



2016 Wholesale Rate Agreement

November 2, 2015

Mr. Ross Marrington
BC Golf Guide
1524 Woodridge Road,
Kelowna, BC V1W 3B4
P: 250-764-0700
E: ross@bcgolfguide.com

Dear Ross

Thank you for your valued past business. We greatly appreciate our partnership and we are delighted to enclose our agreement for the 2016 golf season.

Detailed below is our rate agreement for your review and approval. Please return the signed agreement by November 09th, 2015. You may either email the completed document to leasa@thecovekelowna.com or fax the agreement to my attention at 250-707-1809.

Ross, should you have any questions concerning this agreement, please contact me directly at (250) 707-1830 and I would be happy to assist you with any further details or information.

Kind Regards,
The Cove Lakeside Resort
Leasa Kennedy
Leasa Kennedy
Director of Sales and Marketing

Wholesale Rates

2016 Rack Rates

Room Types	Jan 01- April 30	May 01 - June 30	July 01 - Sept 01	Sept 02 - Oct 16	Oct 17 - Dec 31
1 Bedroom Suite – Mountain View	\$159.00	\$239.00	\$359.00	\$239.00	\$159.00
2 Bedroom Suite - Mountain View	\$239.00	\$319.00	\$519.00	\$319.00	\$239.00

Net Receptive Operator Rates 2016

Room Types	Jan 01- April 30	May 01 - June 30	July 01 - Sept 01	Sept 02 - Oct 16	Oct 17 - Dec 31
1 Bedroom Suite – Mountain View	\$119.00	\$199.00	\$319.00	\$199.00	\$119.00
2 Bedroom Suite – Mountain View	\$169.00	\$259.00	\$459.00	\$259.00	\$169.00

Rooms and Rates

One bedroom suites feature a king bed, with pull out double sofa-bed, the rates are based on 2 adults; additional adults are subject to the extra person charge.

Two bedroom suites feature a king bed, queen or 2 twin beds and pull out double sofa bed, the rates are based on 4 adults; additional adults are subject to the extra person charge.

For additional persons staying in the room, a charge of \$20.00 per person charge will apply, based on existing bedding. No charge shall apply for children 17 and under when sharing with an adult.

View Upgrades: Jan01 – Apr30 //Oct17 – Dec30

Please note that a \$20.00 supplement would be charged per view upgrade for either the one or two bedroom suites:

\$149.00 Garden view – One Bedroom Suite

\$169.00 Lake view - One Bedroom Suite

View Upgrades: May 01 – Jun 30//Jul 01 – Sep 01//Sept 02 – Oct 16

Please note that a \$30.00 supplement would be charged per view upgrade for either the one or two bedroom suites:

The Canadian dollar rates quoted above are net non-commissionable and are exclusive of taxes.

The current tax is 8% Rooms Sales Tax, 5% Goods and Services Tax (GST) and a 2% Destination Marketing Fee (DMF)

Black Out Dates – 2015

May 20, 21, 22, 2016

July 01, 02, 03, 2016

July 29, 30, 31, 2016

September 01, 02, 03, 2016

Pet Policies

We are pleased to be welcome small pets. If your guests are traveling with a canine companion, there is a fee of \$20.00 per day per pet. A waiver form will be provided to each guest upon arrival for their signature.

The Cove Lakeside Resort is pleased to be a non-smoking resort. However, smoking is permitted on the suite balconies and terraces.

Porterage

The hotel provides mandatory porterage service for all groups of 10 or more at a charge of \$5.00 per person, round trip inclusive of gratuities, plus 5% GST.

Complimentary Rooms (Group Bookings)

One complimentary room will be provided for every 20 rooms paid (ie: 21st, 42nd, etc)

Deposit / Billing Individual (10 or less rooms)

Full prepayment is required **21 days prior** to group arrival. We have attached our credit card authorization form for your completion, that we would be pleased keep on file for all future bookings.

Cancellation Policy Individual (10 or less rooms)

Cancellations received less than **72 hours prior** to date arrival and no show reservations will be charged one night's room and tax. For all cancellation of reservations made between; **June 26–September 06, 2015** notice of cancellation must be received **14 days prior** to date of arrival or the 1st night's room and tax will be charged. A cancellation number will be provided to you by our reservation department.

Reservation Method Individual Requests (10 or less rooms)

Please contact our reservations department directly to request availability. Your contact information is as follows:

Reservations Manager: Leigh-Ann McKay
Direct Line: (250) 707-1820
Toll Free: (877) 762-2683
Fax: (250) 707-1809
E-mail: lmckay@thecovekelowna.com
Website: www.covelakeside.com

Deposit / Billing Groups (10 or more rooms)

A separate contract will be issued for all group bookings, which will outline deposit and final billing arrangements, cancellation policy and booking methods.

Reservation Method – Group Requests (10 or more rooms)

All requests for group reservations are to be directed to the Sales Department. Your contact information is as follows:

Sales Manager: Leasa Kennedy
Direct Line: (250) 707-1830
Toll Free: (877) 762-2683
Fax: (250) 707-1809
E-mail: leasa@covelakeside.com
Website: www.covelakeside.com

Check-in/Check-out

Resort check in time is 4:00pm and check out is 11:00am. We will endeavor to assist you on accommodating any special arrival and departures times, whenever possible.

Conclusion

Ross, we look forward to the opportunity of accommodating your clients and to a mutually successful 2016. If the above terms meet with your approval please sign and return the copy of this agreement indicating your acceptance of our rates and policies. Should you have any questions concerning this agreement, please contact me directly at (250) 707-1820.

Signature: _____ Date: _____
Ross Marrington
BC Golf Guide

Signature: *Leasa Kennedy*
Leasa Kennedy, Director of Sales & Marketing Date: November 02, 2015
The Cove Lakeside Resort