



Case Study: Campus One

GPS: 19°03'22.2"N 70°36'09.1"W | Version 0.0.0

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Introduction

This document is case study of the DATRO Consortiums “Campus One”: DATRO’s first dedicated, off-grid, technology campus, beginning in June 2014. This property is situated in the “Dominican Alps” - A group of ski lodge style villas, 6km beyond ‘Jarabacoa’ town in the Dominican Republic. A place visited annually since the year 2011, by Sion H. Buckler - DATRO Consortium Founder & CEO.

This document reports the deal terms, activities and any other lessons learnt from Campus One, which can be purposeful in future campus deals, plans, surveys etc The first segment of this report is the releasenotes, which features key issues, changes and links to older versions of the document itself. The remainder of the layout of the document closely resembles a Prince 2 (project management methodology) highlight report, which orbits around 3 core segments: (1) Plans vs performance, (2) Issues, risks and concerns and (3) Plans moving forward.

RELEASE NOTES AND NOTICES

This section provides information about what is new or changed. It also contains urgent issues, documentation updates and new releases.

1.1 This Release (Version 0.0.0)

- **2014-Aug-14** - *First Draft*

1.2 Older Versions

In the table below the last entry displays a link to an archived copy of the last report. To keep the filename from overflowing in the table below the name displayed may differ from the file name. The date the file was archived will differ from the date of the document label, which is its creation date. If you're viewing this document on a subdomain of *.datro.world* you may need to right-click and select 'open link in new tab'. In the interim of a bug fix, you can avoid right-clicking all together, by viewing our document library at its original location datro.xyz/static/library

Table 1: Older Versions of this Document

Archive Date	Version	Description	Download Link
yyyy-mm-dd	0.0.0	n/a	<i>no older versions of this report yet</i>

1.3 Known and Corrected Issues

Below is a table of pending issues that have been reported to our team. These issues will be cleared from this list as and when they are remedied.

BACKGROUND: < MAY-2014

This property is situated 6km South of Jarabacoa town centre, heading up towards Constanza. The GPS co-ordinates, as detailed in the document title, are: 19°03'22.2"N 70°36'09.1"W.

- **Sale Price:** \$250,000 USD
- **Rental Fee:** \$30,000 USD Per Annum + \$5,000 Security Deposit

2.1 Landscape

Campus One has 4 levels: **Ground Level:** The road into this gated property. **First Level:** A guard dog/kennel, parking and the groundkeepers house. **Second Level:** The main house, garden and “Eagles Nest”. **Top Level:** Formerly a large greenhouse.



2.2 Property

6 Bedroom Property (1 downstairs, loft bedroom and 4 rooms on the first floor).



2.3 Surroundings

2.3.1 Salto de Jimenoa Uno

Less than a kilometer from the villa (heading towards Konstanza) is “Salto de Jimenoa Uno” (the waterfall featured in the original Jurassic Park Movie).

2.3.2 Jamaca de Dios Restaurant



A few kilometers in the other direction, via the town, is “Jamaca de Dios Restaurant” - A rotating restaurant.

2.3.3 Town

Also in town is everything you'd expect from a mountain town e.g. police station, petrol station, a supermarket, banks/western union, hotels, restaurant etc The main attraction in this region is the cool temperatures, mountain views and rivers.

PLAN VS PERFORMANCE: > NOV-2014

Associated Parties:

	Lessor & Seller	Lessee & Buyer
Title	Manuel Pacheco	Sion H. Buckler
Office	Director of Investments at Ministry of Tourism, DR	Founder & CEO of DATRO Consortium
		

3.1 Plan

3.1.1 Deal Plan

- **6 months lease in lieu of a purchase agreement:**
 - **Leasehold Terms:** 6 month leasehold at \$2.5k per month + 2 months security deposit
 - **Purchase Terms:** 5 'amortization' installments of \$50k every 6 months

Table 1: Leasehold - Payment Schedule/ Rent Book (USD)

Date	Details	Debit	Credit	Lessee	Lessor
2014-05-28	Opening Balances				
2014-05-28	Sec. Dep. Bill	-5000			
2014-05-28	Lease - Bill 1/6	-2500			
2014-06-01	Sec. Dep. Payment		5000	-5000	5000
2014-06-01	Lease Payment 1/6		2500	-7500	7500
2014-06-28	Lease Bill 2/6	-2500			
2014-07-01	Lease Payment 2/6		2500	-10000	10000
2014-07-28	Lease Bill 3/6	-2500			
2014-08-01	Lease Payment 3/6		2500	-12500	12500
2014-08-28	Lease Bill 4/6	-2500			
2014-09-01	Lease Payment 4/6		2500	-15000	15000
2014-09-28	Lease Bill 5/6	-2500			
2014-10-01	Lease Payment 5/6		2500	-17500	17500
2014-10-28	Lease Bill 6/6	-2500			
2014-10-01	Lease Payment 5/6		2500	-20000	20000

Table 2: Purchase Plan - Amortization (USD)

Date	Details	Debit	Credit	Buyer	Seller
2014-10-01	Opening Balances			-20000	20000
2014-10-01	Lease Escrow/Amor. Credit		-20000	0	0
2014-12-01	Amortization Bill 1/5	-50000			
2014-12-01	Amortization Pay 1/2of1/5		20000	-20000	20000
2014-12-01	Amortization Pay 2/2of1/5		30000	-50000	50000
2015-06-01	Amortization Bill 2/5	-50000			
2015-06-01	Amortization Pay 2/5		50000	-100000	100000
2015-12-01	Amortization Bill 3/5	-50000			
2015-06-01	Amortization Pay 3/5		50000	-150000	150000
2016-12-01	Amortization Bill 4/5	-50000			
2016-06-01	Amortization Pay 4/5		50000	-200000	200000
2017-12-01	Amortization Bill 5/5	-50000			
2017-06-01	Amortization Pay 5/5		50000	-250000	250000

Lease In Lieu of Purchase

- All lease payments (& security deposit) serve as a deductible amortization credit during the purchase agreement
- Duration of lease (in this case 6 months) serves as a trial run for both the buyer and seller prior to an amortization

Assurances

The deal plan was assured using the concept of a “Soft Probe” (whereby the Lessor/Seller is granted access to the Lessee’s/Buyer’s accounts, to determine fiscal credibility). DATRO’s working capital for that year, was proven to be in the region of \$200k+ USD +/- 10%.

The legitimacy of the source of this capital was also proven e.g. investments and loans (albeit no trading activity/ sales revenues etc) One source of a 74,000 GBP investment was for example, from the sale of a UK asset (45 Gregory Ave, Breaston, England, DE72 3DJ), which sold for £135,750 GBP in 2014. The above info provided the Lessor/ Seller with sufficient assurances to proceed with this deal plan, terms and the aforementioned payment schedules. DATRO’s investor/ creditor public reporting can be found in the [DATRO Consortium Document Library](#)

3.1.2 Business/Technology Plan

A dedicated 5 year plan was written in 2014 and can be found by visiting the following link.

3.1.3 Name Plan

The DATRO Consortium will name the property **Casa Llandovery**. The name Sion gave his former private residence, where his son Milo was born (back in Stockeld Park, Yorkshire (North England)) the previous year. Llandovery originates from the name of the Welsh town and private boarding school where Sion studied before attending college/ the military and becoming an engineer.

3.1.4 Campus Plans

- Develop Allotment (either side of stairs to top level)
- Driveway Stairs from Car to Front Door
- Bamboo Fencing
- Fresh Flowers Daily
- Fumigate Regularly

3.1.5 Team Plans

Below was the Team Plan

Team Building

- Waterparks
- Meet Families
- Dinner Nights in Town
- Houseparties

Team Schedule

- Show Parades (check clothing/ haircuts etc)
- Daily Nock-on/ Nock-off Meetings (Eagles Nest)
- Sunday School (Hosted by Herman the German)
- Secondary Duties e.g. Safety, BookKeeping, Areas of Responsibility
- Staff Lunch Area (Picnic Table at rear of property)

Generally the House Staff operate the property as if it were a resort, waiting on the developers every need. Generally the developers work as if they are on a resort, with all their needs taken care of, so as to focus solely on the technology and nothing else.

Full-Time Staff



DD-WRT Executives (from Germany) with Amarni Vashi (Development Coordinator) at Casa De Campo debrief after a brief stay at the Tech House

- Programmers (3-5) (+ onsite accomodation inc.) - @ \$4,000 - 8,000 USD p/m
- Head of Security (+ onsite accomodation inc.) - @ \$6,000 USD p/m
- Local Security Staff (2+) - @ \$800 USD p/m
- House Manager/ Driver (1 + offsite accomodation inc.) - @ \$1,200 USD p/m
- Groundkeeper (+ onsite accomodation inc.) - \$600 USD p/m
- Cook (2nd duty, rotation/ schedule between above personel) - \$0 p/m



(1) Pest Control, (2) Driver/Villa Manager (and his wife, son & daughter) (3) Cleaner, (4) Handy Man/Ground Keeper, (6) Building Works Manager, (7) Founder & CEO

Part-Time Staff

- Possible additional security (x2 - shift, threat level increase/ decrease etc) - \$400 p/m
- Onsite contractors (bees, fumigators, plumber, electrician etc) - \$200 p/m
- Programmers (visiting) e.g. DD-WRT - \$35,000 USD in total
- Event Organiser/ Local Relations (1) - \$400 USD p/m
- Cleaner(s) (x2) - \$250 USD p/m
- Cook (House Managers Wife) - @ \$400 USD p/m

3.2 Performance

3.2.1 Deal Performance

Table 3: Leasehold - Payment Performance/ Rent Book (USD)

Date	Details	Debit	Credit	Lessee	Lessor
2014-05-28	Opening Balances				
2014-05-28	Sec. Dep. Bill	-5000			
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2014-06-01	Sec. Dep. Payment		5000	-5000	5000
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2014-10-01	Lease Payment 5/6		2500	-17500	17500

The first half of the agreement between the two parties (Lessor and Seller & Lessee and Buyer) went as expected.

3.2.2 Campus Performance

Essentials

Essential Assets for basic operation:



Fig. 1: (1) Vehicle & (2) Whiteboard & (3) Maintained (Well-Stocked) Fridge & (4) TRAINED Security Dog

Indoor Office

Suppliers, Accounts, Staff Rosta/ Schedule (days on/off, role/duty changes etc), Daily Routines Checksheets etc



Fig. 2: (1) Sion Tea & Biscuits, (2&3) Rafi & Leon, (4) Rafi, Junior, Jose & Sion

Outdoor Office



Fig. 3: (1) Sion & Mike from Casa De Campo, (2&3) Outdoor Office "Eagles Nest"



Fig. 4: (1) View from the "Eagles Nest"

3.2.3 Team Performance

The team generally worked together well to create a campus that ran like clockwork. The main development and productivity happened in the loft, with Armani and Sion. Outside of developing there was BBQ's in the evening, walks to the waterfall in the day. The team also went out in the local town for food and ordered takeaways from time to time. Movie nights and friends visiting, was also helpful to our wellbeing. Sadly there was a lot of security concerns and attacks at the time.

Staff Accomadation

The Driver/ Villa Manager (Rafi) along with his wife and children were awarded a 3 room apartment in the local town, with underground parking. Rafis privelages were extended to use of a vehicle to commute home each evening and back each morning.



Fig. 5: (1) Rafi & Sion at Rafi's Apartment, (2&3) Apartment Photos, (4) Rafi, Rafi's Wife & Hywel, Punta Cana Beach

The Groundkeeper (Junior) occupied the groundkeepers property. His wife and child were permitted to be with him under special circumstances e.g. welfare, emergencies and subject to security threat levels at the campus. Otherwise Junior would commute to see them in the local town on evening and weekends. With the cost of commuting being reflected in a weekly additional allowance.

IDEAS & ISSUES: > NOV-2014

4.1 Ideas

4.1.1 Campus Ideas

- Install Pool and Patio for deck chairs
- Cut into hill and Install Climbing Wall behind pool
- Log Cabin/ Campsite (on top level)
- Zip line
- Gate Post - For gate guard
- Fumigate Regularly

4.1.2 Team Ideas

- Uniforms

4.1.3 Other Ideas

- Whiteboard in Eagles Nest
-

4.2 Concerns

4.2.1 Deal Concerns

4.2.2 Campus Concerns

4.2.3 Team Concerns

- Junior “Pingu” (Haitian Groundkeeper/ Security) brought his wife and child from town to live in his groundskeepers property with him.
- This was not authorised and noisy and prohibited, since it was a place of work and the security level was Yellow/ Orange (Elevated/ High).

but no provisions were made to assist the situation. Our events organiser/ local relations identified this matter and remedied it.

4.2.4 Other Concerns

- Hire car is based on a tourist rate/ on a short-term fee (Sion's same supplier and car from previous trips to the DR)
- The cost incurred for April - October 2014 was in the region of \$12,000 USD

4.3 Risks

4.3.1 Deal Risks

4.3.2 Campus Risks

4.3.3 Team Risks

4.3.4 Other Risks

4.4 Issues

4.4.1 Deal Issues

The final weeks went as follows (to the best of our recollection):

- All dogs poisoned in the neighbourhood. Dog that came with the property (Jaws) was poisoned to death and found in a nearby ditch (a common act of thieves prior to thefts).
- Electricity went off to the whole street for weeks. And battery and generator experienced issues. Lessee had to all go stay in a hotel in Santo Domingo.
- It was reported that Electricity didn't come back onto the area for the remainder of the lease and worse still, quarrying began next door to the property and was very noisy e.g. trucks struggling up the hills, hammer action digging into rockfaces etc.
- The 6 month lease was expiring and purchase agreement date was approaching, while the Lessee was in a hotel in Santo Domingo, because of the inhability of the property.
- A new 6 month lease was signed, but under 'Vi Coactus (V.C/ duress) and in lieu of electric to the town coming back on, quarrying schedule explaining & full legal discovery (title deeds, lien clearance, easements etc)).
- The Lessor made no discounts or satisfy the above concerns with supported evidence. Instead there was an insistance and even aggression for the Lessee to proceed with the deal, regardless of the properties inhabitable nature and the Lessees unfulfilled queries and concerned.
- The Lessee made no payment towards the renewed leasehold agreement as a consequence of the above. The final payment of the lease may have also been neglected as a consequence of the above. Which would have resulted in the Lessor using some of the security deposit (what it's there for), especially in light of the fact no damage was caused to the property.
- When stated no damage was caused to the property, there was one alteration which was viewed as a damage by the Lessor. The Lessee installed steps from the vehicle driveway to the front door as the grass hill was very

steep and hazardous (slippery) when wet. Steps had to be installed into the grass verge, but the contractors workmanship was very poor.

- It all ended very confusingly because of the language barrier and the fact the Lessee was having to stay away in a hotel for week, in addition to other concerns and complexities (quarrying, purchase agreement signing with missing documents etc)

Conclusion: Both parties went their separate ways rather amicably, both equally dispositioned by the final month of dealings. It is the conclusion of the Lessee, had the quarrying not begun or the electric gone off to the area, there would have been no questions asked and no undisclosed hotel/safe distance from which to negotiate from. Without the unfortunate events that placed the Lessee on the defensive during the final weeks of the leasehold, the Lessee may have continued forward, purchasing a property with a greater risk of undisclosed liens, easements and years of noisy quarrying and electricity cuts for weeks on end.

2014-10-05 - Updated

- Moved directly from Hotel in Santo Domingo (via Casa Llandoverly to grab our stuff)
- Ended up Reorganising (“ReOrg”ing) at Los Gringos, Playa de Magante, Gaspar Hernández on the north side
- Gaspar Hernández is 40 minutes drive east of Cabrera (the North West/ beginning of the ‘Scottish Bay’ Coast-line).
- Our arrival to Playa de Magante is the beginnings of **Campus Two** (see the separate ‘Campus Two’ Case Study/ Document for details).

4.4.2 Campus Issues

- **2014-08-01** - *Electric to town went off for WEEKS - Forced to move into a hotel (Santo Domingo)*
- **2014-09-01** - *Quarrying began next to campus - No end-date to work. Trucks struggling up hills make infuriating noise*

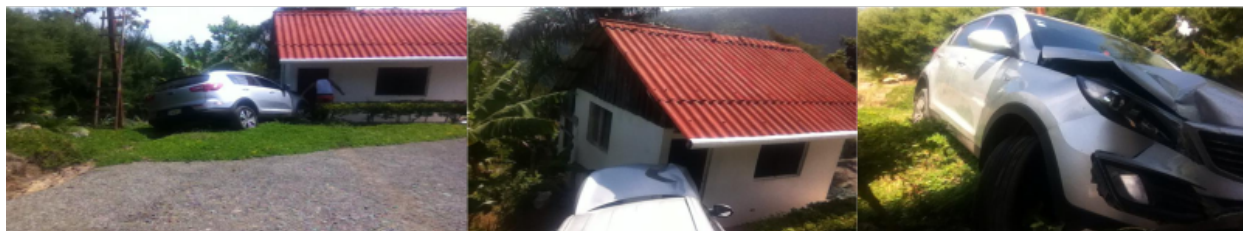
4.4.3 Team Issues

1. Uninvited guests/ trespassers entered the main gates of the property, at night, causing a security drill to be triggered e.g. bugging out and heading up to the 3rd level and beyond until the all clear was given over radio and the team could return to the property.

The bug-out ended up being a false alert. A negligent member of staff (the same one who crashed the vehicle) thoughtlessly invited an unauthorised person onto the property and was in the vehicle which followed far behind his associate. The unauthorised visitor took it upon themselves to enter the main gates not aware of the silent alarm and protocols they triggered.

4.4.4 Other Issues

This issue is a leading example of how quickly a situation can escalate. In this case due to a faulty vehicle, a dangerous driveway, poor communications, an inexperienced driver and poor timing by the injured party.



PLANS MOVING FORWARD: NOV-2014 >

5.1 Campus

Move Location - Don't renew lease or buy this property.

5.2 Team

5.2.1 Full-Time

- Programmers (1) (Armani returned to London and continued working remotely)
- Kept Head of Security/PMC (Leon - and kept providing accommodation)
- Disgarded x2 Security Staff (Jose & 'Jeff ?')
- Acquired a 2nd PMC (Curtis)
- Kept Event Organiser/ Local Relations (Lee)
- Disgarded Housekeeper/ Manager (+ offsite accommodation tenancy agreement)
- Disgarded Groundkeeper (Junior - at his request)
- Disgarded Cleaner(s) (x2)

5.2.2 Part-Time

- Armani continued to work remotely (from London)
- Visiting Programmers (DD-WRT) was a success. Deal signed and technology developed.
- Leon & Curtis (PMC's) continued to provide security/security services.

5.3 Other

- Buy a vehicle as oppose to hiring one

DOCUMENT AUTHOR(S):

6.1 The Team @ DATRO Consortium