

## The Development Team



The development team for The Villas at Grace Bay Club possess in excess of 50 years experience in the development and management of small luxury hotels, resorts, condo-hotels, condominiums, golf courses, land development, industrial, retail and office development, both in the US & Internationally.

Over the last decade this team has specialized in the top echelon of international destinations, including Vail and Beaver Creek, Colorado; Arizona, the Caribbean, Europe, Mexico and South Africa. The team has most recently completed the renowned Esperanza Resort in Cabo San Lucas, Mexico, a five-star resort consisting of 56 hotel suites and 40 ultra-luxury residential units, a 10,000 ft. Spa, three restaurants, two pools, an owners lodge and a

market place. Esperanza is already a member of Leading Hotels of the World and was recently named “Top 25 in the World” by Andrew Harper’s Hideaway Report.

### John Fair

John founded and has owned his own real estate development business since 1986 in Denver, Colorado. His firm currently manages a \$300 million investment and development portfolio in Colorado, Utah, Mexico, and the Caribbean. Mr. Fair is known for his creative vision in a wide range of real estate property types and has established an impeccable list of successful development projects both in the US and Internationally.

John oversees a dozen development companies that employ 40 people, who provide a complete range of real estate investment, development, sales, marketing and construction management expertise. He has developed and sold more than 1,000 residential units and approximately 5,000 residential lots. Mr. Fair also oversees a real estate portfolio that includes three thousand residential lots, three million square feet of industrial space, and various commercial and retail land development projects. He was the creator, developer and managing partner of the Esperanza Resort in Cabo San Lucas, Mexico and is the managing partner of Grace Bay Club in Providenciales, Turks & Caicos Islands.



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### Mark Durliat

Mark Durliat is the Project Director and the co-Managing Partner for The Villas at Grace Bay Club. Since 2001, he has managed his own development & management firm based in Miami, Florida. He was responsible for the negotiation and acquisition of the Grace Bay Club in 2001 and is managing this five-star redevelopment and expansion into a \$50 million resort and Spa.

Mark is an international real estate executive with over twelve years experience in the development and management of hotels, condominium hotels, golf resorts and condominiums. He has owned companies and held management positions in a number of international venues, including France, Belgium, South Africa, the United Kingdom as well as the United States.

From 1995 through 1999, Mr. Durliat founded and operated a development company in Cape Town, South Africa. During this period, his most widely known success was The Cape Suites Hotel, a 126-room condominium hotel located in Cape Town, a project in which he directed all development activity, financing, sales and assembly of a hotel management company. This hotel became one of the best performing business hotels in the city, earning Mark respect as an authority in the city's burgeoning condo-hotel industry. In addition, Mark developed several luxury condominium projects and intimate guest houses located in the city and he was also commissioned to undertake several feasibility studies for golf course & residential projects involving Jack Nicklaus and Gary Player.



Prior to this, Mark worked alongside Gary Player in the development of a \$30 million golf, hotel & residential project located in Belgium. Mark managed all sales & marketing to neighboring European countries and worked in the development of the golf course and residential subdivision.

### **Jerry Landeck**

Jerry has thirty years of experience in the real estate and construction industries, including executive management positions in development, investment, and finance and asset management of real estate. He is the Principal in charge of design, development and construction activities for the Company.

He has served as Director of Development for Esperanza Resorts since April, 2000 with responsibility for the design, construction and opening of this five-star, small luxury resort and spa in Cabo San Lucas, Mexico. Esperanza, opened on schedule in February, 2002, and since has received worldwide recognition for its authentic, indigenous design and its attention to detail. He is also the Principal directing the design team and construction for the planned Villas at Grace Bay Club, in the Turks and Caicos Islands, BWI.

Mr. Landeck has extensive experience in the design, development and management of luxury resort real estate, having spent thirteen years in the industry in Vail, Colorado. During this time he developed on behalf of Cordillera, master developer of a 6,500 acre, golf oriented community with three championship golf courses in the Vail Valley, served as Executive Vice President of Shapiro Development Co., developer of luxury resort properties, and performed a broad range of duties for Vail Associates Real Estate Financial Services and Consulting Group, a subsidiary of the ski company. He has been responsible for all development functions from land acquisition, planning, construction and financing to sales. He also directed marketing and product development for new resort projects. Most of these properties are located in Vail, Beaver Creek, Avon and Arrowhead, Colorado.

