



AT LIDO BEACH, SARASOTA FL

## 2017/18 FIT NET RATE AGREEMENT

Date: 15 June 2016

HOTEL NAME:	SANDCASTLE RESORT AT LIDO BEACH ( <a href="http://www.sandcastlelido beach.com">www.sandcastlelido beach.com</a> )		
ADDRESS:	1540 Ben Franklin Drive		
CITY, STATE, ZIP:	Sarasota, FL 34236 U.S.A.		
PHONE:	941 388 2181	FAX:	941 388 2655
CONTACT:	Maria de la Cruz, Area Manager - Travel Industry Sales		
EMAIL:	<a href="mailto:maria.delacruz@oplhotels.com">maria.delacruz@oplhotels.com</a>		
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, Director of Product		
EMAIL:	Simon.hilton@ocean-holidays.co.uk		
DATES	RATES (net/non-commissionable)		
	Non View Room	Courtyard/Poolside Room	Gulf Front Room
01 MAY – 21 DEC 2017	\$109 + \$12.50 resort fee	\$129 + \$12.50 resort fee	\$189 + \$12.50 resort fee
22 DEC – 31 DEC 2017	\$171 + \$12.50 resort fee	\$192 + \$12.50 resort fee	\$253 + \$12.50 resort fee
01 JAN – 15 FEB 2018	\$125 + \$12.50 resort fee	\$145 + \$12.50 resort fee	\$205 + \$12.50 resort fee
16 FEB – 07 APR 2018	\$186 + \$12.50 resort fee	\$206 + \$12.50 resort fee	\$267 + \$12.50 resort fee
08 APR – 30 APR 2018	\$114 + \$12.50 resort fee	\$134 + \$12.50 resort fee	\$194 + \$12.50 resort fee
WEEKEND SURCHARGE:	Friday and Saturday nights except during SPECIAL EVENT dates: \$20 per night surcharge Friday and Saturday night surcharge waived for stays of 7 nights or more		
SPECIAL EVENT DATES/ SURCHARGES/ MIN. NIGHT STAY REQUIREMENTS:	26-28 MAY 2017 , 01-03 SEP 2017, 22-25 NOV 2017, 07-11 DEC 2017: \$20 per night surcharge and 3 night min. stay required 22-31DEC 2017: 4 night min. stay required 16-18 FEB 2018: \$30 per night surcharge and 3 night min. stay required 28 MAR – 01 APR 2018: \$30 per night surcharge and 4 night min. stay required		
BLACK OUT DATES:	30 JUN – 03 JUL 2017		
VALUE ADDED:	<b>Early Booking Bonus: 10% off FIT Net Rates (3 night minimum stay)</b> <u>Book Dates</u> : now through 31 MAR 2017 <u>Travel Dates</u> : For bookings arriving beginning 01 MAY 2017 and departing no later than 21 Dec 2017		
RATES APPLY TO:	1-4 PERSONS		
TAXES:	Room Rate and Resort Fee are subject to applicable state and local taxes in effect at the time of check-in (currently 12% total)		
CHILDREN:	Free 16 years and under sharing parents' room		
ALLOCATION:	Two (2) Non View Rooms. All other room types are subject to availability.		
RELEASE:	<b>07 DAYS:</b> 01 MAY – 21 DEC 2017; 01 JAN – 15 FEB 2018; 08-30 APR 2018 <b>14 DAYS:</b> 22-31 DEC 2017; 16 Feb – 07 Apr 2018		
PAYMENT:	Direct Bill (pending approved credit renewal/application). The Sandcastle Resort at Lido Beach will set up and maintain a Master Account in the name of the tour operator/wholesaler. Payment terms – net 30 days. Payment must be made in the form of check (no credit card payments or wire transfers). Tour Operator/Wholesaler will pay for accommodation and corresponding taxes. <b>Resort Fee and corresponding taxes will be paid by guests locally.</b>		



**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).

**PENALTY CHARGES:** If cancellation is necessary, notification of **72 hours prior to arrival** is required to avoid cancellation penalty. Cancellation/No Show penalty is **one night's revenue plus corresponding taxes**.

**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.

#### **KEY CONTACTS**

##### **SALES**

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

##### **RESERVATIONS**

All reservation requests, changes, cancellations and above allotment requests must be confirmed by the hotel directly.  
Send to: [crystal.haynie@sandcastlelido beach.com](mailto:crystal.haynie@sandcastlelido beach.com).

##### **PAYMENTS** Forward all payments to:

Sandcastle Resort at Lido Beach  
1000 Market Street | Building One, Suite 300 | Stop 0250  
Portsmouth, NH 03801  
Phone: 603 559 2100 | Fax: 603 427 0995

The Sandcastle Resort at Lido Beach 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: Sandcastle Resort at Lido Beach
Name: Simon Hilton	Name: Maria de la Cruz
Title: Head of Product	Title: Area Manager, Travel Industry Sales Ocean Properties, Ltd. Hotels and Resorts & Affiliates
Signature: 	Signature:
Date: 16th June 2016	Date:

#### **Please provide information below:**

Accounts Payable Contact Name: Karen Wheeler  
Accounts payable Email / Phone / Fax: karen.wheeler@ocean-holidays.co.uk  
Stop Sell Email: stopsales@ocean-holidays.co.uk