

# MEMORANDUM

HYATT CENTRIC™

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Date: November 30, 2016  
To: All Wholesalers  
From: Cari Ruppert, Regional Senior Sales Manager – Wholesale  
Subject: **2017 Rate Revisions**

Good Afternoon, please be advised that below is an addendum to our 2017 contract. We have revised our RACK rates which have revised your contracted NET rates, Bed & Breakfast rates and our Advance Purchase rates for 2017. The biggest change is our Advance Purchase rates as we increased our discount, details on page 3. The revised rates are for all future bookings received after November 30, 2016, for stay dates mentioned below. Again this is only valid on new bookings, no revisions to previously confirmed bookings. Please note that all other points in original 2017 contract remain the same including December 21, 2017 – January 1, 2018 rates per our 2017 contract. Thank you for your continued support of Hyatt Centric Key West. Let me know if you have any questions.

2017 Revise Rates	Jan 2 – Feb 17		Feb 18 – Apr 20		Apr 21 – May 28		May 29 – Aug 12		Aug 13 - Oct 21		Oct 22 – Dec 20	
Rack Rates	SUN - THURS	FRI & SAT	SUN - THURS	FRI & SAT	SUN - THURS	FRI & SAT	SUN - THURS	FRI & SAT	SUN - THURS	FRI & SAT	SUN - THURS	FRI & SAT
Deluxe King Guestroom	\$409	\$539	\$509	\$549	\$399	\$449	\$359	\$429	\$289	\$399	\$359	\$399
Deluxe Queen/Queen Guestroom	\$409	\$539	\$509	\$549	\$399	\$449	\$359	\$429	\$289	\$399	\$359	\$399
Deluxe Partial Gulfview King	\$484	\$614	\$584	\$624	\$474	\$524	\$409	\$504	\$339	\$449	\$409	\$449
Deluxe Partial Gulfview Queen/Queen	\$484	\$614	\$584	\$624	\$474	\$524	\$409	\$504	\$339	\$449	\$409	\$449
King Salon	\$559	\$689	\$659	\$699	\$549	\$599	\$459	\$579	\$389	\$499	\$459	\$499

2017 NET Rates	Jan 2 – Feb 17		Feb 18 – Apr 20		Apr 21 – May 28		May 29 – Aug 12		Aug 13 - Oct 21		Oct 22 – Dec 20	
Net Rate (25%)	SUN - THURS	FRI & SAT	SUN - THURS	FRI & SAT	SUN - THURS	FRI & SAT	SUN - THURS	FRI & SAT	SUN - THURS	SUN - THURS	SUN - THURS	SUN - THURS
Deluxe King Guestroom	\$306.75	\$404.25	\$381.75	\$411.75	\$299.25	\$336.75	\$269.25	\$321.75	\$216.75	\$299.25	\$269.25	\$299.25
Deluxe Queen/Queen Guestroom	\$306.75	\$404.25	\$381.75	\$411.75	\$299.25	\$336.75	\$269.25	\$321.75	\$216.75	\$299.25	\$269.25	\$299.25
Deluxe Partial Gulfview King	\$363.00	\$460.50	\$438.00	\$468.00	\$355.50	\$393.00	\$306.75	\$378.00	\$254.25	\$336.75	\$306.75	\$336.75
Deluxe Partial Gulfview Queen/Queen	\$363.00	\$460.50	\$438.00	\$468.00	\$355.50	\$393.00	\$306.75	\$378.00	\$254.25	\$336.75	\$306.75	\$336.75
King Salon	\$419.25	\$516.75	\$494.25	\$524.25	\$411.75	\$449.25	\$344.25	\$434.25	\$291.75	\$374.25	\$344.25	\$374.25

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## BED AND BREAKFAST PACKAGE

January 2 – January 1, 2018 – Includes Room and Full Breakfast for Two (2) daily. BED AND BREAKFAST Package must be noted in the Vendor's brochure and website. Voucher, reservation requests and manifests must clearly state BED AND BREAKFAST Package when applicable. Failure to note this promotion on vouchers and manifests will result in the promotion not applying. Not combinable with any other promotion. Hyatt reserves the right to black out additional dates.

Breakfast NET rates for 3<sup>rd</sup> and 4<sup>th</sup> person in room are: \$21.60 for adult and \$10.80 for children.

2017 Rates	Jan 2 – Feb 17		Feb 18 – Apr 20		Apr 21 – May 28		May 29 – Aug 12		Aug 13 - Oct 21		Oct 22 – Dec 20	
Bed & Breakfast Rates	SUN - THURS	FRI & SAT	SUN - THURS	FRI & SAT	SUN - THURS	FRI & SAT	SUN - THURS	FRI & SAT	SUN - THURS	FRI & SAT	SUN - THURS	FRI & SAT
Deluxe King Guestroom	\$439	\$569	\$539	\$579	\$429	\$479	\$389	\$459	\$319	\$429	\$389	\$429
Deluxe Queen/Queen Guestroom	\$439	\$569	\$539	\$579	\$429	\$479	\$389	\$459	\$319	\$429	\$389	\$429
Deluxe Partial Gulfview King	\$514	\$644	\$614	\$654	\$504	\$554	\$439	\$534	\$369	\$479	\$439	\$479
Deluxe Partial Gulfview 2 Queens	\$514	\$644	\$614	\$654	\$504	\$554	\$439	\$534	\$369	\$479	\$439	\$479
King Salon	\$589	\$719	\$689	\$729	\$579	\$629	\$489	\$609	\$419	\$529	\$489	\$529

2017 NET Rates	Jan 2 – Feb 17		Feb 18 – Apr 20		Apr 21 – May 28		May 29 – Aug 12		Aug 13 - Oct 21		Oct 22 – Dec 20	
Bed & Breakfast Net Rate (25%)	SUN - THURS	FRI & SAT	SUN - THURS	FRI & SAT	SUN - THURS	FRI & SAT	SUN - THURS	FRI & SAT	SUN - THURS	SUN - THURS	SUN - THURS	SUN - THURS
Deluxe King Guestroom	\$329.25	\$426.75	\$404.25	\$434.25	\$321.75	\$359.25	\$291.75	\$344.25	\$239.25	\$321.75	\$291.75	\$321.75
Deluxe Queen/Queen Guestroom	\$329.25	\$426.75	\$404.25	\$434.25	\$321.75	\$359.25	\$291.75	\$344.25	\$239.25	\$321.75	\$291.75	\$321.75
Deluxe Partial Gulfview King	\$385.50	\$483.00	\$460.50	\$490.50	\$378.00	\$415.50	\$329.25	\$400.50	\$276.75	\$359.25	\$329.25	\$359.25
Deluxe Partial Gulfview 2 Queens	\$385.50	\$483.00	\$460.50	\$490.50	\$378.00	\$415.50	\$329.25	\$400.50	\$276.75	\$359.25	\$329.25	\$359.25
King Salon	\$441.75	\$539.25	\$516.75	\$546.75	\$434.25	\$471.75	\$366.75	\$456.75	\$314.25	\$396.75	\$366.75	\$396.75

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## ADVANCE PURCHASE

January 2 – May 28, 2017 we will now be offering Advance Purchase with a \$40 discount off of our Rack contracted rates. January – April 20 will only be Sunday – Thursday for Friday & Saturday contracted NET rates apply for any guest staying over.

May 29 – December 20, 2017 will be a \$30 discount off of our wholesale contracted rates.

Discount is taken off RACK contracted rates and Advance Purchase NET rates include the discounted. Valid on Deluxe Guestroom, Deluxe Partial Gulfview and King Salon. Voucher, reservation requests and manifests must clearly state ADVANCE PURCHASE when applicable. Failure to note this promotion on vouchers and manifests will result in the promotion not applying. Not combinable with any other promotion. Hyatt reserves the right to black out additional dates. Hyatt reserves the right to alter or withdraw at any time, once notified, you will have 24 hours to report existing bookings.

BLACK OUT DATES: Feb 17-18; Sept 22-24; Oct 26-28 & Nov 9-12, 2016. Hyatt reserves the right to black-out dates at any time.

## ADVANCE PURCHASE RATES

2017 Rates	Jan 2 – Feb 17		Feb 18 – Apr 20		Apr 21 – May 28		May 29 – Aug 12		Aug 13 - Oct 21		Oct 22 – Dec 20	
Advance Purchase Rack Rates	SUN - THURS	FRI & SAT	SUN - THURS	FRI & SAT	SUN - THURS	FRI & SAT	SUN - THURS	FRI & SAT	SUN - THURS	FRI & SAT	SUN - THURS	FRI & SAT
Deluxe King Guestroom	\$369	N/A	\$469	N/A	\$359	\$409	\$329	\$399	\$259	\$369	\$329	\$369
Deluxe Queen/Queen Guestroom	\$369	N/A	\$469	N/A	\$359	\$409	\$329	\$399	\$259	\$369	\$329	\$369
Deluxe Partial Gulfview King	\$444	N/A	\$544	N/A	\$434	\$484	\$379	\$474	\$309	\$419	\$379	\$419
Deluxe Partial Gulfview 2 Queens	\$444	N/A	\$544	N/A	\$434	\$484	\$379	\$474	\$309	\$419	\$379	\$419
King Salon	\$519	N/A	\$619	N/A	\$509	\$559	\$429	\$549	\$359	\$469	\$429	\$469

2017 Advance Purchase NET Rates	Jan 2 – Feb 17		Feb 18 – Apr 20		Apr 21 – May 28		May 29 – Aug 12		Aug 13 - Oct 21		Oct 22 – Dec 20	
Net Rate (25%)	SUN - THURS	FRI & SAT	SUN - THURS	FRI & SAT	SUN - THURS	FRI & SAT	SUN - THURS	FRI & SAT	SUN - THURS	SUN - THURS	SUN - THURS	SUN - THURS
Deluxe King Guestroom	\$276.75	N/A	\$300.16	N/A	\$269.25	\$306.75	\$246.75	\$299.25	\$194.25	\$276.75	\$246.75	\$276.75
Deluxe Queen/Queen Guestroom	\$276.75	N/A	\$300.16	N/A	\$269.25	\$306.75	\$246.75	\$299.25	\$194.25	\$276.75	\$246.75	\$276.75
Deluxe Partial Gulfview King	\$333.00	N/A	\$348.16	N/A	\$325.50	\$363.00	\$284.25	\$355.50	\$231.75	\$314.25	\$284.25	\$314.25
Deluxe Partial Gulfview 2 Queens	\$333.00	N/A	\$348.16	N/A	\$325.50	\$363.00	\$284.25	\$355.50	\$231.75	\$314.25	\$284.25	\$314.25
King Salon	\$389.25	N/A	\$396.16	N/A	\$381.75	\$419.25	\$321.75	\$411.75	\$269.25	\$351.75	\$321.75	\$351.75