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2017 Wholesale Agreement  
(All rates quoted in US dollars)

**Date:** October 27, 2016  
**Company:** BC Golfguide  
**Contact:** Danny Leitch  
**Street:**  
**Telephone:** 1-877-223-7226 or cell – 519-802-2077  
**E-mail:** [danny@bcgolfguide.com](mailto:danny@bcgolfguide.com)

Dear Danny Leitch,

The Historic, AAA Four Diamond Wigwam is pleased to present our net rate agreement for January 1, 2017 through December 31, 2017. On behalf of all the associates waiting to welcome your guests, thank you for your consideration and partnership.

The rates in this contract are for rooms only, and do not include any applicable taxes such as occupancy (currently 11.07%) (taxes and fee subject to change). You will be notified of any tax increases as they occur and will be held responsible for implementing them upon notification. A meal credit (\$15.00 food voucher/person) can be added to a package per night which will increase the rate by \$15 plus any applicable taxes (currently 9.1%) (taxes subject to change).

Rates are net non-commissionable based on the Adobe Traditional Room Style with single or double occupancy; extra person charge is \$25.00 per person, per night, with a maximum of four people per room. Children 17 and under are free when staying with an adult under an existing reservation.

Contracted net wholesale rates apply to individual reservations only. Bookings of 10 or more rooms will be subject to group booking guidelines.

**NET ADOBE TRADITIONAL ROOM RATES**  
**2017**

	Jan 1 – Feb 5	Feb 6 – April 16	April 17 – May 31	Jun 1 – Sept 7	Sep 8– Dec 31
Adobe Traditional	\$139.00	\$239.00	\$139.00	\$99.00	\$139.00
	4 <sup>th</sup> Night Free		4 <sup>th</sup> Night Free	4 <sup>th</sup> Night Free	4 <sup>th</sup> Night Free

Extra Person Charges: \$25/night/triple  
\$50/night/quad

Rates do not include: 11.07% room tax (tax rates are subject to change without notice)

**Black Out Dates**

Blackout dates as of this date are as follows: **TBD**. You will receive periodic updates from the resort advising you of closeout dates as warranted. You will need to respond to all closeout notifications immediately upon receipt. Reservations received 3 business days after receipt of notification will be subject to availability at the prevailing reservation system rate.

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**NET GOLF RATES (per person)**  
**2017**

	Jan. 1 – Apr 9	Apr 10 - May 7	May 8 – May 28	May 29 – Sept 3	Sept 4 – Oct 8	Oct 9 – Dec 31
All days of the week	\$92.00	\$65.00	\$40.00	\$30.00	\$49.00	\$60.00

Rates include Green Fees, Cart, use of practice facilities and practice balls.

Rates include second round same day play (space available basis, tee times not guaranteed)

Rates include \$10 Golf Shop Gift Cars (not valid May 8 – October 8)

Rates do not include 9.1% tax.

**Reservations**

All reservations are on a space available basis unless otherwise pre-arranged. Reservations must be submitted in writing via fax or e-mail at the time of booking to the reservations contact listed below. All group space requests must be submitted in writing to Paul Besecker at Fax: (623) 856-1081 or e-mail [pbesecker@wigwamarizona.com](mailto:pbesecker@wigwamarizona.com). We will make every effort to honor net rates for groups; rates will be quoted based on availability at the time of request.

**Reservations Contact information:**

**Paul Besecker**

**Fax: (623) 535-1309**

**E-mail: [wigwamreservations@wigwamarizona.com](mailto:wigwamreservations@wigwamarizona.com)**

**Cancellation Policy**

Cancellation of confirmed reservations within 72 hours and “no shows” will be billed to your company for one (1) night room and tax. To avoid cancellation fee confirmed reservations must be cancelled at least 72 hours prior to arrival via fax, e-mail or letter.

**Early Departure Fee**

Notification of early departures must be received by time of check-in to avoid a \$50 early departure fee. When notified of early departure, the Operator will be reimbursed if pre-payment has been received. Any reimbursement due the guest would be the responsibility of the operator.

**Payment**

Operators may establish direct billing authorization for room and tax charges by completing the attached form. Payment is due no later than thirty (30) days of receipt of invoice.

Any portion of an operator's invoice balance not paid within thirty (30) days from receipt will be subject to a late charge of 1.5% per month for the full balance of the invoice. In the event a collection agency is contracted to collect the balance owed the operator agrees to pay all costs and fees pertaining to the collection process.

**DIRECT BILL APPLICATION:**

Credit applications must be completed and updated annually in order to extend direct billing privileges. In lieu of the application, operators may provide a general credit information sheet with the following information Company Name and at least Two (2) Hotel References. Fax both forms with signature of Chief Financial Officer or Controller to (623) 936-3790.

The Wigwam will make every effort to provide supporting invoices where supplied, accounts will still be payable if an alternate supporting documentation is supplied. Payment is due thirty (30) days from invoice date and should be made payable to Wigwam Resort. Disputes on individual items will not delay payment of additional outstanding balances. Accounts sixty (60) days past are subject to having credit withdrawn at the discretion of the Wigwam Arizona.

**TERMS AND CONDITIONS OF THE AGREEMENT**

The net rates provided in this agreement are for the sole purpose of sale in a traditional receptive/wholesale distribution method. Rates must be sold as a package in that they are combined with sufficient additional components so that the cost is not disclosed to the public. Rates are not to be sold as “*Hotel Only*” to the consumer and shall not be subcontracted to a third party for the same purpose. “Receptive rates” are for distribution to traditional wholesale companies for use in a package, direct distribution is allowed only when utilizing the “wholesale rates”.



The following "Key Words" are not to be utilized in any form of marketing or advertising (including pay-per-click programs) without the expressed written consent of the hotel: Wigwam.

Violation of any provision of the terms and conditions of this contract makes the contract terminable. Furthermore, if contract is terminated operator shall hold harmless and indemnify the Wigwam Arizona against any loss due to contract termination.

Operator is to provide a proof copy of operator's brochure/tariff description for approval prior to printing. Operator may not assume the resort's participation in any cooperative advertising or brochure without written approval from the appropriate Wigwam representative. In addition color slide transparencies, jpg files, CD rooms or logo sticks shall be provided upon request.


Resort management reserves the right to cancel the agreement without notice if operator fails to abide by the conditions and policies stated herein. Any amendments to this contract must be in writing in the form of an addendum. Both parties agree to treat this agreement as confidential. Should any clause in the agreement be declared invalid it will not affect the remaining parts of the contract. The rates in this agreement will not be loaded into the Wigwam reservation system without a duly signed and executed agreement and credit application.

The Resort agrees to indemnify and hold harmless the operator, its guests and exhibitors, from and against any and all claims, losses, liabilities and damages, including without limitation amounts paid in settlements, reasonable costs of investigation and reasonable fees of counsel, arising out of or caused by the gross negligence or willful misconduct of the Resort in connection with the provision of services or the use of the Resort facilities. The Resort shall not have waived or be deemed to have waived, by reason of this paragraph, any defense which it may have with respect to such claims.

The Operator agrees to indemnify and hold harmless the Resort, and its officers, directors, partners, agents, members and employees, from and against any and all claims, losses, liabilities and damages, including without limitation amounts paid in settlements, reasonable costs of investigation and reasonable fees of counsel, arising out of or caused by the gross negligence or willful misconduct of the Operator and/or its guests, attendees and/or exhibitors in connection with the use of services or the use of the Resort facilities. The Operator shall not have waived or be deemed to have waived, by reason of this paragraph, any defense which it may have with respect to such claims.

Please sign below to confirm your acknowledgement of the Net Rate Agreement between the Wigwam and yourselves.

Again, on behalf of the entire resort, thank you for your consideration and support. We look forward to working with you for many years to come.

FOR: BC Golfguide  
Date: NOV 1 / 16  
Name: Mr. Danny Leitch  
Title: Sales Manager  
Signature: 

FOR: The Wigwam  
Date: October 11, 2016  
Name: Paul Besecker  
Title: Sports/Golf Sales Manager  
Signature: Paul Besecker

