

Property and Development Opportunities in the Caribbean:

St Vincent & the Grenadines

Lichfield Planning

working with

Old Fort Estates, Bequia, St Vincent & the Grenadines

Service Outline

Property and Development Opportunities in the Caribbean



Our Aim...

...is to help you to fulfil your property development ambitions in St Vincent and the Grenadines. Services that we can provide, either directly or through our network of carefully chosen associates, include:

- Site Finding
- Vision and Concept Development and Site Planning
- Architecture, Design and Civil Engineering
- Applications for Planning Permission and other consents
- Guidance on Creative Financial Solutions (including tax concession negotiation)
- Liaison and Negotiation with Government
- Tourism development strategies
- Project Management



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Our Service to You

Working together, Lichfield Planning and Old Fort Estates will help you to acquire and develop land in St Vincent and the Grenadines, tailoring our service to match your needs. You may already have selected or purchased land or you may still be searching for the right place for you. If you are still in the searching stage, we can:

- Provide you with information about suitable land and property investment opportunities;
- Help you to clarify your aspirations, objectives and requirements regarding investment and development
- Arrange an accompanied visit to St Vincent and the Grenadines to familiarise you with the country, its people and culture, opportunities available, local business customs and expectations, and relevant procedures and relevant regulations etc;
- Introduce you to properties / sites that may be of particular interest to you;
- Introduce you to the owners of relevant properties / sites as and when appropriate;



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Whether you are still searching or have already found the land you want, we can:

- Advise you on development opportunities and constraints relating to sites in which you may be interested;
- Advise on the processes involved in purchasing land and obtaining the permissions and consents necessary for building;
- Guide and assist you in obtaining those permissions and consents, preparing and submitting applications as required;
- Help you to select professionals with local knowledge and experience whose advice, expertise and services may be helpful to you (eg, architects, building contractors etc);
- Provide a full project management service if required.

Normally, we will arrange a preliminary, “no obligation” meeting with you to discuss your requirements and the ways in which we may be able to help.



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The Cost to You

We normally make a nominal, flat-rate charge of £50 for a preliminary meeting, although this may be waived in some circumstances.

If you are interested in any – or all - of the services we offer, we can prepare a full service and fee proposal for you to consider. This will set out the service(s) we consider most appropriate to you requirements and the fee(s) and any other charges relating to each element. We will provide this proposal as a basis for further discussion so that we can tailor our service to meet your requirements and your budget. You are under no obligation to accept our proposal and no charge will be made if you decide not to appoint us to help you.



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Exploratory visits

If you would like to explore opportunities in St Vincent and the Grenadines on the ground, we can arrange an accompanied visit to suit your requirements. Main elements of the service we offer include:

- Arranging return flights between the UK and St Vincent and the Grenadines, including transfers between one of the “Caribbean Gateway” airports and SVG;
- Arranging suitable accommodation for the duration of your visit;
- Accompanying you on visits to properties / sites you may be interested in;
- Arranging and accompanying you on meetings with other people in SVG who can provide you with useful information, advice and insights;
- Providing you with professional advice regarding development opportunities, constraints etc, as required, throughout your visit.



Property and Development Opportunities in the Caribbean

The Cost to You

The charge we make for arranging an exploratory visit, accompanying you, introducing you to relevant opportunities and people and providing you with professional advice throughout your visit is designed to cover costs only.

The costs on which the charge to you is based are:

- Your return flights and transfers between the UK and your destination in St Vincent and the Grenadines;
- Our return flights and transfers (for one person) between the UK and your destination in St Vincent and the Grenadines;
- Your accommodation in St Vincent and the Grenadines (as arranged by us) for the duration of your visit;
- A modest subsistence allowance for the consultant who accompanies you (currently £25 per day);
- A daily professional advice fee (currently £150 per day);
- An allowance for the costs of travel involved in visiting properties / sites in which you may be interested during your stay.

Illustrative “packages” and charges are set out on the page that follows and full quotations can be provided on request.



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Illustrative Charges for Exploratory Visits

Based on June 2008 prices for Virgin Atlantic "Economy" flights for return trip from London to Barbados, transfers between Barbados and SVG by Mustique Airways and accommodation at The Old Fort, Bequia.

1 Week Visit for Two

2 clients (travel and accommodation.)
1 Lichfield Planning advisor (travel and subsistence)
1 Old Fort Estates Advisor (local)
5 days in St Vincent and the Grenadines
2 travel days (UK / SVG)
6 nights accommodation in SVG
Travel within SVG
All relevant introductions
Access to professional advice of LP and OFE advisors throughout visit

COST:

£ 2602.00 per person

(£5,204.00 total)

1 Week Visit for One

1 client (travel and accommodation)
1 Lichfield Planning advisor (travel daily fee and subsistence)
1 Old Fort Estates Advisor (local)
5 days in St Vincent and the Grenadines
2 travel days (UK / SVG)
6 nights accommodation in SVG
Travel within SVG
All relevant introductions
Access to professional advice of LP and OFE advisors throughout visit

COST:

£ 4,365.00

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Other Points to Note

- As explained above, we make only a nominal, cost-covering charge for our time spent introducing you to properties / sites that may be of interest or otherwise working with you or on your behalf during the visit(s).
- Normally, the base for the duration of an exploratory visit will be Bequia, where you will have access to the office facilities of Old Fort Estates.
- Subject to availability, the accommodation we provide for you will normally be at The Old Fort, Mount Pleasant, Bequia - www.theoldfort.com as this maximises your access to your advisors from Lichfield Planning and Old Fort Estates and to the office facilities available and enable us to keep charges as low as possible.



Property and Development Opportunities in the Caribbean

Your Commitment to Us

- You must pay 10% of the total cost at the time of booking your accompanied visit. The balance will be payable 4 weeks before the date of departure from the UK.
- Once bookings have been made in relation to a visit you have asked us to arrange, you shall remain responsible for any cancellation and / or amendment charges and costs that may be incurred in the event that you decide not to proceed with the visit as arranged (but in the unlikely event that a visit has to be cancelled because we are unable to fulfil our commitments you will receive a full refund of all monies you have paid)
- If you decide to *purchase property or land for development to which we have introduced you directly or indirectly* you will be expected to pay us an *introduction fee* equivalent to 3% of the *agreed purchase price* (*phrases in italics have the meanings defined in Annexe 1*).

Following a visit, you are under no obligation to use our services further, although naturally we hope that you will consider doing so.

Property and Development Opportunities in the Caribbean

Annexe 1

Definitions

For the purposes of Your Commitment to Us, the following words and phrases have the meanings assigned to them below.

You

Includes any firm, company or other organisation with which you may be associate, any partner with whom you may be in business and any relative of yours

Purchase

“Purchase” includes acquiring part-ownership

Property or land for development to which we have introduced you directly or indirectly

This means both property or land to which we have introduced you and any other property or land in St Vincent and the Grenadines that is owned by any person or organisation who also owns land to which we have introduced you and of which you have become aware as a consequence of that introduction

Introduction fee

This is the fee that you must pay to us at the point in time at which you enter into a legally binding agreement with the vendor to purchase any property or land to which we have introduced you directly or indirectly

Agreed purchase price

This is the full purchase price that you agree to pay to the vendor

Property and Development Opportunities in the Caribbean