



A Premium Hillside Room at Anse-Chastanet in St. Lucia

ST. LUCIA UPDATE

A new travel agent incentive program, new flights, cultural tours and more.

WITH VISITORS ARRIVING at a record pace from the U.S., St. Lucia is looking to maintain momentum with new hotel offerings, unique cultural tours, a much-needed flight from Chicago and some deals that are sure to entice clients heading to the Caribbean this winter and beyond. Here are some of the leading developments.

New Cultural Tours

Barefoot Holidays, an on-island travel company in St. Lucia, recently announced the opening of its “Greenwood Terrace Heritage Experience,” a cultural attraction comprised of tropical gardens, a culinary facility and a mini-museum.

Barefoot Holidays offers two excursions to the attraction, each appealing to the special interests of travelers. “Flavors of St. Lucia [A Culinary Experience]” introduces visitors to the secrets of the island’s cooking under the personal guidance of a renowned master chef. Available to a limited number of participants per session, it lets guests create, smell and taste some of the island’s specialties. Guests receive a certificate, signed by the chef, after which they are welcomed to stroll the gardens and visit the museum. Cost is \$110 per person. Barefoot Holidays also offers private culinary excursions upon request.

A second excursion, the “Essence of

St. Lucia,” takes guests on a guided tour through the attraction’s gently sloping gardens and includes a visit to the museum. Artifacts throughout the grounds tell the varied history of the island. Guests can also enjoy a variety of fruits, island delicacies and juices, as well as taste the local rum. The cost is \$55 per person. Exclusive tours for families and groups are also available upon request.

Flight News

St. Lucia will welcome additional winter season flights as United Airlines launches non-stop service from Chicago on December 19. The weekly service departs

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DESTINATIONS

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O'Hare International Airport (ORD) for St. Lucia's Hewanorra International Airport (UVF) every Saturday through April 9, 2016. Using Boeing 737 aircraft with capacity ranging from 118 to 179 seats, flights will depart on Saturdays at 8:20 a.m., arriving at Hewanorra at 3:50 p.m.; return flights on Saturdays will depart St. Lucia at 3:48 p.m. and are slated to arrive in Chicago at 8:03 p.m.

United will also add flights from New Jersey's Newark Liberty International Airport (EWR) to Hewanorra departing Sundays at 9 a.m. and arriving at UVF at 2:45 p.m. The new service will begin on December 20 and run through May 1.

Hot Hotel Deals

The Landings St. Lucia's "Incredible Tropical Suntan" package represents up to 50 percent in savings. It includes accommodations in a luxury suite; daily breakfast at the Beach Club Restaurant; a guide to Pigeon Island National Park (available on Tuesdays and Thursdays); a guided hike to Monde Du Cap (available on Mondays, Wednesdays and Fridays); free stays for up to two children and complimentary butler service with an Ocean View or Beachfront Suite.

The "Incredible Tropical Suntan" offer is available for travel for the fall/winter season from now through April 30, 2016, and must be booked by December 15. Also, clients who book a minimum five-night stay that includes Christmas Day receive one day free. Book by December 15.

Anse Chastanet's "St. Lucia Getaway" fifth night free promotion has been extended to include December 25, 2015. Developed for travelers seeking a luxury retreat with added value, this special promotion provides first-class amenities and accommodations at St.



Lucia's award-winning hillside resort, all paired with stunning vistas of the iconic Pitons. For guests booking a minimum five-night stay, the "St. Lucia Getaway" promotion includes free accommodations in Hillside Deluxe or Premium rooms on the fifth night. The deal is good for travel between December 19 and 26.

There's still time for your clients to take advantage of Sandals' Air Credit specials. If they book a stay at Sandals Regency La Toc, Sandals Halcyon Beach or Sandals Grande St. Lucian (or other Sandals resort) by November 27, they'll qualify for a \$355 air credit on stays of six paid nights or longer or \$135 on stays of three to five nights.

For Meetings and Weddings
 Coconut Bay Beach Resort & Spa

recently announced that it now offers more than 15,000 square feet of flexible indoor and outdoor spaces for small business meetings and leisure group events. The 1,848-square-foot Eternity Beach Pavilion is a new choice for functions for up to 60 guests. The fully equipped private venue can be configured for outdoor meetings, team-building exercises, dining, cocktail parties, weddings and more, all in a spectacular setting overlooking the ocean.

La Luna offers a flexible, 528-square-foot configuration for private dining and small gatherings for up to 48 people. Coconut Bay's air-conditioned, indoor spaces comfortably accommodate groups of up to 60 in the 912-square-foot Wedding Center, 150 in the 1,722-square-foot Bougainvillea, while the resort's 3,026-square-foot Peter John's Lounge can be staged for a banquet-style gather-

ing for up to 300 guests.

Also, group bookings receive a range of added value, including a complimentary venue for a three-hour meeting or event, with a coffee break and use of a sound system, free rooms, in-room amenities and turndown service, private airport transfers, VIP check-in, \$500 in resort savings per room and more. Some restrictions apply.

Capture the flag at Coconut Bay's The Zone, the paintball course. It is made-to-order for team building along with the Lazy River Iron Man Race, Beach Olympics and guided scenic hikes. Leisure fun includes everything from Caribbean Rum Tastings, kayaking and stand-up paddle boarding to kite surfing, horseback and Segway rides. Agents looking to book a leisure or corporate group to Coconut Bay should contact Trish Korzeniowski (dos.cbayresort@gmail.com), director of sales.

Travel agents booking Coconut Bay will earn \$50 branded e-vouchers, free nights and more when they join "CBAYREWARD\$," the new travel agents rewards program that replaced the resort's "Sterling Agent Program." Enrolled agents receive their choice of a \$50 prepaid MasterCard, Amazon.com or iTunes e-vouchers for every booking of five nights or more in a Premium or higher room category. For every seven-night booking in an Oceanview room category or higher, agents also receive one free night toward a Coconut Bay all-inclusive getaway.

In addition, members will earn up to 15 percent commission on all direct bookings and can also pass along up to 55 percent savings to their clients.

—JOE PIKE

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