

**From:** Sabrina Neigum sabrinan@prhotels.ca  
**Subject:** Re: 2021 Rates - Fairfield by Marriott Kelowna  
**Date:** October 29, 2020 at 10:59 AM  
**To:** Daniel Ruel danielr@prhotels.ca  
**Cc:** Ross Marrington ross@bcgolfguide.com

SN

Good Morning Gentlemen,

I hope you are both having a wonderful morning.

Thank-You for reaching out to touch base on the rates for the 2021 Season Ross. I have gone ahead and sent the below rates to Marriott to load.

I've also added an option of our room with 2 Queen Beds + Single Pullout, I've actually had a golf group book this room type, as it's a great option if there is a 1 off add on to a group.

The Seasonal Dates are now streamlined with our special corporate seasons, which will make it 4 seasons vs 5 seasons.

**Please see below:**

**January 1 - April 8, 2020**

King Bed (Single or Double Occupancy) - \$115.00  
2 Queen Beds (Double to Quad occupancy) - \$125.00  
King Suite (Single or Double Occupancy) - \$125.00  
2 Queen Beds + Single Bed (Double to Triple occupancy) - \$135.00

**April 9 - June 21, 2021**

King Bed (Single or Double Occupancy) - \$135.00  
2 Queen Beds Double to Quad occupancy) - \$145.00  
King Suite (Single or Double Occupancy) - \$145.00  
2 Queen Beds + Single Bed (Double to Triple occupancy) - \$155.00

**June 22 - September 9, 2020**

King Bed (Single or Double Occupancy) - \$165.00  
2 Queen Beds (Double to Quad occupancy) - \$175.00  
King Suite (Single or Double Occupancy) - \$180.00  
2 Queen Beds + Single Bed (Double to Triple occupancy) - \$190.00

**September 7 - December 31, 2020**

King Bed (Single or Double Occupancy) - \$115.00  
2 Queen Beds (Double to Quad occupancy) - \$125.00  
King Suite (Single or Double Occupancy) - \$125.00  
2 Queen Beds + Single Bed (Double to Triple occupancy) - \$135.00

If you have any questions, please do not hesitate to contact me, I will be out of the office Friday - Monday.

We look forward to welcoming golfers to the Fairfield by Marriott in 2021!

Warm Regards,

**Sabrina Neigum**  
SALES MANAGER

Fairfield by Marriott Kelowna

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**Office Hours:** Sunday - Thursday - 7:00am - 3:30pm

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**From:** "Daniel Ruel" <danielr@prhotels.ca>  
**To:** "Ross Marrington" <ross@bcgolfguide.com>  
**Cc:** "Sabrina Neigum" <sabrinan@prhotels.ca>  
**Sent:** Thursday, October 29, 2020 9:27:28 AM  
**Subject:** 2021 Rates - Fairfield by Marriott Kelowna

Thanks for the phone call this morning Ross! As promised, here are our 2021 rates.

Very little change from 2020, some tweaking of the season dates and adjusting the rates for the 2-bedded rooms to align with our overall pricing strategy for 2021, but otherwise we look forward to many many golfers coming through our doors in the next 14 months! Sabrina will get these rates loaded ASAP.

**January 1 - April 1, 2020**

King Bed (Single or Double Occupancy) - \$115.00  
2 Queen Beds (Double to Quad occupancy) - \$125.00  
King Suite (Single or Double Occupancy) - \$125.00

**April 2 - June 24, 2020**

King Bed (Single or Double Occupancy) - \$135.00  
2 Queen Beds Double to Quad occupancy) - \$145.00  
King Suite (Single or Double Occupancy) - \$145.00

**June 25 - September 6, 2020**

King Bed (Single or Double Occupancy) - \$165.00  
2 Queen Beds (Double to Quad occupancy) - \$175.00  
King Suite (Single or Double Occupancy) - \$180.00

**September 7 - October 7, 2020**

King Bed (Single or Double Occupancy) - \$130.00  
2 Queen Beds (Double to Quad occupancy) - \$140.00  
King Suite (Single or Double Occupancy) - \$140.00

**October 8 - December 31, 2020**

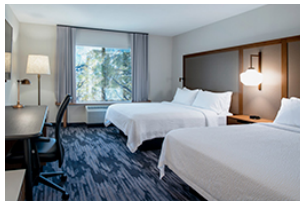
King Bed (Single or Double Occupancy) - \$115.00  
2 Queen Beds (Double to Quad occupancy) - \$125.00  
King Suite (Single or Double Occupancy) - \$125.00

**Daniel Ruel**  
GENERAL MANAGER

**Fairfield by Marriott Kelowna**

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