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## 2020 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 & Fall Opening – Apr. 23 Sept. 28 - Closing	Shoulder Apr. 24 – May 7 Sept. 21 – Sept. 27	Prime May 8 – Sept. 20
18 holes	\$70 (M-Th) \$80 (Fri-Sun)	\$95 (M-Th) \$110 (Fri-Sun)	\$120 (M-Th) \$140 (Fri-Sun)
Afternoon	\$60 (M-Th) \$70 (Fri-Sun)  *1:00 pm – 2:59 pm Spring *12:00 pm – 1:59 pm Fall	\$80 (M-Th) \$95 (Fri-Sun)  *1:00 pm – 3:29 pm Apr 24 – May 7 *1:00 pm – 2:29 pm Sept 21 – Sept 27	\$100 (M-Th) \$120 (Fri-Sun)  *1:00 pm – 3:59 pm May 8 – Aug 9 *1:00 pm – 3:29 pm Aug 10 – Aug 31 *1:00 pm – 2:59 pm Sept 1 – Sept 20
Twilight	\$50 (M-Th) \$60 (Fri-Sun)  *3:00 pm – close Spring *2:00 pm – close Fall	\$55 (M-Th) \$70 (Fri-Sun)  *3:30 pm – close Apr 24 – May 7 *2:30 pm – 3:29 pm Sept 21 – Sept 27	\$80 (M-Th) \$100 (Fri-Sun)  *4:00 pm – 4:59 pm May 8 – Aug 9 *3:30 pm – 4:29 pm Aug 10 – Aug 31 *3:00 pm – 3:59 pm Sept 1 – Sept 20
Replay Rounds	\$35 (M-Th) \$40 (Fri-Sun)	\$47.50 (M-Th) \$55 (Fri-Sun)	\$60 (M-Th) \$70 (Fri-Sun)
Groups of 12+	\$60 (M-Th) \$70 (Fri-Sun)	\$75 (M-Th) \$90 (Fri-Sun)	\$100 (M-Th) \$120 (Fri-Sun)
<b>Net Rates</b>			
18 Holes	\$56 (M-Th) \$64 (Fri-Sun)	\$76 (M-Th) \$88 (Fri-Sun)	\$96 (M-Th) \$112 (Fri-Sun)
Afternoon	\$48 (M-Th) \$56 (Fri-Sun)  *1:00 pm – 2:59 pm Spring *12:00 pm – 1:59 pm Fall	\$64 (M-Th) \$76 (Fri-Sun)  *1:00 pm – 3:29 pm Apr 24 – May 7 *1:00 pm – 2:29 pm Sept 21 – Sept 27	\$80 (M-Th) \$96 (Fri-Sun)  *1:00 pm – 3:59 pm May 8 – Aug 9 *1:00 pm – 3:29 pm Aug 10 – Aug 31 *1:00 pm – 2:59 pm Sept 1 – Sept 20
Twilight	\$40 (M-Th) \$48 (Fri-Sun)  *3:00 pm – close Spring *2:00 pm – close Fall	\$44 (M-Th) \$56 (Fri-Sun)  *3:30 pm – close Apr 24 – May 7 *2:30 pm – 3:29 pm Sept 21 – Sept 27	\$64 (M-Th) \$80 (Fri-Sun)  *4:00 pm – 4:59 pm May 8 – Aug 9 *3:30 pm – 4:29 pm Aug 10 – Aug 31 *3:00 pm – 3:59 pm Sept 1 – Sept 20
Replay Rounds	\$28 (M-Th) \$32 (Fri-Sun)	\$38 (M-Th) \$44 (Fri-Sun)	\$48 (M-Th) \$56 (Fri-Sun)
Groups of 12+	\$48 (M-Th) \$56 (Fri-Sun)	\$60 (M-Th) \$72 (Fri-Sun)	\$80 (M-Th) \$96 (Fri-Sun)



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Tobiano is pleased to extend you 20% commission as your net rate for 2020 on our regular, afternoon, twilight, replay and group rates of 12+.

### 1. Booking Policy:

- a. We endeavour to respond to all booking requests on the day of receipt.
- b. Tobiano Reservations: Email: [info@tobianogolf.com](mailto:info@tobianogolf.com) Phone: 1-877-373-2218
- c. Golf and industry professionals, as well as junior golfers may be extended preferred rates to be paid directly to Tobiano.
- 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 1-11 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- 11 players)	Groups (12+ 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.



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- b. Account invoices will be sent to you monthly on the 1<sup>st</sup> of the month, with two payment options:
  - i. auto-payment processed on the 4<sup>th</sup>
  - ii. cheque within 30 days after receipt of Invoice.
- c. Payment must be received at Tobiano within 30 days of receipt of invoice and if payment is not received, 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, after golf course closure at Tobiano. Should in-season aeration be required, we will communicate dates and rate adjustments accordingly.

### 7. Miscellaneous: We kindly request that you inform our mutual clients of the following:

- a. Guests should arrive at least 30 minutes prior to their scheduled tee time.
- b. Tobiano is an approximate 25-minute drive from downtown Kamloops, so please recommend they depart at least 60 minutes prior to their tee time.
- c. Proper golf attire is requested.
- d. Tobiano's practice facility is available for warm up prior to their round.
- e. 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 continued momentum and growth for the 2020 season!

Please return a signed copy of page 5 of your 2020 net wholesale agreement via scan and email: to [shannon@tobianogolf.com](mailto:shannon@tobianogolf.com). We will confirm via email when your account has been renewed for the 2020 season.

To our mutual success!

*Shannon McGeady*

Shannon McGeady

CPGA Head Golf Professional

*Trisha Larsen*

Trisha Larsen

Director of Marketing



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## 2020 Net Rate Agreement – BC Golf Guide

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 credit card or cheque within 30 days of receipt of invoice.

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

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