



ATTN: MUGLIA  
THANK YOU!

## 2017 Net Rate Agreement

Pinehurst, LLC is pleased to extend the following net rates to approved tour operators and wholesalers for 2017. We look forward to working with you this year.

**2017 Net Social Package MAP** – Includes accommodations, dinner and breakfast, taxes and resort service fee.

<u>Room Type</u>	<u>Evergreen Season</u> (Nov 5, '17 – March 3, '18)	<u>Shoulder Season</u> (March 5 – March 29) (June 4 – Sept. 6)	<u>Peak Season</u> (March 30 – June 3) (Sept. 7 – Nov. 4)
<b>Manor</b>	N/A	\$257 Sgl / \$185 DbI	\$369 Sgl / \$240 DbI
<b>Holly / Condos</b>	\$263 Sgl / \$187 DbI	\$397 Sgl / \$253 DbI	\$534 Sgl / \$324 DbI
<b>Carolina</b>	\$286 Sgl / \$197 DbI	\$460 Sgl / \$286 DbI	\$596 Sgl / \$355 DbI
<b>Villas/Suites</b>	\$371 Sgl / \$235 DbI	\$549 Sgl / \$332 DbI	\$696 Sgl / \$400 DbI

**2017 Net Golf Package MAP** – Includes accommodations, dinner and breakfast, 1 round of golf, cart, practice facilities, taxes and resort service fee.

<u>Room Type</u>	<u>Evergreen Season</u> (Nov 5, '17 – March 3, '18)	<u>Shoulder Season</u> (March 5 – March 29) (June 4 – Sept. 6)	<u>Peak Season</u> (March 30 – June 3) (Sept. 7 – Nov. 4)
<b>Manor</b>	N/A	\$415 Sgl / \$347 DbI	\$581 Sgl / \$462 DbI
<b>Holly / Condos</b>	\$359 Sgl / \$299 DbI	\$529 Sgl / \$399 DbI	\$737 Sgl / \$541 DbI
<b>Carolina</b>	\$389 Sgl / \$310 DbI	\$563 Sgl / \$425 DbI	\$794 Sgl / \$571 DbI
<b>Villas/Suites</b>	\$435 Sgl / \$333 DbI	\$676 Sgl / \$489 DbI	\$882 Sgl / \$610 DbI

\*The Net Golf MAP Package includes 1 round of golf per night stayed with play on all Pinehurst courses except Pinehurst No. 2, which requires an additional premium fee of \$195 per person.

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**2017 Net Social Package B&B** – Includes accommodations, breakfast, taxes and resort service fee.

<u>Room Type</u>	<u>Evergreen Season</u> (Nov 5, '17 – March 3, '18)	<u>Shoulder Season</u> (March 5 – March 29) (June 4 – Sept. 6)	<u>Peak Season</u> (March 30 – June 3) (Sept. 7 – Nov. 4)
<b>Manor</b>	N/A	\$180 Sgl / \$108 DbI	\$292 Sgl / \$163 DbI
<b>Holly / Condos</b>	\$186 Sgl / \$110 DbI	\$320 Sgl / \$176 DbI	\$457 Sgl / \$247 DbI
<b>Carolina</b>	\$209 Sgl / \$120 DbI	\$383 Sgl / \$209 DbI	\$519 Sgl / \$278 DbI
<b>Villas/Suites</b>	\$294 Sgl / \$158 DbI	\$472 Sgl / \$255 DbI	\$619 Sgl / \$323 DbI

**2017 Net Golf Package B&B** – Includes accommodations, breakfast, 1 round of golf, cart, practice facilities, taxes and resort service fee.

<u>Room Type</u>	<u>Evergreen Season</u> (Nov 5, '17 – March 3, '18)	<u>Shoulder Season</u> (March 5 – March 29) (June 4 – Sept. 6)	<u>Peak Season</u> (March 30 – June 3) (Sept. 7 – Nov. 4)
<b>Manor</b>	N/A	\$338 Sgl / \$270 DbI	\$504 Sgl / \$385 DbI
<b>Holly / Condos</b>	\$282 Sgl / \$222 DbI	\$452 Sgl / \$309 DbI	\$660 Sgl / \$464 DbI
<b>Carolina</b>	\$312 Sgl / \$233 DbI	\$506 Sgl / \$349 DbI	\$717 Sgl / \$494 DbI
<b>Villas/Suites</b>	\$358 Sgl / \$256 DbI	\$599 Sgl / \$412 DbI	\$805 Sgl / \$533 DbI

**\*The Net Golf B&B Package includes 1 round of golf per night stayed with play on all Pinehurst courses except Pinehurst No. 2, which requires an additional premium fee of \$195 per person.**

**General Information on Packages:**

- ☐ The above rates are per person, per night and are net, non-commissionable.
- ☐ All reservations are subject to availability.
- ☐ Weekends (Thurs – Sat nights) require a 3 night minimum in peak season and a 2 night minimum in shoulder season. Weekday (Sun – Wed nights) may be sold for 1 night based on availability.
- ☐ Meal plan begins with dinner on the night of arrival and ends with breakfast on the day of departure.
- ☐ Dress code in Carolina Dining Room & 1895 Grille for dinner: Dress slacks, collared shirts and dress shoes for men. Corresponding attire for women. Tasteful denim is also allowed in The Carolina Dining Room.
- ☐ Advanced dinner reservations are strongly recommended for the Carolina Dining Room and the 1895 Grille.
- ☐ All golf packages include shared cart, unlimited use of the practice facilities, range balls and club storage.
- ☐ Tee Times will be reserved upon reservation for golf packages (based on availability). Tee times will be **reserved 30 days** prior to arrival for guests on non-golf packages.

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- ☐ Same day golf will be charged as second round fees. Additional golf rounds upon arrival or departure day will be charged at social golf fees (see below).
- ☐ Pinehurst amenities available at no additional charge include use of the fitness center, outdoor pools (seasonal), Lake Pinehurst (seasonal), bicycles and tea service in the hotel lobby.
- ☐ Pinehurst pays certain employees a service fee in lieu of normal gratuities - including room attendants, bellmen, doormen and all food and beverage staff. This is partially covered by the Resort Service Fee.
- ☐ Pinehurst offers 2 Bedroom and 3 Bedroom condos. Please quote condo rates *per bedroom*, not per unit.

**2017 Golf Charges:** Pinehurst No. 2 premium - \$195.00 per person on golf packages.

<b><u>Social &amp; Spa Packages:</u></b>	<b><u>Spring/Fall:</u></b>		
<b>Summer:</b>	<b>Evergreen:</b>		
Pinehurst Nos. 1, 3 & 5	\$89	\$69	\$59
Pinehurst Nos. 4, 6, 7, 8 & 9	\$239	\$199	\$139
Pinehurst No. 2	\$450	\$399	\$359

**Second round fees available upon request.**

**Rates for Children: (children will automatically be assigned the same meal plan as their parents)**

12 and under: Complimentary MAP or B&B based on parents package  
13 – 17: \$60 MAP or \$20 B&B per night inclusive of resort service fee and tax.

**Second round golf fees for guests on golf packages (played on same afternoon of golf round):**

	<b><u>Spring &amp; Fall:</u></b>	<b><u>Summer:</u></b>	<b><u>Evergreen:</u></b>
Pinehurst Nos. 1, 3 & 5	\$40	\$40	\$40
Pinehurst Nos. 4, 6, 7, 8 & 9	\$150	\$125	\$75
Pinehurst No. 2	\$295	\$245	\$195

Cancellation of reservations must be received in writing via fax or email to Pinehurst, LLC no less than 21 days prior to arrival in order to avoid penalties. Tee times must be cancelled 72 hours in advance to avoid forfeiture of full recreation charges. **Groups of 12 or more must pay an advanced \$200 deposit per person at the time of booking. Cancellation of these groups must be made 60 days prior to arrival in order to avoid penalties. Tee times must also be cancelled 72 hours in advance to avoid forfeiture of full recreation charges.**

**All reservations require prepayment in full at least 21 days in advance unless Pinehurst has approved direct billing for your company and a copy of your current credit application (within 1 year) is on file.**

The rates and information provided in this agreement should not be publicized or disclosed to any third party under any conditions without prior written consent. Prior to using Pinehurst, LLC's wholesale rates we must receive a copy of your current collateral/direct or e-mail campaign and this signed agreement.

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Pinehurst, LLC 2017 Net Rate Agreement as outlined is agreeable to:

Company: BC Golf Guide.com inc Telephone: 877 223 7226  
Address: 1524 Woodridge Road Fax: 250 800 0912  
Kelowna, B.C. Canada E-Mail: Danny@bcgolfguide.com  
V1W 3B4 Name: Danny Leitch Title: Dir. of Business Dev.  
Signature: [Signature] Date: Sept 29 /16

Please sign and fax this agreement to: Ms. Meghan Reeves, Assistant Director of Social of Social Sales;  
Email: ; Fax: 910.235.8240

**Pinehurst, LLC**  
PO Box 4000  
Village of Pinehurst, NC 28374  
USA

Resort Telephone Number: 910.295.6811  
Reservations Fax: 910.235.8240  
Reservations E-Mail:  
Reservations Telephone Number:

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