

The New Coconut Resort Antiqua

Market Research

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Letter from Mr. Khaldoun Tabari Drake and Skull Vice President and CEO

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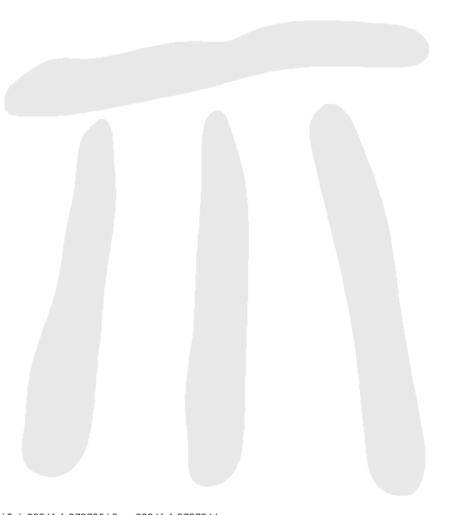
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Chapter One: Introduction to the Caribbean Island

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- 2. List of Caribbean Islands Countries by Population
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Introduction to the Caribbean Island

The Caribbean is a region that consists of the Caribbean Sea, its islands (some surrounded by the Caribbean Sea and some bordering both the Caribbean Sea and the North Atlantic Ocean), and the surrounding coasts. The region is southeast of the Gulf of Mexico and the North American mainland, east of Central America, and north of South America.

Situated largely on the Caribbean Plate, the region comprises more than 700 islands, islets, reefs, and cays. These islands generally form island arcs that delineate the eastern and northern edges of the Caribbean Sea. The Caribbean islands, consisting of the Greater Antilles on the north and the Lesser Antilles on the south and east (including the Leeward Antilles), are part of the somewhat larger West Indies grouping, which also includes the Lucayan Archipelago (comprising The Bahamas and Turks and Caicos Islands) north of the Greater Antilles and Caribbean Sea. In a wider sense, the mainland countries of Belize, Guyana, and Suriname may be included.

Geopolitically, the Caribbean islands are usually regarded as a sub region of North America and are organized into 30 territories including sovereign states, overseas departments, and dependencies.



Geography, geology, and climate

The geography and climate in the Caribbean region varies: Some islands in the region have relatively flat terrain of non-volcanic origin. These islands include Aruba (possessing only minor volcanic features), Barbados, Bonaire, the Cayman Islands, Saint Croix, the Bahamas, and Antigua. Others possess rugged towering mountain-ranges like the islands of Cuba, Hispaniola, Puerto Rico, Jamaica, Dominica, Montserrat, Saba, Saint Kitts, Saint Lucia, Saint Thomas, Saint John, Tortola, Grenada, Saint Vincent, Guadeloupe, Martinique, and Trinidad & Tobago.

The climate of the area is tropical but rainfall varies with elevation, size, and water currents (cool upwelling keep the ABC islands arid). Warm, moist trade winds blow consistently from the east creating rainforest/semi desert divisions on mountainous islands. Occasional northwester lies affect the northern islands in the winter. The region enjoys year-round sunshine, divided into 'dry' and 'wet' seasons, with the last six months of the year being wetter than the first half. The waters of the Caribbean Sea host large, migratory schools of fish, turtles, and coral reef formations. The Puerto Rico trench, located on the fringe of the Atlantic Ocean and Caribbean Sea just to the north of the island of Puerto Rico, is the deepest point in all of the Atlantic Ocean. Hurricanes that sometimes batter the region usually strike northwards of Grenada and to the west of Barbados. The principal hurricane belt arcs to northwest of the island of Barbados in the Eastern Caribbean. The region sits in the line of several major shipping routes with the Panama Canal connecting the western Caribbean Sea with the Pacific Ocean.



List of Caribbean island countries by population

| Rank | Country (or dependent territory) | July 1, 2015 projection⊞ | % of | Average relative annual growth (%)[2] | Average absolute annual growth | Estimated doubling time (Years)[4] | Alternative figure | Date |
|------|--------------------------------------|-----------------------------|-------|---------------------------------------|--------------------------------|------------------------------------|-----------------------|-----------------|
| 1 | C uba | 11,260,000 | 26.49 | 0.29 | 33,000 | 236 | 11,210,064 | Dec. 31, 2013 |
| 2 | Haiti | 10,994,000 | 25.87 | 2.31 | 248,000 | 30 | 10,745,665 | 2014 |
| 3 | Dominican Republic | 9,980,000 | 23.48 | 0.98 | 97,000 | 71 | 9,980,243 | 2015 |
| 4 | Puerto Rico (US)[5] | 3,508,000 | 8.25 | -1.13 | -40,000 | - | 3,548,397 | July 1, 2014 |
| 5 | ™ Jamaica | 2,729,000 | 6.42 | 0.26 | 7,000 | 270 | 2,717,991 | Dec. 31, 2013 |
| 6 | Trinidad and Tobago | 1,357,000 | 3.19 | 0.52 | 7,000 | 134 | 1,328,019 | January 9, 2011 |
| 7 | Guadeloupe (France) | 405,000 | 0.95 | 0.25 | 1,000 | 280 | 403,314 | January 1, 2012 |
| 8 | ■ Martinique (France) | 383,000 | 0.90 | -0.52 | -2,000 | - | 388,364 | January 1, 2012 |
| 9 | ► Bahamas | 379,000 | 0.89 | 1.34 | 5,000 | 52 | 351,461 | May 3, 2010 |
| 10 | Barbados Barbados | 283,000 | 0.67 | 0.35 | 1,000 | 196 | 277,821 | May 1, 2010 |
| 11 | ▲ Saint Lucia | 172,000 | 0.40 | 0.58 | 1,000 | 119 | 166,526 | May 10, 2010 |
| 12 | Curaçao (Kingdom of the Netherlands) | 157,000 | 0.37 | 0.64 | 1,000 | 108 | 154,843 | January 1, 2014 |
| 13 | Aruba (Kingdom of the Netherlands) | 110,000 | 0.26 | 1.85 | 2,000 | 38 | 109,517 | 2015 |
| 14 | Saint Vincent and the Grenadines | 110,000 | 0.26 | 0.00 | 0 | - | 109,991 | June 12, 2012 |
| 15 | United States Virgin Islands (US) | 105,000 | 0.25 | 0.00 | 0 | - | 106,405 | April 1, 2010 |
| 16 | S Grenada | 104,000 | 0.24 | 0.00 | 0 | - | 103,328 | May 12, 2011 |
| 17 | Antigua and Barbuda | 89,000 | 0.21 | 1.14 | 1,000 | 61 | 85,567 | May 27, 2011 |
| 18 | ■ Dominica | 71,000 | 0.17 | 0.00 | 0 | - | 71,293 | May 14, 2011 |
| 19 | Cayman Islands (UK) | 59,000 | 0.14 | 3.51 | 2,000 | 20 | 55,691 | 2013 |

| Rank | Country (or dependent territory) | July 1, 2015 projection ^{III} | % of | Average relative annual growth (%)[2] | Average absolute annual growth | Estimated doubling time (Years) | Alternative figure | Date |
|------|---|---|------|---------------------------------------|---|---------------------------------|-----------------------|-----------------|
| 20 | Saint Kitts and Nevis | 46,000 | 0.11 | 0.00 | 0 | - | 46,204 | May 15, 2011 |
| 21 | Sint Maarten (Kingdom of the Netherlands) | 39,000 | 0.09 | 2.63 | 1,000 | 27 | 37,224 | Feb. 1, 2014 |
| 22 | Turks and Caicos Islands (UK) | 37,000 | 0.09 | 5.71 | 2,000 | 12 | 31,618 | Jan.y 25, 2012 |
| 23 | Saint Martin (France) | 36,000 | 0.08 | 0.00 | 0 | - | 35,742 | Jan. 1, 2012 |
| 24 | British Virgin Islands (UK) | 31,000 | 0.07 | 3.33 | 1,000 | 21 | 28,054 | July 12, 2010 |
| 25 | Caribbean Netherlands | 26,000 | 0.06 | 4.00 | 1,000 | 18 | 23,296 | Jan.1, 2013 |
| 26 | Anguilla (UK) | 14,000 | 0.03 | 0.00 | 0 | - | 13,037 | May 11, 2011 |
| 27 | Saint Barthélemy (France) | 10,000 | 0.02 | 0.00 | 0 | - | 9,131 | January 1, 2012 |
| 28 | Montserrat (UK) | 5,000 | 0.01 | 0.00 | 0 | - | 4,922 | May 12, 2011 |

Bahamas Turks and Caicos Dominican Republic US Virgin Islands (St Thomas) Tortola (British Virgin Isl) Grand Cayman Haiti Cayman Brack St Barthelemy St Maarten (Dutch) St Martin (French) Puerto Rico Jamaica > US Virgin Islands (St Croix) St Kitts **₹**Antigua Guadeloupe (French West Indies) \$\int\delta Martinique St Vincent Aruba 🦠 **♦ Bonaire** Grenada Curacao (Netherland Antilles) Trinidad & Tobago

Total

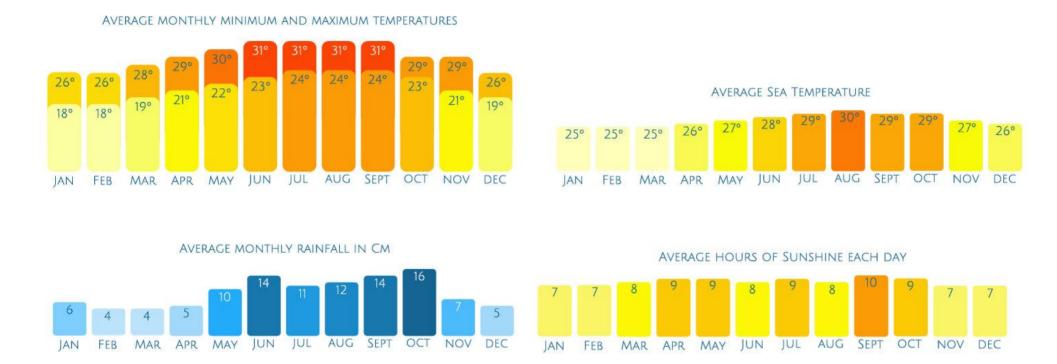
42,499,000 100.00 0.88 369,000 79

Weather in the Caribbean

It mainly depends on when you go. Average Caribbean weather is in the mid-80s Fahrenheit during the day for most destinations. That average varies only a few degrees a month. But nothing is average or predictable about the rainfall. The best time to go to the Caribbean -- and trying to avoid the most rain -- knows what to expect for the annual hurricane season, which officially runs from June 1 through Nov. 30 each year.

The region sees about 12 to 15 major storms each year, and about four or five develop into hurricanes. However, the season starts slowly and doesn't peak until early September, which is why the fewest number of people vacation there in September.

Storms and hurricanes often form in the Atlantic and move west toward the Caribbean. They follow multiple paths and rise and fall in intensity over a matter of days. A storm can grow in intensity and become a hurricane, then drop back to a storm again before fading away. As a result, the typical Caribbean forecast is fairly reliable because the weather follows a predictable set of patterns.



Average Temperatures: As you would expect from the Caribbean, the average temperatures across Cuba are fantastic. Only falling below 20°C in winter evenings, temperatures regularly break the 30°C mark in the summer.

Sea Temperatures: One thing you will always remember about a trip to the Caribbean is just how warm the sea is. With average water temperatures no lower than 25°C, shallow tides breaking onto white sand beaches lined with palm trees, the sea has never been so inviting.

Sunshine Hours: There are between 11 and 14 hours of daylight each day in Cuba from the winter to the summer and within that time you can expect 7 to 10 hours of sunshine. Pack your sun tan lotion, you're going to need it!

Rainfall: The wet season in Cuba generally starts in May and can go on to October. If it does rain it usually starts mid afternoon and can last a few hours. It rarely rains for very long except when tropical storms move in from the Atlantic in August and September. When this happens there can be 3 or 4 days where the sky is cloudy but in the last 50 years just 5% of August and September days been disrupted by storms.

Weather in Caribbean Throughout the Year

January: Caribbean weather in January is certainly warmer than the U.S., Canada or Europe, but some places are warmer than others. The warmest destinations include Aruba, Cayman Islands and St. Lucia.

February: Temperatures in February show little movement. Some places increase by one degree while others actually decline. Dominica rainfall increases to four inches. Costa Rica reaches a low point for rain, which is good for western Caribbean cruises.

March: March is one of the most popular months to visit because of spring break, warming temperatures and minimal rainfall for many destinations. Dominica rainfall climbs again to five inches, but keep in mind that Dominica is a lush island with waterfalls and tropical rain forests. It's a great place for ecotourism but not so much for lying on a beach. Costa Rica again has low rain.

April: April is another great month to visit the Caribbean for the same reasons as March. But there are some exceptions. San Juan rainfall reaches its first high point of the year at six inches. It's not the best time for a long-term stay, but it's OK for cruise visitors because San Juan has great shopping and historical attractions such as Old San Juan.

May: Caribbean weather in May is a brief rainy season for many destinations. Aruba is a safe bet because it is the driest island of all. Cancun, Cayman Islands, Costa Rica and Dominica all jump to five inches or higher.

June: It's a bad month for the Bahamas with an average of nine inches of rain. Cozumel gets eight inches while Belize and Costa Rica average more than 10. For people who like hot weather, Cancun, Cayman Islands and Cozumel have average high temperatures that reach 90 degrees Fahrenheit.

July: The Caribbean hurricane season is starting to make itself known with six inches or more of rainfall for Bahamas, Barbados, Cayman Islands and St. Lucia. It's a good month for Antigua, Cancun, Dominican Republic, Jamaica and U.S. Virgin Islands.

August: "Ugh" is a good word to describe rainfall for Bahamas and Cancun. Every major destination except for the ABC islands of Aruba, Bonaire and Curacao averages four inches or more.

September: Caribbean weather in September is the worst month for the annual hurricane season and the worst month of the year as a result. Avoid just about anywhere except possibly the ABC islands. Dominican Republic is not as bad as the others. But at least it's warm.

October: October is barely better than September. All of the major destinations average five inches or more of rain. October is usually the second worst month of the year for Caribbean weather.

November: The Bahamas finally get a break from the weather, but the temperatures are starting to drop too. Barbados, Cancun and Jamaica are becoming better options. St. Maarten has the heaviest rain of the year.

December: The hurricane season is officially over and rainfall drops everywhere. Temperatures are declining as well. Bahamas, Cancun and other northern destinations may be too uncomfortable for swimming. Dominican Republic and St. Thomas are worthy options. The Caribbean in general starts to pick up tourist activity as northerners start to flee cold winter weather.



Chapter Two: Antigua Nation

- 1. Brief of Antigua
 - a. Location
 - b. Size
 - c. Climate
- 2. Antigua and Barbuda National Flag
- 3. Education in Antigua and Barbuda
 - a. Early Childhood
 - b. Primary Education
 - c. Secondary Education
 - d. Tertiary Education
 - e. Specialized Education Institution



Introduction to Antigua Nation

Brief of Antigua Nation

Antigua, also known as Waladli or Wadadli by the native population, is an island in the West Indies, in the Leeward Islands in the Caribbean region, the main island of the country of Antigua and Barbuda. Antigua means "ancient" in Spanish after an icon in Seville Cathedral, Santa Maria de la Antigua—St. Mary of the Old Cathedral. The name Waladli comes from the indigenous inhabitants and means approximately "our own".

The island's circumference is roughly 87 km (54 mi) and its area 281 km2 (108 sq mi). Its population was 80,161 (at the 2011 Census). The economy is mainly reliant on tourism, with the agricultural sector serving the domestic market.

Over 31,000 people live in the capital city, St. John's, at 17°6'N 61°45'W / 17.100°N 61.750°W / 17.100; -61.750. The capital is situated in the north-west and has a deep harbour which is able to accommodate large cruise ships. Other leading population settlements are All Saints (3,412) and Liberta (2,239), according to the 2001 census.



Location

Antigua (pronounced An-tee'ga) and Barbuda are located in the middle of the Leeward Islands in the Eastern Caribbean, roughly 17 degrees north of the equator. To the south are the islands of Montserrat and Guadeloupe, and to the north and west are Nevis, St. Kitts, St. Barts, and St. Martin.

<u>Size</u>

Antigua, the largest of the English-speaking Leeward Islands, is about 14 miles long and 11 miles wide, encompassing 108 square miles. Its highest point is Boggy Peak (1319 ft.), located in the southwestern corner of the island. Barbuda, a flat coral island with an area of only 68 square miles, lies approximately 30 miles due north. The nation also includes the tiny (0.6 square mile) uninhabited island of Redonda, now a nature preserve. The current population for the nation is approximately 68,000 and its capital is St. John's on Antigua.

<u>Climate</u>

Temperatures generally range from the mid-seventies in the winter to the mid-eighties in the summer. Annual rainfall averages only 45 inches, making it the sunniest of the Eastern Caribbean Islands, and the northeast trade winds are nearly constant, flagging only in September. Low humidity year-round.



Antigua and Barbuda National Flag

In 1966, a national flag design competition was held for the occasion of attaining Independence in Association with Great Britain on February 27th, 1967. There were over 600 entries, with Mr. Reginald Samuel winning the first prize of \$500 for the best design. He had entered the very last minute before the deadline, and made the design in only about half an hour. He rushed to buy an envelope to get the entry to the Administration building in time. Later he heard he had won! Mr. Samuel is an Antiguan artist, sculptor, painter and art teacher.



The winning design, together with the chosen anthem, coat-of-

arms and slogan, was displayed on a board outside the Administration Building next to the Post Office, so the people of Antigua and Barbuda could see their future devices. That original board may now be seen as an exhibit at the Museum of Antigua and Barbuda.

The 7 point golden sun of the Antigua & Barbuda flag represents the dawn of a new era. The color red, the life blood of slave forefathers and the dynamism of the people. Blue represents hope, black, the soil and African heritage and gold, blue & white Antigua's and Barbuda's tourist attractions sun, sea and sand. The "V" formed by the red borders represent: "Victory at last."

In 1994, it was decided that seven full points of the sun should be displayed for many as twenty had sometimes been shown! It has been suggested that these seven points should represent the six parishes plus our sister island, Barbuda, though the designer himself did not have this in mind.

Education in Antigua and Barbuda

Antigua & Barbuda has enjoyed a long history of achievement in the field of education. In the past fifty years the education system here has developed significantly.

Despite its small size and relatively limited resources, Antigua & Barbuda has managed to provide a good standard of education to its residents. There are a number of schools and colleges that offer tuition and balanced education for children of all ages in Antigua.

Early Childhood

Traditionally provided by private and charitable organizations. The government, through its Early Childhood Education Center assumes responsibility for the registration and monitoring of all childhood environments. A local office of the UNESCO assists in the development of the country's early childhood education.

Primary Education

Children between the ages of 5 and 12. Available public (free) and private institutions. Compulsory in Antigua & Barbuda.

Secondary Education

Children between the ages of 12 and 18. Available public (free) and private institutions. Compulsory in Antigua & Barbuda.

<u>Tertiary Education - Collage Level</u>

Young adults 18 years and older.

Specialized Education Institutional

Private universities and vocational institutes for the development of professionals in various areas including tourism and medicine.

Chapter Three: Transportation Sector in Antigua

1. Airports in Antigua

- a. History
- b. Travelling by Air
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2. Ports in Antigua

- a. Deep Water Harbor
- b. The Falmouth Harbor
- c. English Harbor
- d. Jolly Harbor



The Transportation Sector in Antigua

Antigua's transport system includes both public and privately run services. Roads in the country are steep, winding, unpaved, and full of potholes. Driving is on the left-hand side. Volcanic ash which sometimes covers roads can make them slippery. The speed limit is set at 40 mph, but it isn't well-enforced. Because there are few traffic signs, driving in unfamiliar areas can be confusing.

Public transportation vehicles contain the letters "BUS" for buses or "TX" for taxis on their yellow license plates. The government regulates taxi service, setting fixed fares rather than using a metered system. Taxi cabs are supposed to keep a copy of the rates inside the vehicle. On Antigua, taxis are easily found, particularly at the airport and at major hotels. Many taxi drivers also will act as tour guides.

Buses operate from 5:30 a.m. to 6:00 p.m. daily on Antigua, running between the capital city, St. John's, and various villages. However, buses do not stop at the airport or the northern tourist area. Although departure times are often left up to the driver, buses generally follow a set schedule. Most buses have their routes posted in the front windows, and they're usually privately owned mini-vans seating about 15 people. St. John's has two bus stations, the East Bus Station near the Botanical Gardens on Independence Ave and another one on Market St. near the Central Market. Several buses are also available on Barbuda.

| Railways | Roads: | Ports and harbors: | Airports: | Airports with paved runways: | Airports – with unpaved runways: |
|---|---|--------------------|--|--|--------------------------------------|
| There were formerly around 80km of narrow-gauge railways for sugarcane plantations. These are | total: 1,165 km (2002) country comparison to the world: 182 paved: 384 km unpaved: 781 km | Saint John's | 3 (2008) country comparison to the world: 191 | total:2 2,438 to 3,047 m: 1 under 914 m: 1 (2008) | total: 1 under 914 m: 1 (2008) |



no longer used.







Airports in Antigua

There are four airports operating in Antigua and Barbuda, a nation lying between the Caribbean Sea and the Atlantic Ocean. Antigua and Barbuda consists of two major inhabited islan'ds, Antigua and Barbuda, and a number of smaller islands (including Great Bird, Green, Guinea, Long, Maiden and York Islands).

Separated by a few nautical miles, the group is in the middle of the Leeward Islands, part of the Lesser Antilles.

V. C. Bird International Airport is located on the island of Antigua, 8 km (5.0 mi) northeast of St. John's, the capital of Antigua and Barbuda



<u>History</u>

The airport was built as a United States Army Air Forces base around 1941, and named Coolidge Airfield after Capt. Hamilton Coolidge (1895–1918), a United States Army Air Service pilot killed in World War I

Renamed Coolidge Air Force Base in 1948, it was closed as a result of budgetary cutbacks in 1949, with right of re-entry retained by the United States. Agreements were subsequently reached with the United Kingdom and, later, the Antigua government upon independence, for the establishment and maintenance of missile tracking facilities. Antigua Air Station was established on a portion of the former Coolidge AFB. As of 2011 [update], NASA continues to utilize the Antigua facility for launch tracking services on an asneeded basis; and did so for the launch of the Mars Science Laboratory on 26 November 2011.

Upon the closure of the base in 1949 it became a civil airport. It was known as Coolidge International Airport until 1985, when it was named in honor of Sir Vere Cornwall Bird (1910–1999), the first prime minister of Antigua and Barbuda.

In December 2005, the Antigua and Barbuda Millennium Airport Corporation announced it would invite tenders to construct the first phase of a new passenger terminal designed to serve the airport for 30 years. In 2012, they announced the construction of its second terminal.

The V.C Bird International Airport is currently in the process of constructing a new Airport Terminal. The terminal will be 23,000m2 (247,570 ft2), with four jet bridges, Modern Security Screening Facilities, Up-to-date Passenger Processing and Monitoring Facilities and a CCTV Security System. It will contain 46 check in counters, 15 self-check in kiosks, 5 Baggage carousels, a mini food court, multiple VIP lounges, Bank, Retail stores, First class lounges, Restaurants and other Facilities.

The old Airport Terminal will not be fully out of use, some offices will still remain there. All incoming and departing flight will be operated out of the new facility once completed. Airside Improvements will also be made and a new car park is also being constructed in front of the old terminal along with other airport offices.

| <u>City served</u> | <u>Island</u> | <u>ICAO</u> | <u>IATA</u> | Airport name | <u>Coordinates</u> |
|--------------------|----------------|-------------|-------------|-------------------------------------|---|
| St. John's | <u>Antigua</u> | TAPA | ANU | V. C. Bird International Airport | <u>17°08′12″N 61°47′34″W17.13667°N61.79278°W</u> |
| <u>Codrington</u> | <u>Barbuda</u> | TAPH | BBQ | Barbuda Codrington Airport | <u>17°38′09″N 61°49′43″W17.63583°N 61.82861°W</u> |
| Coco Point | <u>Barbuda</u> | TAPT | | Coco Point Lodge Airstrip (private) | ■17°33′20″N 61°45′55″W |

Travelling By Air

V.C. Bird International Airport, located on the northeast corner of Antigua, is the point of entry for visitors arriving by air to Antigua & Barbuda. There are both direct flights and connections from North America via San Juan and St. Martin and several weekly flights from Europe. Scheduled and charter service is available to many of the neighboring islands. Flying times:

New York--4 hrs.; Miami--3 hrs.; Baltimore--4 hrs.; Toronto--4 hrs.; Puerto Rico--1 hr.; London--8 hrs.; Frankfurt--9 1/4 hrs.; Paris--8 hrs.

Airlines Serving North America:











Air Canada

(800) 422-6232 (268) 462-1147

American Airlines

(800) 433-7300 (268) 462-0950 www.gg.com

Caribbean Airlines

Reservations &
Information: + 800 744 2225
(toll free)
http://www.caribbeanairlines.com/
www.caribbeaneticket.com

Continental Airlines

(800) 231-0856 (268) 462-5355 www.continental.com

Delta

(800) 532-4777 (800) 337-4777 www.delta.com

Airlines Serving the UK







British Airways

(daily)
Reservations: 0870 850 9
850 (24hrs)

Virgin Atlantic

(Twice Weekly)
Reservations: 01293 747 747
www.virgin-atlantic.com

Caribbean Airlines

we offer a daily frequency with our code share partner British Airways via Barbados and Trinidad.

Reservations: 020 8577 1100

http://www.caribbean-airlines.com/

Airlines Serving Europe:



British Airways

(800) 247-9297 (268) 462-3219



Virgin Atlantic

(Twice Weekly)
Reservations: 01293 747 747
www.virgin-atlantic.com

Inter-Island Airlines:



Carib Aviation Ltd. Scheduled and Charter Air Services

LIAT

Scheduled service from the Caribbean and South America. (268) 480-5601 http://www.liatairline.com

Charter service to most neighboring islands.

V.C. Bird International Airport (or PO Box 318, St. Johns) Antigua, West Indies Tel: (268) 462-3147 or 462-3452 Fax: (268) 462-3125 After-hours calls: (268) 461-1650



Caribbean Airlines

We offer a direct or connecting flights from Trinidad, Tobago,
Barbados, Paramaribo,
Georgetown to Antigua on
Sunday, Tuesday Thursday and
Friday.
http://www.caribbean-

airlines.com/



Montserratt Airways

Charter service to most neighboring islands

1.

Travelling By Sea

Cruise ship ports are located at St. John's Harbour and Heritage Quay, in the heart of the country's capital, and minutes away from Antiqua's great beaches and water sports.

Private boaters can enter at St. John's Harbour on the west coast, English Harbour or the St. James' Club in the south, or Crabbs Marina in the northeast.

Bare-boat or crewed chartering is available through:



Nicholson's Yacht Charters

Tel: 800-662-6066, (617) 661-0554 http://www.nicholsonyachts.com



Sun Yacht Charters

Tel: 800-772-3500, 207-236-9611 http://www.saltyseas.com/sun.html

Getting Around Antigua

Taxis: Taxis are available throughout Antigua. Fares between the airport, harbour, and many hotels and destinations are fixed and can be obtained upon arrival. Sample fares from V.C. Bird International Airport to: Nelsons Dockyard--US\$21; Shirley Heights--US\$21; St. John's--US\$7. Taxi drivers are also qualified as tour guides for sightseeing trips. Tour rates can be obtained beforehand through hotels.

Buses: There is some local bus service; schedules and routes can be obtained through the hotels.

West Bus Station Routes

- 1. 12 Valley Rd, Joseph's Lane, All Saints Road, Belmont, Clarks Hill, Sea View Farm, Freemans Village.
- 2. 13 Valley Rd, Joseph's Lane, All Saints Road, Belmont, Buckleys, Swetes Village, John Hughes.
- 3. 29 Valley Rd, Joseph's Lane, All Saints Road, Belmont, Herberts.
- 4. 42 Valley Rd, Vivian Richards Street, Independence Drive, Factory Road, East Bus Station, Hailes Promenade, Factory Road, Airport Road, Coolidge, Free Trade Zone.
- 5. 54 Valley Rd, Vivian Richards Street, Independence Drive, Bishopgate Street, Cross Street, Friars Hill Road, Woods Mall.
- 6. 15 Valley Rd, Joseph's Lane, All Saints Road, Belmont, Clarks Hill, All Saints Village, Liberta Village, terminating at Horsford Hill.
- 7. 17 Valley Rd, Joseph's Lane, All Saints Road, Belmont, Clarks Hill, All Saints Village, Liberta Village, Falmouth, Cobbs Cross, English Harbor.
- 8. 22 Valley Road, Golden Grove, Big Creek, Ebenezer, Jennings, Bolans, Crabb Hill, Johnson Point, Urlings, Old Road.
- 9. 50 Valley Rd, Vivian Richards Street, Independence Drive, Bishopgate Street, Cross Street, Dickenson Bay Street, Villa, Yorks.
- 10. 20 Valley Road, Golden Grove, Big Creek, Ebenezer, Jennings, Bolans.
- 11. 10 Valley Rd, Joseph's Lane, All Saints Road, Bendals.
- 12. 61 1 Valley Road, Federation Road, Gray's Farm. Green bay, Five Islands.



Ports in Antigua

Antigua has one of the best natural harbors in the region, and has capitalized on this by investing over \$22 million to bring its facilities up to the level required by these ships. The renovation was done five years ago and has supplied new berthing facilities that can now accommodate four of the world's largest and most modern cruise liners at the same time. The money went to dredging \$t. John's harbor to a depth of 35 feet, widening the channel into the harbor, increasing the size of the turning circle so that the ships can maneuver.

Deep Water Harbor

The Deep Water Harbor handles all the cargo that is imported into Antigua, and at this point is prepared to handle any type of cargo. The Port Authority is also looking into renovations which should commence next year to further update the ports; and is constantly looking to make sure it remain up to date.

The Falmouth Harbor

Located on the southeast section of the island is also a place for berthing smaller cruise or leisure vessels.

English Harbor

Located on the southeast section berths this vessel and is famous for our regatta sailing week.

Jolly Harbor

Marine which host smaller vessel such as yachts is a berthing area, located on the southern part of the island.

We are not forgetting our sister island Barbuda, which is in the process of developing its main port of entry to accommodate large cruise vessel and pleasure vessels.



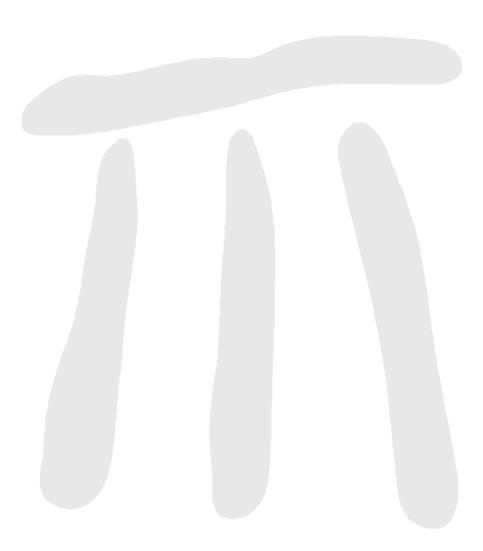






Chapter Four: The Economic Sector in Antigua

- 1. Overview
- 2. Antigua and Barbuda Economy Profile 2014
- 3. Types of Industries in Antigua
 - a. Agriculture
 - b. Animal husbandry
 - c. Fishing
 - d. Mining



The Economic Sector in Antigua

Overview

Tourism continues to dominate Antigua and Barbuda's economy, accounting for nearly 60% of GDP and 40% of investment. The dual-island nation's agricultural production is focused on the domestic market and constrained by a limited water supply and a labor shortage stemming from the lure of higher wages in tourism and construction. Manufacturing comprises enclave-type assembly for export with major products being bedding, handicrafts, and electronic components. Prospects for economic growth in the medium term will continue to depend on tourist arrivals from the US, Canada, and Europe and potential damages from natural disasters. After taking office in 2004, the SPENCER government adopted an ambitious fiscal reform program and was successful in reducing its public debt-to-GDP ratio from approximately 130% in 2010 to 89% in 2012. In 2009, Antigua's economy was severely hit by the global economic crisis and suffered from the collapse of its largest private sector employer, a steep decline in tourism, a rise in debt, and a sharp economic contraction between 2009-11. Antigua has not yet returned to its pre-crisis growth levels.

Antigua and Barbuda's economy is service-based, with tourism and government services representing the key sources of employment and income. Tourism accounts directly or indirectly for more than half of GDP and is also the principal earner of foreign exchange in Antigua and Barbuda. However, a series of violent hurricanes since 1995 resulted in serious damage to tourist infrastructure and periods of sharp reductions in visitor numbers.

In 1999 the budding offshore financial sector was seriously hurt by financial sanctions imposed by the United States and United Kingdom as a result of the loosening of its money-laundering controls. The government has made efforts to comply with international demands in order to get the sanctions lifted. The dual island nation's agricultural production is mainly directed to the domestic market; the sector is constrained by the limited water supply and labor shortages that reflect the pull of higher wages in tourism and construction. Manufacturing comprises enclave-type assembly for export with major products being bedding, handicrafts, and electronic components. Prospects for economic growth in the medium term will continue to depend on income growth in the industrialized world, especially in the US, which accounts for about one-third of all tourist arrivals. Estimated overall economic growth for 2000 was 2.5%. Inflation has trended down going from above 2 percent in the 1995-99 period and estimated at 0 percent in 2000.

Antigua is a member of the Eastern Caribbean Currency Union (ECCU). The Eastern Caribbean Central Bank (ECCB) issues a common currency (the East Caribbean dollar) for all members of the ECCU. The ECCB also manages monetary policy, and regulates and supervises commercial banking activities in its member countries.

Antigua and Barbuda is a beneficiary of the U.S. Caribbean Basin Initiative. Its 1998 exports to the U.S. were valued at about US \$3 million and its U.S. imports totaled about US \$84 million. It also belongs to the predominantly English-speaking Caribbean Community (CARICOM).



Antigua and Barbuda Economy Profile 2014

| GDP (purchasing power parity) | \$1.61 billion (2013 est.) \$1.583 billion (2012 est.) \$1.558 billion (2011 est.) note: data are in 2013 US dollars |
|--------------------------------|--|
| GDP (official exchange rate) | \$1.22 billion (2013 est.) |
| GDP - real growth rate | 1.7% (2013 est.) 1.6% (2012 est.) -3% (2011 est.) |
| GDP - per capita (PPP) | \$18,400 (2013 est.) \$18,100 (2012 est.) \$17,800 (2011 est.) note: data are in 2013 US dollars |
| Gross national saving | 18% of GDP (2013 est.) 18% of GDP (2012 est.) 18.4% of GDP (2011 est.) |
| GDP - composition, by end use | household consumption: 55.8% government consumption: 14.9% investment in fixed capital: 28% investment in inventories: 0.1% exports of goods and services: 46.2% imports of goods and services: -45% (2013 est.) |
| GDP - composition by sector | agriculture: 2.2% industry: 16.4% services: 81.4% (2013 est.) |
| Population below poverty line | NA% |
| Labor force | 30,000 (1991) |
| Labor force - by occupation | agriculture: 7% industry: 11% services: 82% (1983) |
| Unemployment rate | 11% (2001 est.) |
| Unemployment, youth ages 15-24 | total: 19.9% male: 18.4% female: 21.6% (2001) |

| Household income or consumption by percentage share | lowest 10%: NA% highest 10%: NA% |
|---|---|
| Budget | revenues: \$239.5 million expenditures: \$248.7 million (2012 est.) |
| Taxes and other revenues | 19.6% of GDP (2012 est.) |
| Budget surplus (+) or deficit (-) | -0.8% of GDP (2012 est.) |
| Public debt | 89% of GDP (2012 est.) 130% of GDP (2010 est.) |
| Inflation rate (consumer prices) | 3% (2013 est.) 3.4% (2012 est.) |
| Central bank discount rate | 6.5% (31 December 2010 est.) 6.5% (31 December 2009 est.) |
| Commercial bank prime lending rate | 10.3% (31 December 2013 est.) 10.13% (31 December 2012 est.) |
| Stock of narrow money | \$213 million (31 December 2013 est.) \$205.2 million (31 December 2012 est.) |
| Stock of broad money | \$1.044 billion (31 December 2013 est.) \$1.033 billion (31 December 2012 est.) |
| Stock of domestic credit | \$1.111 billion (31 December 2013 est.) \$1.111 billion (31 December 2012 est.) |
| Agriculture - products | cotton, fruits, vegetables, bananas, coconuts, cucumbers, mangoes, sugarcane; livestock |
| Industries | tourism, construction, light manufacturing (clothing, alcohol, household appliances) |
| Industrial production growth rate | 1% (2013 est.) |
| Current Account Balance | -\$164.8 million (2013 est.) -\$78.5 million (2012 est.) |
| Exports | \$55 million (2013 est.) \$56.7 million (2012 est.) |
| Exports - commodities | petroleum products, bedding, handicrafts, electronic components, transport equipment, food and live animals |

Types of Industries in Antigua

Industry accounted for 19% of GDP in 2001. Manufacturing—which accounts for approximately 5% of GDP—comprises enclave-type assembly for export with major products being bedding, handicrafts, and electronic components. Prospects for economic growth depend on income growth in the industrialized world, especially in the US, which accounts for about half of all tourist arrivals. The industrial park, located in the Coolidge Area, produces a range of products such as paints, furniture, garments, and galvanized sheets, mainly for export.

Agriculture

Some 30% of land on Antigua is under crops or potentially arable, with 18% in use. Sea-island cotton is a profitable export crop. A modest amount of sugar is harvested each year, and there are plans for production of ethanol from sugarcane. Vegetables, including beans, carrots, cabbage, cucumbers, plantains, squash, tomatoes, and yams, are grown mostly on small family plots for local markets. Over the past 30 years, agriculture's contribution to the GDP has fallen from over 40% to 12%. The decline in the sugar industry left 60% of the country's 66,000 acres (270 km2) under government control, and the Ministry of Agriculture is encouraging self-sufficiency in certain foods in order to curtail the need to import food, which accounts for about 25% by value of all imports. Crops suffer from droughts and insect pests, and cotton and sugar plantings suffer from soil depletion and the unwillingness of the population to work in the fields.



Animal husbandry

Livestock estimates in 2004 counted 14,300 head of cattle, 19,000 sheep, and 36,000 goats; there were some 5,700 hogs in the same year. Most livestock is owned by individual households. Milk production in 2004 was an estimated 5,350 tons. The government has sought to increase grazing space and to improve stock, breeding Nelthropp cattle and Black Belly sheep. There is a growing poultry industry. In 1992, the European Development Bank provided \$5 million US to the government to help develop the livestock industry.



Fishing

Most fishing is for local consumption, although there is a growing export of the lobster catch to the United States and of some fish to Guadeloupe and Martinique. Antiguans annually consume more fish per capita (46 kg/101.4 lb) per year live weight than any other nation or territory in the Caribbean. The main fishing waters are near shore or between Antigua and Barbuda. There are shrimp and lobster farms operating, and the Smithsonian Institution has a Caribbean king crab farming facility for the local market. The government has encouraged modern fishing methods and supported mechanization and the building of new boats. Fish landings in 2000 were 1,481 tons; the lobster catch, 42 tons. Exports of fish commodities in 2000 were valued at US\$1.5 million.



Few of the islands' mineral resources, which included limestone, building stone, clay, and barite, were exploited until recently. Limestone and volcanic stone have been extracted from Antigua for local construction purposes, and the manufacture of bricks and tiles from local clay has begun on a small scale. Barbuda produced a small amount of salt, while phosphate has been collected from Redonda.



Chapter Five: The Tourism Sector in Antigua

- 1. Air Arrivals
- 2. Length of Stay
- 3. Purpose of Visit
- 4. Sea Arrival
- 5. Entertainments in Antigua
 - a. Carnival
 - b. Entertainment
 - c. Bars and Clubs
 - d. Casinos
- 6. Points of interest in Antigua
 - a. Betty's Hope
 - b. Shirley Heights
 - c. Devil's Bridge
- 7. Restaurants in Antigua



The Tourism Sector in Antigua

Antigua has hundreds of beaches, from the bustling Pigeon Point to the kite surfing paradise of Jabberwocky Beach. It's fun to mix it up—a day spent in a secluded cove, another spent people-watching at a tourist magnet. When you're tired of sun and sand you can shoot them up at Reservoir Range, where archery and air pistols are a fun way to work out any lingering pre-vacation stress. A tour of the Antigua Distillery is a spirited way to experience a true taste of the island.



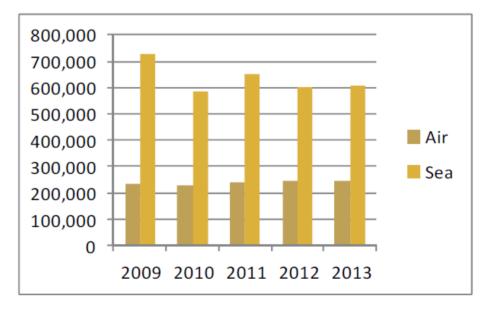
Table 1: Total Visitor Arrivals by Mode of Transport: 2009-2013

Figure 1: Total Visitor Arrivals: 2009-2013

| Mode | 2009 | 2010 | 2011 | 2012 | 2013 |
|-------|---------|---------|---------|---------|---------|
| Air | 234,410 | 229,943 | 241,331 | 246,926 | 243,932 |
| Sea | 730,204 | 583,521 | 652,306 | 600,270 | 608,318 |
| Total | 964,614 | 813,464 | 893,637 | 847,196 | 852,250 |

Source: Ministry of Tourism., May 2014

This report provides an overview of visitor arrivals to Antigua and Barbuda for the entire year 2013, both air and sea. Also provided are comparisons between 2013 and previous years. In 2013, there were a total of 852,250 visitor arrivals to Antigua and Barbuda, 243,932 by air and 608,318 by sea. Total visitor arrivals grew by 1% from 2012 to 2013, with a -3% average growth rate for the years 2009 to 2013. In 2009, total visitor arrivals were highest (964,914), the lowest being 2010 (813,464).



Source: Ministry of Tourism., May 2014

Air Arrivals

Figure 2: Air Arrivals: 2009-2013

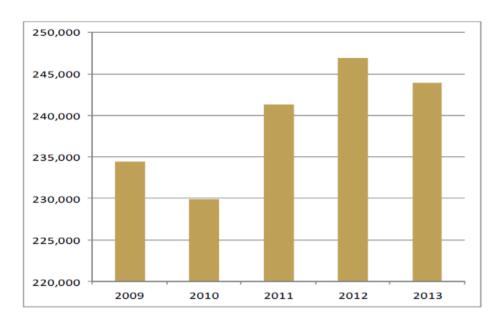
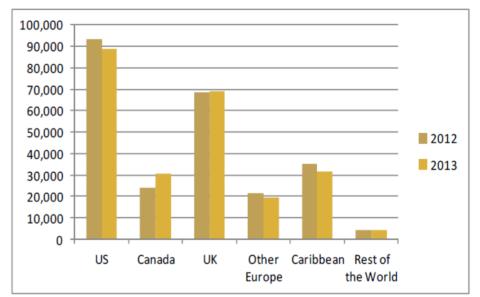


Figure 3: Arrivals by Country of Origin: 2012-2013



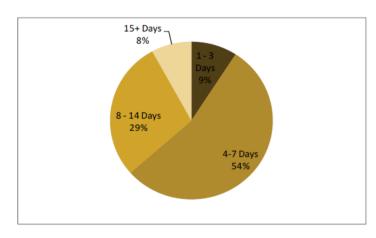
Source: Ministry of Tourism. May 2014

Source: Ministry of Tourism., May 2014

Total air arrivals declined 1% from 2012 (246,929) to 2013 (243,932). The average growth rate for the years 2009-2013 was 1%, with 2012 being the year with the most air arrivals (246,929) and 2010 with the lowest (229,943). Visitors to Antigua and Barbuda are from six markets, namely United States (US), Canada, United Kingdom (UK), Other Europe, the Caribbean, and the Rest of the World. In both 2012 and 2013, the US was the largest market with 93,214 and 88,818 visitor arrivals, respectively. The largest increase in visitor arrivals was recorded by Canada, with a 26% increase from 24,185 to 30,442. Decreases in visitor arrivals were recorded in the US, Other Europe and Caribbean markets, and increases in the Canada, UK, and the Rest of the World markets.

Length of Stay

Figure 4: Length of Stay: 2013

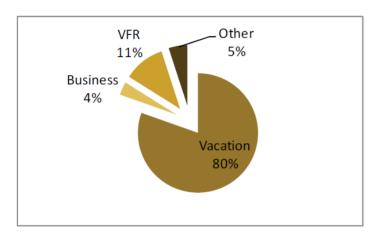


In the year 2013, the average length of stay for visitors by air was 9.9 days, which is fairly consistent compared to the average length of stay for the year 2012 (9.7 days). Figure 4 shows the length of stay for visitors by air. More than half (54%) stay for 4-7 days followed by 29% that stay for 8-14 days, 9% for 1-3 days and 8% for more than 15 days.

Source: Ministry of Tourism. May 2014

Purpose of Visit

Figure 5: Purpose of Stay: 2013



Eighty per cent of visitors to Antigua and Barbuda in 2013 cited "Vacation" as their purpose of visit. This is followed by "Visiting Friends and Relatives (VFR)" (11%)," Other" (5%) and "Business" (4%).

Source: Ministry of Tourism. May 2014

Sea Arrival

Table 2: Sea Arrivals by Mode of Vessels: 2012-2013

| | No. of Passengers | | | | | |
|----------------|-------------------|---------|---------|---------|---------|--|
| Type of Vessel | 2009 | 2010 | 2011 | 2012 | 2013 | |
| Cruise | 712,792 | 557,635 | 606,495 | 572,153 | 583,113 | |
| Yacht | 17,412 | 25,886 | 45,811 | 28,117 | 25,205 | |
| Total | 730,204 | 583,306 | 652,306 | 600,270 | 608,318 | |

Source: Ministry of Tourism. May 2014

Table 2 shows total sea arrivals by type of vessel for the years 2009-2013. Total sea arrivals increased by 1% from 2012 (600,270) to 2013 (608,318), with the highest number of visitor arrivals being 2009 (730,204). The average annual growth of total sea arrivals for the years 2009-2013 was -4%. Visitor arrivals by cruise vessels have increased by 2% from 2012 to 2013, and visitor arrivals by yacht vessels have declined 10% during the same time period.



Entertainment in Antigua

Carnival

Don your feathers and top up on the rum - for Antiqua's Carnival! The Caribbean's big Summer Festival showcases all aspects of Carnival-Music, masquerade, steel pan and pageantry. From the end of July to early August, Antiqua truly comes alive. It's the perfect time to come and experience the culture, music and food of Antigua & Barbuda. The great carnivals of the world are judged primarily on their music and masquerade. Carnival Monday and Tuesday fall on the first Monday and Tuesday of August every year. On these two days the carnival troupes descend on the streets of St. John's adorned in their carnival costumes bursting with color and dancing to the pumping soca rhythms, steel bands, iron bands and popular DJs.

Carnival masquerade costumes depict colorful and magical themes often with national or regional significance. Their beading, feathers and iewels represent months of work in the various masguerade camps where the costumes are handmade. Masguerade makers often work into the early hours of the morning to

produce hundreds of costumes in the hope of winning the coveted title of 'Band of the Year'. Carnival closes off with Last Lap where the jam bands wind their way through the streets of St. John's pumping out the most popular songs of the Carnival season



Entertainment

Most hotels offer evening entertainment featuring live bands and/or vocalists with the opportunity to dance both during and after dinner.

Steel bands are also very popular and it is always a treat to watch them perform. The Sugar Ridge Club at Jolly Harbour offers a piano lounge bar with jazz bands and pianists several nights each week and the weekend invites a big crowd to dance the night away. The popular Rush Entertainment Centre, located on nearby Runaway Bay, features unique and trendy options including a piano lounge, casino, sports bar and upscale restaurant. Here you can rack up a few games of pool at Conors Sports Bar or tune into your favourite sporting events on their wide screen TV. Next door you can dance your weekend away at the Rush Nightclub with the latest R&B, Hip Hop, Soca and House music.



Caribbean Cinemas offers eight cinemas in a large complex, and the Deluxe Theatre Ltd in St. John's shows the latest films in three modern cinemas. For those feeling lucky, try one of our excellent state-of-the-art casinos, offering the full range of games and slot machines

Bars and Clubs

When the sun begins to set over Antiqua, lights begin to twinkle and the curtain rises on the evening's entertainment.

After basking in the sun, relaxing on our white sandy beaches and swimming in our crystal clear water, dress up in your party wear or as casual as you would like and enjoy the excitement of a warm Caribbean night. Everyone heads for Shirley Heights on Sundays; the island's 'biggest and best' party has taken place here for many years. The evening begins as the sun sets, and the steelband sounds fill the air. It ends with reggae, soca and calypso music, all played out with a live band.



Casinos

Antigua is a great choice if you enjoy a 'flutter' in the evenings - whether you're a serious gambler or just interested in light-hearted play.

The Vegas-style casinos offer poker, roulette and blackjack tables, as well as all the latest slot machines. Some also offer off course wagers on major sporting events. King's Casino is located in the heart of St. John's in Heritage Quay and offers 16 different table games and 300 slot machines, plus a sports bar and live entertainment.

Close by in Market Street you will find Paradise Casino with table games and slots. Behind the casino is Paradise Lawn which can accommodate 5000 people for regular concerts with Caribbean artists and reggae groups.



Madison's Casino in the Rush Entertainment Centre at Runaway Bay, features table games, a wide variety of slots and Texas Hold'Em Poker. Dickenson's Bay is also a prime hotspot for bar and casino activity. Grand Bay Casino on Dickenson Bay has slot machines, dice roulette, blackjack and poker, plus a champagne bar and entertainment.

Points of interest in Antigua

Betty's Hope

Betty's Hope is located in the limestone district of Antigua's tranquil rural area, with beautiful vistas over the rolling landscape to the distant ocean. The founder of Betty's Hope was Governor Keynell, whose widow inherited the estates upon is death in 1663, but had to flee Antigua during the French occupation in 1666. When Antigua was re-occupied by the British, Parliament annulled all land claims prior to the French occupation, (of those who had fled or been disloyal to the Crown). Instead, in 1674, Betty's Hope was granted to the Codington family, then residing in Barbados.

Like other large plantations, Betty's Hope was an agricultural as well as an industrial enterprise, and home to a large number of people. Supervised by a handful of European managers, hundreds of Africans lived out their lives on this and similar plantations, first as slaves, then as laborers after emancipation in 1834. Enduring the hardship of cultivating and processing the sugar under exhausting conditions, they developed great skills as craftsmen, boilers and distillers which gave Betty's Hope its reputation for excellence lasting to this day. This includes various aspects of the plantation's history and shows early estate plans, pictures and maps, artifacts and a model of the central site to giving an overview of the of "Betty's Hope".









Shirley Heights

The view from Shirley Heights Lookout is without question the most famous view on the beautiful island of Antigua, in the Caribbean. Located within the National Parks, overlooking English and Falmouth Harbors, this panoramic view, on clear days takes in Guadeloupe to the south and Montserrat with its still active volcano to the south west.

From 7pm the Soca, Reggae and Calypso music takes over and the partying really starts. As hunger strikes there is an excellent barbecue with a huge selection of dishes to choose from. Shirley Heights Lookout is open from 9 am to 10 pm for lunch and dinner every day apart from Monday when it closes at sundown. It is a wonderful place to meet with friends, or stop off on your island tour for a mouthwatering selection of Caribbean food with some world staples. There is a choice of dining indoors in the 18th Century building or outdoors on the terrace.

Shirley Heights refers to the military complex along the whole ridge leading up to the Lookout. The complex is mainly in ruins, except for Shirley Heights Lookout. Restoration began in 1981 and was spearheaded by the late Russell Hodge.

Russell was always been passionate about the Lookout's possibilities. This came into sharp focus on a Sailing Week morning, when having watched the races begin from Shirley Heights Lookout, he realised that persons were heading off to breakfast in English Harbour. The Lookout, now a successful business, is managed by his sister J. Valerie Hodge.









Devil's Bridge

At the north-eastern point of Antigua there is a remote wild area known as Indian Town Point. The area was legally constituted as a National Park in the 1950's. Within the park there is a remarkable example of sea-water erosion. Geological, Devil's Bridge is a natural arch carved by the sea from soft and hard limestone ledges of the Antigua formation, a geological division of the flat north-eastern part of Antigua. A bridge was created when a soft part of the limestone eroded away by action of Atlantic breakers over countless centuries. Sammy Smith, a 104 year old Antiguan patriot had the answer. Here is a quote from his memoirs "To shoot Hard Labour". "On the east coast of the island is the famous Devil's Bridge. Devil's Bridge was call so because a lot of slaves from the neighboring estates use to go there and throw themselves overboard. That was an area of mass suicide, so people use to say the Devil have to be there.









Restaurants in Antigua

Antigua has a rich restaurant community that offers a great variety of foods and cuisines, making the most of the local products. You can find excellent Italian, French, Asian, & Caribbean meal choices in Antigua. There are many options of fine dining as well as many road side alternatives.

ABHTI: is an outstanding Hospitality and Tourism Training Center and offers many education programs including Associate Degrees, Certificate & Diploma programs and much more.

ADMIRAL'S INN is located right on the water within historic Nelson's Dockyard at English Harbour, once a port of the Royal Navy and today a yachting centre of the Caribbean.

AL PORTO is located on the water's edge in Jolly Harbour and offers a wide selection of Italian specialities from various regions in Italy. The thin crust pizza is to die for!

ANA'S ON THE BEACH: is a chic new restaurant and bar with Mediterranean cuisine situated on Dickenson Bay, with an open-air bar, beach cabanas and lounges, and al fresco as well as interior, open air dining, emphasizing luxury lifestyle and service.

ANTIGUA ATHLETIC CLUB: offers a fitness facility, social centre and island oasis all in one. The exercise facilities contain a complete line of Cybex strength and cardiovascular equipment and it has the island's premier 25-meter competitive lap pool. The Athletic Club also offers an open-air smoothie bar and cafe.

BAY HOUSE RESTAURANT: is an elegant restaurant and bar set on the crest of a hill overlooking beautiful Dickenson Bay. It has breathtaking views and an enticingly innovative choice of international and regional dishes. They offer imaginative, but carefully compiled lists of wines from around the world

BEACHLIMERZ: is where everyone goes to enjoy the beach, the food and the great lime! Located at historic Fort James Beach, it features local cuisine taken to new heights and fascinating and unique cocktails.

BIG BANANA: is situated at their new downtown home where family, friends and visitors hang out together. Big Banana is casual and relaxed, and you can dine inside or on one of their breezy patios and enjoy a delicious diverse menu with the best pizza in the Caribbean. They also offer a great take-out service with islandwide delivery.

BLUE WATERS based in the North of Antigua is an intimate beach front hotel with the highest service standards. The resort includes 3 restaurants, 3 bars, 7 swimming pools and acres of landscaped tropical gardens to enjoy

BOXER SHACK BEACH BAR & RESTAURANT is a new culinary treasure that will delight your palate on the South/West Coast of Antigua. It serves the most mouthwatering and fresh seafood, delicious salads, steaks & curries and a variety of many more delicacies as well as a traditional Sunday Roast

BUMPKINS is a chilled out, ocean front beach bar and restaurant at Pigeon Point Beach in Falmouth Harbour. It is a favourite hang out for visitors, locals and yachties alike and serves good Caribbean food at reasonable prices. They also offer great cocktails & ice cold beer to help keep you cool.

C & C WINE BAR is the place for Wine Lovers, a casual but sophisticated Wine Bar and is the home for exciting wines from South Africa. It's situated in vibrant Redcliffe Quay and is a great place to enjoy the ambience of St. John's.

CAFE NAPOLEON gives their customers superb food and fast & friendly service in their Al fresco dining ambiance in the heart of bustling St. John's. The cuisine varies from French Creole to European with a twist.

Chapter Six: The Investment Sector in Antigua

- 1. Brief of the Investment Opportunity
- 2. Projects under Construction
 - a. Daniel Bay
 - b. Nelson's Retreat
 - c. Nonsuch Bay Resort and Residence
 - d. Tamarind Hills
- 3. Citizenship by Investment in Antigua
 - a. The Regulations Regarding Citizenship by Investment in Antigua and Barbuda
 - b. Visa-free travel for Antigua & Barbuda passport holders



The Investment Sector in Antigua

Brief of the Investment Opportunity

Antigua & Barbuda is endowed with natural beauty, mild weather, a friendly, courteous English-speaking population, a central Caribbean location and political and social stability. Known as an outstanding tourist destination, Antigua & Barbuda have a long legacy of beneficial foreign direct investment.

The Government of Antigua and Barbuda strongly encourages foreign direct investment, particularly in industries that create jobs, earn foreign currency, and have a positive impact on its citizens. The government has a number of incentive programs in place to attract foreign investment. It is a member of the Organization of Eastern Caribbean States (OECS) including the Eastern Caribbean Central Bank, the Eastern Caribbean Securities Exchange and the Eastern Caribbean Regulatory Commission. Antigua and Barbuda is one of the more prosperous states in the Eastern Caribbean.

The service sector holds large potential for growth, especially in the areas of tourism, medical tourism, and offshore education. Additional sectors which have room for growth include financial services, information technology, education manufacturing and logistics. Currently, tourism and the financial service sector are the largest sectors of the economy. All potential investors must submit their proposals for review by the Antigua and Barbuda Investment Authority to ensure that the project is consistent with the national interests and provides economic benefits to the country. There are no limits on foreign ownership or control.

The Antigua and Barbuda Investment Authority (ABIA) foreign direct investment policy is to attract FDI into priority sectors, and advise the Government on the formation and implementation of policies and programs to attract investment within Antigua and Barbuda. The main laws concerning foreign investment include the ABIA Act (2006), the Fiscal Incentive Acts, and the Free Trade Zone Act.

The country has a strong judicial system which upholds the sanctity of contracts and prevents unwarranted discrimination towards foreign investors. More information regarding the structure of the judiciary system is below. Antigua and Barbuda is a beneficiary of the Caribbean Basin Initiative, CARIBCAN, and Lome agreements qualifying it for trade concessions with the United States, Canada, and the European Union. It is also a member of the Caribbean Community and Common Market (CARICOM) along with the CARICOM Single Market and Economy (CSME). It is also a member of GATT and WTO.

The government treats foreign investors and local investors equally with respect to the establishment, acquisition, expansion, management, conduct, operation, and sale or other disposition of investment in its territory.



Projects under Construction

Daniel Bay

Ultimate privacy and serene beauty is the essence of this luxury development. Surrounded by spectacular waters and secret coves, Daniel Bay is the perfect setting for a luxury, gated development comprising of five stylish homes. The homeowners will enjoy private, direct access to the sea and uninterrupted views of the crystal blue waters of Willoughby Bay on the South East of the island. Each home will occupy half an acre of prime, beach-front land and encompass approximately 6,500 square feet of impressive indoor and outdoor living spaces, a contemporary designed infinity pool and split level sun terraces.

Location

Daniel Bay is situated within Willoughby Bay, on the south east of the island. Set across 3.5 acres of prime, beachfront land, Daniel Bay delivers breathtaking, uninterrupted views of crystal blue & turquoise waters. With only five homes available, the Daniel Bay development ensures privacy, exclusivity and security behind its welcoming gates. Each home will enjoy private, direct access to the sea and there are no over-looking properties in the vicinity. Ranging from 4,000 to 9,000 square feet, the villa plans may be modified and refined to ensure all of your unique requirements are met. This will ultimately result in an unrivalled atmosphere that you can truly call your own. The Daniel Bay development will incorporate a private jetty for mooring and the surrounding waters are perfect for water sports such as wind surfing, kite surfing and kayaking. Some of Antigua's finest restaurants and bars are just a few minutes' drive away in the nearby, historic, English Harbour and Nelson's Dockyard.. Home also to Antigua's well established yachting fraternity.

<u>Sales</u>

- Five luxury homes
- From 4,000 to 9,000 square feet of indoor / outdoor living space
- Unique waterfront setting with mooring facilities
- Individual, private beach access
- Infinity swimming pool
- Unrivalled views of the ocean and surrounding landscape
- Prices from: \$2,500,000 USD

| Plot 1 | Plot 2 | Plot 3 | Plot 4 | PLOT 5 |
|---------------------------|----------------------------|--------------------------------|-------------------------------|----------------------------|
| 0.54 Acre / 23,659 square | 0.59 Acre / 25,672 square | 0.8 Acre / 34,848 square | 0.75 Acre / 32,670 square | 0.60 Acre / 26,350 square |
| feet / 2,198 square | feet / 2,385 square metres | feet / 3,237 square metres | feet / 3,035 square metres | feet / 2,448 square metres |
| metres | Suitable for build size | Suitable for build size | Villa Liene: 8,800 sq ft / 6 | Suitable for build size |
| Suitable for build size | between 5,000 & 9,000 sq | between 6,000 & 9,000 sq ft | Bedroom / 7 Bathroom | between 5,000 & 8,000 sq |
| between 5,000 & 9,000 sq | ft | Villa Price Range: \$2,900,000 | Large Infinity Pool / Central | ft |
| ft | Villa Price | - \$4,500,000 USD | Air Conditioning / CCTV / | Villa Price |
| Villa Price | Range: \$2,500,000 - | | Alarm | Range: \$2,600,000 - |
| Range: \$2,500,000 - | \$3,900,000 USD | | Price: \$4,500,000 USD | \$3,900,000 USD |
| \$3,900,000 USD | | | | |











Nelson's Retreat

Relax by the pool whilst enjoying spectacular harbor views. Situated within English Harbor, Nelson's Retreat delivers 'picture postcard' views of historic Nelson's Dockyard on the south east of the island. This boutique style development comprises of six ultra-modern apartments with unrivaled dockyard views! Overlooking turquoise waters and historic forts, Nelson's Retreat employs contemporary design in order to facilitate modern-day, coastal living. Each apartment will enjoy impressive, indoor / outdoor living spaces. A contemporary designed infinity pool and sun terrace sit between the six luxury apartments. All fixtures and fittings will be of the highest international standards, bringing the epitome of high quality living to the Caribbean. You will have the option of a 24 hour concierge service and the grounds will be impeccably maintained at all times. Attention to detail is our forté, as we present ubercool environments, brought to you by European architects and designers. Owners will have the option of a 24 hour concierge service and the grounds will be impeccably maintained at all times.

Location

The tropical island of Antigua is world-renowned for its natural beauty. Nelson's Retreat is situated within English Harbour, on the south east of the island. Set across half an acre of prime, water-front land, Nelson's Retreat delivers breathtaking views of the historic Nelson's Dockyard.

With only six apartments available, the Nelson's Retreat development ensures privacy, exclusivity and security. Each home will enjoy direct access to the sea and there are no over-looking properties in the vicinity. Some of Antigua's finest restaurants and bars are just a few minutes' walk away in English Harbour and Nelson's Dockyard. Home also to Antigua's well established yachting fraternity. Nelson's Retreat is a 25 minute drive from the capital, St John's and a 30 minute drive from the Airport.

Sales

- Six luxury one and two bedroom apartments.
- From 1,200 sq. ft. to 1500 sq. ft. of indoor / outdoor living space
- Unique waterfront setting.
- Contemporary design.
- Large communal infinity swimming pool.
- Unrivaled views of Nelson's Dockyard and surrounding landscape.
- Prices from: \$695,000 USD





Nonsuch Bay Resort and Residence

The Resort

Nonsuch Bay is a luxury private resort surrounded by forty acres of beautifully landscaped gardens with ocean views and its own secluded beach. In its design and everyday culture, Nonsuch Bay offers residents and visitors alike an authentic Antiguan experience within this very elegant setting. In room spa services, professional sailing tuition, on property parental care and a stylish waterside restaurant complete an idyllic Caribbean resort.

The Design

Designed by EDSA (one of the world's leading planning and architectural firms collaborated with British Architect and Antiguan resident Andrew Goodenough to create the distinctive Georgian Colonial style at Nonsuch Bay. Mr Goodenough has designed many landmark homes and projects in Antigua including Curtain Bluff, the Antigua Yacht Club Marina Resort and various homes on exclusive Jumby Bay.

The Properties

Resort properties comprise:

Hilltop Villas - 26 plots for private villas ranging from 0.4 to 1.1 acres (1,500m² to 4,500m²). Waterfront Villas - 15 Waterfront villas with private gardens, plunge pools and terraces. Apartments - 64 hillside apartments and 8 beachfront cottages. Apartments are from 1 to 3 bedrooms.

Return on Investment

The uniqueness of both the Nonsuch Bay Resort's location and product offering which provides a secure and elegant holiday resort with professional sailing tuition, along with excellent value for money together with its strategy of clients paying only for what they want, means that rental fulfillment is excellent.

Owners are free to join the resort's rental pool and enjoy the convenience of the range of property management services. Given both the quality and thoroughness of services offered, Nonsuch Bay is an excellent investment choice for busy people wanting a high return on investment along with the peace of mind that comes with a managed property.

Prices for a one bedroom apartment start at US\$350,000 up to US\$2,200,000 for a hill top villa.









Tamarind Hills

Set on a sunset-facing bluff on Antiqua's glorious west coast between Darkwood and Ffryes, two of the island's most beautiful beaches, Tamarind Hills takes five star luxury to new heights. This stunning collection of freehold beachfront and ocean view villas and apartments is beautifully designed and appointed for contemporary and stylish Caribbean living.

Each property offers generously sized interior and exterior living spaces, luxurious appointments including European designer kitchens and bathrooms and a private floating infinity edged pool, perfectly placed to take in the spectacular views of the Caribbean Sea. A rental management programme is available providing an income stream when not in residence.

While enjoying the privacy of their own property, owners and their guests will enjoy privileged access to the five star resort facilities of Tamarind Hills, such as the beach club and Restaurant, boardwalk and jetty bar, spa, aym, pilates and voag studios, and superb sports facilities including tennis, water sports and running tracks. A shopping galleria will boast a delicatessen, convenience store, library, business centre and more.

Relaxation or Activities

Relaxation comes easy around the multi-tiered, infinity edged pools with their chic cabanas, day beds and mood setting entertainment. And, of course, you can retire to your luxury villa or apartment any time you choose, letting our 24-hour butler and concierge services take care of every wish. There will be tennis courts, jogging tracks, a dive shop, non-motorised water sports, boardwalk, a state-of-the-art gym and even a croquet lawn.

Children can have their own fun with a playground and professionally supervised kid's club. The resort's heavenly spa will provide treatments and therapies inspired by the Caribbean, as well as yoga and pilates classes. Tamarind Hills shopping galleria will feature a delicatessen, a convenience store and an informal coffee shop. It's the best of all worlds – a luxury Caribbean property with all the facilities of a five star resort on your doorstep.

Properties

Ocean Front Condi minus

There is magnificent one to four bedroom You step directly onto the powder soft, luxury apartments available at Tamarind floor to ceiling wrap-around retractable opening onto the sand. glass walls, media rooms, dining gazebos and offices.

Beach Front Villas

Caribbean sand from your beachfront villa Hills. The modern properties are designed at Tamarind Hills. There are two styles of to blend into the beautiful natural hillside villa, Barracuda and Seasry, both of which surroundings above Ffryes Beach, one of feature at least three ensuite bedrooms, the finest in Antigua. The residences boast large pools, and optional cabanas

Ocean Homes

The Ocean Home Red Snapper properties at Tamarind Hills, designed by one of the Caribbean's finest award winning architects, promise to be one of the most spectacular in the Caribbean. The design is contemporary Caribbean using natural wood and stone, and feature up to six bedrooms including staff rooms, offices, media rooms and gyms.









Citizenship by Investment in Antigua

The Regulations Regarding Citizenship by Investment in Antigua and Barbuda

The Regulations regarding Citizenship by Investment in Antigua and Barbuda are contained in Section 6 of the Citizenship by Investment Act, 2014. These provisions allow the government to operate a program under which citizenship is granted to persons who qualify under criteria set by parliamentary decision.

The Citizenship by Investment Program (CIP) requires a person to make a significant economic contribution to the Country. In exchange, and subject to stringent application procedures, including thorough background checks, the applicants and their families are granted citizenship. To qualify for citizenship, the primary applicant must be over 18 years of age, meet the application requirements and select one of the following three investment options;

- A contribution to the National Development Fund (NDF) of a minimum non-refundable amount of US\$ 200,000.**
- An investment of at least US\$400,000 into one of the approved real estate projects and to be held for a minimum period of 5 years.
- An investment of a minimum of US\$1,500,000 directly into an eligible business as a sole investor or a joint investment involving at least 2 persons in an eligible business totaling at least US\$5,000,000 and each of those persons individually invests at least US\$400,000.

All three investment options are subject to government processing and due diligence fees. Ineligible applicants are as follows;

- Where an applicant has provided false information on his or her application
- Where a medical practitioner states that any of the family members is suffering from a contagious disease and/or serious health problems
- Not having received a free pardon, has at any time previously been convicted in any country of an offence for which the maximum custodial penalty is in excess of six months imprisonment
- Is the subject of a criminal investigation
- Is a potential national security risk to Antigua and Barbuda or to any other country
- Is involved in any activity likely to cause disrepute to Antigua and Barbuda
- Has been denied a visa to a country with which Antigua and Barbuda has visa-free travel and who has not subsequently obtained a visa to the country that issued the denial

Deprivation of citizenship may occur if the citizen does not spend at least 5 days in Antigua and Barbuda during the period of five calendar years after having obtained citizenship and they will not be entitled to repayment of any investment, contribution or purchase price made by them in their original application for citizenship. Deprivation of citizenship will occur where such registration as a citizen was obtained by false representation or fraud or willful concealment of material facts or the person has been convicted in Antigua and Barbuda of an act of treason or sedition.



Visa-free travel for Antigua & Barbuda passport holders

The passport will afford the holder visa free travel to 130 countries that includes Canada, Hong Kong, Singapore, U.K. and the European Union

- 1. Anguilla
- 2. Armenia
- 3. Aruba
- 4. Austria
- 5. Bahamas
- 6. Bangladesh
- 7. Barbados
- 8. Belgium
- 9. Belize
- 10. Bermuda
- 11. Bolivia
- 12. Bonaire, St. Eustatius & Saba
- 13. Botswana
- 14. Bulgaria
- 15. Burundi
- 16. Cambodia
- 17. Canada
- 18. Cape Verde
- 19. Cayman Isl.
- 20. Chile
- 21. Colombia
- 22. Comoros
- **23.** Cook Isl.
- 24. Costa Rica
- **25.** Croatia
- **26.** Cuba
- 27. Curacao
- 28. Cyprus
- 29. Czech Rep.
- 30. Denmark
- 31. Djibouti
- 32. Dominica
- 33. Dominican Rep.
- 34. Ecuador

- **35.** Egypt
- 36. El Salvador
- 37. Estonia
- **38.** Fiji
- **39.** Finland
- 40. France
- 41. French Guiana
- 42. French Polynesia
- 43. French West Indies
- 44. Georgia
- 45. Germany
- 46. Gibraltar
- 47. Greece
- 48. Grenada
- 49. Guatemala
- **50.** Guinea-Bissau
- **51.** Guyana
- **52.** Haiti
- **53.** Honduras
- 54. Hong Kong (SAR China)
- **55.** Hungary
- 56. Iceland
- 57. Ireland (Rep.)
- **58.** Italy
- 59. Jamaica
- **60.** Jordan
- **61.** Kenya
- **62.** Kiribati
- 63. Korea (Rep.)
- **64.** Kosovo (Rep.)
- **65.** Lao People's Dem. Rep.
- 66. Latvia
- 67. Lebanon
- 68. Lesotho
- **69.** Lithuania

- 70. Luxembourg
- 71. Macao (SAR China)
- 72. Macedonia (FYROM)
- 73. Madagascar
- 74. Malawi
- **75.** Malaysia
- 76. Maldives
- 77. Malta
- 78. Mauritius
- **79.** Mayotte
- **80.** Micronesia
- **81.** Montserrat
- 82. Mozambique
- **83.** Nauru
- **84.** Nepal
- 85. Netherlands
- 86. New Caledonia
- 87. Nicaragua
- **88.** Niue
- 89. Norway
- 90. Palau
- **91.** Panama
- **92.** Peru
- 93. Philippines
- 94. Poland
- 95. Portugal
- 96. Reunion
- 97. Romania
- **98.** Samoa
- 99. Seychelles
- 77. 00 / 01 101103
- 100. Singapore101. Slovakia
- 102. Slovenia
- 103. Solomon Isl.
- 104. South Africa

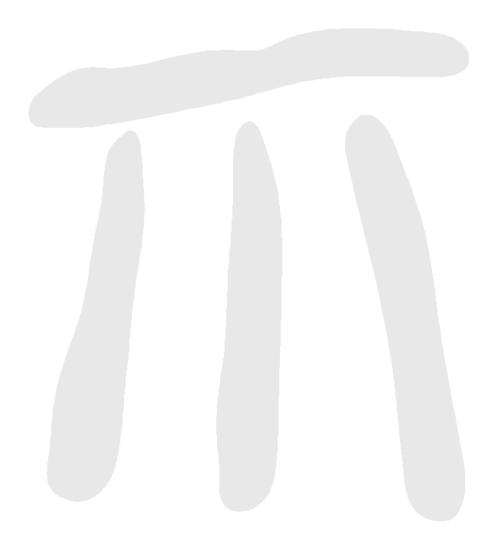
- **105.** Spain
- 106. Sri Lanka
- 107. Switzerland
- 108. Tanzania
- 109. Timor-Leste
- **110.** Togo
- 111. St. Kitts and Nevis
- **112.** St. Lucia
- 113. St. Maarten
- 114. St. Vincent & The

Grenadines

- 115. Suriname
- 116. Sweden
- **117.** Togo
- 118. Trinidad and Tobago
- 119. Tunisia
- 120. Turkey
- 121. Turks and Caicos Isl.
- 122. Tuvalu
- 123. Uganda
- 124. Ukraine
- 125. United Kingdom
- 126. Vanuatu
- 127. Venezuela
- **128.** Virgin Isl. (British)
- 129. Zambia130. Zimbabwe

Chapter Seven: Financial Services Companies

- 1. Price Waterhouse in Brief
- 2. Thomas, John & Co. in Brief
- 3. Grant Thornton in Brief



Financial Services Companies

The international financial services sector in Antigua & Barbuda is regulated and supervised by the Financial Services Regulatory Commission (FSRC). The FSRC is responsible for the regulation and supervision of all international financial institutions, including international banks, international trust corporations, international insurance corporations and interactive gaming and interactive wagering corporations. These amendments described above brought Antigua and Barbuda in line with current international trends towards consolidating the regulation and supervision of financial services under a single regularity body

PRICEWATERHOUSE COPERS @

PricewaterhouseCoopers (trading as PwC) is a multinational professional services network. It is the world's second largest professional services network, as measured by 2014 revenues, and is one of the Big Four auditors, along with Deloitte, EY and KPMG. PwC is a network of firms in 157 countries with more than 195,400 people. It had total revenues of \$34.0 billion in FY 2014, of which \$15.1 billion was generated by its Assurance practice, \$8.8 billion by its Tax practice and \$10.0 billion by its Advisory practice

Address: 11 Old Parham Road, St John's, Antigua & Barbuda

Phone: +1 268-462-3000



Thomas, John & Co. is a full service law firm, and become one of the leading firms in Antigua. It prides itself on its high professional output and the high quality of legal services. It has developed a strong international outlook as Antigua and Barbuda continues to assume the role of an important offshore and investment centre; its specialization in the areas of company incorporation and administration, establishing and licensing of banks, trust and insurance companies, inbound foreign investment, real estate development and convincing.

P.O. Box 990 Lower Factory Road St. John's, Antigua, West Indies Tel: 1-268-460-5860/1 Fax: 1-268-562-1810



Grant Thornton is one of the world's leading organizations of independent assurance, tax and advisory firms. These firms help dynamic organizations unlock their potential for growth by providing meaningful, forward looking advice. In Antigua, our office is ideally located on Old Parham Road, just outside the capital city of St John's. We serve clients that are active in different industries, such as hospitality, financial services, utilities, and retail. Three partners oversee approximately 40 professional and support staff. We pride ourselves in being the firm of choice for persons looking to invest into Antigua.

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Chapter Eight: How to Start a Resort Business

- 1. Business Plan
- 2. Location
- 3. Financial Study
- 4. Resort Operation
- 5. Resort Insurance



How to Start a Resort Business

A well-run resort in a desirable location can become a major tourist destination for travelers looking for relaxation and fun all in one place. Resorts are typically billed as an all-inclusive vacation because of the many attractions and services typically available within the resort location or within the town. A resort is typically located close to attractions, such as skiing or amusement parks. Resorts usually offer comfortable accommodations in addition to restaurants, shopping, spa services and sometimes even entertainment events, such as theater or stand-up comedy. If you decide to start a resort business, you will need to have a plan to ensure success.



Step 1: Write a business plan to serve as a guideline and keep you organized in the planning and execution of the resort. Determine where your resort will be located and what kinds of attractions you can offer guests. A location on the beach can offer sunbathing, snorkeling and surfing, while a ski resort can offer skiing, snowboarding and hot tubs. Decide how big your resort will be and if you plan to expand in the future. Work out a plan for financing the purchase, construction or remodel of your resort property as needed.



Step 2: Depending on the location of the resort and the laws of the city or county, you might be required to maintain a business license and submit an application for permission to run a resort location. If you plan to offer additional services, such as a restaurant or spa, you will need to apply for additional permits and licenses as necessary. Set up a business checking account with payment services, and consult with a tax accountant for assistance setting up budgets and tax payment as a resort business.



Step 3: Secure your financing for the resort. Liquidate your assets and savings so the funds are available as needed. Apply for a business loan from your bank or a commercial lender that specializes in funding commercial resort properties. Talk with your investors, if applicable, and work out a plan to receive all of the funds you need in time to begin construction and finance the resort opening. Create a contract that outlines a repayment schedule for any funds you receive for the business resorts.



Step 4: Plan how many staff members you need for the resort opening. Contract with a staffing company or payroll company to help work out administration of employee benefits and payments. Your staffing needs may vary depending on the size of the resort, but you will probably need someone to greet guests at the front desk and maintenance staff to care for the grounds. A resort also needs service employees to clean rooms and assist guests in addition to staffing for any secondary amenities or programs offered at the resort.



Step 5: Complete all construction and remodeling projects as necessary to make sure your resort is a comfortable, functional place for your guests. Meet with a commercial insurance agent to establish an insurance policy that protects the property, the guests and employees. Conduct a test run for your resort, and invite friends or family to stay as resort guests. Ensure all of the processes and procedures are running smoothly before you advertise your resort as open for business.

Chapter Seven: The Elements of Building a Successful Resort

- 1. Feasibility Study
- 2. Concept
- 3. Program and Facility Design
- 4. Marketing
- 5. Resort Operator
- 6. Organizational Chart for Resorts and spas
 - a. Room and guest services
 - b. Food and Beverage
 - c. Human Resources
 - d. Accounting
 - e. Sales and Marketing



The Elements of Building a Successful Resort

Feasibility Study

Recognize revenue sources and the margins of each source. The spa industry has grown very fast and is now leveling out. The cream will rise to the top and the well-manages spas with good business practices will prevail. The entire scope of revenue stream and spa utilization, rate structures, staffing requirements, payroll, and operating expenses complete the financial picture. Planning for profitability involves understanding the unique payroll requirements of the spa and curtailing this major expense with creative recruiting practices and excellent spa management that keeps a keen eye on expenses. In order to have a plan for profit success, your pro forma will include spa industry assumptions as well as resort assumptions

Concept

It's the most fundamentally important element to building a successful resort. In our consulting experience, the use of concept as the guiding principle of all other decisions such as facility planning, menu development, budgeting, FF&E selection and marketing sets the stage for success. It is very tempting for the hotelier to survey the hotels/resorts that he/she respects and pick spa elements that seem to fit his/her spa project. We see spas that are a smorgasbord of other spas (including their costly mistakes) and neither have a personality of their own nor do they complement the resort experience. Planning a spa is much more complicated than any other aspect of the hotel revenue areas. Conceptual guidance is needed in order to consistently deliver an identifiable experience to guests. Knowing what your own hotel/resort does well, why guests visit your hotel/resort and how guests describe their experience is important to the spa's concept and development. Research your market and define the purpose of the spa and the experience that the spa should deliver in relation to the resort/hotel's market, goals and objectives.

It is at this point that resort planning may take a surprising turn with pre-conceived notions of size, placement, etc. We have often suggested a change in location, a change in the timing of the project, or not building a spa at this time. Based on the market analysis and the spa vision, the concept design will address the image and positioning of the spa, location of the spa, program orientation and the size and scope of the facility.

Program and Facility Design

The program and facility elements are designed to represent the concept. Once again, we are back to the key element, "concept", as the sum of the whole. The program areas may consist of relaxation, skin and body treatments, fitness, health/lifestyle management and nutrition. From these areas a menu of a la carte services, packages, group packages and specially themed programs that will serve your spa's market is developed.

The facility will represent the type, number and flow of treatment rooms as defined by the concept and market research. It is important to recognize that the spa has specific mechanical specifications that are crucial to the success of the program and cannot be overlooked. Having a wonderful whirlpool with a waterfall is not an asset to your spa if you cannot turn it on because it steams up the entire locker room! Spa specific knowledge is needed in this area to guide engineers and architects in the design phase.

Resort Operations

The management capability of the resort director is crucial. "Working in a resort " does not immediately qualify a candidate for a management position. Good management skills are needed to steer the resort along its course, manage the guest's experience, become a partner with the resort, and astutely control expenses. Resort directors must manage diverse groups of people who, for the most part, are trained to work on their own. Standard operating procedures, job descriptions and staff training manuals are crucial with so many different moving parts involved in the business of resort. The staff needs consistent and continual standardization training delivered in a palatable manner.

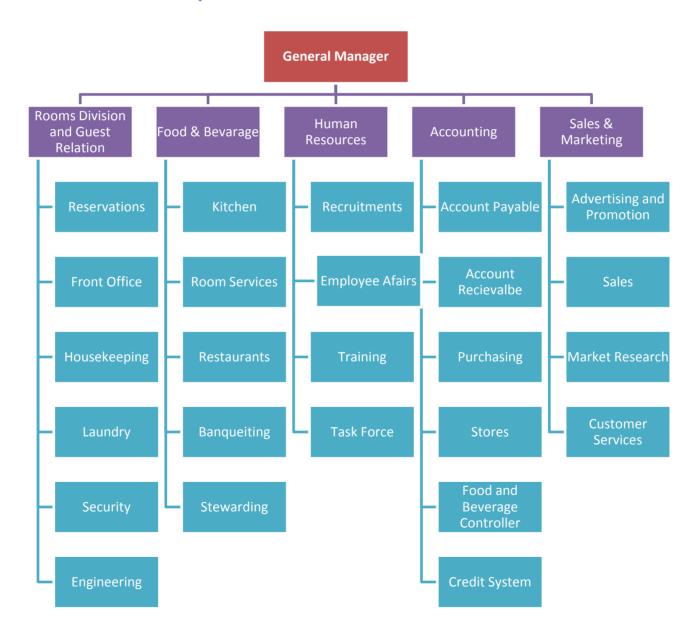
Marketing

Market in advance! The resort marketing function is critical within the hotel/resort since the resort is not a necessary function (such as a dining venue). The marketing message, once again, relates to the defining concept. The message and the visual clues including website, brochures and even business cards should reflect the resort 's image consistently.

Resort Operator

It is tempting to forego this expense and use the expertise of the architect and interior designer. With a growing industry, competition is tough and the key to overcoming the competition is in having a well-planned facility, program and operation that can smoothly and deliver an excellent guest experience. A full service consultant can advise with vast industry knowledge on spa specific mechanical, engineering and plumbing requirements, spa specific FF&E, programming and operations. Choosing the right consultant at the beginning of the project can save money on costly mistakes in facility flow, engineering and equipment as well as add to the competitive edge of the spa program.

Organizational Chart for Resorts and spas



Chapter Eight: Landscape Design Architecture for Resorts

1. Resort General Services

- a. Guest Services
- b. Recreation and Entertainment
- c. Internet Access
- d. Family Activities
- e. Shopping



Landscape Design Architecture for Resorts

Landscape design architecture for resorts is a unique art form that combines beautiful public spaces with the feeling of luxurious private escapes. Landscaping is a critical element of resort planning worldwide in country like China, Europe, Abu Dhabi, Dubai and Australia.

Outdoor features like swimming pools and fountains, complement the elegance of the interior design, while inviting guests to explore the grounds and discover their ideal paradise.

The key to successful landscape design architecture for resorts is to cater to the specific desires of the establishment's visitors, whether that is couples seeking a private oasis or business travelers in need of relaxing inspiration.

Resort General Services

Guest Services

- Foreign Currencies Accepted
- Concierge Service
- Medical Services Available (charges apply)
- Bellmen/Porters
- 24-Hour Front Desk
- Multilingual Staff
- Laundry Service
- 24-Hour In-Room Dining

Recreation & Entertainment

- Spa
- Fitness Centre with fitness & yoga classes
- Tennis Court & Table Tennis
- Tropical Freshwater Pool, with separate kids pool
- Water Sports
- Diving Center

Internet Access

High Speed Internet Access

Family Activities

- Adventure Club
- Kids Jungle world
- Babysitting Services (Available upon request for a fee)

Shopping

- Island Boutique
- Jewelry Store



Chapter Nine: Elements of the Resort

1. Spa

- a. Type of Massages
 - i. Swedish Massage Therapy
 - ii. Aromatherapy Massage
 - iii. Hot Stone Massage
 - iv. Deep Tissue Massage
 - v. Shiatsu
 - vi. Thai Massage
 - vii. Pregnancy Massage
 - viii. Reflexology
 - ix. Sports Massage
 - x. Back Massage

2. Restaurants

- a. Main Restaurant
- b. Teppanyaki Restaurant
- c. Italian Restaurant
- d. Local Restaurant Antiguan Cuisine
- e. Japanese cuisine

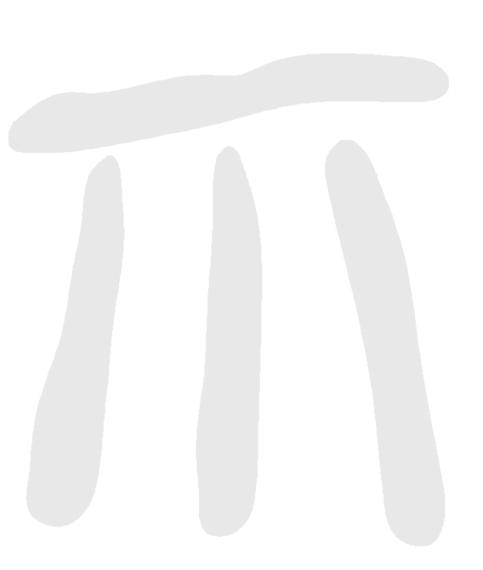
3. Enchanting Outdoors Areas

- a. Terraces
- b. Pergolas
- c. Gardens

4. Bungalows, Rooms and Suites

5. Recreations and Entertainment

- a. Fitness Centre with fitness & yoga classes
- b. Tennis Court & Table Tennis
- c. Tropical Freshwater Pool, with separate kids pool
- d. Water Sports
- e. Diving Center



Elements of the Resort

With landscape design architecture for resorts, it is not uncommon for the total outdoor space to be made up of several different elements, from spas to gardens to outdoor dining, each designed to offer a unique experience to the guests. Common features include:

Spas

Whether the theme is relaxation and tranquility or adventure and fun, spas are an integral part of most design architecture for resorts.

A body treatment, spa treatment, or cosmetic treatment is non-medical procedure to help the health of the body. It is often performed at a resort, destination spa, day spa, beauty salon or school. Typical treatments include:

- Aromatherapy
- Bathing or soaking in any of the following:
 - Hot spring
- Onsen (Japanese Hot Springs)
- Thermae (Roman Hot Springs)
 - Hot tub
 - Mud bath
 - Peat pulp bath
 - Sauna
 - Steam bath
- Body wraps, wrapping the body in hot linens, plastic sheets and blankets, or mud wraps, often in combination with herbal compounds.
- Facials, facial cleansing with a variety of products
- Massage
- Nail care such as manicures and pedicures
- Personal training
- Skin exfoliation, including chemical peels and microdermabrasion
- Yoga and meditation
- Waxing, the removal of body hair with hot wax
- Sauna, Jacuzzi and refreshment center.

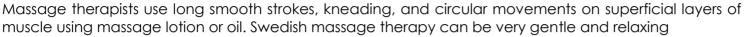




Type of Massages

1. Swedish Massage Therapy

This is the most common type of massage therapy in the United States. It is also known as Swedish massage or simply massages therapy.





2. Aromatherapy Massage

Aromatherapy massage is massage therapy with the addition of one or more scented plant oils called essential oils to address specific needs.

The massage therapist can select oils that are relaxing, energizing, stress-reducing, and balancing, etc. One of the most common essential oils used in aromatherapy massage is lavender. Aromatherapy massage is particularly suited to stress-related conditions or conditions with an emotional component.



3. Hot Stone Massage

Heated, smooth stones are placed on certain points on the body to warm and loosen tight muscles and balance energy centers in the body.

The massage therapist may also hold stones and apply gentle pressure with them. The warmth is comforting.



Hot stone massage is good for people who have muscle tension but prefer lighter massage.

4. Deep Tissue Massage

Deep tissue massage targets the deeper layers of muscle and connective tissue. The massage therapist uses slower strokes or friction techniques across the grain of the muscle. Deep tissue massage is used for chronically tight or painful muscles, repetitive strain, postural problems, or recovery from injury. People often feel sore for one to two days after deep tissue massage.



5. Shiatsu

Shiatsu is a form of Japanese bodywork that uses localized finger pressure in a rhythmic sequence on acupuncture meridians. Each point is held for two to eight seconds to improve the flow of energy and help the body regain balance.

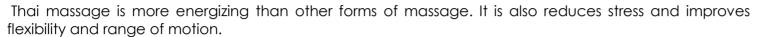


People are normally pleasantly surprised when they try shiatsu for the first time. It is relaxing yet the pressure is firm, and there is usually no soreness afterwards.

6. Thai Massage

Like shiatsu, Thai massage aligns the energies of the body using gentle pressure on specific points. Thai massage also includes compressions and stretches.

You don't just lie there--the therapist moves and stretches you into a sequence of postures. It's like yoga without doing any work.





7. Pregnancy Massage

Also called prenatal massage, pregnancy massage is becoming increasingly popular with expectant mothers. Massage therapists who are certified in pregnancy massage know the proper way to position and support the woman's body during the massage, and how to modify techniques.

Pregnancy massage is used to reduce stress, decrease swelling, relieve aches and pains, and reduce anxiety and depression. The massage is customized to a woman's individual needs.



8. Reflexology

Although reflexology is sometimes called foot massage, it is more than simple foot massage. Reflexology involves applying pressure to certain points on the foot that correspond to organs and systems in the body. Reflexology is very relaxing, especially for people who stand on their feet all day or just have tired, achy feet.



9. Sports Massage

Sports massage is specifically designed for people who are involved in physical activity. But you don't have to be a professional athlete to have one-it's also used by people who are active and work out often. The focus isn't on relaxation but on preventing and treating injury and enhancing athletic performance.

Combinations of techniques are used. The strokes are generally faster than Swedish massage. Facilitated stretching is a common technique. It helps to loosen muscles and increase flexibility.



10. Back Massage

There's only one thing better than getting a great back massage, and that's giving one!

You're giving somebody a gift that can relieve pain, anxiety, and stress, relax muscles, and contribute to their general sense of well-being.

To be a licensed massage therapist will take some training, and lots of practice.



Restaurants

Another way to allow hotel guests to take advantage of their location is to integrate food, drinks, and entertainment into the landscape design. Luxurious bars, dining facilities, and even dance floors are often found outdoors, usually surrounded by the best views the area has to offer.

Main Restaurant

Family style restaurants are a type of casual dining restaurants where food is often served on platters and the diners serve themselves. Typically, alcoholic beverages are not sold at family-style casual dining restaurants. These kinds of restaurant usually considered as the main restaurant in the resort. Overlooking the main pool, it offers local Creole specialties and international favorites and is open for breakfast and dinner.

- Cuisine: International
- Atmosphere: Buffet Breakfast and Theme Dinner Buffets
- Setting: Indoor Open Air
- Serving Style: Buffet
- Dress Code: Casual
- Smoking Permitted: Yes (in designated smoking area)

At breakfast or dinner, your passion for food comes to life in this uniquely interactive experience, where there's a new one to be had every day at our international theme dinners rotating all week long.

- Monday: BBQ night
- Tuesday: Italian Cuisine
- Wednesday: Pan Asian Night
- Thursday: Indian Cuisine
- Friday: Arabian Night
- Saturday: Mediterranean Cuisine
- Sunday: Chinese Cuisine

Breakfast: 7:00 am - 11:00 am

Closed for Lunch

Dinner: 7:00pm -10:00pm



Teppanyaki Restaurant

Teppanyaki is a way of cooking as teppan means iron pan and yaki indicates grilling in Japanese. The best part of teppanyaki is that cooking and eating can be done in the same place. Teppanyaki is a fun idea for a home party. Using an electric pan is an easy way to enjoy teppanyaki at home.

Specialized in Japanese cuisine offer the teppanyaki grill, which is more accurately based on a type of charcoal stove that is called shichirin in Japan? Diners, often in multiple, unrelated parties, sit around the grill while a chef prepares their food orders in front of them.

Often the chef is trained in entertaining the guests with special techniques, including cracking a spinning egg in the air, forming a volcano out of differently-sized onion slices, and flipping grilled shrimp pieces into patrons' mouths, in addition to various props.

Typical ingredients used for Western-style teppanyaki are beef, shrimp, scallops, lobster, chicken and assorted vegetables. Soybean oil is typically used to cook the ingredients.

Japanese-style teppanyaki may also use noodles (yakisoba), cabbage with sliced meat or seafood (okonomiyaki), which are cooked using regular vegetable oil, animal fat, or a mixture. In Japan, many teppanyaki restaurants feature Kobe beef.

Side dishes of mung bean sprouts, zucchini (even though zucchini is not a popular vegetable in Japan and rarely found in the market), garlic chips, or fried rice usually accompany the meal. Some restaurants provide sauces in which to dip the food. In Japan, only soy sauce is typically offered



Italian Restaurant

Italian cuisine is characterized by its extreme simplicity, with many dishes having only four to eight ingredients. Italian cooks rely chiefly on the quality of the ingredients rather than on elaborate preparation. Ingredients and dishes vary by region. Many dishes that were once regional, however, have proliferated with variations throughout the country. Cheese and wine are a major part of the cuisine

Italian cuisine has a great variety of different ingredients which are commonly used, ranging from fruits, vegetables, sauces, meats, etc. Fish (such as cod, or baccalà), potatoes, rice, corn (maize), sausages, pork, and different types of cheeses are the most common ingredients. Pasta dishes with lighter use of tomato are found in Trentino-Alto Adige and Emilia Romagna.

| Meal stage | Composition |
|--------------------|---|
| Aperitivo | apéritif usually enjoyed as an appetizer before a large meal, may be: Campari, Cinzano, Prosecco, Aperol, Spritz, Vermouth. |
| Antipasto | literally "before (the) meal", hot or cold appetizers |
| Primo | "first course", usually consists of a hot dish like pasta, risotto, gnocchi, or soup. |
| Secondo | "second course", the main dish, usually fish or meat. Traditionally veal, pork and chicken are most commonly used, at least in the North, though beef has become more popular since World War II and wild game is found, particularly in Tuscany. Fish are generally caught locally |
| Contorno | "side dish", may be a salad or cooked vegetables. A traditional menu features salad along with the main course. |
| Formaggio e frutta | "cheese and fruits", the first dessert. Local cheeses may be part of the Antipasto or Contorno as well. |
| Dolce | "sweet", such as cakes (like Tiramisu) and cookies |
| Caffè | coffee |





Local Restaurant -Antiguan Cuisine

Antigua and Barbuda cuisine refers to the cuisines of the Caribbean islands Antigua and Barbuda. The national dish is fungie (pronounced "foon-jee") and pepper pot. Fungie is a dish that's similar to Italian Polenta, made mostly with cornmeal. Other local dishes include ducana, seasoned rice, saltfish and lobster (from Barbuda). There are also local confectionaries which include: sugarcake, fudge, raspberry and tamarind stew and peanut brittle.

Although these foods are indigenous to Antigua and Barbuda and to some other Caribbean countries, the local diet has diversified and now includes local dishes of Jamaica, such as jerk meats, or Trinidad, such as Roti, and other Caribbean countries. Shawarma, an Arab dish has become popular as well, beings sold out of Arab shops along with kebabs and gyros. Chinese restaurants have also begun to become more mainstream. The supermarkets sell a wide variety of food, from American to Italian. Meals may vary depending on household income levels.

Antiguan cuisine reflects the island's rich cultural heritage. Expect spicy Creole dishes to rub shoulders with traditional English fare, along with culinary influences from the four corners of the globe. Fresh spiny lobster, conch, oysters and red snapper dishes encompass all the flavors of the Caribbean, and, seafood lovers will delight in the many raw bars scattered along the island's coastline.

Antiguan cuisine is first-class all the way, from casual to creative, West Indian zest melds with international fare to create a mélange of tastes for every palate. Dining in Antigua is about being relaxed, taking in the harbor view before a breakfast of extra-sweet Antigua black pineapple, making time for a traditional high-tea, and perusing through an international wine list before dinner. In Antigua, dining is certain to be an unforgettable pleasure

A favorite "sweet n' salty" entree is a delectable dish known as **duccana**, a savory mixture of grated sweet potato, pumpkin puree, coconut, cornmeal, sugar and spices which are steamed in banana leaves and served as an accompaniment to a tomato-based salt fish stew.





Japanese cuisine

The traditional food of Japan is based on rice with miso soup and other dishes, each in its own utensil, with an emphasis on seasonal ingredients. The side dishes often consist of fish, pickled vegetables, and vegetables cooked in broth. Fish is common in the traditional cuisine. It is often grilled. Fish may be served raw as sashimi or in sushi.

Seafood and vegetables are also deep-fried in a light batter as tempura.

Apart from rice, staples include noodles, such as soba, and udon. Japan has many simmered dishes such as fish products in broth called oden, or beef as sukiyaki and nikujaga.

Foreign food, in particular Chinese food in the form of noodles in soup called ramen and fried dumplings, gyoza, and western food such as curry and hamburger steaks are commonly found in Japan. Historically, the Japanese shunned meat, but with the modernization of Japan in the 1860s, meat-based dishes such as tonkatsu became common.

Below are listed some of the most common:

- grilled and pan-fried dishes (yakimono 焼き物),
- stewed/simmered/cooked/boiled dishes (nimono 煮物),
- stir-fried dishes (itamemono 炒め物),
- steamed dishes (mushimono 蒸し物),
- deep-fried dishes (agemono 揚げ物),
- sliced raw fish (sashimi 刺身),
- soups (suimono 吸い物 and shirumono 汁物),
- pickled/salted vegetables (tsukemono 漬け物),
- dishes dressed with various kinds of sauce (aemono 和え物),
- vinegared dishes (su-no-mono 酢の物),
- delicacies, food of delicate flavor (chinmi 珍味).





Enchanting outdoor areas

These are created to offer guests a place to unwind and enjoy their natural surroundings. Typically reflecting the overall style of the resort, these areas include fragrant stroll gardens, inspiring meditation gardens, and simple sitting areas for working or relaxing. Mountainous panoramas, tropical seascapes, and stunning scenery are usually the core of these features.







When designing an enchanting outdoor area think of using a combination or all of these elements; earth, water, air, and fire. First, let us start with earth, which should be translated into embracing your surroundings; the trees, sky and land. Water can refer to a pond, pool or a water fountain. Air, this one is pretty simple, think ventilation.

For your Comfort

131. 300 Thread Count Sheets

- 132. Air Conditioning
- **133.** Alarm Radio
- 134. Bath Slippers
- 135. Bathrobe
- **136.** Bidet
- 137. Black-Out Curtains
- 138. Chaise Lounge
- 139. Clock Radio w/ MP3 Connection
- 140. Duvet Covers
- 141. HD Channels
- 142. Hilton Eat Right Menu
- 143. In-Room Movie Channel
- 144. LCD Flat Panel TV
- **145.** Lever Door Handles
- 146. Non-Smoking
- 147. On-Demand Movies
- 148. Seating Area with Sofa
- 149. Seating Area with Sofa Sleeper
- 150. Separate Bathtub and Shower
- 151. Separate Toilet Area
- 152. Sofa Bed
- 153. Surround Sound Systems
- 154. TV 37 Inch Flat Panel HD
- 155. TV-Premium HBO, CNN, ESPN
- **156.** TV-Standard Network
- **157.** Thermostat (adjustable)
- **158.** Widescreen Television
- 159. Work Desk with Adjustable Lamp

For your Confidence

- 160. Automatic Door Closer
- **161.** Double Locking Doors
- **162.** Electronic Locks
- **163.** Electronic Smoke Detector
- 164. Emergency Call Button on Phone
- **165.** Safe
- 166. Secondary Locking Device
- 167. Thumb Dead Bolt
- 168. Rollaway
- 169. Tea/Coffee Making Facilities
- 170. Telephone Auto Wakeup
- 171. Telephone Two Phones
- 172. Telephone Voice Mail
- 173. Telephone in Bath
- **174.** Telephone with Data port
- **175.** Telephone-with Speaker phone
- **176.** Two Phones with Data port, Speaker and voicemail

For your Convenience

- 177. 24 Hour Housekeeping
- 178. Bathroom Amenities
- 179. Ceiling Fan
- 180. Coffee Maker
- 181. Convenient Electrical Outlets
- 182. DVD/CD Player
- 183. Desk Level Electric Plugs
- 184. Desk Level HSIA Connection
- 185. Desk Level Phone Jacks
- 186. Evening Room Service Available
- 187. Hairdryer
- 188. Hand Held Shower
- 189. High Speed Internet Access
- 190. In-Room Espresso Machine
- 191. Internet access in guest room
- **192.** Iron
- 193. Iron/Ironing Board
- **194.** Mini Bar
- **195.** Modem
- 196. Newspaper 7 days/week
- 197. Newspaper Deliv'd M-F (Local)
- 198. Remote-Controlled Television
- 199.



Recreation and Entertainment

A range of activities awaits each guest, Stay in shape on the tennis court or just laze around by the pool and enjoy the island vibe. Whatever your mood, we have something for you, or you can enjoy nature walks or a private picnic on a secluded beach.

The Recreation and Entertainment industry includes myriad activities that range from bird watching and salmon fishing to horseback riding, whitewater rafting, golfing, wilderness trekking and educational visits to entertaining stops

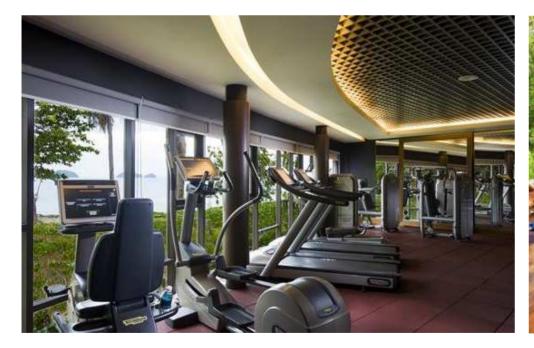
Fitness Centre with fitness & yoga classes

The Fitness Center has everything you need to stay in shape, including the latest cardio and strength training equipment, free weights, studios for spinning, yoga and Pilates classes, a lap pool and a wellness area.

Fitness Facility has added two movement studios for spinning, yoga and Pilates classes, a wellness area, and full gym. Our cardio equipment features the latest in technology, with personal LCD TVs and sound system with headphones. We offer a wide selection of strength training machines and free weights, and plenty of space for stretching.

Day Passes entitle guests to the following services and amenities:

- Daily Aerobic Classes
- Male/Female Steam Chambers
- Relaxation Lounge and refreshments
- Lap Pool
- Male/Female Lockers
- Male/Female shower and amenities
- Cardio T.V. & Sound System with Head Phones





Tennis Court & Table Tennis

Tennis Court: Tennis is played on a rectangular flat surface, usually of grass, clay, or concrete (hard court). The court is 78 feet (23.77 m) long, and its width is 27 feet (8.23 m) for singles matches and 36 feet (10.97 m) for doubles matches. Additional clear space around the court is needed in order for players to reach overrun balls.

A net is stretched across the full width of the court, parallel with the baselines, dividing it into two equal ends. The net is 3 feet 6 inches (1.07 m) high at the posts, and 3 feet (914 mm) high in the center. The mesh ("holes") of the net may be of any shape, but must be small enough to prevent a tennis ball from going through the net. Since the ball is approximately 2-1/2" wide, the mesh must be smaller than that.

The court on the right side of each player is called the deuce court, while the left side is called the ad court. The area need for a tennis court is 120' by 60' oriented north-south. A narrow court can be 120' - 55'.

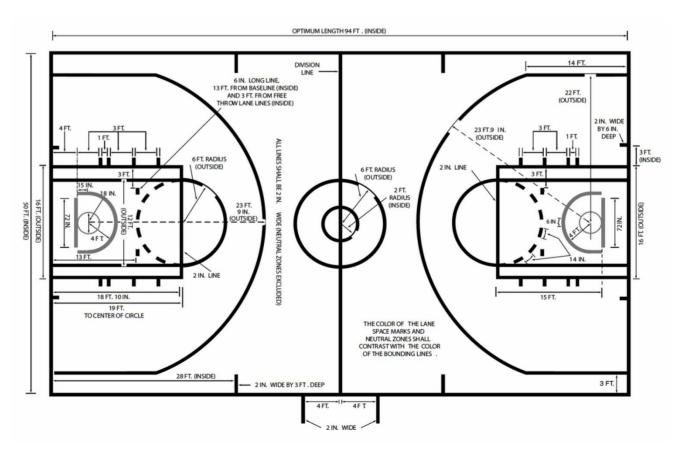
The lines are typically 1"-2" wide, but the baselines may be up to 4" wide. All lines must be within the court boundaries (i.e., the outermost edge of the line must be within the court).

Table Tennis: These are the minimum size dimensions you'll need for the playing area (this means the area required for one table tennis table), based on the standard of table tennis competition being played...

- International Events, World Championships & Olympic Games: 14m x 7m (46 feet x 23 feet)
- National tournaments: 12m x 6m (40 feet x 20 feet)
- National league / Representative matches: 10m x 5m (33 feet x 16 feet 6 inches)
- Local league / Local tournaments9m x 5m (30 feet x 16 feet 6 inches)
- Recreational play and coaching: 8.5m x 4.12m (28 feet x 13 feet 6 inches)

Of course, if you want to play table tennis at home, you could use any space that will accommodate a table tennis table (9 feet long and 5 feet wide - 2.74m x 1.525m).

However, any area smaller than the recommended size of 8.5m x 4.12m will mean that you'll be restricted in either the type of strokes you can use and/or your style of play.



<u>Tropical Freshwater Pool, with separate kid's pool</u>

Pools and water activities are the most important element of a family resort vacation, followed by spacious and potentially adjoining guest rooms

- Pools and water activities are the No. 1 resort touch point for parents and kids, followed by spacious (and potentially adjoining) guest rooms and a variety of dining options
- Kids' clubs are a highly valued resort amenity for families, as they allow kids to have fun and enjoy group activities while parents take advantage of some "me" time key considerations for kids' club use are safety, flexibility and diverse programming
- While parents want to simply relax and create fond memories while vacationing, kids are most interested in fun pools and good food

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Water Sports

Antigua has a wide variety of water-based activities to offer its guests, including snorkeling, scuba diving, windsurfing, sport fishing, and sailing.

Antigua's beautiful beaches are ideal for snorkeling, with many coral reefs close to the shoreline and rental equipment readily available. Many day sails include a visit to a reef, usually Cades Reef, for snorkeling.

While Antigua is not generally known for its diving, there is reasonable variety here and the island can certainly be a good destination for beginning divers. The diving is mainly to the south of the island. Visibility can be quite good, up to 100 feet, thanks to weak currents, a white sandy bottom, and clean water. Some of the reefs are very close to the surface and have seen hurricane damage. Better marine life is farther offshore.

Antigua has good opportunities for windsurfers, with winds straight off the Atlantic blowing at around 20 knots and up. Many hotels have equipment that you can rent. The winds are best early in the year (Dec. - March), but it is possible to surf year round and June and July are also good. The best place to windsurf is in the northeast beyond the airport, with beginners starting off in Dickenson Bay.

Antigua and Barbuda has an annual sport fishing tournament, held each May and attracting big game anglers. Depending on the time of year, the fish here might include kingfish, wahoo, and dorado.

Antigua is famous for sailing, and celebrates Sailing Week in late April. All over the island, you'll find yacht racing and beach parties. Dockyard Day, the festival's grand finale, includes games and contests. Be sure to book sailing trips and sea excursions in advance if you're coming for Sailing Week.

A day out on the superb waters surrounding Antigua can be a highlight of your visit. Many sailing trips head out to the northeast of the island, where you will find small islands and cays with calm beaches and snorkeling, or to Cades Reef in the southwest.





Diving Center

Diving is the sport of jumping or falling into water from a platform or springboard, sometimes while performing acrobatics. Diving is an internationally recognized sport that is part of the Olympic Games. In addition, unstructured and non-competitive diving is a recreational pastime.

Diving is one of the most popular Olympic sports with spectators. Competitors possess many of the same characteristics as gymnasts and dancers, including strength, flexibility, kinaesthetic judgment and air awareness. Some professional divers were originally gymnasts or dancers as both the sports have similar characteristics to diving.









Chapter Ten: Famous Resorts and Spas in Africa

- 1. South Point Falmouth
- 2. Carlisle Bay
- 3. The Inn At the English Harbour
- 4. Blue Waters and the Cove Suites HERMITAGE BAY ALL INCLUSIVE
- 5. The Carib House
- 6. Curtain Bluff
- 7. The Verand Resort and Spa
- 8. Gallet Bay Resort and Spa
- 9. St. James Club Resort
- 10. Sugar Rodge Ort LTD
- 11. Cocobay Resort
- 12. Coconut Beach Club
- 13. Antigua Yacht Marina and Resort



Famous Resorts and Spas in Antigua

South Point Falmouth

property offers free parking.

Number of Rooms
20 Beachfront Suites
3 Penthouse Suites

Area

Price Range (high season)

600\$ - 1000\$

Offering an outdoor swimming pool and a private beach area, South Point Falmouth is located in English Harbour Town. Free Wi-Fi access is available in all areas.

The rooms here will provide you with a flat-screen TV, air conditioning and a balcony. There is a kitchen with a microwave and a fridge. Featuring a shower, private bathrooms also come with free toiletries. All rooms have a sea view and a pool view.

At South Point Falmouth you will find a terrace. Other facilities offered include grocery deliveries, an ironing service and a laundry. The









Carlisle Bay

| Rate of the Resort/ Hotel | Number of Rooms | Area | Price Range (high season) |
|---------------------------|-----------------|----------|---------------------------|
| ** ** | 82 suites | 10 acres | 950\$ - 2900\$ |

Located on Carlisle Bay, Carlisle Bay features a private beach, an outdoor swimming pool, a fitness centre with personal training and a spa. The property has a tropical garden and offers free Wi-Fi.

Carlisle Bay's air-conditioned rooms offer garden or ocean view and a balcony or terrace. They have private bathrooms with shower, toilet, free toiletries and a hairdryer. The rooms feature a minibar and a safety deposit box.

Carlisle Bay features 3 restaurants and bars that serve a range from Italian and Asian dishes and seafood. Room service is offered 24 hours and breakfast and afternoon tea are included in the room rates.

Bird Island is 15 minutes by boat. VC Bird International Airport can be reached within 20 minutes' drive. St. John is 30 minutes by car, while Betty Hop Sugar Plantation is 45 minutes' drive.









The Inn at English Harbour

| Rate of the Resort/ Hotel | Number of Rooms | Area | Price Range (high season) |
|---------------------------|------------------|------|---------------------------|
| **** | 28 Junior suites | | 750\$ - 1000\$ |
| | Deluxe suites | | |
| | Reach cabbanas | | |

Located next to Deep Bay Beach and 2 km from Shirley Hights town, The Inn at English Harbour features an outdoor swimming pool, free Wi-Fi and Caribbean Sea views.

The air-conditioned suites offer a balance between colonial-style and luxury-contemporary décor. They also have wooden floor, flat-screen satellite TV, iPod docking station and a ceiling fan. The marble bathroom is private.

The Inn at English Harbour also features a comfortable furnished terrace and 2 modern-stone décor restaurants with international and Caribbean cuisine. Massage service is also available. This accommodation is 15 km from Sir Vivian Richards Cricket Stadium and 30 minutes' drive from VC Bird International Airport.









Blue Waters & The Cove Suites

| Rate of the Resort/ Hotel | Number of Rooms | Area | Price Range (high season) |
|---------------------------|-----------------|----------|---------------------------|
| **** | 102 | 17 acres | 750\$ - 3700\$ |

St. John's hotel is situated on 17 acres of tropical gardens and is a 15-minute drive from VC Bird International Airport. It features 3 freshwater pools, 2 beaches, 3 a la carte restaurants and 4 bars.

All accommodations feature private balcony or patio, coffee facilities, wall safe, clock radio, air conditioning, ceiling fan, hair dryer, iron and ironing board and bathrobes.

Guests can dine at Palm Restaurant offering alfresco dining, Bartley's elegant air conditioned, fine dining restaurant and The Cove, stunning cliff top dining featuring French inspired cuisine. Blue Waters can arrange deep-sea fishing, parasailing and horseback riding. A full service spa, watersports, gym and outdoor tennis courts are also available for all guests.









Hermitage Bay

| Rate of the Resort/ Hotel | Number of Rooms | Area | Price Range (high season) |
|---------------------------|--|----------|---------------------------|
| **** | 25 suites 8 Beachfront suites 17 Hillside suites | 16 acres | 1200\$ - 2000\$ |

This beachfront resort is located in the secluded Hermitage Bay. Set in 16 acres of tropical gardens, it offers a Spa with massage, an outdoor pool and a gym. The detached suites and cottages at Hermitage Bay All Inclusive are spacious and elegantly decorated. They offer sea or garden views and the hillside suites include a private plunge pool. All feature flat-screen TV, iPod docking station and a minibar.

Water sports are provided on the beach, and yoga and pilates classes are on offer. The Jolly Harbour Marina complex is just 10 minutes' drive away, and has a golf resort and helicopter trips to Montserrat. Hermitage Bay is a 40-minute drive from VC Bird International Airport and St John's can be reached by car in 30 minutes.









The Carib House

| Rate of the Resort/ Hotel | Number of Rooms | Area | Price Range (high season) |
|---------------------------|-------------------|------|---------------------------|
| **** | Private residence | | 13650\$ / week |

Located in Saint John's, Antigua and Barbuda, The Carib House villas offer free WiFi and barbecue facilities. The Fort Barrington National Park is 21.6 km away from the self-catering accommodations.

The air-conditioned villas feature a living area and dining area as well as a flat-screen satellite TV with DVD player. Each full kitchen is equipped with an oven, stovetop, refrigerator, microwave, and dishwasher. Bathrooms have a shower and hairdryer.

The Museum of Antigua and Barbuda is 17.2 km from The Carib House properties. Saint John's Cathedral is 31 minutes' drive away, and Fort James is located 21.3 km away.









Curtain Bluff

| Rate of the Resort/ Hotel | Number of Rooms | Area | Price Range (high season) |
|---|-----------------|----------|---------------------------|
| \rightarrow \rightarrow \rightarrow | 72 rooms | 20 acres | 1230\$ - 4500\$ |

Placed beachfront in Carlisle Bay, Curtain Bluff has bars, restaurants and water activities for the enjoyment of the guests. Wi-Fi connection is available free of charge in public areas and private parking is also available.

The accommodations at this resort feature light-wooden furniture and are well illuminated. Amenities like safety deposit boxes, minibars and, in some cases, a seating area with sofas is available. The rooms also have a balcony overlooking the sea.

Curtain Bluff has 3 different eateries; 2 of them serve international cuisine for breakfast and dinner, while the other has lunch buffet service. The Sugar Mill lounge bar serves snacks and tea. The historic English Harbour is 15.5 km from the resort and the V.C. Bird International Airport is 20-minute drive away.









The Verandah Resort and Spa

| Rate of the Resort/ Hotel | Number of Rooms | Area | Price Range (high season) |
|---|-----------------|---------------------|---------------------------|
| \rightarrow \rightarrow \rightarrow | 72 rooms | 30 beachfront acres | 610\$ -1660\$ |

Located in Saint John's, Antigua, this family-friendly Verandah Resort and Spa All Inclusive features a spa, 3 swimming pools and an 18-hole mini-golf course. The spacious Caribbean-style suites have a private patio or balcony.

With Caribbean architecture and décor, the suites offer a flat-screen TV and a seating area with sofa bed. A microwave, fridge and coffee-making facilities are included.

Non-motorized watersports such as sailing, kayaking, windsurfing and snorkeling are included. The Verandah Resort also includes a well-equipped gym and tennis courts.

Nicole's fine-dining restaurant offers Caribbean-inspired cuisine. Casual dining can be found at the Buccaneer restaurant, which serves light dishes and an à la carte menu.









Galley Bay Resort and Spa

| Rate of the Resort/ Hotel | Number of Rooms | Area | Price Range (high season) |
|---------------------------|-----------------|----------|---------------------------|
| +++ + | 98 guest rooms | 40 acres | 920\$ - 1540\$ |

Featuring a private white sand beach, this Galley Bay resort is 7.8 km from V C Bird International Airport. Indulge Spa, Sea Grape restaurant and spacious rooms with 42-inch flat-screen TVs are offered.

Ocean views, an iPod docking station and coffee facilities are available in every room at Galley Bay Resorts and Spa. Each tropical room boasts a patio or balcony. Colorful island artwork is displayed in every room.

Cedar Valley Golf Course is 4.5 km from the resort. Antiqua rainforest canopy tour is 17.3 km away.

Free snorkeling equipment, sailing and wind surfing are offered at Galley Bay Resorts. Guests can exercise in the air-conditioned gym. A tennis court is also available and the resort can arrange personal tennis lessons.









ST. James Club Resort

| Rate of the Resort/ Hotel | Number of Rooms | Area | Price Range (high season) |
|---------------------------|----------------------|-----------|---------------------------|
| *** | 250 villas Suites | 100 acres | 660\$ - 1600\$ |
| | Guest rooms | | |

This 4-star Antigua resort boasts 2 private beaches along the Caribbean Sea and Mamora Bay. It features 4 restaurants, 6 tennis courts and a full-service spa with hair salon. Overlooking the ocean and gardens, each spacious room has a private terrace or balcony. Cable TV and an in-room safe are included. The rooms feature tile floors and tropical décor.

The state-of-the-art gym has floor-to-ceiling windows with sea views. St. James Club boasts 4 outdoor pools, including a children's pool and a 3-tiered tranquility pool. St. James Club All Inclusive has an on-site Watersports Center. Free windsurfing, sailing or kayaking lessons and equipment are available.









Sugar Ridge Ort LTD

| Rate of the Resort/ Hotel | Number of Rooms | Area | Price Range (high season) |
|---------------------------|--------------------|----------|---------------------------|
| * * * * | 60 Deluxe Bedrooms | 43 acres | 460\$ - 600\$ |

Set on a hillside overlooking Jolly Harbour and the Caribbean Sea, Sugar Ridge offers a beach shuttle, 2 outdoor pools and an Aveda spa. Each room has a furnished verandah with spectacular views.

Each block of 4 rooms has a private entrance. Decorated in natural tones, the air-conditioned rooms include a four-poster bed, free Wi-Fi, an LCD TV and an iPod dock.

Electric buggies can be hired from reception to explore the island. Just 600 metres away, Jolly Harbour offers regular diving and fishing boat trips. Antigua's capital, St. John's, is a 25-minute drive away.









Cocobay Resort

| Rate of the Resort/ Hotel | Number of Rooms | Area | Price Range (high season) |
|---------------------------|---------------------|------|---------------------------|
| | 49 private cottages | | 540\$ - 1020\$ |
| $\star\star\star\star$ | 4 plantation houses | | |

This all-inclusive St. John's resort is located on 10 acres and overlooks Ffreyes Bay. Jolly Harbour Golf Club is 10 km from the resort. Airy cottages feature a private balcony with views of the sea, gardens or resort.

Private beach access, a full-service spa and an outdoor pool are available at the resort. Live entertainment is presented on select nights each week. Cocobay Resort offers snorkeling, kayaking and hobie cat sailing gear.

The resort is 45 minutes' drive from V C Bird International Airport. Nearby beaches include Valley Church Beach and Little Ffreyes Beach.









Coconut Beach Club

| Rate of the Resort/ Hotel | Number of Rooms | Area | Price Range (high season) |
|---------------------------|-----------------------------|------|---------------------------|
| | 38 beachfront: Deluxe rooms | | 335\$ |
| $\star\star\star$ | Junior suites | | |
| | Deluxe suites | | |

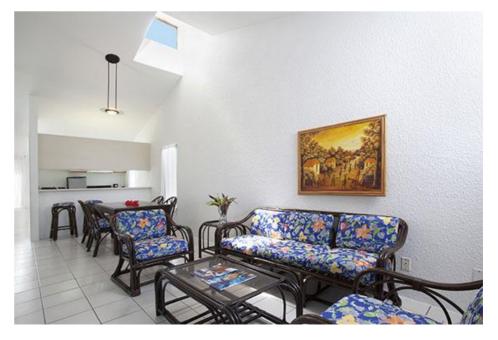
This all-inclusive beach resort in Antigua features a large outdoor pool, wellness centre and tropical guest rooms. It is set on a 500 metre stretch of white-sand beach.

Massages and beauty treatments are available in the wellness centre at the resort. A gift shop, tour desk and car hire are available at the Coconut Beach Club. The on-site restaurant serves international cuisine. A dress code is required. Breakfast, lunch, afternoon tea, and dinner are included in each stay along with beers, house wine and local beverages. Fort Barrington is 950 metres from the resort. Deep Bay is 2.8 km from this St. John's resort, while VC Bird International Airport is a 20-minute drive away.









Antigua Yacht Club Marina and Resorts

| Rate of the Resort/ Hotel | Number of Rooms | Area | Room Rates |
|---------------------------|---------------------|----------|---------------|
| | 30 executive suites | 10 acres | 300\$ - 500\$ |
| $\star\star\star$ | 19 hotel rooms | | |

Located in Falmouth Harbour, this waterfront resort is 3 km from the panoramic views of Shirley Heights Lookout. It features an on-site spa, a fitness center, and rooms with a flat-screen TV. Antigua Yacht Club Marina Resort boasts bright rooms with Indonesian furniture and ceiling fans. Guests can relax and watch a DVD or sit on the private balcony, boasting views of the garden or the marina.

St. John's, the capital of Antigua, is a 20-minute drive from the Antigua Marina Yacht Club Resort. VC Bird International Airport is 22 km from the property.









Chapter Eleven: Financial Analysis

- 1. Construction Assumptions
- 2. Hotel Assumptions
- 3. Expenses Hotel
- 4. Other Revenues
- 5. Capital Structure
- 6. Forecasted Cash Flow 5 Years
- 7. SWOT Analysis



Financial Analysis

The below preliminary study of the project is based on the area analysis done by the concept design and market study done by the team on Antigua Hotel sector. Estimated construction and operation costs have been used from our past experience in similar projects in Cancun and other resorts in the African continent.

Construction Assumptions

We have assumed that the construction will be done over a period of 2.5 years. The construction costs have been derived from our experience in the hotel sector. The construction cost is based on turnekey delivery of a 5 star resort include the furniture of the project. The areas used are from the concept design of the project and these might vary in a small margin when the concept is further developed.

| | No. Of Rooms | Internal Area | External Area | Total Area | C | ost Per Sqm | | Total Cost |
|--|--------------|---------------|---------------|------------|----|-------------|-------|---------------|
| Land Cost | | | | | | | \$ | 4,500,000.00 |
| Accommodation - Hotel Rooms | 70 | 2,870 | 630 | 3,500 | \$ | 4,000.00 | \$ | 14,000,000.00 |
| Accommodation - Condominiums | 40 | 2,273 | 2,072 | 4,345 | \$ | 4,000.00 | \$ | 17,380,000.00 |
| Food and Beverage | | 502 | 340 | 842 | \$ | 3,000.00 | \$ | 2,526,000.00 |
| Public Services | | 675 | 245 | 920 | \$ | 700.00 | \$ | 644,000.00 |
| Spa/Fitness/ Swimming Pools and Sport Facilities | | 250 | 265 | 515 | \$ | 4,000.00 | \$ | 2,060,000.00 |
| Admin Offices | | 170 | | 170 | \$ | 1,500.00 | \$ | 255,000.00 |
| BOH Support Service | | 1,395 | 520 | 1,915 | \$ | 3,000.00 | \$ | 5,745,000.00 |
| Employee Facilities | | 300 | 35 | 335 | \$ | 2,500.00 | \$ | 837,500.00 |
| Parking | | | 160 | 160 | \$ | 700.00 | \$ | 112,000.00 |
| | | | | | | | | |
| | | 8,435.00 | 4,267.00 | 12,702.00 | | | \$ 48 | 8,059,500.00 |

Hotel Assumptions

In our study for the financial returns of the hotel, we took the following assumptions into consideration.

| Hotel Rooms | 70 |
|------------------------------------|------------------|
| Occupancy Rate | 70% |
| Average Per Night | 600 |
| Average Number of Visitors Per day | 88 |
| Average Hotel Annual Income | \$ 10,731,000.00 |

The average occupancy rate is taken from the market research done. With an average occupancy rate of 73% in 2014, we assumed that the hotel will operate at a rate of 70% in the first 3 years. We also have taken average revenue of \$600 per hotel room. The estimated figure is based on an average between the high and low season and the market average of similar comparable hotels. We also assumed that an average of 1.8 people will be accommodating in each room.

Hotel expense percentages are based on our study of the international hotel market. Details of the expenses like the staff number and management expenses are further elaborated in the hotel study. We also assumed that debt financing may be used during cash flow gaps in the operational phase.

Expenses - Hotel

| Material Expense | 15% |
|--------------------|-----|
| Management Expense | 5% |
| Marketing Expense | 3% |
| Staff Cost | 9% |
| Utilities | 8% |
| Insurance | 7% |
| Finance Cost | 2% |
| Other Costs | 5% |
| TOTAL | 54% |

Other Revenues

Revenues from other sections of the hotel like restaurants, spas and sports facilities are estimated below. The estimated revues per visitor are multiplied by the average number of visitors to estimate the revenues. The estimated operational expenses by percentage has been taken from previous projects

| | Average Revenue per Visitor per day | | | Total revenues from visitors | Estimated Expense Percentage | | |
|--------------------------------------|-------------------------------------|--------|----|------------------------------|------------------------------|--|--|
| F & B Income Per Visitor | \$ | 100.00 | \$ | 3,219,300.00 | 62% | | |
| Spa Income Per Visitor | \$ | 200.00 | \$ | 6,438,600.00 | 53% | | |
| Sports Facilities Income Per Visitor | \$ | 100.00 | \$ | 3,219,300.00 | 40% | | |

Capital Structure

Financing the project will be through equity, presales and debt. We assumed that the condiminiums will be sold over a period of 4 years, with an average of 10 units sold annually. The debt structured is from green energy loan that can make up to 10% of the financing needed in case we get Silver LEED Certification of the project.

An additional debt from international institution will be used to cover around 40% of the financing. The remaining will be used from equity. With the presales assumption an amount of \$29 million will be needed between equity and debt. We assumed that debt from international institution is \$20 million and the green energy loan is estimated at \$5 million. The needed equity is around \$4 million.

Equity can be raise from 10 investors who are interested in the citizenship investment program with an average investment of \$400,000 each. Investors interested in the program will receive an average of 4% annual return in the first 5 years.

Forecasted Cash Flow – 5 Years

| | | Year 1 40% | Year 2 40% | | Year 3 20% | Y | ear 4 | Year 5 |
|---|----------|--------------------|---------------------------|---------------------------|--------------------|-------------------|--------------------|---------------------------|
| Land and Development Cost | \$ (| 19,223,800.00) | \$ (19,223,800.00) | \$ (9,61 | 1,900.00) | | | |
| Sales of Condominiums | \$ | 10 4,750,000.00 | 10 \$ 4,750,000.00 | \$ | 10 4,750,000.00 | \$ | 10 4,750,000.00 | |
| Hotel Revenues | Ψ | 4,7 00,000.00 | Ψ 4,7 00,000.00 | \$ | 5,365,500.00 | \$ | 10,731,000.00 | \$ 10,731,000.00 |
| Income From Restaurants | | | | \$ | 1,609,650.00 | \$ | 3,219,300.00 | \$ 3,219,300.00 |
| Income From Spa | | | | \$ | 3,219,300.00 | \$ | 6,438,600.00 | \$ 6,438,600.00 |
| Income From Sport Activities | | | | \$ | 1,609,650.00 | \$ | 3,219,300.00 | \$ 3,219,300.00 |
| Hotel Expenses | | | | Ф (2,89 \$ | 7,370.00) | \$ | (5,794,740.00) | Ф (5,794,740.00) \$ |
| Restaurant Expenses | | | | (997, \$ | 983.00) | \$ | (1,995,966.00) | (1,995,966.00) \$ |
| Spa Expenses | | | | (1,706,229.00) \$ | | \$ | (3,412,458.00) | (3,412,458.00) |
| Sport Activities Expenses | | | | (643, | 860.00) | \$ | (1,287,720.00) | (1,287,720.00) |
| Green Energy Loan | \$ | 5,000,000.00 | | ď | | ¢ | | ¢ |
| Green Energy Loan - Repayment | | | | Ф (739,897.00) | | → (739,897.00) | | ₽ (739,897.00) |
| Financial Institution Loan Financial Institution Loan - | \$ | 9,633,790.00 | \$ 10,366,210.00 | \$ | , | | | \$ |
| Repayment | | | \$ | (3,62 \$ | 2,243.00) | \$ \$ | (3,622,243.00) | (3,622,243.00) \$ |
| Prefered Shares Dividends | \$ \$ | (160,000.00) | (160,000.00) \$ | (160,000.00) \$ | | (160,000.00) | | (160,000.00) \$ |
| Net Cash Flow | - \$ | | (4,267,580.00) S | (3,825,372.00) | | \$ | 11,345,186.00 | 6,595,176.00 S |
| Accumulated Cash Flow | - | | (4,267,580.00) | (8,09 | 2,952.00) | \$ | 3,252,234.00 | 9,847,410.00 |

Strengths

- Stable political situation in the country
- High quality of visitors from Europe and USA
- Strong partner with solid connections
- Strategic location of the project

Weaknesses:

- Inexperienced labor for construction
- Limited airlines visiting the country
- Strong competition in the resorts industry

Opportunities

- Strong citizenship investment program
- Strong vision of the prime minister of the country
- Good alternative for citizenship due to the political instability in the MENA region
- Small equity needed since there is string financing options

Threats

- Economy is solely dependent on the tourism sector
- Weak marketing campaign by the government
- Lack of marketing offices for the country world wide
- Lack of international hotel management chains



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