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J. Patrick Butler: A Visionary and Real Estate Pioneer

PHOENIX -- J. Patrick Butler knows something about the complex and shifting world of resort and vacation home real estate. A long-time leader in the industry, he has held several high-profile positions, including vice president of the Marriott Corporation, president and CEO of Coast to Coast Resorts, and CEO of Golf Card International. In 1993, Butler founded Denver-based Club Acquisition Company (CAC) to oversee his road map for resort and vacation property acquisitions. Today, CAC has expanded its corporate presence into popular markets such as Arizona and California to tap into America's rising interest in Mexican real estate.

By May of 1994, CAC had acquired a 200,000-acre retirement and vacation property known as El Dorado Ranch. The property sits just north of San Felipe, a small coastal fishing village on the Sea of Cortez, in Baja California Norte, Mexico. Originally a long-term land lease, Butler privatized 35,000 acres of the El Dorado Ranch property in 2002. This allowed foreign individuals to own land in Mexico through a trust (Fideicomiso). El Dorado Ranch comprises 35 communities. More than 7,000 home sites have been sold so far, and 1,500 residents have built homes on their properties. El Dorado Ranch is a full service resort development and amenity operation.

El Dorado Ranch's evolution includes its sister project, La Ventana del Mar Golf and Beach Resort. This new 266-acre seaside and golf community will have 750 home lots and more than 500 condominiums. An 18-hole championship golf course, Las Caras de México, has been built; a 240-room luxury hotel and a spa have been planned.

All of Butler's developments and construction at El Dorado Ranch protect the local ecosystem. Each property follows the strictest environmental and density guidelines, ensuring harmonious living conditions with minimal ecological impact.

In December 2004, CAC acquired a 50 percent ownership interest in Estrella del Mar, Mazatlan, Sinaloa, Mexico, and joined forces with Paladin Realty Partners (formerly William E. Simon and Sons Realty). CAC serves as managing partner to oversee the resort development and operations.

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Estrella del Mar is an upscale 816-acre property, located ten minutes from the Mazatlan airport. It features 3.5 miles of pristine beaches on the Pacific Ocean and a top-quality Robert Trent Jones Jr. championship golf course. The development is expected to produce over \$500 million in sales on all condominiums and home lots. This does not include the value of individual homes.

Butler has also cast his net within the United States. In addition to the developments in Mexico, he recently acquired 50 percent interest in the Hartsel Springs Ranch, a 28,000-acre property in Park County, Colorado. The Hartsel Spring Ranch master plan is in development.

He earned a bachelor's degree in economics from Allegheny College and an MBA from Loyola College. He has served in several industry organizations, including: the American Resort Development Association (ARDA); the National Association of RV Parks and Campgrounds Board; Regis University Board; and the Kempe Center Board in Denver, Colorado.

Butler has selectively assembled a top international management team to oversee his projects and developments. Collectively, this team carries more than 100 years of experience in developing, marketing and operating hospitality properties in the United States and Latin America.

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