



2018 Wholesale Rate Agreement

January 30, 2018

Mr. Ross Marrington
BC Golf Guide
1524 Woodridge Road,
Kelowna, BC V1W 3B4
P: 250-764-0700
E: ross@bcgolfguide.com

Dear Ross

Thank you for your valued past business. We greatly appreciate our partnership and we are delighted to enclose our agreement for the 2018 golf season.

Detailed below is our rate agreement for your review and approval. Please return the signed agreement by February 02, 2018. You may either email the completed document to leasa@thecovekelowna.com or fax the agreement to my attention at 250-707-1809.

Ross, should you have any questions concerning this agreement, please contact me directly at (250) 707-1830 and I would be happy to assist you with any further details or information.

Kind Regards,

The Cove Lakeside Resort

Leasa Kennedy

Leasa Kennedy
Director of Sales and Marketing

Wholesale Rates

2018 Published Rates

Room Types	Jan 01- April 30	May 01 - June 28	June 29 - Sept 02	Sept 03 - Oct 14	Oct 15 - Dec 31
1 Bedroom Suite – Mountain View	\$169.00	\$259.00	\$379.00	\$259.00	\$175.00
1 Bedroom Suite – Garden View	\$189.00	\$289.00	\$409.00	\$289.00	\$195.00
1 Bedroom Suite – lake View	\$209.00	\$319.00	\$439.00	\$319.00	\$209.00
2 Bedroom Suite - Mountain View	\$249.00	\$339.00	\$539.00	\$339.00	\$255.00
2 Bedroom Suite - Garden View	\$269.00	\$369.00	\$569.00	\$369.00	\$275.00
2 Bedroom Suite - Lake View	\$269.00	\$369.00	\$599.00	\$369.00	\$275.00
3 Bedroom Suite – Mountain View	\$329.00	\$439.00	\$759.00	\$439.00	\$335.00
3 Bedroom Suite – Lake View	\$369.00	\$489.00	\$819.00	\$489.00	\$375.00

2018 Wholesale Rates

Room Types	Jan 01- April 30	May 01 - June 28	June 29 - Sept 02	Sept 03 - Oct 14	Oct 15 - Dec 31
1 Bedroom Suite – Mountain View	\$129.00	\$205.00	\$339.00	\$205.00	\$129.00
1 Bedroom Suite – Garden View	\$139.00	\$235.00	\$369.00	\$235.00	\$139.00
1 Bedroom Suite – Lake View	\$189.00	\$289.00	\$399.00	\$289.00	\$195.00
2 Bedroom Suite - Mountain View	\$179.00	\$285.00	\$439.00	\$285.00	\$179.00
2 Bedroom Suite - Garden View	\$199.00	\$315.00	\$459.00	\$305.00	\$199.00
2 Bedroom Suite - Lake View	\$269.00	\$369.00	\$479.00	\$369.00	\$275.00
3 Bedroom Suite – Mountain View	\$279.00	\$385.00	\$749.00	\$385.00	\$279.00
3 Bedroom Suite – Lake View	\$319.00	\$435.00	\$799.00	\$435.00	\$319.00

Rooms and Rates

One bedroom suites feature a king bed, with pull out double sofa-bed, the rates are based on 2 adults; additional adults are subject to the extra person charge.

Two bedroom suites feature a king bed, queen or 2 twin beds, the rates are based on 4 adults; additional adults are subject to the extra person charge.

Three bedroom suites feature a king, queen and double beds, the rates are based on 6 adults; additional adults are subject to extra person charge

For additional persons staying in the room, a charge of \$20.00 per person will apply, based on existing bedding. No charge shall apply for children 17 and under when sharing with an adult.

The Canadian dollar rates quoted above are net non-commissionable and are exclusive of taxes. The current taxes are 8% Rooms Sales Tax, 5% Goods and Services Tax (GST) and a 3% Destination Marketing Fee (DMF)

Black Out Dates – 2018

May 18, 19, 20, 2018

June 29, 30, July 1, 2018

August 3, 4, 5, 2018

August 31, September 1, 2, 2018

Block Space:

No block accommodation is being held for you in 2018, the above rates will be extended subject to accommodation availability.

Pet Policies

We are pleased to be welcome small pets. If your guests are traveling with a canine companion, there is a fee of \$20.00 per day per pet. A waiver form will be provided to each guest upon arrival for their signature.

The Cove Lakeside Resort is pleased to be a non-smoking resort. However, smoking is permitted on the suite balconies and terraces.

Porterage

The hotel provides mandatory porterage service for all groups of 10 or more at a charge of \$5.00 per person, round trip inclusive of gratuities, plus 5% GST.

Deposit / Billing Individual (6 or less rooms)

Full prepayment is required **14 days prior** to group arrival. We have attached our credit card authorization form for your completion, that we would be pleased keep on file for all future bookings.

Cancellation Policy Individual

Cancellations received less than **48 hours prior** to date arrival and no show reservations will be charged one night's room and tax. For all cancellation of reservations made between; **June 29 – September 02, 2018** notice of cancellation must be received **14 days prior** to date of arrival or the 1st night's room and tax will be charged. A cancellation number will be provided to you by our reservation department.

Reservation Method Individual Requests (10 or less rooms)

Please contact our reservations department directly to request availability. Your contact information is as follows:

Reservations Manager: Leigh-Ann McKay
Direct Line: (250) 707-1820
Toll Free: (877) 762-2683
Fax: (250) 707-1809
E-mail: lmckay@thecovekelowna.com
Website: www.covelakeside.com

Deposit / Billing Groups (10 or more rooms)

A separate contract will be issued for all group bookings, which will outline deposit and final billing arrangements, cancellation policy and booking methods.

Reservation Method – Group Requests (10 or more rooms)

All requests for group reservations are to be directed to the Sales Department. Your contact information is as follows:

Sales Manager: Leasa Kennedy
Direct Line: (250) 707-1830
Toll Free: (877) 762-2683
Fax: (250) 707-1809
E-mail: leasa@covelakeside.com
Website: www.covelakeside.com

Check-in/Check-out

Resort check in time is 4:00pm and check out is 11:00am. We will endeavor to assist you on accommodating any special arrival and departures times, whenever possible.

Conclusion

Ross, we look forward to the opportunity of accommodating your clients and to a mutually successful 2018. If the above terms meet with your approval please sign and return the copy of this agreement indicating your acceptance of our rates and policies. Should you have any questions concerning this agreement, please contact me directly at (250) 707-1820.

Signature: _____ Date: _____
Ross Marrington
BC Golf Guide

Signature: *Leasa Kennedy*
Leasa Kennedy, Director of Sales & Marketing Date: January 30, 2018
The Cove Lakeside Resort