

GRAND BEACH HOTEL

SURFSIDE

Issued: May 23, 2017 2017-2018 NET WHOLESALE CONTRACT

This letter represents an agreement for the 2017-2018 Net Wholesale rates between **Grand Beach Hotel Surfside** and **Ocean Beds**.

Simon Hilton
Ocean Beds

3204 Rolling Oaks Blvd., Kissimmee, Florida 34747
Telephone: (407) 309-6422 (407) 309-6423 / Email: Simon.Hilton@Ocean-Holidays.co.uk

Room Type	Dec 22 2017 to Jan 1 2018	Jan 2 to Mar 29 2018	April 8 to May 31 2018	Jun 1 to Jun 30 2018	Jul 1 to Aug 18 2018	Aug 19 to Sep 30 2018	Oct 1 to Dec 20 2018	Rates Valid for # of adults	Max. Occ.
Sunset View King	\$515	\$255	\$190	\$153	\$180	\$153	\$180	1 - 2	4
Pool View King	\$535	\$265	\$200	\$163	\$190	\$163	\$190	1 - 2	4
Ocean View King	\$555	\$280	\$210	\$175	\$200	\$175	\$200	1 - 2	4
Ocean Front King	\$600	\$300	\$230	\$195	\$220	\$195	\$220	1 - 2	4
2 Bedroom Sunset View King/King	\$855	\$450	\$380	\$300	\$370	\$300	\$370	1 - 4	6
2 Bedroom Partial Ocean View Queen / 2 Doubles	\$880	\$515	\$440	\$355	\$425	\$355	\$425	1 - 4	6
2 Bedroom Ocean Front King / 2 Doubles	\$1185	\$580	\$500	\$470	\$490	\$470	\$490	1 - 4	6

SPECIAL EVENT RATES

February 15-18, 2018	
Sunset View	\$395
Pool View	\$420
Ocean View	\$440
Ocean Front	\$480
2 Bedroom Sunset	\$795
2 Bedroom Partial Ocean	\$880
2 Bedroom Ocean Front	\$965
3 night minimum stay	

February 22-24, 2018	
Sunset View	\$365
Pool View	\$385
Ocean View	\$410
Ocean Front	\$450
2 Bedroom Sunset	\$710
2 Bedroom Partial Ocean	\$765
2 Bedroom Ocean Front	\$820
3 night minimum stay	

March 22-25, 2018	
Sunset View	\$365
Pool View	\$385
Ocean View	\$410
Ocean Front	\$450
2 Bedroom Sunset	\$710
2 Bedroom Partial Ocean	\$765
2 Bedroom Ocean Front	\$820
3 night minimum stay	

March 30-April 7, 2018	
Sunset View	\$255
Pool View	\$265
Ocean View	\$280
Ocean Front	\$300
2 Bedroom Sunset	\$450
2 Bedroom Partial Ocean	\$515
2 Bedroom Ocean Front	\$580
3 night minimum stay	

May 26-28, 2018	
Sunset View	\$220
Pool View	\$230
Ocean View	\$240
Ocean Front	\$260
2 Bedroom Sunset	\$415
2 Bedroom Partial Ocean	\$475
2 Bedroom Ocean Front	\$545
3 night minimum stay	

December 6-9, 2018	
Sunset View	\$350
Pool View	\$360
Ocean View	\$370
Ocean Front	\$390
2 Bedroom Sunset	\$545
2 Bedroom Partial Ocean	\$605
2 Bedroom Ocean Front	\$670
3 night minimum stay	

RESORT FEE

The above room rates are subject to a \$26.00 Daily Resort Fee plus 11% tax (subject to change without any notice).

PROMOTIONS

- **4th Night Free** for all room types from January 2 – March 29; July 1- August 18, 2018.
- **3rd Night Free** for all room types from April 8 – June 30; August 19 -December 20, 2018 (Excludes all special events: February 15-18, 2018, February 22-24, 2018, March 22-25, 2018, March 30- April 7, 2018, May 26-28, 2018, and December 6-9, 2018).
- **Kids Eat Free** (under 12 with a paying adult) from April 8– December 20, 2018 for lunch and dinner **ONLY**.

Promotions must be requested in writing on each booking in order to be honored.

NOTES

- American Breakfast Buffet is \$33.00 all-inclusive per person (subject to change). Children 4-12 all inclusive \$16.50 per person (subject to change) and children 3 and under are free.
- All rates are quoted in US dollars; all rates are quoted per “suite” per night.
- Extra Adult is \$20 per night (subject to 11% tax).
- Minimum age for check-in: 21 years.
- Children age eighteen (18) and under stay free of charge when sharing room with an adult.
- No roll-away beds allowed. Cribs are complimentary and subject to availability.
- Reservations that cross seasonal dates will be billed at the prevailing date rate. The net rate will increase or decrease on the date specified on this contract.
- Rates are NON-COMMISSIONABLE and are subject to state sales and local bed taxes, currently 11% (subject to change).
- **These rates cannot be sold directly to the public and/or the internet as room-only product and apply to wholesaler individual reservations only. If Grand Beach Hotel Surfside becomes aware that these rates are being sold to our GDS partners, and/or via B2C/OTA websites, the contract will be cancelled immediately.**
- Valet parking is available at a rate of \$42.00 plus tax per car per night (subject to change without notice).
- CHECK-IN time is 4:00PM; CHECK-OUT time is 12:00 PM noon. Any request for late check- out must be approved by the Grand Beach Hotel Surfside's Front Office Manager on day of departure and will be subject to availability. A fee may apply depending on actual departure time.
- One night plus tax will be charged for early departures.

MINIMUM STAY REQUIREMENTS

All reservations must comply with the minimum stay requirements. Minimum stays on a reservation are in effect when arrival date falls within stated dates below:

Special Events	Effectuated Dates	Minimum Requirement
Boat Show	February 15-18, 2018	3 Nights
Food & Wine	February 22-24, 2018	3 Nights
WMC/Ultra	March 22-25, 2018	3 Nights
Passover	March 31- April 7, 2018	3 Nights
Memorial Day	May 26-28, 2018	3 Nights
Art Basel	December 6-9, 2018	3 Nights

SUITE ALLOTMENT / ROOM AVAILABILITY

Reservations that are within your allotment can be sold on a sell and report basis until your cutoff date, in accordance with the room allotments below. Reservation requests after the cutoff date will be confirmed at the available wholesale rate, depending on the room category available. We reserve the right to review your allotment after an initial 180-day period.

	Dec 22, 2017 to January 1, 2018	January 2, 2018 to March 29, 2018	March 30, 2018 to December 20, 2018
CUT-OFF	10 Days	7 Days	3 Days
Sunset View King	Free Sale	Free Sale	Free Sale
Pool View King	Free Sale	Free Sale	Free Sale
Ocean View King	Free Sale	Free Sale	Free Sale
Ocean Front King	Free Sale	Free Sale	Free Sale
2 Bedroom Sunset View King/King	3	3	3
2 Bedroom Partial Ocean View Queen / 2 Doubles	2	2	2
2 Bedroom Ocean Front King / 2 Doubles	2	2	2

BLACK OUT DATES

Grand Beach Hotel Surfside reserves the right to increase black-out dates and stop sales. Stop sells will be communicated via e-mail. All reservations already confirmed within allotment needs to be reported within 48 hours. No name changes will be allowed after reservation has been confirmed.

ROOM DESCRIPTIONS

Suites: Suites are furnished with 1 King bed, 1 Queen Sleeper sofa, and 2 full bathrooms. All suites provide 2 flat-screen TVs, coffee-maker, wireless internet access, in-room safe and premium TV-channels (including international and movie channels). All suites offer a balcony. No roll-away beds allowed. Approximately 440 sq. ft. Maximum occupancy: 4 guests.

Two Bedroom Suites: Suites are furnished with either a king/king, queen/2 doubles or king/2 doubles, 1-2 queen sleeper sofas and 3-4 full bathrooms. All suites provide a minimum of 3 flat-screen TVs, coffee-maker, wireless internet access, in-room safe and premium TV-channels (including international and movie channels). All suites offer a balcony. No roll-away beds allowed. Approximately 700 sq. ft. Maximum occupancy: 6 guests.

SMOKING POLICY

Grand Beach Hotel Surfside has designated smoking rooms. Please advise the Front Desk if you are requesting a smoking room. A \$300 deep cleaning fee will be charged to your room bill for smoking inside of non-smoking suites. Smoking is permitted on outdoor areas and balconies.

PET POLICY

Small Pets are permitted. A \$50.00 plus tax nightly fee applies. A \$100.00 deposit will be required at check in to recover any damages. This deposit is refundable.

RESERVATIONS

Reservations are to be sent via e-mail at SurfsideReservations@GrandBeachHotel.com.

PAYMENT & CREDIT POLICY

Prepayment for room and tax are to be made no later than five (5) business days prior to arrival date. Should prepayment not be received, reservations are subject to cancellation. **Credit card payments will be assessed a 4% fee over total. Payments by wire transfer, company check and cashier's check will not incur any fees.**

CANCELLATION POLICY

Please note that for no-shows and reservations canceled less than 72 hours in advance of scheduled arrival a one (1) room night charge plus tax will be billed at the confirmed rate. A cancellation number needs to be provided in order to adjust no show charges.

NOTE: Reservations for stays December 22, 2017 – January 1, 2018 must be cancelled by December 1, 2017 or a one-night cancellation charge will apply.

INCIDENTAL CHARGES

Please be aware, each individual guest will be responsible for incidental charges to be paid upon departure. To guarantee these charges, we require a credit card at time of check-in. Grand Beach Hotel Surfside will authorize the provided credit card for the amount of the estimated incidentals for the entire stay. We will be unable to register any guest that is not able to provide sufficient credit to cover their incidental charges upon arrival.

GROUP RESERVATIONS & CONDITIONS

Group reservations must be for a minimum of ten (10) suites or more. Group suite commitments are subject to space and group suite rate availability. Please send all group requests to Natalie Orr at norr@grandbeachhotel.com.

SUITE NIGHT PRODUCTION GUARANTEE

In order for **Ocean Beds** to receive this special rate agreement, Grand Beach Hotel Surfside requires a minimum production of 300 suite nights to be booked during this agreement validity period.

CONTACT INFORMATION

Contact	Address	Telephone	Fax
Contracting - Natalie Orr norr@grandbeachhotel.com	9449 Collins Avenue Surfside, FL 33154	786-369-1586	305-538-8023
Reservations surfsidereservations@grandbeachhotel.com	9449 Collins Avenue Surfside, FL 33154	786-369-1571	305-647-2341
Accounting – Alejandro Valdez avaldez@grandbeachhotel.com	9449 Collins Avenue Surfside, FL 33154	786-534-8666 Ext: 4612	305-572-7005

ACCEPTANCE

If **Ocean Beds** is in agreement with all of the above-mentioned terms and conditions, please sign this agreement and return it by **June 2, 2017**.

ACCEPTANCE BY THE AGENT

Simon Hilton
Director of Production
Ocean Beds

Signature: _____

Date: 12th June 2017

ACCEPTANCE BY THE HOTEL

Natalie Orr
Area Director of Sales

Grand Beach Hotel Surfside

Signature:  _____

Date: _____

Handwritten initials and date: NS 6/12/17