

INTEGRAL ECOTOURISM DEVELOPMENT AREA
CÔTES DE FER MASTER PLAN



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HAITI ACCESSIBILITY



	Cotes de Fer	Baleine	Bainet	Aquin	Jacmel	Jeremie	Les Cayes	Miragoane	Petit Goave	Port au Prince
Cotes de Fer										
Baleine	33									
Bainet	33	46								
Aquin	27	40	85							
Jacmel	59	97	142	156						
Jeremie	195	183	228	155	311					
Les Cayes	105	93	138	56	241	99				
Miragoane	83	71	116	44	112	199	100			
Petit Goave	109	97	142	70	86	225	126	26		
Port au Prince	190	178	223	138	121	293	194	94	68	

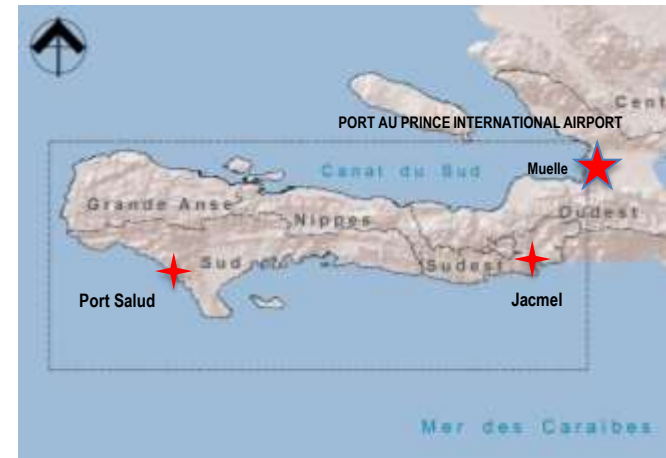
Distance Table to Major Cities (Km)

AIR ACCESS

Air Transportation Actually
Haiti has its air transportation through the Port au Prince international Airport and two other national airports located at Les Cayes and Jacmel, the last one is under renovation by now.

SEA TRANSPORTATION

Puerto Principe's port has highest activity in the country. The port's facilities include cranes, large docks, warehouses, among others.



ROAD TRANSPORTATION TO THE SOUTHERN REGION

The National Route RN2, a two-lane paved highway, brings connectivity to the southern region.

The regional road RD23, a four-lane unpaved highway provide a regional connectivity tu the area.

PROJECT AREA TRANSPORTATION - LOCATION

AIR TRANSPORTATION TO THE PROJECT

According to the International Civil Aviation Organization (ICAO) standard, they have been analyzed different location proposal surfaces for the international airport project (Côtes de Fer).

The analysis result brought out three main options for the airport location; once the project has the topography information, it would be possible to determine its viability.



	Sitio	Cotes de Fer	Baleine	Bainet	Aquin	Jacmel	Les Cayes	Port Salut	Port au Prince
Sitio	PM								
Cotes de Fer	22								
Baleine	10	30							
Bainet	24	33	14						
Aquin	27	27	37	51					
Jacmel	55	33	65	79	156				
Les Cayes	80	102	90	104	56	241			
Port Salut	107	129	117	131	44	112	100		
Port au Prince	165	187	175	189	138	121	194	94	

Distance Table to the Master Plan (KM))



LOCATION

The project is located at the middle way of the the Port Salut-Jacmel tourist corridor.

The RD23 highway improvement has been taken in account, the suggestion is to undertake a two-way four-lane highway with one-sideway each lane and a median



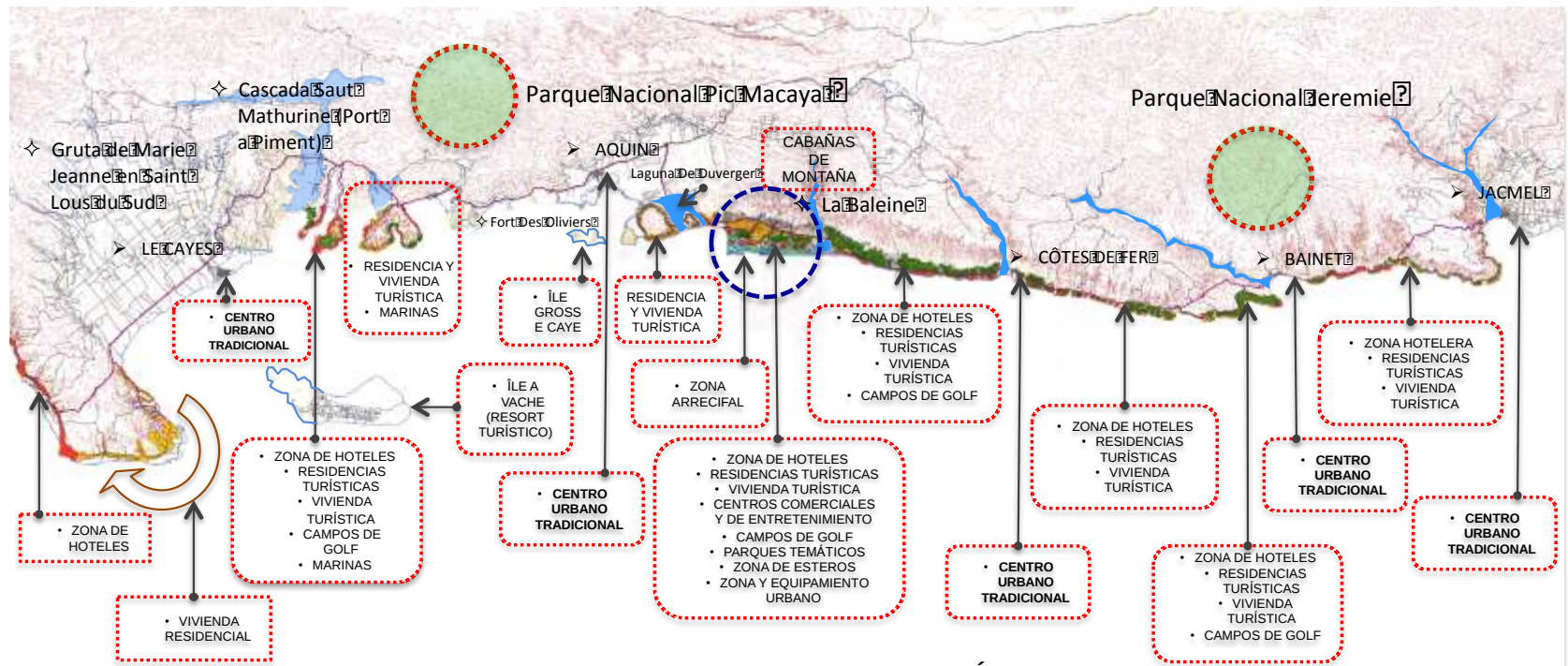
Route Table Proposal Section RD23

TARGET

- ✓ Under the diversity of natural attractions and its potential for tourist development, the south and southeast is promoted as a **multi destination**, therefore the range of the target is much more wider according to ages, preferences, economic status, among others.
- ✓ Main activities: sports, adventure, nature, ecotourism, agritourism, aquatic, mountain, ethnotourism and nautical.
- ✓ Target: East coast USA, Canada, (Second phase), Germany, United Kingdom, France, Italy and Spain, (Third phase)), China and Japan.



Programa Genetral de Desarrollo Turístico e Imagen Obgetivo de la zona sur de Haití



ZONA SUR Y SURESTE DE HAÏTÍ

- The project is distributed in 5680.95 acres (2299 ha) the 55% may be developed. The potential capacity is about 7,768 rooms, 12,190 tourist residences, 746 panoramic tourist residences and 3,077 housing lots. Density: 21 tourist residences per hectare and 83 houses per hectare.



MASTER PLAN FIRST PHASE

- Capacity: 1,266 rooms and 1,133 tourist residences

INVESTMENT TOTAL PHASE 1 (AMERICAN DOLLARS)

PARAMETRICS COSTS

EXPENSES	Equivalent investment for First Phase	Equivalent Investment for urban living	TOTAL INVESTMENT FIRST PHASE
MANAGEMENT	661,173.58	436,624.06	1,097,797.64
Permits, Licenses and Concessions	661,173.58	436,624.06	1,097,797.64
STUDIES AND PROJECTS	1,408,230.60	929,963.60	2,338,194.20
Stuides Water Prospecting	281,646.12	185,992.72	467,638.84
Environmental Impact Studies	281,646.12	185,992.72	467,638.84
Banking Study Materials	155,136.97	102,448.94	257,585.91
Soil Mechanics and Pavement Design	281,646.12	185,992.72	467,638.84
Programs and Plans	408,155.27	269,536.50	677,691.77
EXECUTIVE PROJECTS	1,132,583.42	747,932.45	1,880,515.87
Executive Projects Integral Urban Design	393,841.36	260,083.92	653,925.28
Executive Projects Drinking Water	235,704.92	155,654.19	391,359.12
Sewerage Project Executive	204,077.64	134,768.25	338,845.89
Executive Projects Electric Power and Telecommunication	298,959.50	197,426.08	496,385.58
HEAD WORKS	8,025,877.55	5,930,883.71	13,956,761.26
Power generation, Electrical Substation and Transmission Lines	3,609,782.10	2,383,818.37	5,993,600.47
Drinking Water	2,558,810.86	1,689,780.76	4,248,591.61
Wastewater Treatment Biodigesteres water treatment systems or other.	1,857,284.59	1,857,284.59	3,714,569.18
Integral Development	15,840,266.67	11,606,546.34	27,446,813.00
Secondary and tertiary roads	1,374,983.74	1,854,237.85	3,229,221.59
Acces Boulevard	2,162,132.82	4,530,247.69	6,692,380.51
Electric Power Networks and Telephony	3,422,616.11	2,260,218.19	5,682,834.30
Red water, Sewerage and SUDS	2,558,810.86	1,689,780.76	4,248,591.61
Walkers, Squares and Gardens	1,926,265.10	1,272,061.86	3,198,326.95
Environmental Protection Works	4,395,458.03	0.00	4,395,458.03
WORK SUPERVISION WITHOUT GOLF	2,393,187.39	1,580,406.76	3,973,594.15
GOLF COURSE 18 HOLES	14,400,000.00	0.00	14,400,000.00
Golf Course 18 holes	14,400,000.00	0.00	14,400,000.00
Grand Total	43,861,319.20	21,232,356.93	65,093,676.13

NOTE: THESE FIGURES NOT CONSIDER ACQUISITION OF LAND, PREOPERATING EXPENSES OR CAPITAL EXPENDITURE.



AERIAL VIEW 2



MASTER PLAN SECOND PHASE



- Capacity: 2,006 rooms and 1,434 tourist residences



- Capacity: 4,397 rooms and 9,624 tourist residences.



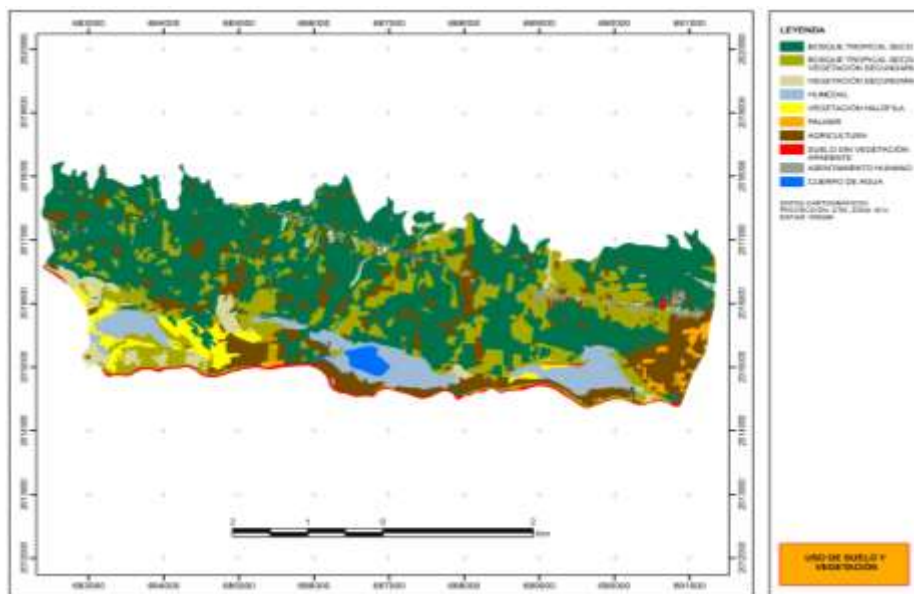
FOURTH PHASE: 273 tourist residential panoramic

FIFTH PHASE:
473 panoramic tourist residences



- ✓ To design the master plan as a sustainable ecotourism center, is required an analysis of the elements and both, physical and biotic environmental characteristics, resulted in the use of natural conditions present in the area, reducing possible environmental effects that arise.
- ✓ Greater care items that were considered as guiding principles for the design of the distribution of the project are:
 - a. Biodiversity:
 - Reduce the area of rudeness and retrieve local floristic diversity.
 - Systems restore wetland vegetation (mangrove).
 - Reactivate biological corridors through the creation of roosting sites, nesting, shelter and food.
 - b. Soil:
 - Reduce the risk of erosion and flooding.
 - Densities and low occupancy of rooms per hectare.
 - c. Water:
 - Restore natural runoff and recover the bodies of surface water.
 - Encourage recharge of groundwater.
 - Reduce the use of water systems.
 - d. Energy:
 - Mixed use of energy (clean/generated) to reduce greenhouse gas emissions and consumption of resources not renobables.

- ✓ Through soil applications and the current vegetation in the project area (2013), analyzed and assessed the possible environmental effects.

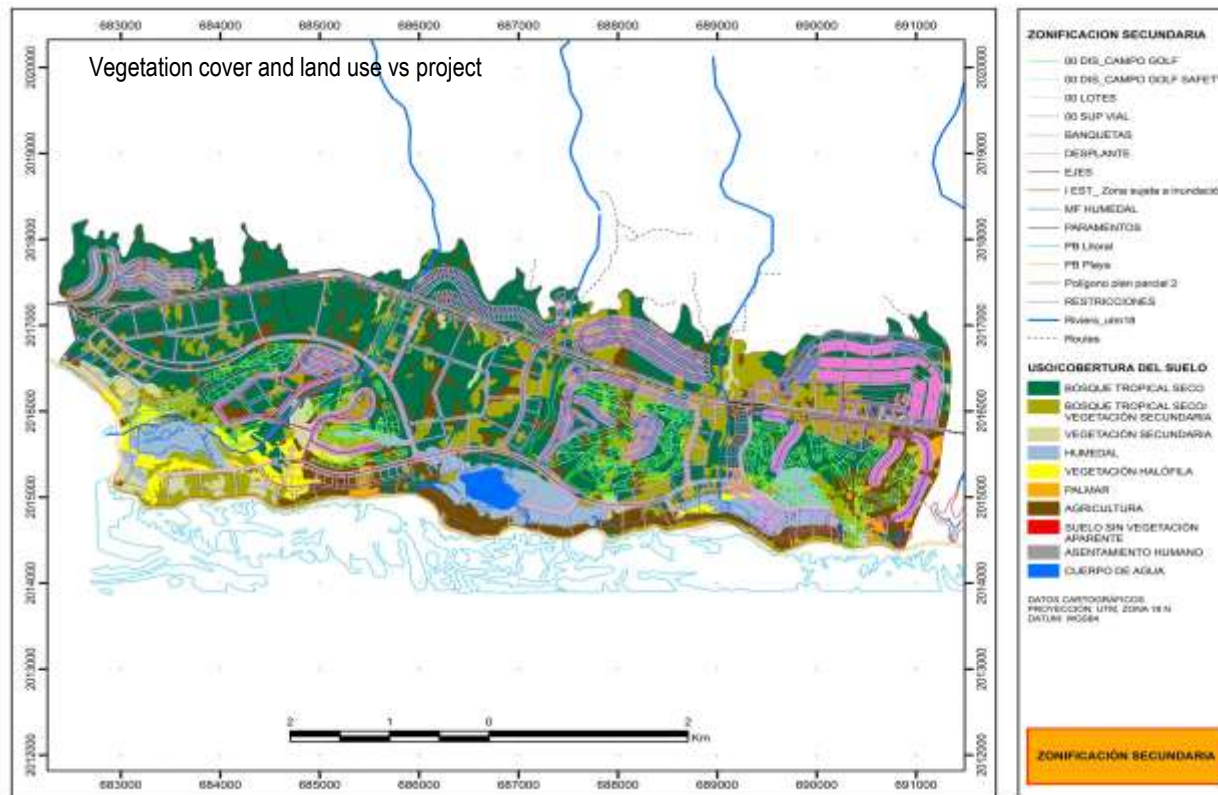


Land use and vegetation

- ✓ The property has biological characteristics of low importance, they are highly degraded systems with a high number of exotic species and a constant human pressure for fuelwood extraction.

Cobertura /uso de suelo	Superficie (ha)	Superficie (%)
Bosque tropical seco	1,157.31	50.33
Bosque tropical seco con vegetación secundaria (en degradación)	414.51	18.03
Vegetación secundaria	73.57	3.20
Humedal	170.82	7.43
Vegetación halófila	59.77	2.60
Palmar	21.84	0.95
Agricultura	333.13	14.49
Suelo sin vegetación aparente	20.92	0.91
Asentamientos humanos	25.75	1.12
Cuerpo de agua	21.38	0.93
Total	2,299.00	100.00

- ✓ However, through the zoning project aims to direct the distribution of the sites in order to reduce other kinds of affectations such as disruption of water flows, degradation of mangroves, and maintain the extent possible groundcovers currently present, among other actions.



IMPLICATIONS

Assessment and weighting of environmental systems and services that may be modified by the concept of site preparation and construction and operation of the project was conducted. Among the adjustments to the project to reduce environmental effects and increase the benefits include:

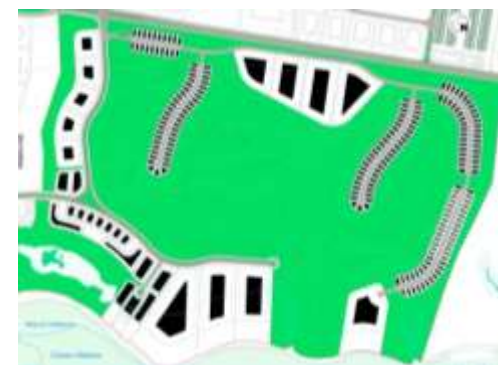
- ✓ Retrieve the local floristic diversity through the use of wild species in the region that are currently absent.
- ✓ Systems restore wetland vegetation (mangrove). These systems are highly disturbed by the extraction of forestry individuals to coal generation and studs.
- ✓ Reduce the area of rudeness by optimizing the use of land and the generation of large expanses of green areas.



Generation of green areas

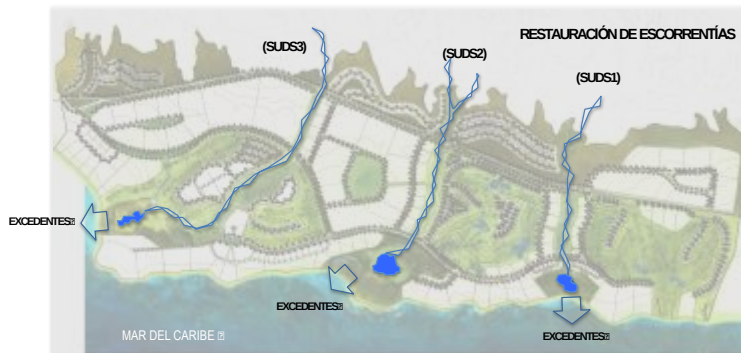


Wetland restoration



IMPLICATIONS

- ✓ Reactivate biological corridors through the creation of roosting sites, nestling, shelter and food. Mainly it is considered that by restoring wetlands can favor population of birds, amphibian and fish. In the case of birds, is expected to increase in the biological richness of migratory water type.
- ✓ This revival in particular will be favored El Corredor del Caribe between Cuba, Haiti and Dominican Republic and the next Ramsar sites to the project area and are found in the Dominican Republic (Lago Enriquillo and Wildlife Refuge Silvestre Laguna Rincón).
- ✓ Restore wetlands and re-incorporate wild plants species to revive food chains. Food chains will benefit species of reptiles, small mammals and birds. This seeks to promote in the medium an long-term recovery of certain populations that currently accounts sparsely individuals.



HABITATS NATURALES MEJORA CONSERVACIÓN

FAUNA



HABITATS NATURALES

MEDIO NATURAL

FAUNA



Priotelus roseigaster



Buteo ridgwayi



Amazona ventralis



Coccyzus ruficularis



Aratinga chloroptera



Cyclura ricordii



Solenodón poeyomisi

El sitio presenta un ecosistema transformado a pastizal por el intenso uso agropecuario, el cual en su origen fue selva baja y zona estuarina, con gran diversidad de flora y fauna, es por ello que se propone una campaña de reforestación con especies del sitio y cuidado a la fauna.

FLORA

ESTRATO

EXÓTICAS

PALMERAS

Washingtonia (*Washingtonia filifera*)
Palma real (*Roystonea regia*)
Palma de coco (*Cocos nucifera*)
Yuca pie de elefante (*Yucca elephantipes*)
Totumo (*Licuala grandis*)
Banano del paraíso (*Musa × paradisiaca*)
Papayo (*Carica papaya*)

ALTO

Jacaranda (*Jacaranda mimosaefolia*)
Acacia (*Acacia mangium*)
Mangrove (*Avicennia marina*)
Primavera (*Tabebuia chrysanthra*)
Flemingia (*Flemingia strobilacea*)
Samán / Arbol de la lluvia (*Samanea saman*)

MEDIO

Mimosa (*Mimosa pudica*)
Café (*Coffea arabica*)
Tulipancillo (*Melastomaceae arborea*)
Franchipán (*Pimenta naya*)
Guaje (*Leucaena leucocephala*)
Bougambila (*Bougainvillea spectabilis*)
Hibiscus (*Hibiscus rosa sinensis*)
Rancho viejo (*Epidendrum bogense*)
Ixora (*Ixora coccinea*)



NATIVAS

Palma guanito (*Coccothrinax argentea*)

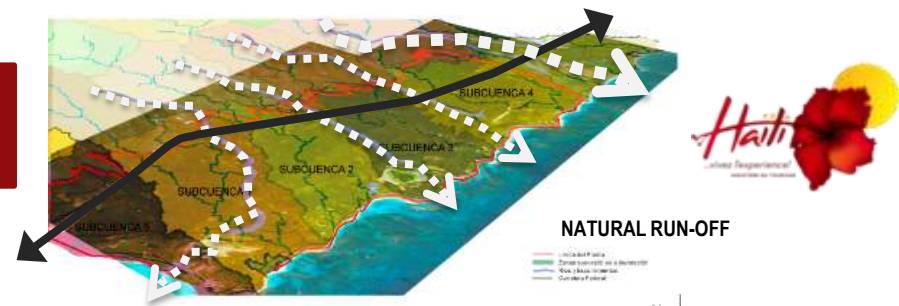
Gri Gri / Ucar (*Bucida buxera*)
Marta / Cale-marta (*Calophyllum calaba*)
Aimargo (*Bursera americana*)
Uva de piaya (*Coccoloba uvifera*)
Higuero (*Crescentia cujete*)
Guayacán (*Guaiacum officinale*)

Clavelina (*Caesalpinia pulcherrima*)
Trompeta (*Tecoma stans*)
Adonis morado (*Duranta erecta*)
Coronitas del sol (*Lantana camara*)
Flor de marzapán (*Pimenta obtusa*)
Adelfa amarilla (*Thevetia peruviana*)
Adelfa (*Petrea volubilis*)



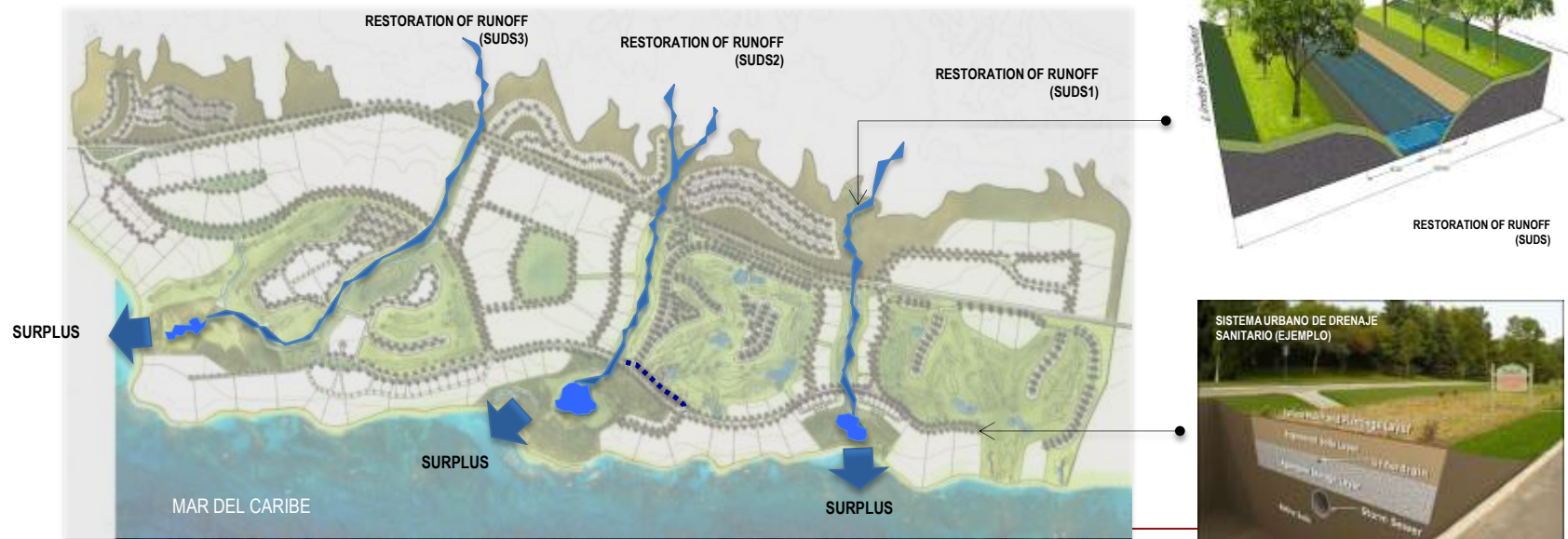
Se cuenta con 32 aves endémicas en la isla y se han registrado unas 150 aves que migran desde el Neotrópico. Incluyen aves canoras, como las ciguítas, los zorzales y los vireos. Se incluyen también aves de costas y lagunas como los playeritos, patos y gaviotas. Otras aves migratorias son las rapaces como algunos falcones.





Objectives

- ✓ The concept of sustainability in the water management is to replicate as closely as possible the characteristics of their natural life once the urbanization process has taken place.
- ✓ The project is to mitigate the problems of both quantity and quality of urban runoff minimizing environmental impact vs urban development and maximizing landscape integration and social and environmental values of the planned projects, avoiding possible flooding during reasonable periods of return.
- ✓ Additionally, through a system of regulating rainwater to irrigate golfcourses, parks, community garden will be recycled



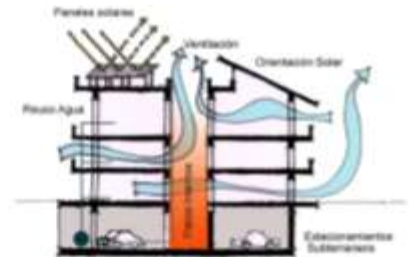
PLAN MAESTRO "COTES DE FER, ZONA SUR DE HAITÍ"

IMAGEN OBJETIVO

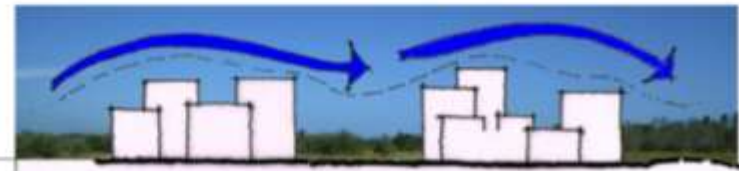
EJEMPLOS BIOCLIMÁTICOS

El objetivo es mitigar tanto los problemas de cantidad como de calidad de las escorrentías urbanas, minimizando los impactos del desarrollo urbanístico y maximizando la integración paisajística y los valores sociales y ambientales de las actuaciones programadas.

Techos verdes
Pisos permeables
Captación de lluvia
Drenes filtrantes
Vegetación endémica
Asoleamiento
Energía Fotovoltaica
Contaminación visual
Reforestación

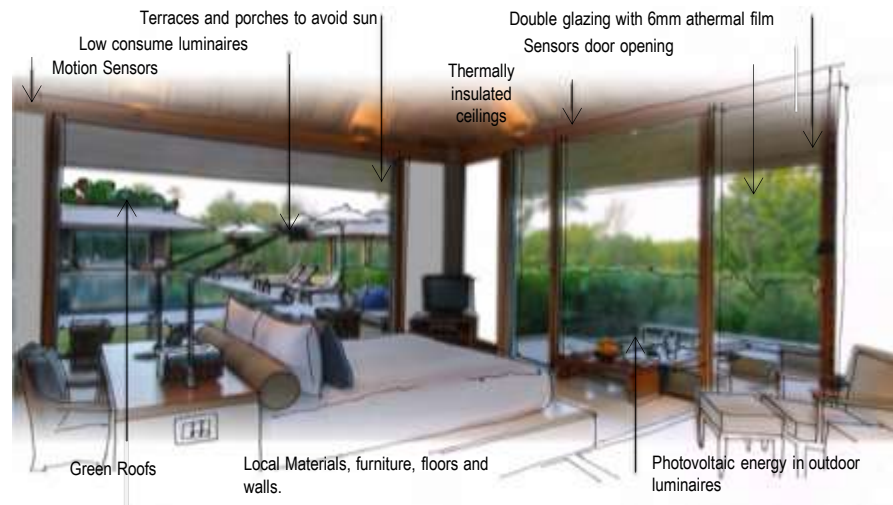


VENTILACIÓN





Shadows facades



Saving Systems (Example)

✧ Air Conditioned fed with recycled water

IMAGEN OBJETIVO

PRIMERA ETAPA

FACHADAS EXTERIORES

PROPUESTAS URBANAS



COMERCIO



CLUB DE PLAYA



CORREDOR URBANO



ESCUELA



RESIDENCIAS



RESIDENCIAS

PHOTO SHOOTING ZONE



PHOTO SHOOTING ZONE



PHOTO SHOOTING ZONE



PROCEDURE AND PROPOSITION

The Financial Prefeasibility analysis for the Master Plan Cotes de Fer is presented in this chapter under the following considerations:

- ✧ The investment was estimated with parametric costs of similar projects developed in te Caribbean.
- ✧ The evaluation model is anual, designed with a sufficient period of time to recover the incomes of the sale of land. The recovery of investments is through the sale of urbanized land, including the golf court of the first phase.
- ✧ For the second and third phase, the golf courses associated with building projects were considered to be developed by private investors.
- ✧ The evaluation was performed for the first three phases and it's considered that the development or construction be subsequent, it starts with the first phase, then the second, third and so in order to reach the final
- ✧ The analysis was made in dollars at constant prices.

Phase Method and Assumptions

- ✧ For the development of first phase is considered the estimated resources come from PLANITOUR, (legal entity integrated by the Ministry of Tourism) and a partner or partners investors.
- ✧ For the evaluation of the next two phases of the Master Plan, it is considered the following subsections:
 - ✓ The estimated resources for development come from the sale of developed land administrated by PLANITOUR and a credit.
 - ✓ With the credit, PLANITOUR will contribute with the 40% (adding sales resources) to complement the investment, acquire de land and build the require infrastructure
- ✧ PLANITOUR is expected, with the sales of land, the necessary contribution for the payment of interest during the first period of operation of credit amounts, preliminary costs, studies and projects and bank.

Investments

- ✧ The Master Plan's total investment is \$ 266.05 USD (parametric costs), its development arises in six phases:

- ✓ First; 47.90 MD
- ✓ Seconda; 41.13 MD
- ✓ Third; 123.17 MD
- ✓ Fourth; 15.32 MD
- ✓ Fifth; 16.73 MD
- ✓ Sixth; 21.23 MD



Project Revenues

- ✧ Project revenues come from the sale of the land to be enabled.
- ✧ Land is sold for cash or financing with a payment of 30% within 60 months with an interest rate of TIIE plus 4 points.

Project Costs

- ✧ Project costs include investment and operating costs.
- ✧ Investment costs considered studies and projects not urbanized lands, headworks to provide infrastructure and comprehensive land development. For the first phase, we consider the construction of the golf course and club, sales office, preliminary expenses, pre-operating expenses and working capital home.
- ✧ In the case of formars of Income Statements, investments are amortized it accrues (sale of land).
- ✧ Operation costs include:
 - ✓ Marketing and commissions.
 - ✓ Energy and water.
 - ✓ Maintenance.
 - ✓ Local taxes.

Project Costs

- ✧ The parameters for calculating operating costs were:
 - ✧ Sale of land
 - ✓ Administration and general expenses 4% of total revenues.
 - ✓ Marketing and advertising 6% of total sales.
 - ✓ Energy and water 1% of total sales.
 - ✓ Maintenance remaining 2% of fixed assets.
 - ✓ Insurance and local taxes of 0.7% on fixed assets remain without land.

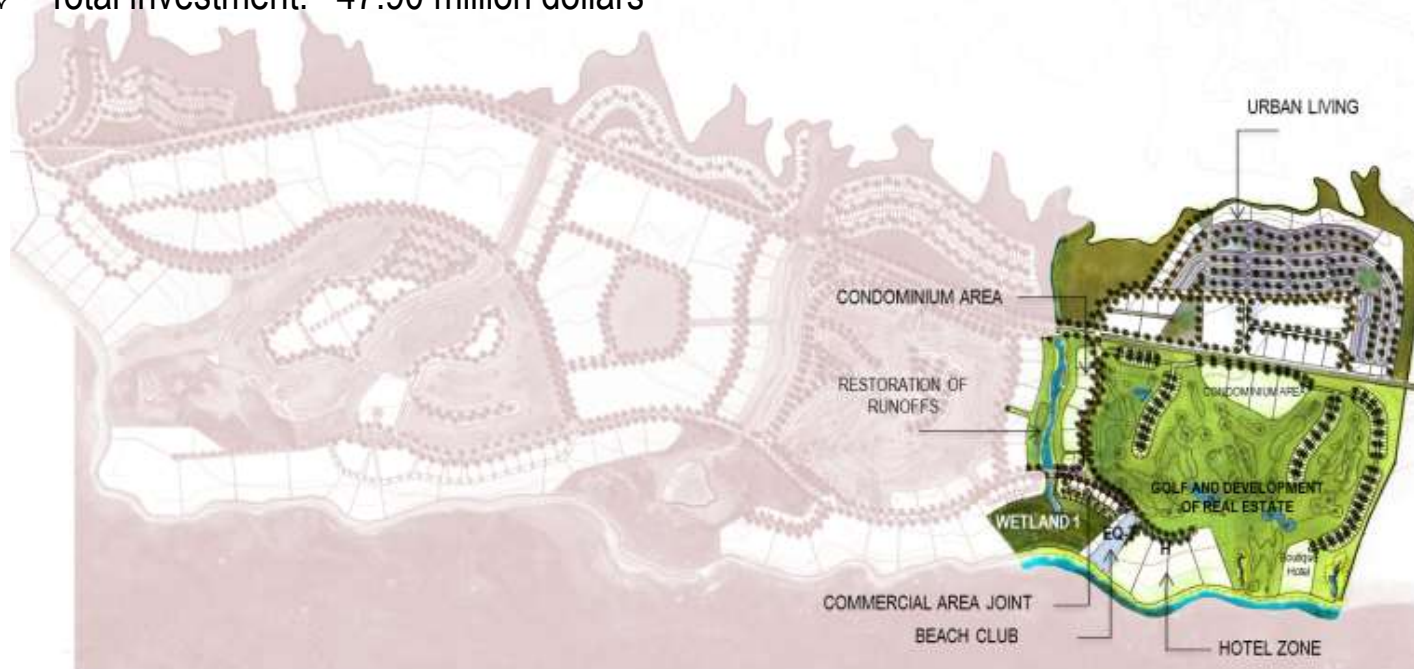
EVALUATION

- ✧ For the development of the first phase is considered that the estimated resources come from participation PLANITOUR and a partner or partner investors.
- ✧ For the evaluation of the second and third phases are included as interest costs that would generate a credit under the following conditions:
 - ✓ Estimated value: 60% of total investment excluding financial expenses.
 - ✓ Term: 10 years.
 - ✓ Interest rate: TIIE + 4 points, which at the time of assessment amounted to 4.5% annually.
 - ✓ Commission: 2% of the requested amount.
 - ✓ Depreciation method: steady monthly payment on outstandings balances..
- ✧ The evaluation considered a federal tax payment equal to 35% of income.

FINANTIAL PREFEASIBILITY FIRST PHASE

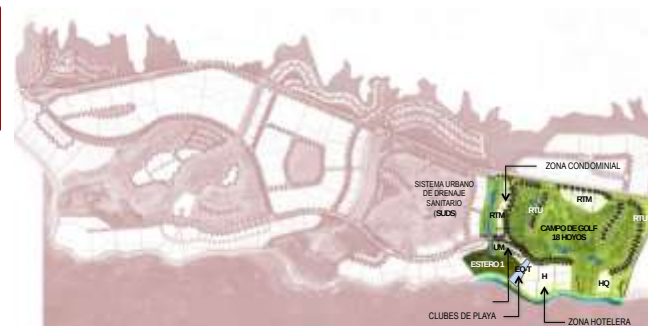


✧ Total investment: 47.90 million dollars



- Planitour: 9.58 million dollars.
- Private investment: 38.32 million dollars

FINANCIAL PREFEASIBILITY FIRST PHASE

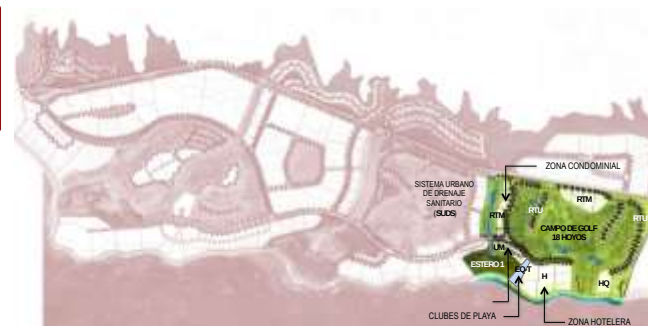


✧ Income: 176.0 million dollars (year 18)

FUNS RESOURCES

Concepto	AÑOS																		
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19
Origen de los recursos																			
Generación de efectivo																			
Utilidad neta	0	6,338	3,457	7,668	9,636	10,086	10,446	10,743	6,635	4,877	1,200	952	728	138	55	20	9	2	0
(+) Depreciaciones	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
(-) Ventas financiadas	0	16,639	10,328	21,573	25,370	25,370	25,370	25,370	14,499	10,135	1,138	1,138	1,138	0	0	0	0	0	0
(+) Costo de lo vendido	0	4,530	2,812	5,873	6,906	6,906	6,906	6,906	3,947	2,759	310	310	310	0	0	0	0	0	0
Enganches	0	4,992	3,098	6,472	7,611	7,611	7,611	7,611	4,350	3,040	342	342	342	0	0	0	0	0	0
Pagos de capital	0	0	2,125	3,542	6,459	9,996	13,696	14,905	17,179	16,371	14,361	11,110	7,710	4,154	2,027	499	340	174	0
Suma	0	-780	1,164	1,982	5,243	9,230	13,289	14,795	17,611	16,912	15,074	11,575	7,951	4,292	2,082	520	350	176	0
Aportaciones	4,777	10,072	6,827	825	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Financiamiento	6,956	12,712	9,072	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Suma	11,733	22,005	17,063	2,807	5,243	9,230	13,289	14,795	17,611	16,912	15,074	11,575	7,951	4,292	2,082	520	350	176	0

FINANTIAL PREFEASIBILITY FIRST PHASE



✧ Land Use / SaleParice (dollars/m2)

Uso del suelo	M2	M2/lote	No. de lotes	Precio de venta (\$/m2)	Año inicio de venta	Ritmo de ventas ¹	Densidad/ Capacidad
Residencial Turístico Unifamiliar	254,896	1,249	204	300	4	30	10 viv/ha
Residencial Turístico Baja	88,126	17,625	5	120	5	1	15 viv/ha
Residencial Turístico Media	163,069	40,767	4	250	5	1	30 viv/ha
Hotelero Boutique	63,108	63,108	1	100	2	1	20 hab/ha
Hotelero	247,866	82,622	3	125	2	1	50 hab/ha
Usos Mixtos	51,232	5,692	9	200	5	1	60 viv/ha
Equipamiento turístico	54,334	13,583	4	50	5	1	-
Equipamiento urbano	26,442	8,814	3	0	N	0	-
Áreas verdes	332,620	33,262	10	0	N	0	-
Conservación	235,880	235,880	1	0	N	0	-
Vialidad	161,777	161,777	1	0	N	0	-
Suma	3,182,441	3,182,441	246		2		
Suma (Ha)		318.2					

✧ It is estimated that enabled surface would sell en 12 years.

✧ Result

CONCEPTO		RESULTADOS
Rentabilidad:		
Del proyecto		
Año de recuperación		8
V. P. N. (12%) (Miles de dólares)		7,533
T. I. R. (%)		15.2
Del capital		
Año de recuperación		8
V. P. N. (12%) (Miles de pesos)		7,533
T. I. R. (%)		15.2

Concepto	Dólares
Precios y Tarifas (promedio)	
Tarifa hotel todo incluido	256
Precio promedio salón	27
Renta áreas comerciales/mes	462

✧ Total investment: 41.13 million dollars



- Planitour: 16.46 million dollars
- Credit: 24.67 million dollars

FINANCIAL PREFEASIBILITY SECOND PHASE



✧ Income: 123.83 million dollars (year 18)

SOURCE OF FUNDS (THOUSAND DOLLARS)

Concepto	AÑOS																		
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19
Generación de efectivo																			
Utilidad neta	0	2,919	2,596	4,902	10,732	8,522	4,327	3,145	1,648	1,506	1,437	1,420	1,406	165	108	62	28	7	0
(+) Depreciaciones	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
(-) Ventas financiadas	0	9,246	9,246	15,888	31,000	23,185	10,658	7,377	3,446	3,446	3,446	3,446	3,446	0	0	0	0	0	0
(+) Costo de lo vendido	0	3,071	3,071	5,277	10,297	7,701	3,540	2,450	1,145	1,145	1,145	1,145	1,145	0	0	0	0	0	0
Enganches	0	2,774	2,774	4,766	9,300	6,956	3,197	2,213	1,034	1,034	1,034	1,034	1,034	0	0	0	0	0	0
Pagos de capital	0	0	1,181	2,416	4,556	8,725	12,086	12,525	12,564	11,041	7,033	4,089	3,013	2,412	1,972	1,512	1,030	527	0
Suma	0	-483	376	1,473	3,884	8,718	12,493	12,956	12,944	11,280	7,202	4,242	3,152	2,578	2,080	1,574	1,059	534	0
Aportaciones	6,229	7,867	5,152	863	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Financiamiento	9,072	9,684	5,630	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Suma	15,301	17,069	11,157	2,336	3,884	8,718	12,493	12,956	12,944	11,280	7,202	4,242	3,152	2,578	2,080	1,574	1,059	534	0

FINANTIAL PREFEASIBILITY SECOND PHASE



✧ Land use / Sale Price (dollars/m2)

	Uso del suelo	M2	M2/lote	No. de lotes	Precio de venta (\$/m2)	Año inicio de venta	Ritmo de ventas /	Densidad/ Capacidad
1.000	Para Desarrollo Campo de Golf	1,839,661	1,839,661	1	3.61	4	1	465 uat
1.000	Residencial Turístico Baja	136,711	27,342	5	120	5	2	15 viv/ha
1.000	Residencial Turístico Media	124,061	13,785	9	250	5	1	30 viv/ha
1.000	Hotelero Boutique	78,147	78,147	1	100	5	1	20 hab/ha
1.000	Hotelero	369,858	73,972	5	125	2	1	50 hab/ha
1.000	Usos Mixtos	65,238	8,155	8	200	5	2	60 viv/ha
1.000	Campo de Golf	0	0	0	0	N	0	-
1.000	Equipamiento turístico	53,507	13,377	4	50	5	1	-
1.000	Equipamiento urbano	15,839	7,919	2	0	N	0	-
1.000	Áreas verdes	419,737	23,319	18	0	N	0	-
1.000	Conservación	824,274	824,274	1	0	N	0	-
1.000	Vialidad	283,748	283,748	1	0	N	0	-

✧ It is estimated that enables surface would sell in 12 years.

✧ Result.

CONCEPTOS	RESULTADOS
Rentabilidad:	
Del proyecto	
Año de recuperación	8
V. P. N. (12%) (Miles de dólares)	0
T. I. R. (%)	12.0
Del capital	
Año de recuperación	8
V. P. N. (12%) (Miles de pesos)	7,045
T. I. R. (%)	18.3

Concepto	Dólares
Precios y Tarifas (promedio)	
Tarifa hotel todo incluido	256
Precio promedio salón	27
Renta áreas comerciales/mes	462

FINANTIAL PREFEASIBILITY THIRD PHASE

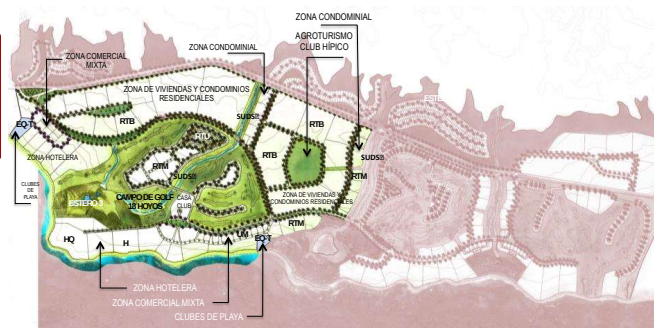


✧ Total investment: 123.17 million dollars



- Planitour: 49.26 million dollars
- Credit: 73.91 million dollars

FINANCIAL PREFEASIBILITY THIRD PHASE

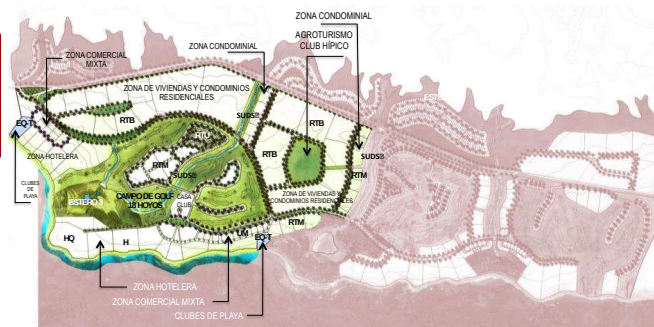


✧ Income: 628.50 million dollars (year 23)

SOURCE OF FUNDS (THOUSAND DOLLARS)

Concepto	AÑOS																							
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24
Generación de efectivo																								
Utilidad neta	0	2,590	1,491	16,865	22,770	20,073	20,784	19,614	19,964	20,250	20,570	20,803	20,900	17,029	16,965	16,932	15,535	14,113	1,491	954	534	236	61	0
(+) Depreciaciones	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
(-) Ventas financiadas	0	8,814	8,814	44,139	55,031	46,711	46,711	42,875	42,875	42,875	42,875	42,875	42,875	34,061	34,061	34,061	30,972	27,883	0	0	0	0	0	0
(+) Costo de lo vendido	0	1,727	1,727	8,651	10,785	9,155	9,155	8,403	8,403	8,403	8,403	8,403	8,403	6,675	6,675	6,675	6,070	5,465	0	0	0	0	0	0
Enganches	0	2,644	2,644	13,242	16,509	14,013	14,013	12,862	12,862	12,862	12,862	12,862	12,862	10,218	10,218	10,218	9,292	8,365	0	0	0	0	0	0
Pagos de capital	0	0	1,126	2,303	8,046	15,444	22,119	27,692	33,030	32,967	31,159	30,599	30,012	30,012	28,887	27,709	26,478	24,795	22,641	18,236	13,628	8,809	4,262	0
Suma	0	-1,852	-1,826	-3,079	3,079	11,974	19,360	25,696	31,385	31,607	30,120	29,792	29,303	29,874	28,685	27,474	26,403	24,855	24,132	19,190	14,162	9,045	4,322	0
Aportaciones	23,552	20,968	17,185	10,001	4,161	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Financiamiento	34,299	23,792	14,939	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Suma	57,851	42,908	30,298	6,922	7,240	11,974	19,360	25,696	31,385	31,607	30,120	29,792	29,303	29,874	28,685	27,474	26,403	24,855	24,132	19,190	14,162	9,045	4,322	0

FINANTIAL PREFEASIBILITY THIRD PHASE



✧ Land Use / Sale Price (dollars/m2)

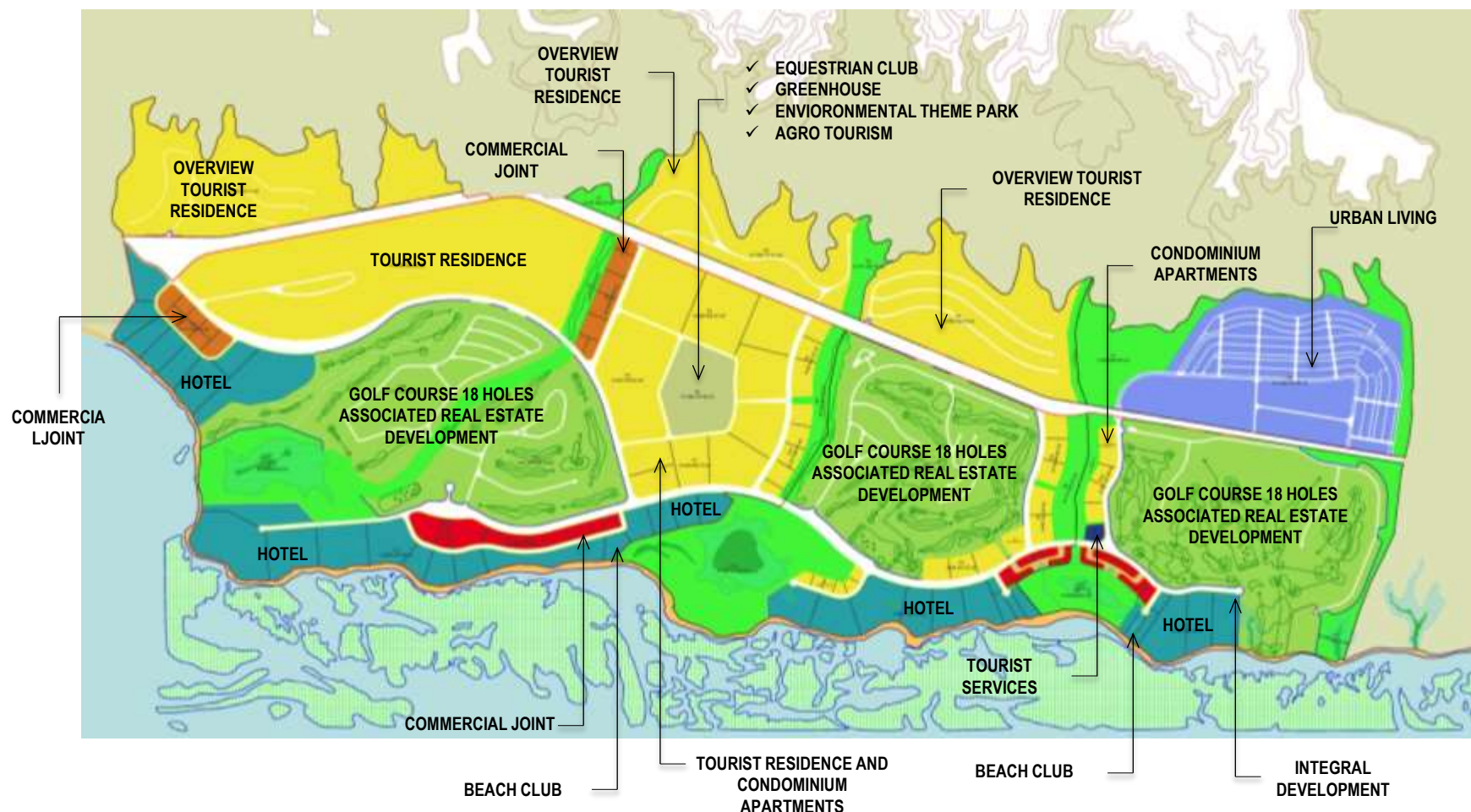
	Uso del suelo	M2	M2/lote	No. de lotes	Precio de venta (\$/m2)	Año inicio de venta	Ritmo de ventas ^{1/}	Densidad/ Capacidad
1.000	Para Desarrollo Campo de Golf	2,505,328	2,505,328	1	14.1	4	1	2,427 uat
1.000	Residencial Turístico Baja	3,252,968	116,177	28	120	5	2	15 viv/ha
1.000	Residencial Turístico Media	0	41,841	0	250	5	1	30 viv/ha
1.000	Hotelero Boutique	83,205	83,205	1	100	5	1	20 hab/ha
1.000	Hotelero	846,129	70,511	12	125	2	1	50 hab/ha
1.000	Usos Mixtos	386,146	15,446	25	200	5	2	60 viv/ha
1.000	Campo de Golf	1,816,653	1,816,653	1	0	N	0	-
1.000	Equipamiento turístico	230,160	76,720	3	50	5	1	-
1.000	Equipamiento urbano	83,318	20,830	4	0	N	0	-
1.000	Áreas verdes	780,392	26,013	30	0	N	0	-
1.000	Conservación	523,641	523,641	1	0	N	0	-
1.000	Vialidad	753,739	753,739	1	0	N	0	-

✧ It is estimated that enabled surface would sell in 19 years.

✧ Result.

CONCEPTO	RESULTADOS
Rentabilidad:	
Del proyecto	
Año de recuperación	10
V. P. N. (12%) (Miles de dólares)	0
T. I. R. (%)	12.0
Del capital	
Año de recuperación	10
V. P. N. (12%) (Miles de pesos)	21,572
T. I. R. (%)	15.5

Concepto	Dólares
Precios y Tarifas (promedio)	
Tarifa hotel todo incluido	256
Precio promedio salón	27
Renta áreas comerciales/mes	462



PROGRAM OF STUDIES, PROJECTS AND WORKS



ID	Concepto	FASE 1											
		Año 2014											
		Ene	Feb	Mar	Abr	May	Jun	Jul	Ago	Sep	Oct	Nov	Dic
0	ESTUDIOS Y PROYECTOS												
1	CONTRATACIÓN DE ESTUDIOS Y PROYECTOS												
2	Alcances y términos de referencia												
3	Presupuestos para contratación												
4	Asignación												
0	ESTUDIOS DE PROSPECCIÓN DE AGUA POTABLE												
1	Hidrológico												
2	Geológico y geohidrológico												
3	Pozos de prueba												
4	Permeabilidad												
0	ESTUDIOS DE IMPACTO AMBIENTAL												
1	Hidrológico- inundación y drenaje (SUDS) (incluye instrumentación de la cuenca)												
2	Medio ambiente natural (Evaluación Ambiental Estratégica)												
3	Disposición de residuos sólidos												
4	Ingeniería marítima y costera												
5	Medio socio-ambiental y economía local												
0	ESTUDIOS DE GEOLOGÍA, BANCOS DE MATERIALES Y MECÁNICA DE SUELOS												
1	Mecánica de Suelos												
2	Estudios de bancos de materiales												
0	PROGRAMAS Y PLANES												
1	Aerofotogrametría y topografía												
2	Adecuaciones y retroalimentación de programa y plan maestro												
ID	PROYECTOS EJECUTIVOS												
0	PROYECTOS EJECUTIVOS DE DISEÑO URBANO INTEGRAL												
1	Proy. boulevard principal y vialidades secundarias												
2	Proy. Andadores, plazas y jardines												
3	Proy. redes eléctricas y telefonía												
0	PROYECTOS EJECUTIVOS DE AGUA POTABLE												
1	Proy. Pozos, obra de toma y potabilización												
2	Proy. tubería de conducción												
3	Proy. red de agua potable												
0	PROYECTOS EJECUTIVOS DE ALCANTARILLADO - SUDS Y AGUA TRATADA												
1	Proy. de captación de agua y tratamiento												
2	Proy. de SUDS y alcantarillado												
3	Proy. encauzamiento y obras de protección												
0	PROYECTOS EJECUTIVOS DE ENERGÍA ELÉCTRICA Y TELEFONÍA												
1	Proy. de línea de transmisión a planta de generación y subestaciones												
2	Proy. de red eléctrica y telefonía												
ID	PROYECTOS EJECUTIVOS												
0	PROYECTOS EJECUTIVOS DE DISEÑO URBANO INTEGRAL												
1	Proy. boulevard principal y vialidades secundarias												
2	Proy. Andadores, plazas y jardines												
3	Proy. redes eléctricas y telefonía												

ACTIVIDADES

	Partida principal
	Subpartida
	Concepto de trabajo
	Duración de actividad
	Actividad o concepto iniciado

		Concepto	FASE 1											
			Año 2014											
			Ene	Feb	Mar	Abr	May	Jun	Jul	Ago	Sep	Oct	Nov	Dic
ID		OBRAS DE CABEZA												
7	0	GESTIÓN Y CONTRATACIÓN OBRAS DE CABEZA												
	1	Gestión de recursos para obras de cabeza												
	0	Contratación												
	2	1	Planes, programas de obra y especificaciones técnicas											
		2	Presupuestos para contratación											
		3	Licitaciones y/o asignaciones											
8	0	SUBESTACIONES ELÉCTRICAS Y LÍNEAS DE TRANSMISIÓN												
	1	Torres de transmisión												
	2	Líneas de transmisión												
	3	Subestaciones												
	4	Equipos auxiliares												
	0	AGUA POTABLE												
8	1	Perforación de pozos												
	2	Equipamiento (bombas y auxiliares)												
	3	Potabilizadora de agua												
	4	Línea de conducción a Red												
	0	TRATAMIENTO DE AGUA RESIDUAL POR BIODIGESTORES U OTROS SISTEMAS DE TRATAMIENTO												
9	1	Instalación de biodigestores colectivos y captaciones individuales												
	2	Obra de captación de aguas												
	3	Planta de tratamiento de aguas para riego												

ACTIVIDADES	
	Partida principal
	Subpartida
	Concepto de trabajo
	Duración de actividad
	Actividad o concepto iniciado

PROGRAM OF STUDIES, PROJECTS AND WORKS



Concepto		FASE 1											
		Año 2014											
		Ene	Feb	Mar	Abr	May	Jun	Jul	Ago	Sep	Oct	Nov	Dic
ID	URBANIZACIÓN INTEGRAL												
10	0 VALIDADES SECUNDARIAS Y TERCARIAS												
	1 Terracerías (terraplenes, cortes y rellenos)												
	2 Explotación de bancos de materiales												
	3 Capas estructurales (colocación, compactación, etc)												
	4 Pavimentos												
11	0 BOULEVARD DE ACCESO												
	1 Terracerías (terraplenes, cortes y rellenos)												
	2 Explotación de bancos de materiales												
	3 Capas estructurales (colocación, compactación, etc)												
	4 Pavimentos												
12	0 REDES DE ENERGÍA ELÉCTRICA Y TELEFONÍA												
	1 Excavaciones y rellenos para recibir ductos												
	2 Ductos y registros												
	3 Acometida y líneas aéreas												
	4 Cableado y conexiones												
13	0 RED DE AGUA POTABLE												
	1 Obra de toma- tanques de almacenamiento o captaciones												
	2 Excavaciones y rellenos para tubería de la red												
	3 Colocación e instalación de tubería y válvulas												
	4 Estaciones de bombeo												
14	0 ALCANTARILLADO Y SUDS												
	1 Excavaciones y rellenos para colocación de SUDS y alcantarillado												
	2 Colocación de SUDS (filtros, geotextiles, tuberías y vegetaciones)												
	3 Colocación de tuberías												
	4 Colocación de alcantarillas y registros												
15	0 ANDADORES, PLAZAS Y JARDINES												
	1 Excavaciones y rellenos para andadores, plazas y jardines												
	2 Colocación de pavimentos, pisos y celosías para plazas y andadores												
	3 Colocación de tierra orgánica y vegetación												
	4 Sistema de riego, fuentes y piezas ornamentales												
16	0 OBRAS DE PROTECCIÓN AMBIENTAL												
	1 Excavaciones y rellenos para encauzamientos en ríos												
	2 Obras de protección en las márgenes de los ríos												

ACTIVIDADES

	Partida principal
	Subpartida
	Concepto de trabajo
	Duración de actividad
	Actividad o concepto iniciado







XIII

MASTER PLAN TARGET IMAGE

5 Stars Hotel











A shopping center with condominium housing for the upper stories.







Prepared for the Ministry of Tourism of Haiti by
Consultoria Mexicana de Servicios S.A de C.V.