



# BUSINESS PLAN

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## Executive Summary

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Royal Palms of San Mateo, located in San Mateo/Orotina, Costa Rica is a business venture created to meet the rapidly growing market for mid- to high-end housing in the trading area of San Mateo/ Orotina, Costa Rica.

The total area of land involved is 64 hectares of which 12 hectares will be dedicated to the full development of a 150 luxury condominiums. The remaining land will be dedicated to creation of a combination of single dwelling homes and lots of various sizes and designs.

The main category of potential buyers has been identified as commuters, 2nd homeowners, investors and locals / expats that will have their work or enterprises in the surrounding area as well as starting companies that are anticipated to require corporate housing.

Condominiums are very sought after in Costa Rica because of security aspects, guarantee of a certain social level of the residents and their generally included amenities. A very attractive living concept is offered at Royal Palms of San Mateo, providing potential buyers with luxury apartments and ample amenities within vast green areas combined with single dwelling custom built homes or homes from inventory

# General Company Description

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## History

Royal Palms of San Mateo's commercial name, legally known as RPGSE of San Mateo SRL. The initial business plan of RPGSE of San Mateo SRL was to develop an eco-friendly agricultural community's project with 5,000 m<sup>2</sup> parcels for the construction of luxury homes for the middle-high social level environment as a second home and retirement.

To date the following improvements have taken place:

- 49 lots of 5.000m<sup>2</sup> each surveyed and registered
- New entry and road placement identified
- AyA (*Instituto Costarricense de Acueductos y Alcantarillados*) line installed and ready to be approved
- Extensive land shaping, clearing and cleaning
- Municipality of San Mateo has given its permission to start building houses (*issued October 01, 2015*).
- *SETENA (Secretaría Técnica Nacional Ambiental)* environmental approval. Include use of soil

During the market research the project's sales team discovered that the area of San Mateo / Orotina is designated to be the area of future large logistical and industrial development with 5 mega-projects of great importance for Costa Rica, including a new international airport.

The same study also indicated that throughout the area there are not many housing facilities to meet the demand of future employees, executives and entrepreneurs.

After consulting the local Municipalities the fact was established that there is a very large demand for multiple residential facilities in the area. Both high density and single dwelling homes.

Kevin McNamee, the President of RPGSE of San Mateo SRL, decided to take this opportunity to develop a condominium to cater customers in the emerging market, which is not only the better product for faster sales, but also provides higher profit. He ultimately contracted the architects and engineers firm Ramirez & Fernandez S.A. to create plans and drawings to reflect the best utilization of the land coupled with the strong instance of a low impact on the coexistence with nature.

## Goals and objectives

Royal Palms of San Mateo is dedicated to the creation of a gated community that will appeal to a wide range of customers within the social range mid-high class.

Specific measures to create the customer's interest are:

- Competitive pricing
- Quality product
- Investment's incentive
- Ample amenities
- Abundance of nature and wildlife
- Fully fenced property with entrance gate with 24/7 security
- Strategic location

The main marketing strategy will focus on the current and future development in the region west of Orotina, which will generate a large amount of jobs, including high-rank professionals and entrepreneurs.

## The Product

### Location

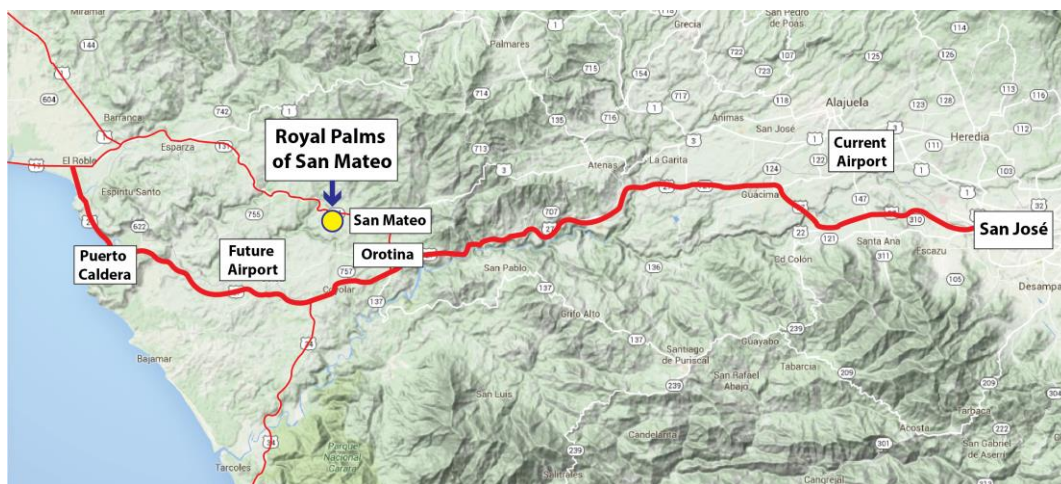
Royal Palms of San Mateo is located between San Mateo and Esparza, an area with beautiful green features, forests, ranches, sugar cane fields and very well-maintained properties. Besides being close to projected future commercial developments, such as the projected international airport, it is also conveniently close to the Pacific Ocean.

San Mateo (just 3km from the property) connects easily with different parts of the country:

- 1) Atenas-Alajuela through the old road through “Monte Aguacate”
- 2) San José through the new Freeway #27
- 3) Pacific Coast and further connection to the south and Panama through the new Freeway #27 and the modernized “Costanera”.
- 4) Esparza, connecting to the Pan-American Highway to Guanacaste and Nicaragua.

Local distances:

International Airport of San José	61 km
Pacific Coast	32 km
San Mateo	3 km
Orotina	5 km
Jaco	33 km
Puntarenas	60 km



## The Condominiums

Royal Palms of San Mateo's condominium site has a total area of 119,991 m<sup>2</sup> incorporating 15 two-floors buildings, each building consisting of 10 condo units providing homes for 150 families in total. The buildings will be spaciouly distributed with the preservation of trees and green areas that make up 85 % of the total area, and the development will have eco-friendly aspects of building, wastewater treatment and landscaping.

The apartments are classified in two groups:



Apartment-type	Area	Balcony/ Terrace	Amount
2-Bedrooms	118 m <sup>2</sup>	20 m <sup>2</sup>	60
3- Bedrooms	138 m <sup>2</sup>	20 m <sup>2</sup>	90
		Total	150

## Infrastructure

- Asphalted roads with pluvial water management
- Electricity lines: Aerial at the road side, subterranean for the rest of the area
- Municipal water lines
- 4 Water wells
- DSL lines (digital TV, internet, telephone)
- Landscaping
- Entrance gate with security booth
- Parking lots and sidewalks

## Amenities

- Swimming pool of 50m in length with facilities and club house
- Walking / bike trails
- Tennis court
- Ranchos with BBQ facilities
- Future commercial area at the property's entrance
- Ample green areas with fruit trees.

## Security features

- Entrance gate with 24/7 security staff
- Property fencing around the boundary of the entire property.

## Construction specifications

Construction Frame	Steel
Exterior walls	Durock® concrete boards with:
	Cement plaster coating
	Concrete sealer coating
	Elastomeric paint (2 coatings)
Separation walls	Double Durock® concrete boards with soundproofing layers
Interior walls	Gypson laminate with:
	Soundproofing Styrofoam
	Plaster coating
	Paint (2 coatings)
Floors	Concrete Panacor® containing 3 layers of soundproofing material
Roofs	Recycled Plastic Panels “Teja Imperial”
	1 layer of 2” Styrofoam insulation
	2 layers of Prodex® thermic insulation

## Seismological building specifications

According to the regulations of Código Sísmico de Costa Rica, issued by CFIA (Collegio Federado de Ingenieros y Arquitectos de Costa Rica).

## Condo interior features

General	110/220V electricity - fully grounded
	Outlets for digital TV, telephone and internet
	Central water boiler in each apartment
	Porcelain / regular ceramic floor tiling
	Plastered and painted wall finish
	In-house network for digital TV
	Terrace (1 <sup>st</sup> floor) or Balcony (2 <sup>nd</sup> floor)
	A/C prepared*
Kitchen	Fully furnished with granite counter tops
	220V outlets for stove, cooking range and dishwasher
	Ceiling fixture for fan with cabling for wall mounted control
	Integrated lighting
	Double stainless steel sink (ceramic sink optional)
Ceramic backsplash	
Bathrooms	Shower with ceramic tiling, up to the ceiling
	Large rain showerhead
	Toilet – double flush – soft close seat
	Cabinets and granite counter with lighted mirror
	Integrated lighting

Bedrooms	Walk-in closet (master bedroom)
	Integrated closet (additional bedrooms)
	Fixtures for ceiling fans with cabling for wall mounted controls
	Windows with integrated bug screens
Laundry Room	220V outlets for washing & drying
	Hot air exhaust for dryer
	Standard 220V eco-boiler installation
	Integrated storage
	Washing place with large sink
Living Area	Integrated lighting
	2 Fixtures for ceiling fans with cabling for wall mounted controls
	Outlet for digital TV / internet / telephone
	Windows with integrated bug screens
Entrance	Solid wooden door with a multiple deadbolt lock

- *Air conditioning is optional, however lines are installed for connection to the A/C-units.*

## Future Commercial Center

The 13,434-m<sup>2</sup> area in front of the public road will be dedicated to the construction of a small commercial center. This terrain is included as collateral but will be developed at a later date or sold to investors.

## Marketing Plan

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### Market Research

#### Demographics

More than 50% of the population of Costa Rica has always been located in the Central Valley with San José as the country's capital, surrounded by Heredia, Alajuela, Santa Ana and Cartago. These urban areas are considered to have the major concentration of residential real estate development in the classes from "socio-economic-popular" up to luxury homes. The price of urban living has been increasing significantly because of the decrease of available land in the Central Valley.

The price swings of raw land per square meter is rather capricious, varying from \$ 250 /m<sup>2</sup> up to \$ 5,000 /m<sup>2</sup> in some cases.

Further development in most areas of the Central Valley area has its obvious limitations:

- It is surrounded by mountains
- Available land for development is limited
- Land prices are too high
- General road infrastructure is obsolete and too costly to maintain
- Increased loss of green areas
- The current International Airport of San José has no possibilities for extension of its runway
- The general infrastructure as a result from constant expansion from original, simple designs has

made the traffic complicated and congested, and also resulted in low-class population to be geographically mixed with high-class population in often random ways.

It is safe to conclude that many areas of the Central Valley are saturated. That is why the Costa Rican government is promoting decentralization, furthermore because one of the county's high priorities is to expand its international position in advanced technology.

This plan is directed to the development in the area of Orotina, 5 kilometers southwest of San Mateo.

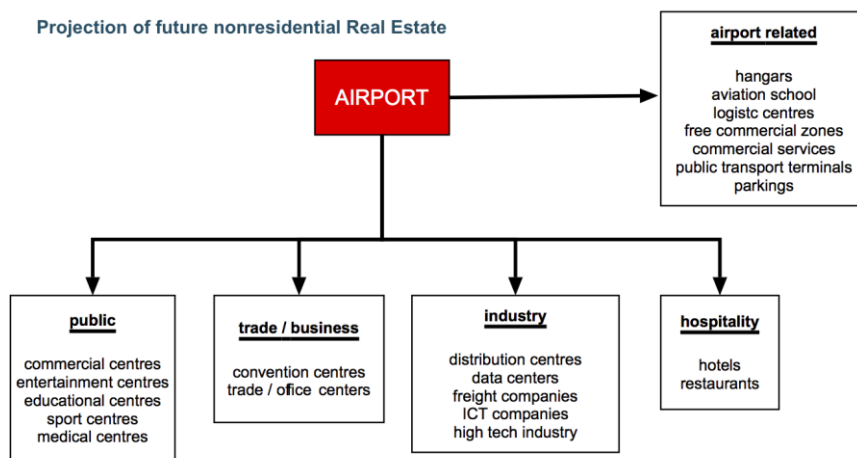
### Future demand for residential real estate in the region

One of the main infrastructural assets that are projected to be developed in the area west of Orotina is the new international airport near Cascajal, about 20 km from Royal Palms of San Mateo. The airport will be developed in three phases, starting in 2018, and have the first phase finished in 2020. When completed, it will have three runways making it the biggest hub in Central America with 38 passenger gates and 15 cargo gates, including an aviation school. It will receive the airport reference code 4F, which will allow handling of large airplanes such as the Airbus 380.

The new highway 27 will have increased traffic flow from basically a two-lane highway to an increased flow of 3 lanes in each direction. This is a very positive factor, since it will make the region a true satellite of San José.

The real estate demand in the area will skyrocket within a few years, simply because the airport and its spin-off will create thousands of jobs and challenges for entrepreneurs and government agencies.

Although the finalization of the airport will take place after Royal Palm's marketing campaign, there is already proof of new industrial developments taking place in the region:



	Location	Employees	Executive Staff
Data Center	Coyolar de Orotina	45.000	5.000
Industrial Park	La Ceiba de Orotina	12.000	3.000
Logistic Park	Orotina	25.000 +	1000+
Factory of steel fiber cables	La Ceiba de Orotina	1000+	100+

Sources: [El Financiero Costa Rica](#) / [Revista Summa](#) / [La Republica](#)  
 (See appendix 9.14 for more information)



## Competition

This project has been designed to complement the natural terrain with its mature vegetation, and puts substantial emphasis on building design and amenities. There is nothing comparable to be found in the area.

## Customers

Royal Palms of San Mateo's condominium site is considered to be a perfect place to live for people who have busy jobs. It features ample amenities and green areas that will be maintained by specially designated staff.

Main target groups (in order of importance):

1. High-rank employees / entrepreneurs working (or planning to work) in the area
2. Companies in the area (corporate housing)
3. Expats working (or planning to work) in the area
4. Local, North American and European Investors
5. Commuters from San José
6. 2<sup>nd</sup> homeowners from San José
7. Retirees from San José
8. 2<sup>nd</sup> homeowners from the U.S. and Canada
9. Retirees from the U.S. and Canada

## Promotion

### 4.2.1. Graphic and web-design support

To keep the marketing costs down, the sales & marketing team of Royal Palms of San Mateo will handle design issues independently with a minimum of required costs spent on 3<sup>rd</sup> parties.

#### a) In-house works:

- Photography and post processing
- Web design
- Design of brochures, flyers, posters and billboards
- Corporate logo design
- Corporate branding (letter templates, business cards, etc.)
- CAD design for the front gate logo
- Video promotion clip (optional)

#### b) Architect works (included in the construction budget):

- 3D Renderings of the condominiums, exterior & interior
- Maps, including landscaping
- Rendering material for video promotion

#### c) Works performed by 3<sup>rd</sup> parties:

- Search engine optimization (SEO) and additional writing of HTML code.
- Additional consultancy from designers if applicable.
- Additional marketing consultancy
- Voiceover for video promotion clip (optional)



## Advertising

All advertising, especially periodical, will be managed dynamically. Specific costs will be monitored against results on a monthly basis and advertising strategies will be adapted accordingly.

- **Billboards:**

- Large billboards (4x3 m, double sided) placed at strategic points: on site at the roadside of Royal Palms of San Mateo and at the roadsides / exits of the new highway (*Ruta 27*), connecting the area to San José
- Small billboards in the area to denote directions

- **Newspapers:**

- Daily small advertisement in: *La Nacion, El Financiero, CR Hoy.*
- Weekly large advertisement in the above-mentioned newspapers
- Press releases and newsletters in the Saturday editions of the above-mentioned newspapers

- **Magazines:**

- Periodic advertisement in: *Inmobilia, Perfil, Su Casa, Milenium PyMe, ¡Hola!*

- **Flyers:**

- Distributed at strategic locations in the area (*banks, municipality, medical centers, etc.*)

- **Marketing exchange program with a bank:**

- A bank will be appointed and advertised by Royal Palms of San Mateo. In exchange this bank will promote Royal Palms of San Mateo through its own marketing instruments. Candidates are *Scotia Bank and BAC | Credomatic*

- **Online-continuous:**

- Website with strong SEO features (domain names already in place)
- Google AdWords
- Facebook Ads

- **<sup>a</sup> Online-periodic (banners, newsletters and press releases):**

- Newspapers & Magazines:
  - <http://www.ticotimes.net>
  - <http://www.news.co.cr>
  - <http://www.crhoy.com>
  - <http://www.nacion.com>
  - <http://www.elfinancierocr.com>
  - <http://www.amcostarica.com>
- Specialized in business in Central America:
  - <http://centralamericadata.com>
  - <http://www.revistasumma.com>
- Specialized in advertising:
  - <http://costarica.inmobilia.com>
  - <http://www.encuentra24.com/costa-rica-es>
  - <http://costarica.craigslist.org>

• **Personal approach:**

- On-site sales office with a receptionist / sales assistant, posters & brochures
- Business-to-business promotion for corporate housing by addressing corporate executives of developing companies in the region personally

• **Incentives to encourage sales by showing physical proof of the product:**

- Prioritizing construction of the property’s entrance gate
- Prioritizing finalization of fully furnished & equipped model houses
- Prioritizing landscaping and pools

• **Incentives to encourage interested people to become buyers:**

- Giving clear updated indication in advertising and billboards of the amount of home-units already sold, within the later stage indications such as “Only 10 homes left”

## Pricing

Initial pricing of the condominium-units is as follows:

	Construction	Area (m <sup>2</sup> )	Price /m <sup>2</sup>	Price/ home-unit
2-bedrooms	2 floors buildings	138	\$ 1,630	\$ 225,000
3 bedrooms	2 floors buildings	158	\$ 1,614	\$ 255,000

Real estate prices in Costa Rica depend on: geographic location, proximity to important commercial points, primary road front, type of access, internal facilities and type of neighborhood and topography. The price setting of the condominiums in Royal Palms of San Mateo is based on the following criteria;

- 1) Competitive with condominiums in San José with limited amenities.
- 2) Vast green areas with pools, ranchos and tennis court that are only found in high-end resorts at the Pacific Coast.
- 3) Very peaceful and well-maintained neighborhood with abundance of nature.
- 4) Close to the very important new commercial developments in the region in the near future.

Direct comparison is not possible because of the unique features of Royal Palms of San Mateo and its location (with no competition), but a few examples are given:

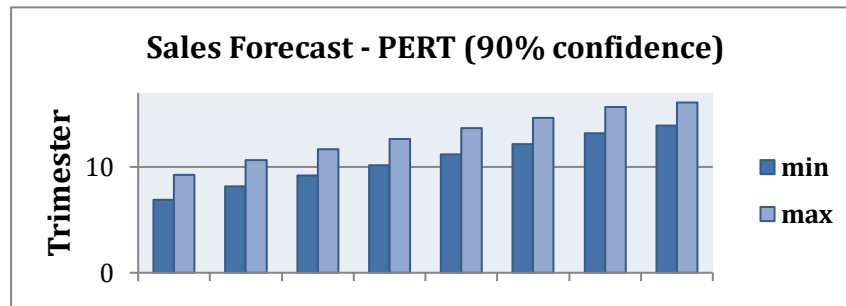
Name	Construction	Amenities	Area (m <sup>2</sup> )	Price /m <sup>2</sup>	Price /condo	Sold
ConCasa, San José área	8 floors buildings	Small pools, no nature	90	\$ 1,555 (resale)	\$ 140,000 (resale)	100% within 1 year after finalization
Bosque del Sol, Coyolar	Single homes on 348 m <sup>2</sup> lots	None	158	\$ 1,551	\$ 245,000	80% within 8 months after finalization
Nativa Resort, Tarcoles	2-6 floors buildings	Pools and nature	180-200	\$ 1,750 – 2,375 (resale)	\$ 315,000 – 475,000 (resale)	100% within 1 year after finalization

## Sales Forecast

The sales forecast is based on the different stages of the development of Royal Palms of San Mateo (see 5.4 development plan).

The first stage (1 year) is dedicated to the development of the entire infrastructure and amenities, and the second stage of (additional 2 years) will be dedicated to the construction of the home units.

Sales are predicted as follows:



	Time of turnkey (trimester)	Optimistic	Most Likely	Pessimistic	PERT Estimate	Standard Deviation	90% Confidence Interval
		Time of sale (trimester)	Time of sale (trimester)	Time of sale (trimester)			
Condo 1-20	6.0	6.0	8.0	10.3	8.05	0.72	1.18
Condo 21-40	7.0	7.0	9.5	11.5	9.42	0.75	1.23
Condo 41-60	8.0	8.0	10.5	12.5	10.42	0.75	1.23
Condo 61-80	9.0	9.0	11.5	13.5	11.42	0.75	1.23
Condo 81-100	10.0	10.0	12.5	14.5	12.42	0.75	1.23
Condo 101-120	11.0	11.0	13.5	15.5	13.42	0.75	1.23
Condo 121-140	12.0	12.0	14.5	16.5	14.42	0.75	1.23
All	13.0	13.0	15.0	17.0	15.00	0.67	1.10

The following estimates are presented:

- 1) Optimistic (13 trimesters): Sales start during the progress of the construction of the condos, and the entire project is sold when it the development is finished. Taking in account the high real estate demand in the area, the high quality of the 3D renderings we will present and the direct marketing efforts to attract companies for corporate housing, this scenario, although optimistic, is not impossible.
- 2) Most Likely (15 trimesters).
- 3) Pessimistic (17 trimesters): Sales will be low until the first 10 buildings have been constructed, and the entire project is sold one year after the development is finished. This scenario is only to be expected if there is no apparent pressure on potential buyers to “buy before it is all gone”, and if there is nothing to show for. However this is extremely unlikely, since model home-units will be displayed (fully furnished) as soon as the first building is finished with pools and landscaping already in place, expected in the 5<sup>th</sup> trimester.
- 4) Final estimate based on PERT (Program Evaluation and Review Technique), SD (Standard Deviation) including a 90% Confidence Interval (1.645), shown in the chart below.

## Marketing Costs

The marketing campaign is set to a total period of 3 years.

In the first year (where no buildings will be constructed yet), advertising costs will be kept limited to the sum of \$ 30,000. Most work will be dedicated to the creation of detailed 3D renderings, advertisements and the web site, launching press releases, business to business promotion and setting up road advertising.

In the second year, advertising will become a major factor in the campaign and the budget will be increased to \$ 4,000/ month (\$ 48,000 /year).

Advertising costs will be monitored against the specific results rendered by the applied media, and strategies will be changed accordingly.

Total projected marketing costs is set to \$ 287,500.

## Operational Plan

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### Legal Environment

#### Current permits and approvals:

- Environmental approval, issued by SETENA (*Secretaria Técnica Ambiental*)
- Construction permits issues by the municipality of San Mateo

Note: The Municipality of San Mateo welcomes the development of Royal Palms and offers full cooperation to speed up the process of approvals and permissions.

#### Permits and approvals for the condominiums to be transferred:

- Transfer of the previous environmental approval, issued by SETENA (*Secretaria Técnica Ambiental*) to new condominiums
- Approval of construction plans, issued by INVU (*Instituto Nacional de Vivienda y Urbanismo*)
- Approval of construction plans by CAI (*Colegio de Arquitectos e Ingenieros*)
- Reception of installed water line by AyA (*Instituto Costarricense de Acueductos y Alcantarillados*)
- Reception of installed electric line by ICE (*Instituto Nacional de Electricidad*)
- Permissions for the use of water wells at the property issued by Municipality of San Mateo

**Health workspace and environmental regulations:** According to CCCSS (*Caja Costarricense de Seguro Social*) and SETENA (*Secretaria Técnica Ambiental*).

**Insurance coverage:** According to INS (*Instituto Nacional de Seguros*).

### Personnel

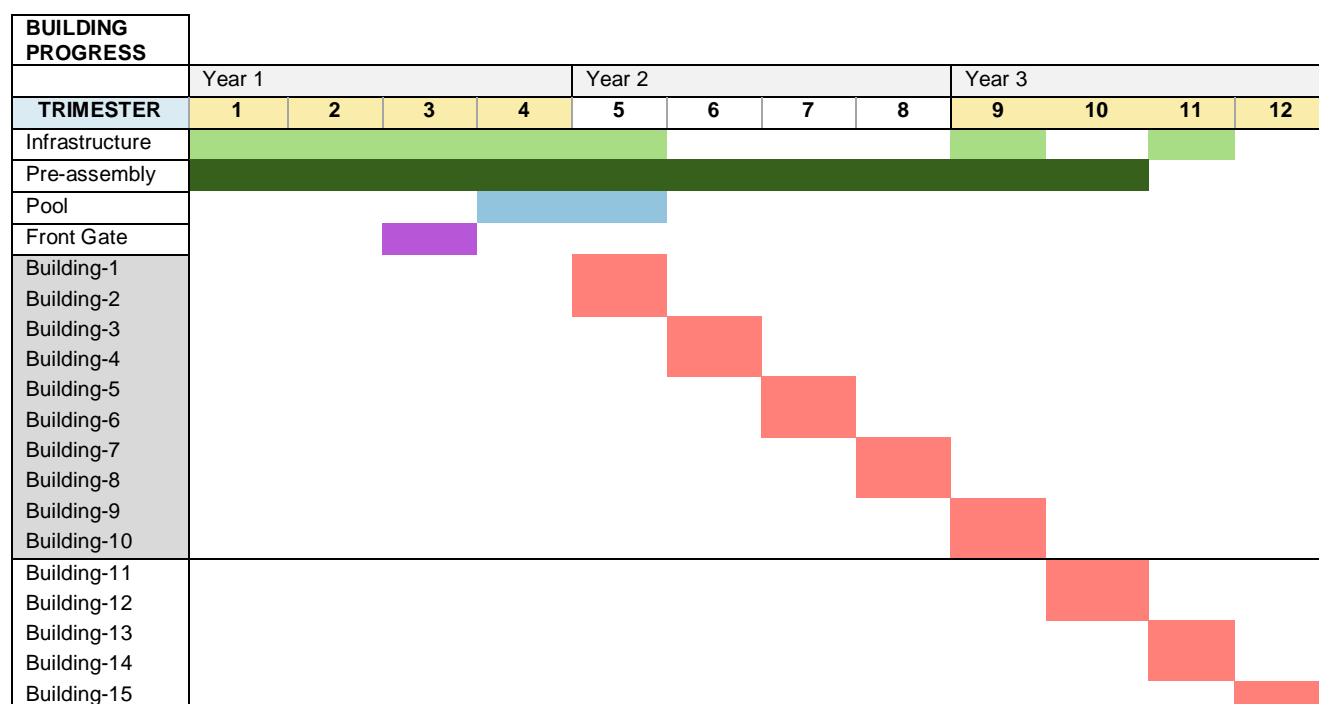
Professional	20
Skilled	11
Workers	36
Total	65

Pay structure: Monthly paid salaries, regulated by the Ministerio de Trabajo, Seguro Social and INS (*Instituto Nacional de Seguros*).

## Development Plan

The development of Royal Palms of San Mateo is structured in 2 stages:

- 1) Year 1: Initial infrastructure, permits, landscaping, basic amenities, pool area, entrance gate, purchase of building materials and components, pre-assembly of structural elements, etc.
- 2) Year 2-3: Construction of the condo-units.

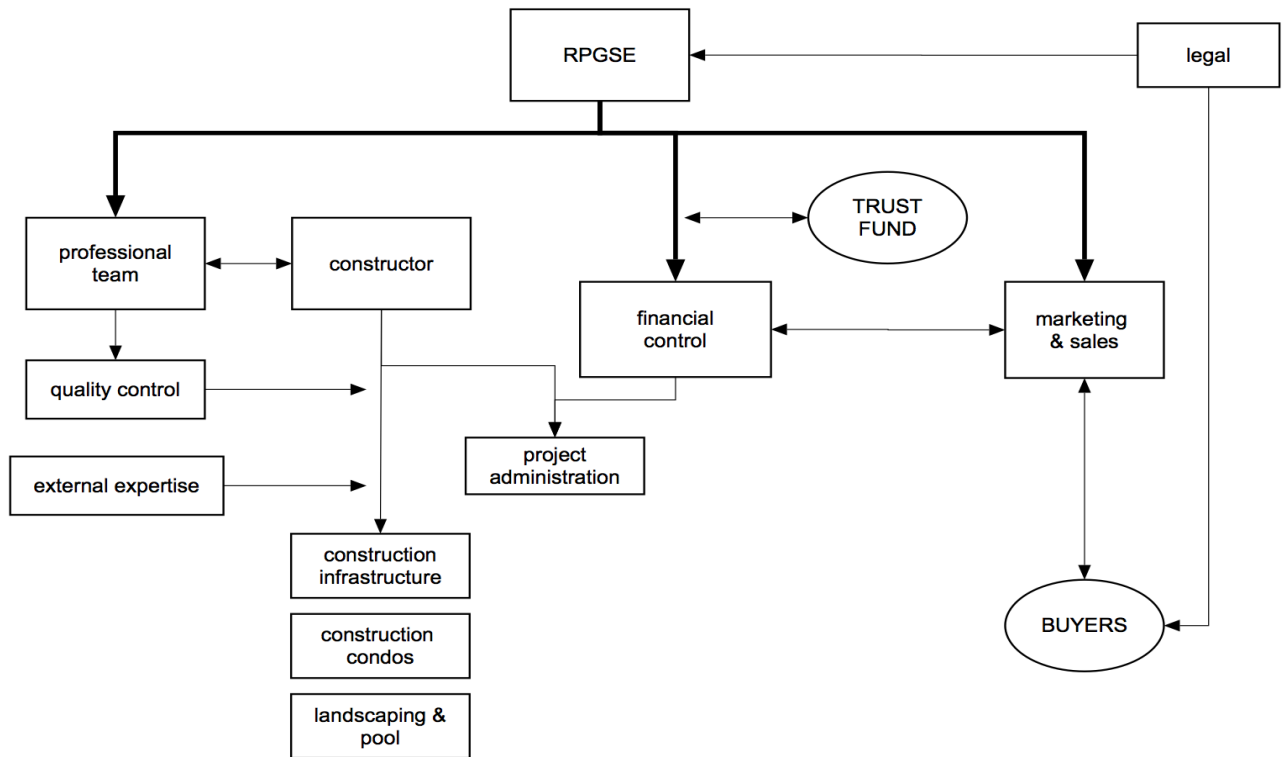


## Management and Organization

### Project Management:

(See appendix 9 for credentials)

Owner	<b>Kevin McNamee</b>
Architect (Principle Consultant Manager)	<b>Eddie Frenández Solis, Ramirez Fernández Arquitectos S.A.</b>
Architect (Principle Consultant Manager)	<b>Warner Ramirez Arce, Ramirez Fernández Arquitectos S.A.</b>
Architect (Planning Consultant)	<b>Miriam Corrales Alvarado</b>
Engineer (Electromechanical Consultant)	<b>Randall Martínez Saborío</b>
Architecture & Urbanism	<b>Mónica Arce Vargas</b>
CPA (Certified Public Administrator)	<b>Kevin Chavarria Obando, KCPA Costa Rica</b>
Sales Manager	<b>Lana Saveliecich</b>
Lawyer	<b>Oswaldo Araya Diaz</b>



## Project key advisors & consultants

Civil Engineer	<b>Warner Ramirez Arce</b> , <i>Ramirez Fernández Arquitectos S.A.</i>
Wastewater Engineer	<b>Warner Ramirez Arce</b> , <i>Ramirez Fernández Arquitectos S.A.</i>
Pool Engineer	<b>Sergio Cervantes</b>
Mechanical Construction Engineer	<b>Fernando Echeverria</b>
Landscape Architect	<b>Aquiles Fonseca</b>

## Contingency Plan

### Risk Analysis

*Note: The period where disasters can occur is only applicable for the loan period.*

		Maximum Risk
<b>Weather</b>	The only weather component in Costa Rica to be considered a risk is severe rainfall. Hurricanes and tornados don't occur. The development part of the property is horizontal, so erosion will be minimum. Pluvial water management is performed in its upmost diligence. In the case of erosion damage during construction of roads (which is only a period of 3-4 months), any damage will	Delay of 2-4 days, only during the development of the roads.

	be reflect in a short delay in development only and not to damage of goods.	
<b>Earthquakes</b>	The development part of the property is horizontal, so landslides will not occur (which is the major cause of damage in such an event). Construction of buildings is performed according to to the regulations of Código Sísmico de Costa Rica, issued by CFIA (Collegio Federado de Ingenieros y Arquitectos de Costa Rica).	Damage to equipment and partial elements of non-finished buildings.
<b>Diseases</b>	There are no statistics in the region of diseases that could incapacitate a considerable amount of key-professionals / workers at the same time.	0
<b>Human</b>	All persons who have a right/requirement to be on site are covered by a professional risk policy called Poliza de Riego Profesional. This is the basic requirement of the Costa Rica Labor Ministry. The policy covers workers, managers, and individuals working for various sub trades.	0
<b>Operational</b>	The only factors are delays in development due to late delivery of building materials. Delivery of materials will be scheduled to arrive in a timely manner and stored in secure storage facilities on site.	0
<b>Technical</b>	Technical failure of trucks, earth moving machinery and other construction tools is minimized by ensuring that all spare parts are available with in a short period of time within the region.	Delay of partial works 2-7 days.
<b>Procedural</b>	Monthly monitoring of the financial cash flow is performed by the company's internal accountant and by a CPA Certified public Accountant), and will minimize failures from accountability and the prevention of fraud. KCPA Costa Rica is the designated accounting firm who will pass approved invoices onto the Trust firm for recording and distribution.	0
<b>Project</b>	Going over the budget, delays in performing key tasks, delays due to experiencing quality issues will be minimized by means of a day-to-day monitoring of the work in progress and quality control. Weekly general meetings will be enforced to have the key persons report their due diligence, and actions will be taken accordingly.	Delay of 1-2 days.
<b>Political</b>	Not applicable	0
<b>Fire</b>	The project's site is currently equipped with a waterline from the public road to the end of the development area with valves at regular intervals (required by AyA in order to have received the permit). Security staff will guard the premises 24/7 to alarm the local fire department.	Possible damage of goods
<b>Theft</b>	The project's site will be fenced and guarded. At the beginning of the development a gate will be installed to prevent vehicles entering the property after working hours.	0

## Estimated Risks

Working with a local professional architect, employing well-established professional team with his long-term crew and with the support of the local municipality and various government agencies, we do not anticipate any extraordinary risk factors. Our team can deal with all possible events of disaster without serious consequences in the development schedule or budget.



# Financial Plan

## Infrastructure Costs

ID	INFRASTRUCTURE	UNIT	QUANTITY	COST/ UNIT	TOTAL
<b>1000</b>	<b>PRELIMINARY WORKS</b>				<b>\$65,000</b>
	Administrative office				\$2,000
	Maintenance workshop				\$13,000
	Storage for materials				\$3,000
	Project cleaning				\$5,000
	Perimeter enclosure				\$15,000
	Surveying				\$20,000
	Soil test				\$7,000
<b>2000</b>	<b>CONSTRUCTIVE WORKS</b>				<b>\$2,557,839</b>
<b>2001</b>	<b>Soil moving</b>				<b>\$86,508</b>
	Streets placement	m3	15270	\$2.50	\$38,175
	Hauling of material	m3	19333	\$2.50	\$48,333
<b>2002</b>	<b>PAVING OF INTERNAL ROADS</b>				<b>\$601,336</b>
	Conformation of road sub-surface	m2	6937	\$1.98	\$13,725
	Placement of sub base 25cm 95%PM	m3	1387	\$35.40	\$49,100
	Placement of road base	m3	1387	\$41.84	\$58,032
	Placement of base improvements 10cm	m3	694	\$72.00	\$49,968
	Pavement asphalt 5cm	m2	6937	\$25.75	\$178,628
	Conformation of sub-surface	m2	5000	\$1.98	\$9,893
	Placement of sub base 25cm 95%PM	m3	1000	\$35.40	\$35,400
	Placement of parking base	m3	1000	\$41.84	\$41,840
	Placement of base improvements 10cm	m3	500	\$72.00	\$36,000
	Parking pavement 5cm	m2	5000	\$25.75	\$128,750
<b>2003</b>	<b>PAVING OF EXTERNAL ROADS</b>				<b>\$53,709</b>
	Placement of sub base 25cm 95%PM	m3	339	\$35.40	\$12,002
	Placement of sub base 12cm 95%PM	m3	163	\$41.84	\$6,820
	Pavement asphalt 5cm	m2	1355	\$25.75	\$34,888
<b>2004</b>	<b>CIVIL WORKS ON INTERNAL ROADS</b>				<b>\$381,096</b>
	Construction of curbs and gutters	ml	1823	\$40.00	\$72,920
	Parking pavements -building	m2	1200	\$38.00	\$45,600
	Construction of base	ml	700	\$41.00	\$28,700
	Construction of sidewalks	m2	4292	\$35.00	\$150,220
	Construction of curbs	ml	2558	\$32.00	\$81,856
	Construction of disabled ramps	unit	20	\$90.00	\$1,800
<b>2005</b>	<b>CIVIL WORKS ON EXTERNAL ROADS</b>				<b>\$19,760</b>
	Construction of curbs and gutters	ml	200	\$40.00	\$8,000
	Construction of sidewalks	m2	300	\$38.00	\$11,400
	Construction of disabled ramps	unit	4	\$90.00	\$360
<b>2006</b>	<b>PLUVIAL SYSTEM</b>				<b>\$548,956</b>
	Concrete pipe 150mm x 1,25cm C-14	ml	1500	\$48.00	\$72,000
	Concrete pipe 300mm x 1,25cm C-14	ml	130	\$88.51	\$11,506
	Concrete pipe 400mm x 1,25cm C-14	ml	200	\$137.00	\$27,400
	Concrete pipe 500mm x 1,25cm C-15	ml	300	\$152.00	\$45,600
	Concrete pipe 600mm x 1,25cm C-16	ml	400	\$160.00	\$64,000
	Collection boxes	unit	24	\$158.28	\$3,799
	Collection boxes Ap. Building	unit	60	\$158.28	\$9,497
	Rain wells diam 1,2m	unit	18	\$2,703.49	\$48,663
	Gullies	unit	26	\$2,542.57	\$66,107
	Head unloader 500mm	unit	4	\$2,252.91	\$9,012
	Bridge	unit	1	\$79,142.12	\$79,142
	Retention lagoon	gbl	1	\$40,230.58	\$40,231

<b>2007</b>	<b>WASTEWATER SYSTEM</b>				<b>\$320,229</b>
	Tube PVC 200mm	ml	1000	\$62.76	\$62,760
	Wastewater wells diam 1,6m	unit	22	\$2,333.37	\$51,334
	Collection boxes	unit	22	\$316.57	\$6,965
	Siphon boxes	unit	24	\$290.19	\$6,965
	Planned 100mm	unit	24	\$297.71	\$7,145
	Treatment plant	gbl	1	\$185,060.66	\$185,061
<b>2008</b>	<b>DRINKING WATER SYSTEM</b>				<b>\$152,495</b>
	Tube PVC SDR17 100mm	ml	1800	\$51.51	\$92,725
	Shut valves 100mm	unit	6	\$19.79	\$119
	Planned polyethylene 13mm	unit	144	\$185.00	\$26,640
	Fire hydrants	unit	5	\$2,800.00	\$14,000
	House meter	unit	144	\$42.20	\$6,077
	Main meter	gbl	1	\$12,934.46	\$12,934
<b>2009</b>	<b>ELECTRICITY NET</b>				<b>\$393,750</b>
	Electricity net, telephone, cable	gbl	75	\$5,250.00	\$393,750

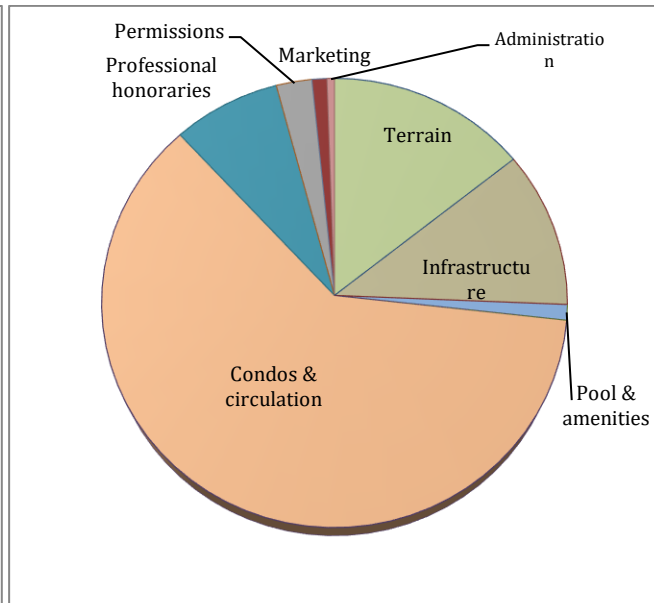
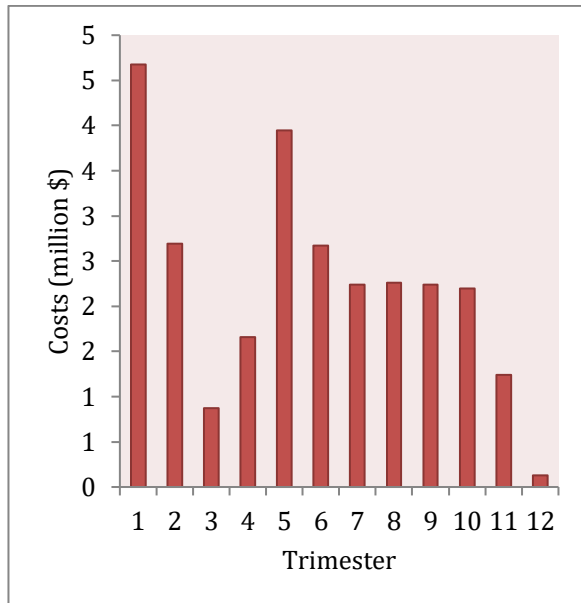
<b>3000</b>	<b>COMPLEMENTARY WORKS</b>				<b>\$402,403</b>
<b>3001</b>	<b>MAIN ENTRANCE AND WASTE DUMP</b>				<b>\$65,000</b>
	Global amount	gbl	1	\$65,000.00	\$65,000
<b>3002</b>	<b>PERIMETER WALL</b>				<b>\$60,000</b>
	Wall 2 mesh type cyclone	ml	1000	\$60.00	\$60,000
<b>3003</b>	<b>TENNIS COURT</b>				<b>\$24,240</b>
	Tennis court	m2	505	\$48.00	\$24,240
<b>3004</b>	<b>LANDSCAPING</b>				<b>\$110,663</b>
	Grass internal sidewalks	m2	1823	\$5.28	\$9,618
	Grass external sidewalks	m2	198	\$5.28	\$1,045
	Grass	m2	1	\$50,000.00	\$50,000
	Landscaping	gbl	1	\$50,000.00	\$50,000
<b>3005</b>	<b>ROAD SIGNALS</b>				<b>\$7,500</b>
	Global amount	gbl	1	\$7,500.00	\$7,500
<b>3006</b>	<b>SERVITUDE</b>				<b>\$135,000</b>
	Gravel road	gbl	1	\$50,000.00	\$50,000
	Electricity	gbl	1	\$65,000.00	\$65,000
	Access	gbl	1	\$20,000.00	\$20,000
	<b>TOTAL COSTS</b>				<b>\$3,025,242</b>

## Project costs

TRIMESTER	Year 1				Year 2			
	1	2	3	4	5	6	7	8
TERRAIN	100.0%							
	\$3,854,000							
DIRECT COSTS								
Infrastructure	10.0%			40.0%	40.0%			
	\$302,524			\$1,210,097	\$1,210,097			
Pool & amenities				70.0%	30.0%			
				\$210,000.00	\$90,000.00			
Condos		15.0%			15.0%	15.0%	12.5%	12.5%
		\$2,457,000			\$2,457,000	\$2,457,000	\$2,047,500	\$2,047,500
Circulation						30.0%		30.0%
						\$22,680.00		\$22,680.00

INDIRECT COSTS								
Professional honorariums	20.0%	10.0%	10.0%	10.0%	7.5%	7.5%	7.5%	7.5%
	\$415,398	\$207,699	\$207,699	\$207,699	\$155,774	\$155,774	\$155,774	\$155,774
SETENA	20.0%		80.0%					
	\$50,000		\$200,000					
CFIA			100.0%					
			\$39,562					
INS			100.0%					
			\$197,808					
Municipality			100.0%					
			\$197,808					
Marketing-Sales Advance	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000
Marketing-Designs / Web	\$17,500							
Marketing Advertising	\$12,000	\$6,000	\$6,000	\$6,000	\$12,000	\$12,000	\$12,000	\$12,000
Administration	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000
<b>TOTAL</b>	<b>\$4,675,423</b>	<b>\$2,694,699</b>	<b>\$872,881</b>	<b>\$1,657,797</b>	<b>\$3,948,872</b>	<b>\$2,671,455</b>	<b>\$2,239,274</b>	<b>\$2,261,955</b>

TRIMESTER	9	10	11	12	
TERRAIN					100.0%
					<b>\$3,854,000</b>
DIRECT COSTS					<b>\$19,780,841.61</b>
Infrastructure			10.0%		100.0%
			\$302,524		\$3,025,242
Pool & amenities					100.0%
					\$300,000.00
Condos	12.5%	12.5%	5.0%		100.0%
	\$2,047,500	\$2,047,500	\$819,000		\$16,380,000
Circulation		30.0%		10.0%	100.0%
		\$22,680.00		\$7,560.00	\$75,600.00
INDIRECT COSTS					<b>\$3,193,666.88</b>
Professional honorary	7.5%	4.5%	4.0%	4.0%	100.0%
	\$155,774	\$93,464	\$83,080	\$83,080	\$2,076,988
SETENA					100.0%
					\$250,000
CFIA					100.0%
					\$39,562
INS					100.0%
					\$197,808
Municipality					100.0%
					\$197,808
Marketing-Sales Advance	\$12,000	\$12,000	\$12,000	\$12,000	\$144,000
Marketing-Designs / Web					\$17,500
Marketing Advertising	\$12,000	\$12,000	\$12,000	\$12,000	\$126,000
					<b>total marketing</b>
					<b>\$287,500</b>
Administration	\$12,000	\$12,000	\$12,000	\$12,000	\$144,000
<b>TOTAL</b>	<b>\$2,239,274</b>	<b>\$2,199,645</b>	<b>\$1,240,604</b>	<b>\$126,640</b>	<b>Total Costs</b>
					<b>\$26,828,508</b>



## Projected balance sheet

PROJECT COSTS						\$26,828,508
DIRECT COSTS						\$19,780,842
Infrastructure						\$3,025,242
Pool & amenities						\$300,000
	units	m2/unit	cost/m2	cost/unit		
Condos (2-bedrooms)	60	138	\$728	\$100,464		\$6,027,840
Condos (3-bedrooms)	90	158	\$728	\$115,024		\$10,352,160
total home-units	150					\$16,380,000
Condos-circulation (buildings)	15			\$5,040		\$75,600
INDIRECT COSTS						\$3,193,667
				percentage		
Professional honorary				\$0		\$2,076,988
CFIA				\$0		\$39,562
INS				\$0		\$197,808
Municipality				\$0		\$197,808
SETENA						\$250,000
Marketing (3 years)						\$287,500
Administration (3years)						\$144,000
TERRAIN COSTS						\$3,854,000
<b>SALES</b>						<b>\$36,450,000</b>
	units	price/unit				
Condos (2-bedrooms)	60	\$225,000.00				\$13,500,000
Condos (3-bedrooms)	90	\$255,000.00				\$22,950,000
<b>BALANCE</b>						<b>\$9,621,492</b>
Sales commission	5.0%					-\$1,822,500
Reimbursement Marketing Advance						\$144,000
Reimbursement SETENA						\$250,000
<b>GROSS PROFIT</b>						<b>\$8,192,992</b>

**TO DEFINE:**

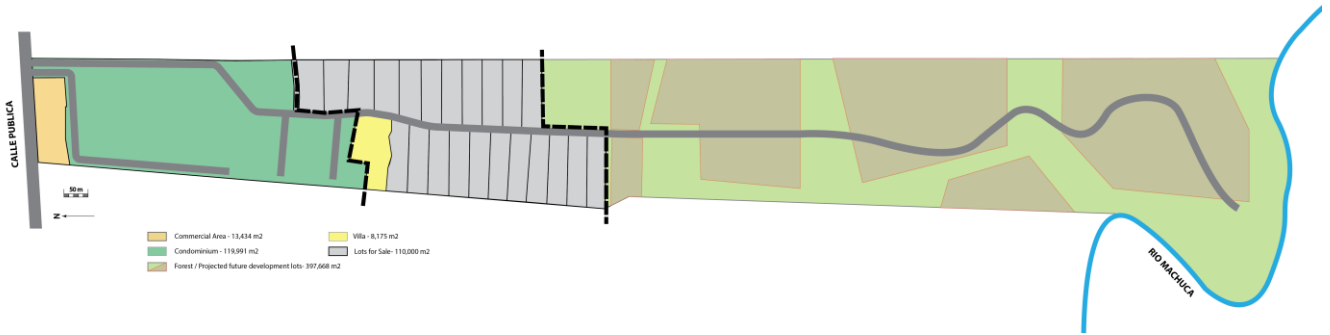
Trust Fund, opening fee  
 Trust Fund, monthly fee  
 Banking fees  
 Interest

**NET PROFIT**

**Available assets as collateral for a loan**

The available collateral is the total land and the project itself, increasing in value within the process of the development.

	Condominium Site
	Remaining Lots
	Villa
	Commercial Area
	Remaining Land



Total Sales Value	<b>\$36,450,000</b>
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Price / Building	<b>\$2,430,000</b>
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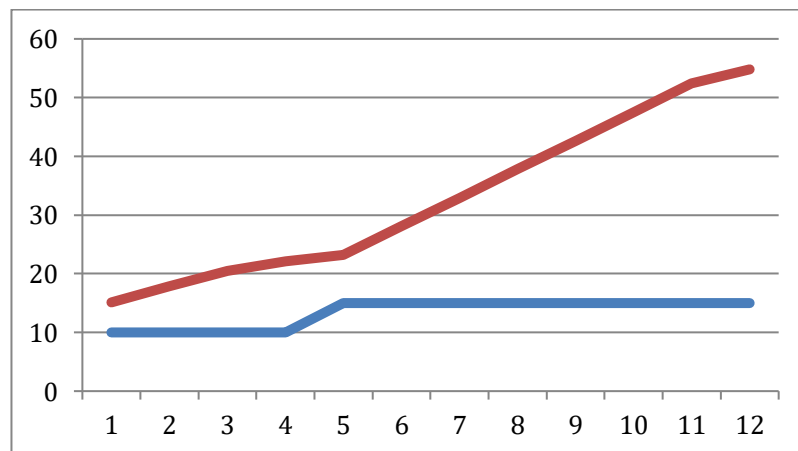
	TRIMESTER	INFRASTRUCTURE PHASE				
		0	YEAR 1			
			1	2	3	4
<b>CONDOMINIUM SITE</b>						
Area (m2)	110,991					
Price/ m2		30	30	30	35	35
Value Land		\$3,329,730	\$3,329,730	\$3,329,730	\$3,884,685	\$3,884,685
Added Works			\$821,423	\$3,516,122	\$4,389,004	\$6,046,800
<b>REMAING LOTS</b>						
Area (m2)	110,000					
Price/ m2		\$30	\$30	\$30	\$30	\$30
Value Land		\$3,300,000	\$3,300,000	\$3,300,000	\$3,300,000	\$3,300,000
<b>COMMERCIAL AREA</b>						
Area (m2)	13,434					
Price/ m2		\$100	\$100	\$100	\$100	\$100
Value Land		\$1,343,400	\$1,343,400	\$1,343,400	\$1,343,400	\$1,343,400
<b>VILLA with fish pond</b>						
Area (m2)	8,175					
Market Value		\$360,000	\$360,000	\$360,000	\$360,000	\$360,000
<b>REMAINING LAND</b>						
Area (m2)	397,668					
Price/ m2		\$15	\$15	\$15	\$18	\$18
Value Land		\$5,965,020	\$5,965,020	\$5,965,020	\$7,158,024	\$7,158,024

	<b>TOTAL</b>	<b>\$14,298,150</b>	<b>\$15,119,573</b>	<b>\$17,814,272</b>	<b>\$20,435,113</b>	<b>\$22,092,909</b>
Total Area (m2)	640,268					

TRIMESTER	BUILDING PHASE							
	YEAR 2				YEAR 3			
	5	6	7	8	9	10	11	12
<b>CONDOS</b>								
Built	2	4	6	8	10	12	14	15
Market Value	4,860,000	9,720,000	14,580,000	19,440,000	24,300,000	29,160,000	34,020,000	36,450,000
<b>REMAINING LOTS</b>								
Price/ m2	\$35	\$35	\$35	\$35	\$35	\$35	\$35	\$35
Value Land	\$3,850,000	\$3,850,000	\$3,850,000	\$3,850,000	\$3,850,000	\$3,850,000	\$3,850,000	\$3,850,000
<b>COMM. AREA</b>								
Price/ m2	\$165	\$165	\$165	\$165	\$165	\$165	\$165	\$165
Value Land	\$2,216,610	\$2,216,610	\$2,216,610	\$2,216,610	\$2,216,610	\$2,216,610	\$2,216,610	\$2,216,610
<b>VILLA</b>								
Market Value	\$360,000	\$360,000	\$360,000	\$360,000	\$360,000	\$360,000	\$360,000	\$360,000
<b>REMAINING LAND</b>								
Price/ m2	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30
Value Land	\$11,930,040	\$11,930,040	\$11,930,040	\$11,930,040	\$11,930,040	\$11,930,040	\$11,930,040	\$11,930,040
	<b>\$23,216,650</b>	<b>\$28,076,650</b>	<b>\$32,936,650</b>	<b>\$37,796,650</b>	<b>\$42,656,650</b>	<b>\$47,516,650</b>	<b>\$52,376,650</b>	<b>\$54,806,650</b>

Price setting of the land is based on the low end of the current market trends in the region, based on middle class neighborhoods at the moment, specified as follows:

Large lots (3000-5000 m <sup>2</sup> )	Basic infrastructure	\$ 30.00 – 35.00 /m <sup>2</sup>
Commercial lots	Basic infrastructure	\$ 100.00 – 200.00 /m <sup>2</sup>
Raw land (10,000 m <sup>2</sup> and up)	No infrastructure	\$ 15.00 – 18.00 /m <sup>2</sup>



## Permits

### Use of soil issued by Municipality of San Mateo



Oficio No. DI-SM/286-13

La Municipalidad de San Mateo, a ser las diez con diez minutos del 27 de Setiembre de 2013, otorga lo siguiente:

#### CERTIFICACION DE USO DE SUELO

El señor Oscar Arguello D, Cédula de Identidad No.2-0469-0508 Presentó solicitud de uso de suelo para:

#### “Lotificación de Parcelas Agrícolas”

En la propiedad que se indica a continuación:

Folio Real	Plano de Catastro N°	Distrito
2-214890-000	A-0586317-1985	1° San Mateo

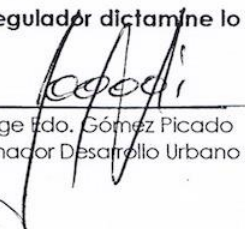
Dirección exacta: 550m al Oeste de la Iglesia de Higuito, Higuito de San Mateo.

Propietario Registral: **Bersus Sociedad Anónima**. Cédula Jurídica No. **3-101-057975**

De acuerdo a la inspección realizada al sitio y lo descrito en el plano catastrado, se clasifica como zona residencial, Agrícola y ganadera, por lo que lo solicitado es compatible con la zona, por lo tanto el uso solicitado resulta: **Permitido**.

**Nota:** No omito manifestar que para el efectivo ejercicio de la actividad, se deberá contar con los permisos y las valoraciones ambientales y sanitarias correspondientes, que garantice el cumplimiento de las regulaciones que rigen la materia, así como respetarse en todo los requisitos de retiro, alineamientos, y permisos de construcción correspondientes, **este certificado de uso de suelo no es un permiso** por lo que para el ejercicio de la actividad debe solicitarse tal licencia en el Departamento correspondiente.

**Salvo que un posible plan regulador dictamine lo contrario este documento tiene vigencia de un año.**

  
Ing. Jorge Edo. Gómez Picado  
Coordinador Desarrollo Urbano y Catastro



Recibido:  
Nombre: \_\_\_\_\_  
Fecha: \_\_\_\_\_ Hora: \_\_\_\_\_

Teléfonos: 2428-8367 Ext. 109

[munisanmateo.ing@hotmail.com](mailto:munisanmateo.ing@hotmail.com)



# Construction permit issued by Municipality of San Mateo



## PERMISO DE CONSTRUCCIÓN No. PC – 107-2015

La Municipalidad de San Mateo concede permiso, a Bersus S.A, cédula Identidad No. 3-101-057975, para (Construir, Ampliar, Reparar, Movimiento de tierra.)

**CLASE DE OBRA** (Galerón, Bodega, Oficinas, Tapias, Local Comercial, Salón de Reunión, Vivienda, Parqueos, Urbanización, Condominio, Otro, Movimiento de tierra)

Siempre y cuando se ajuste a todas las leyes y reglamentos vigentes, las indicaciones y lineamientos que al respecto manifieste la Municipalidad, de lo contrario el mismo será anulado.

**MATERIALES PREDOMINANTES:**

Pisos (Lujado, Mosaico, Terrazo, Madera, Cerámica, Otro,)  
Paredes (Block, Zócalo, Prefabricado, Madera, Fibrolit, Otro,)  
Techo (Hierro Galvanizado, Teja, Otro,)

**DATOS DE LA PROPIEDAD:**

Propietario Registral: **Bersus S.A** Cédula (Identidad, Jurídica): 3-101-057975  
Folio Real No. 2-214890-000 Plano Castrado No. A-0586317-1985

Dirección Exacta: 550m al Oeste de la Iglesia de Higuíto, Higuíto de San Mateo.

Distrito (1° San Mateo, 2° Desmonte, 3° Jesús María, 4° Labrador)

**ALINEAMIENTO:** Retiro mínimo de 2m para antejardín

En cumplimiento del art. 83 de la Ley de Construcciones, esta obra será supervisada por (el Ingeniero o Arquitecto): Arq. , A- quien será el profesional responsable de vigilar el desarrollo de la obra y el cumplimiento de la ley y reglamentos de construcción vigentes. Contrato CFIA No. OC-

En acato al artículo 252 del código de trabajo, se presenta la póliza de riesgos profesionales del Instituto Nacional de Seguros No. 8748187 Pago: 07/10/2014 Certificado CCSS: Consulta Morosidad

**COSTO DEL PERMISO:**

Área de construcción: <b>90m<sup>3</sup></b>	Número de Pisos: 1	
Costo Total estimado de la Obra:	¢ 2.000.000,00	Costo m <sup>2</sup> : ¢ 4.444,86
Impuesto de Construcción (1%):	¢ 20.000,00	
Multa (art. 90 Ley de Constr.):	¢ 20.000,00	

**MONTO TOTAL A PAGAR: ¢ 40.000,00**

**Notas Importantes:**

Es prohibido apilar materiales o tierra en la vía pública y mezclar a mano directamente sobre el pavimento. Este permiso debe permanecer en el sitio de la construcción y deberá presentarse cuando lo soliciten las autoridades encargadas de vigilar las obras. Este documento surte efecto al momento de su cancelación y caduca un año después de la fecha de otorgamiento.



Teléfonos: 2428-8367-Ext. 109

Arq. Ellenay Saris C  
Coordinador Desarrollo Urbano y Catastro

**SAN MATEO, 23 DE SETIEMBRE DE 2015**

Email: munisanmateo.ing@hotmail.com

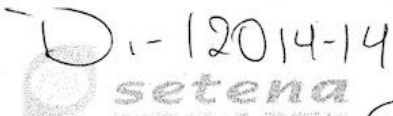
SELLO CANCELADO

No. de Recibo 69162



1000

Registration of SETENA permit (Secretaría Técnica Nacional Ambiental)



*[Handwritten signature]*

1. INFORMACIÓN GENERAL

Setena - Plataforma Servicios

1.1. Datos Generales

6 ENE 2014 PM 2:32

Información general de la actividad, obra o proyecto									
1 NOMBRE DE LA ACTIVIDAD, OBRA O PROYECTO		2 NOMBRE O RAZÓN SOCIAL DEL PROPIETARIO (PERSONA FÍSICA O JURÍDICA)			3 DOCUMENTO DE IDENTIDAD				
PARCELAS AGRÍCOLAS LAS CANDELLILLAS		RECREACIONES VISTA S.A. Y BERSUS S.A.			3-101-177500 Y 3-101-057975				
4 DOMICILIO SOCIAL O DIRECCIÓN EXACTA CALLE AVENIDA				5 NOMBRE O NÚMERO		OTRAS SEÑAS			
Vecina de San Mateo de Alajuela						Vecinos Atenas de Alajuela			
6 TELEFONO. N°		7 FAX N° (para recibir notificaciones)		8 APARTADO Y CÓDIGO OF. POSTAL		9 CORREO ELECTRÓNICO (cuando cuente con uno)			
8332-7732		2428-3670							
Sobre la localización administrativa y geográfica de la actividad, obra o proyecto									
10 PROVINCIA		11 CANTÓN		12 DISTRITO		13 OTRAS SEÑAS (N° Plano / coordenadas/N° finca folio real)/Dirección exacta.			
No. Nombre		No. Nombre		No. Nombre		A-586317-1983, Folio 309590 000 y 2148000, Coordenadas Lambert 211000-215000 475000-476000, hoja Cartográfica Barranca			
2 Alajuela		4 San Mateo		1 San Mateo					
Información y calidades del representante legal									
14 APELLIDOS Y NOMBRE REPRESENTANTE LEGAL				15 ESTADO CIVIL		16 PROFESIÓN / OFICIO			
Susana Victoria Waldron Sanchez				Soltera		Ingeniera Agrónoma			
17 DOMICILIO					18 DOCUMENTO Y NÚMERO DE IDENTIDAD				
Vecina de San Mateo de Alajuela					1-0566-0265				
19 TELEFONO N°		20 FAX N° (obligatorio)		21 APARTADO Y CÓDIGO OF. POSTAL		22 CORREO ELECTRÓNICO (cuando cuente con uno)			
8332-7732		2428-3670							
Información sobre la actividad, obra o proyecto									
23 NÚMERO CIU		24 Clasificación según IAP		25 Nombre del Consultor Ambiental responsable		26 Número de registro ante la SETENA		27 VIGENTE HASTA	
4520		B1		Catalina Vargas Quesada		CI- 049-2005		Por Resolución No.	
				Correo electrónico: Cava008@gmail.com		Número de teléfono: 8819-7766			
28 RESUMEN DEL PROYECTO (Adjuntar la ficha de descripción del proyecto que se encuentra en la guía de llenado, del anexo 2)									
1.2. Declaración Jurada									
<p>Los aquí firmantes, declaramos bajo fe de juramento, que toda la información suministrada y que consta en este formulario es verídica, y actual y es brindada de acuerdo al conocimiento técnico disponible. Lo anterior bajo las penas que la Ley establece para el delito de perjurio y falso testimonio y concientes de la siguiente Cláusula Responsabilidad Ambiental: "El consultor ambiental y el desarrollador que firmen el Documento 0 - 1 serán los responsables directos de la información técnica científica aportada en el mismo. En virtud de ello, la Secretaría Técnica Nacional Ambiental (SETENA), como autoridad ambiental del Estado costarricense, fiscalizará que el documento que se presente haya cumplido con los lineamientos técnicos establecidos mediante la guía de llenado y si estos se cumplen aceptará la información presentada como cierta verídica, a modo de declaración jurada. Sobre la base de los datos aportados la SETENA podría estar tomando decisiones referentes a la Viabilidad Ambiental de la actividad obra o proyecto planteado, de modo que en el caso de que se aportara información falsa o errónea, los firmantes no solo serán responsables por esta falta, sino también las consecuencias de decisión que a partir de esos datos haya incurrido la SETENA".</p>									
 Susana Victoria Waldron Sanchez			 Licda. Catalina Vargas Quesada			CI- 049-2005 N° De Consultor Ambiental			

## Credentials

### Ramirez & Fernandes S.A. – architect & building company



N° 2016-008639-E



EL SUSCRITO DIRECTOR EJECUTIVO

DEL COLEGIO FEDERADO DE INGENIEROS Y DE ARQUITECTOS DE COSTA RICA

CERTIFICA QUE:

**RAMIREZ FERNANDEZ ARQUITECTOS SOCIEDAD ANONIMA**

Actualmente se encuentra inscrita y habilitada para el ejercicio profesional ante el Registro de Empresas Constructoras y Consultoras del Colegio Federado de Ingenieros y de Arquitectos de Costa Rica, al cual se registró el 16 de marzo de 2010 como Constructora y Consultora, de acuerdo con la Ley y los Reglamentos vigentes. Según nuestros registros el número de cédula jurídica reportado es 3-101-564115. Se encuentra al día en sus obligaciones con este Colegio Federado hasta el: treinta y uno de diciembre del año dos mil dieciseis.-----

*De conformidad con la reforma del artículo N° 61 del Reglamento Interior General, aprobada por la Asamblea de Representantes N° 06-03/04-AER del 29 de junio de 2004 y publicado en el Diario Oficial La Gaceta N° 149 del día 30 de julio de 2004, las empresas inscritas en este Colegio Federado están habilitadas en las áreas de la construcción y la consultoría.-----*

**Registrada como: Empresa CONSTRUCTORA CONSULTORA**  
**Número de Registro: CC - 06426**

Granadilla, Curridabat, a los veinticuatro días del mes de mayo del año dos mil dieciseis. Nula sin la firma del Director Ejecutivo del CFIA. Los timbres y derechos arancelarios fueron debidamente cancelados. **Esta certificación tiene vigencia hasta el veintitrés de junio de dos mil dieciseis.** Se extiende a solicitud de: WARNER RAMIREZ ARCE.

ING. OLMAN VARGAS ZELEDON.

DEPARTAMENTO DE REGISTRO  
Hecho por: Sistema de Certificaciones Digitales CFIA

**Advertencia:** La información que ha sido brindada en esta certificación se da en atención a la solicitud realizada por el interesado, a quien se le advierte de que es el único responsable por el uso que le dé a esta.-----

Esta certificación constituye un documento público conforme lo establece el artículo N° 5 de la Ley 8454 - Ley de Certificados, Firmas Digitales y Documentos Electrónicos.-----

La información contenida en esta certificación, podrá ser verificada en la siguiente dirección electrónica: [<http://www.cfia.or.cr/certificaciones.htm>] o bien, en el QR adjunto dentro de los siguientes 30 días naturales, a partir de la fecha de emisión.-----

-----ÚLTIMA LINEA-----

**Construyendo Historia...**

Tel. (506) 2202-3900  
Fax: (506) 2202-3917  
Apdo. 2346-1000 C.R.  
[www.cfia.or.cr](http://www.cfia.or.cr)



## Professional licenses of the expert team



RAMÍREZ FERNÁNDEZ ARQUITECTOS S.A.

Ced. Jurídica No. 3-101-564115 - Reg. CFIA CC-06426

San Pablo, Heredia., Costa Rica

May 23rd, 2016.

### **M rs. Royal Palms Condo Of San M ateo**

#### **M atter: Expert Team**

Through this, we state that the following persons would make up the team of experts to carry out the project.

Detailed below.

#### **Experts**

Architect Warner Ramírez Arce (Principal consultant-manager)	A-17810
Architect Miriam Corrales Alvarado (Planning consultant)	A-10418
Engineer Randall Martínez Saborío (Electromechanical consultant)	IME-16485
Geologist Eduardo Arce Flores (Environmental consultant)	CI-019-2007
Mónica Arce Vargas	Architecture and Urbanism

#### Consulting and construction company

Architect Eddie Fernández Solís (Principal consultant-manager)	CC-06426
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This extends to the purposes and effects appropriate to the applicant.

#### **By Ramírez Fernández Arquitectos S.A**

#### **Architect Eddie Fernández Solís**

President of Ramírez Fernández Arquitectos.

San Pablo de Heredia, De la fábrica la Vigui 175 m Este. Villa Adobe Lote 262 apartamento 1.

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Residencial Villa Adobe, #262 Apartamento 1, San Pablo, Heredia

Tel: 22440988, Telfax: 2263-5356, E- Mail. rfarquitectos.cr@gmail.com

## Credentials of the sales & marketing manager

### CURRICULUM VITAE

Family name: SAVELIECICH YOKODEVHA  
First names: SVETLANA  
Date of birth: 31 de Julio, 1956  
Double Nationality: Costa Rican / Russian  
Education: University of popular Culture, URSS  
Artistic Direction and Entertainment



Experienced Real Estate specialist with 26 years on sales market.

Languages: Spanish, English, Russian

Membership of:

Camara Costarricense de Corredores de Bienes y Raices (CCCBR) - ID # 634  
International Real Estate Association FIABCI

#### **Working experience:**

6. "ROYAL PALMS OF SAN MATEO" – luxury Residential eco development - 2015 - until today  
Real Estate marketing & sales (freelancer)
5. Private vacational villages "MANITOU HOUSE", Puerto Viejo, Talamanca 2014- 2015  
Staff manager, reservations and management of small cafeteria, book keeping,  
on-line promotion and publicity (Airbnb, booking.com, and others), attention to clients
4. VIDA NUEVA Residencies & Marina, Province of Chiriquí, Panamá- 2009 – 2014  
General Manager and Legal Representative
3. CORPINDEURO S.A. – International Trade Company- 2004 – 2009  
President - Commercial Guide and Representative of clients in International  
Import-Export Matters
2. Red Real Tropical S.A. related to Real Estate and touristic activity - 1994 – 2009 -  
The owner
1. TRANSACCIONES INTERCONTINENTALES S.A. - Real Estate 1990 – 1994  
Director and Principal Realtor

#### **Participation in International events:**

1. Moscow Property Show, November 2002, representing Costa Rica and Panama for real Estate.
2. Seminary of FIABCI (international Real Estate organization) in Moscow, July 2003
3. Moscow Property Show, May 2004, representing Costa Rica and Panama for Real Estates.
4. Promotion of Russian & Latin-American business cooperation, Sankt-Petersburg, Russian Federation, February, 2006
5. Business promotion for Russian products, Bogota, Colombia, October 2005, March 2007.
6. Organization of purchasing of Russian fertilizes, Bogota, Colombia, May 2007





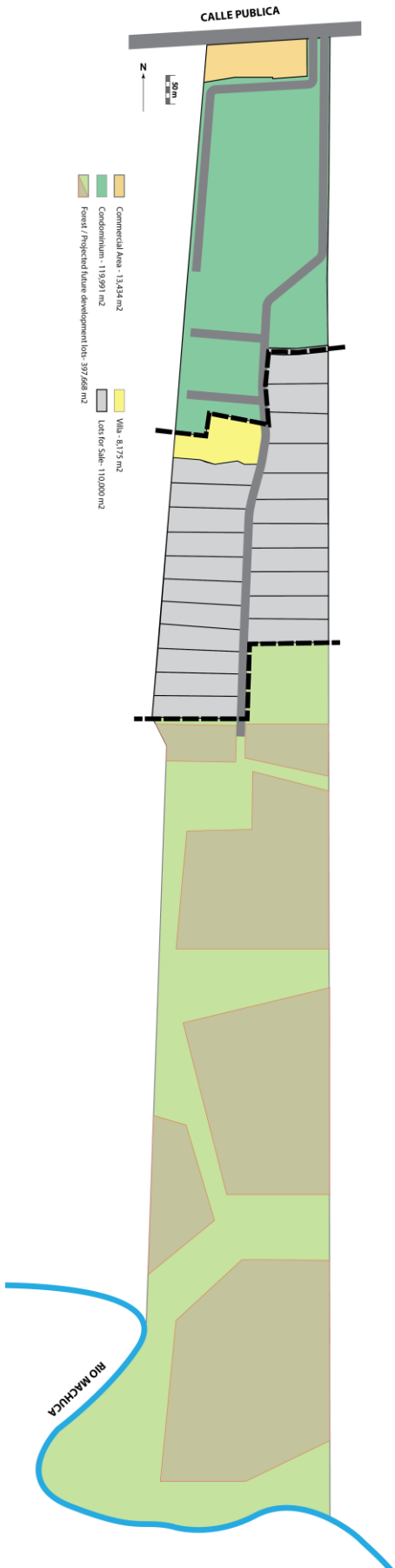


## Property maps

## Illustrative maps

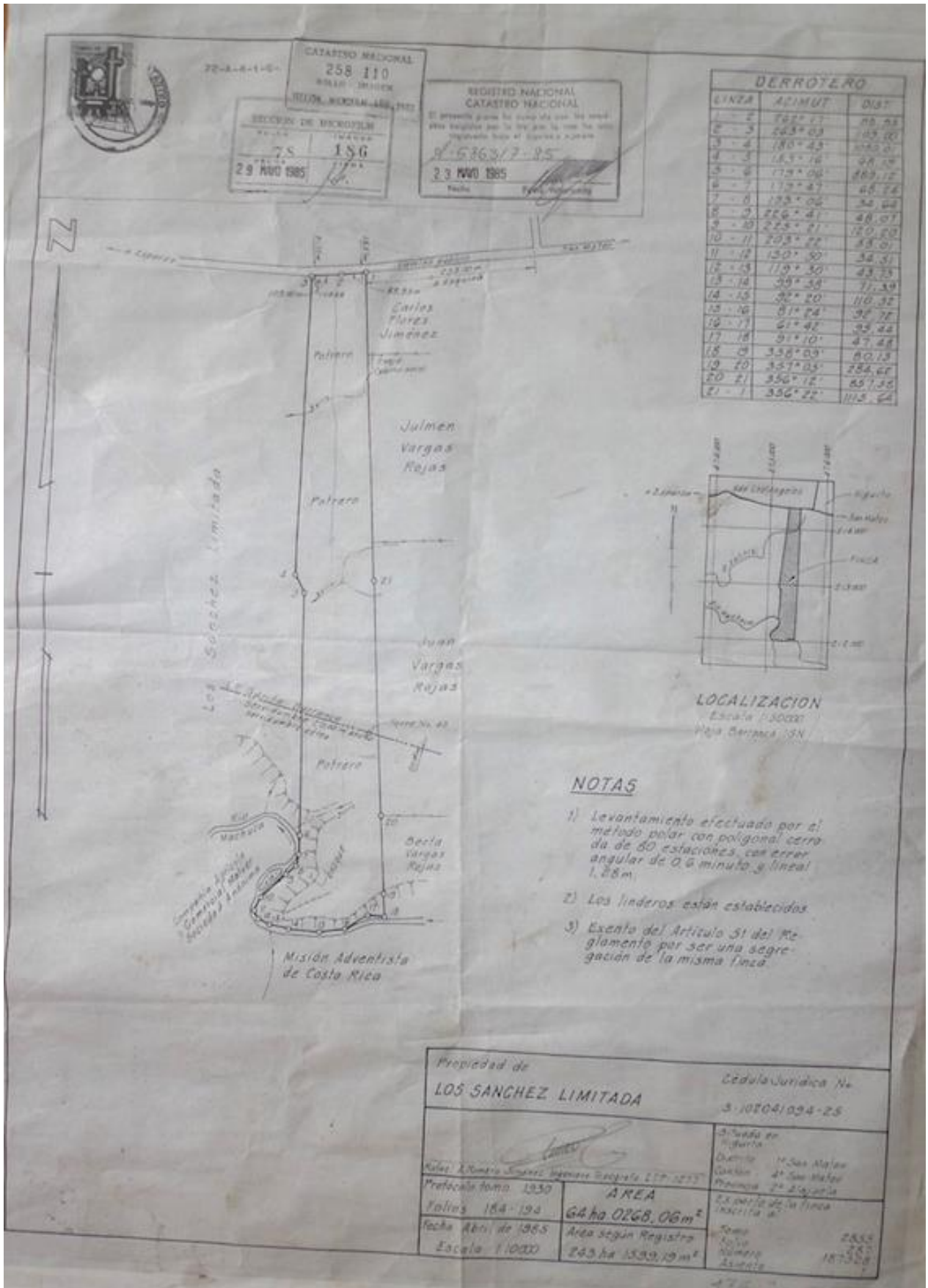








Cadastral map





### 3D pre-renderings of architectural designs





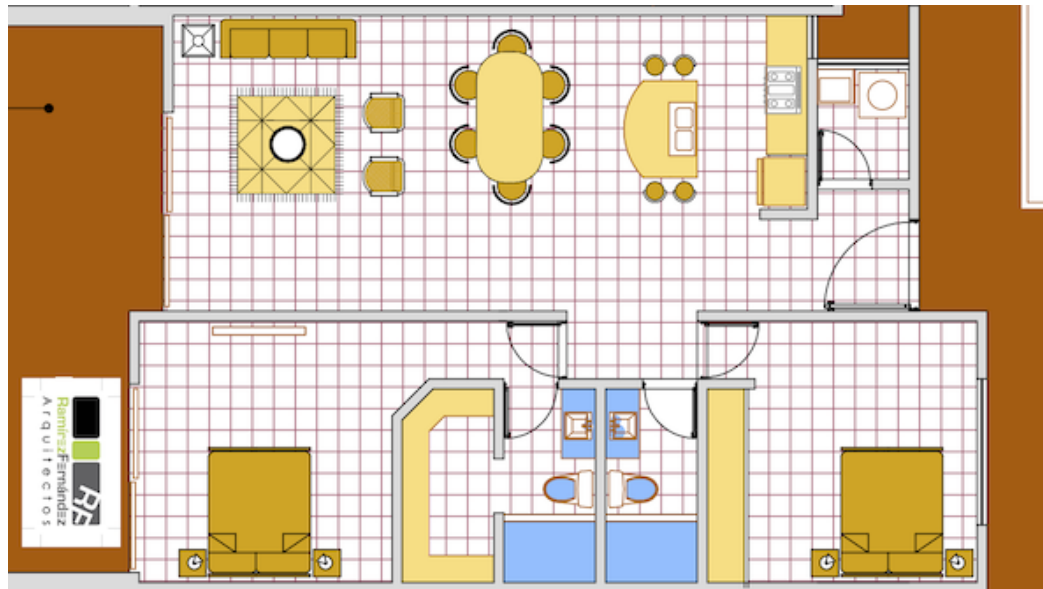


# Condominium floor plans

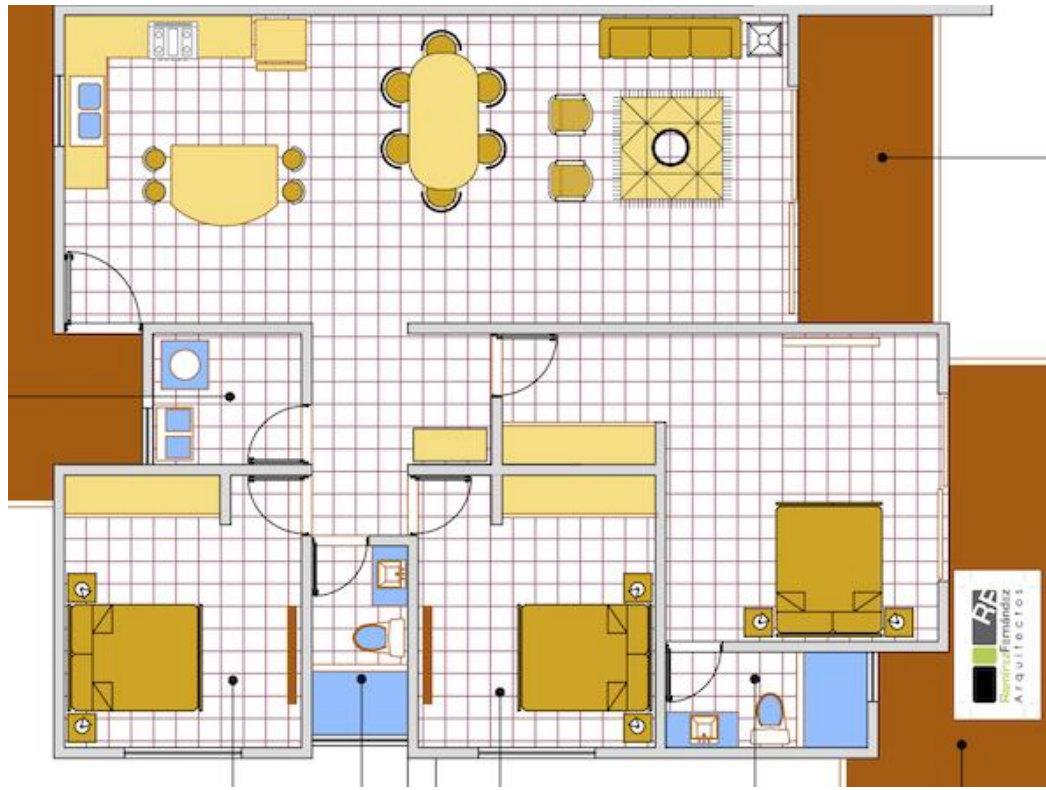


TYPICAL FLOOR PLAN

SCALA 1:100



2-bedrooms



3-bedrooms



## Photos of the property

### Condominium site







**Lots site**









Remaining land







**Installation of the water line**





Photos of San Mateo





## Industrial and commercial development in the region

### **OROTINA – CENTER OF FUTURE COMMERCIAL AND INDUSTRIAL DEVELOPMENT OF COSTA RICA**

Orotina is projected to be a liaison between the main logistics corridors as is Route 27 and the Costanera; also has proximity to the point of delivery and supply of goods, which is related to the growing Asian market, as is the Port of Caldera. Another feature is the wide availability of low-cost land, suitable for development and enormous potential to increase its infrastructure in the medium and long term through the reactivation of the railroad, the expansion of Route 27 and the future construction an international airport in the area.

Municipalities of Esparza, San Mateo and Orotina have joined in their progressive struggle for the future development, making progress on simplification issues in municipal procedures. With this effort reduction of 69% of the regular time for all procedures it was achieved. Among the improvements implemented is the creation of unique forms and brochures of simplified procedures. This advance allows the user to be clear about the requirements and the administrative process.

Within the general plan of development in the region several significant developments are planned, such as the following

#### **1. NEW DATA CENTER – Coyolar de Orotina**

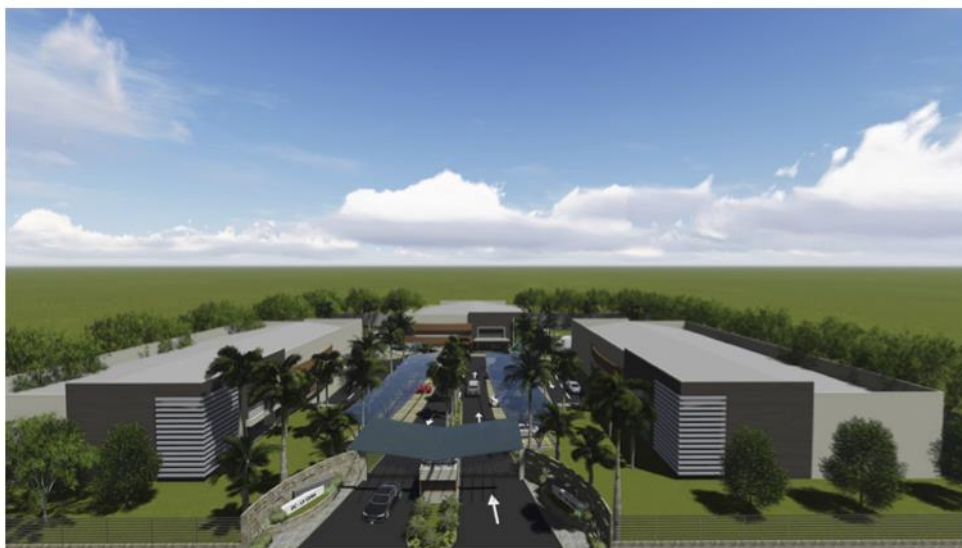
Costa Rica is the second country in Latin America -after surpassing even Brazil and Mexico markets in the number of certified data centers (14) by the Uptime Institute, the international entity established as authority on the subject.

Orotina was chosen to host Project Data Centers recommendation by the China Development Bank for the construction of a special economic zone (EEZ), with investment of \$ 200 million in total.

The high-tech complex would have 5 to 12 square kilometers and include financial services, transportation, communication and a fleet of solar power generation to house data centers of all kinds, starting with centers Disaster Recovery institutions and local businesses. The purpose of this project is to attract outside firms especially, including global giants in the industry.

Employing more than 25,000 regular employees and 5,000 executive staff it is expected.

The establishment of this technology center present high demand for skilled labor force and living facilities close to the project.





## **2 INDUSTRIAL PARK FOR THAN 20 COMPANIES – LA CEIBA DE OROTINA**

This new Industrial Park will be located 7 km from Puerto Caldera, and its facilities will be destined for industries, warehouses and free zones.

It is located in the town of Seiba, Route 27, and will be 204,000m<sup>2</sup> of total construction. This project plans to employ more than 12,000 workers and operators for production plants and 3,000 senior executives

## **3. LOGISTIC PARK – OROTINA**

Per: **Summa Magazine**

Financed by BID (International Development Bank) study shows that the canton of Orotina located in the Central Pacific of Costa Rica has the best resources to create a logistics park.

The logistics park will be designed to promote the development of community services, be a catalyst to encourage ongoing partnerships between local industries and regional universities and there is an opportunity for this plan to connect to the Logistical Corridor Pacific largest project which it is planned to pass through the Panama route to Mexico

## **4. PRODUCTION PLANT OF STEEL FIBER – LA CEIBA DE OROTINA**

Resource: Republica.net

A plant for manufacturing steel fiber Bekaert brand be installed in our country.

Orotina will be the host of the number one commercial market leaders processing and coating wires. This August 22 is planned the opening of new facilities.

The plant will manufacture fiber with the brand Dramix and will be located in Ciba of Orotina, 1 km from the route # 27.

