



Horseshoe Bay Resort • PO Box 4650 • Horseshoe Bay, TX 78657 • Toll Free: 866-687-7013

WHOLESALE GOLF CONTRACT

The following represents an agreement between: Horseshoe Bay Resort, (The Hotel), PO Box 4650, Horseshoe Bay, TX, 78657, (830) 598-8600 and BC Golf Guide, (The Client) and outlines specific conditions and services to be provided.

ORGANIZATION: BC Golf Guide

DATE OF CONTRACT: Sunday, November 28, 2021

CONTACT: Ross Marrington

Title: Golf Guide

Street Address: #304 - 1967 Underhill Street

City, State/Province: Kelowna, BC, Canada

Postal Code: V1X8C9

Phone Number: (250) 764-0700

E-mail Address: ross@bcgolfguide.com

HORSESHOE BAY RESORT:

Name: Bentley Nakasawa

Title: Golf Sale Consultant

Phone (Direct) 9285817168

Email: bnakasawa@hsbresort.com

The following yieldable net wholesale rates are offered to you for the period of January 1st, 2022 - December 31st, 2022:

Pursuant to this agreement, Horseshoe Bay Resort ("HOTEL") agrees to provide rates for guest rooms at Hotel's facilities to BC Golf Guide ("CLIENT") for use by Company in accordance with and subject to the terms and conditions set forth below. For terms of this contract, "Weekday" for lodging is in reference to Sunday, Monday, Tuesday, Wednesday and Thursdays. "Weekend" for lodging constitutes Friday and Saturday. "Weekday" for golf is in reference to Monday, Tuesday, Wednesday and Thursdays. "Weekend" for golf constitutes Friday, Saturday and Sunday.

PRICING:

<u>2022 NIGHTLY LODGING RATES</u>					
Unit	Jan 1, 2022 – Mar 10, 2022	Mar 11, 2022 – Jul 24, 2022	Jul 25, 2022 - Sept. 1, 2022	Sept. 2, 2022 – Nov. 20, 2022	Nov 21, 2022 – Dec 31, 2022
	<i>Weekday/Weekend</i>	<i>Weekday/Weekend</i>	<i>Weekday/Weekend</i>	<i>Weekday/Weekend</i>	<i>Weekday/Weekend</i>
Hotel King	\$130.00/\$175.00	\$185.00/\$235.00	\$150.00/\$200.00	\$185.00/\$235.00	\$130.00/\$175.00
Hotel Double	\$140.00/\$185.00	\$195.00/\$245.00	\$160.00/\$210.00	\$195.00/\$245.00	\$140.00/\$185.00
1 Bedroom Palm Villa	\$180.00/\$225.00	\$235.00/\$285.00	\$200.00/\$250.00	\$235.00/\$285.00	\$180.00/\$225.00
2 Bedroom Palm Villa	\$280.00/\$325.00	\$335.00/\$385.00	\$300.00/\$350.00	\$335.00/\$385.00	\$280.00/\$325.00
3 Bedroom Palm Villa	\$380.00/\$425.00	\$435.00/\$485.00	\$400.00/\$450.00	\$435.00/\$485.00	\$380.00/\$425.00
Waters 1 Bedroom	\$260.00/\$305.00	\$335.00/\$385.00	\$300.00/\$350.00	\$315.00/\$365.00	\$260.00/\$305.00
Waters 2 Bedroom	\$410.00/\$455.00	\$515.00/\$565.00	\$480.00/\$530.00	\$465.00/\$515.00	\$410.00/\$455.00
Waters 3 Bedrooms	\$460.00/\$505.00	\$715.00/\$765.00	\$680.00/\$730.00	\$515.00/\$565.00	\$460.00/\$505.00

GOLF RATES - SLICK ROCK, APPLE ROCK, RAM ROCK GOLF COURSES

	Jan 1, 2022 – Mar 10, 2022	Mar 11, 2022 – Jul 24, 2022	Jul 25, 2022 - Sept. 1, 2022	Sept. 2, 2022 – Nov. 20, 2022	Nov 21, 2022 - Dec 31, 2022
	<i>Weekday/Weekend</i>	<i>Weekday/Weekend</i>	<i>Weekday/Weekend</i>	<i>Weekday/Weekend</i>	<i>Weekday/Weekend</i>
Wholesale Rate	\$80.00/\$105.00	\$145.00/\$165.00	\$125.00/\$140.00	\$145.00/\$165.00	\$80.00/\$105.00
Wholesale Twilight Replay Rate	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00
Day of Arrival Round Sunday – Thursday After 2:00pm ONLY	Complimentary	Complimentary	Complimentary	Complimentary	Complimentary
Rental Clubs	\$55.00	\$55.00	\$55.00	\$55.00	\$55.00

INVENTORY & RATES: Currency for all prices, rates, and charges in this Agreement are in US Dollars.

GOLF COURSES: Golf rates provides are valid on Apple Rock, Ram Rock and Slick Rock. Summit Rock is members only.

GOLF CLUB RENTAL FEES: Includes six ball pouch. Pricing is exclusive of State Sales Tax (8%) or State Occupancy Tax (6%). Rental Clubs are available for men & women and choice of dexterity. Prices are subject to change.

WHOLESALE NET RATES:

- Rates are room only, selected golf and are exclusive of applicable taxes, currently 6.0% (subject to change).
- A two night minimum is required for any stays of a Friday or Saturday night.
- CLIENT will be advised of any tax increase and will be responsible for new tax rate upon notification. All rates are net, non-commissionable.
- All miscellaneous services not listed in the above pricing will be charged a-la-carte.
- Specific room view types are not guaranteed. All room rates are based on single, double, or triple occupancy as outlined above.
- For any reservations that commence in one season and overlap into another season during the guest's stay, the corresponding rate for each season will apply.

DAILY RESORT SERVICE CHARGE:

- The Daily Resort Services Charge is NOT waived nor is it included in the Net Room Rates.
- The Daily Resort Services Charge is \$40.00 plus tax (subject to change) and is per room, per night charge.

The Resort Services Charge Inclusions:

- Complimentary Unlimited Wi-Fi Internet Access in Guest Rooms
- Self-Parking
- Golf Bag Storage
- Access to Golf Practice Facilities
- Transportation to/from Golf Facilities
- Usage of Fitness Center and Private Facilities (Pools/Beaches/Hot Tubs)

Please choose who will be responsible for Daily Resort Service Charge. This choice will apply to all bookings made for THE COMPANY.: (please check one applicable box)

Guest Pays Daily Resort Service Charge: _____ CLIENT Pays Daily Resort Service Charge: _____



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FREE SELL:

You and your Business to Business contractors may book rooms until such time as the Hotel notifies you to cease booking rooms. All rooms must be booked and reported to Hotel daily on the day of booking via Email or through the Hotel's online booking engine.

RATES AND YIELDABILITY:

Yieldable Net Rates are current as of the date of the Agreement and subject to change. Rates and availability are subject to Hotel's blackout dates, available upon request. Hotel reserves the right to increase or decrease rates. Hotel reserves the right to increase, decrease or cease making guest rooms available at any time; this applies to freesell, on request, or any other method that the Hotel chooses to make rooms available to you.

Prior notice will be given to you of any rate or availability changes.

Any reservation(s) made prior to a rate or availability change as detailed must be reported and confirmed to the Hotel within 24 hours of the rate of availability change notification.

Hotel has no obligation to honor any reservation(s) that are reported outside the 24 hour timeframe.

Withholding booked rooms, holding rooms without a confirmed booking, or other such behavior to take advantage of rate or availability changes will be considered a material breach of this Agreement which, without limiting any of the Hotel's other rights, shall entitle Hotel to terminate this Agreement. All rates are net non-commissionable subject to all applicable taxes (currently, Occupancy 6% rates are per room per night).

The percentages specified are subject to change by government regulation and may be payable by you on the margin applied to the guest rooms over and above the room rate and subject to other terms and conditions of the applicable rate plan.

RESERVATIONS & BOOKING PROCEDURES:

Reservations are based on Free Sell and Allotment and additional requests are on a space available basis.

ROOM RESERVATION PROCEDURE:

Please send Email Reservation Requests to the Horseshoe Bay Resort Reservations Department at wholesale@hsbresort.com.

All changes that occur after a reservation has been confirmed must be communicated to Reservations Department via the noted EMAIL address.

1. Room reservations can be made up to 50 weeks in advance.
2. Reservation requests will be responded to within 24 hours from the time it is received by the HOTEL during normal business days-hours. In the event you need to speak to a member of the Reservations Department, please call us at Phone: (877) 611-0112.
3. Reservations are based on a "Sell and Report" basis, based on the Release/Cut-off Dates outlined within the Room Allocation (allotment) clause of this agreement.
4. Reservation requests after the cut-off date will be confirmed at the prevailing rate, depending on the room category and availability.
5. Within the Reservation Requests, please note desired Room Type requested, Full Names of All Guests and Ages of any and all Children occupying room.
6. Please advise of the room configuration needed: single or double; specific arrival/departure dates; total number of nights of stay and if possible flight schedule. Also any Special Remarks. Comments and/or Special Booking Requests.
7. Net Wholesale rates are applicable for Individual Reservations Only.



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GROUP RESERVATIONS:

Wholesale Net Rates and Added Values are valid for up to 12 golfers. All inquiries with 13 or more golfers will be considered a group booking. Group bookings must be booked through the Horseshoe Bay Resort Sales Department and are subject to current group rates.

Please email meet@hsbresort.com

INCIDENTAL AND ADDITIONAL CHARGES:

- Extra Adult Person Charge: Rates are for single/double/triple occupancy as outlined above only. Each additional adult will be charged \$20.00 (plus applicable taxes) per day, with maximum room occupancies strictly enforced. This additional charge does not include
- Rollaway Beds: Hotel provides rollaway beds or air mattresses (depending on the accommodation) at a cost of \$20.00 (plus tax) per day.

CHECK-IN AND CHECK OUT TIME:

Check-in time is 4:00pm and check-out time is 11:00am.

All guests arriving before 4:00pm will be accommodated as rooms become available. Baggage may be checked-in for those arriving early if rooms are unavailable.

CANCELLATION POLICY:

Room and golf reservations may be canceled up to three (3) days prior to arrival via a mutually agreed documented method. If cancellation occurs within three-days of arrival or if a no-show occurs, a one night cancellation fee including room, golf and tax, will be assessed.

Date changes inside of the cancellation policy are considered a cancellation and a re-booking, and as such, are subject to cancellation damages. The daily cancellation fee will not be contingent on Hotels occupancy for the nights for which rooms are cancelled.

No-shows must be paid without reliance on vouchers due to the inability of the client to present the voucher.

Should you fail to pay the cancellation fee, HOTEL may cancel your billing privileges and/or this agreement, at Hotel's sole discretion without any obligation or liability whatsoever. No refunds will be provided for early departure. The cancellation policy may be changed by Hotel at any time at the Hotel's sole discretion.

GOLF CANCELLATION DUE TO INCLEMENT/DANGEROUS WEATHER

Rain does not constitute cancellation of a golf round. In the event of dangerous weather or official course closure by golf course staff, The Company will receive a percentage reduction in the Golf Package Fees as follows:

- | | |
|---|---------------------------|
| • If players complete less than 4 holes | 0% of Golf Package Fees |
| • If players complete more than 5 holes and less than 11 holes | 50% of Golf Package Fees |
| • If players complete more than 12 holes and less than 15 holes | 75% of Golf Package Fees |
| • If players complete more than 15 holes | 100% of Golf Package Fees |

EARLY DEPARTURE POLICY:

An early departure fee of one (1) night's room, golf, and tax will be billed to you in the event guests do not utilize all nights originally booked but not consumed.



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DISABILITY ACCOMMODATION POLICY:

As all of Hotel's accommodations are sold on a first come first served basis, in order to ensure that Hotel is able to best accommodate any guests with disabilities, it is the responsibility of the CLIENT to notify HOTEL at least 7-Days in advance of guest's arrival of the need for any special accommodations, including accessible guest rooms. Should the CLIENT fail to do this, HOTEL may not be able to ensure that disabled guests receive their requested accommodations.

PAYMENT & BILLING PRIVILEGES:

CLIENT must have a valid credit card on file for the Net Room Rates, Net Golf Rates, Taxes, and Resort Service Charges.

All charges incidental charges outside of Net Room Rates, Net Golf Rates, Taxes, and Resort Service Charges will be the responsibility of the individual traveler. If a traveler does not have a credit card, a cash deposit will be required upon check in at the front desk.

SPECIAL ADD ONS (NOT INCLUDED IN WHOLESALE RATE, BUT CAN BE ADDED PER PERSON BELOW):

- Breakfast Voucher - \$25.00 plus gratuity and tax
- Whitewater Putting Course Round (Par 72) - \$15.00 per person
- Austin Airport Transportation - \$45.00 per person each way, based on 4 riders
- San Antonio Airport Transportation - \$55.00 per person each way, based on 4 riders

GREEN FEE INCLUSIONS:

- Range Balls
- Shared Golf Cart
- Practice Facilities

TEE-TIME BOOKING PROCEDURE:

- Tee times can be booked up to 90 days in advance.
- Tee times are available after 9:30am 7 days a week March 13, 2022 - November 6, 2022
- No tee time restrictions January 1, 2022 - March 12, 2022 & November 7, 2022 - December 31, 2022
- Rates only valid with advance reservation made through this contracting wholesaler.
- Tee-time requests may be submitted via email to: wholesale@hsbresort.com
- Please provide guest name, number of golfers, requested time, date and requested course.
- A confirmation email will be returned within one-business day.



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2022 GUEST ROOM & GOLF COURSE LIMITATIONS: (Dates Are Subject to Change)

2022 Aerification Dates:

- Slick Rock / March 21-24 & September 12-16, 2022
- Ram Rock / March 28-31 & September 26-30, 2022
- Apple Rock / April 4-7 & October 3-7, 2022

2022 Premium Holiday Weekends: Additional \$150.00 per room night

- March 11 - 19, 2022 - Texas Spring Break
- April 15-17, 2022 - Easter Weekend / Horseshoe Bay Balloon Festival
- May 27-29, 2022 - Memorial Day Weekend
- July 1-4, 2022 - Independence Day Weekend
- August 12 - 14, 2022 - Beer by the Bay Festival
- September 2-4, 2022 - Labor Day Weekend

2022 Blackout/Stop Sell Dates:

- February 4 - 6, 2022
- April 2-4, 2022
- April 13-15, 2022
- April 22-30, 2022
- May 6-8, 2022
- June 3-4, 2022
- June 24-26, 2022
- July 11-13, 2022
- July 24-26, 2022
- August 13-14, 2022
- October 27-30, 2022



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EXECUTING THE AGREEMENT:

This Agreement constitutes the entire agreement between you and the Hotel and may not be amended or changed unless done so in writing and signed by you and the Hotel. The persons signing below agree that they are authorized representatives of the above indicated company and Hotel who have authority to enter into this Agreement.

This Agreement will not be valid and enforceable until a signed copy is returned to the Hotel and the term of the Agreement shall be one year from such date, subject to termination by Hotel at any time. For the avoidance of doubt, this Agreement hereby supersedes and replaces in its entirety any and all prior and contemporaneous oral and written agreements related to information about the Hotel, including bookings, express or implied, between you, your Channels, your Business to Business contractors and the Hotel, as of that date.

Accepted for And on Behalf Of:

Company Name: BC Golf Guide

Representative: Ross Marrington

Title: Golf Guide

Signature: Ross Marrington

Date: 11 / 29 / 2021

Accepted for And on Behalf of Horseshoe Bay Resort:

Representative: Bentley Nakasawa

Title: Golf Sale Consultant

Signature: _____

Date: _____

TITLE	Contract
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Document History



SENT

11 / 29 / 2021

04:43:15 UTC

Sent for signature to Ross Marrington (ross@bcgolfguide.com) and Bentley Nakasawa (bnakasawa@hsbresort.com) from bnakasawa@hsbresort.com
IP: 98.147.225.132



VIEWED

11 / 29 / 2021

05:48:44 UTC

Viewed by Ross Marrington (ross@bcgolfguide.com)
IP: 50.92.81.115



SIGNED

11 / 29 / 2021

18:41:30 UTC

Signed by Ross Marrington (ross@bcgolfguide.com)
IP: 50.92.81.115



INCOMPLETE

11 / 29 / 2021

18:41:30 UTC

This document has not been fully executed by all signers.