



2022 PERFERRED PARTNER WHOLESALE AGREEMENT

CONTACT: Danny Leitch

ADDRESS: #204 – 3731 Casorso Road, Kelowna, BC

TELEPHONE: 519-800-3701

EMAIL: danny@bcgolfguide.com

DUE DATE: February 28th, 2022

TERMS & CONDITIONS

The following terms and conditions (the “**Agreement**”) is entered into by and between **BC Golf Guide** and **The Fairmont Jasper Park Lodge Golf Club**. For ease of reference, The Fairmont Jasper Park Lodge Golf Club will be referred to as the “Golf Club”; **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 Hotel are each also referred to as a “**Party**” or together the “**Parties.**” The Agreement is commences on the date of the last party’s signature (the “**Effective Date**”).

This Agreement will apply to green fees and reservations for the 2022 Golf 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 2022 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 15 Golfers or less and 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 net rates at the time of booking.

<u>Opening to May 31st</u>	
Regular Green Fee / Hotel Guest	\$179.00
Preferred Partner Net Rate	\$134.00
<u>June 1st to Sept 30th</u>	
Regular Green Fee / Hotel Guest	\$249.00
Preferred Partner Net Rate	\$187.00
<u>Sept 30th to Closing</u>	
Regular Green Fee / Hotel Guest	\$169.00
Preferred Partner Net Rate	\$127.00

* 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.

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

TAXES

Green fees are subject to the following taxes. Please note that the taxes may change without notice.

- 1) GST 5%
- 2) DMF 2%

RENTAL EQUIPMENT RATES

	<u>18 Holes</u>	<u>9 Holes</u>
Taylormade Rental Clubs	\$75.00/set	\$50.00/set
Adidas Rental Shoes	\$22.00/pair	\$12.00/pair

All golf club rentals include a sleeve of golf balls.

TARIFF/BROCHURE PUBLICATIONS

We request that you please submit all printed descriptive and/or advertising copy pertaining to The Fairmont Jasper Park Lodge Golf Club to us for review, no later than 30 days prior to publication. We will follow up with you directly. Please identify our property as “The Fairmont Jasper Park Golf Club” and acknowledge our course as “#1 Golf Resort in Canada since 1996 – **Score Golf**. Ensure that any website with our information on it is updated with correct rates, stats etc. at the beginning of the season.

FIT AGREEMENTS

We require a signed copy of this agreement prior to the commencement of the program, a copy of your 2022 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 FOR 16 OR MORE PLAYERS

*****IMPORTANT:** This agreement and the net rates contained within are only applicable to groups of 15 or less. All groups of 16 players or more are to be booked through myself over the winter months, or our Golf Event Coordinator, at 780-852-6090 or via email at Brenda.dew@fairmont.com. Brenda returns in mid-March. A separate agreement with negotiated group rates specific to your needs will be issued. A 10% deposit will be required upon signing the agreement.

PRACTICE & LEARNING FACILITY (DRIVING RANGE)

Adjacent to the first tee, our Range offers an inviting place to prepare yourself for your game. Guests will be given complimentary balls to warm up with. We also offer a putting green and a separate Chipping area where guests can warm up and polish their game.

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.

INDIVIDUAL BOOKINGS (less than 16 people)

The following is how your group will be booked if you have incomplete foursome tee-time. Should you wish to have your guests remain private, you have the option to purchase the remainder of the incomplete foursome tee-time.

5 people	-1 threesome and a twosome
6 people	-1 foursome and a twosome (not 2 threesomes)
7 people	-1 foursome and a threesome
8 people	-2 foursomes
9 people	-1 foursome, threesome, and a twosome
10 people	-2 foursomes and a twosome
11 people	-2 foursomes and a threesome
12 people	-3 foursomes
13 people	-2 foursomes, a threesome and a twosome
14 people	-3 foursomes and a twosome
15 people	-3 foursomes and a threesome
16 people	-4 foursomes

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 fax or email confirming the cancellation. Cancellations via phone will not be accepted without a follow up request via fax or email.

DEPOSIT AND PAYMENT REQUIREMENTS

In order to be eligible for the 2022 Golf Partner rates, we require a credit card number and authorization signature to guarantee your 2022 golf bookings. All tee time reservations will be charged to this credit card on the day of golf when your guest presents your voucher to the Pro Shop. In the event that there is a problem securing payment from the said credit card, the Pro Shop team will make one attempt to call the company for a secondary card. If there is no response the guest will be charged the **Regular Rate** for that period. The golf course will remain free and clear from the matters between the guest and the company who has made the booking.

To provide credit card details, a link from SecurePay will be sent by e-mail to your attention by the Golf Reservations Team, in order to securely provide Credit Card Information. In addition, please complete and sign the below Authorization for said payment processing.

Cardholder's Name: _____

Cardholder's Signature: _____

Reservations will be guaranteed and payment collected from the credit card number provided above.

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.

Should a credit card be used to settle the account, we will charge a 3% service fee if not settled within 14 days of the date of the final statement in addition to the interest charges as outlined above, if applicable.

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 The Fairmont Jasper Park Lodge 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.

CLAUSES

1. Rate Parity – The Golf Course requires that any posted rate for golf green fees must be the same or higher than any published Fairmont rates. Any exceptions require written consent in advance.
2. Forward Distribution/Transferability – The Net Partner is not entitled to sell, give or partner its reseller services to any other third party without The Fairmont Jasper Park Lodge Golf Resort having the right to terminate or adjust the terms and conditions of the agreement.

ACCEPTANCE

In order to confirm the arrangements set forth herein, this Agreement should be received by no later than **February 20, 2021** in order to guarantee this Agreement.

Please note The Fairmont Jasper Park Lodge will begin accepting reservations for the 2022 golf season February 1st, 2022

Tahlon Sweeney
Director of Golf
The Fairmont Jasper Park Lodge
T: 780-852-6454
F: 780-852-6457
Tahlon.sweeney@fairmont.com

Signature on behalf of

Signature on behalf of

The Fairmont Jasper Park Lodge Golf Club

BC Golf Guide

Date:

Date:

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

SCHEDULE A

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.

Our Golf Season

The Fairmont Jasper Park Lodge is planning to open on May 1, 2022. If the weather allows us, we will remain open until October 19, 2022. Please note that these dates are weather dependent, so please check with us regularly for updates.

Golf Services

Our Golf Services staff will greet golfing guests upon arrival at the golf course. We will handle your golf equipment, and ensure that it is loaded promptly onto your golf cart. We will ensure that golfing guests are informed about the locations of the facilities we have, and will exceed our guest's expectations of customer service.

Tournament Services

Tournament services are available for purchase should your clients choose. Our Golf Services professional staff can assist with all of your tournament needs. For example, scoring for your competition, skill prize set up (such as long drive and closest to the pin), prize presentations. We can also provide assistance with any other special needs that your golfing guests may have.

Golf Academy (Lessons)

Improve both your long and short game. Our golf professionals cater to all skill levels. Private, semi-private, group and customized lessons are available.

Food & Beverage

Our full service Patio restaurant, Snack Bar, and Beverage Cart are available to service your needs. We would be happy to assist you with any special requests or requirements.

Pro Shop

Our Pro Shop carries several lines of merchandise available for sale to be used as gifts for your delegates or prizes for your golf outing.

CONTACT INFORMATION

Reservations

Tee time reservation telephone	780-852-6090
Tee time reservation fax	780-852-6457
Tee time reservation e-mail	jpl.golfreservations@fairmont.com
The Fairmont JPL website	www.fairmontgolf.com
Golf Academy	780-852-6090

Golf Management Team

Tahlon Sweenie, Director of Golf	780-852-6454
Troy Mills, Head Golf Professional	780-852-6453
Brenda Dew, Golf Event Coordinator	780-852-6455
Rob Barr, Golf Course Superintendent	780-883-0637

Mailing Address

The Fairmont Jasper Park Lodge
#1 Old Lodge Road
Jasper, AB T0E1E0

Courier Address

The Fairmont Jasper Park Lodge
#1 Old Lodge Road
Jasper, AB T0E1E0

2022 GOLF PARTNER TEE TIME REQUEST FORM

Fax: 1-780-852-6454

E-mail: jpl.golfreservations@fairmont.com

COMPANY NAME: BC Golf Guide

TODAY'S DATE:

BOOKING AGENT:

TELEPHONE#:

FAX #:

CLIENT NAME(S):

TOUR CODE:

REQUEST FOR: ☐ 18 Holes ☐ 9 Holes

REQUESTS			GOLF COURSE USE ONLY		
Date of Golf	# of People	Requested Time	Confirmed Time	Confirmed Number / Date	Confirmed By

RENTAL CLUBS: Number of Sets _____

☐ Charge to Tour company

☐ Charge to Individual

COMMENTS/SPECIAL REQUESTS:

CANCELLATION:

Date of Golf	Time of Golf	Confirmation Number	Cancellation Confirmed By / Date

All tee time reservations will be charged to your account / credit card, upon the presentation of one of your vouchers to our Pro Shop (by one of your guests).