

CALITZDORP SPA

RATES 2015/2016 & 2016/2017 & 2017/2018 & 2018/2019

| FACILITY | | FIN YEAR | WEEK DAY OUT OF SEASON | IN SEASON | ONE-NIGHT WEEKEND FR OR SAT | WEEKEND RATE FR + SAT |
|---|---------------------|----------------------------------|---|-----------------------------------|-----------------------------|-----------------------|
| | | | Sunday night Until Thursday night | Every day: Week Days and Weekends | Only Out of Season | Only Out of Season |
| Swimming Pool Chalets #1 - 20 | per unit 4-sleeper | 15/16 | R650 | R805 | R680 | R1330 |
| | | 16/17 | R700 | R850 | R750 | R1400 |
| | | 17/18 | R750 | R900 | R800 | R1450 |
| | | 18/19 | R850 | R1000 | R900 | R1600 |
| Mountain Chalets 22 & 24 | per unit 4-sleeper | 15/16 | R485 | R690 | R595 | R1080 |
| | | 16/17 | R500 | R750 | R650 | R1150 |
| | | 17/18 | R540 | R800 | R700 | R1250 |
| | | 18/19 | R600 | R900 | R800 | R1400 |
| Mountain Chalets 21, 23, 25 | per unit 6-sleeper | 15/16 | R650 | R760 | R725 | R1375 |
| | | 16/17 | R700 | R800 | R750 | R1450 |
| | | 17/18 | R750 | R850 | R800 | R1550 |
| | | 18/19 | R850 | R950 | R900 | R1700 |
| Mountain Chalets | per unit 4-sleeper | 15/16 | R435 | R610 | R495 | R930 |
| | | 16/17 | R450 | R650 | R500 | R980 |
| | | 17/18 | R500 | R700 | R550 | R1050 |
| | | 18/19 | R550 | R800 | R600 | R1150 |
| Mountain Chalets | per unit 6-sleeper | 15/16 | R560 | R650 | R620 | R1180 |
| | | 16/17 | R600 | R680 | R650 | R1250 |
| | | 17/18 | R650 | R740 | R700 | R1350 |
| | | 18/19 | R750 | R850 | R800 | R1500 |
| STO Rate Without Breakfast | single (per person) | 13/14 14/15 15/16 16/17 | | R310 R340 R375 R400 | | |
| | double (per person) | 13/14 14/15 15/16 16/17 | | R230 R250 R275 R300 | | |
| Day Visitors | per person | 15/16 16/17 17/18 18/19 | R25 Adults R15 Kids under 12 R30 per vehicle | | | |
| Caravan & Tent Site With Electricity | See Notes | 15/16 | R205 + R25 | R285 + R25 | R205 + R25 | |
| | | 16/17 | R220 + R25 | R300 + R25 | R220 + R25 | |
| | | 17/18 | R235+ R25 | R315 + R25 | R235 + R25 | |
| | | 18/19 | R260+ R25 | R350 + R25 | R260 + R25 | |
| Caravan & Tent Site Without Electricity | See Notes | 15/16 | R155 + R20 | R165 + R20 | R165 +R20 | |
| | | 16/17 | R160 + R20 | R170 + R20 | R170 + R20 | |
| | | 17/18 | R165 + R20 | R180 + R20 | R175 + R20 | |
| | | 18/19 | R180 + R20 | R190 + R20 | R190 + R20 | |
| Conferences (Hall & Restaurant) | per day | 15/16 | | R855 | | |
| | | 16/17 | | R900 | | |
| | | 17/18 | | R970 | | |
| | | 18/19 | | R1100 | | |
| Kitchen without crockery and cutlery | per day | 15/16 | | R550 | | |
| | | 16/17 | | R580 | | |
| | | 17/18 | | R620 | | |
| | | 18/19 | | R700 | | |

DE HOEK MOUNTAIN RESORT
RATES 2015/2016 & 2016/2017 & 2017/2018 & 2018/2019

| FACILITY | | FIN YEAR | OUT OF SEASON | IN SEASON |
|-------------------------------|-------------------|----------------------------------|--|---|
| 4-sleeper Chalet | Per unit | 15/16 16/17 17/18 18/19 | R450 R470 R490 R550 | R620 R650 R670 R750 |
| 6-sleeper Chalet | Per unit | 15/16 16/17 17/18 18/19 | R535 R560 R580 R650 | R705 R735 R755 R850 |
| Dormitories | Per person | 15/16 16/17 17/18 18/19 | R45 R50 R55 R65 | |
| Caravan Site With Electricity | Refer to notes | 15/16 16/17 17/18 18/19 | R195 + R20 R205 + R20 R215 + R20 R250 + R20 | R220+ R20 R230 + R20 R240 + R20 R280 + R20 |
| Tent Site Without Electricity | Refer to notes | 15/16 16/17 17/18 18/19 | R165 + R20 R170 + R20 R170 +R20 R190 + R20 | R200 + R20 R210 + R20 R220 + R 20 R250 + R20 |
| Day Visitors Vehicles | Adults & Children | 15/16 16/17 17/18 18/19 | R25 Adults R15 Kids under 12 R30 for vehicles | |
| Conferences | per day | 15/16 16/17 17/18 18/19 | R550 R580 R620 R700 | |
| | | | | |

SWARTVLEIRATES 2015/2016 & **2016/2017** & **2017/2018** & **2018/2019**

| DETAIL | RATE 2015/2016 | RATE 2016/2017 | RATE 2017/2018 | RATE 2018/2019 |
|--|-------------------|--------------------------|--------------------------|--------------------------|
| IN SEASON WESTERN CAPE SCHOOL HOLIDAYS AND EASTER | | | | |
| SITES WITHOUT ELECTRICITY | R280 | R295 | R280 | R310 |
| SITES WITH ELECTRICITY | R330 | R345 | R360 | R400 |
| OUT OF SEASON WETERN CAPE SCHOOL TERMS | | | | |
| SITES WITHOUT ELECTRICITY | R160 | R165 | R170 | R190 |
| SITES WITH ELECTRICITY | R190 | R200 | R210 | R240 |
| GENERAL | | | | |
| KEY DEPOSIT | R60 | R65 | R70 | R80 |
| DAY VISITORS | | | | |
| Per vehicle | R60 | R65 | R70 | R80 |
| Per person (Adult) | R25 | R25 | R25 | R25 |
| Per person(Children) | R25 | R25 | R25 | R25 |

VICTORIA BAY**RATES 2012/2016 & 2016/2017 & 2017/2018 & 2018/2019**

| DETAIL | RATE 2015/2016 | RATE 2016/2017 | RATE 2017/2018 | RATE 2018/2019 |
|--|---------------------------|---------------------------|---------------------------|---------------------------|
| SITES WITH COMMUNAL ABLUTIONS | | | | |
| IN SEASON WESTERN CAPE SCHOOL HOLIDAYS AND EASTER | | | | |
| SEA BREEZE | R360 | R365 | R370 | R410 |
| RAILWAY TERRACE | R380 | R400 | R410 | R450 |
| OUT OF SEASON WESTERN CAPE SCHOOL TERMS | | | | |
| SEA BREEZE | R205 | R210 | R220 | R250 |
| RAILWAY TERRACE | R205 | R210 | R240 | R270 |
| SITES WITH INDIVIDUAL ABLUTION FACILITIES | | | | |
| IN SEASON WESTERN CAPE SCHOOL HOLIDAYS AND EASTER WEEKEND | | | | |
| WESTERN TERRACE | R400 | R421 | R440 | R490 |
| OUT OF SEASON WESTERN CAPE SCHOOL TERMS | | | | |
| WESTERN TERRACE | R255 | R265 | R285 | R320 |

GENERAL NOTES

2015/2016 & **2016/2017** & **2017/2018** & **2018/2019**

1. IN SEASON & OUT OF SEASON

Western Cape Education Department (WCED) School holidays, the Easter period and the end-of-year holiday (where the latter two periods are not part of WCED school holidays) shall be regarded as being "*in season*". Concomitantly, Western Cape Education Department school terms shall be regarded as being "*out of season*".

2. RATES – GENERAL INCREASE

2.1. All rates include VAT.

3. CARAVAN PARK

3.1. Rate per caravan site is for 4 persons plus R 25 for each additional person up to a maximum of 6 per site.

3.2. Tents are usually not allowed during in season periods, only at the discretion of the resort manager who can allow organized tent groups (e.g. 4 X 4 enthusiasts). The rate is not advertised, but is included for approval purposes.

4. CONCESSIONS

4.1. That a concession of 20% be offered on chalet rates for a minimum of two people during midweek (Sunday night until Thursday night) during the OUT OF SEASON period.

4.2. That a concession of 40% be offered for chalet accommodation and caravan/camping stands to senior citizens during the out of season period. No minimum nights are prescribed.

4.3. That a concession of 30% be offered to youth and other vulnerable groups affiliated to recognized community based organizations for chalet accommodation and caravan/camping stands during the out of season period. No minimum nights are prescribed.

4.4. That a concession of 20% be offered on chalet accommodation and caravan/camping stands for tour operators, recognized groups or groups provided that they occupy 10 chalets or more.

4.5. That a commission of 15% be paid to all recognized institutions that refer clients to the resort (i.e. Tourism Bureaus, Travel Agents, etc).

4.6. That 50 Complimentary bed nights per annum be made available for marketing purposes, which may be awarded by the Municipal Manager.

4.7. That discounts and packages are applied in terms of the delegations outlined below to motivate occupancy during the out of season period and mid-weeks when the resort is usually under-utilized in order to maximize occupancy and revenue by making use of standard procedures in the hospitality industry to give out rates to accommodate the process of yield management.

| Occupancy Percentage | Discount Tariffs | Delegations |
|----------------------|------------------|----------------------------|
| 0% to 40% | 40% | Municipal Manager |
| 40% to 60% | 20% | Strategic Services Manager |
| 60% to 80% | 10% | Manager: Resorts |

- 4.8. That a 50% rebate is offered to all schools for motivational camps during midweek. Concession only applies to out-of season periods.
- 4.9. All staff members and councilors qualify for a personal family rebate of 50% for chalet accommodation and caravan/camping stands.
- 4.10. No concessions are available for the dormitories at De Hoek.
- 4.11. No concessions are available to day visitors.

5. **CONFERENCE HALL**

- 5.1. The rate applies to the Hall and the Conference Facilities in the Restaurant Complex and also provides for the use of the kitchen when catering is done by the group or a third party.
- 5.2. When functions (i.e weddings/family festivals, etc) are held, it is a prerequisite that 10 chalets be occupied by the relevant group.
- 5.3. Use of the conference hall for recognized Council activities, a rate of R 175 will be charged which will include the use of the conference facility, two coffee/tee, lunch, stationery & water.
- 5.4. The manager will have the discretion to yield conference facility rates.

6. **BREAKAGE DEPOSITS**

- 6.1. Chalets: R250 paid in advance.
- 6.2. Conference facilities and/or kitchen: R250 paid in advance.
- 6.3. All other patrons: R150.

7. **DEPOSITS**

- 7.1. The deposit amount is 50% of the total accommodation cost.
- 7.2. When a reservation is made less than two weeks before date of arrival, the full amount is payable within three working days.
- 7.3. When a reservation is made less than 48 hours prior to arrival the full amount is payable immediately to prevent non-arrivals. Bank deposits must be faxed to ensure reservation.
- 7.4. If deposits are not paid as stipulated; the reservation will be cancelled.
- 7.5. Deposits are only refunded when a motivated letter accompanies such request. A 10% administration fee will be levied and subtracted from the refund amount.

8. **REFUNDS**

Accommodation fees are only refunded when a motivated letter accompanies such request. A 10% administration fee will be levied and subtracted from the refund amount.

9. **EARLY ARRIVALS AND LATE DEPARTURES**

The general rule is that clients must vacate the accommodation by 10:00 in the morning and arrivals are accepted from 14:00. In the event of clients requesting later departures (after 10:00) or early arrival (before 14:00) the following fees are levied:

- 9.1. Chalets: 50% of the breakage deposits (currently R 250).
- 9.2. Camping: 50% of the applicable camping rates.

10. **MONTHLY TARIFF**

10.1. Persons wishing to occupy chalets and caravan/camping stand for periods of one month or longer will qualify for a rebate of 50% on the out of season rate.

10.2. Rental will be payable monthly in advance.

10.3. In addition, the usual breakage deposit will be payable.

11. DAY VISITORS

11.1. Persons who wish to utilize the residential warm water pools at Calitzdorp Spa for remedial and health reasons, supported by a doctor's prescription, qualify for a season ticket of R1 440.00 per annum.

11.2. The uses of residential facilities are out of bounds for day visitors.