

April 14, 2016

Simon Hilton  
Head of Product USA  
Ocean Beds  
3204 Rolling Oaks Blvd  
Kissimmee, FL 34747

Dear Simon:

*It is with pleasure that we provide you with our Wholesale Net Rate Agreement. Enclosed please find our 2017-18 wholesale contract for Ocean Pointe Suites Key Largo. If everything meets with your approval, **please sign and return to me via email at [abesil@opsuites.com](mailto:abesil@opsuites.com) or by fax to 305-853-0050, I will countersign, scan and email the agreement back to you for your files.***

*On behalf of all of the associates and management of Provident Hotels & Resorts, we look forward to continuing our partnership together. Thank you for your support and should you have any further questions, please feel free to contact me at 305-440-2365.*

*Respectfully yours,*

*Adrian Besil*

Adrian Besil  
Director of Sales



5300 NW 87 Avenue  
Miami, FL, USA, 33178  
Tel 305-597-8600  
Tel 877-748-BLUE (2583)  
Fax 305-597-5949



12000 Gulf Boulevard,  
Treasure Island, FL 33706  
Tel 727-360-1600  
Tel 866-597-1600  
Fax 727-360-1677



500 Burton Drive  
Tavernier, Florida 33070  
Tel 305-853-3000  
Tel 800-882-9464  
Fax 305-853-3007



2506 N. Rocky Point Dr.  
Tampa, FL 33607  
Tel 813-281-9599  
Tel 800-255-9599  
Fax 813-281-9510



2951 South Bayshore Dr.  
Coconut Grove  
Miami, Florida 33133  
Tel 305-441-2100  
Tel 888-868-8469  
Fax 305-441-2822

E-mail [abesil@opsuites.com](mailto:abesil@opsuites.com)

[www.providentresorts.com](http://www.providentresorts.com)

MAIN (727) 726-4770 • FAX (727) 725-3642



107 HAMPTON ROAD, SUITE 100, CLEARWATER, FLORIDA 33759

500 Burton Drive – Key Largo, FL 33070  
P 305-853-3000 F 305-853-3007

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Head of Product USA  
Ocean Beds  
3204 Rolling Oaks Blvd  
Kissimmee, FL 34747

Dear Simon:

Provident Atlantic Resorts, Inc. dba "Ocean Pointe Suites at Key Largo" is pleased to confirm the following International net rates:

<u>Net Rates for 2016</u>	<u>Island View</u>		<u>Ocean View</u>		<u>Allocation</u>	<u>Cut-off</u>
<u>Effective Dates</u>	<u>1 BR.</u>	<u>2 BR.</u>	<u>1 BR.</u>	<u>2BR.</u>		
04/23/17 – 05/25/17	\$149	\$159	\$159	\$169	Sell and Report	14 days prior to arrival
05/26/17 – 05/28/17	\$225	\$245	\$245	\$265	Sell and Report	14 days prior to arrival
05/29/17 – 06/29/17	\$149	\$159	\$159	\$169	Sell and Report	14 days prior to arrival
06/30/17 – 07/05/17	\$225	\$245	\$245	\$265	Sell and Report	14 days prior to arrival
07/06/17 – 08/13/17	\$165	\$175	\$175	\$185	Sell and Report	14 days prior to arrival
08/14/17 – 08/31/17	\$105	\$115	\$115	\$125	Sell and Report	14 days prior to arrival
09/01/17 – 09/03/17	\$215	\$235	\$235	\$255	Sell and Report	14 days prior to arrival
09/04/17 – 11/02/17	\$105	\$115	\$115	\$125	Sell and Report	14 days prior to arrival
11/03/17 – 11/26/17	\$130	\$140	\$140	\$150	Sell and Report	14 days prior to arrival
11/27/17 – 12/21/17	\$109	\$119	\$119	\$129	Sell and Report	14 days prior to arrival
12/22/17 – 01/06/18	\$279	\$309	\$299	\$339	Sell and Report	14 days prior to arrival
01/07/18 – 02/08/18	\$145	\$165	\$155	\$175	Sell and Report	14 days prior to arrival
02/09/18 – 03/01/18	\$195	\$215	\$205	\$225	Sell and Report	14 days prior to arrival
03/02/18 – 03/25/18	\$225	\$245	\$245	\$265	Sell and Report	14 days prior to arrival
03/26/18 – 04/07/18	\$265	\$295	\$285	\$325	Sell and Report	14 days prior to arrival

**Allotments:** Free sell – all dates/all categories

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**Minimum Stays:**

**3 nights:** May26-28, 2017/ June 30-July 5, 2017 / Sept 1-3, 2017 / Dec 22-Jan 6, 2018 / March 26-April 7, 2018

- Rates are per suite, per night, in US Dollars, NET, EP, and subject to applicable state and local taxes, (currently 12.5%) in effect at the time of check-in.
- All suites are Run of House within selected category.
- Allotment with IMMEDIATE SELL & REPORT, monitor STOP SELL/CLOSE OUTS.
- Complimentary parking for maximum of two vehicles per suite – Boat or trailer parking on property at additional fee.
- No Pets are permitted on property.
- Maximum of 3 adults and 1 child under 16 in the 1-bedroom suite. Maximum of 4 adults and 2 children under 16 in the 2-bedroom suite.
- All suites are non-smoking.
- Weekly cleaning service. Towel and linen service upon request.
- Minimum check-in age is 21 years old.

**Guest Incidental Charges**

Each guest will be required to leave a credit card imprint or cash deposit upon check-in to guarantee incidental charges.

**Reservation Procedures**

Reservations must be made via SynXis RedX Distribution System direct link, email to [sales@opsuites.com](mailto:sales@opsuites.com), or fax 305.853.5109, "Attention Reservations Manager" on an immediate Sell & Report basis, or by telephone 305.853.3000, or 800.882.9464. Reservations are not to be considered confirmed until receipt of a confirmation number.

**Stop Sell/ Close Outs**

Indicate the email address to send Stop Sell Notices: **Email:** stopsales@ocean-holidays.co.uk

Upon receipt of a stop sell you must report all rooms sold within 24 hours.

**Black Out Dates**

N/A

**Payment Policy**

✓ **Prepay - Full pre-payment must be received fourteen (14) days prior to guest's arrival.**

Failure to pay promptly will compromise future reservations and/or guest credit card will be billed for balance due. Wire transfer and payment by credit card fees will be responsibility of sender.

**Please provide Accounts Payable;**

**Contact Name:** Karen Wheeler

**Phone:** 01144 203 816 0955

**Email:** karen.wheeler@ocean-holidays.co.uk

**Please provide Controller;**

**Contact Name:**

**Phone:** \_\_\_\_\_

**Email:** \_\_\_\_\_

**Cancellation/No Show Policy**

Guaranteed reservations that are no shows or canceled less than ten (10) days prior to guest arrival will be assessed a one (1) night room charge plus tax for the following dates: 4/23/17-5/25/17, 5/29/17-06/29/17, 7/6/17-8/31/17, 9/4/17-12/21/17, 01/07/18-03/25/18

Guaranteed reservations that are no shows or canceled less than fourteen (14) days prior to guest arrival will be assessed a one (1) night room charge plus tax for the following dates: 05/26/17-05/28/17, 06/30/17-07/05/17, 09/01/17-09/03/17, 12/22/17-01/06/18, 03/26/18-04/07/18

A cancellation number must be obtained from the hotel's reservation department for all cancellations. No-Show reservations will not automatically roll over to next day. All cancellations will be billed unless our Property Management System indicates cancellation within contracted terms.

**Early Departure Policy**

Early departures will result in a charge of one night room and tax.

**Check-in/Check-out Time**

Check-in time is 4:00 p.m. and checkout time is 11:00 a.m. Arrivals prior to 4:00 p.m. or departures after 11:00 a.m. will require one night payment of suite and tax

**General Conditions**

Ocean Pointe Suites must be featured in your program, next brochure/tariff and website (if applicable). Our sales office must receive one (1) copy of this brochure and/or internet page. All descriptive copies on our hotel must be reviewed and approved by our office prior to its printing. Rates quoted are per suite, per night. Rates do not apply to groups, meetings or conferences. **In order to receive a 2018/19 NET rate contract for Ocean Pointe Suites, Ocean Beds must produce a minimum of 250 room nights during 2017/18.**

**Ocean Beds** may not sublicense, make available, disclose and/or offer the hotel's net rates via website or in collaboration with affiliated companies and/or third parties websites.

This contract is made by and between **Ocean Beds** and **Provident Atlantic Resorts, Inc. dba "Ocean Pointe Suites at Key Largo"** and represents an understanding by both parties and supersedes all other prior written or oral agreements. Once executed by both parties, this contract is a binding and enforceable agreement and may not be modified without the written consent of both parties. **Ocean Beds** agrees to contract exclusively with Provident Atlantic Resorts, Inc. regarding the Ocean Pointe Suites at Key Largo property for the duration of this agreement.

**Reservations will not be accepted until this agreement is dually executed and returned to Ocean Pointe Suites - 500 Burton Road #5216 - Tavernier, Florida 33070 or via email to [abesil@opsuites.com](mailto:abesil@opsuites.com) or via fax 305-853-0050.**

We look forward to a successful year of cooperation and mutual profitability.

Name of Representative: Simon Hilton  
Company: Ocean Beds  
Telephone: 407-390-6422  
Fax: 260-454-3058  
Email: [simon.hilton@ocean-holidays.co.uk](mailto:simon.hilton@ocean-holidays.co.uk)

Signature: \_\_\_\_\_



Date: 13th June 2016

Hotel Representative: Adrian Besil  
Title: Director of Sales  
Telephone: 305-440-2365  
Fax: 305-853-0050  
Email: [abesil@opsuites.com](mailto:abesil@opsuites.com)

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

**500 Burton Drive – Key Largo, FL 33070 – Phone 305-853-3000 – Fax 305-853-5109**

#### General

240 One and two bedroom/two bath suites. 4 floors (ground floor open air) 5 elevators. Rating - 3 ½ stars.

#### Location

Ocean Pointe Suites, located at mile-marker 92.5, and is centrally located between Key Largo and Islamorada, offering convenience to these popular destinations. The resort is located ¼ mile east of Highway US 1, which has earned the designation as the Florida Keys Scenic Highway, *an All America Road*. We are located in a 60-acre mangrove preserve overlooking the Atlantic Ocean.

#### Facilities

Ocean Pointe Suites boasts a newly renovated Jr-Olympic size heated swimming pool with Jacuzzi. Complimentary use of two tennis courts, lit for night play, private beach, kayak rentals, beach volleyball, children's playground, bbq area. Our Oceanfront Café and full service lounge is open for breakfast, lunch and dinner. Our private marina accommodates boats up to 28 ft. WIFI available, fee applies.

#### Accommodations

One bedroom suites are 600sq ft. approx. and Two-bedroom/two bath suites are 850 sq ft approx. Each suite offers individual air conditioning, private balcony, fully equipped kitchen with full size appliances, dining table with four chairs, 2 flat panel televisions, CD/DVD player, in-suite washer/dryer, iron and ironing board, hair dryer, telephone and complimentary in-room safe. One bedroom suites offer one queen bed in the master with a queen sleeper sofa in the living room. Two bedroom/two bath suites offer a king bed in the master, two twin beds in the second bedroom and a queen sleeper sofa in the living room. All suites are nonsmoking.

#### Nearby Attractions

John Pennekamp Coral Reef State Park, Wild Bird Sanctuary, Dolphins Plus, Dolphins Cove, and Theater of the Sea are only a few minutes away. Nearby activities include scuba diving, deep-sea and back-country fishing, sailing, snorkeling, parasailing, everglades eco-tours, wave runners, paddle boarding, kayaks and so much more.

#### Driving Distances

Miami International Airport - 70 miles/113 kilometers/ Ft Lauderdale/Hollywood International Airport - 95 miles/153 kilometers, Key West – 92 miles/148 kilometers, Everglades National Park - 45 miles/73 kilometers. .

#### Resort Contacts

General Manager	Maral Khanjian	305.853.2013	<a href="mailto:MKhanjian@OPSuites.com">MKhanjian@OPSuites.com</a>
Director of Operations	Jaret Della Porta	305-853-3000	<a href="mailto:jdellaporta@opsuites.com">jdellaporta@opsuites.com</a>
Director of Sales	Adrian Besil	305.440-2365	<a href="mailto:ABesil@OPSuites.com">ABesil@OPSuites.com</a>
Director of Revenue	Megan Zebendon	305.853.2019	<a href="mailto:MZebendon@OPSuites.com">MZebendon@OPSuites.com</a>
Controller	Colleen Johnson	305.853.0099	<a href="mailto:CJohnson@OPSuites.com">CJohnson@OPSuites.com</a>
Guest Fax (Front Desk)		305.853.3007	
Reservations Fax		305.853.5109	
Accounting Fax		305.853.0050	