

**WHOLESALE NET RATES AGREEMENT 2021**

Company:	BC Golf Guide	Date Issued:	November 4 <sup>th</sup> , 2020
Name:	Ross	Address	#204 - 3731 Casorso Road,
City, State:	Kelowna, BC	Zip Code	V1W 4M8
Phone:	1-877-223-7226	Email:	ross@bcgolfguide.com
Fax:		Webpage:	<a href="http://www.bcgolfguide.com">www.bcgolfguide.com</a>

We hereby confirm on behalf of **FIDEICOMISO HLC OPERADOR CIB/2986** d.b.a. **HILTON LOS CABOS BEACH & GOLF RESORT**, hereafter referred to as "The Hotel", our mutual agreement with **BC GOLF GUIDE** for the below dates.

Rates will be valid only when a signed agreement is received in our office. Please return all pages of the contact back to: Howard Vazquez via email [howard.vazquez@hilton.com](mailto:howard.vazquez@hilton.com)

**PACKAGE/OPAQUE RATES:** The below rates must be sold as a bundle package including a minimum of guest room plus roundtrip airfare.

2021 FIT NET RATES						
2021 Rates/Allotment/Extra Person Charge		January 3 - April 10, 2021	April 11- August 1, 2021	August 2 – October 21, 2021	October 22- December 23, 2021	December 24 - January 2, 2022
Deluxe Partial Ocean-View Room – King - <b>K1DP</b>	<b>Rate</b>	\$225	\$195	\$175	\$225	\$435
	Extra Pax	\$50	\$50	\$50	\$50	\$50
	Allotment	Free Sell	Free Sell	Free Sell	Free Sell	Free Sell
Deluxe Partial Ocean-View Room – Two Queens - <b>Q2DP</b>	<b>Rate</b>	\$225	\$195	\$175	\$225	\$435
	Extra Pax	\$50	\$50	\$50	\$50	\$50
	Allotment	Free Sell	Free Sell	Free Sell	Free Sell	Free Sell
Deluxe Ocean-View Room – King - <b>K1DV</b>	<b>Rate</b>	\$255	\$225	\$205	\$255	\$465
	Extra Pax	\$50	\$50	\$50	\$50	\$50
	Allotment	Free Sell	Free Sell	Free Sell	Free Sell	Free Sell
Deluxe Ocean-View Room – Two Queens - <b>Q2DV</b>	<b>Rate</b>	\$255	\$225	\$205	\$255	\$465
	Extra Pax	\$50	\$50	\$50	\$50	\$50
	Allotment	Free Sell	Free Sell	Free Sell	Free Sell	Free Sell
Deluxe Ocean Front View Room – King - <b>K1DF</b>	<b>Rate</b>	\$275	\$245	\$225	\$275	\$485
	Extra Pax	\$50	\$50	\$50	\$50	\$50
	Allotment	Free Sell	Free Sell	Free Sell	Free Sell	Free Sell
Deluxe Ocean Front View Room – Two Queens - <b>Q2DF</b>	<b>Rate</b>	\$275	\$245	\$225	\$275	\$485
	Extra Pax	\$50	\$50	\$50	\$50	\$50
	Allotment	Free Sell	Free Sell	Free Sell	Free Sell	Free Sell
Junior Suite King - <b>K1JVQ</b>	<b>Rate</b>	\$295	\$265	\$245	\$295	\$505
	Extra Pax	\$50	\$50	\$50	\$50	\$50
	Allotment	Free Sell	Free Sell	Free Sell	Free Sell	Free Sell
Premier Suite King - <b>K1SFU1</b>	<b>Rate</b>	\$415	\$385	\$365	\$415	\$625
	Extra Pax	\$50	\$50	\$50	\$50	\$50
	Allotment	Free Sell	Free Sell	Free Sell	Free Sell	Free Sell
	<b>Rate</b>	\$345	\$315	\$295	\$345	\$555
	Extra Pax	\$50	\$50	\$50	\$50	\$50

Vista Club Ocean-View Room -King - <b>K1TV</b>	Allotment	Free Sell	Free Sell	Free Sell	Free Sell	Free Sell
Vista Club Ocean-View Room – Two Queens - <b>Q2TV</b>	<b>Rate</b>	\$345	\$315	\$295	\$345	\$555
	Extra Pax	<b>\$50</b>	<b>\$50</b>	<b>\$50</b>	<b>\$50</b>	<b>\$50</b>
	Allotment	Free Sell	Free Sell	Free Sell	Free Sell	Free Sell
Vista Club Junior Suite King - <b>K1TVS</b>	<b>Rate</b>	\$375	\$345	\$325	\$375	\$585
	Extra Pax	<b>\$50</b>	<b>\$50</b>	<b>\$50</b>	<b>\$50</b>	<b>\$50</b>
	Allotment	Free Sell	Free Sell	Free Sell	Free Sell	Free Sell
Plunge Pool Suite King - <b>K1WF</b>	<b>Rate</b>	\$445	\$415	\$395	\$445	\$655
	Extra Pax	<b>\$50</b>	<b>\$50</b>	<b>\$50</b>	<b>\$50</b>	<b>\$50</b>
	Allotment	Free Sell	Free Sell	Free Sell	Free Sell	Free Sell
Vista Club Premier Suite King - <b>K1TVU</b>	<b>Rate</b>	\$455	\$425	\$405	\$455	\$665
	Extra Pax	<b>\$50</b>	<b>\$50</b>	<b>\$50</b>	<b>\$50</b>	<b>\$50</b>
	Allotment	Free Sell	Free Sell	Free Sell	Free Sell	Free Sell

**RATES:** Above rates are net, quoted in U.S. Dollars, in single or double occupancy, non-commissionable and are subject to 10% service charge and applicable taxes. (Currently: 19% government tax)

**BREAKFAST/SUPPLEMENT:**

- **American Breakfast:** \$20 USD per adult per day taxes included. Cost per Kid under 12 years old \$10 USD per day taxes included.
- **Continental Breakfast:** \$15 USD per adult per day taxes included. Cost per Kid under 12 years old \$8 USD per day taxes included.

**OCCUPANCY:**

☐ **EXTRA PERSON/OCCUPANCY:**

- Maximum 2 people (any combination of adults/children) allowed Deluxe Partial Ocean-View room- King, Deluxe Ocean-View Room - King, Vista Club Ocean-View – King.
- Maximum 4 people (any combination of adults/children) allowed per double bedded room and Premiere Suite (s).
- Maximum 3 people (any combination of adults/ children) allowed per Junior Suite and Vista Club Junior Suite, Superior Junior Suite.
- **3<sup>RD</sup> and 4<sup>th</sup> person over 18 years of age: \$50+ tax per person, per night**
- Rollaway beds are available upon request and subject to availability with a one-time \$75 USD charge.

☐ **FAMILY E.P. PLAN:**

- Up to 2 children 18 years and under stay free per room and Premiere Suite(s).
- Up to 2 children 18 years and under stay free per suite.
- Rollaway beds are available upon request and subject to availability with a one-time \$75 USD charge.

**ALLOTMENT:**

The rooms mentioned above will be held under a block according to the numbers and cut off dates depicted below. Allotments will be reviewed within 90 days of the contract issue date, and are subject to be increased and/or decreased accordingly by both parties with 30-day advance written notice.

Any reservations above your allotment should be requested and confirmed by the Reservations Manager. Reservations placed through our 800 number will not be accepted.

Rooms, for which we have not received a reservation for said allotment, will be automatically released.

**Free Sell:** Rooms on free sell will be opened and closed according to the Blackout dates report sent at hotel's convenience.

**LENGTH OF STAY:**

Please note that there is a 5 night minimum stay during this time period (Dec 24, 2021 – January 2, 2022)

**CUT OFF DATES:**

All reservations from January 3<sup>rd</sup>, 2021 to December 23<sup>rd</sup>, 2021 must be sent to and received by the Hotel via email or fax prior to the arrival date of the guest, at least: **48 hours**

Reservations between December 24<sup>th</sup>, 2021 and January 2<sup>nd</sup>, 2022 must be sent to and received by the hotel via email or fax prior to the arrival date of guest, at least **3 days** prior.

It is the client responsibility to verify that these reservations reach the Hotel by cut-off dates. Once cut-off date has passed, all reservations are subject to availability and confirmation by the Reservations Manager in writing.

**RESERVATIONS:**

All information regarding reservations must be sent to the attention of the Reservations Department via fax 011 52-624-145-6560 or email: [isay.gonzalez@hilton.com](mailto:isay.gonzalez@hilton.com) [damariz.ruizsouza@hilton.com](mailto:damariz.ruizsouza@hilton.com) or hand-delivery according to the following agreement.

**Check-in time is 3:00 p.m.**

**Check-out time is 12:00 pm**

**CLOSE OUT DATES:**

At times, in order to protect our mutual clients, "The Hotel" may be forced to close certain dates. You will be advised in writing by email "The Hotel" will protect any bookings already confirmed if the operator provides the exact names ( by fax, email or hand-delivered list with a stamped receipt ) to the Reservations Manager within 48 hours of notification ( weekends and holidays excluded). No date changes will be accepted following receipt of this report. Please provide the name and email address of the person in your company which close outs should be sent to.

**ADVANCE BOOKING DATES**

The 2021 Contracted Net Rates may be extended into 2022 until a new contract is signed. Advance booking rates must be reported with the code: 2022Advance rates. The 2021 room allotment/cut off/ cancellation/ no show policies apply for the respective 2022 travel season.

**CANCELLATION POLICY & NO SHOW PENALTY:**

Cancellations will only be accepted if received by the Reservations Department (by fax, email, or hand-delivered with stamped receipt from "The Hotel"). The Hotel will not accept a revised voucher, coupon or rooming list where an original name is crossed out and a substitute name is added.

Date:	01/03/21 - 12/23/21	12/24/21 - 01/02/22
No Show	2 days	Full Charge
Cancellation Charge	7 days / 1 days+tax	30 days / Full Charge+tax

Late arrivals and early departures will be charged for the confirmed length of stay at the confirmed room rate plus applicable taxes. Early departures will not be penalized if due to service related issues mutually agreed upon between "The Hotel" and the tour operator.

**GROUP BOOKINGS:**

For group bookings outside or over the contracted allotment, which require ten (10) rooms or more per night, please contact the Sales Manager, Howard Vazquez for applicable rates, availability and conditions. You may reach the Group Sales Department at [howard.vazquez@hilton.com](mailto:howard.vazquez@hilton.com)

**CONDITIONS:**

These rates are only to be used by the wholesaler or tour operator. You are not authorized to release these rates to any other individual or entity, including but not limited to, internet booking/electronic distribution systems. The FIT rates and this Agreement are non-transferable and non-assignable, and are not to be sold in another manner without the express written consent of 'The Hotel'.

Furthermore, HILTON LOS CABOS BEACH & GOLF RESORT must be featured on your website with hotel descriptions and images equivalent to the other hotels in your program. Our Sales & Marketing Department must receive one (1) copy of any marketing materials featuring the hotel.

**PAYMENT PROCEDURES**

All reservations must be paid 48 hrs prior to day of arrival. If agency has a credit line approved by the hotel, an invoice will be emailed upon guest's departure.

The only acceptable form of payment will be as follows.

**Wire Transfer information**

**Account name:** FIDEICOMISO HLC OPERADOR  
CIB/2986

**Account number:** 8188694825

**ABA Routing number:** 026009593

**ACH:** 071 000 039

**SWIFT Code:** BOFAUS3N

**Bank name:** BANK OF AMERICA, N.A.

**Bank Address:** P.O BOX 15284 Wilmington, DE  
19850

**ACCOUNT HOLDER ADDRESS:**

900 N. Michigan Ave, Ste 940, Chicago, IL 60611

Contact:

Elizabeth Castaneda

Credit Manager

[elizabeth.castaneda@hilton.com](mailto:elizabeth.castaneda@hilton.com)

In the event of a disputed charge, the full balance will be paid to the hotel, while the disputed amount is reviewed by the Hotel. All disputed amounts must be detailed in writing, in order to promptly solve any disagreement. The Hotel will refund or credit any disputed balance proved to be in the favor of the guest. Any questions on the above policy and procedures should be directed to the Hotel Credit Manager, Elizabeth Castaneda at [elizabeth.castaneda@hilton.com](mailto:elizabeth.castaneda@hilton.com).

**UTILIZATION REVIEW**

The Hotel will review utilization of the rooms sold on a monthly basis. If the total rooms used during the period under review falls below seventy percent (70%) of the rooms originally blocked pursuant to Item II herewith, then the Hotel may at its option and upon written notice to your company at least 30 days prior to the effective date, reduce the number of rooms blocked for the balance of the year.

**ENTIRE UNDERSTANDING AND NON ASSIGNMENT OF CONTRACT:**

This agreement contains the entire understanding of both parties and supersedes any and all other prior written or oral agreement. This agreement when executed by both parties is binding and enforceable and may not be modified except by written consent of both parties. This agreement or any parts thereof may not be assigned by either party except in the event the ownership or management of the Hotel is changed. Then this agreement may be assigned to and assumed by such owners or managers.

**ACT OF FORCE MAJEURE:**

All rooms and other space which may be reserved are subject to Hotel's inability to provide such space as a result of Acts of God, acts of Government or other authorities, wars, hostilities, civil disturbances, strikes, epidemics, quarantines.

**HILTON LOS CABOS CONTACTS:**

Area	Name	Email	Phone	Fax
Sales	Howard Vazquez	<a href="mailto:Howard.vazquez@hilton.com">Howard.vazquez@hilton.com</a>	011-52-624-145-6516	011-52-624-144-0628
Reservations	Isay Gonzalez Damariz Ruiz	<a href="mailto:isay.gonzalez@hilton.com">isay.gonzalez@hilton.com</a> <a href="mailto:damariz.ruizsouza@hilton.com">damariz.ruizsouza@hilton.com</a>	011-52-624-145-6598	011-52-624-145-6560
Accounting	Elizabeth Castaneda	<a href="mailto:elizabeth.castaneda@hilton.com">elizabeth.castaneda@hilton.com</a>	011-52-624-145-6538	011-52-624-145-6539
Groups	Howard Vazquez	<a href="mailto:Howard.vazquez@hilton.com">Howard.vazquez@hilton.com</a>	011-52-624-145-6516	011-52-624-144-0628

**ACCOUNT CONTACTS:**

Please fill out the contacts and information so we can send the information to the appropriate person.

Area	Name	Email	Phone	Fax
Closeouts				
Promotions				
Reservations				

Accounting				
Agent Promotions				
Marketing				
Group Desk				

Having reviewed all Items listed from page 1 to 4; please acknowledge your agreement by signing in the space provided below.

On behalf of Hilton Los Cabos Beach & Golf Resort we thank you for your anticipated business and support, and we look forward to a prosperous business relationship!

**APPROVED BY AUTHORIZED SIGNATURE:**

For: FIDEICOMISO HLC OPERADOR CIB/2986 d.b.a. Hilton Los Cabos Beach & Golf Resort	<b>BC GOLF GUIDE</b>