



Let us introduce you to Selva Negra

A vacation spot you can be proud to support

We are a full-service ecolodge, organic farm, and bird-friendly coffee estate in the Highlands of Northern Nicaragua.

At Selva Negra we do everything with an eye on the future:

- Our gourmet coffee is produced under the strictest of international regulations for protection of the environment, wildlife, workers benefits and community involvement.
- We protect our planet by instilling organic and sustainable farming practices. From our organic vegetables production to the cheeses made from our organic grazing cows. From the hydroelectric and solar energy powering our operations to the intensive compost operations we're in the constant lookout for ways to improve our operations.
- One third of the estate is a protected nature reserve where the guest can enjoy it's wild flora and fauna, including howler monkeys, over 200 birds, a wide variety of butterflies and orchids.

Whether you are searching for wildlife, touring the Ruta de Café, or simply relaxing in a romantic getaway, we know you'll enjoy your stay.





Mission

Providing you a vacation spot you can be proud to support. We strive to provide our guests with an inspiring vacation experience where they can enjoy nature at its finest, taste healthy homegrown food, sleep in bungalows within the mountain while giving them hope in the future of our planet. We aim to educate our guests of our many sustainable methods and offer them an opportunity to take part in the cutting edge of sustainability.

Vision

We are a vacation spot you'll be proud to support



Selva Negra History

- 1890s • Hans Bosche, a German immigrant, buys the land that makes up La Hammonia farm and establishes it as a shade grown coffee farm.
- 1956 • Fred Bosche, Hans Bosche's son, sells the farm to Renaldo Rivera. Hans is retired and living in the US.
- 1975 • Mausí and Eddy Kuhl purchased La Hammonia Coffee Estate from the Renaldo Rivera family. At this point, there is no tourism aspect to Selva Negra; the farm has been producing and exporting coffee since the 1890s.
 - First Bungalows are constructed. The Ecolodge has begun.
 - School for the workers is built.
- 1976 • Restaurant is built.
- 1977 • Laguna Rooms are built for a less expensive lodging option.
 - Bavaria Conference Room built, first used as a discotheque.
- 1977 • Bungalow #12 construction complete.
- 1978 • Owners out of Nicaragua on exile due to revolution managing the hotel long distance. Extended family members running Selva Negra's day-to-day operations.
- 1983 • Alsacia Bungalow is built near beneficio for coffee related tourists.
- 1989 • Mausí and Eddy return to Nicaragua and Selva Negra.
 - First biogas digester built to process coffee "honey water"
- 1993 • First wedding performed at Selva Negra.
 - Cheese production first started with production of cuajada.
 - First experiments with raising cattle start.
- 1994 • Vermicompost (composting with worms) first started.
 - Sunday Buffet special meal started.
 - First Oktoberfest hosted at Selva Negra.
- 1995 • Gretel Chalet and Karen Rooms are constructed.
 - Tour of the Farm begins informally with Mausí driving guests around the farm in her car.



- 1996
 - Selva Negra Conference Room is built.
 - First experiments with intensive pasture system for cattle started at Selva Negra. The farm's technician studied a brazilian system of intensive cattle grazing.
 - Water from biogas digester used to irrigate the pasture land.
- 1997
 - Egg production for the restaurant begins.
 - Initial experiments with organic weed and pest control begins in a garage at the farm.
 - Large scale flower production begins.
- 1998
 - Construction begins on the Selva Negra Chapel.
- 1999
 - Vermicompost operation greatly expanded.
 - First production of quails for eggs for the restaurant.
- 2000
 - First cattle ranching begins at a farm in Sebaco, today this farm is used during the rainy season.
 - Chapel constructed completed. First wedding held in the Selva Negra Chapel in February of 2000.
- 2001
 - Construction completed on current vermicompost building.
 - Yasica Rooms are completed for improved, hostel-style lodging.
 - First solar water heater is installed on the Yasica rooms.
- 2002
 - Cattle ranching begins at El Bramadero, another farm owned by Selva Negra.
 - Gazebo is built for owner's daughter's wedding.
- 2003
 - Electricity generation starts with current hydroelectric turbine. The current turbine replaced the existing turbine installed by Hans Bosche around 1905 that was still running in the late 1990s.
- 2004
 - Sausage production begins with
 - Specialty cheese production begins
- 2005
 - Playground area next to the restaurant is established.
 - Craft store opens selling crafts from the surrounding areas of Nicaragua.
 - Flower production ends.



2014 Media Kit

- 2007
 - Tours of the farm have increased enough that Manuel, our first full-time tour guide, is hired.
 - University student internship program begins with students from Earth University.
 - Current organic laboratory is built to expand production of organic weed and pest control.
- 2008
 - Solar Water Heaters first installed on one bedroom bungalows.
- 2009
 - Coffee Museum is started.
 - First experiments with raising mushrooms for consumption
- 2010
 - Current cheese production building is built to greatly expand the cheeses produced.
 - First experiments with raising of goats at Selva Negra.
- 2011
 - First university student from Zamorano University in Honduras comes to Selva Negra in November.
- 2012
 - Mushroom production moved to its current expanded location.
 - Tour dedicated to Coffee first introduced during the coffee picking season.
- 2013
 - Solar Bungalow construction is completed. Our first completely self-sustaining bungalow.



Fact and Figures

Owners: Eddy Kuhl Arauz and Mausi Kuhl Hayn

General Manager: Karen Kuhl

Year Founded: 1975

Number of Bungalows: 22

Types of Bungalows: One Bedroom – Five Bedrooms

Number of Hotel-Style Rooms: 14

Number of Youth Hostel Rooms: 12

Conference Rooms

Lindau Conference Room – up to 20 people

Yaguare Conference Room – up to 50 people

Bavaria Conference Room – up to 100 people

Selva Negra Conference Room – up to 400 people

Contact Information

Hotel Phone Numbers: (505) 2772-3883

(505) 2772-5713

Email Addresses:

Information: info@selvanegra.com

Reservations: reservaciones@selvanegra.com.ni

General Mgr: karen@selvanegra.com

Events: martha@selvanegra.com

auxiliadora@selvanegra.com.ni

Website: <http://www.selvanegra.com>

Facebook Page: <http://www.facebook.com/SelvaNegraNicaragua>

Twitter: <http://twitter.com/SelvaNegraNic>

Note: All prices in this Media Kit are subject to change without notice.

Selva Negra Ecolodge and Coffee Estate

KM 140 Carretera Matagalpa-Jinotega

(505) 2772-3883 www.selvanegra.com / info@selvanegra.com



One Bedroom Bungalow Cabaña de Un Dormitorio



Our one bedroom bungalows are a separate, private oasis to call your own. You have your choice of a queen bed or two twin beds. The living room has large windows allowing great views of the mountains and gardens. All cabins include a work desk, sofa and luggage table all made from wood created from trees that have fallen right here in our rainforest.



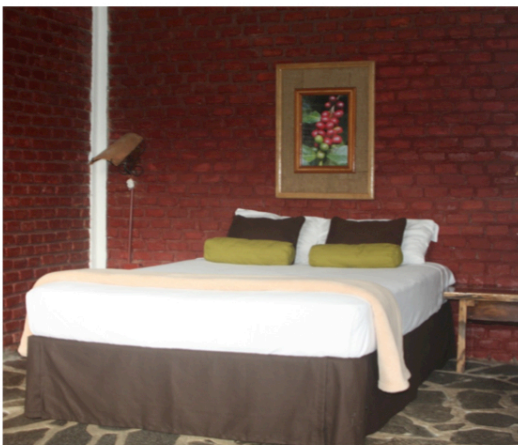
Nuestras cabañas de una habitación son privadas con cama matrimonial o dos camas sencillas, sala con ventanas grandes con vistas a la montaña y jardines. Sofá, escritorio y mesas hechas con maderas de arboles.



Hotel Style Room Cuatro de Hotel



Our hotel-style rooms are located in two buildings overlooking the lake. You have your choice of two twin beds or a queen size bed. In the mezzanine rooms there is a maximum capacity of five due to the loft. There is a sofa inside of the rooms and our Laguna rooms facing the lake have chairs right in front of your room overlooking the lake.



Nuestras habitaciones estilo hotel se encuentran en dos edificios con vista al lago. La elección de dos camas individuales o una cama tamaño queen. tienen un sofá en el interior de las salas y habitaciones para Laguna frente al lago tienen sillas en frente de su habitación con vista al lago.



Two Bedroom Bungalow Cabaña de Dos Dormitorios



Two bedroom bungalows feature one bedroom with two twin beds and a second bedroom with a queen size bed, joining the two bedrooms is the bathroom. There is a large living room to share the evenings in, as well as a front porch with rocking chairs to sit and relax and enjoy the view of nature all around you.



Una cabaña con dos cuartos, un cuarto con dos camas sencillas y el segundo cuarto con una cama matrimonial, un baño entre los dos cuartos, sala grande y porche enfrente de la cabaña con sillas mecedoras para disfrutar la naturaleza de su alrededor.



Three Bedroom Bungalow Cabaña de Tres Dormitorios



The three bedroom bungalows have two bedrooms with two twin beds each and the third bedroom with a queen size bed. They share one bathroom, and a large living room. Each is uniquely located; the Gretel bungalow is located down the mountain from the main lodge building and has a serene private location, the Alsacia bungalow is highly requested by coffee enthusiasts since it is located adjacent to the Selva Negra wetmill and roaster.



Las cabañas de tres dormitorios, tienen dos dormitorios con dos camas sencillas cada una y el tercer dormitorio con una cama matrimonial, los dormitorios comparten un baño y sala. Estas cabañas están ubicadas en lugares especiales, Gretel está ubicada bajando la montaña del restaurante con mucha privacidad y Alsacia es un lugar especial para los amantes del café porque está al lado del beneficio y tostadora del café Selva Negra.



Four Bedroom Bungalow Cabaña de Cuatro Dormitorios



Our four bedroom bungalows have three bedrooms with two twin beds each and one other bedroom with a queen size bed each. They share two bathrooms, a large living room and dining area. The four bedroom cabins are located adjacent to the road leading to the chapel and are great for family gatherings or other larger groups of people.



Nuestras cabañas de cuatro dormitorios, tienen tres dormitorios con dos camas sencillas cada una y un dormitorio con una cama matrimonial, los dormitorios comparten dos baños, sala y un pequeño comedor. Estas cabañas están ubicadas al lado de la calle hacia la capilla y son perfectas para reuniones familiares.



Five Bedroom Bungalow Cabaña de Cinco Dormitorios



Our five bedroom bungalows have four bedrooms with two twin beds each and one bedroom with a queen size bed. They share two bathrooms, a large living room and dining area. Each of our five bedroom cabins has a unique story. The Bosche Cabin was built by the original coffee farmers in 1891. The Viejo Otto was the first cabin built by the current owners, Eddy and Mausi.



Nuestras cabañas de cinco dormitorios, tienen cuatro dormitorios con dos camas individuales cada uno y un dormitorio con una cama queen. Ellos comparten dos baños, un amplio salón y comedor. Cada una de nuestras cabañas de cinco dormitorios tiene una historia única. La cabaña Bosche fue construida por los productores de café originales en 1891. El Viejo Otto era la primera cabaña construida por los actuales propietarios, Eddy y Mausi.



Student Housing Albergue Estudiantil



Our Youth Hostel has two different types of rooms for budget travellers and backpackers. First is a single room with two double beds and a bathroom for US \$30 for the room. Second, is a room with 3 sets of bunk beds and one shared bathroom for US \$15 per person.



Nuestro albergue cuenta con dos tipos diferentes de habitaciones para viajeros y mochileros. En primer lugar es una habitación individual con dos camas dobles y un baño para US \$ 30 para la habitación. En segundo lugar, es una habitación con 3 literas y un baño compartido con un costo de US \$ 15 por persona.



Ofreciéndole lo mejor desde nuestra finca hasta su plato

Filosofía Sostenible de Selva Negra / Selva Negra's Sustainable Philosophy

Selva Negra se preocupa mucho por la calidad de comida que prepara. La mayoría de los alimentos del menú son producidos en nuestra Finca La Hammonia (donde esta ubicada Selva Negra) con sistemas sostenibles. Los productos incluyen carne de res molida, cerdo, pollos, leche, una gran variedad de quesos, huevos, frutas, y vegetales. El café Selva Negra, reconocido internacionalmente como café gourmet, usted tiene aquí la oportunidad de disfrutarlo directamente donde es producido. Durante su estadía en Selva Negra aproveche la caminata en la montaña nublosa y haga el tour de la finca, donde encontrará interesantes sistemas de cultivos orgánicos y esfuerzos de sostenibilidad que le han ganado premios internacionales.

Selva Negra les desea una estadía agradable. Gracias por su visita.

Selva Negra feels very strongly about the quality of the food we prepare. The majority of the items on the menu are organically produced here our farm, Finca La Hammonia, where Selva Negra is located; including ground beef, pork, chicken, dairy products, large variety of cheeses, eggs, fruits and vegetables. Selva Negra Estate Coffee is an internationally recognized gourmet coffee. Here you get the opportunity to enjoy it right where it grows. While at Selva Negra, don't miss out on hiking the rainforest, and touring the farm where you will find award winning sustainable efforts and organic farming practices.

Selva Negra wishes you good health and a great dinner. Thanks for your visit.

Sopas y Entradas / Soups and Appetizers

§ Sopa de pollo con vegetales
Chicken and vegetable soup

§ Sopa de tomate fresco
Fresh cream of tomato soup

§ Platon de quesos Selva Negra
A selection of farm fresh Selva Negra cheeses

§ Frijoles con tostones y queso
Refried beans platter with plantains and cheese
Pan con ajo
Garlic bread

Sandwiches y Hamburguesas / Sandwiches and Burgers

§ Club Sandwich Selva Negra
Selva Negra club sandwich

§ Sandwich de Pollo
Shredded chicken sandwich

§ Sandwich de Queso Gouda
Gouda cheese sandwich
Extra papas fritas
Extra order of french fries

§ Hamburguesa BBQ Selva Negra
Organic burger with Selva Negra Coffee BBQ sauce

§ Hamburguesa con queso y tocino
Organic cheeseburger with bacon

§ Burrito de pollo o vegetariano
Chicken or vegetarian burrito

Platos para Niños / Kid's meals

Sandwich de queso amarillo
Grilled cheese sandwich with french fries

Trocitos de pollo con papas fritas
Fried chicken strips with french fries

Postres / Desserts

Copa de Helado (chocolate o vainilla) con crema chantily y chocolate
Cup of ice cream (chocolate or vanilla) with whipped cream and chocolate swirl

Pasteles de casa pruebe un trozo de nuestros famosos pasteles
Elaborados especialmente con ingredientes naturales de la finca, pregunte sobre la seleccion de hoy
Try a slice of our famous homemade cakes check out our selection or ask your waiter for today's options

Cheesecake (pastel de queso)
Our homemade cheesecake

§ Platos con ingredientes principales de la finca / Dishes with principle ingredients from the farm
Precios no incluyen impuestos (15%) propina voluntaria (sugerida 10%)
Prices do not include tax (15%) or voluntary tip (recommended 10%)



Serving you the best from our farm to your plate



Platos Principales / Main Dishes

Todos los platos, menos las pastas y platos Alemanes, son acompañados con arroz, vegetales mixtos y ensalada
All dishes, except vegetarian and German plates, are served with rice, mixed vegetables and salad

Carnes / Steaks

- Filete a la Plancha** con queso feta y cebolla
Steak served on a sizzling skillet with feta cheese and onions
- Filete Mignon** con salsa pimienta-brandy
Filet Mignon with a pepper-brandy sauce
- Churrasco con Chimichurri**
Traditional Nicaraguan steak served with chimichuri sauce (cold sauce of parsley, garlic and olive oil)
- Lengua en Salsa Criolla**
Cow tongue in a chunky tomato sauce

Pescado / Fish

- Curvina Tropical** con chayote, zanahorias, platano y papaya
Pan fried corvina fish served with a tropical topping of chayote, carrot, plantain and papaya
- Curvina Criolla** con salsa criolla
Pan fried corvina fish with a chunky tomato sauce

Pollo / Chicken

- § **Pollo a la Plancha** con queso feta y cebolla
Chicken served on a sizzling skillet with feta cheese and onions
- Pechuga de Pollo Curry** con salsa curry
Chicken breast served with a curry sauce
- § **Pollo Selva Negra** (salsa BBQ de Cafe Selva Negra)
Grilled chicken served with a Selva Negra Coffee BBQ sauce
- § **Pollo a la Abuela** con tocino, cebolla y hongos
Roasted chicken served with a bacon, onion and mushroom topping

Cerdo / Pork

- § **Lomo de Cerdo a la Plancha** con tostones, queso y cebolla
Pork served on a sizzling skillet with tostones, feta cheese and onions

Vegetariano / Vegetarian

- § **Plato Vegetariano** una variedad de vegetales salteados de la finca
Stir fried Vegetarian dish offering a mixed selection of fresh farm organic vegetables
- § **Estofado de Vegetales** vegetales mixtos estilo Mediterraneo con arroz
Mediterranean vegetable ragout served with rice
- Espagueti a la Romana**
Spaghetti served with tomato sauce with peppers and onions
- § **Ensalada La Hammonia** con huevo y queso
Large La Hammonia organic, farm-fresh salad with boiled egg and cheese

Platos Alemanes / German Dishes

- § **Lomo de Cerdo a la Vienes**a con ensalada de papas
Wiener Schnitzel - Austrian specialty made of a thin slice of pork coated in breadcrumbs with potato salad
- § **Salchichas Selva Negra** con sauerkraut y ensalada de papas
Homemade Selva Negra sausages served with sauerkraut and potato salad

- § **Platos con ingredientes principales de la finca / Dishes with principle ingredients from the farm**
Precios no incluyen impuestos (15%) propina voluntaria (sugerida 10%)
Prices do not include tax (15%) or voluntary tip (recomended 10%)



Guided Tour Descriptions

Nature Tour

US\$10 per person 7:30am or by reservation

At Selva Negra all you need to explore the beauty and majesty of nature are your naked senses, but a trained pair of eyes can help you unlock mysteries that you might miss on your own. Our nature guides will share their knowledge of the animal and plant life in a virgin cloud forest. You will learn about the important place a rainforest plays in all our lives and the cycle of water it guarantees us. Nature tours are limited to small groups in order to enhance your experience and minimize disturbing wildlife. Some of the species you will learn about are: the fern tree, howler monkeys, strangling ficus tree, lichen and how they help determine the quality of air, water snails as indicators of clean water, epiphytes, and orchids.

Coffee Tour

US\$15 per person (guest) US\$20 per person (day visitor) 9:30am or 2pm

In this mostly walking seed to cup tour you will learn much more than just the process of coffee. History, location, climate, topography, sustainable use of biproducts and the social programs are among the many other things you will learn. You will get a chance to visit our nurseries, coffee plantillos where you will learn about shade coffee, organic laboratory where you will learn about organic farming methods. The tour will continue to the picking and weighing of the coffee beans, we will follow the truck back to the wet mill where you will witness the process and end the tour in our museum with a cup of coffee to answer any questions remaining.



Farm Tour

US\$7 per person (guest) US\$12 per person (day visitor) 10am or 1:30pm.

The Selva Negra Sustainable Farm Tour is a must during your visit to Selva Negra. Selva Negra is recognized for pioneering innovative and sustainable farming methods. In this tour by minibus, you will see many of these sustainable farming methods that have gained it this reputation. You will pass by the organic laboratory, the worker's housing, the greenhouses, cheese house, chicken coops, and stables where you will learn about the food being served at the restaurant. By the cattle pasture land, coffee plantation, and compost operations where you will see how we reduce, reuse and recycle at Selva Negra.

Night Tour

US\$10 per person 6:00pm or by reservation

Using headlamps, the more adventurous explorer who wants the full nocturnal experience and thrill of seeing the night come alive will enjoy the night tour of Selva Negra's cloud forest. Designed to meet the desires of those who wish to observe Selva Negra's nocturnal animals such as possums, bats, frogs, wild cats, and owls in their own environment without being disturbed by artificial lights. Although we can't guarantee that you will see any particular species any particular night, you will experience the darkness and nocturnal sounds of the forest, and each tour will provide a unique experience.



Activities

Activities offered to our guests include:

Activity	Cost to the client
• Nature Tour – A guided walk in the rainforest nature reserve and/or coffee estate.	US\$10 per hour per person
• Coffee Tour – Learn about the coffee plant, the environment in which it works, harvest, processing, history, and end the tour with a cup of coffee.	US\$7 per overnight guest US\$12 per day visitor
• Sustainable Farm Tour – a minibus tour around our farm where you will learn about the many sustainable farming methods, including our organic lab.	US\$7 per overnight guest US\$12 per day visitor
• Horseback riding around the estate and lodge roads.	US\$5 per half hour per person
• Visit the coffee museum	
• Hiking in the rain forest nature reserve	
• Bird watching – over 200 different birds have been spotted	
• Stroll through our orchid garden and see and smell some of our native orchids	
• Sample Selva Negra's gourmet coffee with a piece of our signature Mocha Cake	
• Sit by the lake at dusk and listen to the frog chorus	
• Rise early to listen as the forest creatures begin their day	
• Make friends and enjoy company on the lodge's deck.	
• Relax on the porch of your bungalow, breathe deeply... and relax some more	

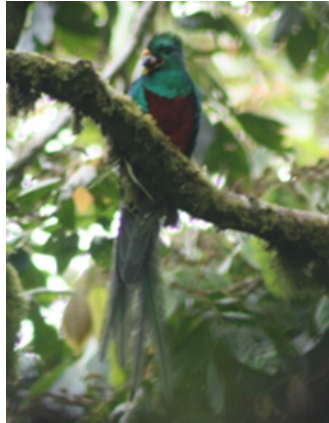




A Sampling of the Birds of Selva Negra



Rufous-tailed Hummingbird



Resplendent Quetzal



Montezuma Oropendola



Golden-hooded Tanager



Three-wattled Bellbird



Common Gallinule



Rufous-browed Peppershrike



Yellow-winged Tanager



Emerald Toucanet



Turquoise-browed Motmot



Spot-breasted Oriole



A Sampling of the Butterflies of Selva Negra



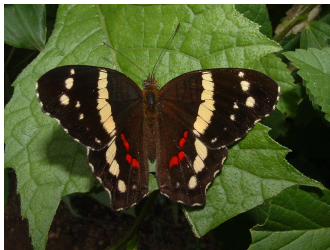
Dismorphia amphiona



Diaethra marchalii



Marpesia marcella male



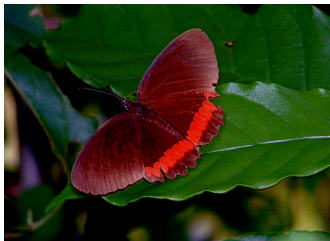
Anartia fatima



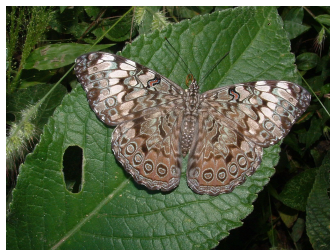
Dismorphia theucharila



Memphis glycerium



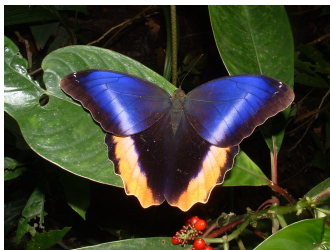
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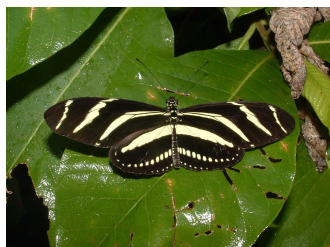
Hamadryas guatemalena



Morpho peleides



Caligo atreus dionysus



Heliconius charitonius



Opsiphanes tamarindi



A Sampling of the Orchids of Selva Negra



Arpophyllum giganteum



Goniochilus leochilinus



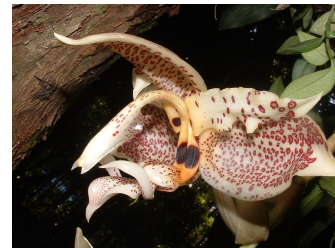
Oerstedella pansamalae



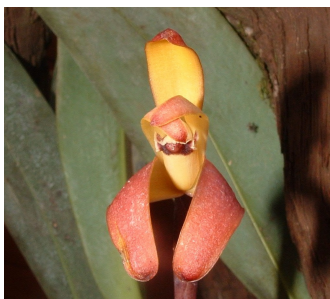
Chysis tricostata



Encyclia brassavolae



Stanhopea oculata



Maxillaria brunnea



Encyclia chacaoensis



Hexadesmia micrantha



A Sampling of the Mushrooms of Selva Negra



Amanita jacksonii



Boletus subvelutipes



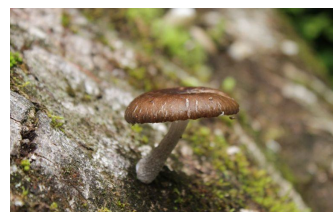
Formitopsis pinicola



Amanita velatipes



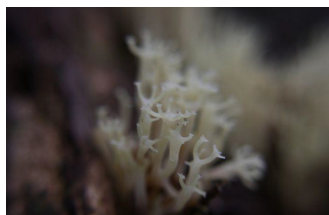
Campanophyllum probscodeum



Gymnopus lodgeae



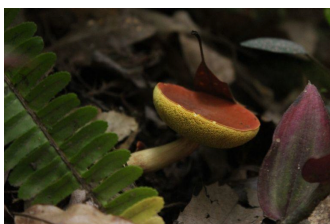
Boletus ananas



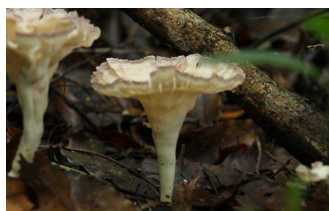
Clavicornia pyxida



Lentinus crinitus



Boletus morrisii



Cymataderma elegans



Lepidella sp.