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8660 West Irlo Bronson Memorial Kissimmee, Florida 34747

F.I.T. RATE AGREEMENT 2017-2018

COMPANY: Ocean Holidays/Ocean Beds

ADDRESS: 3204 Rolling Oaks, Kissimmee, FL 34747

TELEPHONE: 011.44.7464.795.759

EMAIL: simon.hilton@oceans-holidays.co.uk

CONTACT: Simon Hilton, Head of Product USA

VALID DATES: This contract supersedes any previous contract

ROOM RATES:

The resort reserves the right, as it may deem necessary from time to time in its sole discretion, to closeout/blackout date(s). In this regard, however, Resort agrees to honor any reservations for such dates within 48 hours of advising any closeout/blackout date(s).

Rates quoted are net, non-commissionable, and subject to state and local taxes, currently at 13% per night. Tax rate and resort fee subject to change. Upon arrival guests will be charged a resort fee of \$7.00 + tax per room per day, please circle below if this fee should be billed to company instead of guest. **Ocean Holidays/Ocean Beds** agrees that this contract will be used all year round and not only on special events or holidays.

2017- 2018 RATES			
Dates	Rates	Allotment	Cut Off
03/14/17—04/22/17 (Easter/Spring Break)	\$40.00	15	3 Days
04/22/17—06/21/17	\$32.00	15	3 Days
06/22/17--08/09/17	\$38.00	10	3 Days
08/10/17--12/21/17	\$32.00	20	3 Days
12/22/17--01/02/18	\$56.00	10	7 Days
01/03/18--03/14/18	\$38.00	10	3 Days

The Resort fee of \$7.00 per night.

Please CIRCLE option of who will be billed for Resort Fee:

☒ Guest at arrival ☐ or Travel Company

NET F.I.T. RATES:

The Net rates are valid for standard rooms (two double beds) for a max occupancy 4 people with rollaway, unless specified otherwise.

Rollaway upgrade fee of \$10 per night/ per room based on availability.

RESERVATION PROCEDURES:

Reservations can be made by telephone, by faxing or email directly to the hotel's Reservation Department as follows:

Phone: 1-800-638-7829 **Fax:** 407-997-4503 **Email:** reservations@championsworldresort.com

Reservations will be accepted on a space available basis, unless specified otherwise, up to and including date of arrival.

RESTRICTIONS:

Ocean Holidays/Ocean Beds is prohibited from selling direct to Consumer(s) through the Internet, unless packaged and hotel rate is not disclosed. Doing so will void Hotel's obligation as it relates to all parts of this agreement

BONUS BUYS:

FREE scheduled transportation to Walt Disney World Resort Parks, Universal Studios, and Sea World.

FREE scheduled transportation to Lake Buena Vista Outlets

FREE High Speed Internet access in all rooms and public areas

FREE USA Today Newspaper

FREE use of Nature Park with Jogging Trail, White Sand Beach with Fire Pits, Pedal Boats (seasonal)

FREE use of BBQ Grills and Picnic Areas

FREE hot buffet breakfast for kids 10 years and under with each paying adult. (One kid free/ per adult)

MEAL COUPON OPTION:

Hot Breakfast buffet vouchers are available for **Ocean Holidays/Ocean Beds** at \$9.00 per person, includes tax and gratuity.

The coupons are available for use in the Champions Restaurant. Purchase of breakfast buffet coupons **must** be requested in advance at time of booking and the number of purchased coupons indicated on the voucher presented by the guest at time of check-in. This option must be paid by company and included in final package offered to guest and reflected on vouchers presented upon check-in. Regular price of Breakfast Buffet will apply upon arrival if meals coupons are not pre-sold.

CHECK IN/ CHECK OUT:

Guests may check-in after 3pm, unless special arrangements are made, check out time is 11am.

A one-half day charge will be assessed to all rooms occupied past checkout time until 2pm. After that time, a full day's charge of one night's room and tax will be applied. Where necessary, the tour escort must ensure that each person checks out with the cashier prior to 11am.

- **A valid credit card is required at check-in.** A minimum authorization of \$50 is secured to cover any incidentals charged to the room and is maintained over and above any balance due and room charges billed to your account.

PET FRIENDLY ROOMS

We are a Pet Friendly location that welcomes your furry family member. We have a limit of 2 pets per room under the weight of 45 lbs. All pets must not be left unattended unless in an appropriate cage. Pet fees do apply and must be paid by the guest at

- Daily Pet Fee - \$15 per night plus tax
- Long Term Pet Fee - \$200 plus tax for guest staying more than 14 days

DEPOSIT/GUARANTEE POLICY

Full prepayment is required 14 days prior to arrival unless direct billing arrangements have been established. All non-guaranteed reservations are subject to cancellation 14 days prior to arrival date.

F.I.T. CANCELLATIONS

Cancellations penalty must be received in writing 72 hours prior to arrival. If a cancellation is made within 72 hours of arrival, Resort will charge one night's room and tax.

For all Holiday bookings (12/22/17 – 01/02/18), **a 7-day cancellation period will apply.**

GROUP RATES:

Groups consist of 6 or more rooms OR a reservation of 21+ room nights. A group contract outlining group policies such as cut-off date, cancellation, prepayment, etc. must be signed and counter-signed. The group rate is estimated at a minimum of 30% higher than the negotiated F.I.T Rate based on availability.

For group availability and rates please email the group department at: sales@championsworldresort.com

BILLING/VOUCHER ACCEPTANCE:

Should direct billing privileges be requested to facilitate voucher acceptance, a credit application must be submitted and processed through our accounting office for approval/renewal.

In an effort to facilitate the direct bill operation, we have established the following procedures and requirements:

An updated credit application must be submitted on an annual basis.

A minimum combined production of 500 room nights per year is required.

A valid credit card number must be on file. If a credit card is not available, a floating deposit or letter of credit must be on file. The amount must be equal to an average 30-day billing.

Our terms are Net 30 Days. Accounts are due and payable within 30 days of date of invoice.

If accounts receivables are past 30 days, **Champions World Resort** reserves the right to charge the credit card, floating deposit or letter of credit on file for any outstanding balance.

Any discrepancies with invoicing will need to be notified to the hotel in writing no later than 90 days of receipt. After 90 days of invoice company will assume billing statement and no adjustment to invoice will be accepted.

If direct billing is approved, hotel must have a sample voucher (if applicable) on file. We will adhere to the following invoicing procedures:

Vouchers (if applicable) and actual room and tax folio will be sent along with an itemized summary statement to your accounts payable office.

Disputes and adjustments should be reported within 2 business days.

Terms: Net 30 days basis.

Privileges subject to review based on performance.

CONTRACT RESTRICTIONS:

In the event that the number of room nights or allotment used falls below what is contracted, the Resort reserves the right to review and, if necessary, cancel this contract.

This contract will become null and void if the Resort finds that it has been misrepresented in any way by Tour Operator.

During the period of **December 22nd through the 31st 2017** there is a minimum stay requirement of 4 nights.

If Direct Bill has been approved, payment must be received 30 days from date of invoice. If payment is not received within the terms, Direct Bill privilege will be canceled.

Over holidays and convention dates, these net rates may not be applicable and special advanced prepayment policies may be enforced.

No Shows: For reservations that are not cancelled and the guest does not show, the hotel will charge for one-night rate plus tax.

Early Check Out: For reservation that check out prior to the reservation check-out date, the hotel will charge 100% of the contracted rate for the number of nights left on their reservation.

IMPORTANT CONTACTS:

In our guest for paperless processing and communication we request the following contact information to ensure proper notices:

Name/ Email/ Phone	
Accounting	Karen Wheeler, karen.wheeler@ocean-holidays.co.uk 01144 203 816 0955
Closeouts/Stop Sales	stopsales@ocean-holidays.co.uk
Contracting/ Promotions	Simon Hilton, simon.hilton@ocean-holidays.co.uk
Reservations Support	
Customer Support	407 390 6422 our Kissimmee welcome centre

APPROVAL:

This agreement is subject to review for allotment increase/decrease or cancellation at the discretion of Champions World Resort. Credit terms are subject to change will be in writing to **Ocean Holidays/Ocean Beds** The client understands that this contract will remain tentative until signed and received by Champions World Resort.

AUTHORIZATION:

It is our understanding that the individual's signature that appears below has been authorized and empowered by your organization to approve this contract.

FOR: **Ocean Holidays/Ocean Beds**

ACCEPTED BY: **Champions World Resort**

Organization: Ocean Holidays/Ocean Beds	Resort: Champions World Resort
Name: Simon Hilton	Name: Jennifer Navarro
Title: Head of Product	Title: Director of Sales & Marketing
Signature: 	Signature:
Date 19th July 2016	Date: