

## FIT & GROUP WHOLSALE RATE AGREEMENT

### Chateau Victoria Hotel & Suites

740 Burdett Avenue  
Victoria, British Columbia, V8W 1B2  
250-361-5666  
www.chateauvictoria.com

### Chateau Victoria Hotel & Suites

Mark Paul  
740 Burdett Avenue  
Victoria, British Columbia, V8W 1B2  
mpaul@chateauvictoria.com  
250-361-5666

### BC Golf Guide

Ross Marrington  
2507640700  
ross@bcgolfguide.com  
  
Kelowna BC

The Chateau Victoria Hotel & Suites is pleased to offer the following negotiated, Preferred NET FIT Rates to your company for the 2022 calendar year:

<b>2022 DATES</b>	<b>Traditional with 1 king or 2 queens (7 days per week)</b>	<b>One Bedroom Suite with 1 king or 2 queens (7 days per week)</b>	<b>Allotment</b> Inquire directly with hotel reservations for availability
January & February	\$115	\$150	Traditional = 0 // One bedroom suite = 0
March	\$120	\$157	Traditional = 0 // One bedroom suite = 0
April	\$128	\$157	Traditional = 0 // One bedroom suite = 0
May	\$140	\$219	Traditional = 0 // One bedroom suite = 0
June, July & August	\$189	\$307	Traditional = 0 // One bedroom suite = 0
September	\$160	\$269	Traditional = 0 // One bedroom suite = 0
October	\$125	\$201	Traditional = 0 // One bedroom suite = 0
November & December	\$109	\$175	Traditional = 0 // One bedroom suite = 0



**FIT Room Allotment:** Historical and anticipated volume is reflected in the allotment. Please inquire directly with hotel reservations for availability.

**FIT RATES:**

- Rates are based upon Single or Double Occupancy and are **net non-commissionable**.
- **Extra person fees are \$15.00 per person to a maximum of four people per room.**
- **Rates are Non- Last Room Available (NLRA).**
  - When the hotel is at 90% occupancy, the FIT rate will not be available at 30 days prior to arrival.
  - Rates not available during blackout dates.
- Rates listed above do not include our standard Hotel Taxes and Tourism Fees.
- Rates are subject to room type availability.
- Rates are applicable for leisure and business travel for BC Golf Guide employees and customers.
- Rates may not be applicable for groups of 10 rooms or more.

**Victoria, BC, Fees & taxes:**

Destination Marketing Fees (DMF = 1% of room rate)

Provincial Sales Tax & Municipal tax (PST = 11% of room rate & DMF)

Goods & Service Tax (GST = 5% of room rate plus DMF)

Total fees & taxes = 17.16%

**TAXES & FEES ARE SUBJECT TO CHANGE.**

**CONCESSIONS:**

- Complimentary WiFi in guest rooms and public areas.
- Complimentary access to pool fitness room.
- Early check in and late check out (Based on availability).
  - Check In is at 3:00 PM and Check Out is at 11:00 AM
- 48 hour cancellation ( individual rooms only).

**Meal Prices:**

Breakfast: A full hot breakfast can be added to the rates above for a set, all inclusive price of **\$32.00/ person.**

Dinner: A plated full 3-course dinner may be added for a set, all inclusive price of **\$69.00/ person.**

Child prices at 50% for 11 years and under.

Vouchers are required when booking FIT rooms with meals. Please provide samples at the start of the season.

Meal prices and menu selections are subject to change up to six months prior to arrival.

**Family Plan:**

Children 18 years old and under may stay at no extra charge in their parents' room (excluding meals) in room categories accommodating more than 2 persons. Where two rooms are required to accommodate a family, the contracted rate will be charged for each room (plus meals and service charges where applicable)

**Pet Fees:**

Dogs are permitted on certain floors when notice is given at the time of making the reservation. A fee of \$25.00 per dog, per day, plus tax will be charged directly to the guest. Cats are not permitted. Fees are subject to change with notice.

**Parking:**

Individuals requiring parking will be charged \$15.00 per night plus GST. Unless stated otherwise on the

reservation, the hotel will charge and collect payment from the customer directly at check-in for parking. On-site bus parking is not available.

All BC Golf Guide reservation requests should be sent by email to:

FIT Reservations: (nine rooms or less) Kristyna Sztybel T: 250-361-5656 E: <a href="mailto:reservations@chateauvictoria.com">reservations@chateauvictoria.com</a>	
---	--

As FIT rates are based on a written business to business agreement, they are not quoted at the time of reserving, and will not be applied by the hotel on confirmation communication. FIT agreements are renewed on a yearly basis. There is no allotment or rates confirmed beyond the dates stated in this agreement.

**RESERVATIONS:**

- BC Golf Guide will pay by Virtual Credit card for Room & tax and any pre-arranged meals.
- Incidental charges will be paid by the individual.
- Failure to cancel by 4:00 PM, 2 days prior to check in will result in a charge of the first night’s room & tax.
- Early departure fee: Traveler has up until and including check-in to change departure without a penalty.

**RATE INFORMATION:**

The hotel agrees to not disclose the net rates to travellers who stay at the hotel. Employee of BC Golf Guide will have access to FIT rates on request but room and tax will still be handled in the same way they are with customers of BC Golf Guide . There is no minimum production requirement. The hotel agrees to extend this FIT rate based on an estimated annual production agreed at the time of contracting. Room night volume will be reviewed annually prior to setting the following year rates.

**BLACKOUT DATES:**

Blackout dates are subject to change and Chateau Victoria Hotel & Suites has the option to add additional blackout dates. When the hotel reaches 90% occupancy, the hotel offers to your company, an up to 15% discount off the best available rate. Please ask Sales Manager for details. (Minimum stay restriction may apply to certain dates.)

**Prepayment:**

1. Pre-payment: Prepayment is required in full 14 days prior to arrival date. In the event that prepayment is not received, full payment will be requested from the guest/escort at the time of arrival. Electronic transfer of funds is the preferred method of payment using the following bank information for Angel Star Holdings Ltd:

RBC Royal Bank, Main Branch, 1079 Douglas St. Victoria, V8W 2C5

Transit number: 08000

Bank Code: 003

Account Number: 1085257

Swift Code: ROYCCAT2

Routing/ABA: 0210 000 21

Please email [accounting@chateauvictoria.com](mailto:accounting@chateauvictoria.com) to communicate completion of any e-transfers.

2. Credit Card Payment: The hotel has a \$10,000 limit on all charges to credit cards. Electronic transfer of funds or written cheque for pre-paid fees over the \$10,000 limit will be required.

**Prepayment:**

1. Pre-payment: Prepayment is required in full 14 days prior to arrival date. In the event that prepayment is not received, full payment will be requested from the guest/escort at the time of arrival. Electronic transfer of funds is the preferred method of payment using the following bank information for Angel Star Holdings Ltd:

RBC Royal Bank, Main Branch, 1079 Douglas St. Victoria, V8W 2C5

Transit number: 08000

Bank Code: 003

Account Number: 1085257

Swift Code: ROYCCAT2

Routing/ABA: 0210 000 21

Please email [accounting@chateauvictoria.com](mailto:accounting@chateauvictoria.com) to communicate completion of any e-transfers.

2. Credit Card Payment: The hotel has a \$10,000 limit on all charges to credit cards. Electronic transfer of funds or written cheque for pre-paid fees over the \$10,000 limit will be required.

**Billing:**

1. Billing: BC Golf Guide agrees to pay all invoice statements within 30 days after billing date. Accounts not paid within 30 days of the date of invoice will be charged interest in the amount of 2.25% per month, and billing privileges will be suspended by Chateau Victoria. Credit cards may not be used to net 30 day billing accounts.
2. Payment Electronic transfer of funds is the preferred method of payment using the following bank information for Angel Star Holdings Ltd:

RBC Royal Bank, Main Branch, 1079 Douglas St. Victoria, V8W 2C5

Transit number: 08000

Bank Code: 003

Account Number: 1085257

Swift Code: ROYCCAT2

Routing/ABA: 0210 000 21

Please email [accounting@chateauvictoria.com](mailto:accounting@chateauvictoria.com) to communicate completion of any e-transfers.

3. Credit Card Payment: The Chateau Victoria cannot accept Credit Cards to cover net 30 invoices.

**Photo Identification Required:**

Upon check in at the Chateau Victoria, all guests will be asked to present photo identification if no Credit Card

is left for incidentals. This is now standard hotel industry practice that helps increase security for all. Please ensure your guests are aware of this policy.

**Pledge Relocate Policy:**

In the event the Hotel does not honour all guaranteed reservations to the Tour Operator, the Hotel shall secure comparable accommodations and provide transportation to/from such accommodation, if needed.

This shall apply to each day (two nights maximum) during which rooms are not provided and guests must be housed elsewhere. The Tour Operator will only be responsible to the Chateau Victoria for the rooms and services noted in this agreement.

**Force Majeure:**

If the Agreement becomes impossible to perform by either party due to acts of God, war, Covid 19, government regulations, disaster, strikes, civil disorder, curtailment of transportation facilities, or other emergencies making it illegal or impossible to provide the rooms, the Party affected shall notify the other Party immediately and the non-performing Party shall be excused from any further performance of its obligations (other than non-payment of monies) for the duration of such event provided that the reason for said termination is in effect in Victoria or the immediate surrounding area.

**Termination:**

If either party materially breaches the Contract, the other party may terminate the Contract on 30 days written notice, provided that the party at fault will have had 15 days to cure such breach, after having received written notice to do so.

**Indemnity:**

The Tour Operator shall indemnify and hold the The Chateau Victoria and any of its parents, subsidiaries, affiliates, officers, directors, employees, agents and representatives forever harmless from, and against, any and all personal injury, property damage, loss, liability or claim of liability, expenses, fines and penalties including reasonable legal fees caused by: a) a material breach of this Agreement by Travel Company, its agents, employees or representatives, or b) any negligent act, error or omission by Travel Company, its agents, employees or representatives.

The Chateau Victoria shall indemnify and hold The Tour Operator and any of its parents, subsidiaries, affiliates, officers, directors, employees, agents and representatives forever harmless from, and against, any and all personal injury, property damage, loss, liability or claim of liability including reasonable legal fees caused by: a) any material breach of the Agreement by Hotel, its agents, employees or representatives, or b) any negligent act, error or omission by Hotel, its agents, employees or representatives. This indemnification provision shall survive the termination or expiration of the Agreement.

Thank you for your interest in the Chateau Victoria Hotel & Suites. On behalf of the Management and Staff, we are pleased to be a partner hotel for your company. Your travelers will appreciate your selection of our property as our goal is to always exceed expectations with our personalized service. With our convenient location and amenities customized for our leisure travellers, we will ensure your guests have a wonderful and memorable stay. We are looking forward to welcoming your guests.

The Hotel will initiate the Preferred FIT rates and Group Rates after return receipt and acceptance with signature of this agreement. Please e-sign or email a signed copy of this agreement to my attention at mpaul@chateauvictoria.com. We are confident that BC Golf Guide and Chateau Victoria Hotel & Suites will make great partners. By signing you agree to rates and terms of this agreement.

---

**ACCEPTED AND AGREED TO:**

**Client Signature**

I agree to the terms and conditions of this contract.

Ross                      MArrington                      Sep 22, 2021

*Ross Marrington*

**Hotel Signature**

I agree to the terms and conditions of this contract.

First name	Last name	Date
Signature		