

**SOLMAR HOTELS & RESORT**

Ave. Solmar No. 1, Col Centro
Cabo San Lucas, B.C.S. 23450
Phone: 011 52 (624)145-7575
E-mail: reservations2@solmar.com
Web site: www.solmar.com

BCgolfguide.com, Inc

Contact: Ross Marrington
304 – 1967 Underhill Street
Kelowna BC
V1X 8C9
Phone: +1 877-223-7226
Email: ross@bcgolfguide.com

**CONFIDENTIAL WHOLESALE AND TOUR OPERATOR
CONTRACT FOR THE YEAR 2021-2022**

This contract is entered into by and between **Solmar Hotels & Resorts (Centro de Promociones Los Cabos San Lucas, S.A. de C.V., Playa Grande del Cabo San Lucas, S.A. de C.V.** a Mexican Corporation, with its address at Av. Solmar # 1, Col Centro, Cabo San Lucas, Baja California Sur 23450, México and **BCgolfguide.com, Inc**

Solmar Hotels & Resorts owns the rights to the sale of certain allotments of hotel rooms in the following hotel(s) and resorts categorized as, officially known as and rated as:

1. HOTEL CATEGORIES**RESORTS:**

Grand Solmar Land's End Resort & Spa	(Luxury Class)
Grand Solmar at Rancho San Lucas Resort, Golf & Spa	(Luxury Class)
Playa Grande Resort & Grand Spa	(Five Stars/Four Diamonds AAA)

IF THIS CONTRACT IS NOT SIGNED AND RETURNED TO SOLMAR BY THE TOUR OPERATOR WITHIN THIRTY (30) DAYS OF REQUESTING THE ROOM ALLOTMENT, RACK RATES OR PUBLIC RATES WILL BE APPLIED TO ITS CLIENTS AND THE TERMS AND CONDITIONS OF THIS CONTRACT WILL BE NULL AND VOID



Grand Solmar Land's End Resort & Spa - All Inclusive Net Rates | Rates per person per night – 2021- 2022

Effective Dates	Room Category	Net Rates				Kids 5-11 years old	Allot	Cut Off
		Sgl	Dbl	Tpl	Qpl			
Oct 1-Dec 23, 2021	Grand Studio Suite	\$796.00	\$398.00	\$305.00	N/A	\$50.00	4	Free Sell
	Grand 1BR Master Suite	\$970.00	\$485.00	\$363.00	\$302.00	\$50.00	3	Free Sell
Dec 24, 2021 - Jan 04, 2022	Grand Studio Suite	\$1,058.00	\$529.00	\$399.00	N/A	\$50.00	4	Free Sell
	Grand 1BR Master Suite	\$1,292.00	\$646.00	\$477.00	\$392.00	\$50.00	3	Free Sell
Jan 5- Jan 31, 2022	Grand Studio Suite	\$834.00	\$417.00	\$318.00	N/A	\$50.00	4	Free Sell
	Grand 1BR Master Suite	\$944.00	\$472.00	\$354.00	\$295.00	\$50.00	3	Free Sell
Feb 1- Feb 28, 2022	Grand Studio Suite	\$860.00	\$430.00	\$327.00	N/A	\$50.00	4	Free Sell
	Grand 1BR Master Suite	\$1,066.00	\$533.00	\$395.00	\$326.00	\$50.00	3	Free Sell
Mar 1- Apr 15, 2022	Grand Studio Suite	\$796.00	\$398.00	\$306.00	N/A	\$50.00	4	Free Sell
	Grand 1BR Master Suite	\$914.00	\$457.00	\$344.00	\$288.00	\$50.00	3	Free Sell
Apr 16-Aug 18, 2022	Grand Studio Suite	\$736.00	\$368.00	\$285.00	N/A	\$50.00	4	Free Sell
	Grand 1BR Master Suite	\$846.00	\$423.00	\$327.00	\$275.00	\$50.00	3	Free Sell
Aug 19-Sep 30, 2022	Grand Studio Suite	\$626.00	\$313.00	\$255.00	N/A	\$50.00	4	Free Sell
	Grand 1BR Master Suite	\$730.00	\$365.00	\$289.00	\$252.00	\$50.00	3	Free Sell
Oct 1-Dec 23, 2022	Grand Studio Suite	\$796.00	\$398.00	\$305.00	N/A	\$50.00	4	Free Sell
	Grand 1BR Master Suite	\$970.00	\$485.00	\$363.00	\$302.00	\$50.00	3	Free Sell
Dec 24, 2022 - Jan 04, 2023	Grand Studio Suite	\$1,058.00	\$529.00	\$399.00	N/A	\$50.00	4	Free Sell
	Grand 1BR Master Suite	\$1,292.00	\$646.00	\$477.00	\$392.00	\$50.00	3	Free Sell

Note: Kids 0-4 years old are free sharing rooms with their parents

RATES & TAXES: Net Rates are in AI Plan basis, non-commissionable and quoted in US Dollars per person, per night. Applicable taxes **included** currently at **16% FEDERAL, 3 % RM TAX & 10% SERVICE CHARGE**. All taxes are subject to change. The hotel shall provide the Tour Operator with reasonable advance written notice of such change in order to revise accordingly for futures reservations. If by government instructions tax changes, it would be the responsibility of the Tour Operator to re-adjust and collect difference for any future reservation affected by such change.



All Inclusive Rates Include:

- ✓ Breakfast, lunch and dinner at all restaurants and bars at Grand Solmar Land's End.
- ✓ Theme nights at Grand Solmar Land's End.
- ✓ Domestic and International drinks.
- ✓ 50% discount on In Villa Dining at Grand Solmar Land's End.
- ✓ 40% discount on New Year's Eve special event.
- ✓ Kids Club at Grand Solmar Lands' End.
- ✓ 10% discount on phone calls at Grand Solmar Land's End.
- ✓ Special price on whole Lobster \$14.99 usd/pound
- ✓ Special price Suff & Turf with Lobster \$9.99 usd/ pound.
- ✓ Children up to 4 years old are free.
- ✓ Kids 5-11 years \$50 usd per day.

Not included in All Inclusive rate:

- ✓ Deli Café, Mini Market & coffee corner
- ✓ Haagen Dazs products.
- ✓ Chef \$ Service staff at your villa / Room Service.
- ✓ Laundry service.
- ✓ Spa Service and Beauty Parlor.
- ✓ Solmar Resort, Playa Grande Resort and external restaurants are not included.
- ✓ Evian bottled water, coffee bags and honor bar in your suite.
- ✓ Premium Wine by the glass.
- ✓ Prime Steaks and Kobe beef.
- ✓ Selected brands.
- ✓ Recreational activities at the Kids Club (ceramic class, Tie dye, Kids night out and cooking class).



GRAND SOLMAR LAND'S END RESORT & SPA - 2021-2022 -

EFFECTIVE DATES	ROOM CATEGORY	NET RATE	ALLOT	CUT OFF	MAX OCCUPANCY
Oct 01-Dec 23, 2021	Grand Studio Suite	\$435.00	4	FREE	3 people
	Grand 1BR Master Suite	\$565.00	3	FREE	4 people
Dec 24 2021-Jan 4, 2022	Grand Studio Suite	\$524.00	4	FREE	3 people
	Grand 1BR Master Suite	\$681.00	3	FREE	4 people
Jan 05-Jan 31, 2022	Grand Studio Suite	\$399.00	4	FREE	3 people
	Grand 1BR Master Suite	\$518.00	3	FREE	4 people
Feb 1-Feb 28, 2022	Grand Studio Suite	\$462.00	4	FREE	3 people
	Grand 1BR Master Suite	\$600.00	3	FREE	4 people
Mar 01- Apr 15, 2022	Grand Studio Suite	\$419.00	4	FREE	3 people
	Grand 1BR Master Suite	\$544.00	3	FREE	4 people
Apr 16- Aug 18, 2022	Grand Studio Suite	\$380.00	4	FREE	3 people
	Grand 1BR Master Suite	\$494.00	3	FREE	4 people
Aug 19-Sep 30, 2022	Grand Studio Suite	\$279.00	4	FREE	3 people
	Grand 1BR Master Suite	\$363.00	3	FREE	4 people
Oct 01-Dec 23, 2022	Grand Studio Suite	\$435.00	4	FREE	3 people
	Grand 1BR Master Suite	\$565.00	3	FREE	4 people
Dec 24 2022-Jan 4, 2023	Grand Studio Suite	\$524.00	4	FREE	3 people
	Grand 1BR Master Suite	\$681.00	3	FREE	4 people

RATES & TAXES: Net Rates are in EP Plan basis, non-commissionable and quoted in US Dollars per room, per night. Applicable taxes not included currently at **16% FEDERAL, 3 % RM TAX & 10% SERVICE CHARGE**. All taxes are subject to change. The hotel shall provide Tour Operator with reasonable advance written notice of such change in order to revise accordingly for futures reservations. If by government instructions tax changes, it would be the responsibility of the Tour Operator to re-adjust and collect difference for any future reservation affected by such change.

Reservations made prior to the tax change shall not be subject to any additional taxes by the hotel or Tour Operator, regardless of stay date.



**Grand Solmar at Rancho San Lucas Resort, Golf & Spa - All Inclusive Net Rates | Rates per person
per night – 2021- 2022**

Effective Dates	Room Category	Net Rates				Kids 5-11 years old	Allot	Cut Off
		Sgl	Dbl	Tpl	Qpl			
Oct 1-Dec 23, 2021	Grand Studio Suite	\$516.00	\$258.00	\$212.00	N/A	\$50.00	4	Free Sell
	Grand 1BR Master Suite	\$598.00	\$299.00	\$240.00	\$210.00	\$50.00	3	Free Sell
Dec 24, 2021 - Jan 04, 2022	Grand Studio Suite	\$740.00	\$370.00	\$286.00	N/A	\$50.00	4	Free Sell
	Grand 1BR Master Suite	\$852.00	\$426.00	\$324.00	\$273.00	\$50.00	3	Free Sell
Jan 5- Feb 11, 2022	Grand Studio Suite	\$628.00	\$314.00	\$249.00	N/A	\$50.00	4	Free Sell
	Grand 1BR Master Suite	\$722.00	\$361.00	\$280.00	\$240.00	\$50.00	3	Free Sell
Feb 12- Mar 31, 2022	Grand Studio Suite	\$656.00	\$328.00	\$260.00	N/A	\$50.00	4	Free Sell
	Grand 1BR Master Suite	\$754.00	\$377.00	\$291.00	\$250.00	\$50.00	3	Free Sell
Apr 1- Apr 30, 2022	Grand Studio Suite	\$540.00	\$270.00	\$220.00	N/A	\$50.00	4	Free Sell
	Grand 1BR Master Suite	\$624.00	\$312.00	\$248.00	\$216.00	\$50.00	3	Free Sell
May 01- Aug 18, 2022	Grand Studio Suite	\$496.00	\$248.00	\$206.00	N/A	\$50.00	4	Free Sell
	Grand 1BR Master Suite	\$572.00	\$286.00	\$231.00	\$203.00	\$50.00	3	Free Sell
Aug 19-Sep 30, 2022	Grand Studio Suite	\$478.00	\$239.00	\$200.00	N/A	\$50.00	4	Free Sell
	Grand 1BR Master Suite	\$550.00	\$275.00	\$223.00	\$197.00	\$50.00	3	Free Sell
Oct 1-Dec 23, 2022	Grand Studio Suite	\$540.00	\$270.00	\$220.00	N/A	\$50.00	4	Free Sell
	Grand 1BR Master Suite	\$624.00	\$312.00	\$248.00	\$216.00	\$50.00	3	Free Sell
Dec 24, 2022 - Jan 04, 2023	Grand Studio Suite	\$740.00	\$370.00	\$286.00	N/A	\$50.00	4	Free Sell
	Grand 1BR Master Suite	\$852.00	\$426.00	\$324.00	\$273.00	\$50.00	3	Free Sell

Note: Kids 0-4 years old are free sharing rooms with their parents

RATES & TAXES: Net Rates are in AI Plan basis, non-commissionable and quoted in US Dollars per person, per night. Applicable taxes **included** currently at **16% FEDERAL, 3 % RM TAX & 10% SERVICE CHARGE**. All taxes are subject to change. The hotel shall provide the Tour Operator with reasonable advance written notice of such change in order to revise accordingly for futures reservations. If by government instructions tax changes, it would be the responsibility of the Tour Operator to re-adjust and collect difference for any future reservation affected by such change. A minimum two night is required.



All Inclusive Rates Include:

- ✓ Breakfast, lunch and dinner at all restaurants and bars at Grand Solmar at Rancho San Lucas (dinner reservations required).
- ✓ Theme nights at Grand Solmar at Rancho San Lucas.
- ✓ Domestic and International drinks.
- ✓ Special price on whole Lobster \$14.99 usd/pound
- ✓ Special price Suff & Turf with Lobster \$9.99 usd/ pound.
- ✓ Kids Club at Grand Solmar at Rancho San Lucas.
- ✓ Kids 5 to 11 yrs old \$50 usd per day.
- ✓ Tips & taxes.

Additional Benefits:

- ✓ 50% discount on In Villa Dining at Grand Solmar at Rancho San Lucas.
- ✓ 40% discount on New Year's Eve special event.
- ✓ Complementary Kids Club.
- ✓ 10% discount on phone calls at Grand Solmar at Rancho San Lucas.
- ✓ Children up to 4 years old are free.

Not included in All Inclusive rate:

- ✓ Deli Café, Mini Market & coffee corner at Grand Solmar at rancho San Lucas.
- ✓ Haagen Dazs products.
- ✓ Chef \$ Service staff at your villa / Room Service.
- ✓ Laundry service.
- ✓ Spa Service and Beauty salon.
- ✓ Evian bottled water, coffee bags and honor bar in your suite.
- ✓ Premium Wine by the glass.
- ✓ Prime Steaks, Kobe beef and Snake River farm.
- ✓ Orders to go from restaurants and bars.
- ✓ Drinks & classes at the gym
- ✓ Recreational activities at the Kids Club (ceramic class, Tie dye, Kids night out and cooking class).
- ✓ Balinese lagoon deck (ask for special promotions/reservations required).
- ✓ Warrior race, Mountain bike tour, Kayaks and paddle.



GRAND SOLMAR AT RANCHO SAN LUCAS RESORT, GOLF & SPA - 2021- 2022

EFFECTIVE DATES	ROOM CATEGORY	NET RATE	ALLOT	CUT OFF	MAX OCCUPANCY
Oct 01-Dec 23,2021	Grand Studio Suite	\$222.00	2	FREE	3 people
	Grand 1BR Master Suite	\$288.00	2	FREE	4 people
Dec 24 2021-Jan 4, 2022	Grand Studio Suite	\$419.00	2	FREE	3 people
	Grand 1BR Master Suite	\$545.00	2	FREE	4 people
Jan 05- Feb 11, 2022	Grand Studio Suite	\$345.00	2	FREE	3 people
	Grand 1BR Master Suite	\$448.00	2	FREE	4 people
Feb 12- Mar 31, 2022	Grand Studio Suite	\$363.00	2	FREE	3 people
	Grand 1BR Master Suite	\$472.00	2	FREE	4 people
Apr 01- Apr 30, 2022	Grand Studio Suite	\$285.00	2	FREE	3 people
	Grand 1BR Master Suite	\$371.00	2	FREE	4 people
May 01-Aug 18, 2022	Grand Studio Suite	\$199.00	2	FREE	3 people
	Grand 1BR Master Suite	\$258.00	2	FREE	4 people
Aug 19-Sep 30, 2022	Grand Studio Suite	\$185.00	2	FREE	3 people
	Grand 1BR Master Suite	\$240.00	2	FREE	4 people
Oct 01-Dec 23,2022	Grand Studio Suite	\$222.00	2	FREE	3 people
	Grand 1BR Master Suite	\$288.00	2	FREE	4 people
Dec 24 2022-Jan 4, 2023	Grand Studio Suite	\$419.00	2	FREE	3 people
	Grand 1BR Master Suite	\$545.00	2	FREE	4 people

RATES & TAXES: Net Rates are in EP Plan basis, non-commissionable and quoted in US Dollars per room, per night. Applicable taxes not included currently at **16% FEDERAL, 3 % RM TAX & 10% SERVICE CHARGE**. All taxes are subject to change. The hotel shall provide Tour Operator with reasonable advance written notice of such change in order to revise accordingly for futures reservations. If by government instructions tax changes, it would be the responsibility of the Tour Operator to re-adjust and collect difference for any future reservation affected by such change.

Reservations made prior to the tax change shall not be subject to any additional taxes by the hotel or Tour Operator, regardless of stay.



Playa Grande Resort & Grand Spa - All Inclusive Net Rates | Rates per person per night – 2021-2022

Effective Dates	Room Category	Net Rates				QUIN	SEXT	Kids 5-11 years old
		Sgl	Dbl	Tpl	Qpl			
Oct 1- Dec 23, 2021	Deluxe Jr. Suite	\$368.00	\$184.00	\$152.00	N/A	N/A	N/A	\$48.00
	1 BR Luxury Suite	\$408.00	\$204.00	\$165.00	\$145.00	N/A	N/A	\$48.00
	2 BR Presidential	\$714.00	\$357.00	\$267.00	\$222.00	\$195.00	\$177.00	\$48.00
Dec 24, 2021 - Jan 04, 2022	Deluxe Jr. Suite	\$444.00	\$222.00	\$179.00	N/A	N/A	N/A	\$48.00
	1 BR Luxury Suite	\$496.00	\$248.00	\$196.00	\$170.00	N/A	N/A	\$48.00
	2 BR Presidential	\$978.00	\$489.00	\$357.00	\$292.00	\$252.00	\$226.00	\$48.00
Jan 5- Feb 11, 2022	Deluxe Jr. Suite	\$368.00	\$184.00	\$152.00	N/A	N/A	N/A	\$48.00
	1 BR Luxury Suite	\$408.00	\$204.00	\$165.00	\$145.00	N/A	N/A	\$48.00
	2 BR Presidential	\$714.00	\$357.00	\$267.00	\$222.00	\$195.00	\$177.00	\$48.00
Feb 12- Mar 31, 2022	Deluxe Jr. Suite	\$394.00	\$197.00	\$162.00	N/A	N/A	N/A	\$48.00
	1 BR Luxury Suite	\$438.00	\$219.00	\$175.00	\$154.00	N/A	N/A	\$48.00
	2 BR Presidential	\$782.00	\$391.00	\$290.00	\$239.00	\$209.00	\$189.00	\$48.00
Apr 01- Apr 30, 2022	Deluxe Jr. Suite	\$388.00	\$194.00	\$159.00	N/A	N/A	N/A	\$48.00
	1 BR Luxury Suite	\$430.00	\$215.00	\$172.00	\$151.00	N/A	N/A	\$48.00
	2 BR Presidential	\$766.00	\$383.00	\$284.00	\$234.00	\$205.00	\$185.00	\$48.00
May 01-Aug 18, 2022	Deluxe Jr. Suite	\$334.00	\$167.00	\$140.00	N/A	N/A	N/A	\$48.00
	1 BR Luxury Suite	\$366.00	\$183.00	\$151.00	\$136.00	N/A	N/A	\$48.00
	2 BR Presidential	\$616.00	\$308.00	\$235.00	\$198.00	\$175.00	\$161.00	\$48.00
Aug 19- Sep 30, 2022	Deluxe Jr. Suite	\$326.00	\$163.00	\$138.00	N/A	N/A	N/A	\$48.00
	1 BR Luxury Suite	\$356.00	\$178.00	\$148.00	\$133.00	N/A	N/A	\$48.00
	2 BR Presidential	\$596.00	\$298.00	\$228.00	\$193.00	\$171.00	\$157.00	\$48.00
Oct 1- Dec 23, 2022	Deluxe Jr. Suite	\$368.00	\$184.00	\$152.00	N/A	N/A	N/A	\$48.00
	1 BR Luxury Suite	\$408.00	\$204.00	\$165.00	\$145.00	N/A	N/A	\$48.00
	2 BR Presidential	\$714.00	\$357.00	\$267.00	\$222.00	\$195.00	\$177.00	\$48.00
Dec 24, 2022 - Jan 04, 2023	Deluxe Jr. Suite	\$444.00	\$222.00	\$179.00	N/A	N/A	N/A	\$48.00
	1 BR Luxury Suite	\$496.00	\$248.00	\$196.00	\$170.00	N/A	N/A	\$48.00
	2 BR Presidential	\$978.00	\$489.00	\$357.00	\$292.00	\$252.00	\$226.00	\$48.00

Note: Kids 0-4 years old are free sharing rooms with their parents

RATES & TAXES: Net Rates are in All Plan basis, non-commissionable and quoted in US Dollars per person, per night. Applicable taxes included currently at **16% FEDERAL, 3 % RM TAX & 10% SERVICE CHARGE**. All taxes are subject to change. The hotel shall provide the Tour Operator with reasonable advance written notice of such change in order to revise accordingly for futures reservations. If by



government instructions tax changes, it would be the responsibility of the Tour Operator to re-adjust and collect difference for any future reservation affected by such change.

All Inclusive Rate Include:

- ✓ Breakfast, lunch and dinner at Playa Grande Resort and The Ridge's restaurants and bars.
- ✓ Mexican party and Beach party.
- ✓ Domestic and International drinks.
- ✓ 50% off in Suite Dining.
- ✓ 40% off in New Year's Eve special event.
- ✓ Kids club (5yrs-12 yrs old).
- ✓ Wireless internet access.
- ✓ Use of fitness center, mini-golf and tennis courts.
- ✓ Taxes and Tips.

Not included in the rates:

- ✓ Telephone calls
- ✓ Room service, Mini Market (Deli)
- ✓ Laundry service
- ✓ Spa service



PLAYA GRANDE RESORT & GRAND SPA – 2021-2022 -

EFFECTIVE DATES	ROOM CATEGORY	NET RATE	ALLOT	CUT OFF	MAX OCCUPANCY
Oct 01-Dec 23, 2021	Deluxe Junior Suite	\$150.00	4	FREE	3 people
	1 BR Luxury Suite	\$180.00	3	FREE	4 people
	2 BR Presidential	\$420.00	On request	7 Days	6 people
Dec 24, 2021 - Jan 04, 2022	Deluxe Junior Suite	\$218.00	4	FREE	3 people
	1 BR Luxury Suite	\$262.00	3	FREE	4 people
	2 BR Presidential	\$613.00	On request	7 Days	6 people
Jan 05- Feb 11, 2022	Deluxe Junior Suite	\$155.00	4	FREE	3 people
	1 BR Luxury Suite	\$186.00	3	FREE	4 people
	2 BR Presidential	\$435.00	On request	7 Days	6 people
Feb 12- Mar 31, 2022	Deluxe Junior Suite	\$174.00	4	FREE	3 people
	1 BR Luxury Suite	\$209.00	3	FREE	4 people
	2 BR Presidential	\$489.00	On request	7 Days	6 people
Apr 01- Apr 30, 2022	Deluxe Junior Suite	\$165.00	4	FREE	3 people
	1 BR Luxury Suite	\$197.00	3	FREE	4 people
	2 BR Presidential	\$460.00	On request	7 Days	6 people
May 01- Aug 18, 2022	Deluxe Junior Suite	\$124.00	4	FREE	3 people
	1 BR Luxury Suite	\$148.00	3	FREE	4 people
	2 BR Presidential	\$344.00	On request	7 Days	6 people
Aug 19- Sep 30, 2022	Deluxe Junior Suite	\$116.00	4	FREE	3 people
	1 BR Luxury Suite	\$140.00	3	FREE	4 people
	2 BR Presidential	\$328.00	On request	7 Days	6 people
Oct 01-Dec 23, 2022	Deluxe Junior Suite	\$150.00	4	FREE	3 people
	1 BR Luxury Suite	\$180.00	3	FREE	4 people
	2 BR Presidential	\$420.00	On request	7 Days	6 people
Dec 24, 2022 - Jan 04, 2023	Deluxe Junior Suite	\$218.00	4	FREE	3 people
	1 BR Luxury Suite	\$262.00	3	FREE	4 people
	2 BR Presidential	\$613.00	On request	7 Days	6 people

RATES & TAXES: Net Rates are in EP Plan basis, non-commissionable and quoted in US Dollars per room, per night. Applicable taxes not included currently at **16% FEDERAL, 3 % RM TAX & 10% SERVICE CHARGE**. All taxes are subject to change. The hotel shall provide Tour Operator with reasonable advance written notice of such change in order to revise accordingly for futures reservations. If by government instructions tax changes, it would be the responsibility of the Tour Operator to re-adjust and collect difference for any future reservation affected by such change.

Reservations made prior to the tax change shall not be subject to any additional taxes by the hotel or Tour Operator, regardless of stay date.



SALES & MARKETING CONTACT:

- ✚ Israel Gatica
Director of Sales
Ph 011 52 (624) 1457575 ext 74112
E-mail: israel.gatica@solmar.com
- ✚ Alucard Echavez
Sales Manager Tour & Travel
Ph 011 52 (624) 1457575 ext 74109
E-mail: alucard.echavez@solmar.com

RESERVATION PROCEDURE:

The wholesaler will send the reservation vouchers or written confirmation of the reservation to the Reservation Department to the following email: reservations2@solmar.com before the client's arrival date, as confirmation that the wholesaler has made one or more bookings. Our Reservation department agrees to confirm the booking to the Wholesaler as quickly as possible, according to the cutoff date established in the rate sheet of this net contract.

The reservation must clearly states the following:

1. Name of the guest(s)
2. Number of room(s)
3. Room Type
4. Date of arrival and departure
5. Name or Code of the Promotion

Reservations are subject to availability at the moment in which the reservation is made. Verbal request cannot be accepted at any time. A reservation is only considered as confirmed when the wholesaler has received confirmation from the reservation department with the corresponding reservation number, according the cutoff date.

NO SHOW CHARGE

January 5th – Dec 25th, 2021/ 2022 - one night penalty

Dec 26rd, 2021/ 2022– Jan 4th, 2022/ 2023 - Two night penalty

CANCELLATIONS

January 5th – Dec 25th, 2021/ 2022/ 72 hours - One night penalty

Dec 26rd, 2021/ 2022– Jan 4th, 2022/ 2023/ 21 days – Two night penalty

MANDATORY NO REFUND POLICY:

Early departures or late arrivals at any time will be subject to a mandatory Non-Refundable status. Exceptions, (acts of God, riots, epidemics, quarantine restrictions, war, work stoppages, strikes or government restrictions), will be evaluated at the hotel's discretion, on a per-case basis.



GROUP RATES:

NET RATES DO NOT APPLY FOR GROUPS. Groups are considered individually on their merits for terms and conditions. Advance deposits, full prepayments, cancellation & refund policies, and other conditions peculiar to groups are subject to individual stipulations; credit and promos will not apply for groups.

CHECK IN / OUT TIME :

Check in: 16:00 hours

Check out: 11:00 hours

PAYMENT PROCEDURE:

Pre-payment is required for all reservations unless billing and credit has been approved. If payment is not received prior to guest arriving or by the date indicated on the confirmation, the hotel reserves the right to cancel the reservation without notice or charge the client at rack rate upon arrival. Payments should be made payable to the correct bank account and scanned to Reservations Department reservations2@solmar.com.

Payments must be sent to the following Bank Accounts:

Grand Solmar Land's End & Grand Solmar at Rancho San Lucas

Bank Name: BBVA COMPASS

Address: 402 W. Broadway Suite 2300, San Diego, CA 92101

Account Number: 6797851580

Account Name: Centro de Promociones Los Cabos San Lucas S.A. de C.V

ABA/Routing #: 062001186

SWIFT (IBAN): CPASUS44XXX

Playa Grande Resort & Grand Spa

Bank Name: BBVA COMPASS

Address: 402 W. Broadway Suite 2300, San Diego, CA 92101

Account Number: 6797850738

Account Name: Playa Grande de Cabo San Lucas S.A. de C.V

ABA#: 062001186

SWIFT (IBAN): CPASUS44XXX

****Please make sure to include all bank fees.**

For payments made with VCC, the complete VCC information should be included at the moment of the booking and charges will be processed at the time of check in. If VCC information is not received prior to the guest's arrival date the hotel reserves the right to cancel the reservation without notice or charge the client directly at check in.



MUTUAL OBLIGATIONS

- A. The Hotel shall reserve the accommodations described in this agreement, which forms a part hereof for the exclusive use of The Wholesaler, subject only to the release agreements described in this agreement.
- B. The Hotel shall properly maintain and keep in good working order all facilities and rooms, including, but not limited to hot and cold water, supplies, bath, W.C. and shower.
- C. The Hotel shall provide daily maid service, to clean client's rooms and to change all linens in client's rooms as required.
- D. Hotel discourages Spring break and multiple student reservation. The Hotel reserves the right to deny lodging to any reservations of this type. The Wholesaler hereby acknowledges this policy.
- E. The Hotel agrees that if it is impossible to provide the agreed accommodation, for whatever reason, it will arrange alternative accommodations in a similar establishment of a comparable or superior nature and that any additional cost incurred for such alternative accommodation shall be paid by the Hotel.
- F. The Hotel shall notify The Wholesaler within 14 days of any major changes in the operation of the resort, such as new ownership, new construction, renovation, closing of facilities and physical plant and suspension of services, so that The Wholesaler's clients can be advised accordingly.
- G. The Hotel shall promptly deal with any complaints from clients concerning service, accommodation or facilities at The Hotel.
- H. In the event the Wholesaler's client staying at The Hotel is unreasonably problematic, and/or is an extreme nuisance to The Hotel staff or other guests staying at The Hotel, The Hotel at its option shall have the right to eject said client from its premises. In such circumstances, The Wholesaler shall assist The Hotel relocating said client to another hotel or make other arrangements as the situation dictates.
- I. For up to 90 minutes per day, The Hotel shall provide The Wholesaler with a public meeting area in order that The Wholesaler may conduct its briefings, customer relations and other pertinent business with its clients. The Wholesaler may not solicit, sell or offer any service, tour or product to any Hotel guest in the public areas of The Hotel including lobbies, restaurants, and pool areas or in guest's rooms.
- J. The wholesaler will not discount any amount of the invoice for cooperative/promotional agreements unless there is written pre-authorization by the Managing Director of Solmar Hotel & Resorts. In Case there is an approval for the adjustment, copy of the authorization must be attached to your payment.
- K. Under no circumstances shall The Hotel be liable nor indemnify any party for any claim where the injury, loss or damage was a result of a guest / client's impaired conduct while under the influence of alcohol, drugs or negligence
- L. The hotel, beside the standard hotel operations (rooms, accommodation, F&B, SPA, Sport facilities etc), operates a vacations ownership program
- M. The Hotel agrees to maintain in effect during the term of this contract, comprehensive general liability insurance, for no less than \$1,000,000 US, covering The Hotel's liability for injury, loss and damage to persons and property imposed by Mexican law.
- N. Nothing herein contained shall be construed to create a partnership, joint venture or other relationship other than providing accommodation to The Wholesaler by The Hotel. This agreement does not authorize The Wholesaler or The Hotel to act as agents for the other.
- O. Before wholesaler uses any brochure, video or other marketing materials representing the hotels, wholesaler agrees to have such marketing materials approved in writing by Solmar Hotels & Resorts.
- P. This agreement shall inure to the benefit of and shall be binding upon the parties hereto and their respective successors and assigns.
- Q. Time is of the essence of this agreement.
- R. This agreement shall be construed and enforced in accordance with and the laws of México shall govern the rights of the parties.
- S. This agreement constitutes the entire agreement between the parties, and there are no representatives, warrantees, covenants or conditions whatsoever between the parties other than as set forth specifically in this agreement.



ACCOMMODATIONS:

Grand Solmar Land's End Resort & Spa

Grand Studio Suite:

Superbly appointed suites that offer amazing ocean views in addition to fully equipped kitchens with marble wet bar, separate sitting area, marble bathroom with tub, marble floors, luxury amenities and private terraces. The Studio suite is perfect for three adults or two adults and a child. One King Bed and Queen Murphy bed, Flat screen satellite TV, Air Conditioning, separate sitting area, wireless & Plug-in internet access, Daily maid & nightly turndown service. 737 Square feet.

Grand 1BR Master Suite:

The Perfect combination of space and privacy. There's no better way to describe these elegant suites overlooking the Pacific Ocean. Each unit features a fully equipped kitchen with marble wet bar, living room, dining room, two bathrooms with marble counters and floors, walk-in closet, and private terrace. The Master Suite easily accommodates four adults. One King bed and a Queen Murphy bed, flat screen satellite TV, Air Conditioning, separate sitting area, wireless & plug-in Internet access, Daily maid & nightly turndown service. 1248 Square Feet.

Grand Solmar at Rancho San Lucas Resort, Golf & Spa

Grand Studio Suite:

These superbly appointed suites afford unmatched ocean views in an ultra-luxurious setting. With one King bed, up to three guests can enjoy all the comfort these 613 sq. feet units offer.

Grand 1BR Master Suite:

These units offer the perfect combination of space and privacy in the form of 925 sq. feet. These suites accommodate up to four guests and includes an additional bedroom and two bathrooms, living room, dining room and walk-in closet

Playa Grande Resort & Grand Spa:

Deluxe Junior Suite:

Deluxe Junior Suite Studio has one king bed, kitchenette, queen size sofa sleeper, full bath with tub, private balcony or terrace, coffee maker, direct dial phone and parking. 633.02 Square feet.

One Bedroom Luxury Suite:

Large one bedroom suite with one king bed, two full marble baths, queen size sofa sleeper, Murphy bed in living room, closet safe, private balcony or terrace, air conditioning, iron and ironing board, satellite TV, direct dial phone, modern kitchen with all necessary utensils. 850.02 Square feet.

2 Bedroom Presidential Suite:


Two bedroom Presidential with well equipped kitchen with electric stove, microwave, fridge, blender, toaster and coffee maker. Dining room, living room, and 3 bathrooms. Bathroom main room with Jacuzzi, main room king size bed, guests room with 2 twin beds, a twin Murphy bed. Safety box, iron, iron board, hair drier in each bathroom, radio-alarm clock, terrace in dining room, balconies in rooms. 1553.23 square feet-



DISCLAIMER

- 1) The Hotel shall not be liable to The Wholesaler for its inability to provide accommodation in the event of acts of God, riots, epidemics, quarantine restrictions, war, work stoppages, strikes or government restrictions.
- 2) The Wholesaler shall not be liable to The Hotel for payment of rooms if arrivals of clients by aircraft are canceled or delayed by extreme weather conditions, aircraft operational difficulties, aircraft accidents, acts of God, riots, epidemics, quarantine restrictions, war, work stoppages, strikes or government restrictions.
- 3) Each party agrees to indemnify and hold harmless the other party, its servants and agents from and against all claims, including demands, suits, actions and causes of actions, and legal costs incurred in resisting the same, made or brought by or on behalf of any person whatsoever (including persons who are servants or agents of either of the parties) for injury, including injury, resulting in death, loss or damage to the extent that the same are based on or arise out of acts or omissions of the indemnifying party, its servants or agents, while engaged in the performance of its obligations under this agreement, provided that the party seeking indemnity shall have notified the indemnifying party in writing promptly after receipt of any such claim and afforded the indemnifying party reasonable opportunity to defend and / or settle any such claim.

IN WITNESS WHEREOF the parties shall be deemed to have entered into this Agreement by their duly authorized officers, voluntarily and with full understanding of its consequences.



Alucard Echavez
Sales Manager Tour & Travel

Ross Marrington

SOLMAR HOTELS & RESORTS

BCgolfguide.com

Date: 09/27/2021

Date: