

To the Charles Gracie Jiu-Jitsu Academy and Association,

I started my martial arts training back in 1989 in Newark, California under Grandmaster Vince Lacey and his son, Sifu Shane Lacey. It was an unheard of style of traditional Kung Fu at the time called Buk Sing Choy Lay Fut which was a fighting style very aggressive in nature. What appealed to me most was the practicality and the mere brutality of the techniques. I could only tell there were legitimate techniques, especially in the manner Grandmaster Lacey taught and demonstrated each move. His son, Sifu Shane Lacey was a proven champion being the undefeated international 4 Star grand champion from 1988 – 1993 which was a very predominant tournament back in the 80-90's. Grandmaster also taught the now famous Wing Chun style which was somewhat introduced to him in high school as he was also a classmate of the late Bruce Lee. I was at the time forced to seek out a martial arts school due to the heavy volume of gang activity in my area. It proved to be worthwhile, 10 years later receiving my black belt and being the first awarded black belt in the United States under Grandmaster Lacey.

In 2007, I decided to try my hand at running my own academy and created Bay Area Fight Academy. I felt I could use my traditional background and translate the moves into modern Mixed Martial Arts. Most of the world styles were represented in MMA but I felt there was no Kung Fu presence and that the art was slowly fading. With a little luck and some very dedicated students, we managed to stay afloat for the next couple of years. But I felt my training was not complete in order to be a well-rounded coach.

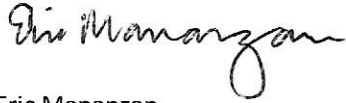
I decided to diversify my training and went into boxing and Muay Thai. It was again another form of striking but it was a change from my former training. Although engaging, my heart was not that into it. Until I was introduced to Charles Gracie Jiu-Jitsu. A mutual friend introduced to me to a Gracie black belt Clint Gerona, who was interested in adding a striking program to his curriculum. I agreed and in exchange I could attend their Monday adult class. I've always been intrigued with Gracie Jiu-Jitsu, especially watching the early MMA and UFC bouts in the early 90's. Now I had an opportunity to try something that I had only watched on TV.

In 2012, I felt our academy was missing what would complete my vision of teaching Mixed Martial Arts. MMA was proving to be the world's fastest growing sport and I was getting constant inquiries if our academy had a MMA and BJJ program. After training at the Daly City Charles Gracie Academy since 2010, I decided to ask if I could join the association and have a representative teach at Bay Area Fight Academy. We have since been a Charles Gracie affiliate location (2012-2013) with both a kids and adult program in place. With the expertise of the Charles Gracie team, we have also formed a very successful amateur and pro MMA fighting team with fighters fighting locally and on major professional cards and venues.

Currently we offer Charles Gracie Jiu-Jitsu 5 days a week. Business has grown above 30% since joining the association and just having the Gracie name associated with the academy made us a legitimate MMA hot spot in our area. Gracie logos on our uniforms and our academy windows have also increased foot traffic, e-mail inquiries, and even Facebook adds exponentially. There are many Mixed Martial Arts gyms opening everywhere, but we have proven over and over the quality of our students and expertise in instruction. Charles is very hands on and it is not very uncommon to receive phone calls just to check how we are doing. All the Charles Gracie black belts take turns visiting, teaching, coaching during tournaments, and also cornering in professional and amateur bouts. It is more than just an association, but a family of true martial artists, all instilled with the most commonly lost aspects in MMA: honor, respect, loyalty. Seminars from Charles, Charles Gracie black belts, and other Gracie

family members add another draw and perk for being part of the association. Gracie Jiu-Jitsu has now become the biggest class and #1 money earner at Bay Area Fight Academy.

Best Regards,

A handwritten signature in black ink that reads "Eric Mananzan". The signature is written in a cursive, flowing style with a large loop at the end of the last name.

Eric Mananzan
Owner/Head Trainer

BAY AREA FIGHT ACADEMY • CHARLES GRACIE JIU-JITSU ACADEMY

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