

2018/19 FIT NET RATE AGREEMENT

Date: 1 May 2017

HOTEL NAME:	The Resort at Longboat Key Club (www.longboatkeyclub.com)		
ADDRESS:	220 Sands Point Road		
CITY, STATE, ZIP:	Longboat Key, FL 34228 U.S.A.		
PHONE:	941 383 8821	FAX:	941 383 5396
CONTACT:	Maria de la Cruz, Area Manager - Travel Industry Sales		
EMAIL:	maria.delacruz@oplhotels.com		
COMPANY:	Ocean Beds (Ocean Holidays/Ocean Florida)		
ADDRESS:	3204 Rolling Oaks Blvd.		
CITY, STATE, ZIP:	Kissimmee, FL 34747		
PHONE:	407 390 6422		
CONTACT:	Mr. Simon Hilton, Head of Product		
EMAIL PHONE :	Simon.hilton@ocean-holidays.co.uk +44 (0)2038239825		

DATES	Jr. Suite Golf Course/Lagoon View (JSGV/JSLV)	Jr. Suite Beach View (JSBV)	One Bedroom Suite Beach View (1BBV)	Two Bedroom Suite Beach View (2BBV)	Deluxe Two Bedroom Suite Beach View (D2BV)	Minimum stay requirements, request only, black-out dates, surcharges
01 – 24 MAY 2018	\$233	\$261	\$320	\$457	\$482	\$20 surcharge Friday/Saturday nights
25 – 27 MAY 2018	\$265 3 night minimum stay required	\$306 3 night minimum stay required	\$375 3 night minimum stay required	\$515 3 night minimum stay required request only	\$540 3 night minimum stay required request only	3 night minimum stay required on all categories; request only 2BBV and D2BV categories
28 MAY – 28 JUN 2018	\$206	\$246	\$320	\$457	\$482	\$20 surcharge Friday/Saturday nights
29 JUN – 03 JUL 2018	\$265 3 night minimum stay required	\$306 3 night minimum stay required	\$375 3 night minimum stay required	\$515 3 night minimum stay required request only	\$540 3 night minimum stay required; request only	3 night minimum stay required on all categories; request only 2BBV and D2BV categories
04 JUL – 11 AUG 2018	\$206	\$246	\$320	\$457	\$482	\$20 surcharge Friday/Saturday nights
12 – 30 AUG 2018	\$179	\$219	\$279	\$426	\$453	\$20 surcharge Friday/Saturday nights
31 AUG – 02 SEP 2018	\$230 3 night minimum stay required	\$271 3 night minimum stay required	\$333 3 night minimum stay required	\$496 3 night minimum stay required request only	\$523 3 night minimum stay required; request only	3 night minimum stay required on all categories; request only 2BBV and D2BV categories
03 SEP – 04 OCT 2018	\$179	\$219	\$279	\$426	\$453	\$20 surcharge Friday/Saturday nights

Initials: SPH Date: 22nd may 2017

DATES	Jr. Suite Golf Course View/ Jr. Suite Lagoon View (JSGV/JSLV)	Jr. Suite Beach View (JSBV)	One Bedroom Suite Beach View (1BBV)	Two Bedroom Suite Beach View (2BBV)	Deluxe Two Bedroom Suite Beach View (D2BV)	Minimum stay requirements, request, black-out dates, surcharges
05 OCT – 20 NOV 2018	\$206	\$246	\$320	\$457	\$482	\$20 surcharge Friday/Saturday nights
21 – 24 NOV 2018	\$312	\$362	\$424 3 night minimum stay required	Black-out	Black-out	3 night minimum stay required on 1BBV category; black-out 2BBV and D2BV categories
25 NOV – 20 DEC 2018	\$193	\$233	\$293	\$453	\$480	\$20 surcharge Friday/Saturday nights
21 - 31 DEC 2018	\$312	\$414	\$545 4 night minimum stay required; request only	Black-out	Black-out	4 night minimum stay required on 1BBV category; request only 1BBV; black-out 2BBV and D2BV categories
01 JAN – 14 FEB 2019	\$246	\$286	\$331	\$467	\$492	\$20 surcharge Friday/Saturday nights
15 FEB – 21 MAR 2019	\$339	\$414	\$509 3 night minimum stay required	\$809 3 night minimum stay required; request only	\$904 3 night minimum stay required; request only	3 night minimum stay required on 1BBV, 2BBV and D2BV; request only 2BBV and D2BV categories; \$20 surcharge Friday/Saturday nights
22 MAR – 27 APR 2019	\$462	\$537	\$632 4 night minimum stay required	\$1,058 4 night minimum stay required; request only	\$1,170 4 night minimum stay required; request only	4 night minimum stay required on 1BBV, 2BBV and D2BV; request only 2BBV and D2BV categories; \$20 surcharge Friday/Saturday nights
28 – 30 APR 2019	\$246	\$286	\$331	\$467	\$492	\$20 surcharge Friday/Saturday nights

Above FIT rates are net, non-commissionable, and are subject to state and local taxes in effect at the time of check-in. The current tax rate is 12% (7% state tax and 5% bed tax), and is subject to change. FIT rates do not apply to groups (10 or more accommodations).

Unpublished Rates are offered by Hotel expressly and solely for Provider use. The offering or distribution of Unpublished Rates or any other data or information provided by Hotel hereunder, through any consumer facing internet site or global distribution system booking sites, is expressly forbidden, except as Provider shall notify Hotel and Hotel shall approve such re-distribution in writing (rates are intended for B2B channels only).

Initials: SPH Date: 22nd may 2017

A compulsory resort fee of \$14 per accommodation, plus taxes, per night will be charged in addition to the confirmed nightly accommodation rate. The resort fee provides for: daily supply of in-room ground coffee; use of tennis courts, fitness center, and bicycles (helmets provided); unlimited local and toll free phone calls; on property transportation; scheduled shuttle service to St. Armand's Circle, Publix Grocery, and CVS Pharmacy; use of poolside loungers and umbrellas; daily use of 2 beach chair loungers (4 chair loungers for Two Bedroom Suites; additional chair loungers, luxury loungers, beach umbrellas, cabana hoods, luxury beds available for a nominal charge); use of towels and chair covers; daily newspaper; library usage of books and media; access to business center; Notary services; nightly turndown service upon request

ACCOMMODATION DESCRIPTION/CAPACITY:

All accommodations are equipped with a safe, microwave oven, coffee maker, flat-screen television(s), hair dryer(s), iron/board, and robes. **Check-in time** after 4:00pm, **check-out time** by 11:00am.

- **JR. SUITE** (Golf Course/Lagoon View or Beach View): Features one king-size bed in a spacious living/sleeping area, one queen-size sleeper sofa, kitchenette with washer/dryer, dressing room and balcony that runs the full length of the accommodation. **Maximum capacity of four** (1 adult and 3 children; 2 adults and 2 children; 3 adults and 1 child; 4 adults). **Additional person charge:** \$15 per person, per night for **third** and **fourth** adult. Children 16 years and under, utilizing existing bedding, stay free with adult in their accommodation. **Rollaway charge:** \$30 per night. Accommodation size: 650 square feet (60.38 square meters).
- **ONE BEDROOM SUITE** (Beach View): Features a private master bedroom with a dressing area and one king-size bed. The suite includes a large living room with one queen-size sleeper sofa, fully equipped kitchen with washer/dryer, dining area and balcony that runs the full length of the accommodation. **Maximum capacity of four** (1 adult and 3 children; 2 adults and 2 children; 3 adults and 1 child; 4 adults). **Additional person charge:** \$15 per person, per night for **third** and **fourth** adult. Children 16 years and under, utilizing existing bedding, stay free with adult in their accommodation. **Rollaway charge:** \$30 per night. Accommodation size: 815 square feet (75.71 square meters).
- **TWO BEDROOM SUITE** (Beach View): Have two double-size beds and a dressing area in the guest bedroom and one king-size bed and a dressing area in the master bedroom. Both bedrooms are separated by a large living room with one queen-size sleeper sofa, fully equipped kitchen with washer/dryer and dining area. The balcony runs the full length of the accommodation. **Maximum capacity of six** (1 adult and 5 children; 2 adults and 4 children; 3 adults and 3 children; 4 adults and 2 children; 5 adults and 1 child; 6 adults). **Additional person charge:** \$15 per person, per night for **fifth** and **sixth** adult. Children 16 years and under, utilizing existing bedding, stay free with adult in their accommodation. **Rollaway charge:** \$30 per night. Accommodation size: 1260 square feet (117.05 square meters).
- **DELUXE TWO BEDROOM SUITE** (Beach View): Offers all the features of the Two Bedroom Suite in a more expansive setting. **Maximum capacity of six** (1 adult and 5 children; 2 adults and 4 children; 3 adults and 3 children; 4 adults and 2 children; 5 adults and 1 child; 6 adults). **Additional person charge:** \$15 per person, per night for **fifth** and **sixth** adult. Children 16 years and under, utilizing existing bedding, stay free with adult in their accommodation. **Rollaway charge:** \$30 per night. Accommodation size: 1750 square feet (162.58 square meters).

BONUS FEATURES: Offers below are not combinable

- **Early Booking Bonus:** Stay 5 nights and receive 15% off
 - Booking Window: now through 31 Mar 2018
 - Travel Window: for bookings arriving beginning 01 May 2018 and departing no later than 20 Dec 2018.
- **All bookings of seven (7) nights or more include the following value-added features:**
 - Stay 7 nights and receive 20% off for bookings arriving beginning 01 May 2018 and departing no later than 20 Dec 2018.
 - Two rounds golf (greens fees only) per person, per seven nights for bookings arriving beginning 01 May 2018 and departing no later than 04 Oct 2018. Offer is valid for a maximum of two adults in the Guest Room, Jr. Suite or One Bedroom Suite categories; maximum of four adults in the Two Bedroom Suite or Deluxe Two Bedroom Suite categories.

RESERVATION INFORMATION: All reservations, changes, and cancellations must be confirmed by the hotel directly.

Reservations/changes/cancellations to: reservations@longboatkeyclub.com. Above allotment requests to: Angela Henley, Inventory Control Manager: angela.henley@oplhotels.com

FREESELL:

- **Category:**
 - Jr. Suite Golf Course/Lagoon View accommodation year-round
 - Jr. Suite Beach View accommodation year-round
- **Release:** 7 days 21-31 Dec 2018 and 15 Feb – 27 Apr 2019; 3 days all other dates
- **Sell and Report within 24 hours** of confirming the booking to our Reservations Department

ALLOTMENT:

- **Number of accommodations and category:**
 - One (1) One Bedroom Suite Beach View accommodation year-round except during request only dates
 - One (1) Two Bedroom Suite Beach View accommodation year-round except during request only dates
 - One (1) Deluxe Two Bedroom Suite Beach View accommodation year-round except during request only dates
- **Release:** 7 days 21-31 Dec 2018 and 15 Feb – 27 Apr 2019; 3 days all other dates
- **Sell and Report within 24 hours** of confirming the booking to our Reservations Department

PAYMENT:

Direct Bill (pending approved credit renewal/application). Payment must be made in the form of check (no credit card or wire transfers). The Resort at Longboat Key Club will set up and maintain a Master Account in the name of the tour operator/wholesaler. Payment terms – net 30 days. Tour Operator/Wholesaler will pay for accommodations and corresponding taxes. **Guests will pay resort fees and corresponding taxes locally.**

PENALTY CHARGES: If direct billing has been approved, penalty charges will automatically be invoiced.

- **Cancellation:**
 - 01 May 2018 to 20 Dec 2018: Cancellation within 7 days of arrival will result in a penalty of the first and last night's accommodation charge and corresponding taxes.
 - 21 Dec 2018 to 30 Apr 2019: Cancellation within 14 days of arrival will result in a penalty of the first and last night's accommodation charge and corresponding taxes.
- **No Show:** First and last night's accommodation charge and corresponding taxes.
- **Delayed Arrivals/Early Departure:** Delayed arrivals or early departure notice must be received 3 days (72 hours) prior to arrival date to avoid the first and last night's accommodation charge and corresponding taxes. Upon check-in, balance of charges for reserved date(s) is non-refundable.

CONTRACT TERMS: Hotel reserves the right to cancel contract with thirty (30) day notification for tour operator's lack of professional ethics, payment default, or any other reason deemed necessary by the hotel.

Please return a signed copy of this agreement to The Resort at Longboat Key Club by **12 May 2017**. We will then counter-sign the contract. The net rates and contract conditions become valid when both parties have signed this document.

The Resort at Longboat Key Club and **Ocean Beds (Ocean Holidays/Ocean Florida)** have agreed to, and have executed this Agreement by their authorized representatives as of the dates indicated below.

Organization: Ocean Beds	Hotel: The Resort at Longboat Key Club
Name: Simon Hilton	Name: Maria de la Cruz
Title: Head of Product	Title: Area Manager - Travel Industry Sales Ocean Properties Hotels, Resorts & Affiliates
Signature:	Signature:
Date: 22nd May 2017	Date:

Please provide information below:

Accounting Inquiries Contact Name/Title: Scott Grafton , Accounts payable manager
payables@oceanbeds.com
 Accounting Inquiries Email Address/Phone/Fax: _____
 Invoices Email Address: payables@oceanbeds.com Stop Sell Email Address: stopsales@ocean-holidays.co.uk

CONTACT INFORMATION

Resort Address:

220 Sands Point Road
Longboat Key, FL 34228 U.S.A.

Resort Phone Number, Fax Number and Website:

Phone: +941 383 8821; Fax: +941 383 5396; www.longboatkeyclub.com

Sales (for contract inquiries):

Maria de la Cruz, Area Manager - Travel Industry Sales
Ocean Properties Hotels, Resorts & Affiliates
Regional Sales Office: 442 Gulf of Mexico Drive | Longboat Key, FL | 34228 | U.S.A.
P: 941 387 1588 | F: 941 387 1617 | E: maria.delacruz@oplhoteles.com

Reservations

Reservations, changes, and cancellations: reservations@longboatkeyclub.com
Above allotment requests: Angela Henley, Inventory Control Manager: angela.henley@oplhoteles.com

Payments/Billing Inquiries:

Forward all payments to:
PCFSI
1000 Market Street | Building One, Suite #300 | Stop **0367A** | Portsmouth, NH | 03801 | U.S.A.

Billing Inquiries:

The Resort at Longboat Key Club/Accounting Dept.
Phone: +941 383 8821
Email: accounting@longboatkeyclub.com

Director of Resort Operations:

Rick Benninghove, Director of Resort Operations
The Resort at Longboat Key Club
220 Sands Point Road
Longboat Key, FL 34228 U.S.A.
Phone: +941 387 1567
Fax: +941 387 1576
Email: rick.benninghove@longboatkeyclub.com