



tobiano

## 2016 Net Rate Agreement – BC Golf Guide

Green fee rates include: 18 holes of golf, GPS equipped power cart, practice facility use and a bottle of water per player.

Rack Rates	Spring Opening – Apr 28	Late Spring Apr 29 – May 19	Summer May 20 – Sept 25	Fall Sept 26 - Close
18 holes	\$69	\$109 (Fri-Sun) \$89 (M-Th)	\$129 (Fri-Sun) \$109 (M-Th)	\$69
Twilight <i>within 5 hours of sunset</i>	\$69	\$69	\$69	\$69
Replay Rounds	\$39	50% of First Round	50% of First Round	\$39
Groups of 12+	\$69	\$89 (Fri-Sun) \$69 (M-Th)	\$109 (Fri-Sun) \$89 (M-Th)	\$69
Tour Operator Pre-Season Sale until Mar 31 <sup>st</sup> **	\$69	\$89 (Fri-Sun) \$69 (M-Th)	\$109 (Fri-Sun) \$89 (M-Th)	\$69
Net Rates				
18 Holes	\$57.50	\$87.20 (Fri-Sun) 25%* \$71.20 (M-Th) 25%	103.20 (Fri-Sun) 25%* \$87.20 (M-Th) 25%*	\$57.50
Twilight <i>within 5 hours of sunset</i>	\$57.50	\$57.50	\$57.50	\$57.50
Replay Rounds	\$32.50	50% of applicable first round net rate	50% of applicable first round net rate	\$31.20
Groups of 12+	\$57.50	\$74.17 (Fri-Sun) \$57.50 (M-Th)	\$90.83 (Fri-Sun) \$74.17 (M-Th)	\$57.50
Tour Operator Pre-Season Sale until Mar 31 <sup>st</sup> **	\$57.50	\$74.17 (Fri-Sun) \$57.50 (M-Th)	\$90.83 (Fri-Sun) \$74.17 (M-Th)	\$57.50

\*Tobiano is pleased to extend you preferred net 20% in the early Spring and Fall, as well as off our group and twilight rounds, and a special 25% net in prime season to encourage your promotion of our facility.

And **NEW FOR 2016, we are pleased to offer a Pre-Season sale** available through tour operators only, where your customers can save \$20 per person, per round, and also take advantage of playing Tobiano in the early Spring and late Fall for only \$69.00

### Booking Policy:

- We endeavour to respond to all booking requests on the day of receipt.
- Tobiano Reservations: Email: [info@tobianogolf.com](mailto:info@tobianogolf.com) Fax: 250-434-9698 Phone: 1-877-373-2218
- Golf and industry professionals, as well as junior golfers may be extended preferred rates to be paid directly to Tobiano.



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- d. Reservations made more than 30 days in advance may be subject to change should reformatting the golf course be required to accommodate a large event. Every effort will be made to ensure our mutual customer's satisfaction.

### 2. Cancellation Policy:

- a. Reservations of 1-15 players may be cancelled without penalty up to 48 hours prior to their scheduled reservation.
- b. Group cancellations may be made up to 30 days in advance without penalty.
- c. "No-shows" will be billed at full net rate.
- d. All cancellations must be received in writing via email to [info@tobianogolf.com](mailto:info@tobianogolf.com) after the initial cancellation by phone.

### 3. Cancellation Charges:

Prior to Arrival	Individuals (1- 15 players)	Groups ( 16+ players)
Until 30 days	Full Refund	Full Refund
29-15 days	Full Refund	25% Refund
8-14 days	Full Refund	50% Refund
2-7 days	Full Refund	No Refund
<2 days	No Refund	No Refund

### 4. Use of Net Rates:

- a. Net wholesale rates are to be utilized in the creation of golf packages with accommodation and other travel components.
- b. Net wholesale rates are not to be disclosed to the public, other golf courses or industry colleagues as they are extended on a preferred basis to BC Golf Guide.

### 5. Payment Terms:

- a. A credit card must be provided on an annual basis to secure and guarantee your account with Tobiano.
- b. Account invoices will be sent to you monthly with payment to be received at Tobiano within 30 days of receipt of invoice.
- c. In the event that payment is not received within 60 days of receipt of invoice, your signature below will authorize Tobiano to take payment in full from the credit card on file.

### 6. Course Maintenance:

- a. Golf course greens aeration is an annual maintenance practice undertaken to preserve the playing surface of the greens and historically performed in the late Fall at Tobiano. We will advise once the dates are set as well as whether a reduced rate will be in effect.



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7. Miscellaneous: We kindly request that you inform our mutual clients of the following:
- Guests should arrive at least 30 minutes prior to their scheduled tee time.
  - Tobiano is an approximate 25 minute drive from downtown Kamloops, so please recommend they depart at least 60 minutes prior to their tee time.
  - Proper golf attire is requested.
  - Tobiano's practice facility is available for warm up prior to their round.
  - The Black Iron restaurant is open for breakfast (Fri-Sun and holidays), lunch and dinner.

Should you have any questions, please do not hesitate to contact Shannon McGeady, CPGA Head Golf Professional at 250-434-7373 or Trisha Larsen, Director of Marketing at 778-475-3392. We would like to thank you for your previous support of Tobiano and look forward to together generating increased interest for the 2016 season!

Please return a signed copy of this page 4 of your 2016 net wholesale agreement via fax: 250-434-9698 or scan and email to [shannon@tobianogolf.com](mailto:shannon@tobianogolf.com). We will confirm via email when your account has been renewed for the 2016 season.

To our mutual success!

*Shannon McGeady*

Shannon McGeady  
CPGA Head Golf Professional

*Trisha Larsen*

Trisha Larsen  
Director of Marketing



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Company Name: **BC Golf Guide**

Contact Name: \_\_\_\_\_

Accounts Payable Contact: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City /Prov/ Postal Code: \_\_\_\_\_

Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

Email: \_\_\_\_\_

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### Credit Card Guarantee

Credit Card Number: \_\_\_\_\_

Expiry Date: \_\_\_\_\_ CID on back: \_\_\_\_\_

Name on Card: \_\_\_\_\_

I provide this credit card guarantee of my account payable to Tobiano and hereby authorize payment thereof on this card if not processed by cheque within 60 days of receipt of invoice.

Signature of Authorized Representative: \_\_\_\_\_

Date: \_\_\_\_\_