

## Gran Pacifica Resort Social Initiatives (2005 – 2016)



Gran Pacifica Resort – Fase I

### Resumen Sobre Gran Pacifica Resort (2000 – 2016)

Gran Pacifica Resort S.A. es una empresa desarrolladora de urbanizaciones de playa que opera en Nicaragua desde el año 2000, ubicada a 1 hora de Managua en el Municipio de Villa El Carmen, Playa San Diego. La propiedad de Gran Pacifica comprende más de 2,500 acres (1,400 manzanas) y 6 KM frente al Océano Pacífico de Nicaragua. Actualmente Gran Pacifica Resort ha desarrollado una ciudadela turística de Arquitectura Colonial Nicaragüense con capacidad inicial para 300 residencias. En 2016, Gran Pacifica Resort cuenta con 60 residencias, el Condo-hotel Las Perlas con capacidad para 100 huéspedes, el Restaurante Tasca frente al mar, un campo de golf de 9 hoyos y servicios para turistas nacionales e internacionales como tours ecológicos, masajes, surf, golf, renta de caballos, entre otras actividades recreativas. Gran Pacifica Resort ha invertido más de U\$25 Millones de Dólares en el desarrollo un destino turístico de alta calidad.

Así mismo Gran Pacifica ha continuado con su modelo de desarrollo social y sostenible. Los directores de la empresa han atraído e invertido más de U\$1.5 Millones en proyectos sociales y de infraestructura que benefician a Villa El Carmen, hechos que se evidencian por las siguientes obras generadas por Gran Pacifica Resort: 23 KM de línea eléctrica pública, mantenimiento de 11 KM de camino público, puente peatonal de 30 m, donaciones en las áreas de salud, policía local, reparación de 12 escuelas primarias, capacitación laboral y programas sociales realizados junto con Rotary Internacional, USAID y autoridades locales. Para mayor información sobre Gran Pacifica Resort puede contactarnos a: [info@granpacificacom](mailto:info@granpacificacom) / [www.granpacificacom](http://www.granpacificacom) / Tel. **2254 7600**

## Year 2016

### Clínica Gran Pacífica Roberto Clemente III

Gran Pacífica Resort SA como parte de su programa de responsabilidad social empresarial ha decidido hacer realidad junto con otros aliados la construcción de una clínica médica comunitaria, la cual será administrada de forma privada con organizaciones especializadas. El objetivo principal de la clínica será atender necesidades de salud específicas de comunidades vecinas a Gran Pacífica Resort relacionadas a enfermedades infantiles, respiratorias, fracturas o enfermedades renales. Para este fin Gran Pacífica Resort ha unido esfuerzos con Rotary Internacional, Help Them Help Themselves (ONG Social), la comunidad local y la Alcaldía Municipal de Villa El Carmen.



Alcalde de Villa El Carmen y Directores de Gran Pacífica en construcción de futura Clínica Comunitaria

(Izq. a derecha Dr. Carl Ross, Profesor de Enfermería, Universidad Robert Morris, Joel Nagel, Co-fundador de Gran Pacífica, Michael Cobb, Presidente de Gran Pacífica, Lic. Denis Espinoza, Alcalde de Villa El Carmen, Patrick Hiebert, Director de Help Them Help Themselves



Entrega por parte de Gran Pacífica de donación de U\$80,705.00 para construir clínica al Club Rotario Managua Tiscapa

**Nombre de Clínica:** Clínica Gran Pacífica Roberto Clemente III

#### **Donantes y Aliados:**

Gran Pacífica Resort S.A. (Representantes: Michael Cobb, Presidente, Joel Nagel, Cofundador)  
Club Rotario de Pittsburgh (Representante: Karl Ohrman)  
Club Rotario Managua Tiscapa (Representante, Claudia Samper)  
Help Them Help Themselves (Patrick Hiebert, Director)  
Alcaldía de Villa El Carmen (Alcalde: Denis Espinoza)

#### **Comunidades Beneficiadas:**

California, San Bartolo y San Diego (Municipio de Villa El Carmen, Departamento de Managua)

**Población:** 2,200 persona (aproximadamente)

**Dirección de la Clínica:** KM 49 Carretera hacia Masachapa, 12 km hacia el Oeste, Camino a Playa San Diego, Municipio de Villa El Carmen.

**Donante de Terreno:** Gran Pacífica Resort SA

**Área de Terreno:** 608 m<sup>2</sup> (862.571 vrs<sup>2</sup>)

**Área Constructiva de Clínica:** 140 m2 (Etapa Inicial)

**Donantes de Fondos:** Gran Pacifica Resort SA y Club Rotario de Pittsburgh

**Ambientes de Clínica:** Farmacia, Odontología, Consultorio Externos, Sala de Espera

**Presupuesto de Construcción:** U\$80,705.00

**Puesta de la Primera Piedra de la Clínica:**

Fecha: lunes 7 de marzo de 2016 - Hora: 2:00 pm

Lugar: Sitio de Construcción (Camino a Playa San Diego)

Almuerzo Convivio con la Comunidad y Medios de Comunicación

Lugar: Gran Pacifica Resort a medio día. Condo-Hotel Las Perlas de Gran Pacifica



Entrevista con Michael Cobb, Presidente de Gran Pacifica Resort



Invitados al evento de futura Clínica Gran Pacifica Roberto Clemente III



Niños de Villa El Carmen entonando el Himno Nacional en el evento de puesta de Primera Piedra de Clínica Comunitaria



Puesta de la primera piedra de Clínica Comunitaria Gran Pacifica Resort Roberto Clemente III

# Year 2015

## Gran Pacifica Social Initiatives

Gran Pacifica Resort has delivered many social goods for the people that live around the property, and works very closely with the community. Through the years, Gran Pacifica has completed many successful social projects with the goal of improving and changing lives. And together we are doing that. Please see below a summary of our projects. Gran Pacifica Resort Project is helping the communities close to the Resort to develop. See below a summary of our social responsibilities initiatives:

### 1. School supplies donation



Our shareholders and homeowners brought school supplies for the children, we gave the materials to the school that is close to our property, and they received it on June 1, which is the “children’s day”.

## 2. Computers donation



On November 16, with the help of GBM, who donated three computers, and the Managua-Tiscapa Rotary Club, Gran Pacifica was able to deliver the computers to the following schools:

1. Abraham Sequeira school
2. California school
3. San Diego school

We are helping the children for them to have more access to technology and have a better education.

### 3. Playground Repairs



Gran Pacifica repaired, together with the Rotary Club of Monroeville, a damaged playground in California community, this project benefited around 600 persons, between adults and children, In addition, the people of the community helped with the repair and will take care of the garbage.

#### 4. Trees and Plants donation



On September 2015, Gran Pacifica received a donation of 2,000.00 baby plants from Marena to reforest the San Diego River, at the beginning of the next year we will work with the school for the students can help to plant them as volunteers.

## 5. Ochomogo River cleaning



Gran Pacifica together with Diakachimba nonprofit organization, cleaned the Ochomogo River, we recollected around 25 big bags of garbage!

## 6. Pedestrian Bridge Update Repairs



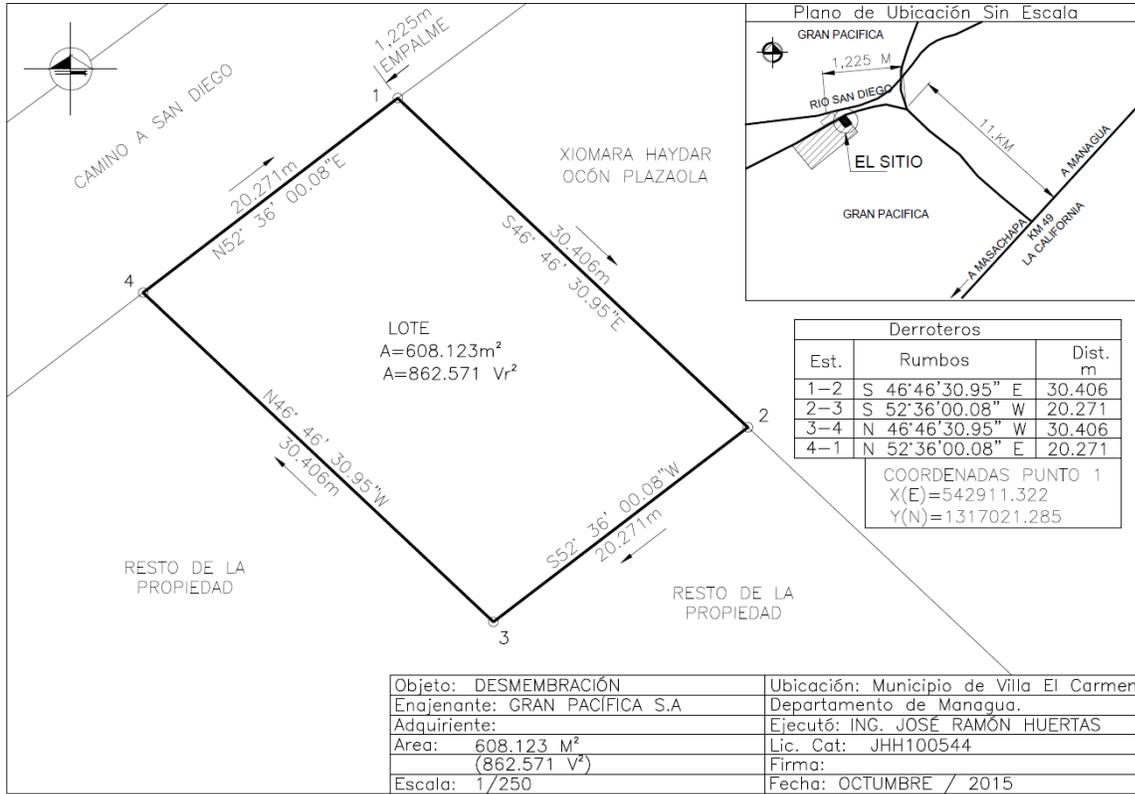
Right now Gran Pacifica almost finish with the repairs of the bridge, we replaced all the damaged wood and painted the fence, in addition, we sent a letter to the municipality for them take care of maintenance and include it on their annual budget.

## 7. Public Road Repair



On November 2015, Gran Pacifica invested **\$4,388.00** to improve the dirt road; those works help the community to have a better Access.

### 8. Land Donation



Gran Pacifica donated a land of 608.123 m2 for the construction of a medical clinic that will benefit the local community of Villa El Carmen.

## Year 2014

Gran Pacifica Resort has delivered many social goods for the people that live around the property, and works very closely with the community. Through the years, Gran Pacifica has completed many successful social projects with the goal of improving and changing lives. And together we are doing that. Please see below a summary of our projects.

### Community Dinner



Gran Pacifica Resort organized a Community Dinner at Burrito Bandito restaurant with the help of our Security Manager, Robert Price. ECI CEO Mike Cobb presented a history of 15 years in the community. The objectives of the dinner were to share a good time with the community, make a presentation of our social responsibility philosophy, and listen to the community needs. It was really a great day. 168 people from the surrounding community attended the event.

## Christmas Baskets



At the end of 2014, Gran Pacifica Resort delivered 120 Christmas baskets to the neediest families in the communities of Villa El Carmen (California, San Diego y San Luis). The people were thrilled to receive their gifts!

## School Desks



For the beginning of the 2015 school year, Gran Pacifica Resort donated 36 school desks to Villa El Carmen schools. 20 school desks were for San Diego school and 16 were for California school. Gran Pacifica collaborated on this project with Maderas Futuro S.A. They made the desks with the funds raised by ECI shareholders like yourself.



## Playground repairs



Gran Pacifica is working in partnership with the Rotary Club of Monroeville on the repairs of a damaged playground in California community.

## Bridge Maintenance



In 2011, Gran Pacifica built a bridge between the San Diego and San Bartholo communities. This project was done in coordination with Bridges of Prosperity, Notre Dame school, Uni University, and Rotary Managua – Tiscapa club. Now the bridge needs maintenance, and with the help of ECI shareholders and homeowners, Gran Pacifica will perform that maintenance. Gran Pacifica is currently in the process of getting the final budget for the project.

If you wish to donate, your gift will mean a lot to these kids who use the bridge every day.

## Year 2013

### *Beauty for Ashes*

ECI management is working with Beauty for Ashes, founded by Kara Westermann and Audra Omer. Kara, a former ECI intern, came back to Nicaragua to help a community living inside the former trash field of Managua “La Chureca”. Today, the trash field has been turned into a recycling factory with aid of the government. Kara is determined to keep working towards better living for local people and today she operates the Beauty for Ashes NGO, which is a 501(c) non-profit organization.

Beauty for Ashes Project exists to release people from spiritual, physical and emotional poverty and replace their ashes for Christ’s beauty. This wonderful organization ([beautyforashesproject.org](http://beautyforashesproject.org)) has recently started an art therapy program for children and recycling construction program to build new, vocational facilities.



Social work at Las Banderas Community

Beauty For Ashes volunteers are experts at dealing with plastic bottles, which are now used for street children’s art/therapy sessions and general construction. They started at La Chureca, the community at Las Banderas. They plan to build a dozen plastic flower trees along this community’s perimeter. Also, they have used thousands of plastic bottles to build a vocation facility at Las Banderas, where single mothers can learn skills, specifically how to sew.

The bottles were also filled with inorganic trash by community people and become “eco-bricks”. These eco-bricks can replace the expensive cement blocks that are so needed and they provide both safety and important savings for construction. Additionally, this construction technique helps to keep a community clean for the bottles are turned into construction materials. Gran Pacifica continues to collaborate with these noble efforts.



Vocational Facility at Las Banderas / Kara and Gran Pacifica Staff during Christmas presents preparation

Ruth Vado our GP in-house Architect leads our office recycling program and she has helped our team collaborate with Kara's programs. Furthermore, Ruth makes sure that our office gives our paper to Los Pipitos, which is a Nicaraguan NGO that works with disabled children in many rural areas. Last semester our office donated about 300 pounds of paper plus 80 pounds of paperboards to Los Pipitos..



The Cobb kids and friends helping to plant Maringa trees with Kara in Los Banderos

We are looking forward to fully implementing our social responsibility plans with Beauty for Ashes and other organizations like Rotary who can help us make an incredible difference in the lives of those around us in Villa el Carmen.



Gran Pacifica office Los Pipitos recycling program

## Year 2012

ECI Development's North American public relations strategy in early 2012 focused primarily on an online communications outreach via popular social media tools such as Facebook and Twitter. Our newsletter and blogs have also played a useful channel to communicate our ECI information. This approach provides ECI with several distinct advantages: 1.) allows us to create our own content that's completely under our control and expressed in our own words; and 2.) allows us to specifically target segments of the online population who fit into our demographics.

In Nicaragua Gran Pacifica Resort was the only resort project that together with other companies sponsored the 4<sup>th</sup> of July Independence Day at the United States Embassy. VP of Sales, Kent Payne and Adiak Barahona Operations Manager greeted the new US Ambassador to Nicaragua Mrs. Phillis Powers. Additionally, Gran Pacifica met with the Vice President of Nicaragua Retired General Omar Hallslevens, who was a key speaker at this traditional annual event of the Nicaraguan political and economic life.

Regarding community involvement, Gran Pacifica Resort promoted Nicaragua by helping the Managua Tiscapa Rotary Club to host during 4 weeks a group of young professionals from the Rotary District of Puerto Rico. Furthermore, Gran Pacifica supported the local community by allowing them to start a new religious, tourism event in honor of Villa El

Carmen Virgin. On July 15<sup>th</sup>, the community started the Virgin pilgrim activity stopping 1 hour at Gran Pacifica Resort after a series of stops in Villa El Carmen.



Next year, Gran Pacifica plants to institute a strategic alliance with the social community service organization “Fabretto Foundation” in order to support education in poor urban and rural schools inside the Department of Managua and Villa El Carmen municipality.

## Year 2011

### Community Pedestrian Bridge at Villa El Carmen

**High quality humanitarian outreach continues to be the hallmark of ECI Development properties.**

In 2011, Gran Pacifica assisted seven engineering students from the University of Notre Dame in the United States. They, along with a professional advisor from Bridges to Prosperity, Engineer Mike Paddock, came to Nicaragua to select a location for a suspension bridge. The final location was made after a long process involving community meetings and surveys. They solved a major community need for a river crossing to sustain residents’ livelihoods and make their village more accessible during the winters (rainy seasons).



The Local San Bartolo and San Diego Community with the Notre Dame Team



Bridge Construction in Progress



Construction of Bridge in progress



Gran Pacifica staff (Adiak Barahona, Ruth Vado, Bob Price, Domingo Vallecillo)

San Bartolo and San Diego Communities, located about a mile from the gates of Gran Pacifica, were ultimately selected as the location for the bridge. More a football field wide, the San Diego River and its valley separates San Bartolo from the rest of the world. Residents have to climb down and up over 300 feet of slippery slope and ford what is a one-foot deep stream in the dry season. In the rainy season it flows to 15 feet deep during thunderstorms and frequently strands residents on one side or the other until the waters subside.

The Notre Dame students, shown here with some of the local volunteers and Gran Pacifica staff, generously raised their own transportation money and living expenses, by various fundraisers in Indiana. They even sat outside Notre Dame Football games and solicited donations for this worthy cause from attendees and alumni of the school. They arrived in Nicaragua fully expecting to sleep on cots as the guests of local *campesinos* and residents who live nearby. Gran Pacifica was approached, and gladly participated by offering the use of our model home as a more comfortable quarter in which the students could sleep.

Every morning, they grabbed a cold cereal and headed out to the jobsite. Almost every morning that is. On Sundays, they were treated to a pancake, bacon, eggs, and toast breakfast to let them have a small taste of home. A team of local residents showed up the first day in their, Sunday go to church finery, expecting a word-filled rally about what the school was going to do. What the locals did not know was that these students came to work, and work they did. Huge, deep, steel reinforced anchors were place, and over 410 linear feet of heavy steel cable were pulled across the chasm. Then planks weighing more than 50 lbs. were bolted into place, allowing for foot traffic, motorcycles, and even herds of Brahma cattle to cross.



The Community urgently needed the Bridge



Bridge construction in progress



Bridge Construction Completed



Notre Dame Team and Ruth Vado, Gran Pacifica Architect

The first few days were accented by huge, heavy downpours, a portent of more rain to come, and the students came to the home caked in mud. It was interesting to note that they had to use an outside pressure hose to clean up just enough to come inside and take a shower. Then it was off the restaurant or back to the home of one of the local volunteers for a meal. The model home was fitted with some extra beds and the students enjoyed wireless internet and a surround sound system for evening entertainment.

Gran Pacifica is pleased to have been a small part of this engineering marvel, and recognizes that these generous students and graduates have made a difference in the lives of our neighbors for decades to come. Thank you: Megan Smith (Illinois), Michael Kochanski (Illinois), Garrett Quick (Michigan), Jon Barry (Michigan), Tony Ayala (Missouri), Brittani Russell (Pennsylvania), Enrique Descamps (Guatemala) and engineering sponsor Mike Paddock.

This wonderful 120 meter pedestrian bridge was made possible thanks to the support of the Warwick Rotary Club, Managua Tiscapa Rotary Club, Notre Dame Team, Bridges to Prosperity -Milosz Reterski, Gran Pacifica Resort, UNI University, Villa El Carmen Municipality and local community.

## Year 2010

### Education Program

The Hope program continued in 2010 with the most striking and innovative work that any other organization or institution has ever implemented in Villa El Carmen, which is the English Program for Elementary students. Once children enter high school, they already have a basic knowledge of the language and they do not find the new subject difficult.



It has been possible to confirm the tremendous advantage that students graduating from the Hope and Development Foundation schools have in comparison to other children who have not been benefited from this program. We are making all the efforts to promote the program and implement it in more and more schools in the coming years, so that all students going to high school benefit from learning English. Through its trainers in Villa El Carmen, Hope and Development Foundation contributed and supported various development projects carried out in schools and communities.

## Year 2009

### Education Support

In 2009, Gran Pacifica donated 10 Apple desktop computers and 2 laptops to the Technical Agro Ecotourism High School Program implemented in “Abraham Sequeira” school, located in the community of Santa Rita (Villa El Carmen). It has also benefited elementary and high schools students with computer training.

The education program continues with the most striking and innovative work that any other organization or institution has ever implemented in Villa El Carmen, which is the English Program for Elementary students. Once children enter high school, they already have a basic knowledge of the language and they do not find the new subject difficult. It has been possible to confirm the tremendous advantage that students graduating from the Hope and Development Foundation schools have in comparison to other children who have not been benefited from this program. We are making all the efforts to promote the program and implement it in more and more schools in the coming years, so that all students going to high school benefit from learning English.

Through its trainers in Villa El Carmen, Gran Pacifica has contributed and supported various development projects to be carried out in schools and communities. Just to give one example, in December 2009 a fence was installed at San Miguel School, a project carried out by Rotarian David Slick. In addition, Gran Pacifica has also made significant donations consisting of school supplies, shoes and clothes to students and to low income families.



School fence painting



Tree planting

### Humanitarian Work

Mario Lopez lives in the Santa Barbara community. He is 12 years old and has suffered from hemophilia since very young. He studied his 1st grade in 2009 because of his constant hospitalizations. Gran Pacifica learned from Mario’s case and since then provided him assistance. At first, he received food and he is also receiving financial support to cover his transportation costs to attend his medical appointments, as well as to afford other basic needs that the child lacked. This year, Mario is ready to study the 2<sup>nd</sup> grade.

Today he is trying to live a normal life with his family, under his parent’s care. Thus Mario and his family acknowledge and greatly appreciate the dedication and interest that Gran Pacifica had provided him. As his grandmother Cristina expressed gratefully: “I would like to thank everyone for their unconditional support to Mario. My grandson is now a child who wants to achieve his goals and create his dream of living a healthy life, may God bless your work”.

## **Year 2008**

### **CHES (Children, Health, Education and Supporting Services)**

CHES was a U\$300,000 education and health program executed from 2006 to 2009 in 12 primary schools of the municipality of Villa El Carmen by Gran Pacifica Resort, the Pittsburgh Rotary Club and USAID. The main beneficiaries were 6,000 children in Villa El Carmen school system.



### **Project Description**

The goal of the proposed Children, Health, Education, and Supporting Services (CHES) project is to assist the municipality of Villa El Carmen, Nicaragua, in achieving community empowerment through improved primary school education and health. Over the course of the 28 month project, the overall objective is to develop, implement, and coordinate a sustainable and replicable partnership model that will be operational in most of the communities of Villa El Carmen.



Football Player Frank O'Harris painting school furniture



Gran Pacifica Directors with Villa El Carmen Education Ministry Delegate in Library Donation

In partnership with two key international partners, Gran Pacifica Nicaragua and Rotary International, as well as non-profit organizations already operating in the municipality of Villa El Carmen, this project builds on primary school peer-mentor programs, primary youth leadership programs, continuing training for teachers, parent-teacher associations, and health education programs in primary schools that are constantly being strengthened in the target communities. The CHES project proposes to extend and enhance these initiatives through the following nine programs:

### 1. Health education workshops in schools

These workshops will include topics on appropriate use of latrines, importance of washing hands, handling and keeping water clean. The project will run a total of six workshops in coordination with Institute Juan XXIII from UCA. They have worked in the area running health projects for ten years.



Hygiene at schools

### 2. Trainings on how to use water filters

Eight workshops will be held as a total in 28 months with the objectives to: 1. discuss and learn about the importance of keeping and consuming clean water and what clean water means (which is not necessary the water extracted from wells); 2. to discuss health related problems that derived from unsafe/unclean water. The main goal is to show the importance of having a device that would help consume clean and safe water and learn to use the water ceramic filters (how they are made, how they

work, how to keep them working properly) the teachers and families will receive to use in schools and homes.



Water filters at schools

### **3. Continuing training for English teachers**

Workshops on interactive methodologies of teaching the English language will be held four times. The workshops are run by professors from Universidad Centro Americana (UCA) with Master's Degree in English. These professors are also members of the National Association of English Teachers in Nicaragua and their mission is to offer training to those teachers that it the most. The 10 English teachers from Villa El Carmen will have the opportunity to receive these workshops. In addition, Gran Pacifica and Rotary Clubs will cover 18 courses in the English language at \$90.00 each approximately for those teachers that need it the most.

### **4. English for primary school kids**

Local English teachers from Villa El Carmen schools will teach 2 hours per week to the students in 5th and 6th grade or if the school is multigrade and very small to all the students in the classroom (5 schools have only 2 or three classrooms which mean that up to four different grades are together in one classroom). 11 schools out of the 12 are not teaching English to their primary grade students.



English Classes at schools

## **5. Educational Programs**

1. Global Education Fund Trainings: a one week long training in active methodologies of teaching Spanish, Math and Science.

2. Workshop for preschool teachers: Academic Support Services (ASC) in Managua who has been offering workshops for teachers for 2 years in Nicaragua will run these workshops. They have experience in training teachers in interactive methodologies of teaching taking into consideration different abilities in the child.

3. Workshop on self-evaluation of teachers: The Education Institute of Universidad Centro Americana and Institute Juan XXIII have designed workshops for teachers on how to self-evaluate their skills, strengths and weaknesses in their own learning and teaching. We consider this workshop as one of the most important ones because the teachers gain independence, self-esteem and initiative after they finish the workshop.

4. Workshop on how to manage multigrade classrooms effectively: Academic Support Services will run these workshops. They have experience in training teachers working in multigrade classrooms. The Ministry of Education does not train their teachers to work with two or more grades at once. In rural areas about 90% of the teachers work with these conditions.

5. Workshop on how to teach with a gender perspective: The project will contact other organizations with experience running this type of workshops. Plan International, UNICEF, and Save the Children are some of the organizations running similar programs in the country.

6. Workshop on dental health: Colgate Palmolive in Nicaragua has educational programs for elementary schools. While they teach teachers appropriate use of tooth brush and dental floss they also donate 100% or 50 % (depending on availability) of the tooth brushes for the students of the teachers attending the workshop.

## **6. Library programs for schools**

Gran Pacifica and Rotary Clubs will fix spaces for libraries in at least three schools. Workshops on how to organize and use libraries will be held. Local bookstores such as Hispamer offer trainings in how to organize and use libraries appropriately. Appropriate furniture and books will be provided to establish welcoming work and reading areas.



CHES Team, distribution of textbooks at schools

### **7. Hands-on science and history in nearby protected nature/archeology reserve in close coordination with students' parents and local government representatives**

Workshop for primary and high school teachers on Precolumbian history will be designed and run by Manuel Roman-Lacayo, PhD, an archaeologist associated with innerCHange. He will train teachers on how to incorporate information on petroglyphs and precolumbian history into the social sciences curriculum, through multiple activities including hands-on experiential learning, presentations and group work. This activity has a two-fold objective. First, as a practical workshop and second as a way to model learner-guided inquiry informal education methods.

### **8. Community health education workshops**

In addition to the workshops for teachers, working with teachers and community leaders, we will hold after-school workshops for parents and families of the students covering the critical topics of first aid, health and nutrition, hygiene, and clean water. The target populations are primary school children and their families in 12 selected primary schools in different communities throughout the municipality of Villa El Carmen, with a total target population of over 1,000 families. As an integral part of the education programs—and as an incentive for participation—families would be given ceramic water filtration devices at the completion of associated training programs.



Workshops with Teachers

## 9. Safety improvements for primary schools

By addressing safety challenges in primary schools, we want to create a more attractive environment to entice students to remain in school. In our 12 target primary schools in communities throughout Villa El Carmen, health and safety hazards range from the absence of clean water; latrines needing repair; broken and rusted fencing around playground areas; broken and rusted playground equipment; and hazardous, jagged-edged building sidings.



Fixing of schools

## Year 2007

### Training Construction Workers in Villa El Carmen

Since late 2006, our Marketing Manager, Adiak Barahona had been working together with our social liaison Helio Alfaro in order to bring into reality a training program for construction workers targeted to low-skilled men willing to improve their standards of living. Now a group of 25 men is ready to start their training under a program sponsored by the Development Rural Institute and Gran Pacifica.



Los Cedros Construction Training Program

The Development Rural Institute (IDR) has a social program in which they put 90% of the cost to train locals and the private sector contributes with 10%. Also a private firm must have the willingness to hire at least 60% of the group that is trained. Gran Pacifica entered this program in order to start creating a local pool of qualified workers for a future higher home construction and higher goodwill among the adjacent communities. The municipality of Villa El Carmen also contributed to the formation of this training program. The course will start in March of this year with the contribution of Gran Pacifica of US \$545.57. We encourage the local workers to also contribute with about \$5 per person so that they take pride that they also invested in their training. The courses have a part time nature on weekends so that the workers can continue to work in their presents trades. No other project in the coast is developing this type of programs; therefore, we believe that this initiative will have PR and Cost benefits for Gran Pacifica in the short and long term.

**Program:** Construction Training Program – Villa El Carmen

**Duration:** 12 months

**Starts:** March 2007

**Participants:** 25 rural workers

**Name of the group:** Los Cedros Workers

**Representative of the group:** Mr. Nicolas Varela Pastran (local Pastor)

**Benefited Communities:** Los Cedros, Santa Rita, Santa Barbara, Los Perez, El Blandon, Monte Fresco

**Brief Description of the Plan:**

The program wants to improve the skills of the members via a participation of 90% in the construction course designed by the school “Nicaraguan German Professional Training Center”. Also the skills of the workers will be enhanced via practical sessions inside Gran Pacifica, tutored by Engineers inside the

Project (Home Construction Company). The theory course will be given by the Training Center Instructors inside the Los Cedros School in Villa El Carmen to save costs.

**General Objective of the Program:** To improve the job opportunities via better job skills and help to a better standard of living of the participants families.

**Expected Results:**

- 25 qualified construction workers
- Insert to the labor market at least 60% of the group (15 workers hired by Gran Pacifica)
- Give new job skills to local men

**-Total Cost:** US \$6,819.62

IDR-Prodesec Program (90%): \$6,137.66

Students Members (2%): \$136.39

Gran Pacifica (8%): \$545.57

**Construction Training Budget Summary**

| Activities                      | Quantity | Unit Cost | Total Cost        | IDR-Prodesec      | Members         | Gran Pacifica   |
|---------------------------------|----------|-----------|-------------------|-------------------|-----------------|-----------------|
| Monthly Fee (12 mo.)            | 25       | C\$4,800  | C\$12,000         | 108,000           | 2,400           | 9,600           |
| Transportation to Class         | 24       | C\$40     | C\$960            | 864               | 19.20           | 76.8            |
| Transportation for adm. Matters | 6        | C\$40     | C\$240            | 216               | 4.8             | 19.2            |
| Material and manuals            | 1        | C\$2,000  | C\$2,622          | 2,359.80          | 52.44           | 209.76          |
| Graduation Act                  |          |           | C\$2,000          | 1,800             | 40              | 160             |
| Cordobas                        |          |           | C\$125,822        | 113,239.80        | 2,516.44        | 10,065.76       |
| <b>Dollars</b>                  |          |           | <b>\$6,819.62</b> | <b>\$6,137.66</b> | <b>\$136.39</b> | <b>\$545.57</b> |

**Construction Training Course**

|    | Module                           | Hours      |            |             |
|----|----------------------------------|------------|------------|-------------|
|    | Phase I                          | Theory     | Practice   | Total hours |
| 1  | Calculation and applied geometry | 30         | 40         | 70          |
| 2  | Drawing and Reading of plans     | 30         | 70         | 100         |
| 3  | Construction Wood                | 60         | 20         | 80          |
| 4  | Reinforced concrete              | 50         | 30         | 80          |
| 5  | Construction Steel               | 20         | 40         | 60          |
| 6  | Hydro-sanitary works             | 20         | 40         | 60          |
|    |                                  | <b>210</b> | <b>240</b> | <b>450</b>  |
|    | Phase II                         | Theory     | Practice   | Total hours |
| 7  | Topography                       | 30         | 50         | 80          |
| 8  | Method and Equipment             | 40         | 40         | 80          |
| 9  | Costs and Budgets                | 20         | 70         | 90          |
| 10 | Construction laws                | 40         | 30         | 70          |
| 11 | Programming of works             | 20         | 50         | 70          |
| 12 | Management of projects           | 10         | 50         | 60          |
|    |                                  | <b>160</b> | <b>290</b> | <b>450</b>  |

## **Creation of a Tourism Training Program for local community members**

Also we are trying to create a tourism training program with the IDR and the new National Hotel School build with the aid of the Luxemburg international agency (Lux-Development). Last Friday March 3, we had an excellent meeting with the Municipality, the tourism school and IDR officials to see how much can cost to train 30 females in housekeeping, bar, and other tourism trade. Also we had the participation of Fred Ulrich the Chef of Las Perlas. In the short term, he will hire and train 12 persons with minimum experience for the opening of Las Pelas in mid April 2007. The Municipality will send him the 12 candidates. Gran Pacifica was very clear to the Hotel school and IDR that first they must send the budget to see how we might help.

Also, Gran Pacifica offered a tour to the directors of the Hotel Schools and they are excited to start working with us because they are also beginning a new tourism service in Nicaragua. The Hotel School works under the scheme of the National Technical Institute INATEC. So Gran Pacifica companies that pay to INATEC 2% on every worker will be able to send their workers for training at this school. Additionally, the Hotel School officials explained that they can create customized intensive training programs for the private sector. This new relationship can serve for the execution of future initiatives in the growing tourism industry of Nicaragua.

## **Year 2006**

### **Community Service**

Gran Pacifica continues to put in practice its social responsible philosophy about helping the local community improve its standard of living. To better accomplish this goal, our company invited different organization and now we are in the process to integrate those efforts and have a common approach. The organizations that are starting this coordination are: Rotary Club International, InnerChange, and US-AID. We are creating a single document that is gathering all social projects to execute them with matching grants funds coming from Rotary International, Gran Pacifica and US-AID.

See below the following Community Service informations:

- a. September report of Ligia Diaz, InnerChange Representative in Nicaragua.
- b. Donation of Second Ambulance to Villa El Carmen and Tourism Day Coverage
- c. New Press Release about Social Philosophy of Gran Pacifica

**a. September Report InnerChange**

**Strategic Alliances for the Development of the Human Capital-  
Alianza estratégica para el Desarrollo del Capital Humano  
(ALEDEC – Villa El Carmen, Managua, Nicaragua)**

**Projected Pilot Project Duration: 3 years**

**Components:**

***Education***

Teacher training, fomenting and reinforcing PTAs, after-school programs (culture, sports, civics), establishing a revolving fund of educational materials

***Water and Health***

Water Filters

Wells and pumps

Support the training programs in health that Juan XXIII runs

***Infrastructure***

In schools

Playgrounds

Flooring

Fences

Building of Casas Comunales (community centers)

**Funding sources:**

Gran Pacifica (GP)

Rotary Internacional (RI)

US-AID/Alliances for Education and Health

**Other possible partners:**

Foundation for International Community Assistance (FINCA)

Slippery Rock University (SRU)

**Coordinator:** InnerCHANGE Associates Internacional (iCHai)

In Pittsburgh: Janet Foerster, M. Ed., President iCHai

Joanne Russell, RN, MPPM, Director of Humanitarian Programs

Manuel Román- Lacayo, PhD candidate

Schuyler Foerster, Ph. D., Rotary International

In Nicaragua: Ligia D. Díaz-Román, M. Ed.

From the 7 to the 12th of August the iCHai team and Sky Foerster met with several key people in the private sector (Gran Pacifica, AMCHAM, Filtron S.A), the non-profit sector (Instituto Juan XXIII, United Nations Industrial Development Org. (UNIDO), Fabretto Foundation) and the governmental sector (Villa El Carmen's Mayor Nestor Gutierrez, Dr. Elba Silva MINSA Delegate, Alba Sequeira Director of the Instituto Gustavo Carrión Zamora, Cristina Pereira, Country Program Manager of Programa Alianzas para la Educacion y Salud – USAID).

### **Outcomes of the meetings:**

GP committed to \$20,000 to start the planning and organization of the project. They are also committed to give \$75,000 as a total for the duration of the project.

Sky Foerster committed to find the way to match those \$75,000. He will present in Pittsburgh the progress made so far.

Janet Foerster is writing a one page concept paper for Cristina. The entire iCHai team in collaboration with Instituto Juan XXIII is committed to submit a proposal to USAID in October. Cristina has said that as long as we have the GP and Rotary money, USAID will match the amount with \$75,000.

Ligia is in charge of following up with all the meetings we had and make new contacts.

**Instituto Juan XXIII** has been working in Villa El Carmen for the past three years organizing community steering groups. Through these groups they train teachers, health volunteers (brigadistas), they vaccinate children and women, maintain a revolving fund of basic medications that otherwise the people would not be able to buy, among other projects. They were interested in working with us. The iCHai group acknowledged their experience and capacity in terms of their presence in the area and staff and asked Ms. Amezua, Deputy Director of the Institute, to help us implement the ALEDEC Project initiative.

**Filtron, S.A.** sells ceramic water filters at \$16, 18 and 20 dollars each. Frank Schuringa recommended the 5 gallon container for the schools, health posts and casas comunales. The website is: <http://www.filtronica.com/home.htm>

Kevin Marinacci from **Fabretto foundation** gave us several ideas. There is a Junior Achievement program (empreendedores juveniles) run by INDE in Nic. Alonso Chamorro is the current President. Fabretto has used INDE materials to train their kids in job skills. We all agreed during this meeting that during this 3 years pilot project we will not try to train kids in vocational jobs since the USAID funding does not allow it. Helen Edwards from the Foundation is in charge of curriculum and knows about a TESOL meeting in Nicaragua. Ligia will contact her.

**Angeles Bermudez** from the **Rotary Club in Masaya** has agreed to help us drill wells in Villa El Carmen. She has been coordinating the drilling of wells in several communities with the rig donated by the Tulsa Rotary Club. Ligia and Manuel are getting the appropriate maps from INETER. Villa El Carmen is cut in pieces; it is not located in one single map. Manuel has offered to take them to Pgh to put in electronic format in one single map. He thinks that could take a day of work but he has the equipment there.

Juan Fernando Ramirez from **UNIDO** said that he will put Ligia in contact with UNICEF since they have a program through which the filters could be bought or maybe donated. Ligia has contacted Juan Fernando but he has not given her the contact information. Nevertheless, today (August 16) Ligia met with the **Vice Minister of Education**, Sergio Mario Blandon and he said that if she needed to contact the head of UNICEF directly, Debora Comini, she could do it saying that she was referred by the Vice minister. Ligia talked to Juan Fernando about their technical support to projects that promote the use of solar panels and wind mills to produce energy. He said he will meet with Ligia later next week.

Today Ligia learned from the Vice Minister that through our project **we can teach English in Primary grades if we have the funding and the teachers**. The Vice Minister assured Ligia that the Ministry of Education would never oppose to that. In fact, he said that they have tried several times to implement it in the national curriculum but that the teachers' union has repetitively opposed to their initiative. The leader of the union is Jose Antonio Zepeda, an FSLN Congressman. The Vice Minister offered to put Ligia in contact with Dr. Tulio Tablada, General Director of Education (knows everything about curriculum), Lic. Carlos Lola in charge of statistics, and Martha Palacios in case we need any help.

#### **b. Donation of Ambulance on the International Day of Tourism**

“Delegation of USA and European Travel Journalists witness how tourism also means community service in Nicaragua”

Managua, Nicaragua September 27, 2006

Gran Pacifica Resort, Pittsburgh Rotary Club, and CANATUR (Nicaraguan National Tourism Chamber) delivered a repaired ambulance to the Community of Villa El Carmen on the international day of tourism, September 27th, together with International Travel Journalists invited by CANATUR to visit key destinations of Nicaragua.



Lucy Valenti, President of Canatur receiving the ambulance on behalf of the community of Villa El Carmen and the Health Ministry of Nicaragua. Operations Manager of Gran Pacifica, Mr. Adiak Barahona was happy to help fixed the ambulance after months of repairs.

Dr. Sky Forester, President of the Pittsburg Rotary Club was critical to ensure the rural health clinic of Villa El Carmen could receive this improved vehicle. Dr. Elba Silva, head of the Health Center welcomed the second donation made by Rotary International and the Gran Pacifica development.



Travel Journalists visit the (CANATUR) National Chamber of Tourism of Nicaragua to meet key tourism companies such as Best Western, Alamo Rent A Car, Intercontinental Metrocentro, Gray Line Tours, Solentiname Tours, and Gran Pacifica Resort. [www.granpacificacom](http://www.granpacificacom)

### c. New Social Press Release

#### Gran Pacifica Cares About the People of Nicaragua

Gran Pacifica is creating a **world-class resort community** that has already created hundreds of skilled and unskilled jobs for Nicaraguans. When our hotel and golf course open, we expect to employ over 1000 Nicaraguans in the first year. This number should increase every year as we continue to build homes and condos creating the Gran Pacifica community.

The **mission** of Gran Pacifica is to create value through socially responsible development of real estate in the Americas that promotes a higher quality of living for our partners and communities. Our partners and communities include the warm people of Nicaragua. They have been good to us for many years, and we want to continue to be excellent corporate citizens.

Our love of Nicaragua and her people stems back more than 3 decades. Many of Gran Pacifica's leaders are from Pittsburgh, a U.S. city that cares about Nicaragua. When Managua was struck by the Christmas 1972 earthquake, one of Pittsburgh's own baseball superstars, Roberto Clemente, lost his life trying to fly life-saving supplies to the city.

**A Friendship of Many Years** - Upon her election as president in 1990, Violeta Barrios de Chamorro reached out to some of her friends in the United States. One of her friends was Richard White of Pittsburgh, who was president of the fibers, additives and rubber division of Bayer Corporation, and who had a deep love for Nicaragua and Nicaraguans. In 1992, a delegation of distinguished Pittsburgh educators, medical professionals and business leaders visited Nicaragua at the invitation of Mrs. Chamorro. The group advised her on how to strengthen international ties in industry, education, health care and business. Tourism, agricultural exports and free trade zones were identified as the best opportunities for growth.

**Scholarships for Nicaraguan Students** – In his role as Chairman of Duquesne University in Pittsburgh, Mr. White also helped obtain grants to upgrade Nicaraguan health-care facilities, established a nursing exchange program and, with Carlow College and the University of Pittsburgh, granted scholarships to many students who have returned to Nicaragua and now hold leadership positions. In 2006, Gran Pacifica established a Rotary Ambassadorial Scholarship so that one student from Nicaragua can study at one of Pittsburgh's leading universities for a year.

**Help for the Poor** – Joel Nagel is another Gran Pacifica person who has a deep care about Nicaragua. With his leadership, the Pittsburgh Rotary Club, along with local foundations and corporate support combined with significant Nicaraguan assistance, have established two Roberto Clemente Health Clinics serving the poor in rural regions. The first clinic opened in LaReforma in 1998, and the second in Limon Uno was dedicated in July 2004.

**Pittsburgh-based Global Links** has sent substantial health-care equipment, medicines and supplies for more than a decade. Also in 2006, in a ceremony in Managua, the Rotary Clubs of the Pittsburgh region donated an ambulance and school supplies to Villa el Carmen. These donations were received by Nestor Gutierrez, Mayor of Villa el Carmen, and officials of the school.

**Brother's Brother of Pittsburgh** began its work in Nicaragua 40 years ago, in 1966, through an immunization campaign. Since that time, it has provided more than \$US110 million in product donations in over 100 ocean-going container loads. (This includes 85 containers since Hurricane Mitch, 10 containers of books in Spanish, and 75 medical containers.) The cost to send these goods to Nicaragua during the 40-year span of 1966-2006 is approaching \$US1 million. Almost all of Brother's Brother donations to Nicaragua have gone through the American Nicaragua Foundation and Food for the Poor since 1994.

Gran Pacifica people have been involved with the relationship between Nicaragua and the Brother's Brother Foundation. After **Hurricane Mitch** damaged Nicaragua, causing widespread suffering, Bayer Corporation, Duquesne University and other in Pittsburgh provided more than \$US40,000 to Brother's Brother Foundation for Nicaragua. Bayer also made a one time gift of Tetanus toxoid vaccine in 1998, valued in excess of \$US4 million.

Gran Pacifica is proud of its humanitarian roots and its continuing involvement in public education and health initiatives. We have the ability now to create **sustainability** for these initiatives and create substantial and lasting transformation of the social infrastructure through the creation of permanent employment opportunities. When we successfully combine employment, education and health and provide the structure for implementation, we create generational impact in the community. We and our partners are committed to this end and I welcome you to join us in this worthwhile effort.

## Year 2005

### Gran Pacifica Community Involvement

This year our company continued with the strategy to generate good will for the Gran Pacifica project and our future community. In addition to investment we are using a win-win approach to do business which ensures our long term success and business operations.



### Techno Serve - Small Business Plan Competition “Idea Tu Empresa”

Gran Pacifica sponsored the 2005 business plan competition this year. 60+ entrepreneurs who submit business plans competed for a first prize of \$10,000 and all entrants received counseling on how to write a business plan and the winners received coaching on the execution of the plan. The competition fosters free market and new enterprises in major industries such as: light manufacturing, agro industrial firms, and tourism. Gran Pacifica will award the winner of the tourism category. Operations Manager , Adiak Barahona, participated as consultant and judge of several tourism business plans that will become real enterprises. The total number of participants was 112 plans and only 26 ideas classified for the final round. The Final Award ceremony for the 8 winners was November 17<sup>th</sup> 2005, and the following ideas took prizes in the tourism sector, The following Ideas in tourism took prizes: Tourism Portal ([www.vianica.com](http://www.vianica.com)), Hotel in Highlands of Matagalpa, Eco-Hotel in Granada Island Gran Pacifica was in good company with the other sponsors of the event including: USAID, local banks, INCAE, Price Waterhouse Coopers, or British American Tobacco, Young Entrepreneurs of Nicaragua.

### Pittsburgh Rotary Club - July Visit

In July, a Rotary delegation led by Dr. Richard White and Dr. Joanne White visited Villa El Carmen Municipality to meet the local mayor and community leaders with the goal of starting several long term Rotary social projects together with the locals and Gran Pacifica. Mr. Joel Nagel, Rotary District President and Dr. Sky Forester, Rotary International Director, had the vision of making a major positive impact in Villa El Carmen through water sanitation, education, healthcare, economic and community development.



The fruits of this initial trip are starting to appear; for instance, the future donation of an ambulance, medical supplies and the idea of building a baseball field. To effectively help coordinate all Rotary projects, Gran Pacifica decided to hire a local person part time to start executing social projects and serve as a community liaison with the local government. For support contact the Pittsburgh Rotary Club: [pgrotary@choicemail.com](mailto:pgrotary@choicemail.com) Tel. 412 471-6210 (Club No. 20 District 7300)

#### **Local Rotary Clubs Contacts – Rotaract International Conference 2006**

**Rotaract Club chooses Villa el Carmen for projects.**



Led by Adiak Barahona, Operations Manager for Gran Pacifica, and member of the Managua Rotaract Club, Villa el Carmen will receive additional focus from the local club. In May 2006, Nicaragua will host the Rotaract International Conference of Central America. This youth Rotary event will have about 200 participants including clubs from the United States. Visitors must perform community service for 1 day at a rural town. Villa El Carmen has been selected by the Managua-Tiscapa Rotary\* Club as the community service destination.

\*Note: Rotary Club Managua Tiscapa donates used computers to poor schools, to help contact: [directiva@rotaract-mt.org](mailto:directiva@rotaract-mt.org) Gran Pacifica sponsors with equipment this educational program “Rota-tec” Education for the Future.

### **Relationship with Villa El Carmen Municipality**

Since March 2005, Gran Pacifica has been donating important items to the Municipality of Villa El Carmen to strengthen our support to the community. This close relationship has enabled our project to help and be protected by the good will of the locals.

#### **Villa El Carmen Donations (Period Mar – Oct 2005)**

| Activity   | Coordinator                       | Donation / Items  | Observations / Dates   |
|--|-----------------------------------|---|--|
| Summer break San Diego beach                       | Municipality<br>Red Cross         | Food, Diesel, Life guards   | March 19 – 27, 2005  |
| Summer break San Diego beach                       | National Police                   | 4 Police officers<br>600 water bottles<br>800 food packs<br>500 snacks<br>100 juices cans | March 19 – 27, 2005  |
| New office at the municipality                     | Municipality                      | 1 new Multi-use printer<br>(printer, copier, scanner) Hp<br>1210                          | The local government hired<br>additional personnel<br>March 4, 2005  |
| Plastic Donation to affected families<br>by storms | Municipality                      | 600 yards of plastic for shelter  | The Vice-major called us for<br>help - emergency<br>October, 2005    |
| 20 km Biking Competition                           | Council Member<br>Villa El Carmen | Rent of floorboard  | From 49km to Los Cedros<br>Community<br>Nov. 13 <sup>th</sup> , 2005 |

## Fixing the Local Police Jeep



Fixed Police Vehicle, Jul. 29th, 2005

The fixing of the only Police car at Villa El Carmen was another outcome from the Rotary visit. On July 29<sup>th</sup>, Gran Pacifica donated in parts and labor US \$3,000.00 to repair the Nissan Jeep of the local police station. The car spent about 1 month in Managua and Gran Pacifica delivered the vehicle during a beautiful ceremony at the Municipality, where the key local media were invited. Since this Jeep was out of service for more than one year, it continues to present problems, but Gran Pacifica made the commitment to keep sending our mechanic to fix the vehicle.