



## FREQUENTLY ASKED QUESTIONS

### **What is The Cliffs Residence Club at Keowee Springs?**

The Cliffs Residence Club at Keowee Springs is a luxurious Equity Residence Club<sup>SM</sup> comprised of elegant, fully furnished three and four bedroom homes located within the resort section of The Cliffs at Keowee Springs. There are two ownership categories – Lakefront and Lodge Cottage. Each Residence Club Member, when in residence, will have full recreational privileges at Keowee Springs and additional privileges at other Cliffs Communities, subject to a Visiting Owner Fee. There will be only eight Residence Club Owners per residence and each will enjoy frequent and flexible lodging privileges at The Cliffs Residence Club at Keowee Springs.

### **Do The Residence Club buyers own real estate?**

Yes. Ownership is evidenced by a real estate deed, which is recorded and guaranteed by a title insurance policy. Each Owner is conveyed a one-eighth, debt-free, undivided deeded interest in one of The Residence Club's fully furnished residences with usage of all Club Residences in their respective ownership category.

### **Have Equity Residence Clubs been developed at other well-known resorts and communities?**

Yes. This innovative ownership concept has been enthusiastically embraced by affluent buyers at premier resorts, in locations such as Aspen, Vail, Telluride, and Steamboat Springs, Colorado, Deer Valley, Utah, Napa Valley and La Quinta, California, Los Cabos, Mexico and Tucker's Town, Bermuda. There are also luxurious residence clubs in Manhattan and Florence, Italy. The Cliffs Residence Club at Keowee Springs will be owned and operated much like these prestigious residence clubs. Similar residence clubs are in development in a variety of other beach, golf, mountain and urban destinations. DCP International ([www.dcp-international.com](http://www.dcp-international.com)), creators of the Equity Residence Club<sup>SM</sup> concept, is assisting The Cliffs team in all aspects of The Cliffs Residence Club at Keowee Springs development.

### **Why is The Cliffs introducing residence club ownership at Keowee Springs?**

It is being created in response to those, including absentee Property Owners, who have told us they want to enjoy The Cliffs lifestyle and be part of our community but do not currently have enough leisure time to justify full ownership.

### **Is The Residence Club a typical timeshare development?**

No. The Residence Club is owned and enjoyed much like a private golf club. Timeshare typically offers the right to use only a specific week(s) and lodging is limited to a specific unit. Residence Club Owners have access to all Residence Club residences within their ownership category (Lakefront or Lodge Cottage) with the right to use at anytime, subject to the reservation policies and availability.

### **How many ownerships will be sold?**

The Cliffs Residence Club at Keowee Springs strictly limits the number of ownerships to no more than eight per residence. A planned cluster of thirty-four Residence Club homes will be built within the resort section of Keowee Springs just south of the Beach Club.

**How often can Owners vacation at The Residence Club?**

As often as they wish, subject to The Residence Club's reservation policies. Owners have the flexibility of reserving Club vacations well in advance and also on a short-notice basis. There is no limit to the amount of use. If some Owners visit their Residence Club less, other Owners can visit more. Owners pay only the published housekeeping fees anytime they are in residence at The Residence Club.

**What if the number of Owners wishing to stay at The Residence Club during certain time periods exceeds the number of residences available?**

The Residence Club reservation policies have been designed to equitably allocate peak-period vacations when demand for lodging may exceed supply. A Rotating Priority System<sup>®</sup> developed by DCP International ensures that all Residence Club Owners have equal access to peak-period vacations over the years. This priority system has proven to be fair and effective at other residence clubs for more than 17 years.

**Do the Residence Club Owners have guest privileges?**

Yes. Residence Club Owners may invite guests to stay with them during their Residence Club vacations and they also may invite unaccompanied guests to use any of their confirmed Planned Vacations.

**Will the residences be open to the public?**

The Residence Club is privately owned and operated for the exclusive enjoyment of its Owners and their guests. Prior to full subscription of ownerships, limited public use will be permitted for marketing purposes similar to our current Discovery Program. The lodging rights of Residence Club Owners will not be diminished by such use.

**Do the Residence Club Owners pay Club Initiation Deposits and Dues?**

Yes.

**Do The Residence Club Owners have golf privileges at Cliffs golf courses other than Keowee Springs?**

Yes, Owners have the ability to acquire a Residence Club membership. Members must be in residence in order to secure tee times at any Cliffs course, including their home course of Keowee Springs. Additionally, tee times made available to Members will be managed to protect the peak tee times for home Golf Members as is similarly done with our current reciprocal program. Also, Residence Club Owners will be charged a Visiting Member Fee to benefit the course being played.

**Do Residence Club Owners pay any lodging charges when they vacation at Keowee Springs?**

No, as an Owner there are no lodging charges when in residence.

**Do the Residence Club Owners pay any other charges when they stay at Keowee Springs?**

Yes. Housekeeping fees will be charged per visit based on a full week and partial week (three nights or less) occupancy. This fee includes a "tidy service" every other day that consists of trash removal, towel replenishment, surface cleaning and bed making. Owners and guests may request full maid service at an additional charge.

**Do the Residence Club Owners pay annual fees?**

Yes. The annual fees pay for the professional management and operation of the residences and facilities. Included in these annual fees are funds for staff salaries, supplies, maintenance, window washing, trash removal, legal/accounting, utilities, property taxes and replacement and/or refurbishing of facilities.

**Who establishes the fees and controls the affairs of the Residence Club?**

An Owner-elected Board of Directors establishes budgets and fees on an annual basis.

