



## 2020 TOUR & FIT RATE AGREEMENT

Friday, November 15, 2019

BC Golf Guide  
204 - 3731 Casoro Road  
Kelowna BC V1W 4M8  
Phone: 403-852-6777  
Email Address:

Sales Contact: Cheri Koohtow

**ATTENTION:** Danny Leitch

Thank you so much for thinking of us, we look forward to welcoming your groups and guests to the Inn at Laurel Point in 2020.

Simply sign and return the contract by Friday November 29, 2019 in order to confirm the pricing noted on this agreement, and do not hesitate to email me with any questions that you may have at all.

### Room Rates

DATES	LAUREL WING GUESTROOMS	ERICKSON WING STUDIO
May 1, 2020 - May 31, 2020	\$199.00	\$259.00
June 1, 2020 - September 30, 2020	\$254.00	\$334.00
October 1, 2020 - February 28, 2021	\$124.00	\$174.00
March 1, 2021 - April 30, 2021	\$144.00	\$194.00

Rates are based on single or double occupancy, for triple occupancy add \$25.00 per night. Rates are quoted in Canadian funds, are non-commissionable, and subject to applicable taxes & fees, currently set at 17.16%. Tax rates, fees and gratuities are subject to change without notice.

Please note that in our Laurel Wing guestrooms with two beds we are not able to accommodate a rollaway cot.

These NET rates are always subject to the hotel's availability in this rate category, at the time of booking. Should you require additional rooms, higher pricing may apply and you will be advised of this for consideration at the time of request.

### **Third Party & Online Booking Agencies**

Please note that these above rates are not to be distributed to any Third Party or Online Booking Agencies.

### **Rate Parity**

The above rates are NET prices and are not to be seen by the consumer without being marked up by a minimum of 25%. Maintaining parity is of the utmost importance therefore supplier must never be selling accommodation only at a lower rate than the hotel is. Should Inn at Laurel Point become aware of pricing with a less than 25% markup offered by BC Golf Guide, or one of your resale partners, or see that pricing is undercutting the property you will be advised. Should the pricing not be corrected and or after 2 points of contact with no resolution, this contract becomes immediately null and void. Should the termination of this contract occur, bookings that have received an Inn at Laurel Point confirmation number will be honored but no new bookings will be taken.

### **Child Policy**

There is no charge for children 18 and under when sharing a room with adults.

### **Baggage Handling**

For groups of 5 or more rooms there will be a minimum charge of \$5.10 + GST per person with \$2.55 for additional bags each way.

### **100% Non- Smoking**

Inn at Laurel Point is a 100% non- smoking property, this includes guestroom balconies and patios. A penalty fee will be charged should evidence be found of smoking. This penalty fee is currently \$250.00.

### **Parking**

Hotel parking is available for \$17 plus tax/day. Please note that Inn at Laurel Point does not have overnight bus parking available.

### **Accounting**

#### **Tour Deposit and Payment**

For new partnerships, a billing account must be established. Until such credit has been established, a \$500 deposit is due 60 days prior to arrival and further full payment is due no later than 30 business days prior to arrival.

With billing approval, all charges will be due upon receipt of final invoice.

For any outstanding charges, payment is due within 30 days of invoice date. A 5% surcharge will apply to all overdue accounts.

### **Rooming List & Booking Details**

A final rooming list is due to the hotel no later than 45 days prior to arrival. This list should also include the arrival and departure times, guide name and contact information, and any dietary needs for the group.

**Reservations**

Please email your FIT reservation requests to [reservations@laurelpoint.com](mailto:reservations@laurelpoint.com).

Please email your group rooming lists to [cheri.koohtow@laurelpoint.com](mailto:cheri.koohtow@laurelpoint.com).

**Group Tour Cancellation Policy - Minimum of 5 Rooms**

Written notice of cancellation of guest rooms will be accepted without penalty up to 45 days prior to the tour arrival date. When less than 45 days' notice of cancellation is received, one nights accommodation per room booked will be charged unless the reserved space has been re-sold.

Reductions to an existing rooming list may be made up to 14 days prior to the tour arrival date. Reductions of less than 10% of total rooms will be permitted without penalty. Reductions of more than 10% of the total rooms will be charged at the rate of one night's accommodation per room booked.

**FIT Cancellation Policy - Less Than 5 Rooms**

Written notice of cancellation will be accepted without penalty 48 hours prior to the anticipated arrival date. When less than 48 hours' notice is provided, one full nights accommodation per room booked will be charged if the reserved space has not been re-sold.

**Check-In and Check-Out**

Inn at Laurel Point cannot guarantee availability of rooms prior to 4:00 PM. Check-out is 11:00 AM.

**Confirmation**

Confirmation of the final rooming list, meal times, special requests, changes, and estimated time of arrival and departure must be made by the tour escort no less than 48 hours prior to arrival.

**Meals**

For groups of 20 guests or more, a Buffet Breakfast is available from \$25.50 per person. The group meals will be hosted in one of our event spaces and is available from 6:30am to 10:00am. Various meal selections and options are available for tour groups. To ensure the highest level of quality, comfort and efficiency for your tour, please contact me to present the most suitable options.

For FIT guests and groups less than 20 people breakfast vouchers will be issued for \$27.50 per person. FIT breakfast vouchers must be requested at the time of reservation. Breakfast vouchers will be honored in AURA waterfront restaurant and patio and offer guests a choice of 3 different breakfast options and include coffee or tea. Guests will be billed directly for any additional items ordered. AURA waterfront restaurant and patio is open daily from 7:00am-11:00am. Reservations are always recommended.

Add 17% gratuity and 5% GST to all prices. Prices and taxes are subject to change without notice.

Meal charges are based on the number of guests listed on the final rooming list.

Companies requiring meals are required to call in all meal requests at least 30 days prior to arrival date.

## **Children's Meals**

### **For Groups:**

There is no charge for Children aged 4 and under. A 50% discount will be applied to buffet menu prices for children aged 5 to 10.

### **For FIT (vouchers)**

In AURA, breakfast is charged at \$11.00 (plus gratuity and tax) for children 10 and under. They will choose from the children's AURA breakfast menu. Please simply ensure that your reservation request does clearly request for children's FIT meal vouchers along with the adults.

## **Meal Cancellation & Change Policy**

To avoid penalty, written notice of a group meal cancellation is required 7 days prior to the function date, otherwise, 30% of the entire cost of meals will be charged to the account. Any meal cancellations, for groups or individuals, received within 3 business days of arrival will be billed 100% of estimated meal charges.

We will make every effort to accommodate last minute changes or requests, however, we are not able to guarantee.

## **Rates Confirmed**

Please indicate your confirmation of rates quoted and our terms of agreement with your signature. Your space will not be confirmed without a signed copy of this contract forwarded to Inn at Laurel Point.

Simply sign and return the contract in order to confirm the pricing noted on this agreement.

### **On Behalf of BC Golf Guide:**

Authorized Signature:

Name:

Title:

Date:

### **On Behalf of Inn at Laurel Point, Paul's Restaurants Ltd.:**

Authorized Signature:

Name:

Title:

Date: