



**JANUARY 2011**

## **CABO RIVIERA FACT SHEET**

### **THE DEVELOPER**

- DESARROLLADORA LA RIBERA, S. DE R.L. DE C.V.

#### **GRUMAR S.A. de C.V.**

Grumar, under the ownership of the father/son team of Mariano Mariscal B., Chairman and Mariano Mariscal A., President and CEO has been successful in the development of over 8000 rooms in 52 hotels along the beaches of Mexico. They have also developed over 25,000 individual family home site lots, 2,000,000 square feet of retail space and 2,750 condominiums, 2 golf courses and 2 marinas. In 1971, Grumar under the leadership of Mariano Mariscal B. introduced the concept of resort timesharing in Mexico and now has over 35,000 memberships. Both father and son have a great talent for the conceptualization of resorts and extensive knowledge and experience in development and construction in Mexico. *(Additional construction experience and history of Grumar available by request)*

### **MAJOR INVESTORS**

**MARIANO MARISCAL B.** Chairman of the Board, Grumar S.A de C.V

**MARIANO MARISCAL A.** President and CEO, Grumar S.A. de C.V.

#### **GARY JACOBS**

President and Chairman of the Board (1976 to 2005) of The Laredo National Bank. Mr. Jacobs successfully established programs for tourist development financing, including programs for single-family mortgages, in Mexico. For GRUMAR's principals, he financed development of significant projects in Mexican resorts and in Los Cabos as early as 1974, well before electrical lines from La Paz reached Los Cabos, and before Los Cabos had a paved airport runway or golf course. Mr. Jacobs has worked in most areas of Mexico but has had a serious focus on the Cabo area since the first visit to the area in 1972. While a banker he negotiated a debt for equity swap to build the first modern full service marina in Mexico which is the existing marina in downtown Cabo San Lucas.



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**HANK SAMES**

President and CEO, Sames Auto Group (Laredo, Corpus Christi, and Austin, Texas). The Sames family has lived and worked in Laredo and Mexico since the 1800s. Theirs is oldest automobile agency in Texas, founded in 1910. Mr. Sames and Mr. Jacobs served together for more than 30 years on the Board of Directors of the Laredo National Bank and are now partners in other businesses.

**ARCHITECTS** *Cabo Riviera's developers have engaged the world's foremost planners, architects, and interior designers to create a sustainable destination with an unforgettably authentic sense of place.*

**ARCHITECT GUILLERMO HUME GAYOL**  
*MEXICO D.F.*

Has more than 60 hotel designs to his credit. He is the "dean" of resort development design in Mexico.

**EDSA, INC.**  
*FT LAUDERDALE, FL*

Established nearly 50 years ago by Edward Durell Stone, EDSA is known for creating innovative, sustainable places to live, work, and play on six continents. EDSA is recognized as one of the world's leading firms for planning, landscape, architectural, urban design, and graphic design. The talented partner in EDSA, Marco Larrea is responsible for the master planning of Cabo Riviera. [www.edsaplan.com](http://www.edsaplan.com)

**CH ARQUITECTOS**  
*MEXICO D.F.*

Architect Carlos Herrera Massieu has 40 year's professional experience, and a reputation for bringing the timeless elegance of ancient cultures to settings that are ideal for contemporary living. He has designed individual residences for celebrities, as well as commercial centers, golf clubs, theaters, and oceanfront communities.

**WIMBERLY ALLISON TONG & GOONA, INC**  
*(WATG)*  
*NEW PORT BEACH CA*

Over the last 60 years WATG has worked in 157 countries and territories across six continents as a leading design consultant for the hospitality, leisure and entertainment industries. Many of their projects have become international landmarks, renowned not only for their design and sense of place, but also for their bottom -line success.



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**GOLF COURSE DESIGNER** The legendary Pete Dye signature Cabo Riviera 18-hole links course will deliver a challenging but very satisfying experience for golfers at all levels. Voted by Business Week and Golf Digest as one of the premier golf course architects of all time, nine of Dye's designs are on Golf Digest's list of America's 100 Greatest Courses. Oceanfront and marina Harbour fairways add to the unforgettable golf experience offered by Cabo Riviera.  
[www.dyedesigns.com](http://www.dyedesigns.com)

**ENGINEERING** *Every aspect of the Cabo Riviera Community has been carefully planned and executed to the highest standards of quality, sustainability, and responsibility to the magnificent natural environment that surrounds it.*

**ING. ROBERTO BUSTAMANTE A.** A private consultant for maritime and coastal projects, is perhaps Mexico's most respected expert in this field. He is president of the Mexican Association of Port, Maritime and Coastal Engineering, as well as president of the Mexican Society of Ocean and Coastal Engineering.

**ING. TOMAS NIEMBRO** Tomas is currently the on-site engineer for Cabo Riviera as well as the president of several companies including: "Grupo Infraestructura del Norte, S.A. de C.V." and "Grupo Infraestructura Técnica, S.A. de C.V." Some of his projects include Puerto Salina Marina and several marinas for the Mexican government.

**CONSULTORIA TECNICA, S.C.** A company involved throughout Mexico producing studies and projects with advisers and consultants in the fields of engineering, architecture, biology, economics and in areas of specialty engineering relating to maritime, ports, fisheries biology, aquaculture and environmental impact. Consultoría Técnica has had direct involvement in the following projects:

- La Comisión Nacional Coordinadora de Puertos (CNCP)
- La Dirección General de Obras Marítimas (DGOM)
- El Fondo Nacional de Fomento al Turismo (FONATUR)
- El Fondo Nacional para los Desarrollos Portuarios (FONDEPORT)
- La Coordinación General de Puertos y Marina Mercante.
- Servicios Marítimos Especiales de Coatzacoalcos, S. A. de C. V.
- Servicios Marítimos de Cabo, S. A. de C. V.
- Club de Yates Palmira, S. A. de C. V.
- Desarrollo Turístico Cabo Real
- Fideicomiso Cabo del Sol
- Turística Cancún, S. A. de C. V
- Marinas y Muelles, S. A. de C. V
- Marina Fundadores, S. A. de C.V
- Puertos Mexicanos



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**GRUPO INFRAESTRUCTURA S.A DE C.V** Specializes in the construction, management and supervision of sea ports; urban infrastructure and the construction of projects.

**ADDITIONAL CONSULTANTS TO CABO RIVIERA:**

- GEOBAJA INGENIERIA, S.A. DE C.V
- AMBIENTAT CONSULTORES
- GRUPO PENTANO, S.A. DE C.V.
- ING. IGNACIO LOPEZ ARREOLA
- IXTAPALINA CONSTRUCCIONES, S.A DE C.V
- HIDROPROJECT, ING. VICENTE AGUILAR & ING. JULIO AGUILAR
- ARTIFEX
- HIGUERA INGENIERIA
- ING. DOMINGO RUBI
- GDT AMBIENTAL

**STUDIES AND RESEARCH**

- **Secretaria de Comunicaciones y Transportes, Coordinación General de Puertos y Marina Mercante** (*Secretariat of Communications and Transportation, General Coordination of Ports and Merchant Marine*) Includes 37 pages & 5 plans
- **Coordinación General de Puertos y Marina Mercante** (*General Coordination of Ports and Merchant Marine*) Includes 34 pages
- **Estudio de Oleaje y Análisis de Corrientes y Transporte Litoral Antes y Después de La Construcción de las Escolleras de La Marina de la Ribera, BCS** (*Study of swells and Analysis of Currents and Transportation Littoral Before and After the Construction of Sea Walls of the Marina Located in La Ribera, BCS*) Includes 21 pages
- **Levantamiento Batimétrico del sitio Denominado La Ribera en BCS** (*Bathymetric Site Survey of La Ribera, BCS*) Includes 45 pages and 1 plan
- **Segundo Levantamiento Batimétrico de la Ribera en BCS** (*Second Bathymetric Site Survey of La Ribera, BCS*) Includes 101 pages and 1 plan
- **Estudio de Mecánica de Suelos para la Construcción de un Edificio de 3 Niveles Sitio La Ribera Municipio de Los Cabos, BCS** (*Study of Soil Mechanics for the construction of a 3 Level Building in La Ribera, municipality of Los Cabos, BCS*) Includes 101 pages and 1 plan



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## PERMITS & CONCESSIONS

- **Dirección de Planeación Urbana, Infraestructura y Ecología Gobierno BCS**

Dictamen Técnico Favorable de Uso de Suelo Habitacional, Oficio No. 0526 (*State Land Use Permit*)

Dictamen Técnico de uso de suelo del Estado, Oficio No. 0804 (*State Land Use Permit*)

Dictamen Técnico de Lotificación, Oficio No. 045 (*State Land Use Permit for Subdivision*)

Factibilidad del Plan Maestro de Uso de Suelo del Desarrollo, Oficio No. 062 (*Master Plan Feasibility*)

- **Secretaria General Municipal H. IX Ayuntamiento de Los Cabos B.C.S.**

Solicitud de D.T.I (Desarrollo Turístico Integral) Certificación acuerdo cabildo, 543-IX-2008 (*Cabo San Lucas Cabildo - Authorization of Project*)

Planos Plan Maestro (Plano General, 1era Etapa, 2da Etapa y 3era Etapa) (*Master Plan Published in the Diario Oficial*)

- **Secretaria General Municipal H.X. Ayuntamiento de Los Cabos BCS**

Factibilidad de Construcción de un muro de contención, DMPC/01/174/08 (*Feasibility of Construction of Flood Protection*)

Visto Bueno en Materia Ambiental, Inspección Técnica DE-IT-VB-05/18/12/09 CSL (*Review of Ecology Permit*)

Autorización de Uso de suelo DTI's (Desarrollo Turísticos Integral) del Desarrollo Oficio No. US/133/PU/2009, No. De Folio S/F (*Municipal Land Use Permit*)

Autorización del Plan Maestro de Usos de Suelos del Desarrollo Oficio ST/028/PU/2009 (*Master Plan Authorization*)



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▪ **Dirección General de Impacto y Riesgo Ambiental (SEMARNAT)**

Manifestación de Impacto Ambiental, SGPA/DGIRA/DG/1560/07 (*Ecology Department Subdivision Review*)

Manifestación de Impacto Ambiental, SGPA/DGIRA/DG/1473/08 (*Ecology Department Marina Review*)

Manifestación de Impacto Ambiental, BCS.02.01.1A.525/08 (*Ecology Department Flood Protection Review*)

▪ **Secretaria de Comunicaciones y Transportes**

Titulo de Concesión Marina, 1.12.07 (*Federal Marina Concession*)

Autorización para la construcción de la Marina, 5044 (*Marina Construction Permit*)

▪ **Organismo Operador Municipal Sistema de Agua Potable, Alcantarillado y Saneamiento Los Cabos B.C.S.**

Factibilidad del Agua, D.G. 010-01/09 (*Water Availability*)

Derechos de Conexión, OPEO/CSO-573-11/07 (*Water Rights of Connection*)

• **CONAGUA Comisión Nacional del Agua**

Factibilidad para la protección de Terrenos sobre los Márgenes de los Arroyos Santiago y Pocitos, Oficio BOO.00R02.07.1-06.641/5177 (*Feasibility Study Flood Protection Plan*)

▪ **Comisión Federal de Electricidad**

Factibilidad de Electricidad, Oficio No. DA02D-OPL-2280/2007 (*Federal Electric Feasibility*)

**TITLE INSURANCE** (*Existing Policy*)

- **Stewart Title Guaranty de México, S.A. de C.V.**  
Policy number: O-7741-1355.



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**MASTER PLAN AND LAND** Cabo Riviera owns and is developing 920.22 acres with approximately 2 miles of beach frontage. Master Plan is included in this package.  
*( Master Plan subject to minor changes)*

Including:

- a) 4 Hotels & Condominium Sites
- b) 18 Hole Pete Dye Signature Golf Course
- c) A full service Marina, with approximately 285 slips
- d) Approx. 350 Marina Harbour Island lots
- e) Approx. 43 private Beach Front lots with yacht mooring
- f) Approx. 35 Residential lots on Golf Course
- g) An Artist Plaza Village with condominiums serving the Marina
- h) Dry dock boat storage

## **RESORT COMPLETION**

- The Cabo Riviera Marina and Golf Course development will be completed in phases with phase one due for delivery on/before March 2012.