

2016 – 2017 We-Ko-Pa Golf Club Net Rate Agreement

We-Ko-Pa Golf Club is pleased to offer the following
Letter of Agreement for the 2016 – 2017 season.

ATTN
Eric

This agreement between We-Ko-Pa Golf Club (**CLUB**) and

(**PARTNER**)

commences on August 26th, 2016 and expires August 31st, 2017

In exchange for receiving the net rate pricing and access to advance tee time reservations, the following terms, conditions, and payment policies outlined below will apply. Please note: The **CLUB** reserves the right to terminate this agreement without cause, with fifteen (15) day written notification and any breach of this contract will null and void this net rate agreement immediately.

- We-Ko-Pa Golf Club will accept starting times up to ninety (90) days in advance. Tee times may be made via Quick 18, telephone, email or fax request. **CLUB** retains the right to offer only the tee time inventory that it feels is in its best interest.
- **PARTNER** is not authorized or permitted to advertise online, in print, etc., a rate lower than the regular posted We-Ko-Pa Golf Club resort rate. All golf rates wrapped into a hotel/lodging golf package rate must be inclusive.
- **PARTNER** will represent itself as an entity separate and independent from the **CLUB**. **PARTNER** is not authorized or permitted to post the **CLUB'S** tee times or packages on other affiliate websites or other distribution channels. **PARTNER** is not authorized or permitted to use the **CLUB** name or derivatives thereof in keyword searches, pay for click advertising or within the names of URLs maintained/utilized by wholesale **PARTNER**.
- In the event of a "no show", the **PARTNER** shall assume responsibility for payment of the reserved tee time(s). In the event the **CLUB** determines a course is unplayable due to weather or other conditions, a refund will be given. Otherwise, at the discretion of the **CLUB**, a "rain check" may be issued when the players encounter inclement weather.
- The 36 hole rate will be applied to reservations in which 36 holes are played within a three (3) day period or on the same day.
- **PARTNER** agrees to provide **CLUB** a corporate credit card to be billed on day of play or a check, which must be received no later than forty-eight (48) hours prior to the scheduled day of play. If credit card is to be billed on the scheduled day of play, it is agreed that a signature on file of an individual playing in the group signifies the group did play and waives the possibility of any and all future credit card disputes.
- Please note, in the event credit card payment the day of play is declined, payment in full will be expected from the player prior to the start of the round.

* We'd Like A
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- **PARTNER** assumes all responsibility and will separate and protect the **CLUB** from any and all liability for State and Federal taxation and regulatory matters related to the resale of tee times. **PARTNER** must be fully compliant with all relevant regulatory standards.
- **PARTNER** is not entitled to confidentially clause that prevents the **CLUB** from disclosing the terms of the agreement. The **CLUB** retains the right to impose price parity (same price for same product throughout all marketing and distribution channels).
- **Reservations for eleven (11) players or less** will be charged to **PARTNER's** credit card the day of play. Cancellations or reduction of reserved players must be made at least forty-eight (48) hours in advance to avoid being charged to credit card on file.
- **Tee time reservations for twelve (12) or more players** must be referred to **Eric Dettman** at **480.789.8703** or **edettman@wekopa.com**. There will be an additional event fee of \$5.00 per player covering all gratuities and bag handling for the group. If the initial reservation is for twelve (12) or more players and at anytime reduces below twelve (12) the event fee of \$5.00 per player will still be applied.
- **Reservations for thirteen (13) through twenty-three (23) players** are required to pay a 25% deposit within fourteen (14) days of making the original reservation. Final payment will be charged to **PARTNER's** credit card seven (7) days in advance of day of play. Cancellation of entire group must be received thirty (30) days in advance of day of play to receive 100% refund of deposit. Further reduction in players (but no greater than deposit amount) is permissible if received prior to seven (7) days in advance final payment.
- **Reservations for twenty-four (24) players or more** are required to pay a 25% deposit within fourteen (14) days of making original reservation. A second deposit of 25% is required forty-five (45) days in advance of day of play. A reduction in the number of players is permissible at this time provided it does not reduce more than one-half of original number of players reserved. Final payment is due ten (10) days prior to day of play and a further reduction of players is permissible provided it is not less than the deposit already paid. Cancellation of the entire group must be made sixty (60) days in advance of day of play to receive 100% of deposit already paid.

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| | 8/26/2016 through 9/15/2016 | 9/16/2016 through 10/9/2016 | 10/21/2016 through 12/24/2016 |
|--|------------------------------------|-----------------------------------|-------------------------------------|
| Net Rate - 18 Holes | \$85.00 | \$90.00 | \$140.00 |
| Net Rate - 36 Holes | \$160.00 | \$170.00 | \$270.00 |
| Resort Rack Rate | \$100.00 | \$120.00 | \$170.00 |
| Resort 36 Hole Rate | \$175.00 | \$185.00 | \$290.00 |
| | | | |
| | 12/26/2016 through 1/12/2017 | 1/13/2017 through 4/2/2017 | 4/3/2017 through 4/30/2017 |
| Net Rate - 18 Holes | \$155.00 | \$195.00 | \$140.00 |
| Net Rate - 36 Holes | \$300.00 | \$370.00 | \$270.00 |
| Resort Rack Rate | \$185.00 | \$235.00 | \$170.00 |
| Resort 36 Hole Rate | \$320.00 | \$390.00 | \$290.00 |
| | | | |
| | | | |
| | 5/1/2017 through 5/14/2017 | 5/15/2017 through 5/25/2017 | 5/26/2017 through 8/31/2017 |
| Net Rate - 18 Holes | \$105.00 | \$90.00 | \$60.00 |
| Net Rate - 36 Holes | \$200.00 | \$170.00 | \$110.00 |
| Resort Rack Rate | \$135.00 | \$120.00 | \$75.00 |
| Resort 36 Hole Rate | \$220.00 | \$185.00 | \$125.00 |
| | | | |
| Cholla Maintenance Schedule | | | |
| Cholla Closed for Renovation 6/13/2016 through 9/15/2016 | | | |
| Cholla Closed for Overseed 10/10/2016 through 10/27/2016 | | | |
| | | | |
| Saguaro Maintenance Schedule | | | |
| Saguaro Closed for Overseed 10/3/2016 through 10/20/2016 | | | |
| | | | |
| <i>Rates do not include 9% Sales Tax</i> | | | |

PARTNER agrees with terms above and hereby agrees to allow your corporate credit card to be charged without your original signature for payments and/or balances due for tee time reservations booked at CLUB.

Signature D. Leitch Date Sept 1 / 16
Printed Name of Signature DANNY LEITCH
Company Name BC Golf Guide / Golf The World Vacations
Company Address 1524 Woodridge Road Kelowna, BC
City/State CANADA Zip Code V1W 3B4
Phone # 877 223 7226
Fax # 250 800 0912
Contact Name DANNY LEITCH
Contact Email DANNY@BCGOLFGUIDE.COM
Payment Method VISA
Cardholder ROSS MARRINGTON
Card # 4085 8600 0345 7907
Expiration Date 02 / 17 CVV# 641

Please sign and return this document to Eric Dettman, PGA Head Golf Professional



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|--|---|
| Email | edettman@wekopa.com mwahlig@wekopa.com |
| Fax | 480.836.9001 |
| Reservations | 480.836.9000 |
| 18200 E Toh Vee Circle Fort McDowell, AZ 85264 | |