



DOLPHIN
POINT CLUB

HOTEL PROGRAM
BROCHURE

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ABOUT

DOLPHIN POINT CLUB

RESORT LIVING

Joseph Imparato, the developer behind Caribbean Club and Rum Point Club, invites you to discover Dolphin Point Club, Grand Cayman's most exciting new address. Enjoying a rare oceanfront situation with unrivaled views down the full length of Seven Mile Beach, Dolphin Point Club offers the perfect backdrop for a new type of family-friendly community in Grand Cayman. Dolphin Point Club has been meticulously crafted using eco-friendly construction methods to reflect the very best of modern tropical architecture.

Located at the tip of North West Point in West Bay, Dolphin Point Club consists of 42 open-plan residences ranging from luxurious one-bedroom units to sprawling 4 bedroom sky villas. Each home features panoramic, hurricane-rated windows and expansive tempered glass balconies to maximize natural light and take full advantage of Cayman's spectacular sunsets.

Lifestyle is of paramount importance at Dolphin Point Club. Amenities include Cayman's first high-end rooftop restaurant (offering room service to all residences), private gym with infrared sauna, multi-use clubroom, communal roof garden, children's splash pad and a dog park, not to mention the stunning 110ft infinity pool and a unique private seawater lagoon.

THE OFFICIAL
DOLPHIN POINT CLUB
HOTEL PROGRAM

For those owners who wish to transform their newly acquired residence into an income-producing asset, Dolphin Point Club is pleased to offer a professionally managed, turn-key Hotel Program as one of our many owner benefits. Participating residences are placed into the club's official rental pool and are seamlessly transformed into a bespoke, luxury hotel product, that rivals even the most luxurious Caribbean resort destinations.

Dolphin Point Club will be managed by a team of experienced, customer service-savvy professionals who will leverage their well-established, highly-coveted relationships with overseas luxury travel agents, brokers, and wholesalers with a view to facilitating maximum occupancy and returns for owners. From the initial outfitting and furnishing of your residence to reservations, on-site property management, housekeeping and concierge services, you won't have to lift a finger. Our professional management team not only markets and maintains each participating residence, but also oversees the entire guest experience.

PROFESSIONALLY CURATED

FURNISHING & OUTFITTING

PACKAGE

When it comes to furnishing and outfitting each residence, Dolphin Point Club provides a convenient, turnkey solution for Hotel Program participants. In order to furnish and maintain each participating residence as a part of homogenous, world-class resort accommodation for owners and hotel guests alike, we have teamed up with the award-winning, design professionals at IDG who have custom tailored four furnishing and outfitting options. In order to maintain a consistency of standard, any proposed deviations from pre-approved furnishing and outfitting packages will need to be approved by the Executive Committee to determine Hotel Program eligibility.

HOTEL PROGRAM

FEE & COST

STRUCTURE

The official Dolphin Point Club Hotel Program is an owner-managed cooperative – not a for-profit entity. Operation and control of the Hotel Program is managed by the Executive Committee of the Strata Management Corporation.

Each owner can decide whether to participate in the managed Hotel Program. Participants will be asked to enter into a Rental Pool Agreement with the Strata Management Corporation. The Executive Committee, and its authorized designees, will have the discretion to set rental rates and policies, including the commission rate retained by the Strata Management Corporation to fund resort operations. The commission structure is subject to upward or downward adjustments with notice to Hotel Program participants as operating reserves require. All commissions retained by the Strata Management Corporation will be used to offset resort operating expenses with any excess allocated for the benefit of the cooperative.

PROFESSIONAL MANAGEMENT

SALES & MARKETING

SERVICES

DESCRIPTION

Marketing all units put into the hotel program

24/7 booking engine via real-time GDS and responsive website.

Pre-arrival dedicated, local guest services staff

Push listings to various hotel and VR distribution channel partners via GDS, including luxury travel agents and wholesalers.

Digital / Print Marketing Asset Management – coordination of professional photography, aerial video footage, and 3D virtual tour floor plans for each unit type, including scheduling, art direction and staging

Actively promote rentals through social media campaigns, website, paid print and digital ad campaigns, blog posts, sweepstakes, pay per click, search engine optimization and other electronic marketing sources.

Professional Revenue management: (i) actively manage pricing and promotions based upon real time demand and occupancy; and (ii) measure and react to market demand

Collection of guest deposit and final payment as well as distributions of tax to government and gratuities to staff

Organization of daily maid service as well as departure cleaning

Guest service management, including concierge services

Oversee necessary any maintenance and repair required to maintain general quality level

LUXURY

AMENITIES & SERVICES

FOR OUR GUESTS

SERVICE / AMENITIES	DESCRIPTION
Housekeeping	Hotel guests enjoy complimentary daily housekeeping and turndown service
Technology	Each hotel guest enjoys complimentary high-speed Wi-Fi internet, premium cable television with on-demand video services, and local telephone service
Bath Amenities	Complimentary, luxury soap, shampoo, conditioner, body lotion, sewing kits, shower caps, etc. beverage Service Complimentary coffee/espresso setup and bottled water
Room Service	Optional in-room dining from on-site private residents' kitchen
Private Chef Services	Have a special event catered by one of our master chefs in the comfort and convenience of your own private room
In-Room Massage	Relax and rejuvenate with a private massage without ever leaving the comfort of your own room
In-Room Child Care	Baby-sitting services are available in the comfort and convenience of you own room
Grocery/Liquor Delivery	Hotel guests can easily arrange for pre-stocking of groceries and alcoholic beverages

Concierge Service	Our hotel guests enjoy the use of our on-site concierge services including assistance with dining, transport, spa services, and various activities and tour reservations
Fitness Center	Hotel guests enjoy access to our state-of-the-art fitness facility open 24/7
Security Guard	Property protected by on-site security guard 24/7
Bell Hop & Valet Service	Complimentary for official hotel guests
Pool & Beach Cabana Access	Registered hotel guests can access the heated swimming pool and Private Beach Cabana free of charge
Boating Concierge Services	Airport pick up and drop off, excursions to Stingray City, snorkel and scuba diving trips at preferred rates with Robert Soto's Watersports
Non-Motorized Sports	Complimentary use of paddle boards, kayaks, and bicycles and other, non-motorized sports equipment
Yoga & Pilates Classes	Optional personal trainers can be arranged through our on-site concierge

HOTEL PROGRAM QUESTIONS AND ANSWERS

QUESTION	ANSWER
Is participation in the Hotel Program mandatory?	No, participation in the Hotel Program is optional. Owners are not required to rent their units.
Do I need to purchase the furniture package to participate in the Hotel Program?	While the furniture package participation is not mandatory, it is encouraged to promote a homogenous product. Those who chose not to purchase the furniture package will need to obtain approval from management.
If I want to rent my unit on a short-term basis, do I have to go through the official Dolphin Point Club Hotel Program or can I do it myself or use an outside booking agent?	Effectively, all owners wanting to rent their units on a short-term basis will need to go through the official Dolphin Point Club Hotel Program. Because resort operational expenses are funded by retained Hotel Program commissions and guest service charges, only owners and registered hotel guests placed through the official Hotel Program will have access to the resort services and amenities.
If I want to lease my unit long term, do I have to go through the official Dolphin Point Club Hotel Program?	No. The Hotel Program is only for short-term rentals. For long-term tenants, upon verification of valid lease, Dolphin Point Club will grant the owner's designated tenants the same rights and privileges that owners enjoy.
If I decide not to participate in the Hotel Program, will I be able to enjoy the same amenities and services that paying guests receive?	Yes. As a courtesy, we plan on offering the same great amenities and services that paying guests receive to all owners. There will be an additional usage charge (to be determined) for premium services and amenities such as daily housekeeping.

<p>If I join the Hotel Program, can I still use my unit?</p>	<p>Yes. We will require 90 days written notice in order to ensure there are no bookings for the desired time.</p>
<p>If I join the Hotel Program, can I cancel?</p>	<p>Yes. The Rental Pool Agreement can be cancelled upon 90 days written notice.</p>
<p>If I leave the Hotel Program, what happens to future reservations?</p>	<p>Once the cancellation is effective, no future bookings will be secured. The owner is responsible to honor all future reservations for which deposits have been taken prior to cancellation. Should the owner wish to cancel future bookings, Dolphin Point Club will use its reasonable endeavors to relocate guests to another unit, but should such efforts prove unsuccessful, the Owner must honor the exiting reservations that could not be relocated.</p>
<p>How does Dolphin Point Club decide which units are rented?</p>	<p>Dolphin Point Club and its designees will use commercially reasonable efforts to equitably service all demand for units evenly across all hotel program participants, by simply rotating placement of guests from a revolving que whenever feasible. However, the specific needs and desires of potential guests will always be given high priority in the unit-placement process. Additionally, as a corrective measure, any lagging units that are significantly “off pace” from the other units, will be given placement priority, to the extent doing so does not conflict with the suitability to guest’ needs considerations.</p>
<p>Who is responsible if a hotel guest causes damage to my unit?</p>	<p>Dolphin Point Club is not responsible for damage caused by renters. We will however require that guests procure an accidental damage policy providing at least USD \$5,000 in coverage. Should this prove inadequate, we will assist the owner with commercially reasonable collection efforts. We also recommend that owners consider purchasing contents coverage for additional protection.</p>