



2018 GOLF NET RATE WHOLESALE AGREEMENT

CONTACT: Ross Marrington
BC Golf Guide.com

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DUE DATE: February 16, 2018

TERMS & CONDITIONS

This Static Rate Wholesale Agreement (the “**Agreement**”) is entered into by and between BC Golf Guide and Fairmont Banff Springs Golf Course, Fairmont Chateau Whistler Golf Club and Fairmont Jasper Park Golf Club, by its agent, Fairmont Hotels Inc. For ease of reference, the Fairmont Hotels & Resorts in Canada’s Western Mountain Region will be referred to as the “**Golf Courses/s**”; BC Golf Guide shall be referred to as the “**Travel Company**”; and Fairmont Hotels Inc and/or any of its parents, subsidiaries or affiliates, as the context requires, will be referred to as Fairmont.” Travel Company and Golf Course are each also referred to as a “**Party**” or together the “**Parties**.” The Agreement commences on the date of the last party’s signature (the “**Effective Date**”).

This Agreement will apply to green fees and reservations for the 2018 Summer Season. The Agreement is to be renewed annually with new rates for the following calendar year to be introduced at that time.

RATES

The “Rates” are being offered for rounds of golf booked for the 2018 Summer Season as set out below and are net, non-commissionable, in **CDN** Funds. The Rates will be based on green fee only unless otherwise specified.

These Rates apply to bookings of 11 Golfers or less in Jasper and Whistler and 15 or less in Banff. The rates cannot be posted, published or made available to 3rd party Internet sites, corporate, conference or incentive groups. Distribution or exposure of Net Rates will allow us to immediately terminate the Agreement.

In order to receive the Rates the Travel Company must be a licensed travel company and feature the Golf Club in a published brochure or tariff. As the Rates are based on this written agreement, the Golf Club will not quote rates at the time of booking.

FIT AGREEMENTS

We require a signed copy of this agreement prior to the commencement of the program, a copy of your 2018 brochure or catalogue, and a sample copy of the voucher that your customers will present (if any of these documents are in fact produced).

GROUP BOOKING POLICY

***IMPORTANT: This agreement and the net rates contained within are only applicable to groups of 11 or less at Fairmont Chateau Whistler Golf Club and Jasper Park Lodge Golf Club and for groups of 15 or less at Fairmont Banff Spring Golf Course. All groups are to be booked through our Golf Sales Manager. A separate agreement with negotiated group rates specific to your needs will be issued. A 10% deposit will be required upon signing the agreement.

BOOKING POLICIES

It is important to understand that we always book in foursomes when possible. If your group consists of incomplete foursomes, additional players will be added to the group to form complete foursomes. Should you wish to have your guests remain private, you have the option to purchase the remainder of the incomplete foursome tee-times.

CANCELLATION POLICY

All cancellations are to be received in writing 48 hours prior to the day of play. For tee times cancelled within 48 hours prior to play, full payment for the tee-times will be forfeited. Please ensure you receive and retain the email confirming the cancellation. Cancellations via phone will not be accepted without a follow up request via fax or email.

All GolfSwitch bookings will have to be cancelled through the booking agent on GolfSwitch for billing and report purposes. GolfSwitch is unaware of any manual cancellations done in our tee sheets and will produce a report showing the guests as played and will be billed accordingly.

RESERVATION PROCEDURES

Non-GolfSwitch reservations: All tee time reservations and cancellations must be requested by email. You are to have a copy of our confirmation to ensure the tee time was confirmed or cancelled. When checking space availability you may call us directly.

PAYMENT BILLING POLICY

Non-GolfSwitch partners: Full payment is to be received 5 days prior to the guests' arrival, by credit card or cheque.

a) If cheque is not received at least 48-hours prior to guest's arrival, the company credit card will be processed.

b) If cheque is received within 48-hours of guest's arrival, the company credit card will be refunded and cheque will be processed. Please be aware, if your company prefers to prepay by cheque, a company credit card will still be required when signing this contract as a guarantee and will not be charged as long as the cheque is received within the above parameters.

c) **IMPORTANT – Please ensure all cheques have your company name, the guest name that the reservations is booked under, and date of play somewhere on it.

We will provide you with a secure payment link to confirm credit card details.

GolfSwitch Partners:

Billing will be provided through Fairmont Chateau Whistler accounting department on a weekly basis provided Master Account Billing (credit) for the 2018 season is approved. We ask that you provide a credit card for payment of all charges directed to the master account. Please complete the attached Credit Card Authorization form with a copy of both sides of the card. Payment terms on master accounts are 14 days. All payments not received within 14 days will be subject to late charges and/or interest charges.

INTEREST STATEMENT

Payment of any outstanding charges on the Master Account shall be made upon receipt of the statement. It is agreed that should payment not be made within 30 days of the date of the final statement, interest charges in the amount of the lower of 1.5% per Month, or the highest rate permitted by law, will be applied to your account. Interest charges are subject to change.

BILLING DISCREPANCIES

Any discrepancies, mistakes, and/or errors made in bookings by the booking agent must be corrected prior to the guest's date of play and are the full responsibility of the booking agent. Billing discrepancies resulting from these errors will not be refunded or corrected after the guest has played. Any other billing discrepancies must be brought to the attention of Fairmont Chateau Whistler Golf Club within 14 days of receipt of your invoice.

All bookings require a company credit card to hold the tee time while payment is forthcoming. If payment has not been received prior to the guest arrival, payment will be taken from the authorized credit card form, unless Master Account Billing has been approved (credit card still required on file).

In the event that prepayment has not been received and a credit card has not been provided, full payment will be required from the guest at the time of their tee time and net rates will not be applied.

ACCEPTANCE

In order to confirm the arrangements set forth herein, this Agreement should be received by no later than **February 16, 2018** in order to guarantee this Agreement. After the Travel Company has had an opportunity to review and approve this Agreement, please sign and return the additional enclosed copy directly to:

Jennifer Brophy
Regional Sales & Marketing Manager, Golf
Fairmont Chateau Whistler
T: 604-938-2039
jennifer.brophy@Fairmont.com

Signature on behalf of

Signature on behalf of

Fairmont Golf

BC Golf Guide.com

Date:

Date:

Written acceptance constitutes a binding agreement between **BC Golf Guide.com** and the Golf Club; therefore, this document must be signed by a representative authorized to commit such arrangements on behalf of **BC Golf Guide.com**.

SCHEDULE A – GREEN FEES
2018 GREEN FEES
FAIRMONT CHATEAU WHISTLER GOLF CLUB

Open- May 25, 2018 & October 1st to Closing

SPRING & FALL	DAILY	NET RATE
Daily	\$144.00	\$115.00

May 26 – October 1, 2018

SUMMER	DAILY	NET RATE
Opening to 2:50pm	\$214.00	\$160.00
Twilight 3:00pm- Close	\$164.00	\$120.00

- * All listed prices include use of our GPS-equipped golf cart and access to our Practice Facility.*
- * All Funds are in Canadian currency*
- * Green fees are subject to all applicable taxes.*
- * Rates & Dates are Subject to change without notice.*

These rates are not to be used with any other promotion.

TAXES

Green fees are subject to the following taxes:

- 1) GST 5%

Please note that the taxes & gratuities may change without notice.

PRACTICE & LEARNING CENTRE (DRIVING RANGE)

Improve your golf game at Fairmont Chateau Whistler's Practice and Learning Centre 'One of Canada's most spectacular practice facilities'. This double ended, 350-yard long facility features extensive putting greens, practice bunkers, and chipping and pitching areas.

Fairmont Chateau Whistler Golf Club Contact Information

Email: Golfreservations@Fairmont.Com

Tel: (604) 938-2097

Golf Sales Manager: Jennifer Brophy

Jennifer.Brophy@Fairmont.Com

SCHEDULE A – GREEN FEES
2018 GREEN FEES
FAIRMONT JASPER PARL LODGE GOLF CLUB

May 5-June 1, 2018 & October 1st to Closing

SPRING & FALL	DAILY	NET RATE
Daily Opening until 3 pm	\$149.00	\$111.75
Twilight 3:00pm- Close	\$119.00	\$89.25

June 1-September 30, 2018

SUMMER	DAILY	NET RATE
Daily Opening to 2:50 pm	\$209.00	\$156.75
Twilight 3:00pm- Close	\$169.00	\$126.75

- * All listed prices include use of golf cart and access to our Practice Facility.
- * All Funds are in Canadian currency
- * Green fees are subject to all applicable taxes.
- * Rates & Dates are Subject to change without notice.

Fairmont Jasper Park Lodge Golf Club Contact Information

E-Mail: Jpl.Golfreservations@Fairmont.Com

Tel: (780) 852-6090

Director of Golf: Gregg Lown

Gregg.Lown@Fairmont.Com

SCHEDULE A GREEN FEES
2018 RATES
FAIRMONT BANFF SPRINGS GOLF COURSE

	Opening to May 31	June 1 to September 30	October 1 to Closing
Stanley Thompson 18 Hole Course			
18 Hole Green Fee	\$161.00	\$201.00	Closed
18 Hole Green Fee (Specific Times) (Between 7:00am-8:20am & 2:40pm-5:30pm)*	\$151.00	\$189.00	Closed
*Black out periods apply			
Tunnel Mountain 9 Hole Course			
9 Hole Green Fee	\$68.00	\$84.00	\$68.00
9 Hole Green Fee (Between 2:40pm-5:30pm)*	\$64.00	\$79.00	\$64.00
18 Hole Green Fee	\$110.00	\$138.00	\$110.00
Mixed Rotation**			
18 Hole Green Fee	\$138.00	\$173.00	\$138.00
Junior Golfer Stanley Thompson 18 (17 years & under)***	\$100.00	\$124.50	Closed
Junior Golfer Tunnel Nine (17 years & under)***	\$40.00	\$50.00	\$40.00

Fairmont Banff Springs Golf Course Contact Information

E-Mail: Bsh.Golfreservations@Fairmont.Com

Tel: (403) 762-6801

Golf Reservation Manager:

Paul Heritage, 403-762-1727

Golf Sales Manager: Dave Rickards

Dave.Rickards@Fairmont.Com

BANFF GOLF COURSE POLICIES & GENERAL INFORMATION

Dress Code

All golfers and non-golfing riders must adhere to the following dress restriction:

- Denim of any type or color is not permitted
- Shorts must have at least a 5" inseam and have hemmed bottoms
- Shirts/tops must have a collar, mock turtle neck is permitted
- All logos must be golf manufacturer logos only
- No jogging pants or nylon tracksuits are permitted. Waterproof raingear is the only exception.
- All footwear must be enclosed, with the exception of golf purpose footwear
- In order to respect our location within a wildlife corridor and other golfers using the facility, music is not permitted on the golf course.

Cart & Walking Policy

Power carts are not mandatory but they are included with the green fee. A golfer is allowed to walk and may have a pull cart as an alternative. There is a maximum of 2 players and 2 sets of clubs per golf cart. Guests must be over the age of 18 to drive a cart.

Non-Golfing Riders

Each golfer may bring along one non-golfing guest to ride along during the round. Players are limited to one non-golfing rider each. There is a charge of \$30.00 per rider for 18 holes. Non-golfing riders must be over the age of 16. There are no small children or babies permitted on the golf course.

Rain Check Policy

Golfers, who are forced to quit mid-round due to inclement weather, will be provided a green fee credit (rain check) for the proportionate dollar amount to the number of holes not played. For instance, if a golfer plays 5 holes, they will receive a coupon, redeemable for 13/18ths of the total amount that they paid for their green fee.

Junior Golfers

A parent or adult guardian golfer **MUST** accompany all junior golfers (ages 12-17). Players under the age of 12 must have their own set of golf clubs and must get the approval of the golf services supervisor before they are allowed to play. Generally, if the junior has a certified handicap, this is an adequate assurance that they have a fundamental understanding of the rules and golf course etiquette. No junior will be allowed to operate a power cart.