

FAIRMONT HOTELS & RESORTS



ADDENDUM TO STATIC RATE WHOLESALE AGREEMENT (FIT)

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This Addendum to Static Rate Wholesale Agreement (FIT) (the “FIT Addendum”) is intended to add to and amend that certain Static Rate Wholesale Agreement (the “Wholesale Agreement”) entered into by and between **BC Golf Guide / Golf The World Vacations** and **The Fairmont Empress** and effective as of **May 1, 2014**. Capitalized terms not defined herein shall have the meaning given them in the Wholesale Agreement. Upon execution, this FIT Addendum shall become a valid and binding part of the Wholesale Agreement and shall replace and supersede those companion provisions in Schedules A and B of the Wholesale Agreement or of prior Addendums thereto. Except as explicitly set forth herein, all terms, conditions and obligations set forth in the Wholesale Agreement shall continue without modification or alteration.

- The rates, allotment, and terms below are being offered for **May 1, 2014 – April 30, 2015**.

(A) ROOM RATES*

Dates	Room Category	Single	Twin	Triple	Quad	Tax (%)	Meal Plan Included (Y/N)
May 01, 2014 - Sep 30, 2014	Fairmont Room	\$256.00	\$256.00	\$286.00	\$316.00	16.15	N
	Deluxe Room	\$306.00	\$306.00	\$336.00	\$366.00	16.15	N
	Harbourview Deluxe	\$356.00	\$356.00	\$386.00	\$416.00	16.15	N
	Signature	\$406.00	\$406.00	n/a	n/a	16.15	N
	Fairmont Gold Cityview	\$406.00	\$406.00	n/a	n/a	16.15	Y
	Fairmont Gold Harbourview	\$456.00	\$456.00	n/a	n/a	16.15	Y
Oct 01, 2014 - Apr 30, 2015	Fairmont Room	\$156.00	\$156.00	\$186.00	\$216.00	16.15	N
	Deluxe Room	\$186.00	\$186.00	\$216.00	\$246.00	16.15	N
	Harbourview Deluxe	\$206.00	\$206.00	\$236.00	\$266.00	16.15	N
	Signature	\$246.00	\$246.00	n/a	n/a	16.15	N
	Fairmont Gold Cityview	\$246.00	\$246.00	n/a	n/a	16.15	Y
	Fairmont Gold Harbourview	\$266.00	\$266.00	n/a	n/a	16.15	Y

NOTES:

- *All tax structures and percentages are subject to change without notice.
- * Rates are net, non-commissionable and in Canadian Dollars.
- * Rates are based on room only.

(B) SUITE RATES*

THE FAIRMONT EMPRESS – 2014 Suite Pricing Guide	
<i>Suite Type</i>	<i>Rate PLUS Fairmont FIT Rate</i>
Junior Suite	\$150
One Bedroom Suite	\$200
One Bedroom Harbour View Suite	\$300
Two Bedroom Harbour View Suite	\$500

<i>Fairmont Gold Suites</i>	<i>Rate PLUS Fairmont FIT Rate</i>
Fairmont Gold Junior Suite	\$250
Fairmont Gold Harbour View Suite (QN)	\$300
Fairmont Gold Harbour View Suite (KG)	\$400
Fairmont Gold Two Bedroom Suite	\$550

NOTES:

- *All tax structures and percentages are subject to change without notice.
- * Rates are net, non-commissionable and in Canadian Dollars.
- * Rates are based on room only.

(C) ROOMS

NON-ALLOTMENT / FREESSELL

1. Reservations will be accepted on a FreeSell/Sell & Report basis. Reservations must be reported to the Hotel within 24 hours of booking confirmation to your client. Reservations not reported within 24 hours will only be accepted based on hotel availability at the time of the request. (Please note: The Hotel reserves the right to terminate Sell & Report privileges at any time, and place the Travel Company on a request basis. Reservations will then be accepted from the Travel Company on a space available basis only).

(D) RESERVATION CONTACT INFORMATION

FIT Booking Procedure - Reservations & Rooming Lists for FIT Tour programs may be made directly through the central reservations number for Fairmont.

Fairmont Empress Tour Office:	250-995-3665
Fairmont Empress Tour Office Fax:	250-995-3666
Fairmont Empress Tour Office Email:	emp.tours@fairmont.com

Tour Group requests - Tour Group requests may be made directly through the Hotel sales office.

Fairmont Empress Sales Office
Contact: Melody Duvenage, Director of Tour & Travel
Email: melody.duvenage@fairmont.com
Tel: 604-691-1860
Fax: 604-691-1999

(E) MEAL PLAN CHARGES

Dates	Type/Description of Plan	Fees and Charges		
		<u>Meal</u>	<u>Service Charge (%)</u>	<u>GST (%)</u>
May 01, 2014 – Apr 30, 2015	Full American Breakfast - Adult	\$27.50	15	5
	Full American Breakfast – Child Age 6-12	\$13.75	15	5
	Modified American Plan (Breakfast + Dinner)	\$79.50	15	5

(F) OPTIONAL FEES AND CHARGES

- (i) DINING RESERVATIONS. With prior notification, meals can be arranged for all tour guests. All requests for meals should be made in writing to the Dining Reservations Office and must be indicated on the voucher in order to bill the master account.

Dining Reservation Fax/E-Mail: emp.tours@fairmont.com

Please indicate if meals are required:

____ Yes ____ Declined

- (ii) PORTERAGE. Porterage charges have been established at **\$6.50** round trip/per day, per bag/person. (exclusive of taxes)

____ YES ____ DECLINE

2. ADDITIONAL HOTEL INFORMATION

- (A) Rooms. Single, double, and triple (or quad if applicable per Hotel) occupancy Rooms are subject to restrictions and based on availability. The Hotel appreciates your submission of smoking/non smoking and bed-type requests. Every effort will be made to accommodate these requests, based on availability.

- (B) Family Plan. Children 18 years old and under may stay at no extra charge in their parents' room (excluding meals) in room categories accommodating more than 2 persons. Where two rooms are required to accommodate a family, the single occupancy rate will be charged for each room (plus meals and service charges where applicable). Complimentary meals and gratuities will be offered to children 5 years old and under.

- (C) Check-In / Check-Out Time

Check-in: **4:00pm**

Check-out: **11:00am**

Should a guest plan to arrive at the Hotel prior to applicable check-in time, Travel Company shall include this information on the rooming list or at the time of booking. Every effort will be made to accommodate early arrivals based on availability; however room type cannot be guaranteed.

(D) Cancellation Policy

FIT CANCELLATIONS

FIT cancellation at 72 hours or less prior to arrival

- Condition: One night's full room and tax charges.

No Show reservations

- Condition: **100%** of the full cost of the scheduled stay.

GROUP CANCELLATIONS

Group cancellation at 30 days prior to arrival or less:

- Condition: **50%** of the room charges for the full stay.

Group decreases from original space reported: **30-15 days**:

- Condition: **50%** of the room charges based on the decrease for full stay.

Group decreases from original space reported within **14 days** or Full Cancellation:

- Condition: **100%** of the room charges for the full stay.

Cancellation must be sent in writing to the Hotel's reservations office at:

Hotel Reservation E-mail: emp.tours@fairmont.com

ACKNOWLEDGED AND AGREED TO BY:

The Fairmont Empress
Melody Duvenage, Director, Tour & Travel
721 Government Street
Victoria, BC
V8W 1W5

Direct: (604) 691-1860

Fax: (604) 691-1999

Email: melody.duvenage@fairmont.com

Sincerely,



NAME: _____

TITLE: _____

On behalf of
The Fairmont Empress

SIGNATURE: _____

Name: Melody Duvenage
Title: Director, Tour & Travel
Date: November 19, 2013

DATE: _____

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

SCHEDULE A
PROMOTIONS

PARTICIPATING HOTEL: The Fairmont Empress

PROMOTION NAME: Free Night Promotion

BOOKING WINDOW: Book by **April 30, 2014**

TRAVEL WINDOW: May 1, 2014 – April 30, 2015

PROMOTION BLACKOUT DATES: As per contract – Blackout dates

ADDITIONAL NOTES OR RESTRICTIONS:

- * Early Booking Bonus, must be confirmed to hotel prior to **April 30, 2014**
- * Offer is applicable to FIT bookings - Book 3 nights and receive the 4th night free, book 6 nights and receive the 4th and 7th nights free
- * Reservation requests must be clearly labeled with "**Free Night Promotion**" in order to be eligible
- * Contract applies and bookings are into allotment with any above block requests on space available basis
- * Only applicable for FIT packages, not to be used or promoted as a daily rate
- * Applicable to new bookings only
- * Offer is cumulative but not combinable with other promotions
- * Value Add is non-exclusive

PARTICIPATING HOTEL: The Fairmont Empress

PROMOTION NAME: "Summer EBB - 20% off"

BOOKING WINDOW: Book by **March 31, 2014**

TRAVEL DATES: May 1 – September 30, 2014

PROMOTION BLACK OUT DATES: as contracted

ADDITIONAL NOTES OR RESTRICTIONS:

- * Must be confirmed to hotel by **March 31, 2014**
- * Contract applies and bookings are into allotment with any above block requests on space available basis
- * Reservation requests must be clearly labeled with "Summer EBB - 20% off" in order to be eligible for the promotion
- * Applicable to new bookings only
- * Discount is applicable to all room categories except specialty suites
- * Offer is NOT combinable with any other promotions or Fairmont offers
- * Offer is non-exclusive and is subject to change

PARTICIPATING HOTEL: The Fairmont Empress

PROMOTION NAME: "Winter EBB - 20% off"

BOOKING WINDOW: Book by **November 15, 2014**

TRAVEL WINDOW: October 1, 2014 – April 30, 2015

PROMOTION BLACKOUT DATES: As per contract

ADDITIONAL NOTES OR RESTRICTIONS:

- * Bookings must be confirmed to hotel by **November 15, 2014**
- * Offer is applicable to FIT bookings for 20% OFF the contracted net rates
- * Reservation requests must be clearly labeled with "20% OFF Winter Special" in order to be eligible for the promotion
- * Contract applies and bookings are into allotment with any above block requests on space available basis
- * Applicable to all guest room categories
- * Offer is subject to change and other conditions may apply
- * Applicable to new FIT bookings only
- * Offer is NOT combinable with any other promotions or Fairmont offers
- * Value Add non-exclusive

SCHEDULE B
NON-ALLOTMENT / FREESELL*

Date Range	Room Category	Room Block	Cut-off	Cancellation
May 1, 2014 – Sep 30, 2014	Fairmont Room Deluxe Room	FREESELL*	7 Days	72 Hours
Oct 1, 2014 – Apr 30, 2015	Fairmont Room Deluxe Room	FREESELL*	3 Days	

Reservations for all other room categories will be accepted from the Travel Company on a space available basis only.

*** Should the hotel advise a stop-sell date, FREESELL will cease immediately in the affected room category(s). All existing reservations must be reported within 24 hours.**

Due to periods of high occupancy, black out or restricted dates occur over the following dates:

2014 BLACK OUT DATES:

ALL ROOM CATEGORIES (HOUSE):

09AUG14

11AUG14-12AUG14 (Inclusive)

14AUG14

FAIRMONT ROOMS:

15MAY14-16MAY14 (Inclusive)

27MAY14-30MAY14 (Inclusive)

05JUN14 (Inclusive)

12JUN14

15AUG14

24AUG14-26AUG14 (Inclusive)

DELUXE ROOMS:

14JUN14-17JUN14

13AUG14

17AUG14-19AUG14

HARBOURVIEW DELUXE ROOMS:

17AUG14-19AUG14

FAIRMONT GOLD CITYVIEW ROOMS:

20JUN14-26JUN14 (Inclusive)

FAIRMONT GOLD HARBOURVIEW ROOMS:

26APR14-27APR14 (Inclusive)

05JUN14-06JUN14 (Inclusive)

28JUN14-29JUN14 (Inclusive)

17JUL14-18JUL14 (Inclusive)

04SEP14-05SEP14 (Inclusive)

18SEP14-19SEP14 (Inclusive)

2015 BLACK OUT DATES:

TBC

For unexpected future blackout dates, the Hotel will issue a STOPSELL notice with an updated list of all current FIT Blackout Dates. Please provide your contact for such reports.

Name: _____

Email: _____



GUEST ROOM CATEGORY DESCRIPTIONS

FAIRMONT

Bed type: One King, one Queen, two Double beds, or two Twin Beds

Size: 250 to 300 sq. ft.

Our classic Fairmont Rooms are furnished in traditional elegant decor and can accommodate up to four people. Each room has a cozy sitting area with two armchairs, some with ample space to accommodate a crib or rollaway.

DELUXE

Bed type: One King or two Queen beds

Size: 350 to 400 sq. ft.

Our spacious Deluxe Rooms feature traditional elegant decor with large sitting areas. Excellent for families, these rooms can accommodate up to five people with additional space for a rollaway or crib. The sitting area is furnished with either a sofa, sofabed or two armchairs. Accessible rooms are available in this guest room category.

HARBOUR VIEW DELUXE

Bed type: One King, one Queen or two Double beds

Size: 250 to 275 sq. ft.

Our Harbour View Deluxe Rooms are elegantly furnished and feature a spectacular view of Victoria's Inner Harbour. Each room is appointed with two armchairs and can comfortably accommodate up to two people.

SIGNATURE

Bed type: One King

Size: 475 sq. ft.

All of our Signature Rooms have been personally selected for their unique features and benefits. These premier guest rooms are chosen for their distinctive room layout, spacious size, views of the Inner Harbour and architecture.

FAIRMONT GOLD

Bed type: One King

Size: 300 to 450 sq. ft.

Fairmont Gold rooms are located on the 1st, 2nd, 3rd and 4th floors. All Fairmont Gold Rooms are non-smoking and offer business amenities, private direct-dial telephone with complimentary business cards and personalized wake-up calls. Nightly turn-down service, overnight shoe-shine and morning newspaper delivery are services provided to all Fairmont Gold guests.

SUITES

Suite Types: Junior Suite, One Bedroom Suites and Two Bedroom Suites

Bed type: One King (Junior)

Size: from 500 sq. ft.

Bed type: One King w/ Sofabed (One Bedroom Suite)

Size: 450 to 750 sq. ft.

Bed type: One King w/ Sofabed (One Bedroom Suite)

Size: from 1,100 sq.

ft.

Each of our spacious and luxurious Junior Suites offer an open-concept, studio design, elegantly furnished with a sofabed and distinct sitting area. Each of our spacious One Bedroom Suites features two rooms - a bedroom and parlor with dividing door. The parlor room is lavishly furnished with a sofabed, some with ample space to accommodate a rollaway bed. Most these Victoria hotel suites feature one bathroom, while a few are equipped with an additional powder room. Each of our Two Bedroom Suites features three rooms in total; two bedrooms and one parlor. The master bedroom is furnished with one king bed, the second bedroom with two queen beds, and the parlor with a sofabed and ample space for a rollaway. Each of these Victoria hotel suites is equipped with a private bathroom and full amenities.



Guestroom ~ Common Amenities

All guestrooms at The Fairmont Empress offer the following amenities:

- High speed and wireless Internet access
- Terry bathrobes
- Cable television with in-room pay movies and Sony PlayStation
- Ceiling fan
- Kuerig one-cup coffee maker
- Tea kettle
- Luxurious linens and down-filled duvets
- Windows that open

The Fairmont Empress offers wireless internet access in all guestrooms, and it is complimentary for our **Fairmont President's Club** members, free to join.

Amenities on Request

The following amenities may be available in selected guest rooms. Please indicate the request in your on-line reservation, or ask one of our reservation agents.

- Bed board
- Crib
- Fireplace (decorative, non-working)
- Rollaway
- Speakerphone
- TTY Phone for the hearing impaired
- Sofabed

Fairmont Gold ~ Common Amenities

All Fairmont Gold guestrooms, Suites and Specialty Rooms at The Fairmont Empress feature the following common amenities:

- High Speed Internet Access
- Flatscreen television with pay movies and Sony PlayStation
- Twice daily Housekeeping service
- Deluxe amenities
- Bose CD Stereo
- Luxurious linens and down-filled duvets
- Windows that open

Amenities on Request

The following amenities may be available at a cost in selected Fairmont Gold rooms and suites. If you require any of the following, please specify your request when making your on-line reservation, or inquire from our reservation agent. Please remember to provide a contact number or email for our concierge to follow up with the details.

- Chocolate covered strawberries and Sparkling Wine
- Bouquet of fresh flowers
- Assortment of fresh cut or whole fruit
- Wines by the bottle
- Birthday Cakes and Personalized individual hand crafted desserts