

Quaaout
Lodge & Spa
At Talking Rock Golf Resort

2020 RATE AGREEMENT

Client:

BC Golf Guide
1524 Woodridge Road
Kelowna, BC V1W 3B4
Tel: 250.764.0700
Fax: 250.764.9654

204-3731 Casorso Rd.
Kelowna V1W 5E9.

250-800-0912

ACCOMMODATION:

<u>Season</u>	GROUP Rates (10 occupied rooms or more)		F.I.T. Rates (Less than 10 occupied rooms)	
	<u>Standard</u> 2 Queen bed Or 1 King bed	<u>Deluxe</u> 1 King bed	<u>Standard</u> 2 Queen bed Or 1 King bed	<u>Deluxe</u> 1 King bed
Jan 1 - Apr. 9, 2020	\$85.00	\$95.00	\$95.00	\$105.00
Apr 10 - May 14, 2020	\$104.00	\$114.00	\$114.00	\$124.00
May 15 - Jun 25, 2020	\$139.00	\$149.00	\$149.00	\$159.00
Jun 26 - Sept 12, 2020	\$154.00	\$164.00	\$164.00	\$174.00
Sept 13 - Oct 11, 2020	\$139.00	\$149.00	\$149.00	\$159.00
Oct 12 - Apr 2, 2021	\$85.00	\$95.00	\$95.00	\$105.00
Guest Room Types (Total 70 Guest Rooms): 40 Standard Queen rooms (2 Queen beds) 10 Standard King rooms (1 King bed) 12 Deluxe King rooms (1 King bed)				
6 Premier Lakeview Jacuzzi Suites (1 King bed) * 1 Honeymoon Suite (1 King bed) * 1 Presidential Suite (1 King bed) *				
* Room upgrade fees apply: • Premier Lakeview Jacuzzi Suite – add \$50.00 to Standard room rate • Honeymoon Suite – add \$80.00 to Standard room rate • Presidential Suite – add \$80.00 to Standard room rate				
Guest Room Rate Policies & Notes: • Rates are based on single or double occupancy. • Additional charge of \$20.00 per person per night will apply to 3 rd and 4 th additional person(s). • Children 12 years of age & under stay free when accompanied by an adult. • Room rates are quoted in Canadian funds and are NET Non Commissionable. • All room rates quoted exclude applicable taxes of 5%GST and 8%PST. • Check-in time: 4:00 PM, Check out time: 11:00 AM.				
Payment & Cancellation Policies: • Deposit required for all group bookings unless authorized billing has been established. • Full Payment is required within 14 days of receipt of invoice unless other arrangements have been established. • Cancelled Group Reservations (10+ rooms) are subject to the following penalties (cancellation of whole group): • If cancelled more than 45 days in advance of the scheduled arrival date, no penalty.				

- If cancelled 31 - 45 days in advance of the scheduled arrival date, a penalty equivalent to 10% of the room block value will be charged.
- If cancelled 4 - 30 days in advance of the scheduled arrival date, a penalty equivalent to 50% of the room block value will be charged.
- If cancelled within 3 or less days of the scheduled arrival date, a penalty equivalent to 100% of the room block value will be charged.
- Group Reservation partial cancellation (dropped rooms) will be subject to the following penalties:
 - An attrition rate of 20% of confirmed rooms in a group reservation will be permitted without penalty if cancelled within 4 - 30 days of the scheduled arrival date. For each room cancelled above the 20% threshold, a penalty of 50% of the room value will be charged.
 - For rooms cancelled from a group reservation within 3 days or less of the scheduled arrival date, a penalty equivalent to 100% of the room value will be charged.
- FIT cancellations may be made without penalty up to 72 hours prior to 4:00pm on the scheduled arrival date. No Shows and cancellations made within 72 hours or less of 4:00pm on the scheduled arrival date will be subject to a cancellation fee equal to first night room + tax.

Staff & Comp Policy			
Tour Director/Guide	Room: 1 comp per 20 paid <ul style="list-style-type: none"> • 21st room complimentary • Driver room is NOT included in paid room count 		Meals: Breakfast Included with 20 paid
Coach Driver	January – April	\$59.00	Meals: Breakfast Included
	May & June	\$69.00	
	July & August	\$89.00	
	September	\$69.00	
	October – December:	\$59.00	

INDIGENOUS CULTURAL PROGRAMMING:

Indigenous Introduction (60 mins)

This cultural walk & talk is popular with larger tour groups and guests with a limited amount of time. Guests are greeted in the hotel lobby by their cultural interpreter before heading out on the resort property for a walking tour including key points of indigenous cultural interest.

Price \$20.00/person, Group rate 10+ people \$16.50/person

Winter Home Experience (90 mins)

Imagine what it would feel like to live in a "c7istkten" or pit-house, the traditional winter home of the Shuswap people. Listen to how our people lived before Europeans arrived up to the modern day.

Price \$30.00/person, Group rate 10+ people \$25.00/person

Enhance your experience:

Take part in cooking traditional bannock bread on and open fire along with roasting marshmallows.
(\$25/batch – allow one batch for every 10 people or portion thereof)

Traditional salmon roasted over the fire.

- Minimum charge \$35 (bite sized samples when shared with up to 10 people)
- Add \$3.50 for each additional person for groups of 11 or more people

While the above experience enhances the unique indigenous authenticity, we are also able to host this same type of experience at our outdoor fire ring if you are looking for an open-air experience.

Canoe Tour (2 to 2.5 hours)

Paddle along the shores of Little Shuswap Lake. Enjoy the wildlife that nature offers. Listen to the guide share the traditional legends of the Shuswap First Nation. Available April to October. Waiver required. Guests will be paddling. A minimum of 6 paddlers are required. Maximum 12 guests per canoe.

Price: \$50.00/person

Rattle Making Workshop (45-60mins)

Rattles are used in ceremony, performance and personally by indigenous peoples. They are often used to pray for and honour the rains for the sound and connection between earth and sky. During the workshop the guests will be walked through stitching their rattle and filling it with stones to dry by one of our cultural interpreters. After which they will be shown how to complete their rattle once drying has finished. Minimum of 2 participants, maximum 12 per leader.
Price \$30.00/person.

Drum Making Workshop (60 mins)

In this workshop participants will be directed by a cultural interpreter through punching holes into the hide for the drum and then tying their hide to the wooden ring. Minimum of 2 participants, maximum 12 per leader.
10 inch drums are \$90.00.

Walking Tours (2hours)

Your cultural interpretive guide will lead you down forested trails sharing teachings about our Shuswap traditional landmarks along with different types of plants we still use today for medicines and food. Walking tours may be held in various locations depending on the needs of the group – additional transportation required for some locations. Our most popular walks cover easy relatively level walking trails. Minimum 2 people
Price \$35.00/person, Group rate 10+ people \$29.00/person

Showshoe Tours (2hours)

Your cultural interpretive guide will lead you down snowy trails sharing teachings about our Shuswap traditional landmarks along with different animal tracks, traditional foods. Snowshoe tours may be held in various locations depending on the needs of the group – additional transportation required for some locations. Our most popular walks cover easy relatively level walking trails. Price includes snowshoe rental. Minimum 2 people, Maximum 20 people
Price \$45.00/person. Group rate 10+ people \$37.00/person

Indigenous Cultural Program Booking, Payment, and Cancellation Policies:

- All rates unless otherwise indicated are net/non-commissionable and subject to applicable taxes.
- Please confirm these First Nations cultural programs at least 21 days in advance
- All cultural programming pricing excludes applicable 5% GST
- Cultural programming cancellations may be made without penalty up to 72 hours prior to 4:00pm on the scheduled program date. No-Shows and cancellations made within 72 hours or less of 4:00pm on the scheduled arrival date will be subject to a cancellation fee of \$40.00 + tax.
- The Quaaout Lodge reserves the right to substitute or cancel an experience where conditions are deemed unsafe. In the event that the Quaaout Lodge cancels an event and an acceptable alternative activity is not available, a full refund will be issued.
- For experiences that involve a campfire, if our location is subject to a campfire ban due to extreme wildfire hazard, programs are adapted to provide an alternative experience that does not involve wood fire.

FOOD & BEVERAGE:

Group menus available, including authentic Aboriginal dishes including Bannock, our traditional bread.

Food & Beverage Booking, Payment, and Cancellation Policies:

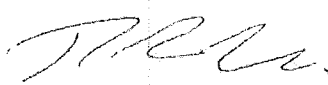
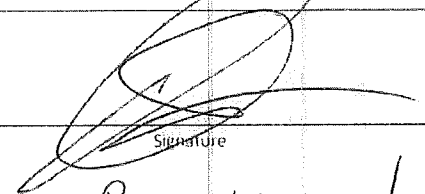
- The number of persons guaranteed by the Client for function planning purposes is to be received in writing at least 72 hours prior to the function date.
- If cancelled by the client less than 72 hours prior to the function date, a minimum charge of equal to the food and beverage total, and all taxes, based on guaranteed attendance, will be charged.
- Any changes after 72 hours prior to the function date will be billed according to the larger number of guests expected. Any additional guests are not guaranteed the same menu selection, however we will endeavor to do so.
- After menu confirmation, the Resort reserves the right to modify menu selection if the circumstance that the food or beverage items are unavailable. These items will be substituted with items of equal or greater value at no additional cost to the Client.
- All food and beverages are subject to 15% gratuity.
- All food and non-alcoholic beverages are subject to 5% GST.
- All alcoholic beverages are subject to 5%FNT and 10%PLT.
- Deposit required for all group bookings unless authorized billing has been established.

- Full Payment is required within 14 days of receipt of invoice unless other arrangements have been established.

General Policies:

- All rates unless otherwise indicated are net/non-commissionable and subject to applicable taxes.
- Rooming list must be received no later than 30 days prior to arrival date.
- **Block Release Date:** Guest room block and group rate are confirmed upon receipt of this contract until 30 days prior to arrival. Any rooms left in the room block, which remain unreserved on the release date will be released back to the hotel for general sale. After this date rooms and rate will be based on availability.
- Portage charge for groups of \$7.00 per bag (round trip) plus 5% GST.
- The Quaaout Lodge is a 100% non-smoking property. A charge of \$200.00 will be levied against any guest who smokes in any guest room, meeting room or public space within the confines of the hotel.
- The Quaaout Lodge provides complimentary public Wi-Fi access throughout the property.
- The Quaaout Lodge provides complimentary above ground parking on the property.
- Contact below for more information.

Quaaout Lodge Contacts		
Contracting & Series Group Tour Scheduling	Rhys Laug Operations Manager	Email: rlaug@quaaoutlodge.com Tel: +1.250.679.3090 Dir: +1.250.679.4202 Fax: +1.250.679.3039
FIT & Individual Tour Goups Scheduling Rooming Lists	Natasha Durning	Email: groups@quaaoutlodge.com Tel: +1.250.679.3090 Fax: +1.250.679.3039
Accounts Receivable - Invoicing	Sandie Hupe	Email: admin@quaaoutlodge.com Tel: +1.250.679.3090 Fax: +1.250.679.3039

<p>For Supplier: QUAAOUT LODGE:</p>  <p>Rhys Laug Operations Manager</p> <p>Date: <u>February 5, 2019</u></p>	<p>For Client:</p>  <p>Signature</p> <p><u>Ross Marringtn</u></p> <p>Print Name of authorized signatory</p> <p><u>"Boss"</u></p> <p>Print title of authorized signatory</p> <p>Date: <u>Feb 5/2019</u></p>
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Please forward a signed copy of this agreement to Rhys Laug at rlaug@quaaoutlodge.com or Fax: +1.250.679.3039