



SOLE ON THE OCEAN
SUNNY ISLES BEACH, MIAMI FLORIDA
2017-18 FIT NET RATE AGREEMENT
OCEAN BEDS

We are pleased to confirm in this agreement the following rates and terms.

DATES	ROOM CATEGORY	FIT NET RATES	ALLOTMENT	CUT OFF DATES
MAY 1, 2017 – SEP 30, 2017	King Partial Ocean View Room Standard	145	Free Sell	3 days
	Double Partial Ocean View Room Standard (2 beds)	165		
	King City View 1Bedroom Suite	185		
	King Partial Ocean View 1Bedroom Suite	215	Free Sell	14 days
	King Ocean Front 1Bedroom Suite	245		
	King/King City View 2Bedroom Suite	275		
	King/Dbi-Dbi Partial Ocean View 2Bedroom Suite	325		
OCT 1, 2017 – DEC 23, 2017	King Partial Ocean View Room Standard	155	Free Sell	3 days
	Double Partial Ocean View Room Standard (2 beds)	175		
	King City View 1Bedroom Suite	195		
	King Partial Ocean View 1Bedroom Suite	225	Free Sell	14 days
	King Ocean Front 1Bedroom Suite	255		
	King/King City View 2Bedroom Suite	295		
	King/Dbi-Dbi Partial Ocean View 2Bedroom Suite	335		
DEC 24, 2017 – APR 30, 2018	King Partial Ocean View Room Standard	235	Free Sell	10 days
	Double Partial Ocean View Room Standard (2 beds)	255		
	King City View 1Bedroom Suite	275		
	King Partial Ocean View 1Bedroom Suite	305	Free Sell	14 days
	King Ocean Front 1Bedroom Suite	375		
	King/King City View 2Bedroom Suite	455		
	King/Dbi-Dbi Partial Ocean View 2Bedroom Suite	505		

FIT NET RATES:

- Rates are net, non-commissionable and subject to state/local taxes, currently at 13% plus Resort Fee per room per night (subject to change).
- Resort Fee charge is \$20 plus 13% tax per room per night for all Standard and 1 Bedroom Suite room categories.
\$20 Resort Fee Amenities includes: Complimentary Coffee, tea and fresh squeezed juices to be served in Fresh American Bistro, daily from 7:30-11AM; Two Bottled Waters on the first night; assortment of tea and coffee; local and Toll-Free calls; Faxing and Printing Services; use of Business Center; WiFi internet access; and full access to the Beach Club with towel service, Two beach chairs and One umbrella per room.
- Resort Fee charge is \$40 plus 13% tax per room per night for all 2 Bedroom Suite room categories.
\$40 Resort Fee Amenities includes: Complimentary Coffee, tea and fresh squeezed juices to be served in Fresh American Bistro, daily from 7:30-11AM; Four Bottled Waters on the first night; assortment of tea and coffee; local and Toll-Free calls; Faxing and Printing Services; use of Business Center; WiFi internet access; and full access to the Beach Club with towel service, Four beach chairs and Two umbrellas per room.
- Rates are based on sgl-dbl occupancy on all Standard and 1 Bedroom Suite room categories. Extra charges of \$15 per person per night will apply for 3rd and 4th persons. (Children 12 years or under stay free in existing bedding). 2Bedroom Suites are based on sgl-quad occupancy. Extra charges of \$15 per person per night will apply for 5th and 6th persons. (Children 12 years or under stay free in existing bedding).
- Rollaway beds available at additional \$25 (+7% tax) per night, cribs at no additional cost. Rollaway beds and Cribs are on request and must be noted at time of reservation.
- Maximum length of stay of 20 nights for all bookings and applicable to all rooms categories.
- Check in time is 4:00pm and check out time is 11:00am. Early Check-In and Late Check-Out subject to additional charges and upon request. All registered guests checking in must be 21 years of age or older. Valid identification will be required at check-in.
- The Hotel is Pet Friendly. Pet policy allows only dogs and cats (under 25 lbs.) for a maximum of one pet per room. Pet fee of \$25 per pet, per day will apply and a Pet Deposit of \$200 per stay. Guests are held responsible for any damages cause by the pet.
- Valet parking is available at \$25 plus 13% tax per vehicle per night. No self-parking available.
- Rates quoted are guaranteed to FIT program only. Any groups of 10 rooms or more are subject to availability and rates upon request. Any additional charge that may apply will be the responsibility of the guest upon departure unless previously confirmed in writing.

PROMOTIONS: Promotions are subject to Free Sell inventory and Stop Sells will apply. Promotions will NOT be valid over Premium Dates or Black Out Dates. Promotions may NOT be combined with other offers unless otherwise outlined.

- **5TH NIGHT FREE** promotion, pay 4-stay 5 nights is available based on FIT NET RATES valid for travel **MAY 1-DEC 23, 2017** and subject to outlined booking windows, valid for 1 Bedroom and 2 Bedroom Suites categories ONLY. 5th Night Free promotions may NOT be combined with any other offers. 5th Night Free is cumulative. Resort Fee charges will apply on Free Night.
- **EARLY BIRD BONUS** promotions are subject to Free Sell inventory and specified Cut Off of 3/10/14 days prior to end of Booking Window. Stop Sells will be notified via email. Promotions will NOT be valid over Premium Dates or Black Out Dates and may NOT be combined with other offers unless otherwise outlined.

EBB PROMO DATES & TERMS	ROOM CATEGORY	EBB PROMO NET RATES	CUT OFF DATES
Travel Window MAY 1–JUL 31 ,2017 Booking Window thru MAY 1, 2017 Promo Code: SMJ17 & Travel Window AUG 1–SEP 30, 2017 Booking Window thru AUG 1, 2017 Promo Code: SAS17	King Partial Ocean View Room Standard	125	3 days 14 days
	Double Partial Ocean View Room Standard (2 beds)	135	
	King City View 1Bedroom Suite	155	
	King Partial Ocean View 1Bedroom Suite	175	
	King Ocean Front 1Bedroom Suite	195	
	King/King City View 2Bedroom Suite	205	
	King/Dbl-Dbl Partial Ocean View 2Bedroom Suite	235	
Travel Window OCT 1–DEC 23 ,2017 Booking Window thru OCT 1 ,2017 Promo Code: SOD17	King Partial Ocean View Room Standard	135	3 days 14 days
	Double Partial Ocean View Room Standard (2 beds)	145	
	King City View 1Bedroom Suite	165	
	King Partial Ocean View 1Bedroom Suite	185	
	King Ocean Front 1Bedroom Suite	205	
	King/King City View 2Bedroom Suite	215	
Travel Window JAN 2–MAR 30 ,2018 Booking Window thru JAN 31, 2018 Promo Code: SJM18	King Partial Ocean View Room Standard	n/a	10 days 14 days
	Double Partial Ocean View Room Standard (2 beds)	n/a	
	King City View 1Bedroom Suite	265	
	King Partial Ocean View 1Bedroom Suite	285	
	King Ocean Front 1Bedroom Suite	355	
	King/King City View 2Bedroom Suite	435	
Travel Window APR 1-30, 2018 Booking Window thru JAN 31, 2018 Promo Code: SA18	King Partial Ocean View Room Standard	125	10 days 14 days
	Double Partial Ocean View Room Standard (2 beds)	135	
	King City View 1Bedroom Suite	155	
	King Partial Ocean View 1Bedroom Suite	175	
	King Ocean Front 1Bedroom Suite	195	
	King/King City View 2Bedroom Suite	205	
	King/Dbl-Dbl Partial Ocean View 2Bedroom Suite	235	

FREE SALE / STOP SELL:

FIT Net Rates rooms inventory is based on Free Sell as specified per season and cut off days. It is advised to Sell & Report all bookings to the hotel. The hotel will promptly notify via email any dates to close out for sale or Stop Sell. All reservations already confirmed need to be reported within 48 hours. No name changes will be allowed after reservation has been confirmed. Free Sell and inventory will NOT be available during Black Out Dates unless otherwise advised.

PREMIUM NET RATES:

The following high demand **PREMIUM DATES** are available and **OPEN** for sale at the following **PREMIUM NET RATES**. Dates are inclusive. Subject to Minimum Night Length of Stay as outlined. Cut off or release period of 30 days prior to arrival. No-shows and reservations canceled less than thirty **(30) days** in advance of scheduled arrival date during **PREMIUM DATES** will be subject to three (3) nights room charge plus tax at the confirmed Premium Net Rate. Dates are subject to change. Promotions will NOT be available during Premium Dates.

PREMIUM DATES	ROOM CATEGORY	PREMIUM NET RATES	ALLOCATION	CUT OFF DATES
DEC 29, 2017- JAN 1, 2018 (3 nights minimum)	King Partial Ocean View Room Standard	255	Free Sell	30 days
	Double Partial Ocean View Room Standard (2 beds)	275		
	King City View 1Bedroom Suite	295		
	King Partial Ocean View 1Bedroom Suite	325		
MAR 23, 2018- APR 9, 2018 (3 nights minimum)	King Ocean Front 1Bedroom Suite	395		
	King/King City View 2Bedroom Suite	475		
	King/Dbl-Dbl Partial Ocean View 2Bedroom Suite	525		

ROOM CATEGORIES DESCRIPTION & OCCUPANCY:

King Partial Ocean View Room Standard (one king):

2 adults and 1 child (12 and under) maximum occupancy with one king bed, child must use existing bedding. No Rollaway available. Guestroom with Balcony with Bay/City and Ocean Views, Flat screen TV, Luxury Bathroom with Bathtub or Shower, Coffee/Tea maker. 400 sq.ft. / 37.16 sq.m.

Double Partial Ocean View Room Standard (2 double beds):

2 adults and 2 children (12 and under) maximum occupancy in existing bedding. No additional charge. No Rollaway available.

2 adults and 2 children (13-18 yrs old) maximum occupancy in existing bedding. Extra person charge of \$15 + 13% tax per additional child ages 13-18 years old will apply. No Rollaway available.

4 adults (19 yrs old and over) maximum occupancy in existing bedding. Extra person charge of \$15 + 13% tax per additional guest. No Rollaway available.

Guestroom with Balcony with Bay/City and Ocean Views, Flat screen TV, Luxury Bathroom with Bathtub or Shower, Coffee/Tea maker. 400 sq.ft. / 37.16 sq.m.

King City View, King Partial Ocean View or Ocean Front 1 Bedroom Suites (one king):

2 adults and 1 child (12 and under) maximum occupancy in existing bedding. No additional charge.

2 adults and 1 extra person (13 and over) maximum occupancy with rollaway. Extra person charge of \$15 + 13% tax per additional guest plus \$25 (+7%) Rollaway beds charge per night.

Suites offer guestroom with one king-size bed, Balcony with Bay/City views, flat-screen TV in Living room and Bedroom, Luxury Bathroom, Coffee/Tea maker, Full Kitchen with bar counter (does not include dining table and chairs). 750 sq.ft./ 69.67 sq.m

King/King City View 2 Bedroom Suite (king/king):

4 adults maximum occupancy in existing bedding. No additional charge.

4 adults and 1 extra person (13 and over) maximum occupancy with rollaway. Extra person charge of \$15 + 13% tax per additional guest plus \$25 (+7%) Rollaway beds charge per night.

Suite offers two guestrooms with one king-size bed each, flat-screen TV in Living room and Bedrooms, Two Luxury Bathrooms, Coffee/Tea maker, Full Kitchen with bar counter (does not include dining table and chairs. Balcony with City/Bay views and some with partial ocean views.

Over 1100 sq.feet/102 sq. meters.

King/DbI-DbI Partial Ocean View 2 Bedroom Suite (king/double-double):

4 adults and 2 children (12 and under) maximum occupancy in existing bedding. No additional charge.

4 adults and 2 children (13-18 yrs old) maximum occupancy in existing bedding. Extra person charge of \$15 + 13% tax per additional child ages 13-18 years old will apply.

5 adults (19 yrs old and over) maximum occupancy with rollaway. Extra person charge of \$15 + 13% tax per additional guest plus \$25 (+7%) Rollaway beds charge per night.

6 adults (19 yrs old and over) is not allowed.

Suite offers two guestrooms, the master guestroom with one king-size bed and the other guestroom with two double beds, flat-screen TV in Living room and Bedrooms, Two Luxury Bathrooms, Coffee/Tea maker, Full Kitchen with bar counter and two bar stools (does not include dining table and chairs).

Floor to ceiling ocean views. Over 1100 sq.feet/102 sq. meters.

PAYMENT POLICY: All payments must be submitted in US Dollars and can be made via credit card, check or wire transfer.

Resort Fee: All bookings are subject to the established Resort Fee per room per night subject to each room category to be applied to the hotel guest upon arrival, unless otherwise notified by the account.

Please indicate **(X)** if the **Resort Fee** will be paid by the ____ **account** or charged to ____ **guests** directly upon arrival.

Prepayment: All bookings are subject to Full Prepayments 10 days prior to guest arrival. If payment has not received 10 days prior to arrival, the reservation will be automatically canceled. If guest arrives at the hotel with a canceled reservation, he/she will be checked-in on a space available basis at the current rack rate.

Direct Billing: Payments can be made by credit card, check or wire transfer. Direct Billing privileges may be established by submitting a credit application for hotel approval. If approved, all Direct Billing payments will be due upon thirty (30) days of receipt of invoice. Failure to maintain balances up to date may result in ceasing privileges and full prepayment will apply.

Virtual Credit Card: All bookings from accounts with established virtual credit card approval by the hotel are subject to Full Prepayments to be applied upon guest check in (virtual credit card form will be required for records).

Hotel Accounting contact: Amy Hess / Tel. 786 923 9303 / ahess@solehotels.com

Hotel Bank Information:

Account Name: Sole on the Ocean - OTO173 Management LLC / Account#1000014039 / Wire ABA #067009646 /

SWIFT Code # SAUBUS3M / Fiscal/Tax ID #26-4377247 / Bank: Sabadell United Bank 18841 NE 29th Avenue, Aventura, FL 33180

RESERVATIONS PROCEDURES:

All FIT Reservations /requests, modifications & cancelations are to be submitted via **UNIQUE HOTEL SOLUTIONS** by email at sole@uniquehotelsolutions.com.

CANCELLATION POLICY:

No-shows and reservations canceled less than **72 hours** in advance of scheduled arrival date will be subject to **one (1) night** room charge plus tax at the confirmed rate. In addition, no-shows and reservations canceled less than **thirty (30) days** in advance of scheduled arrival date during **PREMIUM DATES** will be subject to **three (3) nights** room charge plus tax at the confirmed Premium Net Rate.

A cancellation number needs to be provided in order to adjust no show charges. All cancellation requests must be sent directly to **UNIQUE HOTEL SOLUTIONS** at via e-mail at sole@uniquehotelsolutions.com.

EARLY DEPARTURE POLICY:

All early departures will be charged one night room rate plus applicable taxes.

MARKETING & LITERATURE:

Any use of the hotel's logo and photography for the purpose of promoting your product must have prior written approval from the hotel. Any website or printed forms or literature pertaining to reservations must be reviewed and approved in writing by the hotel.

RATE DISTRIBUTION:

The hotel protects rate integrity and channel distribution, therefore requests that all FIT net rates remain confidential and distributed with proper mark-up for sale and in parity with the hotel's featured sell rate. FIT net rates are solely for wholesale/B2B distribution and are not to be featured thru online parties without hotel consent. FIT net rates cannot to be sold directly to the consumer or featured on consumer-direct programs for B2C distribution. Should the hotel become aware that FIT net rates are being distributed and sold thru direct channels or featured out of rate parity, it may result in breach of agreement and the hotel reserves the right to cancel the agreement with the tour operator.

SIGNAGE AND DISPLAYS:

No SIGNAGE of any kind or courtesy desk is permitted in the lobby or public areas. It will be our pleasure to coordinate such needs through our sales office.

TERMINATION:

Either party can cancel this contract with 30 days' written notice. Reasons for cancellation can be based on payment history and/or production.

HOTEL INFORMATION:

SOLE ON THE OCEAN

17315 Collins Avenue Sunny Isles Beach, FL 33160 TEL 786 9239300 EMAIL reserve.ocean@solehotels.com WEBSITE www.solehotels.com

UNIQUE HOTEL SOLUTIONS:

Unique Hotel Solutions acts solely as the hotel's sales representative. Unique Hotel Solutions is not liable for any wrongdoing from the hotel directly or indirectly to the tour operator or to the guests/clients of the tour operator. If the hotel ceases to operate, closes its operation, decides to enter into an exclusive agreement with a tour operator; Unique Hotel Solutions will not be liable nor will be subject to offer any compensation to the tour operator or their clients if these acts in any way hurt directly or indirectly tour operator or their clients. Unique Hotel Solutions will always provide assistance if any problem arises between the hotel and the tour operator.

CONFIRMATION:

A signed copy of this agreement along with the sample vouchers is required by no later than MAY 30, 2016 prior to the hotel honoring this agreement. To confirm the agreement please return your signed copy to **UNIQUE HOTEL SOLUTIONS** via email at ccalisto@uniquehotelsolutions.com or fax at **305 674 9115**.

ON BEHALF OF SOLE ON THE OCEAN

**ACCEPTED BY:
UNIQUE HOTEL SOLUTIONS**

Maria Elena Kaldani, President
mekaldani@uniquehotelsolutions.com
Eli Marie Rodriguez, Vice President
emrodriguez@uniquehotelsolutions.com

DATE

OCEAN BEDS



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13th June 2016