



2020-21 TOUR AND TRAVEL SALES AGREEMENT

A. SALES DETAILS AND GENERAL TERMS AND CONDITIONS

CLIENT INFORMATION		COAST HOTELS INFORMATION	
Name: ("Client")	BC Golf Guide.com	Name: ("Coast Hotels")	Coast Hotels
Contact Name:	Ross Marrington	Contact Name:	Mandy Wilcox-Ko Senior Manager, National Market Development, Tour & Travel
Address:	204 – 3731 Casorso Road Kelowna, BC V1W 3B4 Canada	Address:	700 – 535 Thurlow Street Vancouver, BC V6E 3L2 Canada
Phone No.:	250.764.0700	Phone No.:	604.642.4131
Fax No.:		Fax No.:	604.682.8942
Email:	ross@bcgolfguide.com	Email:	m.wilcoxko@coasthotels.com
SECTION	PRODUCTS & SERVICES		
[B.]	[GROUP Reseller]		
[C.]	[FIT Reseller]		
EFFECTIVE DATE: May 1st, 2020		EXPIRY DATE: April 30th, 2021	
AUTHORIZATION			
<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>IN WITNESS WHEREOF 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 May 15, 2019, otherwise this Agreement shall be null and void and of no force and effect.</p>			
Client <div style="border-bottom: 1px solid black; height: 1.2em; margin-bottom: 5px;"></div> Signature of Authorized Customer Representative Printed Name: Title: Date:		Coast Hotels <div style="border-bottom: 1px solid black; height: 1.2em; margin-bottom: 5px;"></div> Signature of Authorized Customer Representative Printed Name: Mandy Wilcox-Ko Title: Senior Manager, National Market Development Date:	

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 or selling Coast Hotels tour rates to any of the afore mentioned parties or their subsidiaries, whether directly or indirectly, will result in a \$600 penalty per occurrence, and 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 bank transfer. 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 Client's obligations under this Agreement, (ii) its legal counsel or professional advisors for the purposes

Client Initials_____

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.

Client Initials_____

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 **45 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 45 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. **ROOMING LIST:**

Guest Room Reservations made by Rooming List must include full Guest(s) name(s), home mailing address, e-mail address, phone number arrival and departure dates, number of people in room and payment method. All guests sharing accommodations must be indicated on the Rooming List at the time of booking. All reservations must be guaranteed to the Group's Master Account. To qualify for the negotiated rate, all reservations must be received by the Hotel by the Guest Room Block Release/Cut-off Date.
5. **CANCELLATION POLICY:**
 - a) If either Coast Hotels or the applicable hotel receives less than **forty five (45) 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
6. **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
7. **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.

Client Initials_____

8. **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.
9. **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
10. **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.

Client Initials_____

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 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:

(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, 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.

Client Initials_____

- 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.

Client Initials_____

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 1st, 2020 between Coast Hotels and BC Golf Guide.com. 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.

Client Initials_____

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 1st, 2020 between Coast Hotels and BC Golf Guide.com. 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 1st, 2020 through April 30th, 2021.

Client Initials_____

2020 Summary of Special Offers:

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

General Marketing Message:

- *Book by January 31st, 2020 (Some book by dates vary – see grid for specific dates) for travel during the summer/winter of 2020 and save from **5-20% off** the room rate at the below listed participating hotels.*

Participating Properties and Travel Dates:

5% Off:

Coast Coal Harbour Vancouver Hotel by APA – for travel: May 1 – September 30, 2020

10% off:

Coast Coal Harbour Vancouver Hotel by APA – for travel: November 1, 2020 – March 31, 2021

Coast Vancouver Airport, Vancouver – for travel: May 1, 2020 – April 30, 2021

15% Off:

Coast Coal Harbour Vancouver Hotel by APA – for travel: October 1 - 31, 2020 and April 1 – 30, 2021

Coast Chilliwack Hotel, Chilliwack – for travel: May 1 to October 31, 2020

Coast Capri Hotel, Kelowna – for travel: May 1, 2020 – April 30, 2021

Coast Langley City Hotel & Conference Centre, Langley – for travel: May 1, 2020 – April 30, 2021

Coast Hillcrest Hotel, Revelstoke – for travel: May 1 – June 14, 2020 and October 1 – November 24, 2020

Coast Sundance Lodge, Sun Peaks – for travel: May 1 – November 19, 2020

Coast Canmore Hotel & Conference Centre – for travel: May 1, 2020 – April 30, 2021

Coast Nisku Inn & Conference Centre – for travel: May 1, 2020 – April 30, 2021

Coast West Edmonton Hotel & Conference Centre, Edmonton – for travel: May 1, 2020 – April 30, 2021

20% Off:

Coast Chilliwack Hotel, Chilliwack – for travel: November 1, 2020 – April 30, 2021

Coast Prince George Hotel by APA, Prince George – for travel: May 1 – October 31, 2020

Summer Promo code: EBB-S

Winter Promo code: EBB-W

Book By: Dates vary, please review book by date on rate grid within contract.

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 or EBB-W**”. If the reservation request does not clearly indicate this promo code, the Client will be billed at the standard contracted rate.

Client Initials_____

HOTEL LOCATION	2020-2021 SEASON DATE	COMFORT ROOM RATE	BREAKFAST INCLUDED IN RATE	EARLY BOOKING OFFER	EARLY BOOKING BOOK BY DATE
BRITISH COLUMBIA	Coast Abbotsford Hotel & Suites Abbotsford, BC	May 1 - June 30 July 1 - August 31 September 1 - 30 October 1 - April 30	\$113.00 \$128.00 \$113.00 \$109.00	Continental Breakfast	N/A
	Coast Discovery Inn Campbell River, BC	May 1 - September 30 October 1 - April 30	\$142.00 \$133.00	Hot Break fast	N/A
	Coast Chilliwack Hotel by APA Chilliwack, BC	May 1 - October 31 November 1 - April 30	\$123.00 \$105.00	Hot Break fast	15% 20%
	Coast Tsawwassen Inn Delta, BC	May 1 - September 30 October 1 - April 30	\$145.00 \$137.00	Continental Breakfast	N/A
	Coast Kamloops Hotel & Conference Centre Kamloops, BC	May 1 - September 30 October 1 - April 30	\$143.00 \$107.00	No	N/A
	Coast Capri Hotel Kelowna, BC	May 1 - September 30 October 1 - April 30	\$161.00 \$116.00	No	15% 15%
	Coast Langley City Hotel & Convention Centre Langley, BC	May 1 - October 31 November 1 - March 31 April 1 - 30	\$127.00 \$115.00 \$127.00	Hot Break fast	15% 15% 15%
	Coast Bastion Hotel Nanaimo, BC	May 1 - October 31 November 1 - April 30	\$150.00 \$123.00	No	N/A
	Coast Osoyoos Beach Hotel Osoyoos, BC	Sunday - Thursday May 1 - May 17 May 18 - June 30 July 1 - September 2 September 3 - 22 September 23 - April 30 Friday & Saturday May 1 - May 17 May 18 - June 30 July 1 - September 2 September 3 - 22 September 23 - April 30	\$105.00 \$125.00 \$194.00 \$125.00 \$86.00 \$125.00 \$153.00 \$194.00 \$159.00 \$86.00	Yes	N/A
	Coast Oliver Hotel Oliver, BC	Sunday - Thursday May 1 - May 17 May 18 - June 30 July 1 - September 2 September 3 - 22 September 23 - April 30 Friday & Saturday May 1 - May 17 May 18 - June 30 July 1 - September 2 September 3 - 22 September 23 - April 30	\$100.00 \$120.00 \$150.00 \$115.00 \$95.00 \$120.00 \$140.00 \$175.00 \$125.00 \$105.00	Yes	N/A
	Coast Prince George Hotel by APA Prince George, BC	May 1 - October 31 November 1 - April 30	\$124.00 \$124.00	No	20% N/A
	Coast Hillcrest Hotel Revelstoke, BC	May 1 - June 14 June 15 - September 30 October 1 - November 24 November 25 - December 21 December 22 - January 3 January 4 - January 14 January 15 - March 18 March 19 - April 10 April 11 - 30	\$138.00 \$171.00 \$126.00 \$159.00 \$210.00 \$175.00 \$210.00 \$175.00 \$121.00	No	15% N/A N/A N/A N/A N/A N/A N/A N/A
	Coast Sundance Lodge Sun Peaks, BC	May 1 - June 19 June 20 - September 7 September 8 - November 19 November 20 - April 30	\$94.00 \$100.00 \$94.00	No	15% 15% 15%
	Coast Coal Harbour Vancouver Hotel by APA Vancouver, BC	May 1 - September 30 October 1 - 31 November 1 - March 31 April 1 - 30	\$319.00 \$299.00 \$159.00 \$299.00	No	5% 15% 10% 15%
	Coast Vancouver Airport Hotel Vancouver, BC	May 1 - September 30 October 1 - 31 November 1 - December 31 January 1 - April 30	\$205.00 \$169.00 \$155.00 \$159.00	Plated Hot Breakfast	10% 10% 10% 10%

Client Initials _____

HOTEL LOCATION		2020-2021 SEASON DATE	COMFORT ROOM RATE	BREAKFAST INCLUDED IN RATE	EARLY BOOKING OFFER	EARLY BOOKING BOOK BY DATE
BC (CONT)	Coast Victoria Hotel & Marina by APA Victoria, BC	May 1 - May 31	\$156.00	No	N/A	N/A
		June 1 - October 12	\$219.00			
		October 13 - April 30	\$99.00			
	The Blackcomb Lodge Whistler, BC	May 1 - November 19	\$116.00	No	N/A	N/A
		November 20 onwards	TBA			
	Coast Fraser Inn Williams Lake, BC	May 1 - April 30	\$99.00	Continental Breakfast	N/A	N/A
ALBERTA	Coast Canmore Hotel & Conference Centre Canmore, AB	May 1 - 17	\$135.00	No	15%	31 January, 2020
		May 18 - June 30	\$202.00		15%	31 January, 2020
		July 1 - September 17	\$247.00		15%	31 January, 2020
		September 18 - October 13	\$187.00		15%	31 January, 2020
		October 14 - April 30	\$98.00		15%	30 June, 2020
	Coast Edmonton Plaza Hotel by APA Edmonton, AB	May 1 - April 30	\$105.00	No	N/A	N/A
					N/A	N/A
	Coast West Edmonton Hotel & Conference Centre Edmonton, AB	May 1 - April 30	\$99.00	No	15%	31 January, 2020
	Coast Nisku Inn & Conference Centre Edmonton, AB	May 1 - April 30	\$99.00	No	15%	31 January, 2020
Coast Lethbridge Hotel Lethbridge, AB	May 1 - April 30	\$110.00	No	N/A	N/A	
SK	Coast Swift Current Hotel Swift Current, SK	May 1 - September 30	\$98.00	Continental Breakfast	N/A	N/A
		October 1 - April 30	\$94.00			
YK	Coast High Country Inn Whitehorse, YK		***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 specified age and under as indicated on the "Additional Charges" document 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 OFFERS:

Book By: as listed per property

Travel Dates: as listed per property

Percentage Discount: as listed per property, ranging from 5% to 20% for participating hotels

Applicable Room Type: Comfort Rooms and Superior Rooms only, unless otherwise indicated, the Early Booking Offer DOES NOT apply to the Premium Rooms and cannot be combined with any other offer or promotion.

ADDITIONAL PROPERTY SPECIFIC NOTES:

Coast Kamloops Hotel & Conference Centre - 2020 Stop Sell Dates - May 15, 16, 17 June 2, 3, 4 July 31 August 1, 2, 24, 25, 26, 27, 28

Coast Fraser Inn - 2020 Stop Sell Dates - June 25, 26, 27, 28, 29.

Coast Bastion Hotel - 2020 Stop Sell Dates - July 4, 5

Coast Abbotsford Hotel - 2020 Stop Sell Dates - August 6, 7, 8

1. Coast Osoyoos Beach Hotel - minimum 3 night stay for Friday or Saturday stays in July and August, 2020

2. The Blackcomb Lodge - All rates are based on two persons in a Studio Suite.

Client Initials_____



Coast Hotels 2020-21 Additional Charges for FIT

	HOTEL LOCATION	Superior Upgrade (from Comfort Rate)	Premium Upgrade* (from Comfort Rate)	Extra Person	Taxes & DMF total	Porterage (subject to taxes)	Child Age (and under)
British Columbia	Coast Abbotsford Hotel & Suites Abbotsford, BC	\$15	\$25	**\$20	16%	N/A	18
	Coast Discovery Inn Campbell River, BC	\$10	\$20	**\$20	16%	\$7.00	18
	Coast Chilliwack Hotel by APA Chilliwack, BC	\$15	N/A	\$10 Room Only \$20 With Breakfast	16%	\$6.00	18
	Coast Tsawwassen Inn Delta, BC	\$20	N/A	**\$15	13%	\$10.00	17
	Coast Kamloops Hotel & Conf.Centre Kamloops, BC	\$20	\$100	\$20	16%	\$7.00	18
	Coast Capri Hotel Kelowna, BC	\$20	\$35	\$20	16%	\$5.00	18
	Coast Langley City Hotel & Convention Centre Langley, BC	\$10	\$100	**\$15	15%	N/A	18
	Coast Bastion Hotel Nanaimo, BC	\$20	\$40	\$15	15%	\$7.00	16
	Coast Osoyoos Beach Hotel Osoyoos, BC	\$40 (Beachside)	N/A	**\$35	15%	\$5.00	18
	Coast Oliver Hotel Oliver, BC	\$20	\$50	**\$30	13%	\$6.00	18
	Coast Prince George Hotel by APA Prince George, BC	\$20	\$50	\$20	16%	\$4.00	17
	Coast Hillcrest Hotel Revelstoke, BC	\$20	\$60	\$15	15%	\$7.00	18
	Coast Sundance Lodge Sun Peaks, BC	\$30	\$70 (1 bedroom suite) \$100 (2 bedroom suite)	\$30	16%	\$5.00	18
	Coast Coal Harbour Vancouver Hotel by APA Vancouver, BC	\$40 (Apr 1 - Oct 31) \$30 (Nov 1 - Mar 31)	\$60	\$30	17.5%	\$8.25 (mandatory)	17
	Coast Vancouver Airport Hotel Vancouver, BC	\$30	\$100	**\$35	16%	N/A	16
	Coast Victoria Hotel & Marina by APA Victoria, BC	\$30 (May 1 - Oct 12) \$15 (Oct 13 - Apr 30)	\$60 (May 1 - Oct 12) \$30 (Oct 13 - Apr 30)	\$15	17.16%	\$6.00	18
	The Blackcomb Lodge Whistler, BC	\$20 ¹	N/A	\$20	16%	\$6.00	18
	Coast Fraser Inn Williams Lake, BC	\$10	N/A	**\$10	16%	\$4.00	18
AB	Coast Canmore Hotel & Conference Centre Canmore, AB	\$10 (Comfort King) \$20 (Superior Queen) \$30 (Superior King)	\$40	\$20	12%	\$7.87	17
	Coast Edmonton Plaza Hotel by APA Edmonton, AB	\$20	\$40	\$15	12.27%	\$7.35	17
	Coast West Edmonton Hotel & Conference Centre Edmonton, AB	\$20	\$40	\$20	12%	\$6.00	18
	Coast Nisku Inn & Conference Centre Edmonton, AB	\$10	\$40	\$10	9%	N/A	17
	Coast Lethbridge Hotel Lethbridge, AB	\$10	\$20	\$15	11.3%	\$6.00	18
SK	Coast Swift Current Hotel Swift Current, SK	\$10	\$20	**\$10	12.0%	\$6.00	17
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 one (1) breakfast for the additional guest

ADDITIONAL NOTES

¹ - rates are based on Studio Suite, upgrade is to Studio Suite Loft

Client Initials _____



SCHEDULE C: The Blackcomb Lodge 2020-2021 FIT

This Schedule C forms a part of and is governed by the Sales Agreement with the Effective Date of April 10, 2019 between Coast Hotels and BC Golf Guide.com. All capitalized but undefined terms used in this Schedule shall have the meanings set out in the Agreement.

4. **TERM:** The term of this Schedule will be for a period effective May 1, 2020 through November 19, 2020.

2020 – 2021	UNIT TYPE	
SEASON DATES	Studio Suite	Studio Loft
May 1, 2020 – November 19, 2020	\$116.00	\$136.00
Rate Based Occupancy	2	2

*NOTE: Max Occupancy per unit type as follows: Studio Suite – 4 people; Studio Loft – 6 people.

- All rates are net, non-commissionable, do not include taxes and are subject to change at any time
- Taxes are currently 16% (5% GST, 8% PST, 3%MRDT). Taxes are subject to change at any time
- Children 18 and under stay for free, only when accompanying adult is residing in the same unit
- Additional person charge of \$20 per person plus taxes per night applies above the Rate Based Occupancy, up to the maximum occupancy

5. **SPECIAL PRODUCT AND SERVICES TERMS AMENDMENTS:** The below product and services terms amendments supersede those listed in: SECTION C. PRODUCTS AND SERVICES TERMS: FIT RESELLER, and are only relevant for the Blackcomb Lodge during the Term of this Schedule C:

- a. **Amendment to Section C: 3. ROOM RESERVATIONS:** Point remains as written in Section C, however, “Client must on a daily basis advise the Blackcomb Lodge Reservations Department in writing via e-mail to FIT@coasthotels.com of all guest room reservations for the hotel.”
- b. **Amendment to Section C: 7. CANCELLATION POLICY:** Point remains as written in Section C, however, “The Blackcomb Lodge must receive written notice of cancellation by 3:00pm on that day which is the below number of days prior to the arrival date.

May 1, 2020 – November 19, 2020

Three (3) days prior to arrival

In the event of cancellation on less than days listed above with prior written notice, the Client will be responsible and liable for 100% of lost gross room revenue based on quoted rates as set forth above in this Schedule C in writing via e-mail to FIT@coasthotels.com of all guest room reservations for the hotel.”

- a. **Amendment to Section C: 8. CHECK-IN/CHECK-OUT TIME:** Point remains as written in Section C, however, “Check-in time is 4:00 p.m. on the day of arrival, and check-out time is **11:00am**”. **Minimum check in age is 25 years.**

Client Initials_____



SUMMER 2020-21 FIT RATES

SUMMER 2020	UNIT TYPE			
SEASON DATES	Comfort	Superior	One-Bedroom	Two-Bedroom
May 1 – June 19	\$94.00	\$124.00	\$164.00	\$194.00
June 20 – September 7	\$100.00	\$130.00	\$170.00	\$200.00
September 8 – November 19	\$94.00	\$124.00	\$164.00	\$194.00
Rate Based Occupancy	2	2	4	4

*NOTE: Max Occupancy per unit type as follows: Comfort/Superior/One-Bedroom – 4 people; Two-Bedroom – 6 people.

**Two-Bedroom are omitted from any free sale contract. Call on request only.

- All rates are net, non-commissionable, do not include taxes and are subject to change at any time
- Taxes are currently 16% (5% GST, 8% PST, 3%MRDT). Taxes are subject to change at any time
- Children 18 and under stay for free, only when accompanying adult is residing in the same unit
- Additional person charge of \$30 per person plus taxes per night applies above the Rate Based Occupancy, up to the maximum occupancy

15% Early Booking Bonus (EBB): for FIT bookings only, book by January 31, 2020 for a 15% discount on Comfort, Superior and One-Bedroom Suites when travelling from May 1st to Nov 19th, 2020. NOT valid on Two-Bedroom Suites. Offers cannot be combined.

Client Initials_____

TRAVEL PARTNER UPDATE FORM

COMPANY INFORMATION:

Company Name: _____
 Affiliates/Other Names: _____
 Address: _____

 City: _____
 Province/State: _____
 Country: _____
 Postal Code/ZIP: _____
 Main Phone Number: _____
 Main Fax Number: _____
 General Email Address: _____
 Website: _____

HOTELS OF INTEREST:

<input type="checkbox"/>	Coast Coal Harbour Vancouver Hotel by APA, Vancouver, BC	<input type="checkbox"/>	Coast Capri Hotel, Kelowna, BC	<input type="checkbox"/>	Coast High Country Inn, Whitehorse, YT
<input type="checkbox"/>	Coast Vancouver Airport Hotel, Vancouver, BC	<input type="checkbox"/>	Coast Kamloops Hotel & Conference Centre, Kamloops, BC	<input type="checkbox"/>	Coast Hilltop Inn, Pullman, WA
<input type="checkbox"/>	Coast Victoria Hotel & Marina by APA, Victoria, BC	<input type="checkbox"/>	Coast Hillcrest Hotel, Revelstoke, BC	<input type="checkbox"/>	Hotel 116, a Coast Hotel, Bellevue, WA
<input type="checkbox"/>	Coast Bastion Hotel, Nanaimo, BC	<input type="checkbox"/>	Coast Sundance Lodge, Sun Peaks, BC	<input type="checkbox"/>	Coast Gateway Hotel, Seattle, WA
<input type="checkbox"/>	Coast Discovery Inn, Campbell River, BC	<input type="checkbox"/>	Coast Fraser Inn, Williams Lake, BC	<input type="checkbox"/>	Coast Wenatchee Center Hotel, Wenatchee, WA
<input type="checkbox"/>	Coast Tsawwassen Inn, Delta, BC	<input type="checkbox"/>	Coast Inn of the North, Prince George, BC (Spring 2019 - Coast Prince George Hotel by APA)	<input type="checkbox"/>	The Governor, a Coast Hotel, Olympia, WA
<input type="checkbox"/>	Coast Langley City Hotel & Convention Centre, Langley, BC	<input type="checkbox"/>	Coast Lethbridge Hotel, Lethbridge, AB	<input type="checkbox"/>	The Benson, a Coast Hotel, Portland, OR
<input type="checkbox"/>	Coast Abbotsford Hotel & Suites, Abbotsford, BC	<input type="checkbox"/>	Coast Canmore Hotel & Conference Centre, Canmore, AB	<input type="checkbox"/>	Coast Anabelle Hotel, Burbank, CA
<input type="checkbox"/>	Coast Chilliwack Hotel, Chilliwack, BC (Summer 2019 – Coast Chilliwack Hotel by APA)	<input type="checkbox"/>	Coast West Edmonton Hotel, West Edmonton, AB	<input type="checkbox"/>	Safari Inn, a Coast Hotel, Burbank, CA
<input type="checkbox"/>	Coast Oliver Hotel, Oliver, BC	<input type="checkbox"/>	Coast Edmonton Plaza Hotel by APA, Edmonton, AB	<input type="checkbox"/>	West Beach Inn, a Coast Hotel, Santa Barbara, CA
<input type="checkbox"/>	Coast Osoyoos Beach Hotel, Osoyoos, BC	<input type="checkbox"/>	Coast Nisku Inn and Conference Centre, Edmonton, AB	<input type="checkbox"/>	Coast International Inn, Anchorage, AK
<input type="checkbox"/>	Coast Penticton Hotel, Penticton, BC	<input type="checkbox"/>	Coast Swift Current Hotel, Swift Current, SK	<input type="checkbox"/>	Waimea Plantation Cottages, a Coast Hotel, Kauai, HI
<input type="checkbox"/>	The Blackcomb Lodge, Whistler, BC (April 2019)				

MAILING INFORMATION:

☐ *Same as above*

Company Name: _____
 Address: _____

 City: _____
 Province/State: _____
 Country: _____
 Postal Code/ZIP: _____

Client Initials _____

TRAVEL PARTNER UPDATE FORM (cont.)

CONTACTS:

Stopsell Email: _____

Accounting/Billing

Name: _____

Job Title: _____

Phone: _____

Fax: _____

Email: _____

Product:

Name: _____

Job Title: _____

Phone: _____

Fax: _____

Email: _____

Reservations:

Name: _____

Job Title: _____

Phone: _____

Fax: _____

Email: _____

Additional Contact: (if required)

Name: _____

Job Title: _____

Phone: _____

Fax: _____

Email: _____

Additional Contact: (if required)

Name: _____

Job Title: _____

Phone: _____

Fax: _____

Email: _____

Client Initials_____