

SUR MER RESORT SURVEY

As part of our effort to re-align the Sur Mer Resort with the new market realities and chart a course for the successful development of this resort community, we ask you to take a few moments to complete this questionnaire. Your views and opinions will form an integral part of the future of the Sur Mer Resort. All answers are treated as strictly confidential. Read each question carefully and click the appropriate response or use the drop down list to select your response. Thank you for your assistance.

A FEW QUESTIONS ABOUT YOUR BAHAMAS EXPERIENCE

Q.1 If the Bahamas is not your principal residence, how many years have you vacationed in the Bahamas? *(PLEASE USE THE DROP-DOWN LIST TO SELECT)*

Q.2 How many times have you stayed at the Old Bahama Resort?

Q.3 How would you rate your familiarity with the West End?

Q.4 How would you rate your familiarity with Grand Bahama island?

Q.5 How would you rate your familiarity with other islands in the Bahamas?

If you are at all familiar with the Bahamas, what do you appreciate most about vacationing in the Bahamas?

authentic island experience

relaxed pace of life

fresh local foods

personal safety

local arts and culture

feel that I'm welcomed by the locals

other

Q.6 How do you normally get to Grand Bahama island?

SOME QUESTIONS ABOUT YOUR SUR MER LOT

Q.7 What did you find most attractive about the Sur Mer Resort when you first bought your lot? *(PLEASE CHECK ONLY THE MOST IMPORTANT THINGS)*

political stability of Bahamas

planned resort facilities

investment potential

isolation of the West End

planned residential communities

availability of beachfront lots

mega-resort concept

planned marine facilities

cost of lot prices

safe community

accessibility from the mainland

cost of residential construction

marine environment

other

Q.8 What was your primary objective in buying your Sur Mer lot?

reselling the lot at a future date

building a vacation home for personal use and rent

building a vacation home for resale

building a home as my principal residence

building a vacation home for my exclusive personal use

investing capital outside the USA

other

SOME MORE QUESTIONS ABOUT YOUR SUR MER LOT

Q.9 What type of lot(s) do you own fully or jointly at Sur Mer?

Type of Lot	Number (Pls write in)	Type of Ownership	
Beachfront	<input type="text"/>	<input type="radio"/> full	<input type="radio"/> joint
Canal	<input type="text"/>	<input type="radio"/> full	<input type="radio"/> joint
Golf Course	<input type="text"/>	<input type="radio"/> full	<input type="radio"/> joint

Q.10 Given what has happened since you bought your lot, what do you eventually plan to do with it?

Q.11 If you were to build or are building on your lot: *(assuming no size restriction)* What would be your preferred house size?

How many bedrooms in the home?

Number of storeys or floors?

- Do you plan to add any of the following?
- swimming pool
 - boat house
 - boat dock

Q. 12 If you were to build your home on your Sur Mer lot:

- Would you prefer to hire your own builder? yes no can't say
- Prefer a turnkey option from the resort? yes no can't say
- Finance construction costs from your own funds? yes no can't say
- Borrow to finance some or all construction costs? yes no can't say

Q.13 If you were to build, when would you plan to start construction on your Sur Mer lot?

Q.14 If you don't plan to start construction within the next 12 months, how attractive do you find the following options *(assuming no building restrictions)?*

	very attractive	somewhat attractive	not at all attractive
Build a small (800-1,000 sq.ft.) guest house on the lot to use before building the main house	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Build a small (~1,000 sq.ft.) boat house with dock to use before building the main house	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Buy a canal boat house package which includes lot, 1,000 sq.ft. efficient, liveable boat house plus 26 foot Chriscraft runabout for \$500,000	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Build a small guest/boat house and lease back to the resort for an acceptable rate of return	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sell the vacant lot for its current market value.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Q.15 If and when you build, would you use any of the following in the construction of your main vacation home?

- cross ventilation to reduce AC use
- solar panels to reduce electric consumption
- natural landscaping and local plants
- dual piping system to reduce potable water consumption
- plumbing fixtures that reduce potable water consumption

SOME MORE QUESTIONS ABOUT YOUR SUR MER LOT

Q.16 Approximately, how much would you spend on house construction and any additions?

Q.17 Approximately, how much would you pay for a beach front lot on Grand Bahama today?

Q.18 Approximately, how many weeks per year do you expect to personally use your Sur Mer home?

Q.19 During which months of the year would you most likely use your home in Sur Mer?

- January February March April May June July August
 September October November December Not planning to use Don't know yet

Q.20 The original plans for the Sur Mer Resort included extensive amenities. How important would these amenities be to you if you were deciding to buy a resort home in Sur Mer in today's market?

	very important	somewhat important	not at all important	can't say
Arnold Palmer-designed golf course	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Jack Nicklaus-designed golf course	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Grand canal with water taxis and gondolas	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
55,000 sq. ft. casino	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Mega-yacht marina	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Private airport	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Full-service spa	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Fitness center	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Championship tennis facility	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Equestrian facility	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Designer stores & boutiques	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Fine-dining restaurants	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Extensive convention & meeting space	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Two multi-acre water parks	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Numerous and varied pools	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Exclusive beach clubs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Kids' club	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Five-star concierge service	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

SUR MER RESORT SURVEY

YOUR VIEWS AND OPINIONS ON THE FUTURE DEVELOPMENT OF THE SUR MER COMMUNITY

Q.21 How strongly do you agree or disagree with the following statements about your Sur Mer lot?

	strongly agree	somewhat agree	somewhat disagree	strongly disagree
Beach front lot prices in Grand Bahama are going up.....	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Building a home on my lot will increase the return on my initial investment ...	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
It's important to minimize my debt for the foreseeable future	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Resort home prices in Grand Bahama are going up.....	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Vacation homes in a resort built to green, sustainable standards will have a higher resale value than other vacation homes	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
The number of homes and condominiums in the Sur Mer Resort should be limited to the carrying capacity of the local environment	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sur Mer Resort facilities and amenities should be kept at a minimum to minimize monthly fees and maintenance costs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Q.22 The basic infrastructure at Sur Mer and some resort facilities and amenities are now complete. What additional resort facilities, services and amenities do you consider to be essential in the near future?

<input type="checkbox"/> Health spa	<input type="checkbox"/> Boat haul-out and dry storage	<input type="checkbox"/> Marine chandlery
<input type="checkbox"/> Personal services - laundry, salons, etc	<input type="checkbox"/> Restaurants	<input type="checkbox"/> Grocery store
<input type="checkbox"/> Full concierge service	<input type="checkbox"/> Fully equipped fitness center	<input type="checkbox"/> Business center
<input type="checkbox"/> Community swimming pool	Other <input type="text"/>	

Q.23 How interested would you be in the following activities and facilities if they were available to home owners and guests at Sur Mer?

	very interested	somewhat interested	not at all interested
Free-diving courses/scuba certification	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Workshops on the local marine environment	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Competitive sailing courses	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Community farming/vegetable plots	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Fitness boot camp	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other <input type="text"/>			

Q.24 Do you own a motor or sail boat?

Yes No IF YES, what kind of vessel is it?

What is the make of the vessel? (PLEASE WRITE IN)

What is the LOA in feet? (PLEASE WRITE IN) What is the top speed under power in knots? (PLEASE WRITE IN)

How much would you expect to pay for wet berth fees to keep your boat at the Sur Mer marina?

Q.25 Which resort facilities and activities are of most interest to you and the people who would normally be vacationing with you at Sur Mer?

<input type="checkbox"/> Sunbathing	<input type="checkbox"/> Swimming	<input type="checkbox"/> Snorkelling	<input type="checkbox"/> Scuba diving	<input type="checkbox"/> Water skiing
<input type="checkbox"/> Jet skiing	<input type="checkbox"/> Deep-sea fishing	<input type="checkbox"/> Sailing	<input type="checkbox"/> Kite surfing	<input type="checkbox"/> Golfing
<input type="checkbox"/> Island tours	<input type="checkbox"/> Casino	<input type="checkbox"/> Local arts/crafts	<input type="checkbox"/> Health spa	<input type="checkbox"/> Relaxing
<input type="checkbox"/> Social activities	<input type="checkbox"/> Yoga/pilates	Other <input type="text"/>		

SUR MER RESORT SURVEY

SOME MORE OF YOUR VIEWS AND OPINIONS ON THE FUTURE DEVELOPMENT OF THE SUR MER COMMUNITY

Q. 26 How important would you rate the following in the design and operation of the Sur Mer Resort?

	very important	somewhat important	not at all important	can't say
Armed response for security of residences	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Heavy fines for marine environment pollution	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Waste disposal costs for residents based on volume.....	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Maximize use of solar energy	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Use of local materials in construction	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Use of local suppliers for resort needs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Surcharge for above average use of A/C and electricity	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Grey waste water only for garden/lawn watering	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Metered water use in homes	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Recovering cost of green initiatives upon resale	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Extra fees to support green initiatives in local West End community	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Extra fees to maintain pristine local marine and beach environment	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Restrict vehicular traffic within the resort to electric cars and bicycles ..	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Minimize resort services to reduce monthly fees	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Q.27 Given the level of services and amenities you would like to have, how much do you expect to pay in monthly fees for:

Property Owners Association (after home construction)

Beach Club Fees

SOME QUESTIONS ABOUT THE PEOPLE WHO'D BE USING YOUR SUR MER HOME

Q.28 How many people, including yourself, will normally be vacationing with you at Sur Mer?

Will this include any children under the age of 20?

Yes

IF YES, how many under 13 years? (PLEASE WRITE IN)

No

IF YES, how many over 12 years? (PLEASE WRITE IN)

Q.29 What is your sex?

Male

Female

Q.30 Which category best describes your age group?

Q.31 Do you own or rent your present home?

Own

Rent

Other

Q.32 Where is your present home located?

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SOME MORE QUESTIONS ABOUT THE PEOPLE WHO'D BE USING YOUR SUR MER HOME

Q.33 How many homes (personal use) do you own at the present time, including vacation homes & time shares?

Q.34 How many vacation homes, including time shares do you own at the present time?

Q.35 Have you rented a vacation home in the past 12 months? Yes No

IF YES, for how long did you rent it?

IF YES, where did you vacation?

Q.36 At the time when you bought your Sur Mer lot, what was the lot price in relation to the then value of the other residential properties (personal use) you owned?

Q.37 How did you finance the purchase of your Sur Mer lot(s)?

IF YOU USED BALLOON FINANCING: When is/was your last payment due? Month Year

Do you plan to pay off this loan? Yes No

Will you need re-financing at the end of the loan? Yes No

Q.38 What is your present employment status?

Could you work from your Sur Mer home?

Q.39 Which income category best describes your total household income (USD) in 2011?

Q.40 Would you like to be kept informed about future developments at Sur Mer? Yes No

Q.41 Would you like to participate in future surveys to guide the course of development at Sur Mer? Yes No

Do you have any additional comments?

Thank you for taking the time to complete this questionnaire. To return this questionnaire please use the "Submit by Email" button and follow the directions. You will be notified by Email that your questionnaire has been received.

Please Note: If you are using **Acrobat Reader 8 or higher** and are having difficulty submitting your completed questionnaire by Email, try the following steps:

1. click on Submit by Email
2. when the email submission form appears, click on File - Save Attachments and save the attachment to a folder that you can easily remember (to your Desktop, for example)
3. create an email as you normally would and send to **ownersurvey@replayresorts.com**
Enter "Sur Mer Survey" as the topic and attach the Attachment you saved in step 2.