

## **Sandy Point Resort and Marina**

### Introduction

Sandy Point Resort and Marina (SPR) is a seminal project that will be the frontier of development on North Caicos in the Turks and Caicos Islands. SPR will reap all of the first mover benefits without competition with this groundbreaking concept, incorporating exquisite design, impeccable service and an authentic experience. With its pristine location, top tier experienced investor group including a popular and notable celebrity and no competition, this project has significant and seldom available profit potential.

The Turks and Caicos Islands' (TCI) motto is "beautiful by nature". At Sandy Point Resort and Marina on North Caicos, you will live "beautiful by nature". SPR, located on a powder white sandy beach, will take advantage of all the natural splendors the sparsely populated and developed North Caicos has to offer.

TCI is a top-tier, high end vacation and second home destination that is close to the US. It has some of the most expensive real-estate in the world, is home to many celebrities and had the best hotel occupancy in the Caribbean pre-pandemic (75%).

The resort will include an eco-friendly hotel with a total of 75 keys – a mix of studios, one-bedroom suites, two-bedroom suites and three bedroom suites. In addition, the resort will include numerous villas. We plan to have at least 32 investor-owned villas. The resort will include a 40-slip marina on one side and the ocean and views of celebrity stared Parrot Cay on the other.

Additionally, SPR will include a breathtaking rooftop restaurant and bar – "tastes of the Turks and BEYOND" – operated by celebrity chef Todd English - unparalleled in the Caribbean. With the naturally beautiful views as far as the eye can see, BEYOND will help increase the visibility of SPR and be the talk of the Turks and beyond.

SPR will include an exquisite, sprawling two-tiered infinity pool in the shape of a flamingo with a pink stone inlay flamingo design as a center piece. This stunning resort feature will captivate guests and be instrumental in adding to the resort's cache. Additionally, there will be three walkout pools surrounding the ground floor rooms on the inside of the hotel.

The Ocean Breezes Spa, with views of the ocean and marina, will be an unforgettable experience. This full-service spa with treatment and recovery seating on the exterior of the second floor -- open to the calm breezes and ocean air – will rejuvenate our guests and highlight SPR's exemplary capabilities and services.

Additional amenities including two beachfront restaurants and bars, gym, spin cycle, yoga facilities, kids' camp, kids' pool, aquatics, recreation room, tennis/ basketball courts, bowling alley, golf simulators, gazebo and sundry shop will keep guests entertained when on the property.

When off the property, our first-class ecotourism activities will give access to all North and Middle Caicos have to offer. This includes transportation by the complementary shuttle service to fishing, kayaking, hiking, biking, horseback riding, exotic beaches, whale, flamingo and turtle watching and cave excursions to name a few. An exquisite 18-hole golf course is just a 15 minute boat ride away,

To take advantage of the increased traffic, and a benefit of a first mover advantage, SPR plans to have an ice cream and candy shop, a coffee/smoothie/juice shop, a market with food, beverages and supplies and an aquatics recreational center. SPR will have an organic petting farm with fruit, vegetables, livestock and honey bees for a farm-to-table experience throughout the resort.

Adding to SPR's visibility, additional notable celebrities plan to be involved and invested in SPR.

This project is part of a much larger land assemblage. The immediate area contains another 70+ villa lots for future development. We expect additional villas and townhouses could be added to the Joint Venture rental pool, increasing revenue further. We are working on additional hotels and villas that are in the planning phase and will be built on nearby land.

SPR will be an exciting, groundbreaking, 4 plus star project with significant potential. As this project proceeds, additional projects and ancillary businesses will be necessary and available to the SPR group. This project and additional opportunities will lend to exciting ventures for the foreseeable future.

### **Investor Target Return and Benefits**

SPR is launching a funding round for 25mm of equity for the hotel and resort development. Construction is expected to take a year and a half. Investor targeted returns are estimated over 300% by the end of the second year of operations (3 ½ years from funding). The annualized 3 1/2 year IRR is expected to be approximately 60% with the value of the resort at a 10-times multiple of prior 12-month earnings. Over 85% of investor capital is expected to be returned upon opening of the hotel (1 ½ years from funding) and over 100% by the end of the first year of operations. We are anticipating venture capital type of returns with real-estate/ hospitality type of risks.

Investor opportunities to outsized returns are assisted by the low cost of construction and low cost of land in this project. The contractor will build the hotel at a lower cost compared to other available contractors and is contributing land at a significant discount to the prior high prices achieved in 2007. The contractor has land holdings throughout North Caicos that should benefit from this project. There are mutual benefits for all parties in this project.

Additional benefits to investors include comped stays at the resort and discounts on food, beverages and resort amenities. We encourage and look forward to investors visiting and enjoying the tangible benefits of their investments.

We expect to have a reciprocal agreement with Parrot Cay, COMO Resort that would allow our guests to utilize certain Parrot Cay resort amenities.

Investors may also qualify for a Permanent Residency Certificate (PRC). A PRC allows the holder to reside without restrictions on the length of time they can remain in TCI and in some instances to work. Investments up to \$750,000 on North Caicos may qualify. Purchases of hotel units or villas of \$300,000 or more on North Caicos may qualify as well.

After holding a PRC for a year, investors qualify to apply to become a British Overseas Territory Citizen – BOTC. A BOTC is a member of a class of British nationality granted to people connected with a British Overseas Territory. In effect, BOTC is citizenship of the UK.

### Location

The Project is located in Sandy Point, North Caicos, TCI, across a small channel from world renowned, 5-star Parrot Cay, a COMO Resort. Parrot Cay includes a luxury hotel and villas. Sandy Point is on the north-western end of North Caicos and is one of the nicest beaches on the island. The sand has the consistency of powdered sugar and the breathtaking vibrant blue color of the water is very rare. There is a natural reef that is very close to shore – this reef surrounds most of the TCI islands and is one of the largest reefs in the world. TCI is a top destination for eco-tourism with an abundant amount of wild life.

The Turks and Caicos Islands is a British Overseas Territory, located in the Atlantic Ocean and considered a part of the Caribbean region. Her Majesty the Queen appoints a Governor as her representative based in the islands. Having an internal self-government structure, the head of the Turks and Caicos Islands government is the politically elected Premier. The Premier heads up the slate of elected officials serving as representatives of constituencies and Ministers of key sectors in the country. The legal system is based on English Law.

With more than 40 small islands and cays, the eight inhabited islands are separated into two island groups; to the east of the Turks Island Passage are the Turks Islands of Grand Turk and Salt Cay and to the west are the Caicos Islands of South Caicos, Middle Caicos, North Caicos, Providenciales, Pine Cay and Parrot Cay. The islands are located 575 miles southeast of Miami, Florida, south of the Bahamas and east of Cuba and the island of Hispaniola (Dominican Republic and Haiti).

North Caicos is a 15-minute boat ride from Providenciales, the most developed island in the Turks and Caicos. There are 40,000 residents in Providencials and 4,000 in North Caicos. There is an existing airport with a 7,000 ft long runway in North Caicos that is in the process of reopening. Blessed with the same white sandy beaches as its neighbors, it is evolving as a 'getaway' from the more developed Provo. North Caicos boasts the largest flock of Pink Flamingo in the islands and boasts exceptional bone fishing.





### The Developer

The Development and Management group are interchangeable and are comprised of the same parties. This consists of Bradley Lamensdorf, Michael Carino, Carlos Abaunza, Todd English and Keith Burkard from the English Hospitality Group and Joe Sumner. The development group is comprised of business professionals with extensive development and operational experience. Several consultants and industry professionals will be assisting with the development of the resort.

Brad Lamensdorf is also the owner of the 5 acre lot that is the location for the hotel.

### **The Contractor**

Dale Piergiovanni is the resort contractor and land owner for some of the parcels of land and villa lots. He may participate in the project as an equity investor as well. He has been building in TCI for more than 20 years and has completed approximately \$30 million in recent projects for Parrot Cay: he renovated the Parrot Cay hotel, built multiple beachfront villas, constructed staff housing, a pool, bar and docks. He remodeled and fully renovated actor Bruce Willis's estate including 5 villas as well as numerous other villas throughout Parrot Cay. He has developed numerous homes and beachfront villas throughout North Caicos including his own home. He also has large land holdings throughout North Caicos.

One of the land developments completed by Dale is a 152-acre subdivision development project with 3+ miles of seawall and concrete bulkhead with a natural stone bridge (only bridge in the Turks and Caicos) and paved roads and electric utilities. This project cost over 20mm. The resort will be located in this assemblage.

Dale has also completed many government projects including the government deep water port with barge ramp and concrete bulkhead in Bellefield Landing as well as constructing a causeway connecting North Caicos to Middle Caicos.

### **The Hotel**



















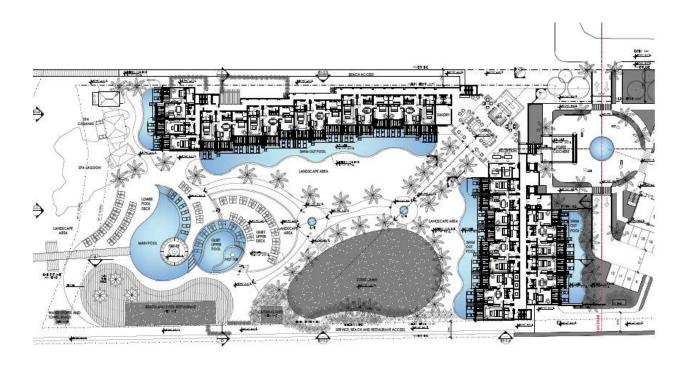
The hotel will be a Mediterranean style white structure that will blend in with the beauty of the indigenous landscaping. The hotel will be constructed to have low maintenance and will look fantastic throughout the decades.

Over half the hotel units will be sold to investors to de-risk the project and pay a dividend to investors in an amount close to their original investments. SPR will manage these units in the

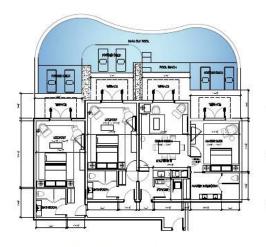
hotel's rental pool. The rooms on the first floor include walk in pools that are expected to command a 50% premium to rooms without the walk in pools. Expected prices are approximately \$450,000 for a studio and approximately \$1,000,000 for a one bedroom suite with a walk in pool.

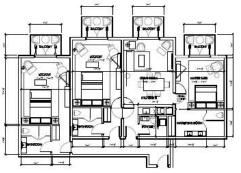
Electricity to North Caicos Island and subject site is provided via underground (under the sea) wires from Providenciales. There are back-up generators that can supply electricity to all of North Caicos if necessary. Water to the subject site will be via rainwater collection in cisterns. This will be supplemented by a reverse osmosis and filtration system.

It is anticipated that construction of the hotel will start in the second quarter of 2022 and be complete in the fourth quarter of 2023.









## 1 THREE BED UNIT OCEAN FRONT (GROUND LEVEL)

COMBINATION OF TWO STUDIOS + TWO BEDROOM SUITE WITH SWIMOUT POOL

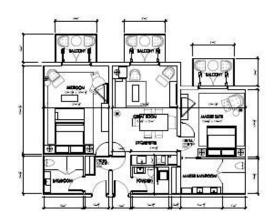
3 BEDROOMS, 3-1/2	sath:
UVING AREA TERRACE	1820 sq. ff. 418 sq. ff.
TOTAL	2238 sq. ft.



OMBINATION OF TWO STUDIOS + TWO BEDROOM SUFF

LIVING AREA BALCONY	1820 sq. f 216 sq. f
TOTAL	2036 sq. f





## 1) TYP. TWO BEDROOM SUITE WITH LOCKOUT (GROUND LEVEL)

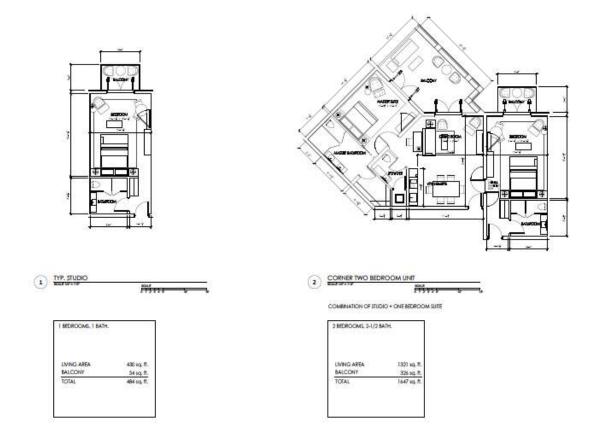
COMBINATION OF STUDIO + ONE BEDROOM SUITE WITH SWIMOUT POOL



# 2 TYP, TWO BEDROOM SUITE WITH LOCKOUT

COMBINATION OF STUDIO + ONE BEDROOM SUITE

2 BEDROOMS, 2-1/2 BA	
LIVING AREA BALCONY	1216 sq. ft. 162 sq. ft.
TOTAL.	1378 sq. ft.



### Villas

We anticipate offering one to five bedroom villas throughout the resort. The villas will have a homogeneous design throughout the marina. There will be both beachfront villas and marina front villas. All villa lots come with an approximate 6 ft wide concrete bulkhead/ seawall – dock – on their property. These are approximately 80 ft to 100 ft long and can accommodate multiple boats and personal watercraft.

It is anticipated that construction of the first villa will begin in the first quarter or 2022 and be complete in the first quarter of 2023. The intention is to complete 20 villas per year.





### **Key Service Providers**

RAD Architecture, an award-winning architectural firm with offices in Miami and South America has designed the hotel and is expected to design the villas. They specialize in hospitality, hotel and villa design, especially high-end destination resorts. They provide innovative design solutions working with their clients' goals. RAD has completed extensive projects throughout the Turks and Caicos including the Shore Club, the W Resort, the Shore Club Beach Villas and Lime Rock. They have done work all over the globe including the Atlantis Hotel & Casino in the Bahamas and the Table Bay Hotel in South Africa.

Preferred Hotels and Resorts, the world's largest independent hotel brand will brand the resort. They represent more than 650 high end independent hotels, resorts and residences across 85 countries. They will ensure high operational standards and be instrumental in reservations and marketing. Prior to the full contract commencing, Preferred Hotels & Resorts will be retained to assist with sales, marketing, and website launch. Preferred will set operating standards for the resort and will have inspections to ensure the property meets the brand and collection criteria. Preferred offers training programs, global marketing and PR, brand collateral, and inclusion in the I Prefer loyalty program. Additionally, they will generate corporate and group sales in addition to leisure travel sales.

Compass real-estate company has been retained to market and sell the hotel rooms and villas. Compass has more than 18,000 agents and is the US's largest independent real estate brokerage. They have some of the top technology and smartest real-estate tools built by the brightest minds across engineering, design and strategy. Their proprietary platform is changing how agents and clients navigate the sales process. Compass plans on investing in marketing and advertising to complement their sales efforts. Compass will also lend their expertise and consult on a number of hospitality issues.

Carlos Abaunza, the General Manager, will coordinate all consultants and supervise a staff that is expected to be approximately 90 full and part time employees. He has spent his entire professional career in hospitality and has extensive experience as a general manager of large, 1,000 plus room resorts with specific start up experience. His latest general management engagements were with Trump International Hotel and Towers, Panama, Banyan Tree Cabo Marques, Acapulco, Banyan Tree Mayakoba, Riviera Maya, The Ritz-Carlton, Cancun and Hilton Cancun Golf and Spa Resort. He was responsible for the Banyan Tree expansion into the Americas and Caribbean.

**Todd English**, celebrity chef, will be responsible for the resort's food and beverage. He will also be an owner. Todd has many award-winning restaurants and has been inducted in the cooking hall of fame. In his early years he worked under Jean-Jacques Rachou at New York's La Cote Basque before opening his original Olives restaurant. Todd has many cook books, cooking shows and cooking festivals as accomplishments. He has received multiple James Beard Foundation awards and an Emmy nomination.

**Joe Sumner** is a celebrity musician and son of singer Sting (Gordon Sumner). Joe will be heading up the entertainment for the project including an annual music festival. Joe will also be an owner of the project.

**BCB Concepts** led by Adam Sarhan has been retained to assist with additional marketing, website construction and SEO work. They are a luxury marketing group that guides international travel, tourism and retreat business to more bookings. They will assist to strategize and grow revenues with their unique approach and creativity, enhancing our brand.

**Griffiths and Partners** is the Turks and Caicos law firm representing SPR in TCI.

**BCQS** is the premiere property and development consultant with over 50 years of experience in over 30 countries throughout the Caribbean and Latin America. We plan on engaging BCQS to provide construction consultancy services, construction progress reviews and construction draw and payment oversight.

**ND Interiors and Nancy Davilman** has been retained to assist with the interior design of the hotel and villas.

There are several sports celebrities and other celebrities that are expected to be involved in the project.

### **TCI Government Support**

The TCI Government is very business friendly and is making substantial investments in infrastructure. The political party that just came to power, the PNP, is from North Caicos and has significant investment plans for North Caicos.

They are building a new welcome center and port in Bellefield, North Caicos. This will be the entrance to North Caicos for tourists, residences and commercial commerce.

They are in the process of reopening the airport on North Caicos. This will assist with the development of North Caicos going forward.

The government has issued the project a generous development agreement. Some provisions in the development agreement include a 75% rate of reduction in customs import duties for construction and furnishing stage and a future refurbishment. There is a 50% reduction in stamp duty – or tax on property transfer - for all land sales for the resort or investors in hotel units and villas. Additionally they will assist in approvals and our efforts to develop eco-tourism sites throughout North Caicos.

### North Caicos and the Turks and Caicos Today

The Turks and Caicos economy is significantly outperforming most Caribbean countries. This outperformance is expected to continue with the Turks and Caicos brand being a top, high-end Caribbean destination and playground for celebrities.

Some of the most expensive real estate in the world is in TCI. A two-acre beachfront lot with no entitlements on Grace Bay Beach in Providenciales is being offered at 12.5mm. New villa construction commonly sells for 10mm to 15mm.

North Caicos has some very exciting developments and investments taking place. The airport is in the process of reopening. There are some of planned hospitality projects throughout the island that are in the beginning stages of development. The government's welcome center and marina development is being built, with the welcome center expected to be completed by summer.

### **Community Responsibilities**

SPR is committed to employing North Caicos residents and will have a training program to help them attain positions at any level of the resort.

There will be many charitable community programs as part of our project as well. SPR will be a good partner with our local community and plan on having many socially responsible programs and features.

SPR will be conscious about its carbon footprint and impact on the environment. There will be many planned green initiatives and industry leading sustainable programs.

### **Become an Investor**

SPR is a unique opportunity in a desirable location with an institutional top-tier group at what we believe to be great timing for the resort industry. Offering outsized return potential with real-estate type risk makes this an attractive and limited opportunity.

If interested in finding out more about SPR and becoming and equity investor, reach out to us.