

1 FRANK CONNELLY: Hey, everybody. Welcome to
2 you pre-tour webinar. My name is Frank Connelly. I
3 think we've got a couple more people that are -- yep,
4 here they come. I can see on my dashboard some people
5 are right now logging on. Those of you that have been
6 waiting, thanks for waiting. Those of you who just
7 got here, welcome.

8 Let me tell you a little bit, before we get
9 started, what this pre-tour webinar is supposed to be.
10 It sounds relatively self-explanatory, but it's
11 actually formatted in such a way that you can get out
12 some of your initial questions and I'm sort of
13 introducing you through this presentation to, one,
14 what our development is about so you can set your
15 expectation of what you're going to see and, two, a
16 little bit about the format of the -- of the tour
17 itself so you can better prepare yourself when you're
18 packing and obviously give you some food for thought

1 on the flight down, which I'm sure all of you are
2 pretty excited to get down there.

3 I was just down the week before last and the
4 weather was absolutely delightful despite the weather
5 to the north of us and, honestly, that's quite common.
6 If you look at the spaghetti maps, as they're now
7 called, of storms, they tend to kick north well before
8 they ever reach the Caribbean to the west of Cuba. So
9 Belize has been graced with not having too many
10 hurricanes. Tropical storms once in a while. But
11 it's going to be beautiful. I look forward to you
12 guys getting down there.

13 And what I'll do is I'm going to go through
14 the presentation right now. What I'd invite you guys
15 to do, whether during the presentation or at the end
16 of my presentation is if you have any questions, go
17 ahead and type those in to the chat box and that will
18 allow you to dialogue. And you can see there's a
19 little -- a little icon.

20 It looks like a little -- you know, from the
21 cartoons, the little text box thought bubble. I mean,
22 I have an IT guy here, so he gives me those. There
23 are some things my knowledge base is vacant and that's
24 one of them. That's a thought bubble. So if you have
25 a thought and you see the bubble, go ahead and click

1 on that and type on in whatever your question may be.
2 It will go into the queue. And then when I'm finished
3 with the presentation, I open it up to you guys and as
4 short or as little -- as short or as much time as you
5 want to take, that's what I'm here for.

6 So the question portion is probably of more
7 importance than anything that I'm going to tell you.
8 So like I said, if during my presentation you feel
9 like you want to just type in a question while it's
10 live in your mind, go ahead and do that. It's not
11 going to distract me in the bit. But I won't answer
12 any of those until I'm finished with the presentation.

13 So let's get started. The other thing you
14 should know is that because we're on Go To Meeting
15 platform, if you have -- I think we have you all
16 muted. Is that right?

17 (No audible response.)

18 FRANK CONNELLY: Okay. So everyone is
19 muted. So I'm the only one with the ability -- that
20 you can hear me. Otherwise, if you unmute or if
21 you're unmuted, then we can hear the background noise
22 and everything else like that. So if you're trying to
23 communicate with me through your speaker, you got to
24 communicate through the text box.

25 Okay, let's get started. All right. First

1 of all, let me, you know, introduce you to The Reserve
2 and what is The Reserve. That's usually the first
3 question on everybody's mind. And it's this 14,000-
4 acre development, wildlife preserve, kind of
5 encompassed into one. Absolutely beautiful piece of
6 property that stretches from the Maya Mountains all
7 the way down to the Caribbean, including our own
8 island, which is about 12 miles offshore toward the
9 barrier reef.

10 And because of a lot of resilient design
11 that we've built into the development, we've managed
12 to create a place where the wildlife reserve is front
13 and center. It encompasses over 10,000 of the 14,000
14 acres. Special development areas that are allowed to
15 be developed are mainly single-family homes, by and
16 large, with a small area within the marina village
17 that allows for us to have mixed use.

18 But what that does is -- because single-
19 family home developments are of lesser impact than
20 even like tourism development, it allows us to have
21 this big, beautiful piece of property. Just to give
22 you a sense of the scale, 14,000 acres is about the
23 size of the island of Manhattan. So imagine in the
24 island of Manhattan, only one-third of the entire
25 island was developed, and even within that development

1 footprint, we take into account a lot of
2 sustainability and conservation metrics, and I'll
3 explain a lot of those to you here in the next few
4 minutes.

5 But, by and large, the thing that most ask
6 about is, you know, is there really a reserve and how
7 do I make sure that's being protected or is it just
8 like any other developer that says, well, I'm going to
9 set this aside and I'm going to call it green space
10 until I decide to develop it at some point later? The
11 beauty of this development -- and I'm going to tell
12 you a little bit of how I arrived into this
13 development just as a point of context.

14 The thing that made it so unique for me and
15 I think should be unique for you as well, is that the
16 developer and the wildlife component are two separate
17 entities. And I had only seen this in a couple other
18 places in the world and I always thought it was such a
19 neat way of bridging that gap between conservation and
20 development, where the conservation is the Sittee
21 River Wildlife Reserve and that is actually a Chapter
22 250 in the Belize Code, which is a nonprofit or
23 charitable land trust. And it has its own mission.

24 And that mission -- you're going to meet a
25 great guy by the name of David Hilmy -- he's somebody

1 I sourced and he's got a great story of his own; he's
2 also an owner down there -- who's our conservation
3 manager, who has a degree -- well, several degrees,
4 but it is -- the degree of interest is in wildlife
5 ecology. And he's our conservation manager. So he
6 reads from one playbook, which is the Reserve bylaws
7 and charter, which says that, you know, we have to
8 uphold the conservation of nature and we have to
9 protect, we have to study, and he's just -- you're
10 going to find him to be an amazing resource, one of my
11 favorite people and probably one of the best equipped
12 people to defend that side of things.

13 And then -- and then as a subset of that,
14 you -- obviously, you have the developer that has to
15 meet certain guidelines, strict guidelines -- and I'm
16 going to get to those in a few minutes -- about how
17 and -- how we're allowed by the government of Belize
18 and the Department of Environment, Health and
19 Ministries, that allows us to develop within that
20 wildlife reserve to a certain standard that makes it
21 so that the impacts of development don't affect the
22 other entity, which is the wildlife reserve.

23 So I hope that makes sense. But there are
24 two separate entities there. And as you -- as we
25 develop out this master plan, you have the assurance

1 and you have the confidence in knowing that you're
2 buying into a master plan community where it has been,
3 for all time forward, etched in stone, that runs with
4 the land legally, a set-aside of a conservation area
5 that shall never be touched, that shall never be
6 developed and, honestly, the development company
7 wouldn't even have the right to develop it. It
8 doesn't even belong to them. So that's an exciting
9 component.

10 And for anybody who's really, you know,
11 interested in destination value, you see this
12 beautiful picture that I'm showing you right here,
13 that's what we're all coming for. That's why you go
14 down to Belize. You want to see these sites. And
15 we've been to many, many different places in the
16 world, all of us probably, and we've seen places where
17 you go back -- you go there once and you go back five
18 or ten years later and you go, wow, this place is a
19 shadow of what it used to be, it's too bad it's been
20 degraded.

21 And we see that the world over, where
22 tourism development particularly and destination
23 development in particular, they take a place, they
24 find it pristine, they lay waste to it, and they say,
25 well, this place is sort of worn out, better go find a

1 new destination.

2 This is a development where, in my
3 experience in looking at how other developments have
4 been done around the world, it's got the
5 sustainability in the true sense that the destination
6 value is being preserved and, honestly, that's the
7 value that goes not just for now but a legacy to all
8 generations into the future. And you're talking to a
9 dad of a ten year old boy who has some of his fondest
10 memories when he was five years old were right here on
11 this property, and it only gets better for him every
12 year.

13 That's me right there in the middle back in
14 the quiet days of 2012 when I was hired on as a
15 consultant. I had my own company called Ecological
16 Fox, which was a consultancy company. We did most of
17 our work in Asia, in South Asia, India, Cambodia,
18 Vietnam, Philippines, just to give you some idea of
19 our area. We did a lot of work with the United
20 Nations Global Compact, UNEP, USAID. I had a lot of
21 different contracts. And, mostly, most of my
22 contracts had to deal with energy, water, and
23 workforce development -- sustainable workforce
24 development in developing markets.

25 So I was actually brought on as a consultant

1 on a couple different projects there on the property.
2 The guy that's right there to my right, who's holding
3 up the range finder there, is Kendis Kelly, and these
4 are important components I'm about to tell you. He's
5 a young man that works in the engineering department,
6 comes to us right across the river from the property
7 in the village of Sittee River.

8 For somebody like Kendis, who had a degree
9 in engineering, being able to go home at night with
10 his family was like a pipe dream. Usually these young
11 men and women have very few opportunities --
12 employment opportunities particularly in their chosen
13 field unless they were willing to literally move
14 hundreds of miles away, if not into other countries.

15 The gentleman with his back to us there is
16 the incomparable Erwin Contreras, who is the young
17 engineer who was then trained later by Mark Mahaney,
18 who's a registered landscape architect of high status
19 out of Hawaii, who trained Erwin up to be a our chief
20 engineer.

21 And I think important to our organization --
22 and these are the type of things that you may not
23 think about right now when you're looking at a piece
24 of land -- is both of these individuals are still in
25 that office. This is 2012 when this shot was taken.

1 I was just a -- you know, young on the project as
2 well. And I'm so proud of both of those guys and the
3 entire department that we've created, so much so that
4 the Government of Belize Building Authority has said
5 our engineering department is actually more competent
6 than the engineering department of the national
7 engineering -- national engineers. And I'm really
8 proud of these guys.

9 But I think that says something about us as
10 an organization, that these guys have the opportunity
11 to be here. Erwin has just moved in with his entire
12 family on property, on site, works there full-time.
13 And these guys are going to be the faces that you know
14 and that you come to know and trust in the future.
15 Because in those days, we had maybe 20 people that
16 worked for the entire organization, and from that time
17 until now, we have over 130 of a workforce of which
18 there is no background workforce. We had to train
19 everybody literally from the ground up. And -- and
20 that was actually -- to me, that was what made this
21 project so unique and so compelling.

22 That's me in the white shirt there in the
23 center, and to my right with the sunglasses and
24 Hawaiian hat is Mark Mahaney, the RLA, who for two
25 years we did the design work before we started

1 actually putting work on the ground. So all those
2 little maps that you see that we're holding right
3 here, you're going to see what those resulted in when
4 you get there.

5 Back on those days, this development
6 certainly required a whole lot of vision, a lot of
7 imagination. Less so now as we -- as you'll see as --
8 going down there and some of the other things that I'm
9 going to announce tonight on the webinar.

10 The gentleman with the gray striped shirt is
11 Alfonso Bailey. He's now the GM, oversees the
12 workforce, 130 strong, Belizean. Comes, again, from
13 right across the river from where we -- where our
14 development is.

15 And the reason I keep bringing that up is
16 it's kind of one of those success stories that is --
17 there are so many intangibles to it. The Sittee River
18 Village was a very small little fishing village. If
19 somebody that was living there wanted to get a job,
20 you'd have to figure out a way to get from the village
21 six miles to the main road and then get a bus to
22 somewhere to get your job and trying to do that to get
23 home.

24 On the other hand, our big development was
25 right across the river literally, a hundred yards

1 away. So we started our own ferry service that runs
2 three times a day. And it's a beautiful thing if
3 you're there at the right time on property day tour.
4 You might get down to the river pier where the ferry
5 comes across. And after school, we have one of the
6 ferries come and pick up all the kids from the school
7 so they can have sort of after school on property so
8 mom and dad can continue to work out to the end of the
9 day and then everybody goes home at night. It's a
10 beautiful story.

11 And anybody that knows about sustainable
12 development and how important it is to keep those
13 nuclear families together, that is -- that is
14 something that is honestly -- that you, as an owner in
15 this development, will be the benefactor. As
16 developers, this is the legacy that we will leave on
17 is a healthy, robust, knowledgeable and vested
18 workforce that is -- obviously our development has
19 created a great deal of prosperity for about seven
20 villages that surround our development.

21 And rather than building walls around our
22 development like you see in many foreign countries, we
23 build bridges and ferries and everything else. So I'm
24 very proud of that accomplishment and I think you guys
25 will be, too, when you see how warm and welcoming all

1 the people are that are there, that are working on the
2 grounds.

3 There's me again, my arm on Erwin Contreras.
4 There's Clinton who's -- at that time was just a
5 junior surveyor. And we brought down that total
6 station, imported it into the country and that -- does
7 our professional grade survey work and now he's a
8 registered surveyor in the country.

9 So all these things were, you know, what
10 brought it to be, what you're going to see down there
11 this weekend and the great people that have been
12 working in it and the legacy that we leave behind.
13 But it all sort of tails back and is all-encompassed
14 in the land. If anybody has read any of the things
15 that I've written in the past and recent development
16 reports and the farm report that we've put out -- we
17 put out some beautiful publications every week --
18 you'll notice that I always fall back to our central
19 land ethic, which was something Aldo Leopold had
20 written about many, many years ago that is even more
21 important in this day that we live in right now, which
22 is to respect the land as being a participant, as part
23 of our community, that we don't live on top of the
24 land, we live with the land.

25 And we have a high respect for that and

1 probably no more so than at The Reserve. And that's
2 not just in word, that's in deed. Because as you see
3 it here laid out before you, we do have these unique
4 microsystems. David Hilmy is going to tell you --
5 well, I'm going to tell you we have five ecosystems.
6 David Hilmy is going to say we actually have something
7 in the neighborhood of 28 micro-climates and he can
8 name them all, which is fairly amazing.

9 But they are -- do have these sort of rigid
10 boundaries, like you see here. Nature's kind of a
11 funny thing. It's almost very mechanical and systemic
12 in how land basically processes one of the world's
13 most scarce resources now. And you might think, okay,
14 what scarce resource are you talking about? And
15 that's water. You see, with the river, the Savannah
16 is basically this 3,000-acre conservation area that we
17 have set aside. Not only is it beautiful to look at,
18 it gives you that sense that you may be in Africa or
19 somewhere exotic, but it also plays a very important
20 role in slowing the conveyance of water across our
21 property.

22 And realizing that as a developer, that this
23 was going to be a property whose water dependency
24 would be on these natural systems, we respected the
25 natural systems, set aside 3,000 acres, which is the

1 large Savannah area, that allows the rainfall on the
2 hills to slowly move across our property. The last
3 thing we want to do is shoot water out to sea, which
4 engineers have been expert in doing for many, many
5 years, decades, in fact, to the point where if you
6 pull up the World Economic Forum Report on risks to
7 global economy, not ecology, economy.

8 The number one risk over the last two years,
9 moved up from number three behind banking institutions
10 and global instability, was potable water, the ability
11 to deliver a clean glass of water to people throughout
12 the world has become the number one risk to global
13 economy. That means our livelihoods are dependent
14 upon our ability to just get something as simple as a
15 clean glass of water, which if you talk to a guy like
16 me, I believe it should be and is a human right.

17 And coming from a world where many of the
18 projects, if not all of the projects that I worked on,
19 particularly like in India and Cambodia, where it was
20 so difficult to try to even achieve that, almost
21 impossible. It was such a breath of fresh air for me
22 to come into and be hired as a consultant and then
23 eventually become the compliance and sustainability
24 director for something that -- rather than trying to
25 fix what's broken, to take something intact and say,

1 this we can make work, this we can deliver.

2 We know the scale of what the community is
3 going to be. We know what the -- each of the
4 components of the ecosystem do and how the river and
5 the Savannah and the jungle, which is the great sponge
6 absorbent jungle, allows the water to convey slowing
7 across our property and respectful of the marine
8 environment, of the coast and how slow doses of
9 nutrients need to reach the coast and out to the reef
10 systems for that to be healthy.

11 Most of the bleaching and the problems that
12 you're seeing in the dying reefs have much, much more
13 to do with the engineering that we have done, which is
14 an abandonment of the land ethic, to try to get water
15 off properties quickly. And what ends up happening is
16 you're shooting too many nutrients and not enough
17 cleansing of the water that these systems -- these
18 natural systems provide. It's called natural capital
19 services and we always say that those natural capital
20 services appear to be free until you break those
21 systems down, derange those systems to the extent that
22 you actually have to pay to fix it. And when you have
23 to pay to fix it, you realize how valuable those
24 systems were.

25 So we're very respectful of the systems that

1 make up this beautiful piece of property, which is
2 aesthetic, which is healthy, which is why you want to
3 go to Belize, and that's what we call maintaining the
4 destination value, which is a maintenance of your
5 property value, in essence. But also respecting the
6 fact that these are systems and they actually have a
7 purpose behind them and they keep us healthy and
8 they're part of our environment. I'll get into that
9 in a second.

10 In order to do that, when I came on and I
11 was finally hired after three or four consultancies,
12 they hired me full-time and I accepted with great
13 excitement, to be the director of sustainability and
14 compliance. And in compliance, I mean there's an
15 environmental compliance plan that was set up by the
16 Government of Belize Department of Environment.

17 Some of the water requirements that we have
18 as far as potable water and our treatment of
19 wastewater had to adhere to the treaty that many of
20 the Caribbean countries, including Belize, had signed
21 on to, which is a United Nations Environment Program
22 treaty. So these were all these really high
23 benchmarks that we had to achieve in this
24 Environmental Compliance Plan.

25 So my role as the compliance

1 officer/sustainability officer for the development was
2 to say, okay, how do we go about meeting these metrics
3 and, one, you have to measure -- in order to have
4 metrics, you have to measure what you -- before you
5 can manage. So a lot of it was measurement.

6 And then we started to put into place,
7 basically, land ethic contracts, which are basically
8 contracts with the land, contracts with the -- with
9 The Reserve so that everybody knew what these
10 cornerstone metrics were going to be. And these -- it
11 boils down to these four cornerstones and you may see
12 that or hear that a lot with our development, and this
13 is what it refers to is this conservation of nature as
14 I spelled out for you.

15 We have a big beautiful reserve that we are
16 the custodians of, that we must be respectful of what
17 that -- the property itself was naturally engineered
18 to do. And you're going to notice a lot of the roads.
19 You're like, why couldn't they have just put a
20 straight road in here, I don't understand why this
21 road has to have so many zigs and zags and curves. It
22 doesn't make any sense. Well, in fact, it does
23 because if you look at the topography, we used LiDAR,
24 which is a laser topographic detail study, before
25 doing the master plan and all the master plan

1 developments of land are up on high ground.

2 And what that does is it allows us to, one,
3 be assured that when you're building on something,
4 you've got a good natural drainage pattern. But,
5 secondly, it reduces the amount of disruption that we
6 need to create as developers in conveying the water
7 off the property. And I always say that our property
8 doesn't fill up, it sheets out.

9 So people say, hey, does it ever flood
10 there? Well, the areas that get the water are the
11 areas that nature has designed. And if you look at
12 the big trees in the Savannah, all those areas are
13 designed to be wet for a very short period of time.
14 In other words, if you see big, broad-leaved forests,
15 you can look at that as an indicator that tells you,
16 okay, well, that area must not get wet for very long.
17 Otherwise, that tree could not exist there.

18 And the reality is is that that area is up
19 higher. When it rains off the mountains about 100,
20 120 inches per year conveys slowly across our aquifer,
21 which is the Savannah, drops down into our aquifer.
22 So a lot of the water doesn't even leave the property.
23 It actually goes underground where we want it. That's
24 our -- the water storage device. And it's beautiful
25 water that's sitting in a granite aquifer that keeps

1 it soft and clean. I'll get into that in a moment.

2 But, honestly, the conservation of nature is
3 not only protecting those natural assets, like that
4 big, beautiful cat and all the amazing food chains
5 that need to be all intact so that that cat can live
6 healthily up in the mountains up near the Cockscomb
7 Reserve, which is the largest jaguar reserve. But it
8 also has to be integrated with all these other things,
9 like ecoconscious living, which you see there in this
10 beautiful home and in a very Belizean setting.

11 We help -- and I honestly believe this is
12 the real true value of buying into a community like
13 ours because if you are left to the background
14 economy, you don't know. You have to -- your
15 consultant may be the guy that you're sitting there
16 next to at the bar having a Belican who insists he's
17 got the very best builder who can do this the best for
18 you and it's going to be very cheap, and you're going
19 to get what you pay for.

20 The reality is when you're building into a
21 community like ours, we provide you a whole lot of
22 guidance and that guidance comes from a deep amount of
23 experience and some really good science that backs up
24 what kind of building you should have. Why do you put
25 a -- big roof gables? Well, it creates a lot of

1 shade. Why do I have these open areas and verandas?
2 Well, that's a great way of natural air conditioning
3 and it will save you some funds. Can you actually use
4 solar? Well, I'm happy to say that I started
5 promoting solar back in 2014 in Belize.

6 But I didn't do so until I could do
7 something very important, and this is something I
8 learned sometimes the easy way and sometimes the hard
9 way internationally is that it's easy to buy
10 technology, but it's difficult to find somebody that
11 can warranty it, can maintain it, is going to be
12 standing behind that product. So -- and there's too
13 many examples all over the world where you see very
14 beautiful systems where grass is growing out of it
15 because they did the ribbon cutting ceremony,
16 everybody left and the people that were there that
17 were the benefactors of that, you know, system are
18 wondering who's supposed to come and maintain this
19 thing.

20 Well, once I forged -- and that was one of
21 the things I did for the first year I was there was
22 really forge the relationships with the vendors, the
23 vendors that we, as a developer, used for solar. So
24 what does that mean to you? Well, one, I know they
25 can deliver. Two, I know they have a warranty.

1 Three, I know that they can come and they can offer a
2 maintenance package for you. So -- because the last
3 thing you want to do is, you know, you have a house
4 that you're going to use once a year, you're going to
5 come back to that house and only to find that, you
6 know, the batteries have gone dead and the solar
7 connectors aren't working, something like that. It's
8 great to have a vendor there that says -- that you can
9 email and say -- in this case Marco at Pro Solar
10 Belize -- hey, Marco, hey, we're coming down, can you
11 have somebody just run down and do the systems check
12 on our solar. No problem. They'll stop by there,
13 check it all out.

14 Same thing with wastewater. We've got all
15 that and that is one of the high metrics that we have
16 is that we apply the United Nations Environment
17 Program, what they call CSPA, which is a high standard
18 of water -- wastewater treatment. Again, you want to
19 be able to have somebody that's there that you don't
20 have to deal with that. It's sort of you can install
21 it, it's a known vendor, we've used them, we recommend
22 them.

23 So we give you a lot of guidance and it's --
24 honestly, it's something that you don't have to go
25 headaching about because over the years, we've

1 headached it out for you and puzzled it out for you.

2 So that's ecoconscious living.

3 And also how you design your home, your site
4 layout. How does that work? Because it's really like
5 a quilt work. Like I said before in the webinar, that
6 our development, because it has many, many single-
7 family homes, still each one of those has to fit
8 within the context of where it is. If you're in
9 Sapodilla Ridge, you should feel like you live in
10 Sapodilla Ridge, in the alluvial forests. If you live
11 out in Equestrian and it's open Savannah, you should
12 feel like you live out there and your home should be
13 built for that type of setting. Same thing in
14 Waterway Villages. If you're in the jungle, you
15 should have that sense. We're not turning this place
16 into a tract home development.

17 There's more than just the aesthetic reason
18 for that as well. The way water and wildlife needs to
19 be able to traverse across our properties, you need to
20 make sure that you keep intact the background
21 environment. And it gives you a sense of privacy as
22 well in many parts of our development, as you'll learn
23 more when you get down there and take a look at it.

24 And then the other two cornerstones are
25 equal, even though I'm not talking about them that

1 much. But really, in my opinion, in order for people
2 to really appreciate something, you have to -- you
3 have to have a connection with it. You have to hold
4 something to -- in esteem. You have to have a love
5 for it. And there's no better way of finding that
6 land ethic and listening to that little voice that's
7 inside of all of us, that takes us back and recognizes
8 that connection to nature better than outdoor
9 pursuits. I mean, getting out there reconnecting,
10 whether it be in the water -- and we've set up many,
11 many different activities for you and you'll be able
12 to take advantage of these.

13 And this is something, to me, that is so
14 dear to me as being able to say that to you. As
15 you're going down on this tour, that I can tell you if
16 you want to go horseback riding, if you want to go
17 kayaking, if you want to go on nature trails, if you
18 want to go down to the farm, these are things that you
19 now can participate in and when just a couple short
20 years ago, I could say that, but it would be sort of
21 rough. I mean, we actually have now surveyed trails.
22 We're going to actually put way finding markers out
23 there so you can not only get through the trail, but
24 you can also learn a lot, so educational, infusing you
25 in the land ethic.

1 David Hilmy had a brilliant idea of putting
2 together the -- the --

3 (PHONE RINGING.)

4 FRANK CONNELLY: Sorry, that's my phone.
5 Hold on one sec.

6 (PAUSE)

7 FRANK CONNELLY: So sorry, everyone. I
8 thought I had turned off my ringer. But what
9 you're -- what you're going to find is that now all
10 these things you can do -- David Hilmy put together
11 the -- a kayaking trail that you're going to love,
12 it's called Lagoon Labyrinth, taking you through the
13 mangrove. So -- and then, lastly, holistic wellness.
14 I mean, holistic wellness to me was always a big one
15 and it was difficult to achieve. It's not so easy.
16 You can say holistic wellness, but if it actually had
17 some actual meaning, then, you know, it takes a little
18 bit of time and effort for everyone involved.

19 So in our case, the big one was the farm and
20 being able to actually deliver a farm. And you're
21 going to get to meet somebody else who is a huge, huge
22 fan of mine, who was for a very long time in Belize,
23 that I finally was able to convince him to come and
24 start our farm. His name is Nano Amensa (phonetic).
25 And he is an actual gem of a man, as well as an asset

1 to Belize. He's Belizean. He was the national
2 director for Sustainable Harvest International.
3 That's a good one to go ahead and Google. They had a
4 beautiful demo farm down in Punta Gorda.

5 He and I met several years ago, started off
6 a great relationship in our mutual love for organic
7 farming and agriculture and sustainable agriculture.
8 And over a period of time, I had talked with
9 Sustainable Harvest International. They agreed to let
10 us have Nano to start and direct our farm. So it's a
11 bona fide forest farm, permaculture-based, medicinal-
12 based as well. He's going to talk to you a lot about
13 the natural medicinal qualities of many of the plants
14 that we have. We have a 24-hour pharmacy, as we like
15 to say, down in the marina, which is a plant pharmacy
16 that actually has something for almost every ailment
17 and a little guidebook that goes with it.

18 And then also everything you eat at the
19 restaurant is going to be right from the farm. And
20 the beauty of that is being able to program not only
21 the farm and the scale of the farm, but then to bring
22 in Chef Calvert (phonetic), who you're going to meet
23 down there and you're going to sample many of his
24 cuisines. He is an outstanding asset because not only
25 is he Belizean, a classically trained chef who brings

1 in Belizean infusion -- like he had a mango butter
2 that was like an apple butter that was just absolutely
3 phenomenal on a croissant in the morning down at the
4 Beach Club. It's surreal to have an asset like him.

5 But my dream was to have a chef and my farm
6 director be able to work together. And these two get
7 together so well. Every morning, they get together
8 and, interestingly, Chef bases his recipes or his menu
9 on what's at the peak of freshness from Nano's farm.
10 I couldn't be more thrilled and it's a huge value
11 addition to what you're going to see down there and I
12 can't wait for you guys to enjoy that. And that's
13 been a long dream coming. Many, many owners before
14 you have heard about this and were told this was going
15 to happen. You guys get to live -- live it right now
16 in the present.

17 Okay. So right now, you're looking at a
18 blank screen and I'm going to give you a little video
19 because I want to show you where you're going to be
20 spending a lot of time. Oh, I feel so badly for you
21 guys. You're going to get to live at our Beach Club
22 for a few days.

23 Now, what you're looking at right now on
24 your -- because we're using Go To Meeting as a
25 platform, may be looking a little jerky. It's

1 actually some drone footage that we have compiled for
2 you. So if you want to see the video in a different
3 format, high resolution format, it is not just kind of
4 clicking along like it may be showing right there,
5 please let us know and we can email that to everyone
6 who is in attendance today. And we'll just do that.

7 Can we, Darrell?

8 DARRELL: Yes.

9 FRANK CONNELLY: Okay. So all of you are
10 going to get this video in your inbox as a special
11 thank you for attending this webinar. But, honestly,
12 this was really a challenge because you can see on
13 what a little spit of land that is and so beautiful,
14 right on the Caribbean to the left and the wetland
15 mangroves to the right. From the sustainability
16 standpoint, there is a zero effluent facility, which
17 means that it is completely self-contained and a
18 beautifully designed, landscaped by Mark Mahaney, who
19 you will see the influences of Hawaii there when
20 you're there.

21 You'll have your breakfast, your lunch, your
22 dinner and some free time there. You'll get to meet
23 owners at owner appreciation night, which we do three
24 nights a week. You'll see some tents, which are there
25 to the left, as we're flying over, which are some

1 glamping tents that we're just now remodeling that
2 people will be able to come back and spend the night.

3 And then where we're flying right now up the
4 coast here is the natural Belizean beach. We have one
5 of the ladies, Ms. Putz (phonetic), who is the chef at
6 the staff kitchen. She's told me that she remembers
7 as a child that the beaches used to look like our
8 beach. And, now, unfortunately, people have a
9 tendency to destroy beaches rather than keeping them
10 in their native condition, which gives you access to
11 seeing things like sea grape and wild almond and many
12 other plants that are tolerant to the salty
13 environments of a beach, that provide shade and beauty
14 to otherwise a long spit of sand.

15 The big news right now, gang, is -- is the
16 marina. And I really love being able to talk about
17 this with you right now because, as I said, when I was
18 there in 2012, it was a big hole in the ground. I'm
19 going to give you some examples of what that is --
20 photographic examples here in a moment. But what I
21 want to do is sort of center and calibrate your
22 thinking as it relates to the marina.

23 Because you may be into boats, the boats,
24 you may not even care there is a marina, because once
25 you get there you're going to say, you know what,

1 everything else other than the marina is fine with me,
2 you know, all this -- the open spaces, the forests,
3 the island. You know, I really don't care. But the
4 reality is this, gang, is that the marina brings the
5 same type of value as you would if you had a big name
6 resort, let's just say.

7 Let's say the -- you know, a Four Seasons,
8 for example. You may have a Four Seasons hotel. You
9 don't intend to use the hotel because you're an owner
10 in the development, but your value is adjusted upward
11 because there is a Four Seasons hotel in your
12 development or if it's a Four Seasons hotel. The
13 marina does that and it's not just because it's any
14 marina, but it's an IGY marina. And -- Island Global
15 Yachting. And I'm going to get into -- a little bit
16 into that.

17 So what I want to let you know right now is
18 that you all are fortunate in being in a time period
19 where when I came in it was a hole in the ground, when
20 you're coming into the game, it's just a few months
21 from opening. And that's not a speculative statement.
22 I helped and have navigated with our other team
23 members the relationship with IGY -- no pun intended,
24 navigated IGY -- to actually having a signed contract
25 where they're going to start managing our marina come

1 January of 2018.

2 So there's this window of time right now
3 where we're still -- the development in the process
4 and come January, actually a little short of that, the
5 whole world is going to find out about this
6 development and boaters are going to come down and our
7 marina will be open to the international community,
8 and you can bet that that is going to have an impact
9 on the value of our community and people knowing about
10 our community.

11 But it started right there. That was 2012.
12 And what you're looking at there was basically where
13 the forest opened up into the flats. And to the right
14 of your screen, you can see the Sapodilla Lagoon,
15 which many a developer, wanting to take a shortcut,
16 would have actually just built the marina in the
17 lagoon. But they wanted a deep water marina and they
18 also wanted to take advantage of the sustainability
19 and resilience that mangrove gives to a marina and a
20 development.

21 So all that green that you see to the top of
22 your screen there and that little white sand that you
23 see out there is where the Beach Club is going to be
24 and, in fact, it's not there yet. If you look at this
25 picture, there's an opening in the sand there with

1 what looks like one palm tree in the middle, pretty
2 much at the 11 o'clock on your screen. That is where
3 the Beach Club is now that hadn't been built yet.

4 So what you are looking at has no Beach Club
5 and just basically the first outline of what the
6 marina was going to be, and then we got in the big
7 excavators, starting digging it out to -- we have
8 eight to ten foot of assured minimum depth, all
9 seawalled, 100 percent seawalled all the way around,
10 sitting behind the mangrove so it's extraordinarily
11 resilient. Our mean high -- the low tide -- is only
12 six inches between high and low tide, which is
13 incredibly shallow and then we've actually had some
14 tropical storms, we've actually had one Category 1
15 hurricane, and our storm surge was another two inches.

16 And you see, well, how is that even
17 possible? One, we have a very formidable barrier reef
18 that lives up to its name. That reduces the impact of
19 large swells, as well as the action -- the wave action
20 that goes with them. And then nothing -- and this is
21 a really good one to Google if you're interested --
22 nothing is a better wave energy reduction machine than
23 mangrove. Because if it's of stilted roots, it cuts
24 down the energy of -- of wave action. David Hilmy is
25 going to show you what we're doing to conserve our

1 mangrove and to enhance our mangrove and the
2 protection that it gives not just into this
3 generation, but every generation going forward.

4 So finally it came to the day where it was
5 time to open up the marina and then dig out the last
6 bits to allow the sea to come in and greet the marina
7 and that was the first day that the marina was
8 flooded. We were well on our way of putting in the --
9 what was going to be the dining room to the right and
10 the bar to the left. You'll get to see what those
11 turned into. And, now, you start getting closer to
12 our present day where you can see that big, beautiful
13 marina.

14 People always commend us on the color of our
15 marina. You never really know until they flood it
16 what color your marina's going to be, but it has to do
17 with your flow. And the Mennonites, who did all the
18 heavy earth work, had some very, you know, ingenious
19 but very retro way of doing things. They would put a
20 mangrove leaf on the water to see which direction the
21 leaf would be moving and that would tell them that the
22 water was actually conveying in the direction that
23 they wanted, which is, in this picture, from the
24 center to the left, down the channels along Sapodilla
25 Ridge, and then that circulates back out into the

1 lagoon. So we actually have full circulation through
2 our marina. So no stagnation, very beautiful.

3 This is also a really good indicator in this
4 photograph is the difference between the marine side
5 of our development and the freshwater side of our
6 development is divided by that big forest line that
7 comes across the middle. That little scar that you
8 see that kind of cuts across the Savannah there is the
9 marina road. That's about two miles.

10 And that's that 3,000-acre basically water
11 cartridge that -- when that rain's off in the hills
12 that you see up there and it's actually -- in this
13 picture, if you look at 11 o'clock, that little haze
14 right there is a little shower that's coming down.
15 That rain hits those hillsides, conveys slowly across
16 our Savannah and actually is percolating down under
17 the ground right there. It's not even making it all
18 the way to that ridge line. But that is our protected
19 watershed on that other side of the marine side and
20 you'll see how we design. We never have waters that
21 go beyond the -- the Sapodilla Ridge. And that ridge
22 goes all the way up to North Ridge to the north, all
23 the way south to our channel that opens back out into
24 the Sapodilla Lagoon.

25 Absolutely brilliant engineering. Beautiful

1 job by the Mennonite community who live actually
2 onsite in our base yard as our basically utilities
3 department.

4 And there, we're coming into even more
5 recent times, but not quite where we are now. You're
6 going to see there are even improvements here. But
7 from this picture, in the center you can see where --
8 like I said, the dining palapa and the bar palapa.
9 Behind that, you'll see a white building with a green
10 roof. That's the fuel station. And then what we have
11 completed along that stem on the left there are the
12 fuel docks, the sundry station for the fuel docks, the
13 boathouse, which has showers for day trippers who are
14 coming into our marina, as well as laundry facilities
15 for sailors, who always want that, and then we also
16 have our IGY office, spa and areas where you'll be
17 able to get a massage eventually, and check in with
18 IGY and check in your boat.

19 So we'll have approximately 80 slips that
20 will be open for business in the upcoming months, and
21 then from there we'll open up the balance of up to 250
22 slips. And, obviously, it's not like we'll open the
23 gates and suddenly boats will come rushing in. But
24 what you'll find is -- and this is another thing that
25 you need to keep in mind is if you're wondering, one,

1 okay, I'm going to buy here, when the goods and
2 services are going to come. Well, I can tell you, the
3 marina is going to accelerate the quality of goods and
4 services that you will be able to obtain.

5 If any of you have been to Cabo San Lucas
6 Marina, that is an IGY marina, and you'll see there
7 there's this wonderful mall that I can tell you -- I
8 would -- I would propose to you that that mall would
9 not exist at all in Cabo San Lucas unless that marina
10 were there. The local traffic is not fueling the
11 goods and services -- the high-end goods and services
12 that you see in that pedestrian mall with these
13 exquisite shops for clothing and so forth.

14 It is the marina that is bringing in the
15 throughput of traffic, of boaters, people with mega
16 yachts, dispensable income, that are going to come in,
17 they're going to eat, they're going to drink, they're
18 going to buy things, they're going to have ice cream,
19 they're going to want to buy souvenirs, they're going
20 to want to buy nice clothes, want to get a haircut.

21 So if you're wondering where all these
22 services and goods are going to come from, this will
23 be the promoter of that. So this is a major value
24 addition to our community because independent of
25 whether people are visiting or coming into our

1 community, the support of goods and services there in
2 the marina village are there for all times. Also,
3 those people, according to IGY, have specific needs,
4 and I'm going to get into those in a minute.

5 When IGY came down the last time I was with
6 them -- and I'm going to show you a picture of our
7 meeting with them back in April -- that was the
8 decision when they said, okay, well, let's -- let's
9 get together, let's do this, we're going to manage
10 this marina for you. And we were very happy to do
11 that. And this is why: The power of the network.
12 Because IGY Marinas have marinas all over the
13 Caribbean. And I want you to look at this map that
14 comes right from their website. If you go to their
15 website right now, you're not going to see Belize on
16 there until later in the year because they have built
17 an entire press package and a press announcement
18 around the opening of our marina.

19 But I want you to notice something, okay?
20 You see Panama, Colombia, St. Lucia, St. Maarten, St.
21 Thomas, Puerto Rico, Turks and Caicos, Fort
22 Lauderdale, Cancun, and then there's this big run --
23 big open area that fails to complete this almost
24 perfect circle that they've created in the Caribbean,
25 and that's where we are, right there, in Belize.

1 So, particularly, the whispers have already
2 gone out from Cancun, IGY, so much so that these big
3 boys just showed up out of the blue one day. They
4 made the 300-mile run down from Cancun because they
5 wanted to check out, before anybody else did, during
6 the IGY whisper campaign that a new marina was going
7 to open up in Belize. These guys wanted to check it
8 out, see what it was all about, and we were happy to
9 host them. It was wonderful having a 110 -- a 110-
10 foot and a 108-foot mega yachts or yachts -- super
11 yachts, come into our marina, look around.

12 We're very excited about the fact that we
13 had so many land-side activities and water-side
14 activities like going out to the island or going
15 hiking. They spent a -- in one case, I think one
16 spent three weeks, the other one spent about ten days.
17 They were interested in discussing with IGY home
18 porting, which for big boats like that is quite the
19 economic incentive of having a marina like ours. One,
20 to have these big, beautiful boats in our marina, but
21 also -- which is, you know, some great eye candy.
22 But, also, they bring in a lot of economy, jobs,
23 obviously they have consumptions, and we're happy to
24 fill those.

25 And that's really something that -- you're

1 at a period of time right now between what I'm about
2 to tell you and where we are now where there are going
3 to be the people who have invested in this before the
4 marina opened and there will be the people that wish
5 they had invested before the marina opened. Because
6 these things are happening and they're happening now
7 and you got to -- you know, you got to strike while
8 the iron's hot.

9 This is the last meeting that we had. I'm
10 there, the second guy at the 3 o'clock position, and
11 the three guys from IGY are all on the left side of
12 the table there. At the far end is Bert, who's their
13 marketing manager, who was very excited to get us
14 under the banner of IGY; Eric, next to him, is their
15 development director.

16 Moving down toward the front of the screen
17 is Brian, who's the marina manager from St. Maarten.
18 He's actually said -- when he was there, he says, I
19 want to be the guy that has to come down here and get
20 this thing opened. And that's quite a compliment
21 coming from somebody like him who's been the marina
22 manager at St. Maarten. So he's going to be coming
23 down and basically training up our marina manager.

24 And then in the foreground there is Gordon
25 Graybach (phonetic), who's been a longtime owner,

1 supporter and a marina expert, been involved in
2 marinas for about 40 years, and a founder of the
3 Newport Yacht Club, a great fan of the development, as
4 well as a great asset that we've been able to use for
5 years.

6 But it was in this meeting that we discussed
7 the next steps that were coming, of opening up the
8 marina to business and they told us, at that point,
9 that if you guys can get this thing ready by January,
10 we would like to make the announcement at the Fort
11 Lauderdale International Boat Show, that we are
12 opening up our newest marina at The Reserve in Belize.
13 That's huge.

14 According to the Fort Lauderdale
15 International Yacht -- Boat Show, they are the largest
16 motor yacht show in the world. That's a big
17 statement. IGY has been ranked as one of the number
18 one marina management companies in the world and is
19 the number one marina management company in the
20 Caribbean. They are also a membership marina, meaning
21 that their members have rights to go into other
22 marinas. So that is almost like a built-in business
23 set. But they also know some demographics.

24 This guy right in the back there, Bert,
25 who's kind of leaning forward, he told me that his

1 demographic he knows from the boats that come to IGY
2 Marinas, the class of boat that they're in are the
3 type of boat when somebody arrives at your marina, the
4 first thing they want to do is get off of their boat.

5 So if you're wondering, okay, if I build a
6 house, who's going to rent it, who am I going to sell
7 it to, there's your answer. The IGY set of members
8 set are the type of individuals that go to these
9 destinations on their boat. But when they get there,
10 they want to step off their boat and they want to put
11 their feet on dry land, they want to sleep in a bed.
12 So if there's a question of who's going to rent my
13 place, who's going to buy my land, who's going to
14 build here, they -- that may be your answer right
15 there. So it's a built-in customer set that's going
16 to come down.

17 We also have plans for a property management
18 office in the marina village. So these people step
19 off their boats, you could put yourself into the
20 rental pool. The government of Belize actually right
21 now is going to make it so that if you want to do
22 Airbnb, it must be through a property management firm.
23 Their -- obviously, their room tax, they want to try
24 to protect. So we'll have that property management
25 firm for you so you can be advertising on Airbnb.

1 You're going to meet Mr. Watford (phonetic), who's an
2 owner down there, who the first week he put his house
3 on Airbnb, he rented it for over 30 days, right out of
4 the box.

5 So there's a great deal of interest in
6 coming down, staying on our property. There's a
7 lifestyle these now to enjoy. And as soon as this
8 marina opens, we really believe it's going to be
9 gangbusters as far as the demand for places to stay.
10 If you're looking at this as an investment and want to
11 think about, okay, resale, valuation, you know, that's
12 not my -- I don't do the investment side of things. I
13 just do a lot of the development and compliance. But
14 I can tell you if there's a development that's going
15 to have a marina and that marina's about to open with
16 one of the largest marina management companies, who
17 their whole job day and night while you sleep is to
18 figure out how to get more boats down to your marina,
19 I think that speaks for itself as to what value that's
20 going to create and the throughput that's going to
21 create economically in this development.

22 So I'm super excited for you guys to be
23 going down at this period of time. I can't talk too
24 much about it simply because I've lived it since 2012
25 until now. I've been waiting to be able to make this

1 sort of announcement to people. So I'm very excited
2 for you guys to go see it and enjoy the lifestyle and
3 being -- living on the property for a few days and see
4 how it is.

5 Also, I'm really pleased to say that in
6 further discussions with IGY, we are -- have been
7 allowed to use their restaurant brand, Fat Turtle,
8 which obviously to the boating community is very
9 familiar, especially in Cabo, a couple places in the
10 Caribbean. So right there, coming -- the beginning of
11 the year, we're actually putting the development plans
12 together for it right now. I have a meeting later
13 this week to put together the construction diagrams to
14 start building the Fat Turtle. That will be the
15 restaurant that will be servicing the marina.

16 The Beach Club restaurant will be sort of
17 more of your fine dining. Fat Turtle will be sort of
18 grab some nice Caribbean fare. Of course, it's all
19 going to be supplied by the organic farm. Obviously,
20 you got to support your local farmer. So we've got
21 our own in-house farm. So everything that you eat,
22 everything that you drink -- I've got a juice stand
23 that's coming at the organic pond. It's going to be
24 coffee and juice.

25 My goal is to make it so that wherever you

1 are on this property, you don't have to worry about
2 where is this coming from, you know. Is this water
3 clean? Is this an organically grown spinach? You
4 don't have to worry. That's that holistic wellness
5 component that I'm going to build into this community.
6 Wherever you are, if you're having a BLT, you know
7 that the lettuce and tomato on there is right just a
8 mile away from your garden and Nano is your caretaker
9 there and you know him on a first name basis and you
10 can enjoy the lifestyle that we're trying to create
11 for you in this beautiful community.

12 The other thing is, you know, one of the big
13 perks is you are going to be able to land on a 2,900-
14 foot private airstrip that we developed, that we have
15 certified. This is a little known fact, a little
16 tidbit for you. The commercial carriers down there
17 are Amaya Airline and Tropic Airlines. There is no
18 other private airstrip, except for one, there's no
19 other private airstrip that the commercial carriers
20 down there will land because they have their own
21 certification program and standards that they adhere
22 to. We are the only private airstrip that the
23 commercial carriers will land. And that's for owners
24 and guests and, obviously, us, the developers.

25 Now, this 2,900-foot airstrip is just

1 adjacent to our property. And the reason that is is
2 because we have a plan for a 6,000-foot airstrip
3 that's coming in Phase 3 of the development. Now,
4 that 6,000-foot airstrip, you will be able to land
5 private jets, you will be able to fly directly
6 internationally into that airstrip simply because the
7 marina has to have a Customs and Immigration kiosk for
8 boats of foreign flags that are coming into the
9 marina. So we will also be able to offer those exact
10 same services at the airstrip that is on property.

11 So this will be a little bit of a
12 foreshadow. You'll be able to land into your own
13 private airstrip. It's a short little van ride across
14 to the development. But, soon, you'll actually be
15 able to land in the development and basically you
16 won't have any need for transport other than from the
17 airstrip to your home, which is within the gates.

18 Now, here's something you need to know.
19 This is when we're getting into what to prepare for
20 the tour. When you fly into Belize International
21 Airport, you're going to be given a Customs form. On
22 that form, it's going to ask you where you're staying.
23 And a lot of people get hung up there because they're
24 like, well, I'm not really sure where I'm staying.

25 So what I would like you to put in there is

1 that you're staying in Stann Creek -- that's S-T-A-N-N
2 Creek, C-R-E-E-K, okay? Stann Creek. And then you're
3 going to check the box that says guesthouse because
4 you're not staying in a hotel, you're staying on our
5 property and we have these guesthouse villas that
6 you'll be staying in.

7 If you cannot remember Stann Creek, just put
8 The Reserve. And they'll say, well, where is that?
9 And you can say, down south. And the Immigration
10 official may say, you mean Stann Creek? And you'll
11 say, yes, that's the word that Frank told me to
12 remember. So -- at any rate, when you're there, on
13 the Immigration form, just make sure you tick the box
14 that says guesthouse. Okay? And that will make
15 things a lot easier and you'll breeze right through
16 Immigration.

17 Pick up your bags. Walk through to the
18 domestic side, which is really one exit. It's pretty
19 much a no-brainer because a lot of people are like,
20 well, how will I know where I'm going? The smiling
21 faces of Amaya Airlines, A-M-A-Y-A, will be there to
22 greet you as soon as you come into the domestic side,
23 which is just -- really just a set of double doors.
24 And they'll get you on the flight and you'll land
25 right here and it will be on to the tour.

1 The next thing you'll do is -- some of
2 the -- probably Franclin (phonetic), who's kind of a
3 heavysset guy, who's both our van captain and our boat
4 captain and a boat mechanic -- you'll find many of the
5 folks down there in Belize are multi-talented --
6 Franclin will pick you up. You'll get a little
7 cool tool service to freshen you up. Air-conditioned
8 van will take you just a couple miles across our
9 property.

10 You'll come in through the main gates and
11 you will check in here at Villa Fiesta, which is our
12 headquarters and where you will check in, maybe get a
13 little welcome drink there. I think actually they
14 take you there, check you into which villa you're
15 going to go. They take your bags to your villa and
16 then you can have a quick little meet-and-greet and
17 then go freshen up.

18 Here's one of -- an example of one of the
19 villas that you'll be staying in. Very obviously
20 comfortable accommodations for everyone, all air-
21 conditioned, of course. You know, make sure you have
22 some lounge clothes because you'll probably want to
23 hang around a little bit when you're down time. These
24 are great places to -- to get a feel of what it's like
25 to live in Belize, in the construction.

1 I lived in one of these for two years when I
2 worked onsite, overlooking the Savannah, enjoyed some
3 of the most beautiful sunsets that I've ever seen in
4 my life right there. It's a beautiful location
5 morning, noon and night.

6 Some other pictures of sort of the more
7 Balinese or Tahitian style of indoor/outdoor living.
8 We've got outdoor living spaces and gardens separating
9 the living areas from the -- from the suites. All the
10 rooms have suites. So this is an example of one of
11 them where the bedroom is to the left. On the other
12 side of the dresser, you've got these dual restroom
13 facilities for his and hers.

14 Then you'll probably get on the Duffy boats
15 and take the short little Venetian cruise. These are
16 electric Duffy boats by a guy named Duffy out of
17 Newport Beach. There's eight of them. All have some
18 pretty clever names. And these are the boats, our
19 little electric boats, that will ply everyone to and
20 from the Beach Club, back down to the marina, maybe
21 even little shuttle services to homes that have water
22 frontage. So this is our little gondola water taxi.
23 But you'll have a little ride up to the Beach Club
24 from the marina to give you an idea of what life is
25 like on our little channel system -- engineered

1 channel system.

2 You will arrive at the Beach Club where
3 you'll have dinner. This will be the place where
4 you'll gather every day, breakfast, lunch and dinner.
5 We really hope you enjoy it. It's one of the most
6 just tranquil, beautiful, serene places on earth. You
7 can watch from sunrise straight ahead to sunset on the
8 mountains behind us. It's a wonderful vantage point
9 all times of the day. And there it is right there,
10 absolutely gorgeous.

11 All that furniture that you see in there --
12 and you're going to see furniture and Belizean wood
13 everywhere you look -- all created on our own cabinet
14 shop right on property. That's right. We have our
15 own cabinet shop. Belize all banned the export of
16 furniture, hardwood furniture, which was a smart move,
17 but obviously at a deep economic impact on a lot of
18 the craftsmen that were employed by Ethan Allen and
19 other fine woodworkers. You'll see that we've found a
20 home for them right onsite.

21 In the middle of the property, we have a
22 base yard with a beautiful cabinet shop. You'll
23 probably get to stop by there on property day, check
24 up on those guys, see what they're building, a lot of
25 headboards for the -- for the tent guest rooms right

1 now. But all you see on property is made from wood
2 that -- much of which we have sourced onsite.
3 Obviously, when we were cutting through roads, some
4 trees have to come down. We had a very nice biomass
5 project where we source out the hard woods, we cure
6 them and we give them to the cabinet shop as raw
7 material, and they turn them into these beautiful
8 things.

9 So a finer example of upcycling you'll never
10 see in a wonderful sustainable economy. Because once
11 we're done as a developer in building all these
12 beautiful things, we hope to inspire you all to build
13 your furniture there versus, you know, transporting at
14 a great cost furniture from back home. Leave it back
15 home. It looks better there. Come on down to Belize.
16 Build things out of Belize hard wood furniture. Have
17 our guys design it. Literally, you could take a
18 catalog, tear a page, hand it to our engineering
19 department, they'll CAD it up, shop plan it, send it
20 over to the cabinet shop and build your dream
21 furniture for you right onsite. And there are some
22 examples of it there.

23 There's that beautiful sunset I was talking
24 to you about. You can see from the Beach Club,
25 because of its position out on a spit of high dune

1 beach, you've got these beautiful low wetlands that
2 open up into in the mountains, into the distance. So
3 you can see the sunrise in the morning and the sunset
4 at night. One of the rare, rare opportunities there
5 in Belize.

6 On property day -- so, you know, that's --
7 you'll arrive, you'll have dinner, you'll have a --
8 you know, get to know everybody, be introduced to the
9 team, get a good night's sleep. I can't emphasize
10 that enough. You're not going to have a problem
11 sleeping in Belize because it is dead still at night
12 and it is beautiful. You'll get a great inky black
13 sleep. You'll wake up the next morning and then, bam,
14 action day. It's the day that you got to get out and
15 traverse about 10,000 acres. You'll drive many, many
16 miles that day.

17 So there are a couple of things you're going
18 to want to make sure that you have with you. Number
19 one, anybody that is a hiker or outdoor enthusiast,
20 you know what I'm about to say, water. Okay? Make
21 sure you have -- we'll have big coolers back there.
22 Make sure you have a water every so often. You know,
23 beer is good. You know, beer is an electrolyte.
24 So -- but make sure you get water in there and stay
25 hydrated.

1 Next, you're probably going to want to have
2 some sun screen, especially if you're -- if you're
3 prone to getting sunburned. This is the tropics and
4 the Belize sun can be pretty deceiving at times. It
5 feels great, feels warm, but very direct. So make
6 sure you have your sun screen with you. If you forget
7 your sun screen, we've got plenty to go around.

8 You see how these folks are, sunglasses,
9 hats. On property day, a lot of people say, well,
10 bring your flip flops. That's true. I mean, you
11 might want your flip flops for hanging around the
12 Beach Club or maybe over on island day, but really, I
13 prefer to recommend to you guys that on property day,
14 because it's -- a lot of areas are open and active job
15 sites. Have a closed toe shoe, maybe a tennis shoe or
16 maybe a sandal, an open sandal but closed toe, because
17 there are things -- you know, some uneven surfaces and
18 things like that. So we want to keep you guys safe,
19 obviously.

20 But you see it's very relaxed dress. Don't
21 bring your -- your Wimbledon whites or your linens for
22 property day because as you can see, we do kick it up
23 out there. It can get a little dusty or muddy. But
24 you want to, you know, have something that you can
25 enjoy the time, that's breathable, sort of like if you

1 were going to go outside, something maybe a little
2 athletic.

3 But you're going to have a big day. You're
4 going to have lunch that day. You're going to see a
5 lot, a lot of different lots. You'll have plenty of
6 time to take a look at your lots. If you have
7 alternate lots in mind, you'll have time to see that.
8 That's what those guys are there for. The guys that
9 are in those Polarises are there to get you around the
10 property, look, look again.

11 I mean, when I was down two weeks ago, I was
12 with a lovely couple, two ladies who were looking at a
13 lot, and they were stuck between like four or five
14 lots. And I swear we went back and forth to every one
15 of them at least three times. But you know what,
16 that, to me was what was so significant, that they
17 were taking the time -- and this is a big -- this was
18 a big investment, a big purchase for any of us, right
19 -- and they wanted to take their time to make sure
20 they got it right. And I appreciated that so much
21 because they were giving it the care and foresight
22 that we, as a development team, has put -- have put
23 into this.

24 So I couldn't honor it enough for them to go
25 back and forth three or four times. And they kept

1 saying, Frank, we're so sorry to make you have to go
2 back, do you mind? I'm like, of course, I don't mind.
3 I want you guys to be on a place that speaks to you.
4 And eventually they did. They each -- they each found
5 a lot that they both loved, each has a little
6 difference to it. And they were kind of joking that
7 they'll visit each other because one of them likes
8 some things that are on the other one's lot and so --
9 and the opposite. So it's wonderful.

10 Plus, you're going to get to see some
11 beautiful homes, like the ones you see that are sort
12 of tucked in here. Some of the houses you can't even
13 see because they do such beautiful site planning.
14 Like I said, on a big forested area like this, you
15 want to see that forest. You don't want to lose that.
16 You don't want the whole thing to be clear cut and all
17 you see is a bunch of houses and they say, well, why I
18 the world was this ever called Sapodilla Ridge. It's
19 not longer an alluvial forested ridge.

20 So you'll see some great examples of site
21 planned homes. They're spread out, obviously, over a
22 large area. People are really starting to build right
23 now. The people that have built down there over the
24 past years are really the -- you know, the early
25 pioneer uptakers of our development and we thank them

1 for the faith that they had. But really now is the
2 time you're going to see a lot of building going on in
3 our development.

4 I sit on the Architectural Review Board. We
5 have about literally 15 or 20 applications right now
6 to build and it's only going to get more as we go on.

7 That's North Ridge. Many of you are
8 probably looking at North Ridge as a -- as a place
9 that you want to, you know -- that you want to look.
10 This is actually one of the areas I was telling you
11 about when I was down. We did a lot of running around
12 in there and there are some really big, beautiful
13 areas.

14 What I'd like to point out here is this is
15 what I was talking about. These roads are all cut up
16 on the high areas and you can see in some of the low
17 areas, like to the left of this picture you see the
18 Caribbean and then the interior of the mangrove, and
19 then you see that sort of light area with some dark,
20 it looks almost like a wash. That is a low area.
21 That's a natural drainage pattern. I mean, that's
22 nature's engineering. Again, when it rains, the water
23 moves across our property and basically is in staging
24 sections that nature creates. And that's how nature
25 slows things down and allows all the ecology in each

1 of those stations to benefit.

2 So the grasslands, obviously, the water
3 conveys across, drops down. The balance of that water
4 that's coming off of these areas, like the ridge line,
5 go down into these little wash areas where these
6 wetlands, these beautiful wetlands -- you can't really
7 tell from this picture, but there are beautiful grassy
8 wetlands there and those are absorbent. They slow the
9 water down. They absorb a lot of the water. They
10 bring it up in and they release it very slowly and
11 that releases very slowly into our lagoons, which
12 keeps the fish nurseries healthy and then those fish
13 nurseries open up into the Caribbean, and you're going
14 to see some of the most dramatic and beautiful coral
15 reefs that you've ever seen in your life right on our
16 island.

17 Many other areas of the world are wondering
18 why their coral reefs are in -- in decline. You go to
19 Belize, the Smithsonian Institute has a research
20 center out there and they're trying to figure out why
21 is Belize's coral reefs actually in a juvenile stage
22 where they're actually growing at a great rate. And
23 that's a sign of the health of the water systems that
24 are coming off the prop -- off of this beautiful
25 country.

1 It's a very lightly populated country, only
2 about 300,000 people. They have a really small enough
3 country where commercial agriculture really didn't
4 take off. You're going to see some shrimp farms along
5 the way, but very small impact shrimp farms. So, by
6 and large, Belize has been a success story in
7 conservation and setting aside one-third of the marine
8 and one-third of their lands off to conservation. As
9 an ethic, as a land ethic, as a country, pretty
10 amazing.

11 A lot of these areas that you're seeing
12 here, this is North Ridge looking and you're going --
13 you'll see those little blue -- light blue areas there
14 to the left of the screen. Those are the first cuts
15 of the channels that will eventually be those North
16 Ridge Islands. If any of you are looking at North
17 Ridge Island lots, they will end up looking a lot like
18 the Sapodilla Ridge lots, actually identical to the
19 Sapodilla Ridge lots. Some of them will be -- well,
20 all of them will be raised to three feet above sea
21 level or mean water level and that's where your
22 foundation will be once we get full compaction.

23 The next day after the property tour, you'll
24 go to our private island. That's our decompression
25 day. On the island, you'll probably -- like I said,

1 you know, you want to have your swim trunks, maybe a
2 change of clothes. You definitely want to have water
3 socks. Water socks are great. You know, those kind
4 of water shoes that allow you to walk around, because
5 we definitely keep our island in a very native
6 condition. People are kind of always sweeping up
7 especially rough, broken shell and broken coral.
8 You'll see it once in a while and it's -- that's
9 something that's almost like aggregate that helps
10 build beaches. So if we clean all that up, it
11 actually causes beach erosion.

12 So you may find, from time to time, when
13 you're walking out to the offshore offices here where
14 you'll meet with the guys for your private one-on-one
15 meetings to talk about what direction you want to go
16 and if you're interested in becoming part of our
17 community, when you're taking that little walk out
18 there, you may find there's some rough stuff on the
19 bottom. So I always recommend people have their water
20 shoes.

21 If you want to go kayaking, you want to go
22 stand-up boarding, if you want to go snorkeling, all
23 those things are right there. We have all the gear.
24 Don't worry about it. You don't have to bring
25 about -- you don't have to worry about that sort of

1 thing. We have all the toys out there, including a
2 football once in a while.

3 Of course, massage. At the island, what
4 better way is there to enjoy an island out in the
5 middle of the Caribbean than getting a great massage.
6 The lady in the green there to the right is Christine
7 Small (phonetic), who has been -- who is Belizean.
8 She sits on the Placencia Chamber of Commerce. She's
9 a great resource, a wonderful, powerful woman leader
10 in her community and she runs probably the best
11 massage spa anywhere in Belize, and we're so fortunate
12 to have her every weekend come out and give
13 professional massage to you guys at the island. It's
14 the experience that you won't forget.

15 We just actually finished -- you see this
16 sort of small little massage palapa. We've actually
17 expanded it for her so she can get around to the other
18 side of you and be able to work as not just a left
19 side massage, but both right and left. As you can
20 see, that's a pretty tight little spot that she's got
21 to work in. So we've expanded that for her. And
22 enjoy that while you're there.

23 And then, of course, you'll be able to meet
24 that -- later that evening, you'll be able to meet
25 some owners. Hopefully, you'll be able to be doing

1 this with them and raising your glass and welcoming
2 you to the community. The tour that I came down --
3 it's not always this way, but the tour that I came
4 down that everybody that was on tour are now members
5 of our community.

6 And I'm so excited by that fact that they
7 saw the vision, they realized the dream, they meet
8 with great people that they're going to -- that's
9 going to be their neighbors. Many of them say, you
10 know, I don't even know my neighbors at home and I
11 can't wait to meet my neighbors here. That's common
12 because we are a community where we're very -- all of
13 like mind of keeping this place very beautiful, lush,
14 simple, and healthy for everyone. So you'll get some
15 time after island day to relax, unwind with some of
16 the owners.

17 And then the next day is an open day. This
18 is not the greatest picture in the world, but this is
19 our landscape garden, and just passed the landscape
20 garden are the farms. You will have met Nano Amensa
21 by that point. He will have given you a -- probably a
22 mind-blowing tour of our garden and show you how some
23 of the things that are -- that are growing native to
24 Belize are there to get you well and keep you well.
25 Pretty amazing guy. I really can't wait for you guys

1 to meet him. And, please, you know, bend his ear.
2 Ask him some questions. He's an amazing resource.
3 He's -- like I said, he's a national treasure in
4 Belize and we have him programming our farm. And I
5 just hope he stays forever, and I think he will.

6 There's the man himself. That's Nano Amensa
7 right there with a truckload of his bounty. When
8 we're through supplying the staff kitchen because a
9 healthy staff is a productive staff. So we produce
10 organics for the staff kitchen for the development.
11 After we produce all the -- the input that we need for
12 the restaurants and for your tour, we have leftovers
13 and those leftovers go to all the owners on the
14 property, and the balance of that goes to a program
15 that we've created that works with the schools in
16 Sittee River to give them nutritional lunches and
17 nutritional vegetables to the community next door. So
18 it's a little, you know, give-back -- community give-
19 back and goodwill that we owe that community because
20 of how much they have contributed and given back to
21 our community.

22 So, Nano is the man. You're going to get to
23 meet him down there and learn about his farming
24 practices and everything he does to produce this
25 beautiful bounty that you see here before you. And

1 it's only going to get better.

2 You'll also be able to go out on Monday --
3 or I think that's Sunday, I'm sorry -- the day after
4 the island day, go horseback riding. Germaine and
5 Michael are two wranglers. They're brothers. They've
6 been with us. I hired Michael in 2013, only to be
7 convinced that we needed another wrangler because two
8 wranglers are better than one. I said okay. And the
9 next day I knew it, his brother is there. And those
10 two are phenomenal, two of the best horsemen anywhere
11 in Belize. One of them actually is a former jockey.

12 We've got our sweet 16, which are 16
13 beautiful horses ranging from Appaloosas to
14 Thoroughbred to Belizean quarter horses, which are --
15 imagine Seabiscuit. And they're all great horses that
16 those guys work with a lot to take you on to the
17 bridle trails. You're going to enjoy that if you're
18 into horses.

19 If you want to go with Mr. David Hilmy
20 through his mango -- mangrove maze, the Labyrinth
21 Lagoon, he has created this wonderful kayak trail
22 through the mangrove mangle they call it and it's a
23 once in a lifetime experience and it's a great way to
24 get acquainted with the wetlands and a lot of the
25 ecology that's in there. Wonderful times.

1 Okay. That's the little five-acre island
2 that you're going to see and you're going to notice
3 when you get there, there's going to be a striking
4 difference from this photograph. This photograph was
5 probably taken in about 2013. At that point, we
6 started a program of propagating coconut shoots to
7 cover that big middle area there that looks like a
8 beach -- like a doughnut, right? The green on the
9 outside and there's a lot of mangrove and coconut
10 trees.

11 And that whole middle section there was a
12 low depression that we improved with fill that allowed
13 us two-fold purpose. One, to give us a deep channel
14 access so we can in the big boat and drop off right at
15 the island. And you're going to see that big area
16 that was given to fill, that created a high ground,
17 has now over 350 coconuts. And I can tell you that we
18 used to trip over those things because they were, you
19 know, 18 inches off the -- off the ground and now they
20 soar to 12, 15 feet overhead. Within a year or two,
21 it's going to be a canopy that's going to be soaring
22 above everyone's head, changed the entire ecosystem of
23 our island. The climate is cooler. I'll tell you, it
24 makes the argument for why forests control climate.

25 When you get off the boat, rather than going

1 across that open three acres of beach, you're going to
2 go under a cool, breezy canopy of coconut trees.
3 There's a Norfolk pine on there -- I invite you guys
4 all to go find where it is -- that we planted for
5 Veteran's Day, and it will soon be soaring feet above
6 the canopy in years to come. Again, these are all
7 legacies for us.

8 We have a restroom facility there that is
9 going to be built on the island, the first generation
10 one that you're going to see there is not so great.
11 But the next one has a rainwater catchment system. So
12 you'll be able to have freshwater showers, you'll be
13 able to have flushed toilets, his and hers, and
14 changing rooms. So we're about to develop that in the
15 upcoming quarter.

16 All right. So I think I hit everything here
17 of things to bring. Flip flops, tennis shoes,
18 sunglasses. Like I said before, casual dress. You
19 know, for dinner, if you want to wear something a
20 little fancier, that's fine. Sun screen, bug spray.
21 We have them, but bring them just in case. Your water
22 shoes. And the sales guys always tell me, don't
23 forget, this is a business trip, bring your credit
24 card and your checkbook so that you can take advantage
25 of becoming part of our community right there on the

1 spot, which I really look forward to.

2 And, honestly, I tell everybody when I'm
3 down there, I look forward to right now being the
4 sustainability director to becoming your
5 sustainability director.

6 Okay. So that's what I've got as far as my
7 presentation is concerned. So and I see -- I've been
8 seeing some -- some questions coming along here. And
9 let me go and let me kind of -- okay. So let's see.
10 Okay, first question is, you know, a popular question,
11 a common question is how is wastewater handled for
12 homes in the development? Well, we use a
13 decentralized wastewater strategy. If you talk to any
14 municipal wastewater public utilities department, they
15 would all -- if they could go back and do it all over
16 again, they would use a decentralized system such as
17 the one that we're -- that we have designed.

18 So in our building guidelines and in the
19 engineering department -- so, for example, when I
20 worked in the engineering department, I lived and
21 worked down there for two years. One of the foremost
22 things that I did was to put together the
23 specifications for wastewater treatment.

24 Now, you'll see a very large example of one
25 of these systems down at the Beach Club and you don't

1 see it, you don't hear it, most importantly, you don't
2 smell it, but it's there. And it's a small wastewater
3 system completely enclosed and basically treats the
4 water within about a 24 to 48-hour cycle and allows
5 that water -- the clean water to be discharged. And
6 it basically uses aerobic enzyme technology that's
7 been around for a very long period of time to
8 basically use the natural processes to break down
9 waste.

10 What it does is it treats the water so
11 quickly without using harsh chemicals, it treats the
12 water so quickly that it doesn't have the opportunity
13 to go septic. So a lot of people say, well, do you
14 have septic tanks? Well, sepsis is a process -- an
15 anaerobic process. We use an aerobic system. So it's
16 a very small energy usage.

17 And like I said before earlier in my
18 presentation, I don't leave you guys to the wolves.
19 The system that we have, I went out and I found the
20 vendors in the background environment in Belize that
21 sell, warranty, maintain these systems. And they're
22 all drop-in systems, which means that your builder,
23 all he has to do is -- and they know this, the
24 builders all know this -- they stub out and from that
25 stub, the vendor comes in, drops in the system, wires

1 it all up, plumbs it all out. You've got your soak-
2 away field that is usually a garden soak-away field.

3 And we have a beautiful diagram that we
4 created in a CAD in the engineering department that
5 not only tells you what type of system and size system
6 that you should put in, but also in the soak-away what
7 types of plants you should be planting in your soak-
8 away because the best way to finish the process or
9 what they call polish the affluent is to get that
10 water out and up. For example, the standard home has
11 about 50 to 75 gallons per day is the output of water.
12 One -- one planting plant drinks about 50 gallons of
13 water a day.

14 So in your soak-away, you can put in wild
15 ginger, you can put in a banana, plantain, you can put
16 in all kinds of beautiful floras that are what we call
17 thirsty plants. And that basically will not only take
18 up the last bit of nutrients, like if there is some
19 nitrates and phosphates left in the water, those go up
20 and produce beautiful blossoms like in -- heliconia
21 requires those nitrates and phosphates for the
22 colorful flowers. And then, obviously, the larger
23 water and nitrogen that you're trying to get.

24 This thing's -- you know, you don't even
25 need to be taking notes right now because we have a

1 big, beautiful blueprint, including the plant list
2 that goes with that, to basically create this little
3 system in your backyard that's both aesthetically
4 beautiful and completely able to forget because the
5 maintenance plan that comes with these systems
6 includes a semiannual checkup to make sure that the
7 system is working correctly and you can actually buy
8 an extra little device that works through your home
9 WiFi that will send a little email up to your friend,
10 Luis Garcia, who's the president of Eco Friendly
11 Solutions in Belmopan, that tells him that's
12 something's wrong with your system.

13 And then he will be able to send out a tech,
14 or better yet, some of the guys that we have trained
15 on the property are trained to work on, trouble-shoot
16 those systems. So, again, these are the type of
17 systems that if you're away, you're wondering, oh,
18 gosh, what's going to happen while I'm away, you can
19 flip over to vacation setting and the system basically
20 goes into kind of a hibernation mode. And then when
21 it comes time and you're going to come and visit, come
22 back, stay, maybe call Luis or have -- want to have
23 one of our techs go by, flip the system on and the
24 whole thing reboots.

25 The great thing is you're going to be able

1 to meet people who have lived this. It's not just a
2 lot of talk or theory. You wouldn't live very long in
3 the -- in the business that I've been, in the type of
4 consultant work that I've done overseas, if you
5 weren't able to deliver something that is sustainable
6 -- and by that, I mean a durable piece of equipment
7 that somebody's there that can fix, you know,
8 troubleshoot, spare parts, parts rooms, low energy
9 requirements, all those different things. So, I'm not
10 just talking the talk, but we actually walk the walk.

11 And you don't have to even trust us. You're
12 going to get to meet people like Jerry Brown, who's
13 the president of the homeowners association. He'll
14 probably be there for one of the dinners with you
15 guys. Not that you might want to talk, you know,
16 wastewater systems over dinner. But you can find some
17 time with Jerry. Jerry took up the call when he
18 moved. He was a pioneer. He was moving down on one
19 stretch of road in Equestrian that we didn't even have
20 power down to. And I told him, listen, we'll make
21 sure we have power to you by the time you're finished
22 building and also recommended Luis Garcia and this
23 system. He did so and he is as thankful as ever.
24 Every time he sees me, he thanks me because it's been
25 the most trouble-free system and he's a true believer.

1 So you can go ahead and talk to him about how easy it
2 is and how great the service is that he gets.

3 Again, that's a -- that's something that is
4 a legacy as the developer, that we've created these
5 relationships for you. We've trained our workforce so
6 that they can troubleshoot these systems. Feel free
7 to bring in an exotic system if you'd like. If you
8 have one that you know and works well for you, by all
9 means, you know, bring it in. But I just warn you
10 that, you know, the system may run great until the
11 first thing breaks and then who's going to -- who's
12 going to fix it. So I hope that answers your
13 question.

14 When you get -- as part of the community,
15 you're going to get an owner's handbook. In that
16 owner's handbook is the diagram that I'm talking
17 about. You'll be able to see not only the specific
18 layout, but that is also the building standard for our
19 community. And one of the greatest honors of my life
20 was one that I didn't even know about. I did a cold
21 call visit to Central Building Authority up in Belize
22 City and they -- the head of the Central -- of Central
23 Building came to me and said, hey, Frank, I wanted to
24 let you know that that diagram that you guys in the
25 engineering department -- is now going to become the

1 national standard for the next iteration of the
2 building guidelines. There's no better -- in my
3 opinion, no better compliment that you can receive
4 than being copied. Right? Plagiarism is the best
5 form of compliment.

6 Okay, so -- how long will the aquifer last?
7 Into perpetuity. The reason I know that is unlike
8 even some of the municipal systems in Belize, we did a
9 full hydrologic study where they followed the
10 watershed all the way up to the heads, the heads --
11 the watershed heads. No one in Belize up to us had
12 done anything quite like this. It's quite a
13 comprehensive map that if anybody's really interested
14 in seeing, it's quite detailed and quite extensive.

15 But it calculates exactly how much water
16 falls on the shed, how much of that water goes down
17 into our aquifer. And we only consume -- our outside
18 metric was 25 percent of the recharge. That's not 25
19 percent of the aquifer, but 25 percent of the
20 recharge. That means that of the 100 percent recharge
21 that hits the aquifer every year, we only will max out
22 when the entire development is built and everybody's
23 living there -- we call it Easter Sunday precautionary
24 -- the Easter Sunday precautionary principle is you
25 assume that one day of the year everybody shows up

1 like we all do at church on Easter Sunday. Everybody
2 shows up and everybody's eating and drinking and
3 taking showers and flushing toilets. We take that as
4 our precautionary principle and on that --

5 (Break in recording.)

6 FRANK CONNELLY: -- 190 to 120 inches of
7 rain per year fall on our watershed. We have a known
8 watershed that's all completely captured. Half of our
9 watershed -- there's seven different sheds. Half of
10 them are on our property; the other half are on the
11 Cockscomb National Reserve, which is a UNESCO World
12 Heritage site. It's not going anywhere.

13 So I hope that answers your question. But
14 as far as sustainability is concerned on our water, we
15 can say with complete confidence that we are water-
16 independent.

17 The other thing that we can say with
18 complete confidence is that we actually are the first
19 and only private water utility in the history of
20 Belize. We went through all of the international
21 standards and guidelines to become an international --
22 or, I'm sorry, a private water utility, which includes
23 showing, in scientific terms through hydrology reports
24 and studies, that our water supply is sustainable,
25 number one, and the quality is sustainable.

1 We actually deliver certified World Health
2 Organization standard water, which I was just asked
3 today is the water at our property as good as the
4 United States. I can say with definiteness that our
5 water is better and that is not just a sales pitch.
6 Take a look at the World Health Organization. They
7 rank all the water systems in the world based on their
8 standards. We have applied and received World Health
9 Organization standard by the Minister of Health of
10 Belize, meaning we have achieved the absolute standard
11 the World Health Organization requires in the testing
12 of our water eight times a year.

13 The United States you would think lies at
14 number one. Is it number five? Is it number ten?
15 No. The United States, by World Health Organization
16 standards, is the 63rd in the world. We have very
17 poor water systems in our country and that's why we
18 all have to put all these treatments and water filters
19 and everything before we can drink out of the tap. In
20 our development, we can drink out of the tap. It's a
21 clean, certified, closed loop water system and I'm
22 proud of it, and you too can be proud of it as being a
23 member of the community.

24 Has the hurricane damage to marinas in other
25 Caribbean islands added value to this marina? You

1 know, listen, it isn't a bad question to ask. I mean,
2 I have received word from Eric in development that
3 they are doing some repairs at their St. Maarten
4 marina. One of the things that I showed you, Bob,
5 who's the marina manager from St. Maarten, really
6 appreciated the fact that we've built our marina
7 behind the Sapodilla Lagoon. All these things are
8 huge surge sponges.

9 The barrier reef way out there, you'll see,
10 settles the water down to a trickle of a wave. You go
11 outside the barrier and it's like Pirates of the
12 Caribbean out there, even on a good day. But inside
13 the barrier, the water is shallow and much of the
14 energy is reduced. So there's very -- there's less to
15 surge.

16 The next thing that's a huge surge absorber
17 is the mangrove of which the Sapodilla Lagoon is 100
18 percent a mango lagoon -- mangrove lagoon and the
19 lagoon itself is a huge sink. And then behind us is
20 our marina. So we're really insulated from a lot of
21 the storm, wind and surge that can damage marinas. In
22 fact, if anybody's a boater, you know what a storm
23 hole is. A storm hole is a registered spot on your
24 navigational charts that if you can reach that storm
25 hole during tropical weather, your insurance policy

1 will apply. If you're not in a storm hole during
2 tropical storms, you're at risk of your insurance not
3 covering you. The Sapodilla Lagoon itself is a
4 registered storm hole on navigational maps. We are
5 actually behind that, which actually is -- actually an
6 extra layer of security.

7 I think that -- to boaters, they know that.
8 Guys like Gordon, who I showed you the picture of, was
9 the one who was the firm proponent of us building the
10 marina at a far greater cost and protecting that
11 marina the way it is. But he's an owner of big boats.
12 He's the owner of the Mariah that you saw some
13 pictures of there. And this is home port for this
14 boat. And I think others will be of like mind. When
15 they see the security, they're going to feel
16 comfortable having their boat in our marina. So
17 that's a great question.

18 Average sunshine is 200 to 250 hours per
19 month or more. Current data for Belize shows 100
20 hours per month peaking at 150 significant and less.
21 Is that true for this local area?

22 I would say you're probably going to see
23 that a lot of that data is collected inland and inland
24 -- particularly when you go along like Hummingbird
25 Highway, you start getting into elevations. You get a

1 much more heavy cloud cover. Now, you don't have to
2 take my word for this. When you get down there,
3 assuming that there's no storm fronts going through,
4 the normal cycle is -- you're going to see near the
5 coast is that the clouds will be far off in the -- off
6 the sea during the morning hours and then during the
7 afternoon hours, you're going to start seeing them
8 building up over the -- over the mountains off in the
9 distance.

10 And that during the night, the coastal shift
11 or land breeze starts to induct and that causes a rain
12 storm during the night. So, generally speaking, along
13 the coastline, we get more sunshine than particularly
14 the interior of the country because it's more
15 mountainous and there are a lot more cloud
16 accumulations during particularly afternoon and
17 certain times of the year.

18 I think the best person to talk to would be
19 somebody else that you'll probably meet. His name is
20 Tom Scrutchen (phonetic) and his wife, Penny
21 Scrutchen, who have been living off grid for about
22 three years, and they can give you the data. Now,
23 they have a very large home and they have a very large
24 collector to go with it, but they also have a large
25 storage to go with that.

1 So there's certainly no doubt in my mind
2 that in any home that you want to build off the grid
3 and you're going to opt for solar, you are going to
4 want to have a battery bank and you're probably going
5 to want to have a backup generator. But, honestly, if
6 you do the levelized cost of all of that, you're still
7 less than the cost of tying into the grid because
8 energy is not exactly cheap in Belize. So it makes a
9 pretty good case for solar.

10 Even if your whole home is not off grid, you
11 know, take the burden off of the energy that your home
12 uses by supplementing with solar, perhaps, or go with
13 a lot of gas like gas -- a gas range, gas dryer, hot
14 water heaters. Those are the ways of reducing your
15 dependency on energy.

16 But you'll find that different times of the
17 year, obviously, during the rainy season, it's not
18 like -- when I heard rainy season in Belize, I thought
19 it was going to be like India monsoon where it's just
20 like curtains of rain for days. It's not really like
21 that. India -- I mean, the Belize rainy season is
22 much more of an afternoon shower cycle, sort of the
23 way you get in Miami. And I don't think anybody would
24 argue that Miami is a cloudy, not so sunny place.
25 Most of the time, it's sunny there. Certain times of

1 the year you get, you know, quick downpours, similar
2 like that.

3 Okay. People are asking how this is -- how
4 the property is powered. We have close to 60 miles of
5 three-phase power provided to us by BEL, Belize
6 Electric Limited. They have the monopoly on the
7 installation, maintenance and upkeep of line. So we
8 basically develop the basic infrastructure, cut the
9 check, write the contract, and they install the power.
10 Obviously, it's not the fastest thing in the world
11 getting power. It's been over a course of many years
12 that we've been putting power in. But we have power
13 to about 70 to 80 percent of the property and we're
14 hoping to close that out in the next year and being
15 able to say we have 100 percent of the property under
16 power.

17 But, you know, like I said, it's a big
18 community. There's 60 miles of roads, 60 miles of
19 water line. We have most of the water line that we've
20 put in ourselves and then -- and then, obviously,
21 energy is something that -- Belize Electric Limited
22 has been really great.

23 Some people say, well, why is some above
24 ground and some below ground? Belize Electric
25 Limited, because they have the ultimate responsibility

1 for upkeep of the lines make the final decision of
2 whether it's above or below ground. If you're
3 traversing a large distance, they prefer to go above
4 ground because in the tropics, it's only a matter of
5 time before you get water infiltration into
6 underground power lines and it's very difficult for
7 them to troubleshoot where line breaks are if it's
8 underground, whereas aboveground, obviously, it's
9 quite obvious when there's a break.

10 Now, shorter trenches like you'll see out to
11 the little small islands, the short trenches, they
12 agree to go underground because it's, you know, a
13 shorter distance for them to have to troubleshoot.

14 Yes, fiber optic infrastructure. Yes, there
15 is a plan to have fiber optic and it really has to
16 deal with economics. We've already got the price to
17 bring the main mother line down from Southern Highway.
18 There is a fiber optic line that runs north to south
19 across the entire country. To bring the mother line
20 into our community would cost about 30,000, but they
21 said -- the fiber optic provider said until you have
22 some critical mass of -- of residents that are there,
23 that are there to basically consume it, they wouldn't
24 underwrite that cost.

25 So we have companies just like, you know,

1 the cable industry and fiber optic industry and, you
2 know, they'll install the infrastructure "for free"
3 And that will be underwritten by subscriptions. So,
4 yes, that's all there. We actually have extra conduit
5 running through the entire property that will make way
6 for that fiber optic.

7 Currently, we have satellite, sat com, as
8 you say, service. It's quite good. We wouldn't be
9 able to do what we do for a living if we weren't. We
10 have a commercial system at the office there you'll
11 see onsite that's a satellite system that is, you
12 know, 3G, and then you can get that same for home.
13 For example, when I was living down there, you know, I
14 was living on Netflix and you can stream Netflix
15 there. Obviously, it's fairly robust. But in the
16 future, we can see even more robust systems being come
17 in -- or coming in.

18 Yeah, the gas that they have in Belize --
19 oh, I'm sorry. The question is, I mentioned gas-
20 powered appliances being more efficient than electric.
21 Is gas via have propane tanks or natural gas via a
22 Belize utility company? Yeah, there is a -- there is
23 a national gas delivery and it's a blend of propane
24 and -- propane and natural gas mix. It's quite
25 affordable. The only reason I say that it's a

1 different mix is because some folks have brought down
2 appliances and they're wondering why that appliance
3 isn't working right. Because the nozzle for natural
4 gas is a different size than the nozzle that you need
5 for this. So you would have to get the nozzle
6 switched out. But if you buy the appliances in-
7 country or you let somebody know that you're importing
8 from out, they'll switch it out for you.

9 But, again, this is one of those values of
10 buying in the community. You may not have learned
11 that if you were outside of our community. But those
12 are sort of the things that we'll have all figured in
13 and you'll find that we have tried to get the builders
14 -- and like I said, I sit on the Architectural Review
15 Board. But really it's less about the architecture
16 that we're reviewing. It's more about the plans that
17 the builders are bringing in. And whenever we see
18 plans we say, well, why don't you think about using
19 flash water heaters because then you'll reduce energy
20 consumption. Why don't you think about, you know, a
21 gas range versus an electric range because it will
22 reduce consumption.

23 But, yes, gas is readily available. We
24 actually have a delivery service that comes to the
25 development, so all you have to do is call and say,

1 hey, I'm in the development and I need a fill-up, and
2 the truck will come, I think, once a week, stop by
3 your place, fill up your tank. It's a several-
4 thousand gallon tank so it lasts most people, you
5 know, a year.

6 Question, are there any or many owners who
7 live there six, nine months a year and are considered
8 Belize residents?

9 No, there's -- actually, there's two things
10 I should mention. One is the QRP, Qualified
11 Retirement Program. If you're going down there to
12 retire, you can live down there full-time without ever
13 risking inadvertently becoming a resident. Because,
14 obviously, you know, that has consequences. If you're
15 going down there to visit, all you need to do is go
16 back and get your passport stamped once a month and
17 they'll let you stay indefinitely as long as you're
18 getting stamped and you obviously are, you know,
19 playing by all their rules down there.

20 If you did want to become a resident, there
21 is a program for that and I think it would require at
22 least a one-year stay in the country under the
23 resident program, and then after that, you could
24 actually apply for Belize citizenship. I'll be honest
25 with you, I don't know too many people who have done

1 it. I do know that it is -- it's a bureaucratic
2 process. I've talked to -- I do a lot, obviously,
3 with the government and it is a bit of a bureaucratic
4 process. It's become much more regulated in recent
5 years because there were some people that were going
6 down there and just trying to buy passports, which is
7 common. So they really regulated it.

8 But if you are interested in just going down
9 and you're worried like, oh, gosh, I don't want to
10 stay too long and then suddenly end up becoming a
11 resident, then you just go down on your tourist visa.
12 You go get it stamped up in Dangriga. Actually, when
13 we have -- when we have the IGY Marina opened, like I
14 said, there will be a kiosk there for Immigration so
15 when boats of foreign flags come in. So there will
16 probably be hours when the Immigration officer is
17 there and I can foresee -- I may be thinking a little
18 bit out of turn, but I can foresee when that
19 Immigration officer is there if residents want to come
20 or, I mean, community members want to come and get
21 their passport stamped and at least save you the trip
22 to Dangriga.

23 Okay. I think that's it. I think I hit
24 them all. You guys have asked some great questions,
25 by the way. And I really enjoy answering those kind

1 of questions simply because it shows me that you guys
2 are -- you know, you're thinking about this in serious
3 terms and really want to understand what we have to
4 offer. I hope that I've given you some food for
5 thought. Like I said, we've got a lot to show you and
6 I really look forward to you guys getting down there
7 because, heck, you know, I can talk all day, but
8 seeing is believing.

9 I'm so excited for you guys because now you
10 can actually go down there and enjoy the lifestyle
11 that we've always envisioned for many, many years.
12 You may have returning owners on your tour or ask some
13 of the people that have been living there for some
14 time. They'll tell you how much vision was required
15 back in the day, so to speak, and now we're here at
16 this most wonderful time where not only are we on the
17 precipice of a big burgeoning community of people,
18 like-minded people living within this wildlife
19 reserve, but also we're at this formative point where
20 now we're going to be opening up the marina and really
21 putting our development on the map and being able to
22 welcome some friends from the boating community to
23 come in and really provide the economy that is going
24 to fuel the resales, the investment potential.

25 And really importantly if you're there --

1 you know, you're not interested in the investment side
2 of things, you're really there to just build a house
3 and then go and enjoy it, it's the perpetuation of
4 high-quality goods and services and conservation
5 efforts and activities, the likes of which we've all
6 been dreaming of for many, many years.

7 So I thank you all for your time tonight. I
8 really enjoy all the questions that you've provided me
9 and I look forward to hearing your feedback and
10 welcoming you all as members of the community. Once
11 you are, you'll have access to all of our development
12 reports and beautiful periodicals that we put out.
13 Nano writes them; David Hilmy writes them; I write
14 them; Chris Cammarano, one of the designers here,
15 writes them. And you'll get good quality information
16 and you'll see our commitment to you and our thanks to
17 you as our community members who are the most
18 important thing of all.

19 Thanks, everyone. Have a great time and I
20 look forward to seeing you all real soon. Bye-bye.

21 (The webinar was concluded.)

22 (The recording was concluded.)

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