



Club Del Mar Corporate Rate Agreement



Salk Institute
 10010 N. Torrey Pines Road
 San Diego, CA 92037
 Sharon Bowes
 bowes@salk.edu
 (858) 453-4100 x1850

We are pleased to confirm in this agreement the following arrangements between Salk Institute and L'Auberge Del Mar.

Preferred Rates:

2014					
January 1 - March 31 October 16 - December 31		April 1 - July 14 September 3 - October 15		July 15 - September 2	
Sun - Thu	Fri - Sat	Sun - Thu	Fri - Sat	Sun - Tue	Wed - Sat
\$225	\$275	\$250	\$305	\$260	\$315

Rates are based on Plaza, run of house accommodations. Upgrades are available at the following rates:

- **Resort – Additional \$35**
 Located on the 2nd or 3rd floor, including a private balcony with views of the Village of Del Mar and surrounding areas.
- **Premier – Additional \$125**
 Located on the 2nd or 3rd floor, including a private balcony facing the L'Auberge courtyard and partial ocean views.
- **Suites – Additional \$300 - \$2,900**
 Call for details and availability of each suite.

All rates are subject to state/local taxes, which are currently 12.5%. Minimum length of stay requirements may apply for weekends and high demand times. **Special corporate rates are BLACKED OUT on Opening Day of the Del Mar Racetrack and the Pacific Classic.**

Manager's Initials: SB Client's Initials: SB

Club Del Mar Qualifications:

Your current negotiated rate is based on productivity of minimum 25 room nights per year. L'Auberge Del Mar will conduct a semi-annual review of your account productivity. Based on your productivity, L'Auberge Del Mar reserves the right to renegotiate your current Club Del Mar Corporate Agreement, including room rate.

Preferred rates are for corporate individual travel only, and for less than five (5) rooms per night. Group rates are negotiable, at the time of booking through the Group Sales Department (858) 793.6430.

Reservation Procedures:

Reservations can be made directly through L'Auberge Del Mar Reservations Department via telephone (858) 793.6411, toll-free number (800) 245.9757, facsimile (858) 793.6433 or email la-reservations@destinationhotels.com.

Special Consideration:

- Valet Parking at a reduced daily rate of \$14.00 (standard is \$28)
- 48 hour cancellation
- Seasonal Spa L'Auberge specials
- Seasonal Food & Beverage specials
- Quarterly production review for total room night usage
- Complimentary shuttle service within a 5-mile radius to corporate office. Service is for in house Club Del Mar guests only, and is based on availability. Reservations are advised. Please allow ample time for drop off due to multiple stops.
- **1 Night complimentary stay for every 50 room nights booked.**

Resort Fee:

Discounted resort fee of \$16.00 (standard is \$20) per room per night, and includes the following services and amenities:

- 24 Hour Business Center access (computer usage, printing & copies)
- Fitness Center access
- Incoming and outgoing faxes
- Local and 800 number phone calls
- Access to both swimming pools and the Jacuzzi
- Use of the Tennis Courts & equipment
- Wired and Wireless high speed Internet access (in room and on site)

Manager's Initials: LA Client's Initials SCB

Guarantee Procedures:

Club Del Mar Accounts have the option to guarantee reservations in the following manner:

- 1.) Personal or business credit card
- 2.) Advance Deposit (1 night plus tax)
- 3.) Guarantee to company if direct billing privileges have been established

Please note standard deposit procedures at L'Auberge Del Mar require one (1) night's room and tax as a deposit to be paid in advance. With this agreement the deposit procedure is waived to make billing arrangements accessible for your company.

Cancellation Policy:

Reservations cancelled outside of 48 hours will be cancelled without penalty. Reservations cancelled inside of 48 hours will be subject to 1 night stay plus tax penalty. No-show reservations will be subject to 1-night stay plus tax cancellation penalty.

Signature:

We require a signed copy of this full agreement prior to L'Auberge Del Mar honoring these rates. Please fax back to (858) 793-6433 or contact me directly (858) 793-6477.

Authorized representative of the Resort:

Lindsey Dollahan 12/3/13
 Lindsey Dollahan Date
 Corporate Sales Manager

Sharon Bowes 12/3/13
 Sharon Bowes Date
 Salk Institute

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 12/4/13