



First Quarter, 2018

The Wave

News from the Edge of the Ocean



Sales & Marketing at Gran Pacifica

By Rachel Jensen
Vice President of Sales & Marketing



2018 is off to an exciting start for the Gran Pacifica community. We have welcomed new family members to the community, broken ground on new condos, began construction on several new homes, and completed the road to a new neighborhood. As interest in Nicaragua grows generally, Gran Pacifica is a top choice for folks looking for a relaxing getaway and those looking for a place to call home.

Earlier this year, the 2nd condo building at Las Perlas Oceanfront Village, Mombotombo, sold out and broke ground. As the interest in affordable Pacific-front condos continued to increase, the 3rd building, Masaya, was quickly thereafter introduced to the market. With studios starting at only \$139,900 and 2BR condos starting at only \$269,900, five of the twelve condos were claimed in only a few, short weeks. While many people are owning these condos because of the foreseen appreciation, in the meantime many are going to rent it out for extra cash and visit every now and again. As Gran Pacifica continues to make it to the top of the ranks for accommodations in Nicaragua (including TripAdvisor), these condos will serve the growing rental demand at Gran Pacifica. Today, there simply isn't enough inventory to serve the long-weekend visitors.

Additionally, we have seen that full-home rentals are popular in the rental market. If you are a lot owner and are ready to build, please contact us to get the process started.



With the current growth of the community, this is a great time to establish roots in your neighborhood. Even if you are not yet planning to spend time in Nicaragua, putting your home in the rental program is a great way to earn a few extra dollars.

In fact, with the growth in Nicaragua's tourism & GDP, and with the road to the property just a few kilometers away from being fully paved, many people are realizing the appreciation opportunities at Gran Pacifica. They are claiming the remaining lots in San Diego Viejo because of the affordability (starting at only \$69,000), and ideal location. There are a few prime lots remaining, and as we near the close of this phase, we are offering existing shareholders and property owners special ownership rates. Please [contact me](#) directly to learn more.

Following along the trajectory of growth, the exclusive, beachfront Santa Barbara neighborhood was recently introduced to the Gran Pacifica community. Located just steps from the famous Asuchillo swimming and surfing beach, this neighborhood has been preferred by owners who prefer larger estate lots. Ranging in size from 0.5 - 1.6 acres, both beachfront and one to two-rows off beach, these private lots start at \$106,000+ for an off-beach lot and \$350,000+ for a beachfront lot. Owners can build their custom dream



home while having complete privacy, and a large yard for Fido or the kids and grandkids to play. The road through the community has been completed and electricity and water is currently being installed.

On a company-wide scale, Gran Pacifica's parent company, ECI Development, had a soft launch of the Affiliate Program, a referral program dedicated to connect interested parties to Gran Pacifica property consultants. Referral agents are rewarded for their efforts through various means. For additional information, please contact us at affiliate@ecidevelopment.com.

For those of you who have pioneered with us since the beginning, thank you. For those of you who are just joining the family, welcome. As our community continues to grow, please share with your friends and family the opportunities available at Gran Pacifica.

Gran Pacifica in The Community

By Holly Wilson
Corporate Social Responsibility



Beach Clean Up With Miss Earth

On December 10th, 2017 representatives from the Miss Earth International Pageant visited Gran Pacifica to help clean up trash along the beach. Alongside the Miss Earth contestants were many Gran Pacifica residents including: Becky Niklas, Lyn Sunderman, Kelly McInturff, and Holly Wilson. In total, 12 bags worth of plastic bottles and other trash were collected from the beach at Gran Pacifica.

The Miss Earth International contestants are committed to service projects around the world, with a particular focus on projects related to conservation and preservation of the natural environment, as well as education about the importance of caring for the environment. Gran Pacifica was delighted to host these young women and have them participate in environmental projects on the property. Gran Pacifica's Social Responsibility coordinator, Holly Wilson, had the opportunity to speak with many of the women about their experience in the Miss Earth International Pageant and their reasons for participating in this particular pageant.

The current Miss Earth USA, Andreia Gibau, from Massachusetts, said “It is a once-in-a-lifetime opportunity. It makes me appreciate all the impact I can have on other people’s lives, and I get to travel to amazing places like Nicaragua”. Miss Gibau has been participating in various pageants for the last three years, but Miss Earth is the most fulfilling because of its focus on protecting the environment and preserving our planet’s natural resources.

Another first-time visitor to Nicaragua was fifteen-year old Miss Junior Miss USA, Angel Strong from Nebraska. Strong said that she loves the people and culture of Nicaragua and that this has been a very well-rounded experience. While at Gran Pacifica, she said that she missed the internet, but “It is giving me a view outside of my comfort zone”.



Nathalie Borgella, who represents New England in the Miss Earth competition, also joined the group in their beach cleanup efforts. Nathalie said that when she is home in New York, she works with a local science teacher and their class on a tree planting project in addition to helping restore and clean parks and open space. Nathalie said that she loves Nicaragua and appreciates the good spirit and faith of the people here.

In addition to cleaning up the beaches at Gran Pacifica, the Miss Earth contestants and Gran Pacifica residents enjoyed the many amenities available at Gran Pacifica – delicious food and drinks from Sea-Salt Restaurante, lounging at the pool, and horseback riding through the property.

Prior to their visit to Gran Pacifica, the contestants worked alongside Amanda Sowards of World Mission Outreach to help plant trees and teach sustainable gardening practices in Nicaragua. The group also included: Leslie Jackson (Teen Miss Earth USA), Allie Graziano (Miss Earth Michigan), Lindsay McVety, and Satta Ektrakul.

To learn more about Miss Earth International Pageant, go to: missearthunitedstates.com

Dental Care Mission



Earlier this year, Gran Pacifica was once again visited by humanitarian group, Hearts, Hands, and Smiles Foundation, an organization that brings clean water, dental care, and education to impoverished communities in Latin America. Founded by Rob Ayers in December 2016 after the wake of a devastating earthquake in Ecuador, the organization has had lasting impacts on communities by providing medical training so they can better treat patients, teaching the importance of dental hygiene and diet, initiate clean-up projects to remove health risks, provide communities with first-time access to clean water, and provide medical supplies, shoes, clothing, and school supplies - funded entirely by the help of individuals and volunteer organizations who share their vision.

January 12-20th, Club Esperanza in Managua, Auduana 2 Community, Villa el Carmen Health Clinic, Villa el Carmen Alcaldia Auditorium, and the Roberto Clemente III Clinic at Gran Pacifica served as a headquarters for the volunteers during their trip to perform 270 cleanings, 346 extractions, and 273 restorations, totaling 889 procedures and serving 624 patients. With the value of each extraction at approximately \$200.00 and the value of cleaning at approx. \$110.00, the value of all dental services combined was \$153,500 USD worth in 6 days! On top of all the services provided by the Hearts, Hands, and Smiles Foundation donated \$30,000 worth of dental supplies to continue to help the communities after their departure.

Some of Gran Pacifica's community members were happy to volunteer their skills and time to the cause. Newly retired dentist, Dr. Tom Schroepfer and wife Connie, who have been part-time residents of Gran Pacifica for 8 years, volunteered their help. This was their first time participating in an organized community service mission, and they have plans to be involved in more. Tranquilo Tours and Travel's Osman Magdiel, Martinez Picado, and Angela Smetana provided wonderful transportation, logistics, and tour support. The volunteers for this trip also included Rob Ayers, Tara Ayers, Cailin McLaughlin, Chris Hennessy, Courtney Moyer, Diane McLea, John Reckner, Joie Meyers, Karen Brown, Kerri Hennessy, Lara Weaver, Todd Weaver, Lisa Muscarella, Martine Chamberlain, Shelby Awde, Sherri Croftcheck, Becky Niklas, Holly Wilson, Elizabeth Shabetai, Helio Alfaro, Dr. Andrea Martinez, Jordan Ham, Mark Mardon.



We would like to extend a big thank you to all of those involved in such a useful and needed cause! Our Gran Pacifica community is happy to find ways to serve the local people so please reach out to us if you have any ideas about how to be of service here in Nicaragua!


Baby Sea Turtle Release



For the past several years, Gran Pacifica and Tranquilo Tours & Travel, have been participating in the preservation of the giant sea turtles in Nicaragua by housing a turtle sanctuary on the grounds. A few days ago 60 baby sea turtles were released into the ocean. It is expected that another 40 will hatch in the next few days and also be released. Our very own Gran Pacifica Property Consultant, Merle Peters was there to assist in the release. He said “I had the opportunity for another first here [at Gran Pacifica]. I had the pleasure of helping release baby turtles into the sea.”

You can see his Gran Pacifica Baby Turtle Release video here: [youtube.com](https://www.youtube.com)

It was several years ago that the Help Them Help Themselves Foundation decided to get involved in the preservation of sea turtles by building a small sanctuary, with the support of Gran Pacifica Beach and Golf Resort. It started with meager beginnings but many volunteers. And even though in the first year there were only a few nests with eggs, seeing the first batch of 80 little baby turtles hatch was very exciting.



Why did Help Them Help Themselves become involved? It's because baby Sea Turtles have only about a 2% chance of making it on their own out in the wild, but a 95% survival rate when protected in a sanctuary. Poachers are one of the biggest threats to their survival. Since the eggs are known for being a delicacy in the local culture, egg hunters ("Hueveros") constantly scan the beaches looking for the giant female turtles that come out of the ocean to lay their eggs. That's where Help Them Help Themselves comes into play. They work peacefully with the Hueveros by buying the eggs from them directly on the beach and bringing the eggs immediately to the sanctuary.

In return, the Hueveros will support the cause since they are still earning a living. But instead of selling the eggs at a local market, where they will be eaten, they are helping preserve the species.

A win, win for everybody.



In The News



How to Bring Your Dog or Cat into Nicaragua from The U.S. or Canada

Thinking about bringing your beloved fur baby to Nicaragua from the U.S. or Canada? Here is a complete set of requirements you need to help guide you in your quest. And soon, you and Fido, or Felix, will be off to paradise!

Nicaragua does not quarantine cats or dogs, including service and emotional support animals that meet the following entry requirements:

- **Pet Microchip:** Nicaragua does not require a pet microchipped, but it is recommended that you microchip your pet and register your contact information prior to traveling, as a means of identification should your pet be lost or separated from you. If your pet does not have a registered microchip, make sure they wear tags to identify them including the owner's contact information.

- **Vaccinations:** Your pet must be vaccinated for rabies between 30 days and one year prior to entering the country. A rabies titer test is not required to enter Nicaragua from any country.

- **Health Certificate:** A licensed veterinarian must complete a Veterinary Health Certificate for Nicaragua within 14 days of entry. It should state that your pet is in good health and free from parasites such as fleas and ticks. If traveling from the U.S. or Canada, then a USDA or CFIA accredited veterinarian completes the form and you have it endorsed by the USDA or CFIA. If you are entering Nicaragua from another country, the Governing Authority of our country is responsible for the import and exports of animals and should endorse these forms.



- **Import Permit** is not required when entering Nicaragua with a personal pet.

- **Ticks/Tapeworm Treatment:** A ticks and tapeworm treatment is not required prior to entering Nicaragua, but is recommended due to the lack of availability of these products in the country.

- **Puppies and Kittens:** Unvaccinated puppies and kittens are permitted entry to Nicaragua if under 4 months of age.



- **Entering Nicaragua by Air:** Pets should enter Nicaragua via Augusto C. Sandino International Airport in Managua. They can arrive in the cabin, as checked baggage, or as air cargo. All domestic dogs/cats must be free of evidence of disease communicable to humans when examined at the entry airport. If your pet doesn't appear to be in good health, further examination by a licensed veterinarian may be required at your expense.

- **Banned Breeds:** Nicaragua does not publish a list of banned breeds.

- **Other Animals:** Owners of different kinds of pets are advised to seek further information from the relevant authority of their country and/or that of the country of destination.

- **Cites:** If your pet is not a dog, cat, or ferret, and especially if it is a turtle or parrot, you should verify that it is not protected under the Convention on International Trade in Endangered Species of Wild Fauna and Flora (CITES). You will need to apply for additional permits if this is the case. Over 180 countries participate and enforce CITES regulations.

Airlines: Airlines may have separate and additional requirements. Check with your airline to determine what requirements they may have for pets, if any.

For the most current information on bringing your pets into Nicaragua, visit pettravel.com. Once you have taken all the necessary steps to bring your furry family members to your new home, let the good times begin!

We Have Broken Ground!



This is a very exciting time at Gran Pacifica! We have broken ground and are beginning construction on Momotombo Building (Building 2) at Las Perlas Oceanfront Village (LPOV), with plans to hand the new owners their keys to their new suites around Christmas time. Now isn't that a great Christmas gift?

We have also just introduced pre-construction specials for Building 3, Masaya.

Las Perlas Oceanfront Village at Gran Pacifica is truly the standout development project of the region. Less than a dozen direct beachfront suites will be offered in the Masaya Building. After Masaya is constructed, a second swimming pool, gardens, and ultimately a new and expanded clubhouse for both owners and guests to enjoy will be added.

The number one rule in real estate is location, location, location ... and spectacular views are an added bonus. At the Las Perlas Oceanfront Village, the phenomenal ocean and sunset views are enough to make you never want to leave your balcony. Whether you are taking in the surf break from your balcony for its beauty and the sound of crashing waves or checking out the inviting waves through the eyes of a surfer, you'll quickly understand why this is one of the top-rated surf breaks in the Americas. Only a short walk on the



beautiful sand and seashell beach and you will arrive at the amazing surf break for expert surfers. Just a little further down from the surfing beach is the swimming beach, the perfect spot for those of you who want to take surfing lessons, walk out into the ocean, or swim.

Do you ever feel like you missed the boat, pun intended, by not investing in a beachfront property in Costa Rica in the 90's? Now is your opportunity to own property in Nicaragua, touted as "The Next Costa Rica," with introductory prices starting at only \$139,900 for a studio, beachfront condominium suite.

For owners who desire to rent out their condos while they are away and earn income, our rental program will drive strong cash flow from guests who come to surf, golf, or enjoy the exquisite hot-pink sunsets with a piña colada or cerveza in hand.

So, whether you choose to live in your Las Perlas Oceanfront Village suite full-time or part-time and earn income, Gran Pacifica's newest community is something you'll want to see for yourself.

Semana Santa

March 26 - April 1



Nicaragua began celebrating Semana Santa this week. This holiday honors the traditions of Holy Week with processions, celebrations, music, and food. Additionally, all government businesses and banks are closed in observance of the holiday.

Travelers interested in participating in Holy Week can choose from plenty of activities. On Palm Sunday, which is the Sunday before Semana Santa begins, The Donkey Procession takes place. A statue of Jesus (or a real person dressed as Jesus) is set atop a donkey as parade participants walk around town to and from the local chapel singing and praying. Traditional Holy Week dishes include almibar, a sweet syrup-like drink made with mangoes, coconut and papaya; cheese soup made with corn and similar to a chowder; and Gaspar fish cooked with spices and served with rice.



We look forward to hearing from you!

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