



THE GRAN PACIFICA WAVE
NEWS FROM THE EDGE OF THE SEA

September 2016



A close-up photograph of several bright yellow coconuts hanging from a branch. The coconuts are in various stages of ripeness, with some showing the characteristic three-lobed shape. The background is a soft, out-of-focus light blue and white, suggesting a sky or a bright outdoor setting. The branch is light brown and has some small, dark spots.

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A message from the CEO

Dear Property Owners,

It has been an exciting past couple of months here at Gran Pacifica, and I am excited to once again deliver updates to you through the Gran Pacifica Wave. We have been working at a feverish pace lately, not only at the property where new homes are going up all of the time, but also in the surrounding communities. The newest Roberto Clemente Clinic has finally broken ground. This clinic will be located on-site, on land donated by Gran Pacifica, and will service local community members who currently do not receive the care that they need. Giving back to the community that has been so kind to us is always a central goal of Gran Pacifica's, and that's what makes the news of the clinic's groundbreaking that much more exciting.

We have also been working with many other fine philanthropic organizations, such as Patrick Hiebert's Help Them Help Themselves, who recently had a successful medical mission. The mission gathered volunteers from the United States, Canada and of course Nicaragua. It was a rousing success, having treated over 700 patients during the five days of service. For anyone interested in participating in future medical missions, there is one scheduled for September 3-10 of this year. Check out the article to find out more on how you can get involved.

Back at the property, there has also been a flurry of activity. The teak plantation has officially been established, and the teak saplings are safely nestled and growing in the nursery. In only a few years they will become stronger and be replanted, and soon a mighty teak forest will be growing at Gran Pacifica. In addition, Gran Pacifica is preparing to host the DISES (Division of International Special Education and Services) conference here at the resort. DISES will be working improve the lives of vulnerable children, as well as creating sustainable gardens at local schools.

We certainly have been busy here at Gran Pacifica lately. I'm happy that we got to take a little time out of our busy schedules to prepare this month's issue of the Wave, and keep you all informed on our many activities.

I look forward to seeing you all on your next visit.

Sincerely,

Michael Cobb

Chairman and CEO
ECI Development

2016 Nicaraguan National Rotary Convention in Managua and Gran Pacifica Beach and Golf Resort

August 28th, 2016

As part of its Corporate Social Responsibility initiatives, Gran Pacifica Beach and Golf Resort and its Restaurant, Sea Salt Restaurant, sponsored the last day of the "XVI Rotary Nicaraguan National Convention and Integral Conference." This special convention lasted from August 27th to 28th 2016 and was held in the Managua Hilton Hotel as well as Gran Pacifica Resort at the Pacific Ocean.



The National Rotary Convention was dedicated to the Past District Rotary Governor "Rosa Marina Zelaya Velasquez," who has worked with the Rotary Club for more than 20 years. Gran Pacifica Resort was proud to host international Rotarians and key members of all 17 Rotary Clubs in Nicaragua. Our Rotary friends enjoyed a beach day at our resort from 10:00 am to 5:00 pm. We were able to host near 100 Rotarians from Nicaragua and Central America.

The Rotary Convention held the following special guests: Franz Garcia de Paredes, District 4240 Governor (2016-17), Past District Governor Rodrigo Teran Dutari, Assistant Coordinator for PR of Rotary Districts 4250 and 4240, Zone 21-A and Past District Governor Carlos Garcia, Assistant Coordinator of the Rotary Foundation, Zone 21-A.

Among other topics, the Rotary Conference addressed the following themes at the national event:

- Welcome words by Claudia Samper, President of Managua Tiscapa Rotary Club and President of the organizing committee of the convention.
- Membership Status in Nicaragua by PRG Rosa Marina Zelaya.

- “Why We Need the Youth involved in Rotary” By Ruth Vado, Projects Director Committee of Managua Tiscapa Rotary Club.
- “Women in Rotary” by Violeta Rizo, President of the Matagalpa Rotary Club, Elia Dina Galo, Ex-president of Leon Rotary Club and Sara Natalia Pineda, Ex-president of the Managua Tiscapa Rotary Club.
- Public Relations of Rotary by Past District Governor Rodrigo Teran Dutari.
- Digital Marketing for Rotary by Nathalyd Borquet, from the Managua Tiscapa Rotary Club.
- Rotary Brand Center, by Humberto Moncada, Committee President of PR for Nicaraguan Rotary.
- Rotary Heroes, by Past Governor Rodrigo Teran Dutari.
- Los Pipitos Recycling Program by Dra. Marieliz Rodriguez, Director of PAFC Los Pipitos.



On Sunday, August 28th, 118 Rotarians and their families enjoyed the facilities at Gran Pacifica Resort. They enjoyed a delicious lunch by Sea Salt Restaurant and shared quality time with friends and families at the Gran Pacifica Resort beach and ocean front pool. We are looking forward to hosting many more Rotary events at our beautiful resort.



Gran Pacifica Resort S.A

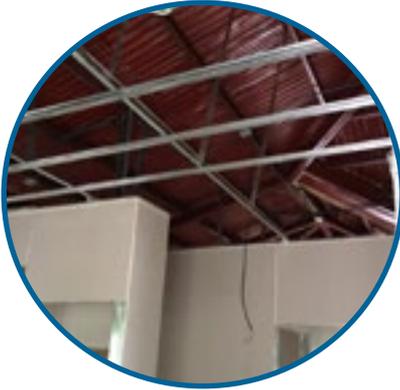
Gran Pacifica Resort is a developer of beach communities that has operated in Nicaragua since 2000. It is located 1 hour from Managua in the municipality of Villa el Carmen. Gran Pacifica's property has an area of more than 2,500 acres, and over 3.5 miles of beachfront along the Pacific Coast of Nicaragua. Currently, Gran Pacifica Resort is a tourist citadel of Spanish Colonial architecture with 300 residences, a golf course, and a hotel that can house up to 100 guests.

Gran Pacifica has invested more than \$25 million in the development of this high-quality tourist destination, including underground utilities and the fastest fiber optic internet of any resort in Nicaragua. In addition, Gran Pacifica, in conjunction with Rotary International, USAID, the Nicaraguan government and other partners, has spent more than \$1.5 million on social projects and infrastructure that benefits the community, including: 14 miles of power lines, maintenance of 7 miles of public road, a footbridge of 100 ft that allows children to attend school in the rainy season, medical donations, local police donations, construction and renovation of 12 schools, job training, and other social programs.



Clinic Updates

We now have the roof, floor and windows in the clinic!



We have hired a local doctor who helped us out with our Mobile Medical Mission from Sep 3-10 (American doctors come with us to set up temporary clinics to treat people in the surrounding villages). I hired the doctor with the idea that he may be able to be one of the doctors to help in the clinic long term if he works out on the medical mission. Talks are in place with a Pediatrician who is interested in becoming a Director of Help Them Help Themselves and would be involved in the long term operations

of the clinic as well. We will also begin to gather the various promised donations for equipment and will organize the shipment and delivery of it over the coming months. Various items, such as a sonogram, etc, have been offered.



Plans are already being made for the actual functioning of the clinic. Ruth Vado, of Gran Pacifica, is working with HTHT to make sure that the clinic is sanctioned by the Nicaraguan MINSA medical department.

As an aside, we also have been quite involved in the other local clinics in the area. We had a great breakthrough last week at the Villa el Carmen clinic/hospital. They have very poor electrical power in the entire town and the hospital is at the end of the circuit and

has only 70 volts at their outlets (standard power needs to be at least 115). Their lab equipment would not function so they couldn't do simple blood tests, etc. I was able to put together a string of boosters and inverters that brought the power up to normal power for their key equipment such as the centrifuge. The hospital staff was extremely excited about that.



But the long term solution is a solar system which would give them perfect power even during local blackouts (which happen a lot). So I am starting to work on getting roughly \$15,000 - \$20,000 in donations on a separate project to put in a system for that clinic. Because I put those systems in at GP I can get all the materials at cost and will install it myself. So its another example of GP and Help Them Help Themselves making positive changes in the communities around us.

- Patrick Hiebert

Second Medical Mission of 2016 a Rousing Success

For the second time in 2016, Help Them Help Themselves, in partnership with Gran Pacifica, has conducted a week-long medical mission here in Nicaragua. The medical mission brought together a half dozen doctors, including a pediatrician, a geriatric doctor, a general doctor, as well as a local doctor from the surrounding community. The mission was a major success providing help to hundreds of patients in the Pacific Coast region of Nicaragua.



On average, between 110-125 patients were seen each day. This includes patients of all ages. Patients were educated on such subjects as proper nutrition, which includes replacing sugary drinks, such as Coca-Cola, with healthier options, such as properly boiled water. Several communities were visited, including Santa Barbara, Zapote, and San Diego. When they weren't helping out in the local communities, the doctors stayed at Gran Pacifica, which they all enjoyed. Dr. Glaserzakem had this to say, "To do a

medical mission, sometimes you go into an area where it's really a hardship; you know, like [perhaps] the accommodations are iffy, but here, staying at Gran Pacifica, is just like heaven. Like our little paradise."

One major improvement of this mission over previous ones is that the medical staff brought with them this time an abundance of medical supplies, which they distributed to patients according to their needs. Supplies such as vitamins and aspirin were handed out to those who needed it. This gave the mission an even greater impact; not only were the doctors able to diagnose and educate patients, they were even able to provide them with some basic supplies to improve their health. Even better, the medical supplies were purchased from a local pharmacist, in the town of Villa El Carmen, meaning that the money for the supplies was injected back into the communities the mission was helping, adding even further aid to these towns.



The future looks bright for the medical mission. There are already plans being put into place for the first medical mission of 2017. In addition to that, several of the participating doctors are thinking of starting up other missions to give further aid. For example, there was talk of setting up a dentistry-specific mission sometime in the near future, and possibly even a surgical mission. The geriatric doctor, Dr. Carlisle, expressed interest in setting up a GoFundMe to raise funds to provide further medical supplies to the towns. These efforts will

all further the impact of the mission. As Dr. Carlisle put it, "While it's nice to come here for a week, how many other weeks are we not here?" She is herself planning on coming back for the first medical mission of next year.



If you're interested in participating in a future medical mission, you can do so by contacting phiebert@granpacific.com

Other Updates



Upgrade to the GP Roads

- Put in Melaza (molasses) on top of the road, to reduce the dust on the road. Spent almost \$1000.
- From the rotunda to the entrance of the maintenance area, approximately 1.2 km.
- 2 trucks with the melaza, (*the melaza is a product from sugar*).
- One day was spent, on August 11th, doing this.
- Spent almost \$ 1000
- The restaurant has started using tablets for night time menus that are more readable when it's dark. Just a cool little thing with a photo attached.
- We just initiated a large TravelZoo promo for stays between now and December.
- We have a larger tv in the restaurant.
- We are raffling off a two night stay on Facebook.

<http://info.granpacific.com/fb-like-share-register-main-aug2016>



*Gran Pacifica has
Employee Appreciation Day*





SeaSalt Restaurant and Vida del Mar Hotel Company held another "Employee Appreciation Day" this past July to celebrate and recognize the hard work the staff have put forth over the past year. Both companies enjoyed the day together with every seat taken in the big bus all jamming out to popular Latina music and enjoying each other's company!

The first stop was to visit the very active Volcan Masaya, the first time seeing the volcano for almost all of the employees! After the excitement of the volcano we made a stop at Catarina for shopping, pupusas, and site seeing Laguna de Apoyo from the top. From there we made the descent down to the Laguna where we enjoyed a delicious BBQ buffet at La Abuela's restaurant and spent the rest of the afternoon relaxing and enjoying the crystal clear volcanic crater water, snorkeling, kayaking, and jumping off the deck.

"Taking a day to give the staff a great experience at places they've never seen is the least we can do to say thank you. So many times the restaurant staff will stay until 2am if people are still having drinks or the front desk staff will solve a guest's problem in the middle of the night! They never complain and appreciate their jobs. So we wanted to show them how we appreciate their efforts too!" Patrick Hiebert expressed, "It's also very humbling to see what some of us take for granted. Most of us expat residents have been to Granada, the volcanoes and all the main tourist attractions in Nicaragua, yet very few of our local Nicaraguan employees have had that opportunity in their own country! It is something we will continue to do to recognize the employees' dedication to making residents and guests happy."



Resident Services Update

As the number of homes grows rapidly at Gran Pacifica so has the need for various home services at the resort. Vida del Mar, which is the name of the condo and home rental company as well as the company providing home services, has been diligently hiring the best staff we can find. We have staff specialized in Air Conditioners and refrigeration, pool care, landscaping and yard maintenance, woodwork repair, plumbing and most other services home and condominium owners need for their homes on the property. By being based on the property we can also provide the services at very competitive costs and perform the work quickly because we do not have to be called in from Managua.

Below is a letter sent from Mike Altschul, long term resident here at Gran Pacifica, that he asked us to share with the other residents and home owners of the resort. Thanks Mike for your kind words!

As you can imagine it is difficult to provide all these services on site with the resort not yet having a large number of homes, so we appreciate every job we receive and want to thank you for using our services. We will match or beat the prices of other service companies so please consider us for any job you may have whether it is large (such as a new roof) or small (a broken water line).

Please contact Angela or myself (Patrick) or send an email to WeCare@VidaDelMarNicaragua.com or call 505-8219-8279 to contact us for any work you may need done.

Mike Altschul's Testimonial



"Dear Patrick, Angela and Vida del Mar Management,

I am a person who believes giving credit where credit is due. I want to take a moment to commend and compliment you, your technicians and mechanics as well as the variety of services you offer to the residents of Gran Pacifica. From my past experience working with you; you have demonstrated outstanding service, professionalism and quality repair. Special

acknowledgement and compliments to Luis Arriaza. He is so dependable, knowledgeable and professional.

As you know, I have hired your techs many times for many different projects on my property. From repairing my air conditioners, filling them with Freon, repairing my water heater and washing machine, repainting my air conditioners and washing machine (finished like new), etc. Each and every project was handled with expertise and professionalism. Your prices have been very fair and reasonable and the response time after I call to request a repair or service has been quick and rapid. Only one time, you were a little late and that was because it was May 1st, May Day, and the entire property was sold out. I didn't mind waiting an extra day or two knowing you had your hands full, but Luis and his associate showed up in the afternoon to help me out anyway. What a great surprise!

Your on-property services are very much needed by many of the residents here, as many times before using the services of Vida del Mar, I would have to call and hire outside contractors from Managua. Many times they could not arrive until 3 to 5 days later and their prices were very high and unreasonable. And sometimes, the job was not done right which meant they would have to return for the correction which took another 3 to 5 days. As I said, your prices are fair and reasonable and most importantly, you are local on the property to service everyone. This is such a great convenience.

I also want to commend Carolina for her regular follow up after the job is finished. She makes sure that I am satisfied and happy with the service or repair.

I hope many residents take advantage of your professional services as they will be happy and satisfied like me.

Many Thanks,

Mike Altschul
"Casa Los Delfines"



September 2016