

This rate schedule is published in accordance with the provisions of a certain Wholesale Rate Agreement (the "Master Agreement") between Innisbrook, a Salamander Golf & Spa Resort and an Operator (as that term is defined in the Master Agreement). This rate schedule is only enforceable by the Operator in accordance with the express terms of the Master Agreement signed by the Operator.

TOUR OPERATOR NAME:	Golf The World Vacations / BC Golf Guide.com Inc.	Must be completed for rate agreement to be valid!
Contractor Name & Email Address:	Danny Leitch - danny@bcgolfguide.com	
International FIT Rate Agreement for:	INNISBROOK RESORT	
Valid:	1 Sept 16 -30 Apr 18	



#### Net Rates, Allocations, Release Period & Offers:

Validity Periods:	ACCOMODATION ONLY NET RATES				ALLOCATION	MIN NIGHT STAY	RELEASE
	DELUXE GUEST ROOM	EXECUTIVE SUITE	ONE BEDROOM SUITE	TWO BEDROOM SUITE	All Room Types	All Rooms	All Rooms
1 Sep 16 - 11 Jan 17	\$131.75 / \$136.25	\$146.75 / \$151.25	\$161.75 / \$166.25	\$214.25 / \$218.75	O/R	2 nts	N/A
12 Jan - 29 Apr 17	\$158.75 / \$173.75	\$188.75 / \$203.75	\$218.75 / \$233.75	\$353.75 / \$368.75	O/R	2 nts	N/A
30 Apr 17 - 24 May 17	\$131.75 / \$136.25	\$146.75 / \$151.25	\$161.75 / \$166.25	\$214.25 / \$218.75	O/R	2 nts	N/A
25 May - 11 Oct 17	\$116.75 / \$124.25	\$131.75 / \$139.25	\$146.75 / \$154.25	\$199.25 / \$206.75	O/R	2 nts	N/A
12 Oct - 10 Jan 17	\$131.75 / \$136.25	\$146.75 / \$151.25	\$161.75 / \$166.25	\$214.25 / \$218.75	O/R	2 nts	N/A
11 Jan - 30 Apr 18	\$158.75 / \$173.75	\$188.75 / \$203.75	\$218.75 / \$233.75	\$353.75 / \$368.75	O/R	2 nts	N/A
NOTE: Rate 1 Sun - Wed							
Rate 2 Thur - Sat							
2017 BOOKING BONUS - Take an additional 10% OFF NET Lodging Rates for stays of (7) or more nights.							
Black out dates: Jan 13,25 2017, Jan 29 - Feb 2, 2017 March 5-12, 2017 July 14, 2017							
CHECK IN: 3:00pm CHECK OUT: 12:00pm RESORT FEE \$20 PER NIGHT HAS BEEN INCLUDED IN THE ABOVE RATES							

**Tax:** Above rates are quoted in US\$, are net, non-commissionable and do not include the current tax rate of 13% (Subject to Change). Rates are per unit per night and include daily housekeeping service. All rates and applicable taxes are to be collected by Operator and remitted to Innisbrook Resort at time of full payment. Resort fee covers: self parking, on property transportation, in room high speed internet, local and toll free calls, in room coffee and tea making facilities, daily morning newspaper, fitness center, full access to all resort facilities including six swimming pools, 2-acre water park with Loch Ness Monster pool, court games including basketball, shuffleboard and volleyball, on-site nature trails, round trip shuttle between resort and Caladesi Beach/ Honeymoon Islands (10 minutes).

To assist in our management of inventory and operational efficiency to avoid sending stop sells potentially on categories you may not be featuring, please cross line through any category directly on this agreement that you will not be actively loading or contracting so we can internally note accordingly.

#### Min/Max Occupancy:

Room Type	Min	Max	Add'l Person Cost	Additional Notes:
Deluxe Guest Room	2	2	\$20 pp/pn	2 Queen beds, a full bathroom, a desk and seating area with either a golf course or resort view. Approx 300 sq ft/ 28 sq m
Executive Suite	2	2	\$20 pp/pn	1 King or Queen Bed, a full bathroom, comfortable parlor, a built-in bar, fully equipped kitchen and a private balcony or patio. Approx 800 sq ft/ 74 sq m
1 Bedroom Suite	2	2	\$20 pp/pn	1 King, 1 Queen or 2 Twin beds, a full bathroom, a spacious living room, built-in bar, fully equipped kitchen and private balcony or patio. Approx 980 sq ft/ 91 sq m
2 Bedroom Suite	2	4	\$20 pp/pn	1 or 2 Queen beds and private full bathroom in the master, 2 Twin beds in 2nd room, a second full bathroom, spacious living room, built-in bar, full kitchen and patio or balcony. Approx 1400 sq ft/ 130 sq m

NOTE: A very limited number of handicapped-equipped accommodations are available on request, subject to availability. Pack N' Plays are available, \$20 plus 7% tax per night, upon request and subject to availability. Roll-aways are not allowed. High chairs may be rented from a local company. Maximum number of persons per unit as noted in this agreement, regardless of age, may not be exceeded.

**Food Options:** Full American Breakfast - \$15.00 plus 7% tax per person / per day - Lunch - \$25.00 plus 7% tax per person / per day. Food options are available in clubhouse restaurants and exclude alcoholic beverages. A customary 20% gratuity is suggested and paid by guest.

Initial DL Initial



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**Golf Rates and Tee Times**

Resort is a "stay and play" property and, as such, Operator may only sell golf rounds in conjunction with accommodations. All golfers must be registered guests at the Resort. Tee times may be confirmed at time of booking. All tee times and replays are subject to availability. Course selection for golf and replay rounds is at the full discretion of the Resort. Resort reserves the right to adjust course selection and tee times with advance notice to Operator (tee time adjustments of 10 minutes or less from original time confirmed will not be notified). Replay rates apply only on same day play and must be booked prior to guest arrival.

**Per Round (18 Holes)**

Course	Copperhead		Island		North & South	
DATES	Mon-Thu	Fri-Sun	Mon-Thu	Fri-Sun	Mon-Thu	Fri-Sun
01 Jan 17 - 13 Apr 17 PEAK	\$171	\$213	\$138	\$173	\$101	\$142
14 Apr 17 - 25 May 17 SHOULDER	\$135	\$153	\$115	\$131	\$71	\$88
26 May 17 - 06 Oct 17 LOW	\$129	\$145	\$109	\$124	\$68	\$84
07 Oct 17 - 31 Dec 17 SHOULDER	\$135	\$153	\$115	\$131	\$71	\$88
01 Jan 18 - 30 Apr 18 PEAK	\$171	\$213	\$138	\$173	\$101	\$142
Arrival Round after 1:00 pm PEAK	N/A	N/A	\$109	\$139	\$79	\$119
Arrival Round after 1:00 pm Shoulder	\$119	\$137	\$104	\$119	\$69	\$79
Arrival Round after 1:00 pm LOW	\$114	\$129	\$99	\$109	\$59	\$69

**Golf Net Rates**

Fee Includes Net Green and Cart Fee per person including Range Balls and Service Fee

**Replay Round**

Course	Copperhead	Island	North & South
DATES			
01 Jan 17 - 13 Apr 17	\$83	\$76	\$49
14 Apr 17 - 25 May 17	\$65	\$59	\$37
26 May 17 - 06 Oct 17	\$55	\$50	COMP
07 Oct 17 - 31 Dec 17	\$65	\$59	\$37
01 Jan 18 - 30 Apr 18	\$83	\$76	\$49

**Golf Replay Rates**

Valid for Same Day Play per Person Only and must be booked prior to guest arrival.

**Course Descriptions**

<b>Copperhead</b>	Named Golfweek's 2013 Best Courses You Can Play in Florida - No. 6 (No. 3, 2012). A favorite among PGA TOUR professionals, our Copperhead Course is the most recognizable of Innisbrook's four Tampa, Florida courses. After all, it plays host to the world's greatest golfers during the PGA TOUR's annual visit to the resort for the Valspar Championship. Tree-lined fairways and rolling terrain define the course – a lengthy challenge for even the longest hitters at more than 7,300 yards. Striking in beauty and challenge, the surrounding lakes and ponds are home to abundant wildlife, including fox squirrels, bald eagles, alligators, blue herons, and many other types of water fowl. With the fairways and greens mostly free of residences, Copperhead provides the opportunity to enjoy golf the way nature intended.
<b>Island</b>	With tight fairways, intimidating water hazards, abundant bunkers, and extraordinary elevation changes, the newly renovated and lengthened Island Course is considered by many to be as equally demanding as Copperhead. The extraordinarily picturesque Island has played host to numerous U.S. Open qualifiers and NCAA Championships. The LPGA selected the course as the site of its first Legends Tour Open Championship. The Island's first six holes are bordered by beautiful Lake Innisbrook and lateral water hazards that require pinpoint accuracy on tee shots and approaches. The middle six holes feature rolling hills dominated by cypress and pine trees. The final third of this course boasts a mixture of holes designed to reward the bold and penalize the errant golf shot. Your round ends at a finishing hole that's withstood the test of the world's most skilled players and is one of the most photographed in Florida.
<b>North</b>	The North Course at Innisbrook is similar in terrain to the Copperhead Course. At about 6,300 yards, it remains one of our most challenging courses. Known for its daunting par 3s, North features tight fairways, an abundance of trees and well-bunkered greens, placing a premium on accuracy from tee to green. Eleven holes at North present water hazards, making club selection a critical decision when trying to break par. Recent course enhancements include additional yardage to selected par 4s and 5s, along with strategically placed bunkers and "waste bunkers."
<b>South</b>	At over 6,600 yards, South is reminiscent of a links-style design, both in terms of rolling terrain and numerous fairway bunkering. Ample waste bunkers, a total of 10 water hazards, undulating terrain, and the Gulf of Mexico breezes all combine to make South another great Innisbrook challenge that's become a favorite of our returning guests and event planners.

ALL RATES ARE SUBJECT TO LOCAL TAXES CURRENTLY 7% AND ALL INCLUDE RESORT SERVICE CHARGE. TAX IS SUBJECT TO CHANGE AND UPON OPERATOR NOTIFICATION, OPERATOR WILL BE RESPONSIBLE FOR NEW TAX RATE EFFECTIVE IMMEDIATELY ON ALL BOOKINGS.

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Contractor Name & Email Address:	Danny Leitch - danny@bcgolfguide.com
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**Reservations Reporting:**

Reservations should be sent to the hotel as they are made & the hotel will respond back with a confirmation number within 48 hours. The hotel reserves the right, when capacity demands dictate, to send out a stop sell notification - at which point any remaining reservations must be reported within 72 hours and at this time will be closed to any new reservations.

**Cancellation Policy:**

The Operator will be assessed a cancellation charge equal to one night's room and tax for any cancellations made within 72 hours prior to arrival or 100% of the entire stay for guest "No-Shows". There will be no refunds for early departures. All cancellations or

**FIT bookings are to be made directly to hotel to the attention of the reservations department via:**

Email: faxedreservations@playinnisbrook.com  
Fax: 727-942-5577

A return confirmation will follow within 48 hours. Please specify which room type as well as any additional requests.

**Payment Policy:**

Innisbrook Resort must receive prepayment from the Tour Operator for all reservations no less than 14 (fourteen) days prior to the reservation commencement date. Failure to receive these funds may result in guest being charged prevailing rates upon arrival. It is the responsibility of the Tour Operator to assure that these funds are received in a timely manner prior to guest arrival. All payments for reservations at Innisbrook Resort must be sent, according to the procedures outlined in the master Agreement on file, to the address noted below or via wire transfer to the Innisbrook Resort bank account, details of which can be obtained from the resort accounts department listed below. Please advise client that they will be responsible for providing credit card at check in for any incidental charges, as room and tax will not be disclosed and kept confidential at all times to guest.

**Billing Status: PRE-PAYMENT**

Mailing Address for checks: 36750 U.S. Highway 19 North, Palm Harbor, FL 34684-1239. Attn: Accounts Receivable  
FAX: 727-942-5258; Bank Details for Wire Transfers: Contact the resort's accounts contact for wire transfer information

**Hotel Contact Information:**

General Manager:	Richard Staley	richard.staley@playinnisbrook.com		Innisbrook Resort, ATTN: Accounts Receivable
Contract Manager:	Patrick Farrell	pfarrell@salamanderhotels.com	727-942-5537	36750 U.S. Highway 19 North, Palm Harbor, FL 34684-1239
Sales Manager:	Patrick Farrell	pfarrell@salamanderhotels.com	727-942-5537	Phone: 727-942-2000 Fax: 727-942-5576
Reservations:	Travel Partners	faxedreservations@playinnisbrook.com	727-942-5577	www.innisbrookgolfresort.com
Accounts:	Kim Brooks	kim.brooks@playinnisbrook.com	727-942-5547	



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**Hotel Details:**

<b>Star Rating:</b>	4 Star	<b>Number of Rooms:</b>	548 Villas		<b>Room Size</b>	Varies
<b>Property Location and Distance to ...</b>						
Airport:	TPA, 25 miles or 30 minutes; PIE, 17 miles or 25 minutes					
Port	Tampa Port Authority, 30 miles or 45 minutes					
Beach:	Honeymoon Island Beach, 10 miles or 25 minutes, complimentary shuttle; Clearwater Beach, 17 miles or 30 minutes; Caladesi Island State Park, 19 miles or 40 minutes					
Downtown:	Clearwater, 13 miles or 16 minutes; Tampa, 29 miles or 40 minutes					
Other (pls specify):	Sponge Docks/Historic District of Tarpon Springs, 4 miles or 8 minutes; Clearwater Marine Aquarium, 17 miles or 30 minutes; Busch Gardens Tampa and Adventure Island, 25 miles or 50 minutes; International Mall, 25 miles or 30 minutes; Channelside/Ybor City, 29 miles or 45 minutes; Hard Rock Casino, 35 miles or 45 minutes					
<b>Hotel Facilities:</b>	<b>Yes</b>	<b>No</b>	<b>Comp.</b>	<b>Cost \$</b>	<b>Comments</b>	
24 Hour Front Desk	Yes					
Breakfast (Specify type)	Yes			Varies	Turnberry Pub, Osprey Clubhouse from 6:30AM-3:00PM; Market Salamander offers pre-packaged fresh items such as pastry, fruits, and more.	
Business Centre	Yes			Varies	Mon-Fri, 8am - 5pm. Computer usage is complimentary; Faxing, scans, copies & printing costs vary	
Currency Exchange		No				
Daily Newspaper	Yes				Tampa Bay Times	
Dry Cleaning/Laundry Service	Yes			Varies		
Fitness Centre	Yes			Varies	4800 sq. ft facility offering complimentary use of elliptical machines, exercise bikes, treadmills and free weight equipment. Group classes (\$15-\$25USD)	
Internet Access/WIFI	Yes		Yes		High speed wifi in all accommodations	
Meeting/Banquet Facilities	Yes				100,000 sq ft of space (60,000 indoor, 40,000 outdoor)	
Gift/Sundry Shop	Yes				Market Salamander	
Parking (Self/Valet)	Yes		Yes			
Pool (Indoor/Outdoor)	Yes				Loch Ness pool includes water features and slides, plus 5 other community pools through resort	
Restaurant(s)	Yes			Varies	6 - Packard's Steakhouse, Market Salamander Grille, The Market, Turnberry Pub, The Grill at Loch Ness and Osprey Bar	
Safe Deposit at Front Desk		No			Safes are available in each room	
<b>In Room Amenities:</b>						
<b>Deluxe Room:</b> Golf course or lawn view, writing desk, multi-line phone, wifi & high speed internet access, flat screen TVs, PPV video games and movies, iHome Radio Alarms, Iron/ironing board, hairdryer, wake-up call service and air conditioning with individual climate controls.						
<b>Suites:</b> Same as Deluxe Room plus, dining area, living room, private balcony with chairs and access to washer/dryer. They have full kitchen, dining areas, spacious living room/parlor with pull-out sofa, TV, private patios or balcony.						
<b>Key Selling Points:</b>						
<b>IMAGE LIBRARY - <a href="http://press.salamanderhospitality.com/grand-golf-resorts-of-florida/innisbrook/image-gallery">http://press.salamanderhospitality.com/grand-golf-resorts-of-florida/innisbrook/image-gallery</a></b> Comfort, convenience and familiarity – these elements reflect the simple yet elegant values of Innisbrook's southern way of living. Home to four award-winning golf courses and PGA Tour events, our newly-renovated Tampa golf resort is one of Florida's best spots to tee off. The resort also features a spa; an array of dining concepts; wedding, meeting and event facilities; and a variety of on-site activities (court games including basketball, shuffleboard and volleyball, and on-site nature trails) making Innisbrook the perfect hub for a Florida vacation. Other Key Amenities include: self parking, on property transportation, in room high speed internet, local and toll free calls, in room coffee and tea making facilities, daily morning newspaper, fitness center, six swimming pools, 2 acre water park with Loch Ness Monster pool, round trip shuttle between resort and Caladesi Beach/Honeymoon Islands (10 minutes).						

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**Tour Operator Details (MUST BE COMPLETED):**

Name of Company for Reservation Reporting	Golf The World Vacations - BC Golf Guide.com,Inc
Other Names on Voucher (if any):	
Accounts Contact Details (email/phone/fax)	danny@bcgolfguide.com main phone 877-223-7226 fax 250-800-0912
Stop Sale Contact Details (email/phone/fax)	danny@bcgolfguide.com main phone 877-223-7226 fax 250-800-0912
Contracting Contact Details (email/phone/fax)	danny@bcgolfguide.com main phone 877-223-7226 fax 250-800-0912
Mailing Address for Billing	1524 Woodridge Road, Kelowna, British Columbia, Canada V1W 3B4

**Confirmation of Acceptance:**

In order to confirm your agreement with the hotel, please sign & return a copy within 7 days of date received to the hotel directly via email pfarrell@salamanderhotels.com or fax 727-942-5578. Once received it will be returned countersigned within 7 business days. These rates will not take effect until this agreement is signed and received by the hotel. Once this agreement is signed and received, these rates supersede and make null and void any previous rates for the same date periods and/or same unit types as covered

**Minimum Production:**

These preferred FIT rates are extended with the expectation of production levels achieving a minimum of ~~100 room nights~~ annually over the course of the year. Failure to achieve this level will result in further review & possible exclusion from future FIT rate agreements.

**On Behalf of the Hotel:**

Name	
Title	Golf Leisure & Wholesale Manager
Date	

**On Behalf of the Wholesaler/Tour Operator:**

Name	Danny Leitch
Title	Director of Business Development
Date	23-Sep-16

The Hotel will send back your countersigned agreement to your preferred email address or fax number.

Please detail which method is preferred and the address/number:

danny@bcgolfguide.com

Initial DL Initial