



Team Member Perks and Lodging Program

Overview

- ◇ All discounts are based upon business volume & availability
- ◇ Individual restrictions may apply at company's discretion
- ◇ **All food and beverage discounts apply during the time the team member is off shift**
- ◇ Dining reservations should be made 24 hours in advance when possible
- ◇ Food and Beverage discounts exclude alcohol sales
- ◇ Team member must present ID to be verified in the St Joe Hub Directory upon use of discounted services

Watercolor

- ◇ 20% off Watercolor Retail Products, total not to be combined with any other discount
- ◇ 20% Food and Beverage Outlets

* Does not include access to Watercolor Beach Club or Camp Watercolor

The Pearl

- ◇ 20% off Spa and Retail Products, total not to be combined with any other discount
- ◇ 20% Food and Beverage Outlets
 - For dining at Havana Beach, please make a reservation indicating that you are a St. Joe team member so that the discount may be noted in the reservation. Accommodations may not be available during peak dinner times

Hilton Garden Inn

- ◇ 20% Food and Beverage Outlets

The Powder Room

- ◇ 20% off Powder Room Logo Apparel, total not to be combined with any other discount
- ◇ \$25 Simulator Rental Fee
- ◇ Shoot on the range with no range fee Monday through Friday during normal business hours

Harrison's

- ◇ 20% Food and Beverage

Hotel Indigo

- ◇ 20% Food and Beverage Outlets

Embassy Suites - Panama City Beach Resort

- ◇ 20% Food and Beverage Outlets
- ◇ 20% off Retail Products, total not to be combined with any other discount

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Lodging Discounts and Details:

Certain rules specific to each location will apply. While enjoying the use of St. Joe facilities, you must ensure that you are familiar with all rules and policies that apply to associate use and understand your responsibility for adhering to those policies. All team members are expected to represent St. Joe in a professional manner at all times while on property, regardless of if you are working or recreating.

Discount Policy for St Joe Team Members, Friends & Family: *Must be booked 14-30 days in advance

Location	Forecasted Occupancy Level	SJ Team Member Rate *when booked 14-30 days out	Friends & Family Rate
Watercolor Inn	69% or less	\$125 / Night*	\$225 / Night*
	70% or more	10% off Standard Rate	No Discount
	Peak Season – 69% or less Memorial Day to Labor Day	10% off Standard Rate	No Discount
Watersound Inn	69% or less	\$125 / Night*	\$225 / Night*
	70% or more	10% off Standard Rate	No Discount
	Peak Season – 69% or less Memorial Day to Labor Day	10% off Standard Rate	No Discount
The Pearl Hotel	69% or less	\$125 / Night*	\$225 / Night*
	70% or more	10% off Standard Rate	No Discount
	Peak Season – 69% or less Memorial Day to Labor Day	10% off Standard Rate	No Discount
Hilton Garden Inn	69% or less	\$79/Night (Weekday) \$89/Night (Weekend)	\$99/Night (Weekday) \$119/Night (Weekend)
	70% or more	\$99/Night (Weekday) \$109/Night (Weekend)	15% off Standard Rate
	Peak Season – 69% or less Memorial Day to Labor Day	20% off Market Rate	10% off Standard Rate
Homewood Suites PCB	69% or less	\$79/Night (Weekday) \$89/Night (Weekend)	\$99/Night (Weekday) \$119/Night (Weekend)
	70% or more	\$99/Night (Weekday) \$109/Night (Weekend)	15% off Standard Rate

	Peak Season – 69% or less Memorial Day to Labor Day	20% off Market Rate	10% off Standard Rate
Home2Suites	69% or less	\$125 / Night*	\$225 / Night*
	70% or more	10% off Standard Rate	No Discount
	Peak Season – 69% or less Memorial Day to Labor Day	10% off Standard Rate	No Discount
Hotel Indigo	69% or less	\$79/Night (Weekday) \$89/Night (Weekend)	\$99/Night (Weekday) \$119/Night (Weekend)
	70% or more	\$99/Night (Weekday) \$109/Night (Weekend)	15% off Standard Rate
	Peak Season – 69% or less Memorial Day to Labor Day	20% off Market Rate	10% off Standard Rate
The Lodge 30A	69% or less	\$99/Night (Weekday) \$109/Night (Weekend)	\$119/Night (Weekday) \$129/Night (Weekend)
	70% or more	15% off Standard Rate	No Discount
	Peak Season – 69% or less Memorial Day to Labor Day	15% off Standard Rate	10% off Standard Rate
Embassy Suites – PCB Resort	69% or less	\$99 / Night*	20% off Standard Rate
	70% or more	25% off Standard Rate	No Discount
	Peak Season – 69% or less Memorial Day to Labor Day	\$125 / Night*	20% off Standard Rate
	Peak Season – 70% or more Memorial Day to Labor Day	25% off Standard Rate	No Discount
Camp Creek Inn	69% or less	\$125 / Night*	\$225 / Night*
	70% or more	10% off Standard Rate	No Discount
	Peak Season – 69% or less Memorial Day to Labor Day	10% off Standard Rate	No Discount

Please note: the rates above do not include tax charges. Resort fee is waived.

- ◇ Team Member Rate is only available to St. Joe team members. Team member must be an occupant of the reserved room.
- ◇ Holidays, Special event dates, and additional blackout dates apply.
- ◇ Reservations must be made within 14-30 days of the reservation arrival date to receive the rates outlined above.
- ◇ Team member reservations made less than 14 days in advance of the stay will receive a 10% discount on the market rate, which varies based upon season.
- ◇ Peak season rates occur during the annual Spring Break Period and from Memorial Day through Labor Day each year. During peak season, team members will only be eligible to receive a 10% discount off the market rate.
- ◇ Availability and rates are based upon projected occupancy levels, not the actual occupancy level at the time of the reservation request.
- ◇ Please note: All rates are fully yieldable and discounts will be offered based upon the projected occupancy rate.
- ◇ Maximum stay of 3 nights for up to 2 guest rooms, based on availability.

- ◇ In no case will a St. Joe team member be sold a room at a discount which will potentially displace revenue.
- ◇ Reservations and discounted lodging requests for team members, their friends and family, must be submitted via e-mail to lodging@stjoe.com.
- ◇ Requests must include the team member's name, department, and position, as well as guest names, arrival and departure dates, and preferred hotel. If a reservation is made and a confirmation # is received, the team member will be directed to call the reservations department to provide a credit guard guarantee.
- ◇ **Watercolor Inn** - rates apply to Dune View and Coastal View guest rooms (1st and 2nd floors only.) A valid CC is required to hold the reservation. Cancellation policy is 14 days in advance of arrival date.
- ◇ **Watersound Inn** - rates apply to Resort Suite guest rooms. A valid CC is required to hold the reservation. Cancellation policy is 14 days in advance of arrival date.
- ◇ **The Pearl** - rates apply to Pool View and Town View guest rooms only. A valid CC is required to hold the reservation. Cancellation policy is 14 days in advance of arrival date.
- ◇ **Homewood Suites** - the above rates are for single/double occupancy. Triple and quads are an additional \$20/pp/night. A valid CC is required to hold the reservation. Cancellation policy is 24 hours in advance of arrival date.
- ◇ **Hilton Garden Inn** - A valid CC is required to hold the reservation. Cancellation policy is 4:00 PM the day of arrival.
- ◇ **Home2 Suites** - the above rates are for single/double occupancy. No double queen rooms are available from March to Labor Day. A valid CC is required to hold the reservation. Cancellation policy is 24 hours in advance of arrival date.
- ◇ **The Lodge 30A** - rates apply to Town View studios only. A valid CC is required to hold the reservation. Cancellation policy is 14 days in advance of arrival date.
- ◇ **Embassy Suites** – Full breakfast and evening reception included with rate. The above rates apply to Standard room types only and are for single/double occupancy. Triple and Quads are an additional \$22/pp/night. A valid CC is required to hold the reservation. Cancellation policy is 72 hours in advance of arrival date. There will be a mandatory parking fee (per vehicle) charged at the time of arrival.
- ◇ **Camp Creek Inn** – The above rates apply to King room, Two-Queens room, King Room – Balcony, and Two-Queens –Balcony guest rooms. A valid CC is required to hold the reservation. Cancellation policy is 14 days in advance of arrival date.
- ◇ **Hotel Indigo** – The above rates apply to Standard Rooms. A valid CC is required to hold the reservation. Cancellation policy is 4:00pm the day of arrival.

Employee Discounts and Offerings through ComPsyche, Guidance Resources, Working Advantage:

www.Guidanceresources.com is available to all team members for discounts on hotels, rental cars, theme parks, and more.

1. Go to www.guidanceresources.com and navigate to the login tab on the home page
 - a. Username: LFGSupport
 - b. Password: LFGSupport1
2. Scroll down to the section titled “Additional Tools and Resources” and there you will find a variety of services provided through ComPsych.
3. To access discounts, click on the “Discounts” icon, and select continue.
4. Click on the “Working Advantage” link.
5. An external link disclaimer will pop up, click “Continue” to move forward.
6. When the screen loads, on the right-hand side, scroll down and fill out the registration information.
7. Navigate through the website to access discounts for theme parks, hotels, rental cars, etc.