



FIT/GROUP TOUR - NET RATE AGREEMENT

for



BCgolfguide.com
Making Golf Travel Easy

Ross Marrington, President

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2018 FIT/GROUP TOUR NET ROOM RATES

	10.01.17- 04.30.18	05.01.18- 09.30.18 Sun-Thurs	05.01.18- 09.30.18 Fri/Sat/Stat	10.01.18- 04.30.19
Accent Inns Victoria*	\$78	\$139	\$149	\$85
Accent Inns Vancouver Airport	\$77	\$129	\$139	\$85
Accent Inns Burnaby	\$103	\$149	\$159	\$115
Accent Inns Kelowna*	\$76	\$159	\$169	\$85
Accent Inns Kamloops*	\$76	\$129	\$129	\$85
Hotel Zed Victoria – Group	\$82	\$139	\$149	\$85
Hotel Zed Victoria – FIT	\$87	\$149	\$159	\$85

- ❖ Room rates are for standard room category in Canadian dollars and are based on single/double occupancy, per room, per night plus taxes and are net, non-commissionable
- ❖ Additional person(s) are \$10 per person, per room, per night plus taxes
- ❖ All room rates are subject to applicable Room Tax and Goods & Services Tax
- ❖ **Continental buffet breakfast is included at Accent Inns Victoria, Accent Inns Kelowna and Accent Inns Kamloops**

Sally Chan | Regional Sales Manager | Accent Inns | Hotel Zed

Corporate Office: 200 – 3271 Maple Street, Victoria, BC V8X 4Y9

Direct Telephone: 250.940.0845 | Cellular: 250.888.7552 | Facsimile: 250.361.9820

Email: schan@accentinns.com | Website: www.accentinns.com | Website: www.hotelzed.com

Initials: _____ |



TERMS & CONDITIONS

GENERAL TERMS...

FIT/GROUP TOUR NET RATE AGREEMENT:

FIT/Group Tour net rate agreements are provided to receptive tour operators, wholesalers and licensed travel companies operating inbound tour business. All net rates are confidential and reservation confirmations indicating net rates in writing are only disclosed to the signing party of this agreement and/or designate(s) of the travel company.

GUEST ROOMS AND RATES:

Effective May-September 2018, a premium rate is applicable to weekends (Friday, Saturday), statutory holidays and special event dates.

PROHIBITED RESALE TO ONLINE TRAVEL AGENCIES (OTAs):

In accordance to our rate integrity with our direct online travel partners, resale of net room rates to online travel agencies (OTAs) is strictly prohibited. We reserve the right, without notice, to suspend the FIT/Group Tour net rate agreement and/or deny guest reservation(s) resulting from the resale of net room rates to OTAs.

Please ensure that your client partners do not engage in the resale of net room rates to OTAs.

DISCOUNTED BEST AVAILABLE RATE (DISCOUNTED BAR):

With regards to revenue management and hotel occupancy, on dates where room/bed type inventory are limited, discounted best available rates (discounted BAR) may be quoted and applied to FIT/Group Tour reservation request(s) when net rates are not available.

WEEKDAY VS. WEEKEND & STATUTORY HOLIDAY SUMMER SEASON NET RATES:

Weekday: Sunday-Thursday inclusive

Weekend/Holiday: Friday, Saturday and including the following 4 statutory holiday dates (May 21, July 1, 2, August 6, 2018)

HOW TO MAKE FIT RESERVATIONS...

FIT RESERVATION (1-4 GUEST ROOMS PER NIGHT):

For FIT reservations at ***Accent Inns Victoria, Vancouver Airport (Richmond), Burnaby, Kelowna, Kamloops:***

Contact: Central Reservations Office

Email: accent@accentinns.com

Toll-Free: 1.800.663.0298 within North America | Telephone: 604.273.3311 | Facsimile: 604.273.9522

For FIT reservations at ***Hotel Zed:***

Contact: Hotel Zed Guest Services

Email: victoria@hotelzed.com

Toll-Free: 1.800.997.6797 within North America | Telephone: 250.388.4345 | Facsimile: 250.388.7613

FIT ROOMING LIST:

Please indicate the hotel(s) along with your company name, tour code, arrival/departure dates and guest name(s) at minimum 48 hours prior to arrival date:

Accent Inns Victoria, Vancouver Airport (Richmond), Burnaby, Kelowna, Kamloops

Contact: Central Reservations Office

Email: accent@accentinns.com

Toll-Free: 1.800.663.0298 within North America | Telephone: 604.273.3311 | Facsimile: 604.273.9522

Hotel Zed Victoria

Contact: Hotel Zed Guest Services

Email: victoria@hotelzed.com

Toll-Free: 1.800.997.6797 within North America | Telephone: 250.388.4345 | Facsimile: 250.388.7613

FIT ROOM ALLOTMENT:

All FIT reservations with room allotment are accepted based on guaranteed space.

Unless otherwise specified, FIT reservations with room allotment are based on standard room category.

With regards to revenue management and demand in FIT reservations with room allotment based on guaranteed space, tier 1 room allotment is available to established accounts with optional additional tier 2 room allotment available at a premium rate.

Summer Auto-Release Period (May-September): 7 days

Winter Auto-Release Period (October-April): 0 days

	Date (From)	Date (To)	Room Type	Daily Allotment	Release Period
Accent Inns Victoria					
Accent Inns Vancouver Airport					
Accent Inns Burnaby					
Accent Inns Kelowna	10.01.17	04.30.19	Standard	2	See above
Accent Inns Kamloops					
Hotel Zed Victoria					

ABOVE BLOCK ALLOTMENT REQUEST(S):

With regards to revenue management and hotel occupancy, on dates where room/bed type inventory are limited, discounted best available rates (discounted BAR) may be quoted and applied to above block reservation request(s) when above block request(s) at net rates are not available.

FIT ROOM(S) ON SELL & REPORT (FREE SELL) :

All FIT reservations with sell & report (free sell) status are accepted based on open availability (without a set limit to the number of rooms) and subject to black-out dates.

Summer Auto-Release Period (May-September): 4 days

Winter Auto-Release Period (October-April): 0 days

FIT BREAKFAST PLAN:

Accent Inns Victoria, Accent Inns Kelowna, Accent Inns Kamloops:

A complimentary selection of cold cereal, oatmeal, yogurt, boiled eggs, pancakes, assorted freshly baked goods, bagels, toast, fresh whole fruit and beverage station (juice, coffee, tea) is included in the Breakfast Room. Dining at leisure. Menu items and breakfast hours may be subject to change.

Accent Inns Vancouver Airport (Richmond):

Quick 2 Egg Breakfast (two scrambled eggs, two bacon strips, hash browns, toast and juice) at IHOP restaurant. Refer to Tour Menus for pricing applicable. Please indicate on your FIT reservation with the number of persons, time(s) and date(s).

Accent Inns Burnaby:

Refer to Tour Menus for breakfast selection and pricing applicable to groups of less than 20 persons at Ricky's restaurant. Please indicate on your FIT reservation with the breakfast menu selection, number of persons, time(s) and date(s).

FIT CANCELLATION:

- ❖ No charge if FIT reservation is cancelled 48 hours (2 days) prior to arrival date
- ❖ First night room and tax charge if FIT reservation is cancelled less than 48 hours (2 days) prior to arrival date
- ❖ Please indicate the hotel(s) along with your company name, tour code, arrival/departure dates and guest name(s) in writing and submit your FIT cancellation to Central Reservations Office for Accent Inns by email: accent@accentinns.com or by facsimile: 604.273.9522 and/or to Hotel Zed Guest Services by email: victoria@hotelzed.com or by facsimile: 250.388.7613

HOW TO MAKE GROUP RESERVATIONS...

GROUP RESERVATION (5 OR MORE GUEST ROOMS PER NIGHT):

All Group reservations are accepted based on availability.

Group series and groups of 20 or more guest rooms may be subject to group rates above net tour rates.

With regards to revenue management and hotel occupancy, on dates where room/bed type inventory are limited, discounted best available rates (discounted BAR) may be quoted and applied to group reservation request(s) when net rates are not available.

For Group reservations at ***Accent Inns Victoria, Vancouver Airport (Richmond), Burnaby, Kelowna, Kamloops and Hotel Zed Victoria:***

Contact: Sally Chan, Regional Sales Manager

Email: schan@accentinns.com

Direct Office: 250.940.0845 | Cellular: 250.888.7552 | Facsimile: 250.361.9820

GROUP STATUS REPORT:

Group series and groups of 20 or more guest rooms are required to provide a group status report at 60-90-120 days prior to the arrival date(s), indicating pick up and communication of any group room reductions and/or increases to:

Accent Inns Victoria, Vancouver Airport (Richmond), Burnaby, Kelowna, Kamloops and Hotel Zed Victoria

Contact: Sally Chan, Regional Sales Manager

Email: schan@accentinns.com

Direct Office: 250.940.0845 | Cellular: 250.888.7552 | Facsimile: 250.361.9820

GROUP ROOMING LIST:

Please indicate the hotel(s) along with your company name, tour code, arrival/departure dates and guest names at minimum 30 days prior to arrival date:

Accent Inns Victoria

Email: victoria@accentinns.com

Telephone: 250.475.7500 | Facsimile: 250.475.7599

Accent Inns Vancouver Airport (Richmond)

Email: accent@accentinns.com

Toll-Free within North America: 1.800.663.0298 | Telephone: 604.273.3311 | Facsimile: 604.273.9522

Accent Inns Burnaby

Email: burnaby@accentinns.com

Telephone: 604.473.5000 | Facsimile: 604.473.5095

Accent Inns Kelowna

Email: kelowna@accentinns.com

Telephone: 250.862.8888 | Facsimile: 250.862.8884

Accent Inns Kamloops

Email: kamloops@accentinns.com

Telephone: 250.374.8877 | Facsimile: 250.372.0507

Hotel Zed Victoria

Email: victoria@hotelzed.com

Toll-Free: 1.800.997.6797 within North America | Telephone: 250.388.4345 | Facsimile: 250.388.7613

GROUP BREAKFAST PLAN:

Accent Inns Victoria, Accent Inns Kelowna, Accent Inns Kamloops:

A complimentary selection of cold cereal, oatmeal, yogurt, boiled eggs, pancakes, assorted freshly baked goods, bagels, toast, fresh whole fruit and beverage station (juice, coffee, tea) is included in the Breakfast Room. Dining at leisure. Menu items and breakfast hours may be subject to change.

Accent Inns Vancouver Airport (Richmond):

Refer to Tour Menus for breakfast selection and pricing at IHOP restaurant and McDonald's restaurant. Please indicate on your Group reservation with the breakfast menu selection, number of persons, time(s) and date(s).

Accent Inns Burnaby:

Refer to Tour Menus for breakfast selection and pricing applicable to groups of less than 20 persons or groups of 20 persons or more at Ricky's restaurant. Please indicate on your Group reservation with the breakfast menu selection, number of persons, time(s) and date(s).

Catering menus in our private function space at Accent Inns Burnaby are available upon request and private function space is subject to availability.

GROUP CANCELLATION:

- ❖ No charge if Group reservation is cancelled 30 days prior to arrival date
- ❖ First night room and tax charge if Group reservation is cancelled less than 30 days prior to arrival date
- ❖ Please indicate the hotel(s) along with your company name, tour code and arrival/departure dates in writing and submit your Group cancellation to Sally Chan, Regional Sales Manager by email: schan@accentinns.com or by facsimile: 250.361.9820

PAYMENT TERMS...

DIRECT BILL:

- ❖ Direct bill/invoice account is established

OVERDUE INVOICES:

A 2% interest per month will be applied to all outstanding balances not paid within 60 days of the invoice date. Interest is calculated the day after 60 days of the invoice date and will be charged until payment is received.

OTHER IMPORTANT THINGS TO KNOW...

CHECK IN:

3pm

CHECK OUT:

11am

REGISTRATION POLICY:

Children age 18 and under must be accompanied by an adult upon check in for guest registration and issuance of room keys.

UPGRADE OPTIONS:

- ❖ **Kitchenette Units at Accent Inns Victoria, Vancouver Airport (Richmond), Burnaby, Kelowna, Kamloops:** Additional \$10 per room, per night plus applicable taxes
- ❖ **Junior Suites at Accent Inns Victoria, Vancouver Airport (Richmond), Burnaby:** Additional \$15 per room, per night plus applicable taxes
- ❖ **Suites at Accent Inns Victoria, Vancouver Airport (Richmond), Kelowna, Kamloops:** Additional \$30 per room, per night plus applicable taxes
- ❖ **Suites at Accent Inns Burnaby:** Additional \$50 per room, per night plus applicable taxes
- ❖ **Suites at Hotel Zed Victoria:** Additional \$50 per room, per night plus applicable taxes

VALUE SAVINGS:

- ❖ **Bachelor Pads at Hotel Zed Victoria:** Savings of \$10 off the standard net room rate, per room, per night plus applicable taxes

FAMILY PLAN:

- ❖ Children age 18 and under stay complimentary when accompanied by an adult
- ❖ Additional adult(s) in guest room at \$10 per person, per room, per night plus applicable taxes
- ❖ Rollaway bed request available at \$10 per rollaway bed, per room, per night plus applicable taxes

ROOM TYPE / BED TYPE DESCRIPTIONS:

- ❖ **Standard Rooms at Accent Inns Victoria, Vancouver Airport (Richmond), Burnaby:** 2 queen beds or one king bed
- ❖ **Standard Rooms at Accent Inns Kelowna, Kamloops:** 2 queen beds or 1 king bed or 1 queen bed
- ❖ **Standard Rooms at Hotel Zed:** 2 queen beds or 1 king bed
- ❖ **Kitchenette Rooms at Accent Inns Victoria:** 2 queen beds or 1 queen bed + sofabed or 1 king bed
- ❖ **Kitchenette Rooms at Accent Inns Vancouver Airport (Richmond):** 2 queen beds or 1 queen bed + sofabed or 1 queen bed
- ❖ **Kitchenette Rooms at Accent Inns Burnaby, Kelowna, Kamloops:** 2 queen beds or 1 queen bed + sofabed
- ❖ **Junior Suites at Accent Inns Victoria, Vancouver Airport (Richmond), Burnaby:** 1 queen bed + sofabed
- ❖ **Suites at Accent Inns Victoria, Vancouver Airport (Richmond), Kelowna, Kamloops:** 1 queen bed + sofabed + kitchenette
- ❖ **Suites at Accent Inns Burnaby:** 1 queen bed + sofabed + full kitchen
- ❖ **Executive Suite at Accent Inns Vancouver Airport (Richmond):** 1 queen bed + sofabed + full kitchen
- ❖ **Suites at Hotel Zed Victoria:** 2 queen beds + sofabed + kitchenette

TAXES:

- ❖ All room rates, upgrade options, family plan and pet friendly rooms are subject to the applicable Room Tax and Goods & Services Tax and may be subject to change
- ❖ Unless otherwise specified on the Tour Menus, meal plans are subject to 15% Service Gratuity and 5% Goods & Services Tax
- ❖ Meeting room rental fee (without beds) are subject to Goods & Services Tax
- ❖ Meeting room rental fee (with beds) are subject to the applicable Room Tax and Goods & Services Tax
- ❖ Total taxes for the City of Burnaby: 15%
- ❖ Total taxes for the City of Kelowna: 16%
- ❖ Total taxes for the City of Victoria, Richmond, Kamloops: 16%

COMPLIMENTARY VALUE-ADD INCLUSIONS AT ACCENT INNS:

- ❖ Continental buffet breakfast at Accent Inns Victoria, Accent Inns Kelowna and Accent Inns Kamloops
- ❖ Parking including oversized vehicles (**Note:** long term or extended parking are subject to an additional charge)
- ❖ Motorcoach parking with tour group staying at Accent Inns
- ❖ WiFi
- ❖ Local telephone calls
- ❖ Coffee/tea in guest rooms
- ❖ Signature Accent Inns duck
- ❖ Newspaper in hotel lobby
- ❖ Bike rentals
- ❖ Shuttle service to/from YVR Vancouver Airport/Accent Inns Vancouver Airport (Richmond)
- ❖ Shuttle service from Accent Inns Vancouver Airport (Richmond) to Bridgeport Station - TransLink
- ❖ Shuttle service provided at Accent Inns Burnaby to/from within 10 minutes driving distance of Burnaby area (excluding Metropolis at Metrotown)
- ❖ Fitness room

COMPLIMENTARY VALUE-ADD INCLUSIONS AT HOTEL ZED:

- ❖ Parking including oversized vehicles
- ❖ Motorcoach parking with tour group staying at Hotel Zed
- ❖ WiFi
- ❖ Local telephone calls
- ❖ Coffee/tea in hotel lobby
- ❖ Comic book
- ❖ Newspaper in hotel lobby
- ❖ Bike rentals
- ❖ Longboard rentals
- ❖ Classic Volkswagen shuttle service
- ❖ Vinyl listening station in hotel lobby
- ❖ Board games, books, magazines in hotel lobby
- ❖ Activity entertainment lounge (ping pong tables, Wii, Rock Band, Samsung 50" LED TVs)
- ❖ Waterslide, swimming pool, jacuzzi, sauna

PET FRIENDLY:

Designated pet friendly guest rooms are available upon request and the pet fee is per room, per night plus applicable taxes and includes our pet friendly welcome package of a towel, biscuits and plastic bags. We welcome up to 2 pets per room. Our Pet Policy for review and signature will be provided upon check-in.

Hotel Zed:

\$20 daily

Accent Inns:

\$20 daily

\$45 maximum charge for each week (7 nights stay)

BIKE FRIENDLY:

Free bike rentals including bike locks. Washing and tuning stations available at all locations of Accent Inns and Hotel Zed including advanced tool kit and rags for cleaning your bike. Hotel Zed also offers bike friendly designated guest rooms on the ground floor to store your bike in your own room.

LAUNDRY SERVICES:

Guest use coin operated washers and dryers available 24 hours at \$2 per wash or dry cycle at all locations.

SUNDRY:

Bottle/can beverages, snacks and merchandise are available for purchase at select locations.

FORCE MAJEURE:

This contract is subject to acts of God, government authority, disaster, or other emergencies, any of which make it illegal or impossible for either party to perform its obligations. It is provided that this contract may be terminated for any one or more of such reasons by written notice from one party to the other without liability.

INSURANCE:

Accent Inns Victoria, Accent Inns Vancouver Airport (Richmond), Accent Inns Burnaby, Accent Inns Kelowna, Accent Inns Kamloops, Hotel Zed Victoria and BC Golf Guide shall obtain and maintain and provide evidence of insurance upon request in amounts sufficient to provide coverage for any liabilities which may reasonably arise out of or result from the parties' respective obligations pursuant to this contract.

INDEMNIFICATION:

To the extent allowed by applicable law and subject to crown immunities afforded, each party hereby agrees to indemnify, defend and hold the other harmless from any loss, liability, costs or damages arising from actual or threatened claims or causes of action resulting from breach of any of its representations, warranties or covenants herein or the negligence, gross negligence or intentional misconduct of the party indemnifying or its respective officers, directors, employees, and agents, contractors, members or participants (as applicable), provided that with respect to officers, directors, employees, and agents, such individuals are acting within the scope of their employment or agency, as applicable.

LIMITATION ON PUNITIVE DAMAGES:

The parties hereby agree that neither party shall be liable for any punitive damages.

ENTIRETY:

This contract, upon signature by both parties below constitutes the entire agreement between the parties and may not be amended or changed unless done so in writing and signed by the Accent Inns & Hotel Zed representative and BC Golf Guide representative. This agreement shall supersede all previous proposals, both verbal and written, communication and negotiation. 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.

BLACK-OUT DATES:

Black-out dates via email notifications are issued when a date is sold out and/or when room/bed type inventory have limited availability.

When a black-out notice is issued:

- ❖ FIT above block allotment becomes unavailable on the black-out dates issued
- ❖ Free sell agreements have 2 business days from the date and time of the black-out date email notification to report any FIT reservations sold on black-out dates to Central Reservations at accent@accentinns.com. FIT reservations sold will be accepted within this reporting time frame only.

Please indicate company contact name, title, telephone, facsimile and email address for us to provide any black out date notifications:

Name:	Telephone:
Title:	Facsimile:
Company:	Email:

ACCEPTANCE:

By signing, **BC Golf Guide** agrees to the FIT/Group Tour Net Rate Agreement and Terms & Conditions as outlined in the above pages.

Name:		Signature:	
Title:		Date Signed:	
Company:			

Name:	Sally Chan	Signature:	
Title:	Regional Sales Manager	Date Issued:	October 20, 2017
Company:	Accent Inns & Hotel Zed	Date Signed:	

Please read and initial each page, sign, scan and return to Sally Chan, Regional Sales Manager by email at schan@accentinns.com or by facsimile at 250.361.9820 within 30 days of the date issued on this agreement.

Thank you for your business and on behalf of the entire team at Accent Inns Victoria, Vancouver Airport (Richmond), Burnaby, Kelowna, Kamloops and Hotel Zed Victoria, we look forward to welcoming your guests!

Sally Chan | Regional Sales Manager | Accent Inns | Hotel Zed

Corporate Office: 200 – 3271 Maple Street, Victoria, BC V8X 4Y9

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