 person with breakfast
- Roundtrip boat transfer (Alona/Panglao-Balicasag island and vice versa)
- Snorkel with guide (including mask and snorkel and EUF)

**Breakdown:**

Room -	P2,400.00
Boat -	2,000.00
<u>Snorkel(2)</u>	<u>900.00</u>
Sub-total	P 5,300.00
misc	<u>200.00</u>
Total	P5,500.00

**Package 2. Balicasag Island Day Tour (Family/Peers)**

Package Rate: P 8,500.00

No. of Pax: 5 pax max

**Inclusion:**

- Roundtrip boat transfer (Alona/Panglao-Balicasag island and vice versa)
- Dolphin watching
- Family style lunch at Balicasag Island Dive Resort
- Snorkel with guide including gears and EUF

**Breakdown:**

Boat -	P2,800.00
Lunch -	2,500.00
<u>Snorkel</u>	<u>2,250.00</u>
Sub-Total	P7,550.00
<u>Misc.</u>	<u>950.00</u>
Total	P8,500.00



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**Package 3      Family "Staycation" Package ( For Family/Peers)**

Package Rate: P10,500.00

No. of pax: 5 (4 adults and 1 child )

Inclusion:

- Overnight accommodation in a duplex cottage (standard) with breakfast.
- Roundtrip boat transfer (Alona/Panglao-Balicasag island and vice versa)
- Snorkel with guide including gears and EUF

Breakdown:

Room P2,400 x 2 rms	-	P4,800.00
Extra pax		650.00
Roundtrip boat transfer		2,200.00
<u>Snorkel with guide,gears &amp; EUF</u>		<u>1,800.00 (4 adults, child free)</u>
Sub-total		P 9,450.00
<u>Misc.</u>		<u>1,050.00</u>
Total		P 10,500.00

**Package 4.      Night Dive Package (for Dive Operators only)**

Package Rate: P3,900.00 ( 2 pax)

Inclusion:

- Overnight accommodation in a standard room with breakfast
- Dinner (Diver's meal for 2)

Breakdown: Room (P2,400 x 1 night)	P2,400.00
<u>Diver's meal(P500x 2) -</u>	<u>1,000.00</u>
Sub-total	P3,400.00
<u>Misc.</u>	<u>500.00</u>
Total	P3,900.00

Note: Dive and Boat care of the Dive Operator