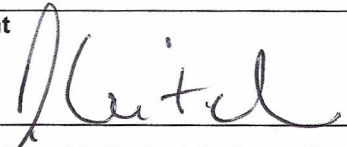




## 2017-2018 TOUR AND TRAVEL SALES AGREEMENT

### A. SALES DETAILS AND GENERAL TERMS AND CONDITIONS

CLIENT INFORMATION		COAST HOTELS INFORMATION	
Name: ("Client")	BC Golf Guide	Name: ("Coast Hotels")	Coast Hotels
Contact Name:	Danny Leitch	Contact Name:	Kimberly Arnot, National Sales Manager, Tour & Travel, and M.I.C.E. (Groups)
Address:	1524 Woodridge Road Kelowna, BC V1W 3B4 Canada	Address:	900 – 1090 West Georgia Street Vancouver, BC V6E 3V7 Canada
Phone No.:	519.800.3701	Phone No.:	604.642.4108
Fax No.:	250.800.0912	Fax No.:	604.682.8942
Email:	danny@bcgolfguide.com	Email:	k.arnot@coasthotels.com
<b>SECTION</b>	<b>PRODUCTS &amp; SERVICES</b>		
[B.]	[GROUP Reseller]		
[C.]	[FIT Reseller]		
<b>EFFECTIVE DATE:</b> May 1, 2017		<b>EXPIRY DATE:</b> April 30, 2018	
<b>AUTHORIZATION</b>			
<p>This Agreement is between Coast Hotels and the Client and consists of the section(s) titled "PRODUCT AND SERVICES TERMS" and this "SALES DETAILS AND GENERAL TERMS AND CONDITIONS". If there is any conflict between these sections, the PRODUCT AND SERVICE TERMS will take precedence. The Client acknowledges that it has read and understands this Agreement, and that it includes limitations of liability. The Client and Coast Hotels agree to be bound by the terms and conditions in this Agreement.</p> <p><b>IN WITNESS WHEREOF</b> the parties hereto have accepted this Agreement as of the day and year first above written. This Agreement is to be signed by the Client and returned to Coast Hotels on or before <b>June 30, 2016</b>, otherwise this Agreement shall be null and void and of no force and effect.</p>			
<b>Client</b>  Signature of Authorized Customer Representative Printed Name: <b>Danny Leitch</b> Title: <b>Dir. of Business Development</b> Date: <b>Oct 27 / 16</b>		<b>Coast Hotels</b> _____ Signature of Authorized Customer Representative Printed Name: <b>Kimberly Arnot</b> Title: <b>National Sales Manager, Tour &amp; Travel, and M.I.C.E.</b> Date:	

(21)

## GENERAL TERMS AND CONDITIONS

1. **DEFINITIONS:** For the purposes of this Agreement, "F.I.T." means an individual or group of individuals who reserves less than 10 rooms in a hotel for a particular arrival date, "Group Tour" means a reservation of 10 or more rooms in a hotel for a particular arrival date, and "Group Tour Series" means a series of reservations for 10 or more rooms in a hotel each with different arrival dates within any three month period.
2. **TERM:** This agreement commences on the effective date specified in the Sales Details (the "Effective Date") and expires on the expiry date specified in the Sales Details (the "Expiry Date"), unless otherwise terminated in accordance with this Agreement (the "Term").

3. **RATES:**

**Coast Hotels Tour Rates (F.I.T., Group Tour and Group Tour Series) cannot be posted, published or made available on any retail consumer or 3rd party internet sites nor can these be given to corporate travel, conference or incentive groups. Displaying Coast Hotels tour rates to any of the above mentioned parties, will allow Coast Hotels to terminate the agreement with no advance notification.**

4. **BILLING/PAYMENT:**

- a) Prepayment (standard or if Billing Account NOT approved): A company credit card must be provided at time of reservation request. Full pre-payment is due 30 days prior to each arrival date, either by charge to the Client credit card provided, or by company cheque. If payment is not received by Coast Hotels or the applicable hotel in accordance with the foregoing provision, Coast Hotels will be entitled to cancel the applicable reservation forthwith. All payments are to be made in Canadian Funds.
- b) Direct Billing (only if Billing Account approved): Payment by the Client is required upon receipt of an invoice, when direct billing privileges have been established in writing with either Coast Hotels (owned and managed hotels) or the applicable hotel (franchised hotels). Each franchised property will be responsible for confirming their independent approval and extension of direct billing privileges for their respective property, and Coast Hotels can only approve billing on behalf of owned and managed hotels. Overdue accounts will be charged at 2% per month (24% per annum). In the case of a dispute regarding an invoice, the Client shall notify the applicable hotel within thirty (30) days of receipt of the invoice, and payment may be withheld on the disputed amount until the dispute has been resolved. Payment is due within thirty (30) days of resolution. All payments must include a reference to the booking and invoice number to which the payment applies.
- c) All payments are to be made in Canadian Funds. All costs incurred by Coast Hotels in processing of wire transfers will be borne by the Client and invoiced to the Client.
- d) The Client shall be responsible for all taxes, and charges of any kind levied or imposed by any federal, provincial, state or local governmental entity for the products or services provided under this Agreement.

5. **APPROVAL OF BROCHURE, WEBSITE CONTENT AND ADDITIONAL MARKETING:** The Client acknowledges that it will provide Coast Hotels with evidence that all offers provided to the Client are featured in the Client's brochures and website. The Client will submit all printed descriptive materials and all marketing materials (whether print or online) pertaining to the products and services offered by Coast Hotels for approval no later than 30 days prior to publication. Should the Client publish marketing material without Coast Hotels prior approval, Coast Hotels may, in its sole discretion, cease to make an offer available to the Client or terminate this agreement. Coast Hotels is not responsible for compensation to customers for products misrepresented in the Client's promotional material.

6. **TERMINATION:** The parties may terminate this Agreement at any time upon mutual agreement. Coast Hotels may, by written notice to the Client, terminate this Agreement:

Client Initials





- a) If Client is in default of its obligations (including payment obligations) under the terms of this Agreement, and such default has not been remedied within 15 days after Coast Hotels has given written notice of such default to the Client
- b) If the Client becomes insolvent or bankrupt, or a receiver is appointed for the Client; and
- c) For convenience provided that Coast Hotels provides 30 days' written notice to Client

7. **COMPLAINT RESOLUTION and GOVERNING LAW:** Coast Hotels will respond directly to a complaint whenever possible. Any and all adjustments to room charges will be made through the Client. Coast Hotels will copy the Client on all correspondence regarding service issues. It is the responsibility of each hotel's General Manager to resolve customer service issues within five (5) business days of receipt of a complaint. In the event this should prove impossible, and legal proceedings are initiated by either party, such proceedings shall be initiated in Vancouver, British Columbia and this Agreement shall be governed by the laws of the Province of British Columbia.
8. **INDEMNIFICATION:** Each party shall indemnify, defend and hold harmless the other party, its directors, officers, employees and agents, from all claims, actions and proceedings (including but not limited to litigation costs and expenses and reasonable attorney's fees) which may be made, had, brought or recovered by any third party by reason of, or on account of the indemnifying party's breach of any of its obligations under this Agreement. Each party shall indemnify, defend and hold harmless the other party, its directors, officers, employees, and agents against all claims, actions and proceedings (including but not limited to litigation costs and expenses and reasonable attorney's fees) arising out of, or in connection with any claim that the use of the indemnifying party's system or data (including, without limitation, software) by the other party infringes any third party patent, copyright, trademark, or other property right. The foregoing provision shall not be applicable in the event of gross negligence or willful misconduct by the indemnified party.
9. **FORCE MAJEURE:** Notwithstanding anything contained herein to the contrary, neither party shall be liable for failure to perform or delay in performing any obligation under this Agreement, including the obligation to make payments when due, if such failure or delay is due to an act of God; war, embargo, riot, insurrection, sabotage or other civil unrest; fire, explosion, flood or other natural disaster; strike or other labour disturbances; government restraints; epidemic health event; construction, necessary renovation, sale of the hotel or any other cause beyond the control of the affected party; provided, however, that the party so failing to perform shall (a) as soon as possible, inform the other party of the occurrence of the circumstances preventing or delaying the performance of its obligations; and (b) exert its best efforts to eliminate, cure or overcome any such causes and to resume performance of its covenants with all possible speed.
10. **REPRESENTATIONS AND WARRANTIES OF CLIENT:** Client hereby represents and warrants to Coast Hotels that Client has the authority, right and power to enter into this Agreement, that it will comply with all applicable laws and regulations and that this Agreement is binding upon Client
11. **COVENANTS OF CLIENT:** During the Term, Client hereby agrees and covenants that it shall not make any public statements or otherwise take any actions which reflect unfavourably upon the reputation of Coast Hotels or its affiliates or misrepresents Coast Hotels, their affiliates, or the nature of the relationship between the parties.
12. **ASSIGNMENT:** Client may not assign its interest in this Agreement to any other person, corporation or other entity without the prior written approval of Coast Hotels. Unless otherwise specifically approved by Coast Hotels, no assignment by Client shall have the effect of releasing Client from any of its obligations hereunder. Coast Hotels may assign its interest in this Agreement upon written notice to the Client provided the assignee assuming its obligations hereunder and upon such assumption Coast Hotels shall be released from its obligations hereunder.
13. **CONFIDENTIALITY:** Client and Coast Hotels hereby agree that any information relating to this Agreement or actions taken in respect of this Agreement is strictly confidential (unless in the public domain through no breach of this Agreement or any other agreement) except that such information may be disclosed by either party to (i) its directors, officers and employees for the purposes of fulfilling Clients obligations under this Agreement, (ii) its legal counsel or professional advisors for the

Client Initials CHL

purposes of fulfilling Clients obligations under this Agreement, (iii) comply with public disclosure requirements that apply to Coast Hotels or its affiliates; or (iv) such other persons as the disclosing party approves in writing.

14. **ENTIRE AGREEMENT:** This Agreement, together with the schedules and riders attached hereto, will constitute the entire agreement between the parties with respect to the subject matter hereof and supersedes any and all negotiations, discussions, agreements or understandings, oral or written, between the parties as to the subject matter of this Agreement. This Agreement may be modified only by a written instrument signed by both parties.





## SECTION B. PRODUCTS AND SERVICES TERMS : GROUP RESELLER

This Section forms part of the Sales Agreement entered into between the Client and Coast Hotels. If the Client resells Coast Hotels Products and Services to an entity that resells to another client and/or end customer, the Client will ensure that its client is bound by the provisions of this Agreement, and all sections.

1. **ROOM ALLOTMENT:** Coast Hotels agrees to provide to the Client guest rooms at the hotels, in the numbers, and on the dates set forth in each respective Schedule A. A separate Schedule A will be issued for each Group Tour or Group Tour Series request.
2. **ROOM RATE:**
  - a) Coast Hotels agrees to provide the Reserved Hotel Rooms at the rates set forth in each respective Schedule A – Group Tour Allotment and Rates addendum as issued to confirm each Tour Group or Tour Group Series request. The room rates quoted within each respective Schedule A are net of all fees, commissions and promotional incentives. They are subject to all applicable taxes and payable in Canadian dollars. Such rates are based on the room allocation set forth in each Schedule A addendum. Should the Client utilize less than 70% of the Reserved Hotel Rooms in a specific Schedule A addendum, Coast Hotel reserves the right to re-evaluate the rates quoted. Should the Group Tour or Group Tour Series drop below 10 rooms per night, the booking will become an FIT booking and be subject to all terms accordingly. Coast Hotels reserves the right at any time to re-assess any rate quotes and room allocations for the current year or future years based on actual utilization.
  - b) F.I.T. Net Rates as provided in Schedule B can be used as a guideline when quoting groups; however, actual rate for group will only be confirmed at the time of availability confirmation. The actual Group Tour or Group Tour Series rate may be higher, lower, or match the F.I.T. rate. Any special offers for F.I.T.'s do not apply for group bookings.
3. **RELEASE DATE:** For **Group Tour and Group Tour Series**, room blocks and allocation will release at least **30 days** in advance of arrival date, unless otherwise indicated on the particular Schedule A. The Client must provide a final room manifest, including room configurations, at least 30 days in advance unless otherwise indicated on the particular Schedule A. All rooms not confirmed on the final room manifest will automatically be released by Coast Hotels. Additional room reservations after this date will be provided on a space available basis only.
4. **COMPLIMENTARY ROOMS:** With respect to groups only, Coast Hotels will provide one complimentary room for every twenty (20) revenue-producing rooms occupied per night.
5. **DRIVER ROOMS:** The Client will, from time to time, reserve rooms for their drivers. The Client shall include this reservation on the Group Tour or Group Tour Series manifest, and it will be charged at the contracted room rate, unless otherwise indicated on Schedule A.
6. **CANCELLATION POLICY:**
  - a) If either Coast Hotels or the applicable hotel receives less than **thirty (30) days** written notice of a cancellation of a Group Tour or Group Tour Series arrival, the cancellation fee shall be 100% of lost gross room revenue based on quoted room rates as set forth in Schedule A. For greater certainty, and without limitation, cancellations on or after the applicable arrival date, cancellations of an entire Group Tour, "no shows" and shortened stays shall be subject to the foregoing cancellation fee. Name changes are not considered cancellations.
  - b) The Client acknowledges and agrees that any and all cancellation fees payable pursuant to this Agreement constitute liquidated damages and are a genuine pre-estimate of the damages suffered by Coast Hotels in the event of a cancellation
7. **CHECK-IN/CHECK-OUT TIME and PORTERAGE CONFIRMATION:** **Tour escorts must call ahead at least 24 hours in advance of group arrival to confirm arrival time and baggage handling arrangements**

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8. **BLACK-OUT DATES AND SUBSTITUTION:** Whether the Client is holding a block allotment or not, Coast Hotels reserves the right to accept or decline the Client's space requests and black-out specific dates based on individual hotels' availability and to substitute rooms in one hotel for those in another based on availability.
9. **ALLOTMENTS:** All Client space requests Canadian Coast Hotels must be booked and contracted directly with Coast Hotels National Sales Office in Vancouver, British Columbia, Canada.
10. **FOOD & BEVERAGE:** The Client will endeavour to use all of the applicable hotel's food and beverage services. The Client shall provide the applicable hotel with the guaranteed number of individuals for each meal by 12:00 noon on that day which is two (2) days prior to the group arrival date. The Client will be charged for the guaranteed number of individuals or the actual number of individuals for each meal, whichever is greater. Menu requirements must be received fifteen (15) days prior to arrival. Forty-eight (48) hours prior written notice is required of any menu change. Additional charges may apply in the event of any menu changes. All Group Tour and Group Tour Series meals will be reserved in private function room(s) unless otherwise requested by the Client, and approved by the applicable hotel, at time of contracting. Any last minute changes must be requested and confirmed no later than 24 hours prior to the group's arrival unless special circumstances warrant otherwise.
11. **INCIDENTAL CHARGES:** The Group Tour or Group Tour Series escort will assist in the collection of incidental charges prior to the Group's departure. Charges not collected will be the responsibility of the Client, including charges for smoking in guest rooms that are clearly indicated as non-smoking.

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## SECTION C. PRODUCTS AND SERVICES TERMS : FIT RESELLER

This Section forms part of the Sales Agreement entered into between the Client and Coast Hotels. If the Client resells Coast Hotels Products and Services to an entity that resells to another client and/or end customer, the Client will ensure that its client is bound by the provisions of this Agreement, and all sections.

1. **ROOM AVAILABILITY:** Coast Hotels agrees to make available to the Client guest rooms at the hotels on an unrestricted free sell basis, subject always to Points 3 & 4 below and any predetermined unavailable dates (the "Closed-out Dates") listed in Schedule B. Availability over closed out dates will not be considered at FIT Net Rates. The cut-off for free sell room reservations will be 3 days prior to booking arrival date.
2. **ROOM RATE:** Coast Hotels agrees to provide the guest rooms at the FIT Net Rates set forth in Schedule B. The room rates quoted herein are NET of all fees, commissions and promotional incentives. They are subject to all applicable taxes and payable in Canadian dollars. Rates are excluded from promotional programs (i.e. Coast Rewards, Airline Frequent Flyer Programs, discounts, coupons, etc.). NET rates are established as a base rate and must have a minimum of 20% added prior to any distribution by a Tour Operator, and a minimum of 25% prior to any distribution by a Receptive Operator. Room rates may not be sold stand-alone to the end customer and must be sold as part of a package. Rates are subject to availability and Coast Hotels reserves the right to offer a discount off our Best Available Rate, to provide a net, non-commissionable rate for reservation requests where wholesale rates are not available.
3. **ROOM RESERVATIONS:** Notwithstanding Coast Hotels' obligation to make guest rooms available pursuant to Point 1 above, it is the Client's sole responsibility to reserve the guest rooms. In this regard, the Client must on a daily basis advise Coast Hotels' Central Reservations Department in writing via e-mail to [fit@coasthotels.com](mailto:fit@coasthotels.com) or by fax to number **604.682.5481** (Attention: Free Sell Coordinator) of all guest room reservations for each hotel.
4. **ADDITIONAL CLOSED-OUT DATES:** From time to time and as Coast Hotels receives notice of guest room reservations from the Client in accordance with Point 3, Coast Hotels or the applicable hotel shall be required to advise the Client in writing via email to:

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***(Please enter email for which close-out/stop sell notifications should be sent)***

of any new or additional Closed-out Dates. Due to unforeseen circumstances and periods of high occupancy Coast Hotels reserves the right to close out the FIT Net Rates for certain room types or the entire hotel.

5. **GRACE PERIOD:** Once the Client has been given notice of any Closed-out Dates referred to in Schedule B, or as notified at a future date as per Point 4, Coast Hotels shall accept guest room reservations from the Client made in accordance with Point 3 for a period of 24 hours after the giving of such notice. Should such notice be given on a Friday, Coast Hotels shall accept guest room reservations from the Client until 5:00 PM Pacific Standard Time on the following Monday.
6. **CLOSED-OUT DATES:** Under no circumstances shall Coast Hotels or any hotel be obligated to accept a guest room reservation from the Client on a Closed-out Date unless Coast Hotels or the applicable hotel has advised the Client in writing previously (to the above mentioned email in Point 4) that a Closed-out Date had been re-opened and is available for guest room reservations.
7. **CANCELLATION POLICY:**
  - a) Cancellations are allowed, without cancellation fees becoming due and payable, on the reserved hotel rooms provided that either Coast Hotels or the applicable hotel receives written notice of cancellation by 3:00 p.m. on that day which is three (3) days prior to the arrival date. In the event of cancellation on less than three (3) days prior written notice, the Client will be responsible and liable for 100% of lost gross room revenue based on quoted room rates as set forth in Schedule B. For greater certainty, and without limitation,

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cancellations on or after the applicable arrival date, "no shows" and shortened stays shall be subject to the foregoing cancellation fee. Name changes are not considered cancellations.

- b) The Client acknowledges and agrees that any and all cancellation fees payable pursuant to this Agreement constitute liquidated damages and are a genuine pre-estimate of the damages suffered by Coast Hotels in the event of a cancellation.

8. **CHECK-IN/CHECK-OUT TIME:** Check-in time is 3:00 p.m. on the day of arrival, and check-out time is 12:00 noon on the day of departure, unless otherwise denoted on Schedule B. Requests for early arrivals or late departures must be made in advance, in writing, and are subject to availability, and may be subject to additional fees.
9. **FAMILY PLAN POLICY:** Children (as per ages indicated in Schedule B; child age varies by hotel) are provided free accommodation only when sharing a room with an adult guardian and no additional beds are required. Rollaway cots and cribs may be available and subject to an additional charge, which can vary from hotel to hotel.
10. **FOOD & BEVERAGE:** The Client will encourage its F.I.T. customers to use all the applicable hotel's food and beverage services.
11. **INCIDENTAL CHARGES:** F.I.T. customers will be asked for a credit card imprint at time of check-in to allow for the processing of incidental charges.

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## SCHEDULE A: Group Tour and Group Tour Series



This Schedule A and each addendum forms a part of and is governed by the Sales Agreement with the Effective Date of May 1, 2017 between Coast Hotels and BC Golf Guide. All capitalized but undefined terms used in this Schedule shall have the meanings set out in the Agreement.

1. **TERM**: The term of each Schedule A addendum will be for the period as indicated by the dates specific to the individual Group Tour or Group Tour Series request.
2. **ADDENDUMS**: An addendum to this Schedule A will be issued for each Tour Group or Tour Group Series request and will outline the specific details for each group request, including but not limited to: room allotments and dates, room rates, meal requirements and portage. Any attached Addendums and any other attachments to this Agreement are incorporated in this Agreement by reference.

## SCHEDULE B: F.I.T.



This Schedule B forms a part of and is governed by the Sales Agreement with the Effective Date of May 1, 2017 between Coast Hotels and BC Golf Guide. All capitalized but undefined terms used in this Schedule shall have the meanings set out in the Agreement.

3. **TERM:** The term of this Schedule will be for a period of one year, effective May 1, 2017 through April 30, 2018.

### Summary of Special Offers:

**Early Booking Bonus (Summer):** applicable for F.I.T. Reservations only; does not apply for Group requests.

### Marketing Message:

- Book by January 31<sup>st</sup>, 2017 for travel from May 1<sup>st</sup> to September 30<sup>st</sup>\* and save **20% off** the room rate at the Coast Plaza Hotels & Suites (Vancouver)
- Book by January 31<sup>st</sup>, 2017 for travel from May 1<sup>st</sup> to October 31<sup>st</sup>\* and save **15% off** the room rate at the below listed participating hotels \*some exceptions on applicable travel dates as noted

#### Participating Properties:

Coast Capri Hotel	Coast Vancouver Airport*	Coast Blackcomb Suites at Whistler*
Coast Bastion Hotel*	Coast Plaza Hotel & Conference Centre (Calgary)	Coast Chilliwack Hotel*
Coast Inn of the North	Coast Edmonton Plaza Hotel*	Coast Tsawwassen Inn*
Coast Sundance Lodge*	Coast Victoria Harbourside Hotel & Marina*	Coast Hillcrest Hotel*
Coast Langley City Hotel*	Coast Canmore Hotel & Conference Centre*	Coast Coal Harbour Hotel
Coast Osoyoos Beach*	Coast Medicine Hat Hotel	

Promo code: EBB-S

**Book By:** January 31<sup>st</sup>, 2017

**Travel Dates:** May 1<sup>st</sup> – October 31<sup>st</sup>, 2017\*

\*Modified Travel Dates as follows for listed properties:

- May 1<sup>st</sup> to Sept 16<sup>th</sup>, 2017: Coast Hillcrest Hotel
- May 1<sup>st</sup> to Sept 30<sup>th</sup>, 2017: Coast Bastion Hotel, Coast Tsawwassen Inn, Coast Plaza Hotel & Suites (Vancouver), Coast Langley City Hotel, Coast Osoyoos Beach Hotel
- May 1<sup>st</sup> to Nov 15<sup>th</sup>, 2017: Coast Sundance Lodge
- May 1<sup>st</sup> to Nov 22<sup>nd</sup>, 2017: Coast Blackcomb Suites at Whistler
- June 1<sup>st</sup> to Sept 17<sup>th</sup>, 2017: Coast Canmore Hotel & Conference Centre
- June 1<sup>st</sup> to Sept 30<sup>th</sup>, 2017: Coast Vancouver Airport, Coast Edmonton Plaza Hotel
- June 1<sup>st</sup> to Oct 8<sup>th</sup>, 2017: Coast Victoria Harbourside Hotel & Marina
- June 15<sup>th</sup> to Sept 15<sup>th</sup>, 2017: Coast Chilliwack Hotel

Client Initials



**Offer fulfillment:**

- Reservations must be submitted to the FIT Reservations team in accordance with the Agreement, and the request must clearly indicate the special offer promo code “**EBB-S**”. If the reservation request does not clearly indicate this promo code, the Client will be billed at the standard contracted rate.

**Notes:** *Coast Hotels, reserves the right, under revision of booking volumes and pace, and in consultation with key partners, in early January 2017, to decide to:*

- Extend Early Booking Bonus book by date to a date to be determined, but no later than March 31<sup>st</sup>, **OR**
- Provide a new offer, or lower discount value, to be offered with a book by date to be determined, but no later than March 31<sup>st</sup>, **OR**
- End offer as originally released on January 31<sup>st</sup> and provide no further Early Booking incentives

**Early Booking Bonus (Winter):** applicable for F.I.T. Reservations only; does not apply for Group requests.

**Marketing Message:** *Book by November 30<sup>th</sup>, 2017 for travel from November 1<sup>st</sup>, 2017 to April 30<sup>th</sup>, 2018 and save **10% off** the room rate at Coast Coal Harbour Hotel*

**Participating Properties:** Coast Coal Harbour Hotel

**Promo code:** EBB-W

**Book By:** November 30<sup>th</sup>, 2017

**Travel Dates:** November 1<sup>st</sup>, 2017 – April 30<sup>th</sup>, 2018

**Offer fulfillment:**

- Reservations must be submitted to the FIT Reservations team in accordance with the Agreement, and the request must clearly indicate the special offer promo code “**EBB-W**”. If the reservation request does not clearly indicated this promo code, the Client will be billed at the standard contracted rate.

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## Coast Hotels 2017-2018 Rates

For reservations, email: [fit@coasthotels.com](mailto:fit@coasthotels.com)

BRITISH COLUMBIA

HOTEL LOCATION	2017-2018 SEASON DATE	COMFORT ROOM RATE	BREAKFAST INCLUDED IN RATE	EARLY BOOKING OFFER
Coast Abbotsford Hotel & Suites Abbotsford, BC	May 1 – Apr 30	\$99.00	YES	N/A
Coast Kamloops Hotel & Conf.Centre Kamloops, BC	May 1 – Sept 30	\$131.00	NO	N/A
	Oct 1 - Apr 30	\$98.00		
Coast Capri Hotel Kelowna, BC	May 1 – Oct 31	\$147.00	NO	Yes - 15%
	Nov 1 - Apr 30	\$112.00		N/A
Coast Bastion Hotel Nanaimo, BC	May 1 – Sept 30	\$120.00	NO	Yes - 15%
	Oct 1 - Apr 30	\$110.25		N/A
Coast Discovery Inn Campbell River, BC	May 1 - Apr 30	\$118.00	YES	N/A
Coast Fraser Inn Williams Lake, BC	May 1 – Apr 30 <sup>1</sup>	\$95.00	YES	N/A
	<sup>1</sup> except: stampede dates TBC	\$139.00		
Coast Inn of the North Prince George, BC	May 1 – Oct 31	\$123.00	NO	Yes - 15%
	Nov 1 - Apr 30			N/A
Coast Tsawwassen Inn Delta, BC	May 1 – Sept 30	\$120.00	YES	Yes - 15%
	Oct 1 - Apr 30	\$104.00		N/A
Coast Hillcrest Hotel Revelstoke, BC	May 1 - Jun 17	\$111.00	NO	N/A
	Jun 18 - Sept 16	\$147.00		Yes - 15%
	Sept 17 - Nov 24	\$111.00		N/A
	Nov 25 - Dec 21	\$142.00		N/A
	Dec 22 - Jan 6	\$185.00		N/A
	Jan 7 - 31	\$157.00		N/A
	Feb 1 - Mar 18	\$185.00		N/A
	Mar 19 - 31	\$157.00		N/A
	Apr 1 - 30	\$142.00		N/A
Coast Vancouver Airport Hotel Vancouver, BC	May 1 - 31	\$100.00	NO	Yes - 15%
	Jun 1 - Sept 30	\$109.00		Yes - 15%
	Oct 1 - Apr 30	\$95.00		N/A
Coast Plaza Hotel & Suites Vancouver, BC	May 1 - Sept 30	\$193.00	YES (FIT bookings only)	Yes - 20%
	Oct 1 - 31	\$130.00		N/A
	Nov 1 - Nov 30	\$112.00		N/A
*HOTEL PERMANENTLY CLOSED as of December 1, 2017				
Coast Coal Harbour Hotel Vancouver, BC	May 1 - Oct 31	\$225.00	NO	Yes - 15%
	Nov 1 - Feb 28	\$122.00		N/A
	Mar 1 - 31	\$144.00		N/A
	Apr 1 - 30	\$160.00		N/A
Coast Victoria Harbourside Hotel & Marina Victoria, BC	May 1 - May 31	\$130.00	NO	N/A
	Jun 1 - Oct 8	\$179.00		Yes - 15%
	Oct 9 - Apr 30	\$90.00		N/A
Coast Chilliwack Hotel Chilliwack, BC	May 1 - Jun 14	\$104.00	NO	N/A
	Jun 15 - Sept 15	\$119.00		Yes - 15%
	Sept 16 - Apr 30	\$104.00		N/A
Coast Langley City Hotel & Conven. Ctr Langley, BC	May 1 – Sept 30	\$100.00	NO	Yes - 15%
	Oct 1 - Apr 30	\$94.00		N/A

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		2017-2018 SEASON DATE	COMFORT ROOM RATE	BREAKFAST INCLUDED IN RATE	EARLY BOOKING OFFER
BRITISH COLUMBIA (cont)	Coast Blackcomb Suites at Whistler Whistler, BC	May 1 - Jun 15	See separate grid for room types and rates	YES	Yes - 15%
		<sup>2</sup> Jun 16 - Sept 3			Yes - 15%
		Sept 4 - Nov 22			Yes - 15%
		Nov 23 - Apr 30			***To be provided by hotel directly***
	Coast Osoyoos Beach Hotel Osoyoos, BC	May 1 - Sept 30	\$174.00	YES	YES - 15%
		Oct 1 - Apr 30	\$82.00		N/A
	Coast Sundance Lodge Sun Peaks, BC	May 1 - Jun 22	\$79.00	NO	Yes - 15%
		Jun 23 - Sept 3	\$82.00		Yes - 15%
		Sept 4 - Nov 15	\$79.00		Yes - 15%
		Nov 16 - Apr 30	***To be provided by hotel directly***		
ALBERTA	Coast Plaza Hotel & Conference Centre Calgary, AB	May 1 - Oct 31 <sup>3</sup>	\$132.00	NO	Yes - 15%
		<sup>3</sup> except: Jun 5-8 & Jul 7-16	\$189.00		N/A
		Nov 1 - Feb 28	\$121.00		N/A
		Mar 1 - Apr 30	\$132.00		N/A
	Coast Edmonton Plaza Hotel Edmonton, AB	May 1 - Sept 30	\$110.00	NO	Yes - 15%
		Oct 1 - Apr 30			N/A
	Coast Canmore Hotel & Conference Centre Canmore, AB	May 1- May 31	\$113.50	NO	N/A
		June 1 - Sept 17	\$159.00		Yes - 15%
		Sept 18 - Oct 31	\$113.50		N/A
		Nov 1 - Apr 30	\$99.00		N/A
	Coast Lethbridge Hotel Lethbridge, AB	May 1 - Apr 30	\$103.00	NO	N/A
	Coast Medicine Hat Hotel Medicine Hat, AB	May 1 - Oct 31	\$102.00	YES	Yes - 15%
		Nov 1 - Apr 30			N/A
NT	Coast Fraser Tower Yellowknife, NT	May 1 - Apr 30	\$171.00	YES	N/A
YK	Coast High Country Inn Whitehorse, YK	May 1 - Apr 30	***To be provided by hotel directly***		

All rates are quoted in Canadian funds and are subject to applicable taxes and fees, are net non-commissionable, and are subject to change without notice. Rates listed are samples of general room types, other room types may also be available - call to check availability and rate. Rates are based on single/double occupancy. Please refer to Additional Charges document for taxes rates and other additional charges. Children under 18 years old are provided free accommodation only when sharing a guestroom with an adult and no additional beds are required, unless otherwise noted on the Additional Charges document. Maximum 2 children per room.

Coast Hotels rates are confidential information for the use of the intended recipient only and cannot be posted, published, or otherwise made available to third-party online re-sellers or internet sites, or to corporate or conference groups. Any review, use, or distribution by others is prohibited and doing so will result in termination of access to these rates with no advance notification from Coast Hotels. If you are not the intended recipient, please contact the sender, and destroy or delete all copies.

EARLY BOOKING OFFER - SUMMER:
Book By: January 31, 2017
Travel Dates: as listed per property
Percentage discount: as listed per property - 20% for the Coast Plaza Hotel & Suites; 15% for all other participating hotels
Applicable Room Type: Comfort Rooms and Superior Rooms only; the Early Booking Offer DOES NOT apply to the Premium Rooms

EARLY BOOKING OFFER - WINTER:
Book By: November 30, 2017
Travel Dates: November 1-30, 2017 for Coast Plaza Hotel & Suites; November 1, 2017-April 30, 2018 for Coast Coal Harbour
Percentage discount: 10% for the Coast Coal Harbour
Applicable Room Type: Comfort Rooms and Superior rooms only; the Early Booking Offer DOES NOT apply to the Premium Rooms

ADDITIONAL PROPERTY SPECIFIC NOTES:
1 - Coast Fraser Inn: June 23-26, 2017 OR June 30-July 3, 2017 (Exact Dates TBA) is the Stampede therefore the rate changes to \$139 over these dates as listed above
2 - Coast Blackcomb Suites: Minimum stay requirement: 2 nights - June 16,17, 2017; July 28-30, 2017; August 11, 12, 18, 19, 2017
3 - Coast Plaza Hotel & Conference Centre: June 5-8, 2017 is the Petroleum Show; July 7-16 is the Calgary Stampede therefore the rate changes to \$189 over these dates as listed above

Client Initials





## Coast Blackcomb Suites

### PREFERRED FIT NET RATES - SUMMER 2017

Room Type	Rates Based On	May 01-Jun 15, 2017	Jun 16-Sep 3, 2017	Sep 4-Nov 22, 2017
		Preferred	Preferred	Preferred
Studio	2	\$ 116	\$ 131	\$ 116
1-bedroom	2	\$ 156	\$ 172	\$ 156
2-bedroom	4	\$ 196	\$ 212	\$ 196

Children 18 years and under are complimentary

Additional Person Fees - \$15 net per person

Taxes Additional 15%

Min Stay Requirements	
Dates	Preferred
June 16 & 17, 2017	2 nights
July 28-30, 2017	2 nights
Aug 11, 12, 18 & 19, 2017	2 nights
Other Dates	1 night

Early Booking Bonus	
Book By	Preferred
January 31, 2017	15%

Client Initials

N





## FIT Rates

Property :  
**Coast Sundance Lodge**  
3160 Creekside way,  
Sun Peaks, BC, V0E 5N0

### Summer 2017 rates

Room category	Comfort / Superior	1 Bedroom Suite	2 room studio***	2 Bedroom Suite***
Occupancy	SGL-DBL	SGL-DBL	Quad	Quad
May 1- Jun 22, 2017	\$79.00	\$139.00	\$169.00	\$189.00
Jun 23 - Sept 3, 2017	\$82.00	\$142.00	\$172.00	\$192.00
Sept 4 - Nov 15, 2017	\$79.00	\$139.00	\$169.00	\$189.00

\*\*\*2 Bedroom and 2 Room Studio are omitted from any freesale contract and are call on request\*\*\*

All rates are NET non commissionable, in Canadian dollars, based on noted occupancy, subject to applicable tax and to change without notice.

Applicable taxes are 15% and subject to change without notice.

Extra person rates: \$20.00 per additional adult (19 years and older)

Children 18 years old and under are provided free accomodation only when sharing a guestroom with an adult and no additional bed is required; maximum 2 children per room.

**15% EBB** : for FIT bookings only, book by January 31st 2017 for a 15% discount on comfort / superior and 1 bedroom suite when travelling from May 1st to Nov 15th, 2017. NOT valid on 2 room studio or on 2 bedroom suite.

Client Initials

Coast Hotels Initials



## Coast Hotels 2017-18 Additional Charges for FIT & Groups

	HOTEL LOCATION	Superior Upgrade (from Comfort Rate)	Premium Upgrade* (from Comfort Rate)	Extra Person	Taxes & DMF total	Child Age (and under)	Bus Parking	Porterage (Groups only)
BRITISH COLUMBIA	Coast Abbotsford Hotel & Suites Abbotsford, BC	\$10	\$20*	\$10 **	15%	18	Yes	\$3.00
	Coast Kamloops Hotel & Conf.Centre Kamloops, BC	\$20	\$100* executive suite	\$20	15%	18	Yes	\$6.00
	Coast Capri Hotel Kelowna, BC	\$15	\$30*	\$10	15%	18	Yes	\$4.50
	Coast Bastion Hotel Nanaimo, BC	\$20	\$40*	\$15	15%	18	Yes	\$7.00
	Coast Discovery Inn Campbell River, BC	\$10	\$30*	\$20**	13%	18	Yes	\$5.00
	Coast Fraser Inn Williams Lake, BC	\$20	N/A	\$10**	13%	18	Yes	\$3.00
	Coast Inn of the North Prince George, BC	\$20	\$50*	\$15	15%	17	Yes	\$4.00
	Coast Tsawwassen Inn Delta, BC	\$20	N/A	\$15 **	15%	18	Yes	\$5.00
	Coast Hillcrest Hotel Revelstoke, BC	\$20	\$60*	\$15	15%	18	Yes	\$5.00
	Coast Vancouver Airport Hotel Vancouver, BC	\$20	\$40*	\$10	16%	17	Yes	N/A
	Coast Plaza Hotel & Suites Vancouver, BC	\$60 <sup>1</sup>	\$90*	FIT: \$36 ** Group: \$25	17.5%	17 <sup>5</sup>	No	\$7.00 (mandatory)
	Coast Coal Harbour Hotel Vancouver, BC	\$30	\$60*	\$25	17.5%	17	No	\$7.00 (mandatory)
	Coast Victoria Harbourside Hotel & Marina Victoria, BC	\$30 - May 1 - Oct 8, 2017 \$15 - Oct 09 - Apr 30, 2018	\$60* <sup>2</sup> - May 1 - Oct 8, 2017 \$30* <sup>2</sup> - Oct 09 - Apr 30, 2018	\$15	16.15%	18	No	\$6.00
	Coast Chilliwack Hotel Chilliwack, BC	\$20	N/A	\$10	15%	18	Yes	\$5.00
	Coast Langley City Hotel & Convention Centre Langley, BC	\$10	\$100* - suite	\$15	15%	18	Yes	\$2.00
	Coast Blackcomb Suites at Whistler Whistler, BC	Varied rates for alternate room types - see separate grid		\$15**	15%	18	No	N/A
	Coast Osoyoos Beach Hotel Osoyoos, BC	\$50	N/A	\$35 **	15%	18	Yes	\$5.00
	Coast Sundance Lodge Sun Peaks, BC	Varied rates for alternate room types - see separate grid		\$20	15%	18	Yes	\$4.50
ALBERTA	Coast Plaza Hotel & Conference Centre Calgary, AB	\$25	\$75*	\$15	12.48%	18	Yes	\$5.25
	Coast Edmonton Plaza Hotel Edmonton, AB	\$20	\$40*	\$20	12.27%	17	Yes	\$7.00
	Coast Canmore Hotel & Conference Centre Canmore, AB	\$20*	\$40*	\$20	12.27%	17	Yes	\$6.50
	Coast Lethbridge Hotel Lethbridge, AB	\$10	\$20*	\$15	11.2%	18	Yes	\$4.00
	Coast Medicine Hat Hotel Medicine Hat, AB	\$15	\$25*	\$10**	9%	17	No	N/A
NT	Coast Fraser Tower Yellowknife, NT	\$15* <sup>3</sup>	\$30*/\$45* <sup>4</sup>	\$10**	5%	17	Yes	N/A
YK	Coast High Country Inn Whitehorse, YK	to be provided directly by the hotel						

All above rates and charges are subject to change at any time

\*Available on request basis only - not available for freesell \*\*Additional person charge includes breakfast for the additional guest

#### ADDITIONAL NOTES:

1 - upgrade is to a Superior ONE BEDROOM Suite; not a Superior room

2 - upgrade is for a Superior Harbour View - on request only; no freesale; Early Booking offer and package discount does not apply

3 - upgrade is to a one bedroom Superior suite; not available for freesell, on request only

4 - \$30 is upgrade to a two-bedroom Comfort suite; \$40 is upgrade to a two-bedroom Superior Suite; not available for freesell, on request only

5 - Additional charge for children in the room for breakfast - 13-17 years old = \$22 plus taxes and gratuities; 7-12 years old=\$11 plus taxes and gratuities; 6 and under=complimentary.

Client Initials

*(Signature)*





## TRAVEL PARTNER UPDATE FORM

### COMPANY INFORMATION:

Company Name: BC GOLF GUIDE  
 Affiliates/Other Names: \_\_\_\_\_  
 Address: 1524 WOODRIDGE ROAD  
D  
 City: KELOWNA  
 Province/State: BC  
 Country: CANADA  
 Postal Code/ZIP: V1W 3B4  
 Main Phone Number: 877 223 7226  
 Main Fax Number: 250 800 0912  
 General Email Address: DANNY@BCGOLFGUIDE.COM  
 Website: BCGOLFGUIDE.COM

### HOTELS OF INTEREST:

<input type="checkbox"/>	Coast Coal Harbour, Vancouver, BC	<input checked="" type="checkbox"/>	Coast Capri Hotel, Kelowna, BC	<input type="checkbox"/>	Coast Fraser Tower, Yellowknife, NT
<input type="checkbox"/>	Coast Plaza Hotel and Suites, Vancouver, BC	<input checked="" type="checkbox"/>	Coast Kamloops Hotel & Conference Centre, Kamloops, BC	<input type="checkbox"/>	Coast High Country Inn, Whitehorse, YT
<input type="checkbox"/>	Coast Vancouver Airport Hotel, Vancouver, BC	<input type="checkbox"/>	Coast Hillcrest Hotel, Revelstoke, BC	<input checked="" type="checkbox"/>	Coast Bellevue Hotel, Bellevue, WA
<input checked="" type="checkbox"/>	Coast Victoria Harbourside Hotel & Marina, Victoria, BC	<input checked="" type="checkbox"/>	Coast Sundance Lodge, Sun Peaks, BC	<input checked="" type="checkbox"/>	Coast Gateway Hotel, Seattle, WA
<input type="checkbox"/>	Coast Bastion Hotel, Nanaimo, BC	<input type="checkbox"/>	Coast Blackcomb Suites, Whistler, BC	<input type="checkbox"/>	Coast Wenatchee Center Hotel, Wenatchee, WA
<input type="checkbox"/>	Coast Discovery Inn & Marina, Campbell River, BC	<input type="checkbox"/>	Coast Fraser Inn, Williams Lake, BC	<input type="checkbox"/>	The Governor, a Coast Hotel, Olympia, WA
<input type="checkbox"/>	Coast Tsawwassen Inn, Delta, BC	<input type="checkbox"/>	Coast Inn of the North, Prince George, BC	<input type="checkbox"/>	The Benson, a Coast Hotel, Portland, OR
<input type="checkbox"/>	Coast Langley City Hotel & Convention Centre, Langley, BC	<input type="checkbox"/>	Coast Lethbridge Hotel, Lethbridge, AB	<input type="checkbox"/>	Coast Anabelle Hotel, Burbank, CA
<input type="checkbox"/>	Coast Abbotsford Hotel & Suites, Abbotsford, BC	<input type="checkbox"/>	Coast Plaza Hotel & Conference Centre, Calgary, AB	<input type="checkbox"/>	Safari Inn, a Coast Hotel, Burbank, CA
<input type="checkbox"/>	Coast Chilliwack Hotel, Chilliwack, BC	<input checked="" type="checkbox"/>	Coast Canmore Hotel & Conference Centre, Canmore, AB	<input type="checkbox"/>	West Beach Inn, a Coast Hotel, Santa Barbara, CA
<input checked="" type="checkbox"/>	Coast Osoyoos Beach Hotel, Osoyoos, BC	<input type="checkbox"/>	Coast Edmonton Plaza Hotel, Edmonton, AB	<input type="checkbox"/>	Coast International Inn, Anchorage, AK
<input type="checkbox"/>	Coast Penticton Hotel, Penticton, BC	<input type="checkbox"/>	Coast Medicine Hat Hotel, Medicine Hat, AB	<input type="checkbox"/>	Waimea Plantation Cottages, a Coast Hotel, Waimea, Kauai, HI

### MAILING INFORMATION:

☒ Same as above

Company Name: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 \_\_\_\_\_  
 City: \_\_\_\_\_  
 Province/State: \_\_\_\_\_  
 Country: \_\_\_\_\_  
 Postal Code/ZIP: \_\_\_\_\_

Client Initials DA

## TRAVEL PARTNER UPDATE FORM (cont.)

### CONTACTS:

#### Accounting/Billing

Name: ROSS MARRINGTON  
Job Title: PRESIDENT  
Phone: 877 223 7226  
Fax: 250 800 0912  
Email: ROSS@BCGOLFGUIDE.COM

#### Product:

Name: DANNY LEIFER  
Job Title: \_\_\_\_\_  
Phone: \_\_\_\_\_  
Fax: \_\_\_\_\_  
Email: DANNY@BCGOLFGUIDE.COM

#### Reservations:

Name: DANNY OR ROSS  
Job Title: \_\_\_\_\_  
Phone: \_\_\_\_\_  
Fax: \_\_\_\_\_  
Email: \_\_\_\_\_

#### Stopsell Email:

DANNY@BCGOLFGUIDE.COM

#### Additional Contact: (if required)

Name: \_\_\_\_\_  
Job Title: \_\_\_\_\_  
Phone: \_\_\_\_\_  
Fax: \_\_\_\_\_  
Email: \_\_\_\_\_

#### Additional Contact: (if required)

Name: \_\_\_\_\_  
Job Title: \_\_\_\_\_  
Phone: \_\_\_\_\_  
Fax: \_\_\_\_\_  
Email: \_\_\_\_\_

Client Initials

(Signature)