

ZAVEN YARALIAN

GENERAL MANAGER

Monday, July 1, 2013
New Mexico Ranch & Estate
RE: General Manager

Dear Mr. Mahler

With over 20 years experience in leadership and management of luxury estates, ranches, farms, resorts and restaurants, I believe I am a great fit for the position of Ranch General Manager in New Mexico.

I have worked in some of the most remote areas of the world, including *Belcampo Lodge* in Belize. This remote jungle lodge is a 10,000 acre farm and ranch that includes 1,500 acres of citrus trees, over 5 acres of sugarcane, and 10 acres of vegetable and organic gardens that we used for the 5-star hotel and restaurant. Two large generators generated electricity for the property and the irrigation necessary for our farm was facilitated through complex well and water pump systems. We also planted over 5,000 cocoa trees for our chocolate factory. The maintenance of our equipment and our tractors was critical to our success in Belize, where educated and skilled mechanics were few and far between, to say the least.

At the *Rio Grande Club*, a 5-star golf and fly-fishing resort in Colorado, we were surrounded by over 2 million acres of National Forest. Our club had over 1.5 miles of private river and we held the largest water rights from the Rio Grande River that allowed us to irrigate our golf course and grow our own food in our organic gardens. The complex irrigation system required understanding the challenges of pumping water up 500 vertical feet in elevation in order to bring water to the resort and golf course. As part of our stewardship of the land, we also managed a 5,000-acre ranch with over 200 cattle, 15 horses and other livestock. The Rio Grande club is in a very rural area of Colorado that involved significant hands on management. As manager of the ranch I was responsible for the overall operation of the property, including; our guests, employees, the livestock, equipment, machinery, feed, and every other detail of the day-to-day operations of this world-class, 5-star resort.

I understand what farming and ranching is all about; I was born on a rural farm in Armenia. We had fruit orchards, vegetable gardens, chickens, cows, horses and more than anything else this was our way of living and survival. Every detail of life on the ranch we were involved with and dealt with ourselves. If our irrigation systems had problems, we didn't call the gardener, we fixed it, if our equipment broke down, we repaired it, we were entirely self-sufficient. As indicated in the attached résumé, my diversity in property, facilities and business management has been a catalyst to my success as an owner and manager of 5-star resorts, hotels, ranches and restaurants, but also as a hands-on ranch manager.

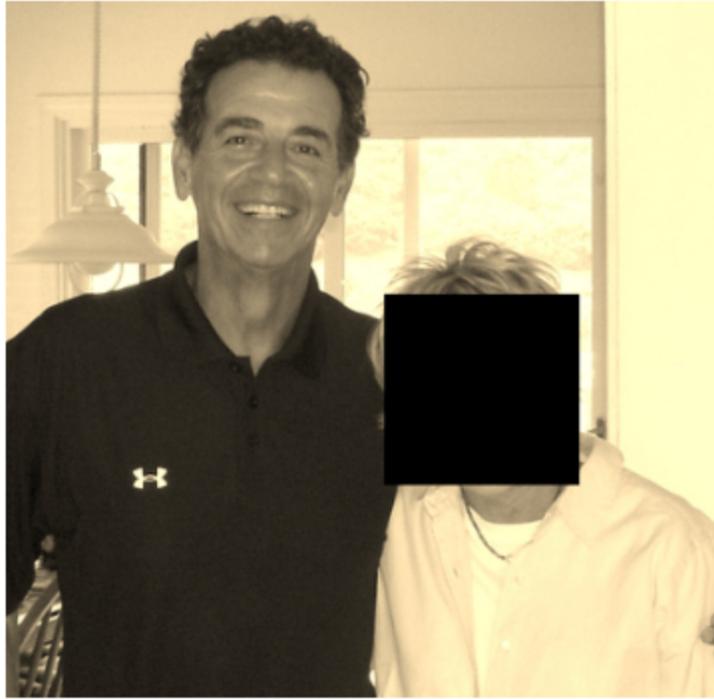
Notable contributions include:

- From experience, I understand the challenges of working in the Rocky Mountains, as well as working with the Department of Forestry.
- Knowledge of native grass, wildlife and domestic animals, water rights and enhancing rivers and lakes.
- Knowledge of 5-star service, major events and dining, inspecting & preparing luxury homes and guest lodges for the principal and guests, and maintaining multi-facility luxury properties.
- Operational background with a proven track record of success.
- Extensive experience with the Microsoft Office suite; Excel, Word, Power Point.
- Extensive experience with a wide variety of Smart Home technologies.
- Experience in maintenance of buildings, barns, lodges, equipment, irrigation systems, generators, water pumps, generators, tractors and 4 wheel vehicles
- Proven Business Acumen and Team Building, Coach for NFL and Collegiate teams. Involved with major construction and renovations
- Experience in coaching, training, teaching employees and staff. Working with contractors and vendors in a professional and proficient way.
- Excellent knowledge of the F&B services
- Culturally Diverse - Fluent in English, French, Spanish, Armenian

Currently I am managing 2 luxury estates, one in Santa Barbara (20,000 sq. ft. residence on 20 acres with 5 Arabian horses), and a smaller ocean-front estate in South Carolina.

I have always met or exceeded the expectations laid on me and I know that in this position I will do the same. I bring an unmatched work ethic, diverse skill set, pleasant disposition and strong leadership skills with me wherever I go. I look forward to bringing all of these attributes to your client. I look forward to discussing this opportunity with your client soon.

Sincerely, Zaven Yaralian



Zaven and [REDACTED] Yaralian