



## F.I.T. AGREEMENT 2017 ("Agreement") – U.S.

<b>COMPANY NAME:</b> Golf The World Vacations/BC Golf Guide  <b>CONTACT:</b> Danny Leitch, Director of Business	<b>HOTEL NAME:</b>  <b>LQR Property LLC and LQR Golf LLC d.b.a. La Quinta Resort &amp; Club and PGA WEST</b> <small>(references to "Hotel", "us", "we" or "our" throughout the Agreement refer to the entity listed directly above)</small>
<b>ADDRESS</b>  1524 Woodbridge Road Kelowna, BC Canada	<b>HOTEL CONTACT:</b>  Emily Allsopp Senior Sales Manager – Travel Industry Sales 49-499 Eisenhower Dr. La Quinta, CA 92253
<b>ACCOUNT NUMBER:</b> 0026938 <b>Phone:</b> 1-250-764-0700 <b>Email:</b> danny@bcgolfguide.com	<b>Hotel Fax:</b> (760) 564-5768 <b>Hotel Phone:</b> (760) 564-4111 <b>Sales Fax:</b> (760) 564-7656 <b>Sales Phone:</b> (760) 777-4910
<b>EFFECTIVE DATES OF AGREEMENT:</b> January 1 <sup>st</sup> , 2017 – December 31 <sup>st</sup> , 2017	

2017 Traditional Net Rates									
		Room Only							
		Weekday				Weekend			
		1	2	3	4	1	2	3	4
1/1/17 - 1/26/17	Resort Casita	\$169	\$169	\$189	\$209	\$199	\$199	\$219	\$239
	Deluxe Poolside Casita	\$189	\$189	\$209	\$229	\$219	\$219	\$239	\$259
	Starlight Casita	\$239	\$239	\$259	\$279	\$259	\$259	\$279	\$299
1/27/17 - 3/2/17	Resort Casita	\$229	\$229	\$249	\$269	\$309	\$309	\$329	\$349
	Deluxe Poolside Casita	\$259	\$259	\$279	\$299	\$329	\$329	\$349	\$369
	Starlight Casita	\$319	\$319	\$339	\$359	\$389	\$389	\$409	\$429
3/3/17 - 4/29/17	Resort Casita	\$249	\$249	\$269	\$289	\$289	\$289	\$309	\$329
	Deluxe Poolside Casita	\$279	\$279	\$299	\$319	\$309	\$309	\$329	\$349
	Starlight Casita	\$319	\$319	\$339	\$359	\$369	\$369	\$389	\$409
4/30/17 - 6/3/17	Resort Casita	\$169	\$169	\$189	\$209	\$189	\$189	\$209	\$229
	Deluxe Poolside Casita	\$189	\$189	\$209	\$229	\$209	\$209	\$229	\$249
	Starlight Casita	\$219	\$219	\$239	\$259	\$249	\$249	\$269	\$289
6/4/17 - 9/28/17	Resort Casita	\$99	\$99	\$119	\$139	\$139	\$139	\$159	\$179
	Deluxe Poolside Casita	\$119	\$119	\$139	\$159	\$149	\$149	\$169	\$189
	Starlight Casita	\$139	\$139	\$159	\$179	\$179	\$179	\$199	\$219
9/29/17 - 12/31/17	Resort Casita	\$179	\$179	\$199	\$219	\$209	\$209	\$229	\$249
	Deluxe Poolside Casita	\$209	\$209	\$229	\$249	\$229	\$229	\$249	\$269
	Starlight Casita	\$249	\$249	\$269	\$289	\$279	\$279	\$299	\$319

Initials



		Bed and Breakfast							
		Weekday				Weekend			
Occupancy		1	2	3	4	1	2	3	4
1/1/17 - 1/26/17	Resort Casita	\$189	\$189	\$209	\$229	\$219	\$219	\$239	\$259
	Deluxe Poolside Casita	\$209	\$209	\$229	\$249	\$239	\$239	\$259	\$279
	Starlight Casita	\$259	\$259	\$279	\$299	\$279	\$279	\$299	\$319
1/27/17 - 3/2/17	Resort Casita	\$249	\$249	\$269	\$289	\$329	\$329	\$349	\$369
	Deluxe Poolside Casita	\$279	\$279	\$299	\$319	\$349	\$349	\$369	\$389
	Starlight Casita	\$339	\$339	\$359	\$379	\$409	\$409	\$429	\$449
3/3/17 - 4/29/17	Resort Casita	\$269	\$269	\$289	\$309	\$309	\$309	\$329	\$349
	Deluxe Poolside Casita	\$299	\$299	\$319	\$339	\$329	\$329	\$349	\$369
	Starlight Casita	\$339	\$339	\$359	\$379	\$389	\$389	\$409	\$429
4/30/17 - 6/3/17	Resort Casita	\$189	\$189	\$209	\$229	\$209	\$209	\$229	\$249
	Deluxe Poolside Casita	\$209	\$209	\$229	\$249	\$229	\$229	\$249	\$269
	Starlight Casita	\$239	\$239	\$259	\$279	\$269	\$269	\$289	\$309
6/4/17 - 9/28/17	Resort Casita	\$119	\$119	\$139	\$159	\$159	\$159	\$179	\$199
	Deluxe Poolside Casita	\$139	\$139	\$159	\$179	\$169	\$169	\$189	\$209
	Starlight Casita	\$159	\$159	\$179	\$199	\$199	\$199	\$219	\$239
9/29/17 - 12/31/17	Resort Casita	\$199	\$199	\$219	\$239	\$229	\$229	\$249	\$269
	Deluxe Poolside Casita	\$229	\$229	\$249	\$269	\$249	\$249	\$269	\$289
	Starlight Casita	\$269	\$269	\$289	\$309	\$299	\$299	\$319	\$339

The above rates are net non-commissionable and are quoted exclusive of applicable state and local taxes, currently 14.24% and subject to change without notice. Hotel reserves the right to change the rates in case of changes in applicable government taxes, fees or assessments as well as any changes in applicable labor or service charges or fees. There will be no charge for children under the age of 18 traveling with parents and staying in the same room. Local fire safety restrictions govern total room occupancy.

- Weekend Rates include Friday and Saturday; Weekday Rates include Sunday through Thursday.
- Room only rate does not include meals.
- Net rates are based on one to four persons per room.
- Cribs are provided at no charge.
- Rollaway beds are provided at \$35.00 per person, per night, and are permitted in ground floor, King rooms only. Rollaway beds are subject to availability of hotel inventory.
- Seasonal Changes: Reservations that overlap seasonal dates will be billed at the applicable rate for each date of stay.
- Pets: La Quinta Resort and Club is a pet friendly destination. Pets are allowed in all rooms. Pets must be indicated at time of booking. There is a \$100.00 non-refundable pet cleaning fee per stay for guests traveling with pets.

**BLACKOUT DATES:** Please see attached PDF for blackout dates at the time of signing. Blackout dates are subject to change by the Hotel. Please contact wholesale reservations for availability over blackout dates. We will endeavor to accommodate your request at the best available rate.

#### GUEST ROOM & PACKAGE DESCRIPTIONS:

##### Resort Casita (ROH)

Max Occupancy: 4

Set amid lush gardens, these cozy rooms, many available with fireplaces, feature one king or two queen beds. (Approximately 400 sq. ft.)

##### Deluxe Poolside Casita (Deluxe)

Max Occupancy: 4

Luxurious bathrooms with dual vanities and separate tubs and showers highlight these spacious rooms, many of which also feature pool views or private patios. (Approximately 460 sq. ft.)

##### Starlight Casita (Superior)

Max Occupancy: 3

These second-floor casitas offer private patios with outdoor living space and fireplace. Enjoy the comforts of home, including king bed, fireplace, separate tub and shower. (Approximately 460 sq. ft.)

#### Bed and Breakfast Package:

Enjoy the room of your choice AND a full breakfast (inclusive of tax and gratuity) for up to (2) guests (alcohol excluded). Breakfast may be redeemed at Twenty6 restaurant. Rates are per room, per night (current taxes at 14.24% not included). Not applicable to groups or with any other offer.

**RESERVATIONS:** For reservations or inquiries, you must fax or email requests to [Laquintaresort.wsreservations@waldorfastoria.com](mailto:Laquintaresort.wsreservations@waldorfastoria.com) or (760) 564-5768. Rooms over blackout dates may be available at prevailing rates.

#### ADDED VALUE:

- Discount Resort Fee of \$10.00 (Retail \$30.00)

Initials

 Sept 1/14



Primary Sales Contact Person	Reservations Contact
Emily Allsopp	Susan Tenny
Senior Sales Manager – Travel Industry	Wholesale Coordinator
	Susan.tenny@waldorfasteria.com
PH: (760) 777-4910	PH: (760) 564-5786

## F.I.T. ALLOTMENT AND RATE AGREEMENT TERMS AND CONDITIONS

### DEFINITIONS USED IN THESE TERMS AND CONDITIONS:

**Hilton** means Hilton Worldwide, Inc.

**Hotel, we, our or us** means the legal entity that owns the Hotel, as set forth in the Agreement.

**EARLY DEPARTURE FEE:** If a guest checks out prior to the guest's reserved checkout date, the Hotel will add an early checkout fee to that guest's individual account. Guests wishing to avoid an early checkout fee should advise the Hotel at or before check-in of any change in planned length of stay. The current early departure fee is one half day's rate plus tax, subject to change.

**CANCELLATION POLICY:** Individual cancellations must be received by 72 hours prior to scheduled check-in time to avoid a charge of one night's room and tax. Cancellations received after this time will incur a charge in the amount of one night's room and tax. Company will be assessed this charge through either a deduction from the prepayment or direct billing to your account, whichever applies.

**CHECK-IN/CHECK-OUT TIMES:** Our check-in time is 4:00 PM, checkout time is 12:00 PM. All times are local Hotel times. For late checkouts (past 2:00 PM) one half day's rate plus tax will be added to guest's individual account. All guests arriving before Hotel's check-in time will be accommodated as rooms become available. Our Guest Services Department can arrange to check baggage for those guests arriving prior to Hotel's check-in time when rooms are not yet available.

### MUTUAL RESPONSIBILITY REGARDING ACCURACY AND COMMUNICATION OF HOTEL PRODUCT INFORMATION:

Hotel agrees to maintain accurate and up-to-date information about the Hotel products submitted to the Company including:

- ❖ Package rates (including applicable taxes);
- ❖ Applicable booking conditions;
- ❖ Cancellation policy;
- ❖ Hotel facilities, touring, transfers, vans, cars and all other operational information; and
- ❖ Anything that affects or will affect the Hotel product in any material way that could be an inconvenience to customers or cause confusion by customers. Examples of this are (without limitation) closure of swimming pools, restaurants or other guest facilities and refurbishment or renovations on or near the Hotel.

You acknowledge and agree that you will effectively and promptly advise prospective guests of the following:

- ❖ Guests must check with the Hotel's cashier to make certain all incidentals are paid for prior to departure.
- ❖ Unless prior arrangements have been made, the guest room must be vacated no later than 12:00 PM on the relevant date of the guest's departure, or such later time as we may establish. Failure by the guest to vacate may incur a late departure charge equal to one half day's rate plus tax being applied to the guest's account, which must be settled by the guest on their departure.
- ❖ All reasonable material information relating to their stay at our Hotel. Such information shall include but not be limited to information about any facilities at the Hotel being unavailable, that building, refurbishment or repair work is taking place at, or near the Hotel, or that other reasons exist why their stay at the Hotel may not be as they anticipated.
- ❖ Hotel and Hilton reserve the right to refuse entry to, and remove any guest from, our Hotel and accommodation at our Hotel if any of our authorized employees considers, in his or her reasonable opinion, that the guest is under the influence of drink or drugs, is unsuitably dressed or is behaving in a threatening, abusive or otherwise unacceptable manner.

after receipt of invoice. All outstanding amounts sixty (60) days and over will be subject to an interest rate of U.S. Prime + 2%. To avoid this charge, you must pay all undisputed charges in a timely manner and send written notice describing all disputed charges. The Hotel reserves the right to review your credit periodically and to require prepayment at any time, in our reasonable discretion, should your credit status change in any manner. You expressly consent to the Hotel conducting any such periodic credit checks.

**MANDATORY RESORT CHARGES:** A mandatory resort service charge will be collected from all guests of the Hotel. If applicable, then in addition to the room rates set forth above, there will be a mandatory daily resort charge, currently ten dollars (\$10.00) per room, per night, plus tax that will be posted to all guest rooms to cover the following:

- Self and Valet Parking
- Wireless Internet
- Unlimited use of Fitness Facilities
- In-room Coffee Service
- Shuttle for transfers to resort and PGA WEST Golf Courses

You are solely and fully responsible for informing all prospective guests about this mandatory resort charge, which is separate and distinct from the room rate and from taxes. Should any guest object to paying this mandatory resort charge by claiming inadequate notice of the resort charge by you at the time of purchase, you agree to reimburse the Hotel for such charges upon receipt of invoice and supporting documentation.

We will endeavor to notify you of any changes to the amount of the resort charge should a different resort charge be in effect during the term of this Agreement.

**RATES VALID FOR PACKAGED TRAVEL ONLY:** All rates quoted herein are applicable to: (1) FIT Package Tours; (2) FIT Tour Programs. The rates quoted in this Agreement are only for the sale of packaged, individual rates by the wholesaler or tour operator. Static rates (not directly connected) may not be used online. The guest may request additional nights to be added to the guest's package, which may be offered by us to the guest in our discretion at then-available rates.

You and your approved distributors may not offer these package rates as room-only inventory in any manner (e.g., room tax and/or fees listed separately). The prices for each of the package components (such as hotel room, airfare and/or car rental) shall not be itemized for, disclosed to or discernible by the consumer at any time (including but not limited to billing statements) and you must not provide functionality that would permit consumers to strip the package down to view hotel room rates separately at any time. We have the right of prior approval for all elements of packages in order to ensure the accuracy of material details and maintenance of the highest level of quality relating to our rooms.

To that end, you agree that: (i) the price of the Hotel rooms will not be visible to the end customer; (ii) the total value of the package is substantially greater than the room only component; (iii) the end customer is not able to purchase the Hotel room without purchasing all the travel elements of the package; and (iv) the Hotel rooms are not packaged with inappropriate items (e.g., city transport card, airport transfer, museum ticket, etc.). If the Hotel becomes aware of any violation of this section, the Hotel may immediately terminate this Agreement without incurring any liability to you for contracted rooms or rates. Furthermore, you agree to indemnify Hotel for any loss or damage arising from your breach of this Section.

You acknowledge and agree that this Agreement does not otherwise permit you to sell or re-sell any rooms in Hilton hotels in any way, or to display any other information about Hilton or its owned, managed,



the room allotment and rate at the end of each quarter. Should the Hotel determine that room night production in an applicable period is below the Hotel's expectations based on the Annual Room Night Production levels stated in this Agreement, Hotel shall be entitled to immediately, upon notice to Company, adjust the above room allotment and room rates.

**HILTON INTELLECTUAL PROPERTY; BROCHURE:** You hereby covenant and agree not to use Hilton names, or any variation thereof, or the names "Hilton", "Hilton Hotels & Resorts", "Conrad Hotels & Resorts", "Waldorf Astoria Hotels & Resorts", "Embassy Suites", "Embassy Suites by Hilton", "DoubleTree by Hilton", "Hilton Garden Inn", "Hampton Inn", "Hampton Inn & Suites", "Hampton by Hilton", "Hampton Inn by Hilton", "Hampton Inn & Suites by Hilton", "Home2 Suites by Hilton", "Homewood Suites by Hilton", or "Hilton Grand Vacations" or the stylized "H" or other logotypes, trademarks, service marks, trade names or other "Hilton Intellectual Property" (defined below) now or hereafter used by Hilton or its affiliates, subsidiaries, hotels or their owners, and shall not use any "metatags", "scumware", "spyware", search word preference or any other service that results in you being referenced in regard to Internet searches for such marks, attracts Internet users to its web sites, call centers or other services, or otherwise use any such marks, directly or indirectly, in any way in connection with any of your business or operations, without the prior written approval of Hilton (except those items set forth in this Agreement that have been pre-approved by the Hotel to be used as creative by you, for which written approval is not required) and, in the event of such approval, only in the manner and at such times as shall be prescribed in such approval. You shall not modify any such approved Hilton materials or other Hilton Intellectual Property in any way. You shall not utilize or distribute software downloads that potentially enable diversions of payments from other third-party intermediaries that provide similar services. You shall not, without our prior written express consent, use any e-mail or search engine marketing to promote Hilton, the Hotel or your rights hereunder.

You shall not claim to be Hilton or the Hotel in any pay-for-placement and other search engines. You agree to comply with the requirements of the CAN-SPAM, EU Data Protection Act of 2003 and other similar legislation in your distribution of email that contains messaging regarding this Agreement, Hilton or the Hotel.

Subject to the foregoing, the Hotel hereby gives you the right, solely for the purposes of marketing and obtaining reservations for our Hotel under this Agreement, to use our Hotel name, subject to our right to refuse particular uses at any time and from time to time, including without limitation, approval of any and all advertising referencing such marks. We will provide you our Hotel name or logo and applicable photos of the Hotel for inclusion in your tour brochure or voucher. You may not make any alterations to the Hilton logo, or our Hotel's name, logo or our Hotel photos or use them in any manner or in any materials other than your tour brochure and vouchers without our prior written approval. As part of your Agreement, upon request you must send to us two (2) copies of your printed brochure/voucher for our files.

Except as set forth in this Agreement, you shall have no rights of any kind with regards to Hilton.com, Hilton's services, Hilton images, messages, codes, trade names and trademarks, and all other Hilton intellectual property (the "Hilton Intellectual Property"). You agree to observe Hilton's exclusive rights as to the Hilton Intellectual Property within all pay-for-placement and other search engines.

We may terminate the Agreement and you shall forfeit any pending compensation if you are utilizing or distributing software downloads that potentially enable diversions of compensation from other third-party intermediaries providing similar services.

If you violate any of the terms of this section, we may terminate this Agreement in accordance with the termination provisions herein below and reserve the right to charge back, and/or disallow any and all compensation.

**UNAVAILABILITY OF ROOMS:** On occasions due to unanticipated circumstances, the Hotel may not have rooms available for all guests with a confirmed reservation that wish to check-in on a particular night. While the Hotel will use reasonable efforts to avoid such situation impacting Company, in the event any guest with a confirmed reservation cannot be accommodated by the Hotel, the Hotel will provide the following:

- Accommodation paid by the Hotel at a comparable hotel as close as possible for the first night the guest is displaced from the Hotel.
- One complimentary round trip ground transportation between the

party that as of the date of signing this Agreement, the party is currently not on the U.S. Department of the Treasury's Office of Foreign Assets Control (OFAC) List of Specially Designated Nationals and Other Blocked Persons (including terrorists and narcotics traffickers) (the "OFAC List"). The OFAC List can be found by visiting

If a party is added to the OFAC List or any similar restricted party listings, including those maintained by other governments pursuant to applicable United Nations, regional or national trade or financial sanctions, then that party must immediately notify the other party. A party may cancel this Agreement without any liability to either party if that party reasonably believes it is necessary to do so in order to comply with that party's respective obligations under applicable laws, rules or regulations, including (but not limited to) if the other party is added to any restricted party listings as described in this section.

**INDEMNIFICATION:** To the extent permitted by law, you agree to protect, indemnify, defend and hold harmless the Hotel, Hilton, and each of their owners, partners, subsidiaries, affiliates, franchisees, and each of such persons' or entities' officers, directors, agents, contractors, subcontractors, and employees (collectively referred to as the "Indemnitees"), against and from any and all third party claims, liabilities, damages, fines, penalties or costs of whatsoever nature (including reasonable attorney's fees) ("Claims"), arising out of or in any way connected with this Agreement, but only to the extent caused by: (i) a violation or breach of any of the terms or conditions of this Agreement by you or your distributors or subcontractors; or (ii) the services provided by you or any of your distributors or subcontractors hereunder, or any related act or failure to act by you or your distributors or subcontractors. Nothing in this section shall require you to indemnify the Indemnitees from that portion of any Claim that has been caused by the negligence or willful misconduct of the Indemnitees, or the breach by the Indemnitees of any of the terms or conditions of this Agreement, or the breach of any law or regulation by the Indemnitees, or from the guest/host relationship between Hilton or the Hotel and any guest. For the avoidance of doubt, you are not responsible for and assume no liability for lodging accommodation related services that the Hotel provides or fails to provide to any guest.

**INSURANCE:** You agree to obtain and keep in force General Liability Insurance covering your contractual obligations hereunder with limits of not less than \$1,000,000 per occurrence.

Hotel agrees to maintain general liability insurance with limits not less than \$2,000,000 per occurrence, covering liability for personal injury, property damage, liquor liability, and automobile liability, as well as Workers Compensation insurance per applicable laws and Employers Liability insurance.

Upon written request, each party shall make evidence of coverage available to the other party. For hotels that participate in Hilton's general liability insurance program, proof of such insurance coverage is satisfied by a Memorandum of Insurance available at:

The Hotel can confirm whether they participate.

**GOVERNING LAW:** The Agreement will be governed by and interpreted pursuant to the laws of the state in which Hotel is located, excluding any laws regarding the choice or conflict of laws.

**DISPUTE RESOLUTION:** The parties will use their commercially reasonable efforts to informally and timely resolve any dispute concerning any matter related to this Agreement by presenting the dispute to senior representatives of the parties for their discussion and possible resolution in the order set forth herein; provided, however, a dispute relating to patents, trademarks, trade dress, copyrights, trade secrets, and/or infringement of intellectual property rights shall not be subject to this provision. If within a period of thirty (30) calendar days after submission of a disputed matter in accordance with this clause, the respective senior representatives are unable to agree upon a resolution of such dispute, then either party may give notice to the other party of its intention to pursue arbitration. All negotiations pursuant to this clause are confidential and shall be treated as compromise and settlement negotiations for purposes of applicable rules of evidence. Arbitration of disputes arising out of or in connection with this Agreement will be resolved using one arbitrator before JAMS or American Arbitration Association in the state and city in which Hotel is located, or the closest available location. The parties further agree that in any arbitration proceeding, they may conduct reasonable discovery pursuant to the arbitration rules, and any arbitration award will be enforceable in State or Federal court.

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consequences that could possibly otherwise arise out a different characterization of your status.

You shall not without Hilton's and/or our prior written consent: (i) bind (or hold yourself out as being able to bind) Hilton or the Hotel to any contract or create any liability against Hilton or the Hotel nor describe yourself as anything other than an independent contractor of Hilton or the Hotel; and/or (ii) make or give any representation, warranty, statement or claim about Hilton or the Hotel or any of the facilities in any Hilton hotel except as and to the extent specifically authorized in writing by Hilton.

**FORCE MAJEURE:** Neither party shall be responsible for failure to perform this Agreement if circumstances beyond their control, including, but not limited to: acts of God; terrorist attacks in the city in which Hotel is located; or declared war in the United States; make it illegal or impossible or commercially impracticable to perform under this Agreement. The affected party may terminate this Agreement without liability upon providing written notice to the other party within ten (10) days of the occurrence.

**TERMINATION:** Either party may terminate this Agreement without cause by giving the other party no less than 30 days prior written notice of termination. Either party may terminate this Agreement immediately by giving written notice to the other party if:

- ❖ A party becomes insolvent or is subject to external administration, enters into liquidation or enters into a scheme of arrangement with creditors or are otherwise unable to pay their debts as and when they fall due; or
- ❖ A party breaches any material term of this Agreement and does not cure such breach within 15 days following receipt of notice from the non-defaulting party.

Notwithstanding any such termination of this Agreement, the rights acquired or obligations incurred by the parties thereto prior to such termination shall not be affected.

**MISCELLANEOUS:** A failure or delay of any party to this Agreement to enforce at any time any of the provisions of this Agreement, or to exercise any option which is hereby provided, or to require at any time performance of the provisions hereof, shall in no way be construed a waiver of, nor preclude the exercise of, any of the provisions of this Agreement.



This Agreement is subject to all the terms and conditions set forth on the following pages entitled "FIT Allotment and Rate Agreement Terms and Conditions." This Agreement and the terms and conditions on the next pages constitutes the entire agreement between you and the Hotel and may not be amended or changed unless done so in writing and signed by you and the Hotel. The parties agree that for purposes of this Agreement and any amendment or modification thereto, or for any other notice or communication between the parties, signatures sent or received by email with a scanned document with signature attached or facsimile transmission will be considered as enforceable and valid as an original signature by the party signing. For the avoidance of doubt, emails, including emails that bear an electronic "signature block" identifying the sender, do not constitute signed writings for purposes of this Agreement. The persons signing below agree that they are authorized representatives of the above indicated company and Hotel who have authority to enter into this Agreement. This Agreement will not be valid and enforceable until a signed copy is returned to the Hotel by

ACCEPTED AND AGREED TO:

<i>BC Golf Guide.com inc</i>	<b>LQR Property LLC and LQR Golf LLC ("Owner") d.b.a La Quinta Resort &amp; Club and PGA WEST</b>
By: <u><i>[Signature]</i></u> [sign here]	By: _____ [sign here]
Name: <i>DANNY LEITCH</i>	Name: Emily Allsopp
Title: <i>Dir of Bus. Development</i>	Title: Senior Sales Manager, Travel Industry Sales
Date: <i>Sept 1 / 16</i>	Date: _____

*(D)*

Initials \_\_\_\_\_

## LA QUINTA RESORT & CLUB 2017 GOLF WHOLESALE RATES

1/1/2017 - 4/2/2017				
	<u>Stadium</u>	<u>Nicklaus</u>	<u>Mtn. Norman</u>	<u>Dunes</u>
Wholesale Guest	\$190	\$170	\$160	\$125
Wholesale Twilight**	\$110	\$100	\$90	\$60

\*\*Twilight begins at 1:00 pm on all 6 PGA WEST courses

4/3/2017 - 5/31/2017						
	<u>Stadium</u>		<u>Mtn/Nick/Norman</u>		<u>Dunes</u>	
	WD	WE	WD	WE	WD	WE
Wholesale Guest	\$130	\$135	\$105	\$120	\$65	\$75
Wholesale Twilight**	\$80		\$65		\$50	

\*\*Twilight begins at 1:00 pm on all 6 PGA WEST courses

6/1/2017 - 9/29/2017						
	<u>Stadium</u>		<u>Mtn/Nick/Norman</u>		<u>Dunes</u>	
	WD	WE	WD	WE	WD	WE
Wholesale Guest	\$70	\$80	\$55	\$65	\$40	\$50
Wholesale Twilight**	\$50		\$45		\$30	

\*\*Twilight begins at 1:00 pm on all 6 PGA WEST courses

9/30/2017 - 10/29/2017						
	<u>Stadium</u>		<u>Mtn/Nick/Norman</u>		<u>Dunes</u>	
	WD	WE	WD	WE	WD	WE
Wholesale Guest	\$120	\$130	\$110	\$130	\$90	\$105
Wholesale Twilight**	\$70		\$70		\$60	

\*\*Twilight begins at 1:00 pm on all 6 PGA WEST courses

10/30/2017 - 12/31/2017						
	<u>Stadium</u>		<u>Mtn/Nick/Norman</u>		<u>Dunes</u>	
	WD	WE	WD	WE	WD	WE
Wholesale Guest	\$125	\$135	\$105	\$120	\$65	\$75
Wholesale Twilight**	\$80		\$65		\$50	

\*\*Twilight begins at 1:00 pm on all 6 PGA WEST courses

\* INCLUDES CART, RANGE, CLUBS & GOLF  
 HOTEL GUESTS BOOK 1 YEAR OUT  
 50% DISCOUNT BOOK 12 MONTHS OUT

(M)