



**DELTA
HOTELS**

MARRIOTT

**VICTORIA OCEAN POINTE
RESORT**

RATE AND SERVICE AGREEMENT

PREPARED FOR

The following represents an agreement between Delta Hotels Victoria Ocean Pointe Resort (100 Harbour Road Victoria, BC, V9A 0G1) and UA Local 324.

ORGANIZATION: UA Local 324

DELTA HOTELS VICTORIA OCEAN POINTE RESORT RETAIL GUEST ROOM RATES

The Hotel's published regular retail rates are the best available rates offered to a typical business traveler. The 2017 published regular retail rates are subject to change without notice:

Season Start Date	Season End Date	Room Type	Rate
January 1, 2017	March 31, 2017	Guest Room (non-view)	\$169 – \$259
April 1, 2017	May 31, 2017	Guest Room (non-view)	\$199 – \$429
June 1, 2017	September 30, 2017	Guest Room (non-view)	\$259 – \$499
October 1, 2017	December 31, 2017	Guest Room (non-view)	\$169 – \$259

DELTA HOTELS VICTORIA OCEAN POINTE RESORT CORPORATE GUEST ROOM RATES

As a result of UA Local 324's expectation of 30 room nights production, we are pleased to extend the following Special Rates to UA Local 324 business traveler's beginning as of the signing of this agreement THROUGH December 31, 2017.

Season Start Date	Season End Date	Room Type	Rate
April 1, 2017	May 31, 2017	Guest Room (non-view)	15% Off Retail Rates
June 1, 2017	September 30, 2017	Guest Room (non-view)	15% Off Retail Rates
October 1, 2017	December 31, 2017	Guest Room (non-view)	15% Off Retail Rates

These rates are **NON - LAST ROOM AVAILABILITY** (can be closed out during peak occupancy times) and are net non-commissionable, in Canadian funds. These rates do not include applicable provincial and local taxes and fees. Throughout the next year we will review the volume of room nights actualized by UA Local 324. The Delta Hotels Victoria Ocean Pointe Resort reserves the right to re-evaluate your productivity quarterly to see if your volume continues to warrant this discount. These rates are applicable to individual travel only (single or double occupancy). There is a \$30 per person per night charge for each additional adult. Group rates are negotiated separately and are defined as 10 or more room nights per night.

RATE INCLUSIONS:

- Cancellation Policy of 24 hours prior to arrival (by 23:59 the day prior to arrival)
- Complimentary local phone calls and long distance access calls
- Complimentary high-speed Internet (Internet XL offering 100 Mbps data transfer rate)
- Complimentary shuttle service within downtown Victoria from 7:00am to 10:30pm (subject to availability)
- Access to our indoor pool, sauna, whirlpool, squash, racquetball, and tennis courts 6:30am to 11:00pm
- Access to our 24-hour fitness centre

BLACKOUT DATES:

The following blackout dates will apply and special corporate rates will not be available:

July 1, 8, 15, 23 and 29, 2017
August 5, 12, 19 and 26, 2017
September 2, 2017

COMMITMENT:

Delta Hotels Victoria Ocean Pointe Resort commits to honour these rates and UA Local 324 agrees to communicate with its frequent travelers, naming Delta Hotels Victoria Ocean Pointe Resort as one of its preferred hotels in Victoria, BC.

As part of our agreement with UA Local 324, we will provide the following:

- Quarterly Performance Updates. These easy-to-read updates will include information on the number of room nights utilized per month, day of week usage, booking sources, travel agency usage, and room night usage, volume commitments and achievements.
- Semi-Annual Review Meeting. This semi-annual update will give you a complete picture of your traveler's use of the **MARRIOTT HOTEL/HOTELS** noted in this agreement. We will review your room night production, reservation sources, total hotel revenues, and traveler satisfaction. The Semi-Annual Review meeting will provide us an opportunity to discuss any particular challenges or concerns that you or your travelers may have with Delta Hotels Victoria Ocean Pointe Resort. We will also review our strategic plan for assisting your company to obtain room night production, discuss results, and talk about upcoming initiatives.

BILLING PROCEDURES:

All guestroom charges including room and tax and/or incidentals will be the responsibility of the individual traveler. If you would prefer to establish direct billing for your corporate travelers, please advise and we will forward a Credit Application for your completion.

FREQUENT GUEST PROGRAM:

Any UA Local 324 business traveler may become a member of our Marriott Rewards program at no cost and with no minimum stay. The Marriott Rewards Program is a frequent guest program designed to provide awards and benefits for individuals that stay at any Marriott Hotel. A sample of benefits that the member receives are: airline miles, points to be used towards free nights at any Marriott Hotel, vacation packages, express check-in and check-out. Membership application forms may be obtained at our Front Desk upon check in, or accessed through Marriottrewards.com.

RESERVATIONS AND HOTEL POLICIES:

Check-In and Check-Out Time

Check-in time at the Delta Hotels Victoria Ocean Pointe Resort is 4:00pm. Check-out time is 12:00noon. Guests arriving before 4:00pm will be accommodated as rooms become available. Requests to retain guestrooms beyond this time should be directed to the Front Desk.

No Smoking

Delta Hotels Victoria Ocean Pointe Resort is proudly 100% non-smoking. Guests found smoking in the hotel, public areas will be subject to a \$250 fee. For the convenience of our guests who smoke there are designated smoking areas outside the hotel.

Photo Identification Required

Upon check-in all guests will be asked to present photo identification. This is now standard hotel industry practice that helps increase security for all. Please ensure your guests are aware of this policy.

Employee Identification Required

Upon check-in, guests will be asked to present employee identification to honour the corporate rates. This can include: employee photo ID, business card, company email address, or company-issued authorization letter.

Travel Management

If your company uses the services of a travel management company, please forward the contact information and we will make your rates accessible via their global distribution system (GDS).

Reservations

Phone: 1-800-268-1133

Quote: UA Local 324 **Preferred Corporate Rate**

Online Booking Instructions:

Please visit www.marriott.com/yyjvo

Select the dates you would like to book

Click on 'Special Rates'

Select 'Corporate/promotional code'

Enter in the code: *****We will provide a 3-digit code once activated*****(Please allow for 2 weeks for this code to be activated).

Click 'search now'