

COMPETITIVE PRICING TRACKER

FOR THE MONTH OF

APRIL 2012



Booking Date: March 16th 2012 ~ Travel Date: June 14th 2012

By Faye M. Cash, Senior Analyst – MOT

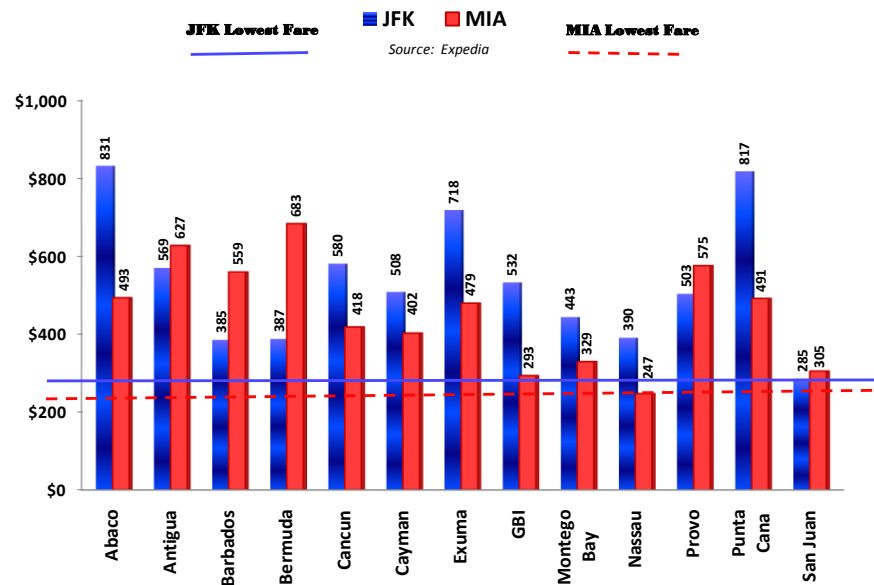
Airfares from JFK and MIA

As of June 14, 2012

Introduction

For this month's travel period, June 14th 2012 to June 17th 2012, all airfares from MIA and JFK were higher to all destinations except for Grand Cayman from MIA, a reverse of last month.

The April 2012 Schedule in *Appendix 2* shows the absence of Sky Bahamas from the FLL market. Sky has introduced new twice/wkly FPO/PLS service and daily services to Bimini and Arthur's Town. Therefore, Bahamasair has put in an additional 600 seats this month from FLL to GBI. Delta Airlines will discontinue its Cleveland/Nassau service on April 07, 2012.



TIOTB Fare Trends for June 2012

- The best NAS/MIA airfare is \$247, nonstop on Bahamasair, an increase of 15% m-o-m. The best NAS/JFK airfare is \$390 non-stop on JetBlue up 11% m-o-m.
- The best GBI/MIA airfare is \$293, nonstop on American, up 3% m-o-m. The best GBI/JFK airfare is \$532, one-stop on American Airlines, up 5% m-o-m.
- The best MHH/MIA airfare is \$493 nonstop on American, an increase of 20% m-o-m. The best MHH/JFK airfare is \$831, one-stop on American, a 26% increase m-o-m.
- The best GGT/MIA airfare is \$479 nonstop on American, up 33% m-o-m. The best GGT/JFK airfare is \$718, one-stop on AA, up 27% m-o-m.

MIA	Jun-12	May-12	m-o-m diff
Abaco	493	410	20%
Antigua	627	607	3%
Barbados	559	407	37%
Bermuda	683	661	3%
Cancun	418	336	24%
Cayman	402	661	-39%
Exuma	479	360	33%
GBI	293	284	3%
Montego Bay	329	243	35%
Nassau	247	215	15%
Provo	575	473	22%
Punta Cana	491	413	19%
San Juan	305	185	65%
AVERAGE	\$454	\$404	12%

JFK	Jun-12	May-12	m-o-m diff
Abaco	831	657	26%
Antigua	569	548	4%
Barbados	385	379	2%
Bermuda	387	381	2%
Cancun	580	506	15%
Cayman	508	427	19%
Exuma	718	567	27%
GBI	532	507	5%
Montego Bay	443	413	7%
Nassau	390	350	11%
Provo	503	449	12%
Punta Cana	817	581	41%
San Juan	285	245	16%
AVERAGE	\$534	\$462	16%

This report reviews the air fare and package pricing (airfare and hotel) from New York (**JFK**) and Miami (**MIA**) to selected competitive markets against TIOTB. The package is assessed for a 3 day/4 night stay, per person with a travel departure on Thursday and return on Sunday – *based on two people travelling*.

This assessment is carried out in the middle of each month for a travel date during the following month using **expedia.com**. Please note the booking date as this snap shot pricing reported may differ when reviewed at a later time. In the airline industry the cost of an airfare and subsequent air packages fluctuate depending on the time of day, day of week and amount of time travel is *booked* away from day of departure. This report covers the travel departure date of June 14th, 2012 from MIA and JFK booked on March 16th, 2011.

The air fare quoted is for the lowest fare for travel on the specified departure date. Where available, the non-stop fare is used except in cases where it is *considerably* greater than a one-stop fare, hence the term “best fare”. The rationale is that persons travelling will weigh the value of a flight based on the factors of duration, number of stops and cost before selecting a flight.

Snapshot Air Fares Miami			
Destination	12-Apr-12	17-May-12	14-Jun-12
Antigua	607	607	627
Barbados	543	407	559
Bermuda	661	661	683
Cancun	441	336	418
GBI	313	284	293
GGT, Exuma	428	360	479
Grand Cayman	407	661	402
Marsh Harbour	473	410	493
Montego Bay	373	243	329
Nassau	247	215	247
Provo	573	473	575
Punta Cana	597	413	491
San Juan	229	185	305
Average	\$402	\$404	\$454

Snapshot Air fares from JFK			
Destination	12-Apr-12	17-May-12	14-Jun-12
Antigua	635	548	569
Barbados	613	379	385
Bermuda	381	381	387
Cancun	665	506	580
GBI	692	507	532
GGT, Exuma	892	567	718
Grand Cayman	670	427	508
Marsh Harbour	950	687	831
Montego Bay	473	413	443
Nassau	573	350	390
Provo	669	449	503
Punta Cana	904	586	817
San Juan	552	245	285
Average	\$485	\$465	\$534

Properties ranked on Hotel star rating, then lowest package price (JFK)

RANK	Hotel	JFK	MIA	Destination	Hotel* Rating	Travelers' Opinion
1st	Marriott CasaMagna Resort	666	698	Cancun	4	4.7
2nd	Pelican Bay Resort	838	698	GBI	4	4.3
3rd	El Conquistador Resort	908	911	San Juan	4	4.0
4th	RIU Palace	913	762	Punta Cana	4	4.1
5th	Sheraton Nassau Beach	954	845	Nassau	4	4.0
6th	Grand Lucayan, a Radisson Resort	987	847	GBI	4	4.0
7th	Hilton Rose Hall Resort	1,162	1,048	Montego Bay	4	4.3
8th	The Fairmont Hamilton	1,658	1,846	Bermuda	4	4.4
9th	Blue Waters Cove	1,679	1,656	Antigua	4	4.8
10th	Hilton Barbados	1,726	1,894	Barbados	4	4.5
11th	Atlantis Royal Towers	2,581	2,471	Nassau	4	4.3
12th	Barcelo Tucancun Beach All Inclusive	778	810	Cancun	3.5	4.1
13th	RUI Bambo	848	697	Punta Cana	3.5	3.7
14th	Abaco Beach Resort & Boat Harbour	1,797	1,319	Abaco	3.5	4.2
15th	Toby's resort	690	576	Montego Bay	3	4.1
16th	Sandy Port Beaches	792	682	Nassau	3	3.3
17th	Shaw Park Beach	804	690	Montego Bay	3	3.6
18th	Comfort Suites PI	867	757	Nassau	3	4.0
19th	Comfort Suites 7 Mile Beach	882	709	Cayman	3	4.1
20th	Amaryllis Beach Resort	939	1,107	Barbados	3	3.7
21st	Coconut Beach	1,167	1,144	Antigua	3	4.3
22nd	Pelican Beach Villas	1,268	789	Abaco	3	4.1
23rd	Peace & Plenty	1,278	1,024	Exuma	3	4.5
24th	Surf Side Beach Club	1,575	1,763	Bermuda	3	3.5
25th	Comfort Suites Ports of Call	909	1,015	Providenciales	2.5	3.9
26th	Nassau Palm Hotel	669	559	Nassau	2	2.7
	Average Package Price	\$1,128	\$1,051		<i>Out of 5</i>	<i>Out of 5</i>

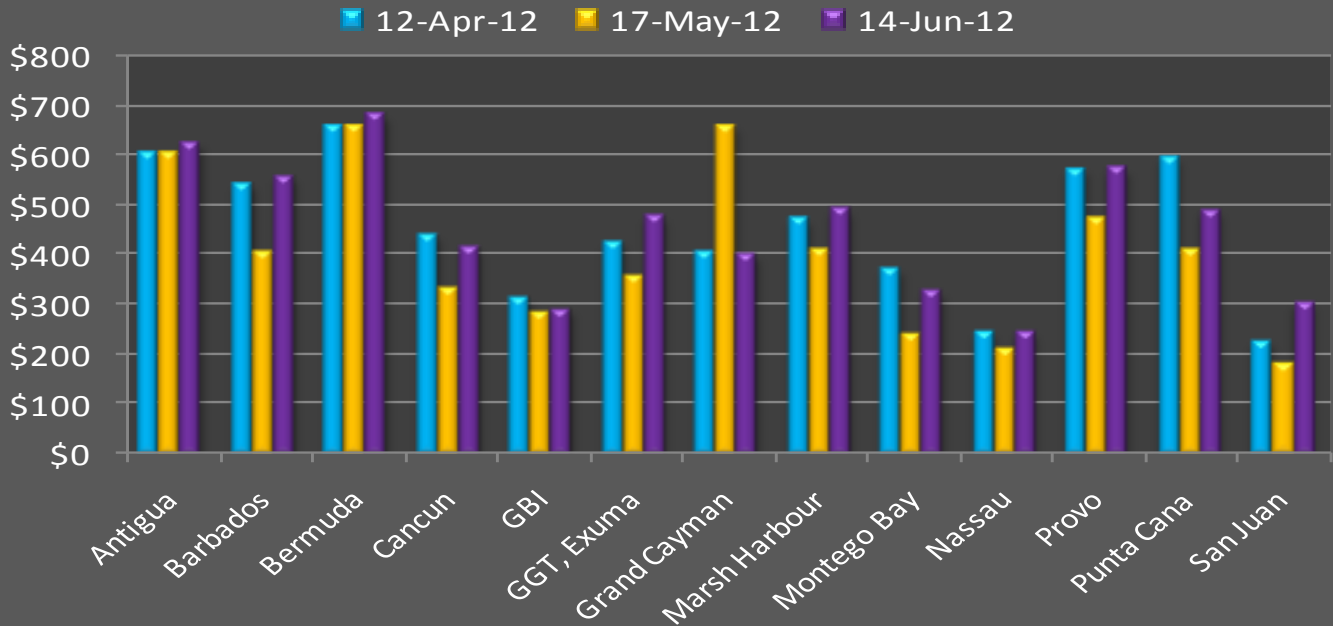
SCHEDULE of Direct Int'l Flights to TIOTB
For the Month of April 2012

CITY AIRPORT	Andros Town	Bimini	Cat Island	Chub Cay	North Eleuthera	Freeport	George Town	Governor's Harbour	Great Harbour Cay	Marsh Harbour	Nassau	Rock Sound	San Salvador	Treasure Cay
Atlanta														
Delta Air Lines						Sa	W, Su				3 x day			
Air Tran											Daily			
Baltimore														
Air Tran											Daily			
Vision Airlines						Th, Su								
Boston														
JetBlue											Daily			
Calgary														
West Jet											Sa			
Charlotte														
US Airways						Daily					3 x day			
Cleveland														
Continental											Sa			
Dallas/Fort Worth														
American											Tu,Th,Sa,Su			
Detroit														
Delta Air Lines											Sa [#]			
Fort Lauderdale														
Bahamasair						2 x day					3 x day			
Gulfstream Connections	ex M,W,Th		Tu, F, Su	Th, Su					ex M, W, Th	2 x day		M, Th, Sa		
Silver Airways		2 x day			2 x day	4 x day	Daily	Daily		2 x day				2 x day
JetBlue											3 x day			
Spirit											Daily		Sa	
Vision Airlines						ex Tu, Sa								
Grand Cayman														
British Airways											Tu,W,F,Sa			
Havana, Cabaña														
Bahamasair											Th,Su			
Cubana											M,W,F,Su			
Houston														
Continental											Daily			
JFK														
JetBlue											3 x day*			
Kingston														
Caribbean Airlines											M,Th,Su			
La Guardia														
Delta Air Lines											Daily			
London														
British Airways											ex M,Th			
Louisville, KY														
Vision Airlines						Th, Su								
Miami														
American					Daily	4 x day	Daily			Daily	8 x day			
Bahamasair											3 x day			
Montreal														
Air Canada											Sa, Su			
Newark														
Continental											2 x day			
Orlando														
Continental Connections										Daily				
JetBlue											Daily			
Bahamasair											Daily			
Panama														
Copa Airlines											ex Tu			
Paris														
XL Airways													W	
Philadelphia														
US Airways						Sa					Daily			
Providenciales, Turks & Caicos														
British Airways											Su			
Air Turks & Caicos											M,W,F			
Bahamasair											Tu,Th,Su			
Western Air						Th, Su					Tu,Th,Su			
Richmond, VA														
Vision Airlines						M, F								
Raleigh/Durham, NC														
Vision Airlines						M, F								
Toronto														
Air Canada							Su				Daily			
West Jet						M, F					Daily			
West Palm Beach														
Continental Connections						Daily				Daily				
Bahamasair										ex Tu,W				
Washington, DC														
US Airways											Daily			
Westchester, NY														
JetBlue											Daily			

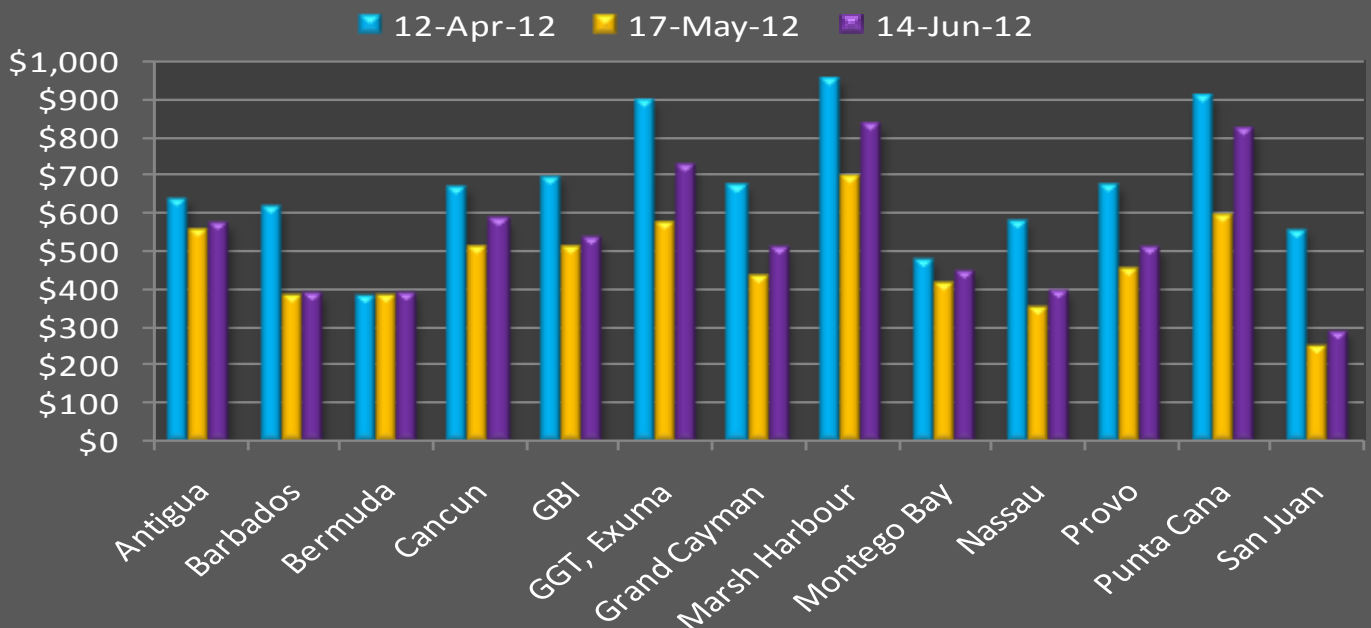
* Begins 14 Apr 12

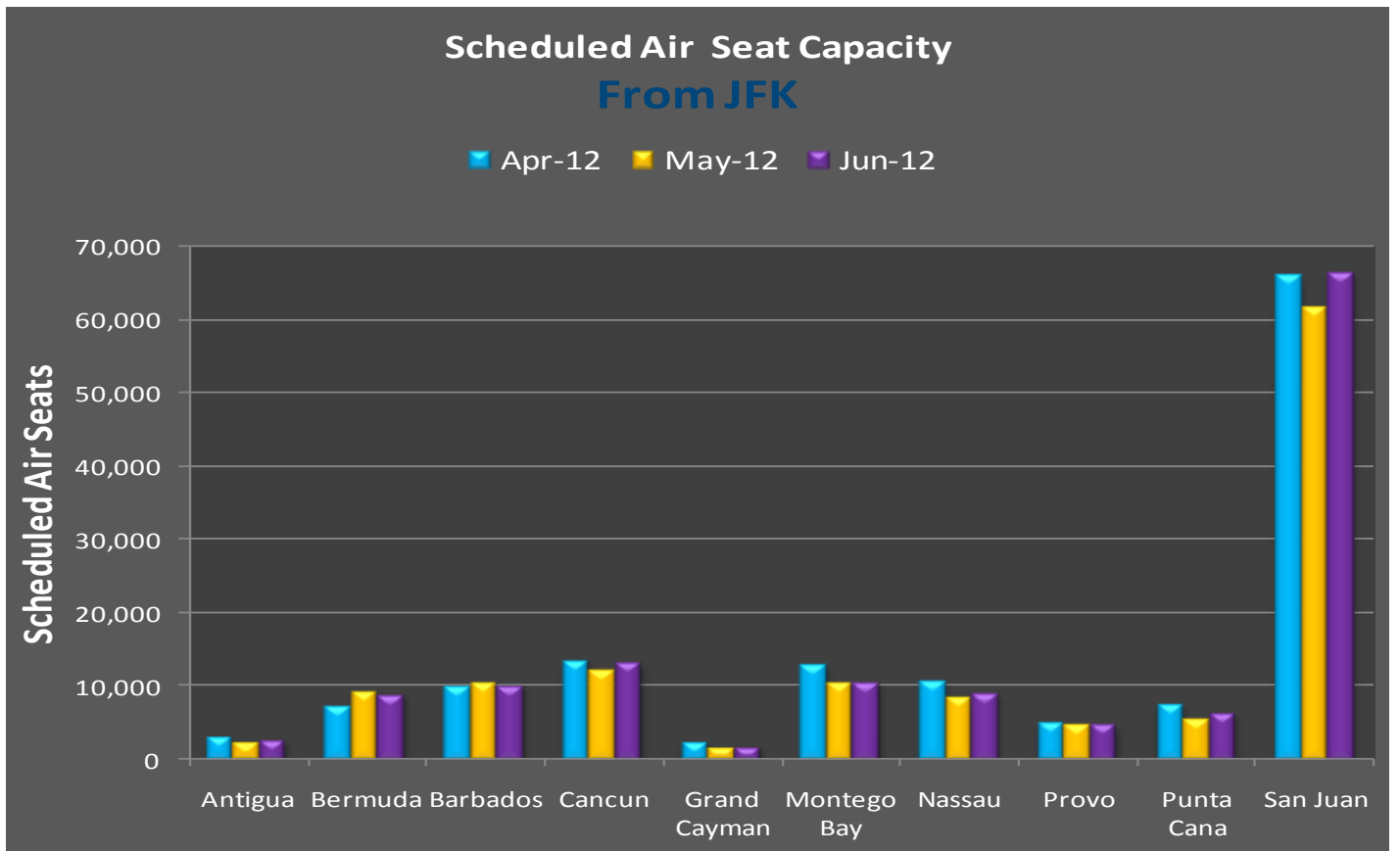
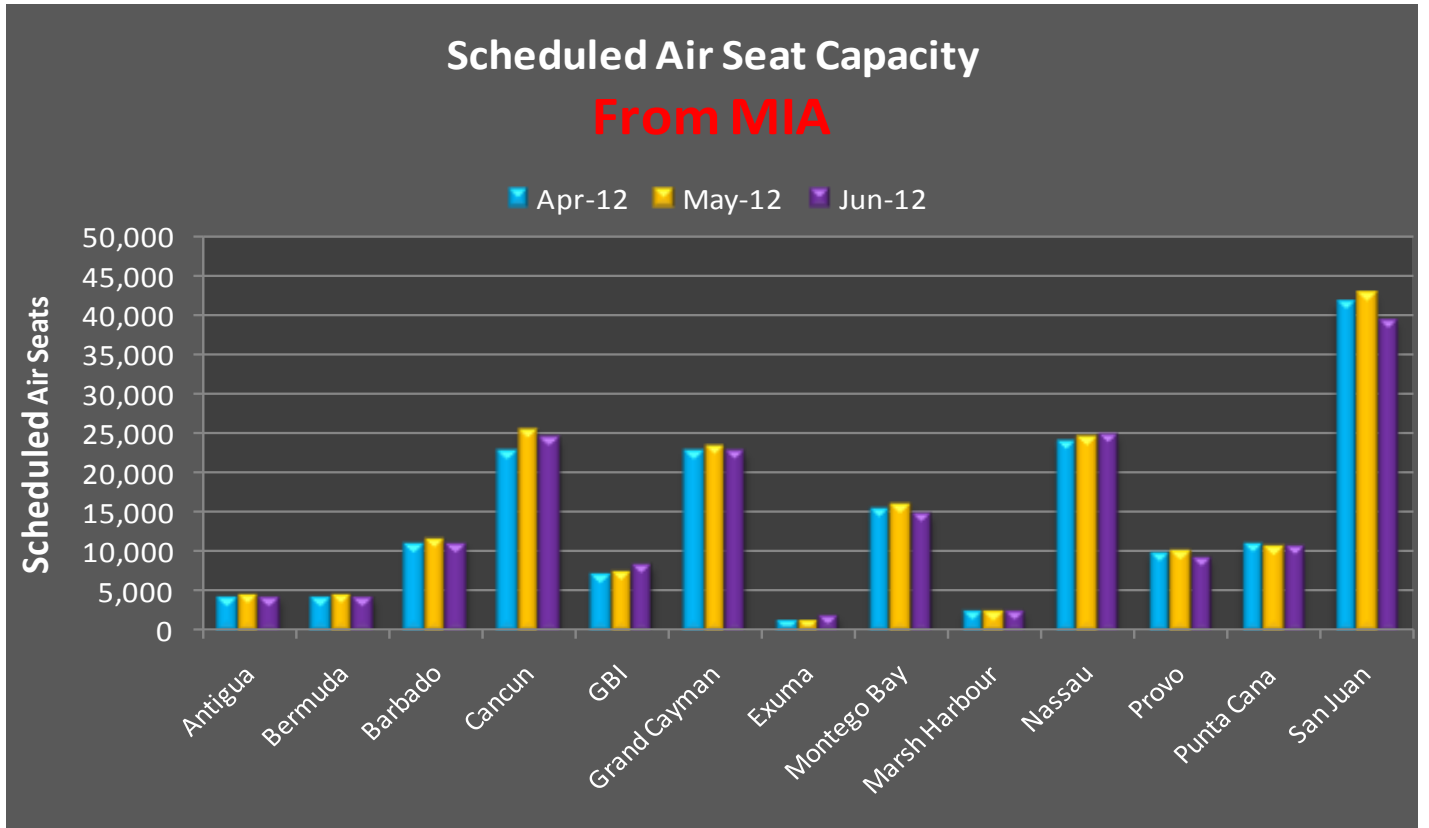
Discontinues 07 Apr 12

Snap Shot Competitive Air Fares From MIA



Snap Shot Competitive Air Fares From JFK





¹ NB. There are no direct seats from JFK to GBI, Marsh Harbour or Exuma

Fort Lauderdale Airfares vs Miami

Booking Date	Travel Date	Year	Origin	Destination	Airline	Stops	Connecting City	FLL Air Fare	MIA Air Fare
16-Mar	14-Jun	2012	FLL	San Juan	Airtran	Non-stop	-	\$219	\$305
16-Mar	14-Jun	2012	FLL	Nassau	Bahamasair	Non-stop	-	\$240	\$247
16-Mar	14-Jun	2012	FLL	GBI	Bahamasair	Non-stop	-	\$292	\$293
16-Mar	14-Jun	2012	FLL	Montego Bay	Caribbean Airlines	Non-stop	-	\$323	\$329
16-Mar	14-Jun	2012	FLL	Marsh Harbour	Gulfstream	Non-stop	-	\$373	\$493
16-Mar	14-Jun	2012	FLL	Exuma	Gulfstream	Non-stop	-	\$406	\$479
16-Mar	14-Jun	2012	FLL	Cancun	JetBlue	Non-stop	-	\$432	\$418
16-Mar	14-Jun	2012	FLL	Bermuda	US Airways	1 Stop	DCA	\$527	\$683
16-Mar	14-Jun	2012	FLL	Antigua	Caribbean Airlines	1 Stop	POS	\$623	\$627
16-Mar	14-Jun	2012	FLL	Barbados	Caribbean Airlines	1 Stop	POS	\$636	\$559
16-Mar	14-Jun	2012	FLL	Cayman	Delta Airlines	1 Stop	ATL	\$661	\$402
16-Mar	14-Jun	2012	FLL	Providenciales	US Airways	1 Stop	CLT	\$784	\$575
16-Mar	14-Jun	2012	FLL	Punta Cana	Airtran	1 Stop	ATL	\$828	\$491

POS: Port of Spain, Trinidad

CLT: Charlotte, North Carolina

ATL: Atlanta

DCA: Washington, DC

Air Seat Capacity for TIOTB

Airport	Y-O-Y %		
	Jun-11	Jun-12	chg
Andros Town	76	108	42%
Bimini	570	1,140	100%
Cat Island		78	
Chub Cay		48	
North Eleuthera	2,968	3,290	11%
GBI	14,567	26,604	83%
George Town	4,545	3,656	-20%
Governor's Harbour	570	570	0%
Great Harbour Cay		108	
Marsh Harbour	5,116	6,725	31%
Nassau/PI	139,280	160,171	15%
Rock Sound		78	
Treasure Cay	1,692	2,949	74%
San Salvador	2,331	2,124	-9%
Grand Total	171,715	207,649	21%