

# Frequently Asked Questions

## *What Is The Brant?*

Opened in 2022, The Brant is where the carefree are cared for on Nantucket.

The Brant welcomes members and guests to experience the island like never before. Operated by Salt Hotels, the Brant is a members' club and hotel situated in the heart of verdant Brant Point, minutes from downtown and steps from the beach. Here, exclusive amenities, impeccable design and intuitive service advance a new vision of Nantucket hospitality.

The Brant is not home-away-from-home, it is home, full stop. Gone are check-in times and house rules, replaced with warm greetings and a private bar stocked with your favorite spirits. We combine the pleasures of a second residence with the elevated service of the world's legendary boutique hotels.

The Brant is anchored by The Barn (spring 2024), a newly built and architecturally captivating structure at the head of the lush grounds. The Barn is a celebration of Nantucket's centuries-old farming tradition and the power of our remote island to bring people together. This common area includes a bar, exclusive members lounge, and work-space—facing onto the outdoor pool where members mingle with fresh cocktails by day.

Composed of 26 hotel rooms, The Brant interprets the visual vocabulary of Nantucket with a design-forward sophistication and luxury finishes. Our variety of room types (including one- two- and three- bedroom suites) support personalized stays: A kitchenette is ideal for longer visits to The Brant, while guests may prefer a lofted ceiling or private porch. At The Brant, whatever accommodation a member has in mind to make their stay most comfortable is at their fingertips.

The Brant is currently offering a limited opportunity for Equity Ownership and Member privileges in the LLC that owns the real estate, as a "Member."

## *What Is Membership At The Brant?*

Members are a part of an LLC that owns the underlying real estate, with a guaranteed 45 days of lodging rights and unlimited access to amenities at the club. The Managing Entity maintains the financial health of The Brant, while Salt Hotels manages the daily operations. Reservations for Members will be conducted by draft in the third quarter for next year, determined by membership number. Members will be permitted to “sell-back” up to 30 unused room nights to the Club and receive proceeds from the rental, at the average daily net rental rate per bedroom during the calendar year. Any available rooms will be marketed by Salt Hotels to their targeted mailing list and through strategic marketing efforts from existing locations throughout the country, or other vehicles, such as American Express Fine Hotel & Resort program.

Membership to the Brant Point Club is limited to 58 members, inclusive of the Managing Partner entity. Each member is required to make a one-time ownership investment. Order of membership controls the priority of the reservations for the first three years. Membership also includes an annual dues payment, as outlined in the LLC Documents, and available upon request.

## *What Is Included In The Membership?*

- Access to 45 days of lodging, per calendar year, with a maximum of fourteen (14) consecutive nights, per stay. Salt Hotel is the resort operator, providing intimate personal service, unique character and community connection in a boutique hotel setting. Room types include studios, one-, two- and three- bedroom units.
- Reservations within the 45 days may be allocated to Members' guests but must be secured by individual members.
- Unlimited access to the amenity building, private member-only Club Room, pool and club services and amenities, outlined in Amenities section, including bikes, e-bikes, beach chairs and toys, washer/dryer, and the two club-owned Jeeps.
- Members may book additional rooms at a discounted rate of 50% off the posted hotel rate, following the draft. Or, a second room can be added to a Member's stay for 25% off the rate as well.
- If available, two (2) standard studio accommodations will be maintained for Members' use up to 48 hours before dates, upon which time the rooms will be released to the general public.
- Members receive a 25% discount at other Salt-owned hotel brands, Salt House Inn and Eben House in Provincetown, Hotel Greystone, Miami Beach, and The Aster, Los Angeles, CA.

## *How Do Members Make Reservations?*

- Members will participate in an annual draft to schedule their first priority lodging dates and units in the third quarter annually for the following year. Each member is allowed a maximum of fourteen consecutive days, per stay, with a total overall maximum of 45 days in a calendar year, for no additional charge. The draft will be based on the order of membership commitment in the first round, with a maximum of fourteen consecutive days, per turn. Every member has the right to book a maximum of 30 days of accommodation during the draft.
- Two-bedroom suites count double, per day booked. For example, if a two-bedroom suite is booked for seven consecutive days, 14 days are counted against the members' 45-day total, etc.
- Beyond the draft, the remaining 15 days may be booked by Members up to seven days in advance. Following the Member draft, Members are able to book additional rooms at a discount of 50% off of the posted hotel rate for the room. If available, two standard studio accommodations will be maintained for Members' use up to 48 hours before dates, upon which time the rooms will be released to the general public.
- Members may request accommodations by phone, email, or online hotel website via their personalized code. Reservations will be secured on a first-come, first-served basis. If booking for a weekend, a minimum stay of three nights is required from June 10th - September 13th. Members will be added to a waitlist for any unavailable dates and notified by 72 hours in advance if accommodations become available.
- Members are required to cancel 72 hours in advance, without penalty. Cancellation 72 hours in advance, will not count against the Member's maximum of 45 days per calendar year. If cancelled within the 72-hour period, the confirmed accommodation will count against the Member's available lodging use.
- Members are permitted to transfer the rights of their lodging accommodations to others, with the understanding that members' guests will be required to follow the rules and regulations per the LLC Agreement.
- The Managing Partner and Salt Hotels will be responsible to market and rent all available rooms when not being used by members.
- The Managing Partner is able to market the Club for a buy-out event rental, excluding the months of July and August, as long as the booking occurs at least one year in advance.

## *What Amenities Are Included With Membership?*

- Concierge Services are available to assist Members to create a unique experience and a comfortable home for the Members during the stay. The Concierge can provide access to some of the island's most popular spots and hidden gems. Members are able to avoid challenging logistics and utilize concierge services to arrange island excursions, restaurant reservations, spa days and more. Salt Hotels strives to provide honest, genuine, and thoughtful experiences for the Members, every stay.
- Housekeeping services available daily including bed service, towel refresh and tidy clean. More or less services can be provided based on the Members' privacy requests and comfort level.
- Stocked pantries to include Members' everyday essentials, fresh produce and favorite drinks can be coordinated prior to arrival to ensure a comfortable and relaxing stay.
- Members enjoy access to the amenities building, private Members-only Club Room, pool and fire pits. The Barn Amenity includes stocked bar and living room, daily offerings include coffee and breakfast, an array of snacks, fresh cocktails and wine and beer throughout the day. Upstairs in the The Barn, the private Members-only club room offers co-working and gathering space. Members needs are accounted for with pool loungers, umbrellas, tables, beach chairs, coolers and towels.
- Personal lockers are available for members to leave personal belongings between stays. Each member has access to one locker.
- Members have access to two club-owned Jeep Wranglers and E-bikes (reservations required).
- Members receive a 25% discount at other Salt-owned hotel brands, Salt House Inn and Eben House in Provincetown, Hotel Greystone, Miami Beach, and The Aster, Los Angeles, CA.

## *Can I Sell My Membership?*

Following complete sell-out of the 58 memberships at the Club, Members have the right to sell their membership. The Managing Partner has the right of first refusal to purchase the membership at original purchase price within the first two years of ownership. After two years, the Member has the right to sell the membership at market rate, with the Managing Partner given the right of first refusal, at market rate. Upon identifying a new member and establishing the price, the Manager will either approve the transaction or buy back the Membership at market value.

## *How Is The Brant Managed?*

An Advisory Board consisting of three (3) members selected by the Non-Promote Members and two (2) members selected by the Promote Member. (a) adopt a capital budget for the Club, (b) assess dues for the Club for any year if such dues increase from the previous year's dues by more than the increase in the Consumer Price Index, Northeast Region for the same period, or (c) make any Assessments on the Club members.

The Managers shall administer the memberships, apply penalties established in the Documents, keep accounts, draft and submit reports on all improvements and investments to the Club and perform all obligations outlined in the LLC Documents. The Managing Partner shall manage the memberships and Club according to the best interests of the members and in compliance with the LLC Documents.

Salt Hotels will manage the day-to-day operations of The Brant. The Brant will be professionally managed by Salt Hotels, led by David Bowd and Kevin O'Shea who bring 30+ years of experience in operations, management and design from world-renowned hospitality brands, such as Andres Balas Properties—the Standard brand and Mercer Hotel in New York and Chateau Marmont in Hollywood, as well as Ian Schrager brand—Morgans Hotel Group and Grammercy Park Hotel. Their growing portfolio of small, boutique-style hotels and inns prioritize guests with custom concierge services and amenities to offer a unique stay at every visit.

## *What Are Club Dues?*

\$5,000 per year, capped for the first 3 years of operations.

All Members shall pay the Club Dues established in the LLC Documents or those that the Managing Partner determines, including all additional charges, with the understanding that failure to meet these mandatory obligations shall be construed as breach of the LLC Documents and therefore the Membership rights of the defaulting Members shall be suspended. Members may not avoid paying Club Dues by not using or waiving the rights granted to them by the Membership. Costs and expenses incurred by the Club for the operation, management, ongoing maintenance, and adequate costs for reserves and capital expenditures for the Club shall be charged on an annual basis as Club Dues to the individual Members based upon the Annual Operating Budget for that particular year for all the Resorts, limited to the agreed upon rate as set out in the LLC Documents, during the first three years of operation.

The annual operating budget that shall be prepared every Calendar Year, includes the costs of operation, housekeeping, maintenance, concierge, telephone, guest services, bellboy, mail, Common Areas, security, cleaning and garbage disposal, front desk, as well as the reserve funds for replacement of furniture, fixtures, equipment and other infrastructure.