

TOWNEPLACE SUITES®

BY MARRIOTT

CORPORATE RATE AGREEMENT

PREPARED FOR

The following represents an agreement between TownePlace Suites by Marriott, West Kelowna and

CONTACT:

Name:	BC Golf
Attention:	Ross Marrington
Phone Number:	1-877-223-7226
E-mail Address:	ross@bcgolfguide.com

TownePlace Suites by Marriott, West Kelowna CORPORATE GUEST ROOM RATES

We are pleased to extend the following special rates to **BC Golf (herein known as "Corporate Client")** business travelers beginning April 1, 2023, THROUGH October 14, 2023. All rates listed are per night.

Season Start Date	Season End Date	Room Type	Week Day	Week End
April 1, 2023	June 23, 2023	Studio King or Studio Queen/Queen, Mountain View	\$145.00	\$145.00
June 24, 2023	September 4, 2023	Studio King or Studio Queen/Queen, Mountain View	\$245.00	\$245.00
September 5, 2023	October 14, 2023	Studio King or Studio Queen/Queen, Mountain View	\$179.00	\$179.00

UPGRADES:

All rates listed are per night. (if available)

- | | |
|--|-----------------|
| • (STDO) Studio Suite with 1 King Bed, City View, Shower. | Add: No Charge |
| • (STKT) Studio Suite with 1 King Bed, Lake View, Shower. | Add: \$20/night |
| • (STKD) Studio Suite with 1 King bed, Lake View, Balcony, Shower. | Add: \$40/night |
| • (STQT) Studio Suite with 2 Queen Beds, Lake View, Tub/Shower. | Add: \$30/night |
| • (STDD) Studio Suite with 2 Queen Beds, Lake View, Balcony, Tub/Shower. | Add: \$50/night |
| • (ONBR) One bedroom Suite with 1 Queen Bed, City View, Tub/Shower. | Add: \$50/night |
| • (ONBT) One Bedroom Suite with 1 King Bed, City View, Tub/Shower. | Add: \$60/night |
| • (ONQQ) One Bedroom Suite 1 Queen Bed, Lake View, Balcony, Tub/Shower. | Add: \$70/night |

These rates are LAST ROOM AVAILABILITY and non-commissionable. These rates do not include applicable federal, provincial, and local taxes. Throughout the next year, we will review the volume of room nights actualized by the **Corporate Client**. The TownePlace Suites by Marriott, West Kelowna reserves the right to re-evaluate your productivity quarterly to see if your volume continues to warrant this discount. Corporate discounts are based on a minimum room night per year requirement, explained under the COMMITMENT section of this contract.

The special rates noted above include a complimentary continental breakfast buffet, featuring hot items, complimentary parking, WI-FI, and access to the indoor pool, hot tub & fitness area. We also feature an in-house coin-operated laundry facility. Please note that our studios feature a full kitchen with a 2 top stove burner and our suites, feature full kitchens to include ovens.

COMMITMENT:

TownePlace Suites by Marriott, West Kelowna commits to honor these rates, and the **Corporate Client** agrees to produce **100+** room nights annually and will communicate this with its frequent travelers, naming TownePlace Suites by Marriott, West Kelowna as its preferred hotels in West Kelowna/Kelowna, BC.

As part of our agreement with the **Corporate Client**, we will provide the following:

- Quarterly Performance Updates. These easy-to-read updates will include information on the number of room nights utilized per month, day of week usage, booking sources, travel agency usage, room night usage, volume commitments, and achievements.
- Semi-Annual Review Meeting. This semi-annual update will give you a complete picture of your traveler's use of the TownePlace Suites by Marriott, West Kelowna noted in this agreement. We will review your room night production, reservation sources, total hotel revenues, and traveler satisfaction. The Semi-Annual Review meeting will provide us an opportunity to sit down face-to-face and discuss any particular challenges or concerns that you or your travelers may have with the TownePlace Suites by Marriott, West Kelowna. We will also review our strategic plan for assisting your company to obtain room night production, discuss results, and talk about upcoming initiatives.

RESERVATION PROCEDURES:

Upon acceptance of this agreement the special rates outlined for your company, will be created and we will share with you an online booking code, this can take up to 2 weeks to be established. For any current reservation needs, guests may call the hotel directly at 778.754.4888 and identify themselves with the **Corporate Client** to secure reservations.

BILLING PROCEDURES:

It is understood that the room, tax, and incidental charges will be settled by each individual unless otherwise directed. If a traveler does not have a credit card, a cash deposit will be required upon check-in at the front desk.

CANCELLATION:

Individual cancellations must be received 72 hours prior to guest arrival or the 1st night's rooms and tax will be charged. Guests must note and retain the cancellation number quoted to them by the Reservations agent at the time the cancellation is made. Any group reservations of 9 or more rooms, will be issued a separate group agreement with group cancellation being outlined.

MARRIOTT BONVOY:

Any **Corporate Client** or business traveler may become a Member of Marriott Bonvoy at no cost and with no minimum stay. Marriott Bonvoy is Marriott International's travel program comprised of a portfolio of extraordinary brands designed to enable Members to explore the world in pursuit of their passions. Guests may join Marriott Bonvoy by visiting MarriottBonvoy.com or at the front desk of any participating Property. Marriott Bonvoy Members are eligible for benefits in accordance with the then-current Marriott Bonvoy Terms and Conditions. The Terms and Conditions are available at [Our New Hotel Loyalty Program | Earn Hotel Rewards | Marriott Bonvoy](#).

To accept this agreement, please sign and return the enclosed copy. Upon receipt of the executed agreement, we will enter your special corporate rate (s) into our system. Please keep a copy of this agreement for your records. In the event a fully signed original of this Agreement is not received by **April 30, 2023** TownePlace Suites by Marriott, West Kelowna reserves the right to renegotiate these terms.

SIGNATURES:

Approved and authorized by:

Name: (Print) _____

Signature: _____

Title: (Print) _____

Date: _____

Approved and authorized by the Hotel:

Name: (Print) Michael DellaFortuna

Signature: _____

Title: (Print) Sales Manager

Date: April 14, 2023