



THE GRAN PACIFICA WAVE

NEWS FROM THE EDGE OF THE SEA

December 2016

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CONTRIBUTORS

Patrick Hiebert
Angela Smetana

PRODUCTION & DESIGN

Adam Mcgeehan
Juana Mairena



A Message from the CEO

Dear Friends,

The holiday season is upon us. Full-time residents, as well as many, many resort guests, will be spending their holiday season at Gran Pacifica and they will certainly enjoy some of the activities planned for the holidays. This season, the many who will be spending the holidays at the resort can expect a delicious Christmas-Eve dinner, as well as a litany of fun, family friendly activities throughout the holiday season. Even more exciting, is the dinner party, live DJ and fireworks that folks will enjoy for New Year's Eve.

Speaking of excitement, I'm very excited to announce that we will be getting another 2 kilometers of the road paved. When this latest construction is complete, only 4 kilometers will remain before the entire road is paved. Once those last few kilometers are completed, you will have freshly paved roads from Gran Pacifica all the way to Managua! And of course, it goes without saying, the prospect of a completed road should excite you because of the nice increase this could mean in property values.

Speaking of exciting, please welcome some new additions to our Gran Pacifica team. Holly Wilson is on board full time as the Corporate Social Responsibility volunteer for ECI, focusing most of her efforts here at Gran Pacifica. This will mean greater cohesion and efficiency for all Corporate Social Responsibility projects initiated at Gran Pacifica by us and our partners like Help them Help Themselves, Travel to Do Good, and the Managua Tiscapa Rotary Club to name a few. Holly explains that one of her main goals is to provide better opportunities for residents to become involved in volunteer work. If you're a resident or prospective resident, and are hoping to get involved in volunteer work but found the logistics challenging, you are in luck; Holly wants to meet you and work with you to get you more involved in the community.

Another addition to our staff I'm excited about is Corbin Hiebert, who has come on as our new Activities Director. Corbin's mission is to create and implement new activities and amenities on property for residents and guests alike. Her efforts will make sure Gran Pacifica becomes an even more exciting and fun resort and residential destination. For those of you old enough to remember Julie from the Love Boat, Corbin is our Julie. Welcome aboard.

Finally, with all of the excitement going around, you'll want to know about some big changes coming in 2017 to Gran Pacifica. I won't give away too many details now, but let's just say that a wave is picking up strength, and you will enjoy being a part of this. Out with the old and in with the new; it's a new year, and new exciting things are on the horizon. Stay tuned for any future newsletters we send out, which will have more details about the many exciting new developments coming to Gran Pacifica.

Have a happy holiday season!

Until next time,

Michael Cobb

Chairman and CEO
ECI Development

Road Updates

The next section of road paving on the dirt road starts with moving electric poles to widen access. The next phase of road paving will include paving several kilometers, approximately half of what is still needed to be paved. There will be only a few kilometers of dirt road remaining once this newest round of road paving is finished. You will definitely want to get in now while prices are still low, because as more of the road is paved, the value of property and homes at Gran Pacifica go up. Once that road is fully paved, we will see a massive spike in prices at Gran Pacifica. So get in now before it's too late!



Gran Pacifica Participates in Wheelchair Giveaway



This past weekend I was fortunate enough to be involved with another successful Gran Pacifica and Chair the Love collaboration wheelchair distribution event here in Managua. CEO of Gran Pacifica, Mike Cobb spearheaded the annual distribution with the help of Glenn Mathers, CEO of NuView IRA. The two men were chief ambassadors in making this event so beneficial to the local community. Glenn and his counterpart, Jason, were able to journey down to Managua to spend the weekend distributing the wheelchairs at the American University, the Children's Hospital, and the village outside of San Diego located directly outside of Gran Pacifica.

While busing around rural Nicaragua to distribute the chairs to the appreciative beneficiaries, I had a chance to engage in a good deal of banter with Glenn, who has been involved with this charity project for the past eight years. Glenn expressed that one of his favorite aspects of donating wheelchairs is the immediacy of how it can change a family and a community one at a time simply by giving the gift of mobility. I saw it for myself, the beauty that surfaces when an individual who has lost ability in one or both of their legs is able to attain a greater ability to move, either independently or with decreased effort from the caretakers, which by the way are often family members. The smiles I witnessed throughout the course of the weekend were contagious.

Glenn expressed appreciation for his relationship with Gran Pacifica. "It's through Gran Pacifica and the local rotary club in Managua that we are able to do this." The collaboration enabled the success of the wheelchair giveaway and ensured mobility to the beneficiaries in need who are now more equipped and mobile.



- Rosie Stabile

Gran Pacifica Would Like to Introduce Our New Full-Time Corporate Social Responsibility Volunteer: Holly Wilson



Ms. Holly Wilson will be coming on as the new Corporate Social Responsibility (CSR) volunteer here at ECI Development. She has a real passion for social responsibility work, saying that, "every place I ever lived I have joined in with the non-profit sector." And she has certainly lived in a lot of places. From traveling Europe right after high school, to teaching English in Brazil, to working with the Apache tribe in New Mexico, Holly has certainly been around. One of her most recent trips was to a conference in Las Vegas, where she met ECI CEO Mike Cobb. After talking with Mike about the various CSR programs that ECI is involved in, she became particularly intrigued. Now, her most recent move has brought her to Nicaragua, to share her passion for social work with all of the local communities here.

Holly certainly never thought going into that conference that it would end up with her arriving in Nicaragua several months later to live. Her friends and family were equally surprised. "My coworkers though I was a little nuts," she joked, telling about her colleagues' reactions to her big move. In the end though, she is happy with the choice. Speaking of Mr. Cobb and the ECI team, she said, "he's got a fabulous team. So I feel lucky and thrilled to be a part of this." Gran Pacifica and ECI is certainly lucky and thrilled to have her.

The type of Corporate Social Responsibility that attracted Holly to ECI in the first place is abundant, and built directly into our business model. Gran Pacifica is modeled on a long term approach. We don't plan on just cutting up a piece of land and selling lots. On the contrary, we want to build a real community. This means sustainable development for the region and those who live there. Requiring owners to build homes provides construction jobs for many in the local community. In fact, Gran Pacifica and its partners have employed over 1,400 people in the past 6 years alone! In addition,

creating a resort community where all of the homes have addresses allows for continued tourism to come to Gran Pacifica. Once again, this creates sustainable employment for the local communities.

Gran Pacifica has become involved with several different projects to enhance the community surrounding Gran Pacifica. Most recent and noteworthy would be the construction of the Roberto Clemente III Clinic, located directly outside of the resort entrance. This clinic will provide healthcare to the local community, a resource which is currently severely lacking for these communities. Gran Pacifica has already partnered in the past, and continues to partner with currently, various organizations which promote the betterment of the local community. Organizations such as Help Them Help Themselves, The Managua-Tiscapa Rotary Club as well as the Pittsburgh Rotary Club, and Chair the Love, just to name a few. Gran Pacifica is proud to work with all of these wonderful organizations in their mission to improve the lives of those living in the communities surrounding Gran Pacifica.

In environmental terms as well, Gran Pacifica is a leader in sustainable development. We have integrated many different environmentally friendly aspects into our development model. Our Milagro Verde homes, for example, are all completely self-sustaining and off-the-grid. In addition, Gran Pacifica makes good use of our arable land, renting out plots of resort land to local farmers. This is just another way that Gran Pacifica runs in a green fashion, and connects with and supports the local community.

Holly will be an excellent addition to Gran Pacifica's already vast Corporate Social Responsibility efforts. Her enthusiasm and expertise in the field of social work will ensure that Gran Pacifica's current CSR efforts will flourish, and that new, innovative efforts can be made as well.

ECI CEO Mike Cobb had this to say, "We're really pleased to have Holly here with us. In the past ECI has had many stand-alone projects. Now, we have Holly as an intermediary to bring all of the projects together, so that we can achieve far more with the resources that we have." For example, lessons learned from a project with Help Them Help Themselves can now be used to coordinate a future project with Chair the Love. Lessons learned from one project will translate into better performance of another, and Holly will be the pivotal point bringing all of ECI's Social Responsibility work together.

Holly's new position as the ECI Corporate Social Responsibility volunteer will usher in a new era of even greater community involvement, even more successful social responsibility projects, and a brighter future for those who are a part of the ECI community.

- Adam McGeehan

Meet Corbin Hiebert



Corbin is our new Resort Activities Director living and working here at Gran Pacifica Resort. She has and will be sending weekly emails informing all residents what events are up and coming. Since her email address may be unknown to a few of you, I'm following up on an email that went out to everyone this morning (below). If anyone is not receiving her emails, please check and see if it is being put in your junk or spam mail. Or feel free to email her at **corbin@granpacifica.com**. We are very excited to be able to offer these new activities, and hope to see everyone participate, and as always we are open to any suggestions!

Meet Daniel Vandoormaal



Dan is Gran Pacifica Vacations (Vida del Mar) new Reservations Manager. Dan has extensive experience in Human Resources and Call Center management previously working for the government in Canada. Dan's goal is to constantly improve our customer service from first contact until check-out for guests and groups staying at Gran Pacifica. Dan can be contacted at **dan@granpacifica.com** anytime or through our usual reservations email at **reservations@granpacifica.com**

Meet Spencer Hiebert



Spencer is joining Carolina Angulo as Manager of Home/Yard Care and Maintenance for Vida del Mar at Gran Pacifica. With experience in woodwork, plumbing, pool care, electrical and landscaping Spencer's goal is to increase our level of service to North American standards. In a country where receiving reliable, quality service can be difficult this is no small task, but Spencer is up for the challenge and looking forward to meeting each of you. If you are a home or condo owner at Gran Pacifica, or soon to be, please do not hesitate to contact Spencer any time for any jobs you may need done at **spencer@vidadelmarnicaragua.com**

- Angela Smetana
- Patrick Hiebert

A Reminder of Upcoming Activities

Hello Everyone,

I would like to remind you of everything coming up and a few new exciting additions to the activities and events! I would like to remind everyone of the two weddings that will be held at SeaSalt Restaurant on Saturday, December 10th and Saturday, December 17th. For these events the restaurant will be closed from 1:30 pm. The golf club will have pizza delivery available until 8pm and Burrito Bandito will have delivery available on those evenings! Now for the exciting stuff, starting next week there will be a fruit and vegetable stand at Meatgrinders Lounge (The Big Palapa) on Thursday mornings from 10-12 am. I personally am really looking forward to buying fresh produce weekly without having to drive into Managua! We will have a suggestions sheet there so we can tell the farmer what we would like to see the following week. Hope to see you there!

As well, for those of you that do not have a vehicle on property or prefer not to drive in Managua, we will be providing a weekly shuttle on Fridays for U\$15.00 + IVA (sales tax) per person. The shuttle will leave at 8 am and stop at Gallerias for 3 hours and then Walmart for 2 hours. That way you can buy lunch at the nice Gallerias food court and then your groceries from Walmart will stay colder longer! This service will start out as temporary but can become permanent depending on the response.

Please RSVP to me for the shuttle and you will be picked up and dropped off at your house. The shuttle service will start as of Friday, December 16th. I will let everyone know very shortly about the activities and special meals going on between December 24th and January 1st. We are just finalizing a few events and meals, but be prepared for many fun options! As always don't hesitate to contact me with any questions, concerns, and suggestions!

Thank you,

Corbin Hiebert

Resort Activities Director Gran Pacifica Beach and Golf Resort Nicaragua
505.8219.8279

Improvements in Gran Pacifica Marketing



A Message from Patrick Hiebert:

Hello everyone,

First off, I'd like to thank you for your continued support of the rental program here at Gran Pacifica. As you all know we have gone through a lot of interesting times in the past few years but it is finally starting to feel like we are seeing some light at the end of the tunnel. That has taken an unbelievable amount of work from our staff in all areas. We are far from perfect but we have improved a great deal. I've attached some statistics you may find interesting that shows the popularity of Gran Pacifica really having grown dramatically since we took over the marketing and management of vacations at GP. Although I know we still have a long way to go, I am very proud of what we have been able to accomplish, especially given the numerous hurdles we have faced operating in a country that is just learning how tourism and businesses in general function! If you look at our Tripadvisor reviews for example you will see that we are rated very high. That takes hard work to please almost all our guests all the time and I thank all of our staff for that.

I've attached just the "star rating" page of the hotels/resorts around us to show how we rank among our competition. I've also attached a simple graph showing the growth in occupancy and in visitors to the resort from before we took over marketing in late 2013 to after.

Our statement accounting is running much more smoothly. This means that everyone should receive their rental statements by the 15th of the month for the previous month (make sure to get in contact with us and clarify we are sending your rental revenue to the correct account). If you have not received your rental statements by the 15th, then that is likely because we have an incorrect email address for you. Please let Angela Smetana know if you have not received your statements up to the end of October.



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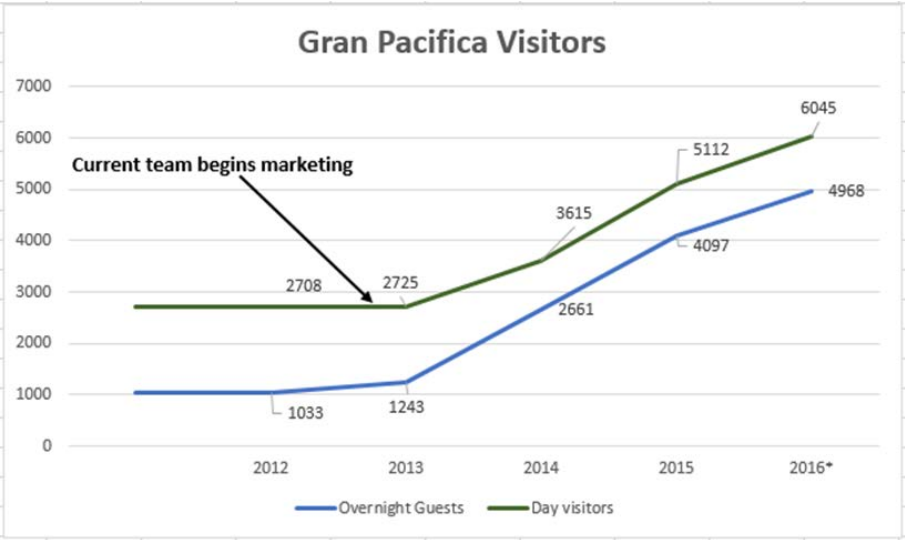
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