

## The Travel Agents' Path to Profits

### CARIBBEAN & BERMUDA

## Grand Openings and Grand Deals Spark Summer in Turks & Caicos

The Turks & Caicos Island Tourist Board recently won recognition for their website with the Webby Award. Considered by many marketing professionals as the "Oscars of the Internet" and described by the Los Angeles Times as "the only Internet award that matters," the Webby Awards have just named the official Web site of the Turks & Caicos Islands Tourist Board, [www.turksandcaicostourism.com](http://www.turksandcaicostourism.com). The islands celebrate this summer with a series of developments including the grand openings of new upscale resorts, hotel property upgrades, the completion of a new marina and private airstrip, and special deals for low-season travel.

Turks & Caicos' **Third Turtle Club & Spa**, a **RockResort**, begins the season with a \$3 million beach restoration with the actual resort set to be complete in 2011. Also complete in time for summer is the **Meridian Club's** rejuvenation, and **The Sporting Club at Ambergris Cay's** private airstrip launch – the longest in the Caribbean. The very first **Nikki Beach Resort and Leeward Marina** debuted to accommodate mega yachts for the first time in the destination's history. As summer arrives, the Islands will heat up with the opening of **Seven Stars Resort** on Grace Bay Beach, voted "world's leading beach" for the past three years by World Travel Awards.

"We are truly excited for the coming months and happenings in the Turks & Caicos Islands," said Ralph Higgs, director of tourism, marketing, for the Turks & Caicos Tourist Board. "This growth affords our islands the ability to accommodate guests seeking the ultimate in luxury vacation travel, renowned resorts, and outstanding amenities. Our latest developments will uniquely cater to an affluent group of visitors looking to travel by private plane or mega yacht."

#### Latest Developments & Deals

**Turtle Club & Spa**, a **RockResort** began its \$3 million re-orientation project on Babalua Beach in Providenciales. Designed to replenish Babalua Beach, the project will widen the existing beach to ensure Babalua Beach will be around for future guests to enjoy. The project is being overseen by the Department of Environment and Coastal Resources and Oceanpoint Development Ltd. A third Turtle Club & Spa is scheduled to open in 2011.

Visit [www.thirdturtleclub.rockresorts.com](http://www.thirdturtleclub.rockresorts.com)

The **Sands at Grace Bay**, one of Providenciales' original resorts, has recently completed a \$6 million renovation, repositioning it in the four-star category. Two deals are: Guests receive a 7th night free on stays completed through Nov. 1st – Dec. 20 while a second suite deal rewards guests with a 6th night free when booking a 5-night stay or a 6th and 7th night free when booking a 6-night stay. Valid through Oct. 31. Visit [www.thesandstc.com](http://www.thesandstc.com)

The **Meridian Club** on Pine Cay, just completed restoration of



12 rooms and a single cottage on Pine Cay and the additional of four new boats. Rates begin at \$715 for a Beach Club Front Room, through July 31, 2008. Visit [www.meridianclub.com](http://www.meridianclub.com) or [www.maacg.com](http://www.maacg.com)

The **Leeward Marina**, which opened April 5 on Providenciales, is the first eco-marina in the Atlantic Ocean. **Nikki Beach Resort** and **Island Global Yachting** have come

together to design and build a 110-slip marina that can service yachts up to 200 feet. Most importantly, this marina will exceed the guidelines established by Blue Flag Marina Criteria in order to preserve the surrounding marine life. Visit [www.leeward.com](http://www.leeward.com)

The **Grace Bay Club** now boasts an additional 38-ultra spacious suites at the Villas at Grace Bay Club, the world's first Infiniti Edge Bar and a collection of contemporary refinements to beachfront eateries Anacaona and Grill Rouge. Grace Bay Club is currently developing The Estate, a collection of 22 custom-designed ultra-elegant residences that will be available in December 2008 along with private beach cabanas. Visit [www.gracebayclub.com](http://www.gracebayclub.com)

**Nikki Beach Resort** just celebrated its grand opening with an over-the-top party that has come to define Nikki Beach. The \$100 million resort opened with 48 rooms in its first phase, coinciding with the opening of Leeward Marina. Phase Two to open in 2010, will add an additional 110-room resort, casino and spa. Rates begin at \$750. Guests who book by June 30, 2008 will receive 30 percent off of nightly room rates on travel through Sept. 30, 2008. Visit [www.nikkibeachhotels.com](http://www.nikkibeachhotels.com) and enter code GOSPEC.

The long awaited **Seven Stars Resort** debuts on July 1, 2008, by offering an additional 25 percent off its low season summer rates. Seven Stars will bring the price of Garden View One Bedroom Studio accommodations to \$247 per room from July 1 – Oct. 31, 2008. Seven Stars Resort features a full-service spa, inviting pool, children's play area, fine dining opportunities, and a boutique for the vacation shopper. Visit [www.sevenstarsresort.com](http://www.sevenstarsresort.com)

#### Sparkling with Music & Cultural Fest

The Tourist Board of the Turks & Caicos Islands, announced the lineup for its fifth **Turks & Caicos Music and Cultural Festival** from July 28 – Aug. 4, 2008 is the stage for stellar performances by some of today's hottest R&B artists including Ne-Yo and T-Pain. The Turks & Caicos Music and Cultural Festival's superstar line-up includes Lionel Richie, Academy Award and GRAMMY award-winner; eight-time GRAMMY award-winning soul singer, Anita Baker; T-Pain, Ne-Yo and LL Cool J, all GRAMMY award-winning rappers; JT Taylor, former lead singer for Kool & The Gang; Russell Thompkins & The New Stylistics, famed Philadelphia soul group; Lou Gramm, vocalist from the rock band Foreigner; and local Turks & Caicos artists.

For information, contact the **Turks & Caicos Islands Tourist Board**, 800-241-0824; [www.turksandcaicostourism.com](http://www.turksandcaicostourism.com)