



# Overview of Public/Private, Joint Venture, and Local Development Partners

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# Introduction

The Grande Organization is an integrated real estate, investment, and sports management firm that provides a wide range of management, technology, entertainment, educational, and financial services.

The global privately-held group develops and manages mixed-used resorts and metropolitan communities, sports training academies, recreational amenities, and related real estate development projects. The firm also provides celebrity sports, entertainment, and luxury branding and marketing, and sponsors project-specific and investment-fund private placement offerings. Founded in 2006, the firm is headquartered in New York with satellite and affiliate offices strategically located in cities around the world.

The Grande Organization's brand portfolio is built upon a core foundation of exceptional service, iconic design, enhanced amenities, and luxury. Anticipated strategic growth positions our products in key metropolitan cities and waterfront destinations throughout the world. Our brands have been conceptualized to meet market needs and the predilections of our partners and investors. Innovative solutions combined with the highest business standards allow us to exceed the expectations of our guests, investors, and partners in positioning The Grande Organization as a leader in celebrity lifestyle hospitality and residential brands.

The Grande consortium has completed over 30 master planned communities; over 100 commercial, educational, hospitality and residential multi-family buildings; and over 25,000 apartments, villas and condominiums spanning a 100-year collective history in the Americas, Europe, and Asia. Current offerings include over \$500 million in completed development work. Existing and planned developments, sports businesses, and educational facilities will benefit from over \$250 million in committed or pledged equity investment. This work could not be done without the support and participation of our public and private partners that have local relationships, hard-won knowledge, and experience on the ground, thus laying the foundation for a win-win situation for all parties involved.

On the following pages are brief descriptions of the partners with whom we have negotiated, or are currently under negotiation, to bring to fruition a number of projects that are TGO-sponsored global investment offerings. They are presented in geographic sequence, beginning with North America and ending with the Asia/Pacific region. In addition to the partners identified herein, other partners exist but prefer to remain confidential.

For a complete overview of TGO, visit [The Grande Organization](#). To learn more, visit the following affiliate websites –

[Ocean Grande Resorts](#)  
[Grande Excelsior School](#)

[Grande Sports Centre](#)  
[Grande Tennis Management](#)  
[Grande Tennis](#)  
[Grande Tennis Center](#)  
[Grande Tennis Academy](#)  
[Grande Racquet Club](#)  
[Grande CityClub](#)

We thank you for your interest in what we do.

# South Florida

## **Robert Gorlow**

Mr. Gorlow is a former Vice President of Prudential Insurance where he was responsible for investment and development of over 7 million gsf of commercial development and 10,000 residential multi-family apartments. While Vice President of Security Capital, he directed over \$2 billion of apartment acquisitions. In South Florida, Mr. Gorlow participated in the development of a 700,000 gsf mixed-use project and is a development partner in the 2-million gsf town center in west Broward County. In addition, he is directing the approval and development of Triple Five Worldwide's American Dream Miami, a \$4 billion entertainment/retail center in northwestern Miami-Dade County.

Mr. Gorlow is a registered architect in California; a real estate broker in California and New Mexico; and a Chartered Financial Analyst. He is also published in the field of real estate investments. He is currently an Adjunct Professor teaching courses at the University of Miami School of Architecture's Graduate Program in Real Estate and NOVA Southeastern University's School of Business in Ft Lauderdale, FL. Mr. Gorlow is known in Florida as a strategic investment and development thinker, a leader with strong teamwork, management, and interpersonal skills, and a developer that understands the markets for all product types and how to assemble the land and approvals appealing to retail anchor department stores, residents preferring sustainable environments, and investors.

## **Edgar Jones**

Mr. Jones is a former senior executive with Rockefeller Group Development Corporation responsible for development projects throughout Florida and the Southeast. He has developed over 2 million square feet of mixed-use projects located in Coral Gables and Miramar, Florida and Atlanta, Georgia. Rockefeller, where Mr. Jones held the position of Vice President and Regional Development Officer for the Southeast Region, is well known as a national owner, developer, and manager of prestigious commercial real estate properties. Before joining Rockefeller, he served as Managing Director for Cushman & Wakefield of Florida, and as Director of Office Services for Grubb & Ellis.

Mr. Jones is actively engaged in the development of a 500-unit multi-family project in West Palm Beach, which recently received approval from the West Palm Beach City Commission for the rezoning of the site to multi-family use with a 15-story height limit. Mr. Jones also serves as principal of Edgar Jones & Company, LLC, focusing on

creating value in real estate through development, consulting, and advisory services. Highly and widely regarded for his ethics, integrity, real estate, and business knowledge, he has an exceptional level of industry expertise in developing quality office, commercial, and multi-family properties.

In addition, Mr. Jones is an active member of the Miami community. He has served on the Real Estate Advisory Board and Executive Committee for the University of Florida Center for Real Estate Studies, the Board of Governors of the Greater Miami Chamber of Commerce, and the Affordable Housing Committee of the City of Miramar; he is also a past president of the Orange Bowl Committee.

## **Beacon, New York**

### **The Robert W. Wilson Charitable Trust**

Robert W. Wilson, a former owner of the Tioronda estate in Beacon, NY, was a hedge-fund founder who built a reputation as a philanthropist. He passed away December 2013. The Nature Conservancy, the Environmental Defense Fund, the Wildlife Conservation Society, the American Civil Liberties Union, and the World Monuments Fund (dedicated to preserving architectural and cultural heritage sites worldwide) were among the recipients of his earliest and largest donations. Mr. Wilson pioneered the matching-gifts trend in the philanthropy world, with his checks in most cases delivered only after the other donors had been lined up. An avid art collector, he had been on the board of trustees of the Whitney Museum of American Art for over thirty years.

Mr. Wilson was born in 1926 in Detroit. He graduated from Amherst College in Massachusetts with a bachelor's degree in economics in 1946 and earned a master's degree in economics from the University of Michigan in 1947. He then entered Michigan's law school and, after two years, left for Wall Street. He founded his own hedge fund, Wilson & Associates, in 1969 and retired in 1986, having made his fortune in the stock market. By 2000, his net worth peaked at about \$800 million. An avid art collector, Mr. Wilson had been on the board of trustees of the Whitney Museum of American Art for over thirty years.

## Fond d'Or Bay, Saint Lucia



A partnership has been entered into with the Government of Saint Lucia through Invest Saint Lucia to develop the Ocean Grande Resort Project. Invest Saint Lucia is the principal investment promotion agency of Saint Lucia and is the trading name of the National Development Corporation. For almost four decades, Invest Saint Lucia has been attracting foreign direct investment to Saint Lucia, operating on policies set out by its Board of Directors which are implemented through a dynamic management team located in Saint Lucia and Miami.

The country's government and judiciary have nurtured stability within the economy through the enactment of policies and legislation aimed at protecting investors and their customers. Saint Lucia has been ranked as the number one place to do business in the English-speaking Caribbean by the World Bank from 2007 to 2014 (Doing Business Report 2014) and No. 52 out of 183 countries in 2012.

## Little Harbour, Anguilla

**Anguilla Social Security Investment and Development Corporation**



The Anguilla Social Security Investment and Development Corporation (ASSIDCO) is a sustainable organization which serves the residents of Anguilla through universal social security coverage. The Anguilla Social Security Board, established under the Social Security Act of 1980, exists to improve the quality of life in Anguilla by providing meaningful social security to workers and beneficiaries and fostering socio-economic development of the country. The Board, which commenced operations in 1982, is a statutory corporation which is appointed by, and reports to, a minister of government and brings together representatives of employees, employers and government. After 20 years of operation, the Social Security Fund stands well in excess of \$100 million, with over 10,000 persons registered as insured persons.

ASSIDCO has in many respects been a trend-setter among Caribbean investment systems. In order to achieve a much needed diversification and to realize higher overall returns, ASSIDCO has engaged a financial consultant, Smith Barney, and utilizes fund managers for some of its funds on the United States and international stock markets. In



1986, ASSIDCO created the Social Security Development Fund to invest in socially desirable projects including sports, education, culture, and health. The Board holds membership in the Inter-American Conference on Social Security and the International Social Security Association.

## **Grand Bahama, Bahamas**

### **KST Investments Ltd.**

Established in 2001 and based in Freeport, Grand Bahama, KST Investments designed and developed Shoreline, a 26-acre gated master-planned community on the island's Fortune Beach comprising 76 luxury single-family homes up to \$3 million featuring 10 different floor plans of Bahamian-style layouts. With amenities that include a swimming pool, clubhouse, fitness center, and tennis courts, Shoreline ranks high on the list of best communities in the Bahamas by Island Living Limited. The firm successfully brought together the benefits of a foreign investor with all of the best attributes of an entirely Bahamian workforce to create a world-class project. KST was also responsible for developing sales and marketing strategies utilizing both international and local companies, along with direct sales and the Internet, to sell the project. Purchasers were secured from all around the world, primarily from North America, Canada, and Northern Europe, with total sale value from international sources of more than \$100 million.

## **Soufrière, Dominica, West Indies**

### **Vistas, Inc.**

Vistas Inc., registered in the Commonwealth of Dominica since 2005, invests in high-tech start-ups and real estate, and explores the potential in upscale hotel villas and condominiums. The firm's principal has an international executive background working as a financial consultant for large companies in South and Central America, Europe, Africa, and the Caribbean. His 35 years of experience includes design of financial services, pricing, feasibility studies, marketing, real estate investment, profitability studies, and project and portfolio management. He created and was managing member of a Caribbean real estate group, which provided various incentives including a 90% exemption on income taxes; the real estate portfolio ranged from high-rise commercial properties to construction of single-family home communities and marinas.

## Roatán, Honduras

**ATOM**



Based in Guatemala City, ATOM is one of the leading developers in Central America with seven golf course resort developments in its portfolio. The company is owned by the Arias, Toriello, and Miron families which have more than 30 years of experience in real estate development, golf course construction, home construction and sales, and the service industry. ATOM, responsible for over \$500 million in projects completed and under development in Latin America, has been recognized in Forbes magazine for building the best golf courses in Central America. The firm's investment to date in Pristine Bay hotels, the Pete Dye-designed golf course, and land is \$115 million based on an appraisal done in 2014.

Some of Atom's local projects include La Reunión Golf Club, San Isidro, and El Cacao in Guatemala, Pristine Bay Resort (Phases 1-3), Indura Golf and Beach Resort, El Atillo, and Las Palmas in Honduras, and El Encanto in El Salvador.

ATOM's development affiliate, North Shore Development Company, is responsible for the development and construction management activities at Pristine Bay Resort and Golf Club, which overlooks the second longest barrier reef in the world.

## Buenaventura, Panama

**Grupo VerdeAzul**



Founded in 2006, Grupo VerdeAzul (GVA) is a Panama-based investment firm that develops and manages real estate, hospitality, and logistics projects. GVA's team, with over 20 years of experience developing over 10 million sq ft of residential, commercial, retail, and hospitality projects in Panama, including more than 4,000 apartments and residences, will be TGO's partner for the Dreams Buenaventura Resort & Spa. The firm, primarily focuses on long-term, large-scale master planned communities with an emphasis on the high-end market.

GVA has developed four renowned hotels in the country – The Bristol Hotel, JW Marriott Panama Beach & Golf Resort, TRYP Hotel, and The Santa Maria: A Luxury Collection Hotel (in development). Inaugurated in 2006, The Bristol, with 125 keys and 48 condos, is located in the heart of Panama City, and was rated as the “Best Hotel in Panama”

and one of “Top 10 Best Hotels in Latin America” by Condé Nast Traveler. In 2009 the group opened the JW Marriott Buenaventura (former Bristol Buenaventura), a 130-room luxury resort located in GVA’s flagship development Buenaventura, 120km from Panama City. TRYP by Wyndham at Albrook Mall, the first large hotel (331 keys) with extensive meeting space (2,815 sq m) in the western zone of Panama City, opened in 2012. GVA is currently developing The Santa Maria, a Starwood hotel, in the Santa Maria Business District in Panama City, with 182 keys and a development cost of approximately \$50 million, which is expected to open by the end of 2017.

## Alicante, Spain

### Ager Empresarial

A joint venture has been entered into with Alicante-based real estate developer Ager Empresarial, which is a local managing principal of the firm who developed the luxury Bonalba resort on the Mediterranean coast in Alicante. Ager Empresarial is involved in all aspects of development, construction, and sales of residential, commercial, and industrial real estate properties, both rural and urban. The firm was responsible, as master developer, for planning a community of over 3,000 residences, and for building over 800 homes and apartments (650,000 gsf), a golf course, clubhouse, and health spa, having a total value of €150 million. Ager Empresarial is currently developing two sustainable master-planned communities, also in Spain, with a combined 2,000 residences, a hotel, golf course, and a “green” education component in two nearby communities adjacent to over 20,000 existing olive and almond trees and 150-year-old historic buildings to be restored.

## Lisbon, Portugal

### Grupo Obriverca



Headquartered in Lisbon, Grupo Obriverca, one of Portugal’s leading property developers with a current portfolio of projects worth €3,000 million, has been involved in real estate since 1985. Early on, it made its mark in the local real estate industry with new developments in the greater capital area that have become today’s landmarks. Despite the company’s extensive experience in logistics, trade, tourism, and commercial office space, it is the residential area in which it has special expertise in developing projects to a high standard and with a commensurate high level of recognition. Carefully

selected finishes at prime locations in pleasant surroundings with green spaces are hallmarks of the Obriverca brand. Sustainable development in the context of technical, economic, environmental, and social factors is one of the core values of the company. Grupo Obriverca is the general contractor for TGO's Jardins Braça de Prata project in Lisbon, which includes 500 apartments and represents an investment of €220 million, and Multipurpose East, a project with the Park of Nations that amounts to over €150 million. Other highlights include a €220 million residential tourism project overlooking the Praia da Marinha in Lagoa, Algarve, with three kilometers of oceanfront, designed by Wimberly Allison Tong & Goo, an international leader in consulting areas and tourist resorts. Grupo Obriverca is currently marketing 14 residential projects located in the municipalities of Lisbon, Odivelas, Loures, Bucelas and Alverca.

## **Johor Bahru, Malaysia**

### **Lonsdale Capital Pte. Ltd.**

Lonsdale Capital is a family office private equity entity incorporated in Singapore. It holds a 28% equity interest in the capital of Excelsior International School.

### **Raffles Campus Foundation**



Raffles Campus Foundation is a not-for-profit organization incorporated in Singapore for the promotion and support of educational institutions and objectives. The Raffles Campus Group specializes in the development, operation, and management of international schools catering to children from the age of 3 to 18 years. Over the past 10 years Raffles has been involved in Singapore, United Arab Emirates, India, and Malaysia, the latter being the location of the Excelsior International School, a TGO-sponsored investment project. Educational facilities managed by Raffles include 2 schools and 8 pre-schools in Dubai totaling 2,000 students at a total project cost of \$100 million excluding land, which was gifted by the government; a 400-student campus in Singapore to which \$8 million in improvements were made; and a 500-student facility in India having a total cost of \$20 million upon completion of the final phase.

Excelsior International School and TGO have entered into a joint venture to co-manage Grande Excelsior college preparatory schools at select projects in the US and Europe, as well as Grande Learning Centres located at Grande Sports Centre campuses in Asia, Europe, and the Americas.

## **Dujiangyan, China**

### **Jinrui Investment Management Co., Ltd.**

Jinrui Investment Management Co. will be TGO's partner for both the Grande Mountain Villas and Grande Sports Centre projects in Dujiangyan, China. Established in 2009, Jinrui, a Chinese-based investment management firm, is headquartered in Chengdu, the capital of Sichuan Province. As a strategic member of the China Real Estate Chamber of Commerce, the company is able to pursue its business interests of investment and asset management, tourism development, hotel management, sales, and cultural tourism. The foremost example is its key role in the development of Six Senses Qing Cheng Mountain, a luxury resort created to complement the UNESCO World Heritage & Natural Cultural site nearby Dujiangyan. The firm has won national quality and outstanding contribution awards, among others.