



THE WESTIN
BEAR MOUNTAIN
GOLF RESORT & SPA
VICTORIA

Wednesday, November-23-16

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2017 FIT RATE AGREEMENT

GUEST ROOM NET RATES

From	To	Traditional Rooms	One-Bedroom Suite
1-Jan-17	30-Apr-17	\$115.00	\$165.00
1-May-17	30-Jun-17	\$133.00	\$183.00
1-Jul-17	31-Aug-17	\$160.00	\$210.00
1-Sep-17	30-Sep-17	\$133.00	\$183.00
1-Oct-17	31-Dec-17	\$118.00	\$168.00

The above rates are net non-commissionable and are based on room availability.

- All rates are subject to applicable taxes. Taxes are subject to change without notice.
- Rates are based on single/double occupancy. For each additional person, over 18 years of age, a charge of \$30.00 per person per night will apply.
- All rooms are subject to Resort Fee. (see explanation below)
- SPG points can not be collected on the above rate.
- Group bookings of 10 rooms per night or greater, must complete a separate Group Contract and may be subject to a different rate. Please contact your Sales Manager to arrange.

Reservations:

For all FIT bookings less than 10 rooms per night, please forward reservation request to the following;

Email: reservations@westinbearmountain.com (preferred method for all reservations)

Fax: 250-391-3792

Resort Fee: A Resort Fee of **\$22.00** CAD (plus taxes) will apply per room, per night, and includes the following:

- Self-parking
- WIFI and wired HSIA
- Unlimited local, credit card, 800#, and Toll free phone calls
- Long distance calling in North America, limit 30 minutes
- Access to Business Centre Kiosk
- Unlimited access to hotel fitness facility
- Access to North Langford Recreation Centre, including with one scheduled fitness class per person per day
- Golf bag and luggage storage
- Access to Golf Practice Facility including range balls and clubs for range use
- Access to Hotel Concierge Program
- Local newspaper

Black-out Dates

September 9-17, October 6, 7, December 31.

Room Cancellation Policy: Cancellations must be received 24 hours prior to arrival date, otherwise first night's room and tax will be charged.

Travel Packages: Company must bundle and ensure that its B2B Partners bundle all guest rooms made available through the Hotel Agreement in a package travel product that is, at a minimum, a guest room and at least one (1) of the following; airline ticket, train ticket, show ticket, transfer, overnight cruise, car rental or another meaningful component ("Travel Package") before Company or its B2B Partners sell such guest rooms to retail customers. For the avoidance of doubt, under no circumstances may guest rooms made available through the Hotel Agreement be sold by Company or its B2B Partners on a retail website in a room-only or unbundled manner.

Non-Disclosure of Rates: Company may not sell, and must take commercially reasonable steps to ensure that its B2B Partners do not sell, Hotel's guest rooms at rates provided through this agreement in a manner that discloses, directly or indirectly, the rates for such guest rooms.

GOLF NET RATES

Available Seven Days a Week

		VALLEY COURSE		MOUNTAIN COURSE	
From	To	NET	RACK	NET	RACK
1-Jan-16	20-Apr-17	\$63.20 + taxes = \$67.59	\$79.00 + taxes = \$84.18	\$103.20 + taxes = \$109.59	\$129.00 + taxes = \$136.68
21-Apr-17	9-Oct-17	PUBLIC RATES			
		\$141.75 + taxes = \$150.07	\$189.00 + taxes = \$199.68	\$186.75 + taxes = \$197.32	\$249.00 + taxes = \$262.68
		RESORT GUEST RATES – <i>please request and confirm rate when booking tee time.</i>			
		\$119.20 + taxes = \$126.39	\$149.00 + taxes = \$157.68	\$159.20 + taxes = \$168.39	\$199.00 + taxes = \$210.18
		TWILIGHT RATES (2 PM APR/MAY/SEPT/OCT, 3 PM JUN/JUL/AUGUST) : <i>please request and confirm rate when booking tee time.</i>			
		\$89.10 + taxes = \$94.79	\$99.00 + taxes = \$105.18	\$134.10 + taxes = \$142.04	\$149.00 + taxes = \$157.68
		REPLAY RATES – <i>same day only, please request and confirm rate when booking tee time.</i>			
		\$62.10 + taxes = \$66.44	\$69.00 + taxes = \$73.68	Not Available	Not Available
10-Oct-17	31-Dec-17	\$63.20 + taxes = \$67.59	\$79.00 + taxes = \$84.18	\$103.20 + taxes = \$109.59	\$129.00 + taxes = \$136.68

GOLF GROUPS OF 16 OR MORE:

- Regular Green Fee Groups of **16 and over** during peak season will receive a net golf rate of **\$132.30 + taxes** on the Valley Course, and **\$174.30 + taxes** on the Mountain Course. Please contact Golf Sales Manager to book.

Golf Conditions:

Frost, fog or inclement weather may cause delay of tee times. If playing conditions require cancellation of the event, to be determined by the Course Superintendent, prior to the first tee time a full refund will be issued. Should a rain out or course closure occurs, to be determined by the Course Superintendent, during the round, the Director of Golf will make an equitable adjustment to the charge.

- Golf net rates are listed per person and **include shared GPS equipped power cart, range balls, bottled water, and first tee amenity.**
- Must book groups of 2 or more, singles may only be booked and confirmed 1 day in advance.
- Golf rates are quoted in Canadian Funds, and are net, non-commissionable and are subject to applicable taxes (currently 5% GST and Cart PST \$1.23/player as noted above). Taxes are subject to change without notice.
- Each player must have a set of golf clubs. Rental clubs available for \$60 plus taxes and includes two sleeves of balls. Only two players and two golf bags are allowed per power cart.
- Each player requires a valid drivers license, and must sign a Cart Waiver, to drive a power cart. Children without a valid drivers licence must be accompanied by an adult (not permitted to drive the golf carts.)
- Vendor must provide client with a uniquely numbered voucher indicating date, time and number of golfers to be presented at time of check-in. Failure to present voucher will result in prevailing green fee charged to guest unless otherwise arranged.
- All golf groups greater than 16 players must be booked through the Golf Sales Manager and subject to group requirements. Requests can be sent to chris.currie@westinbearmountain.com

Golf Cancellation Policy:

- Any tee-time cancellations must be received 24 hours prior to arrival time, otherwise full green fee and taxes will be charged.
- Golf Groups of 16 or more will be subject to the tournament and event contract terms and conditions.

Course Closures:

Please note that courses may be subject to various closures for course maintenance and agronomic practices. The current tentative schedule for 2017 Aeration is:

Mountain Course:

Closed: April 3-6. Reopens April 7

Closed: October 23-26. Reopens October 27

Valley Course:

Closed: April 17-20. Reopens April 21

Closed: October 11-15. Reopens October 16

FIT BREAKFAST OPTION

Guestroom rates do not automatically include breakfast for guests. Breakfast additions are not mandatory and need to be requested at the time of booking.

- If breakfast is requested as an inclusion, Vouchers will be provided at check-in to registered guests for whom breakfasts have been pre-paid only.
- Breakfast Vouchers must be presented to the server at the time of arrival at the restaurant each day.
- Each Voucher is valid for the choice of one (1) item from the a la carte menus provided to the group and coffee, tea or juice.
- Groups of 10 or more will be required to pre-book a meeting space. Please contact your sales manager for more information and options.
- Menus are subject to change throughout each year and without notice.
- Vouchers have no cash value and are non-transferrable.
- FIT Breakfast vouchers are only valid for the date noted on the voucher and must be packaged with a guest room booking at the Hotel.

Cost: Breakfast vouchers will be provided at a rate of **\$25.43** inclusive of taxes and service charges. A service charge, currently 17% of the total food and beverage revenue (plus all applicable taxes), will be included as part of the **\$25.43** rate. Calculation of cost = (\$20.70 + 17% service charge)*taxes. Current taxes are 5% Goods and Services Tax (subject to change without notice).

Package Requirement: Company must bundle, and ensure that its B2B Partners bundle, all FIT Breakfasts with guest rooms booked at the Hotel. For the avoidance of doubt, under no circumstances may FIT Breakfasts made

available through the Hotel Agreement be sold by Company or its B2B Partners on a retail website in a meal-only or unbundled manner.

Non-Disclosure of Rates: Company may not sell, and must take commercially reasonable steps to ensure that its B2B Partners do not sell, Hotel's FIT Breakfasts at rates provided through this agreement in a manner that discloses, directly or indirectly, the rates for such meals.

PAYMENT

Net Rates: All NET rate bookings must be guaranteed by **credit card at time of booking (separate form required)**. Unless stated otherwise it is assumed that the credit card will cover the following costs.

Guest rooms (including taxes and automatic charges):	<input checked="" type="checkbox"/> Company	
Resort fee (\$22.00 charged per night):	<input checked="" type="checkbox"/> Company	
Guest room Incidentals:	<input type="checkbox"/> Company	<input checked="" type="checkbox"/> Guests
Golf: (Green fee, including taxes):	<input checked="" type="checkbox"/> Company	<input type="checkbox"/> Guests
Golf Course Food & Beverage (including taxes and service fees):	<input type="checkbox"/> Company	<input checked="" type="checkbox"/> Guests
Golf Club Rentals:	<input type="checkbox"/> Company	<input checked="" type="checkbox"/> Guests
Golf Incidentals:	<input type="checkbox"/> Company	<input checked="" type="checkbox"/> Guests

Payment Type: Payment type will be made as indicated below. **Please check applicable option.**

Final Payment	<input checked="" type="checkbox"/> Credit Card
	<input type="checkbox"/> Direct Billing (OAC)

Insurance & Indemnification: The Resort and Company each agree to carry adequate personal property, liability and other insurance protecting it against any claims arising from any activities conducted in the Resort or while on the golf course during the guests stay. Each party hereby indemnifies and holds the other harmless from any loss, liability, costs or damages arising from actual or threatened claims or causes of action resulting from the gross negligence or intentional misconduct of such party or its respective officers, directors, employees, agents, contractors, members or participants (as applicable).

Force Majeure: If acts of God or government authorities, natural disasters, or other emergencies beyond a party's reasonable control make it illegal or impossible for such party to perform its obligations under this Agreement, such party may terminate this Agreement upon written notice to the other party without liability.

Confirmation of Acceptance: The rates as outlined in this contract will be protected on a definite basis upon our receipt of the signed confirmation of acceptance. All rates are confidential.

Please sign this contract and return, via fax, to (250) 391-3773 or by email to chris.currie@westinbearmountain.com

**The Westin Bear Mountain Golf Resort & Spa,
Victoria**



Chris Currie
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BC Golf Guide

Mr. Ross Marrington
Owner and Editor
CONFIRMATION OF ACCEPTANCE: