

**Las Palmas Community Assoc.**  
**929 N Val Vista Dr, Suite C-109-164**  
**Gilbert, AZ 85234**



**Inside LAS PALMAS**  
**January 2013**

**Clubhouse Remodel**



We are pleased to announce that Osvaldo and the contractor have completed the glass enclosure of

the clubhouse balcony that was approved at the last Board meeting.



These are beautiful sliding glass windows that enhance the appearance of our clubhouse,

and provide a year-round gathering place, regardless of the weather.



Also planned for the room is a full service nine stool bar, two 55" flat screen high definition TV's on a new dedicated satellite system for the entire clubhouse. Also planned are new tables and chairs.

This room will be a new focal point for our resort, perfect for catering events, parties and make a great lounge area for owners and guests alike.



**Fitness Center Moved Upstairs**



**WiFi for Entire Property**

**Palapas Completed**

The replacement palapas for the Bonita and Delphin buildings have been completed.

Now the palapas for all the buildings match and are of much higher quality and more esthetically pleasing than the old ones.

**LAS PALMAS Community Association**  
**Asociación de Dueños LAS PALMAS**  
*Puerto Peñasco, Sonora, Mexico*



**Dear Fellow Las Palmas Owners,**

Welcome to the Las Palmas 2nd annual owners newsletter. First, I want to take this opportunity to wish you and all of your families the very best

in the New Year. The Board and I believe 2013 will truly be a very special year for Las Palmas. The teams of people that represent the HOA work very hard to consistently bring Las Palmas to a level of achievement not seen in the Peñasco Association community.

The overall condition of Las Palmas has never been better. We are financially strong with a delinquency rate of less than 3%. As an association, Las Palmas has been decreasing its operating budget and increasing capital reserves while bringing down the owners fees consistently for the past five years. The Board is preparing to propose another decrease for the 2013 budget.

Each year your Board has been investing in our community, repairing and renovation our infrastructure, adding amenities that include a Mediterranean style restaurant with consistent hours of operation and plans to expand services, a variety store, a spa style massage service, an additional on-site rental company with full real estate services, and plans for more in 2013.

All this by using surplus operational funds from Board implemented smart cost saving measures. This has been done while avoiding the need for assessments to owners. We are very proud of the fact that Las Palmas owners have never been hit with any form of assessment for any capital projects and have been enjoying a decrease in fees for the past five years.

These achievements can be attributed to sound long term planning initiated as far back as five years ago, good decision making, great teamwork between the Board members, the on-site management operation headed by Osvaldo Beltran Camacho and our U.S. supporting team of Jackie McGrew, Lynda Saveski and Ross Anfuso. Not to mention owners who have dedicated their time and efforts to assist and support the Boards goals.

Las Palmas has had an extraordinary 2012 year and a turning point for great things to come. It has been a year of major progress and accomplishments for the HOA and owners. Our cost saving strategies and sound decision making have placed us in a position to take advantage of great opportunities in 2013.

The Board and I believe now is the time to take the savings we have worked hard for and invest in Las Palmas on a larger scale by introducing a proposal of four major signature projects that will distinguish us from everyone else on

Sandy Beach and in the Peñasco area. These projects will all be done with no assessments and a proposed decrease in owners' fees for 2013.

For 2013, your Las Palmas Board of Directors will be asking the owners to ratify the signature projects listed below. Each one of these proposals is expected to provide a return on our investment and help position Las Palmas for future success. This newsletter provides information about each proposal with pictures, illustrations and artist renditions to assist owners in their decision.

**Solar Energy Proposal** - After serious review of our alternate energy options to help in the cost of heating of our clubhouse pool the board has completed a professional feasibility study and has identified the best possible solution for our needs to be a solar electrical system connected directly to the Electric company main grid for the purpose of the production of electricity and utilizing the electric credits from this production to offset our HOA electric usage. The proposal includes up to three phases of a solar panel system. Upon completion the system may offset our current electrical usage based on 2012.

This project is slated to be built in three phases. An artist rendition is available to view on the next page and a non-working sample of solar panels for on-site viewing has been installed on the back end of our resort against the wall.

All three phases have a total cost of approximately \$150,000 to \$170,000. The initial phase will be the most costly at approximate \$90,000. It will include the main electric grid connection and associated equipment, the carport style infrastructure and frame preparation and approximately 40 solar panels. The second and third phase will be around \$35,000 each. The approximate cost can vary and is very general. A more specific cost will be available at the owners meeting along with a presentation by the contractor.

**Clubhouse Main Pool Divide** - In conjunction with the solar system we propose the placement of a dividing wall with a aesthetically appealing bridge spanning the width of the pool and dividing it in a 60/40 split. The 40% area will be the heated pool that will include the slide and the swim up bar. This smaller water volume along with high efficiency pumps and heating equipment can allow us to have a year round heated pool based on the direction of the owners. An artist rendition is available to view in this newsletter. Approximate cost can vary between \$25,000 to \$40,000 if we include high efficiency pump equipment and other related mechanical costs.

**Mega Water Slide** - The Board believes an additional slide larger and taller than our current slide will add value to our property and our Association. It will distinguish us from other resort style Associations, will be an added attraction and can increase rental revenue year

round for those owners in the rental pool. By increasing the demand for our resort the rental company(s) may be able to increase the rental rates, improve guest standards to minimize overcrowding and wear and tear on our common areas and units. With so much rental inventory during the slow season a mega slide in a heated pool during the winter months can increase the demand in rentals during the slow season for Las Palmas. Approximate cost is \$90,000.

**Glass Aluminum Frame Railings for the Condo Buildings** - The Board has determined the cost of maintaining our current steel framed railings has become too high and difficult to gain access to properly maintain them. The cost each time to do proper maintenance on all railings is upwards of \$15,000 for material and labor. The Board is proposing an alternate long term no maintenance solution with glass and aluminum.

We have installed samples for owners to view on-site. They are located on the fourth floor of the Bonita Building. A picture is attached for viewing in this newsletter. The clear glass will cost approximately \$20,000 per building and the darker aqua color glass will cost approximately \$25,000 per building. We urge you to personally visit Bonita 401 to view the railings from the inside, as the difference in the glass is striking.

A General Assembly meeting is scheduled for 10:00am Saturday, January 19, 2013. The Board wants to remind all owners that it is everyone's responsibility to participate in these meetings either in person or by proxy. We have an unprecedented agenda this year and very important plans and proposals needing the attention of all owners to help the HOA Board members with our direction for 2013. Please make every effort to attend or to send in your proxies to the attached address if you are unable to attend this meeting. The Spanish version of the proxy **must** be filled out to be valid. If you misplace your proxy you can go online to [www.laspalmashoa.com](http://www.laspalmashoa.com) and print one. The HOA website has direction on how to fill out the proxy.

In consideration for all the owners support, the HOA is hosting the "Owners Appreciation Fiesta" celebration scheduled for 5:30pm Saturday, January 19<sup>th</sup>. The festivities will include complimentary food and drink and will be catered by the Las Palmas Med Restaurant. Please e-mail our Administrator Lynda Saveski your attendance if possible, noting the number of people in your party so we can better prepare. Also for those interested in participating in the **First Annual Las Palmas Owners Golf Tournament** on Friday the 18<sup>th</sup>, please go on line to our website or contact our Vice President Bruce Turner for details.

If you cannot make our meeting, please remember to vote by proxy.

**Dan Dimovski**  
 President Las Palmas HOA -continued





**Bruce Turner**  
Vice President

An HOA Board meeting was held on August 19 in Phoenix, AZ and on November 18th in Penasco. All current projects were discussed by the board and a few owners were present.

I feel the resort is doing outstanding this year and we have even set some new records. There was a tremendous amount of Mexican Nationals at the resort this year. I would have to say judging from the impact fees the rental companies have paid to the HOA the rental owners should be very happy with increased rental income you are receiving.

However, with that being said having large groups and many renters at the resort brought its problems also. The resort management staff and security were many times stretched to the limits with the large amount of people on the resort.

The resort staff and particularly the security had to change the way they do things and this caused the HOA Board to take another look at the way security and the resort handles particular problems. The board has developed new policy for the security staff to follow to

insure everyone is safe.

We have tightened up both entrance and exit security with the installation of manual barriers. We are purchasing additional cameras for the resort and the security gate shack to insure better overall surveillance of the resort.

We have improved the logging and accountability of all vehicles that enter and exit the resort. We have improved the wrist band system and we have developed a "No Tolerance Policy" for resort rule offenders.

The Policy is simple. Everybody gets one warning and the second time security has to approach the same person for the same rule violation they are told to pack and leave. If they don't leave then the local police will be called.

If the violator is an owner, owner's family, owners guest they are also given the one time warning for violating the rules that the second contact they will be told a report will be written and forwarded to the HOA board for review and action against the condo or villa owner through the By Laws listed in (Article 5 FINES) of the Las Palmas Projects Documents manual.

This year so far our resort has had good cash flow and we continue to improve and do things better. We made some mistakes along the way and we learned from them and try to do things different and better the next time.

Overall I'm very happy with the current status of our resort. I think we just get better and better all the time. We (The Board) are approached all the time and asked by other resorts how we do things.

I think our success is becoming known on Sandy Beach and many want to emulate the way we operate. I'm excited about the resort and I'm excited about the future. I'm looking forward to seeing everyone at the owners meeting in January. Thanks for taking the time to read this newsletter.

Bruce Turner, HOA Board Member



**Jaana Ponzio**  
Treasurer

I would like to thank all the homeowners for paying their HOA dues on time and thanks for believing in our Board.

Hopefully we have many, many more years to come.

Sincerely Jaana Ponzio, Board Member

*Editor Note: Jaana is up for re-election for a three year term.*

At the November Board Meeting, the Board voted to divide the main swimming pool at a 60-40 ratio. This will make heating the pool more manageable and much more cost efficient.

Finally, Las Palmas will offer a heated swimming pool in the cool months. This coupled with our planned solar electricity generation would cost very little to heat, if not at no cost at all. (see preceding page)

Esthetically, our architect has come up with two different bridge designs for January 19th.

## Pool Dividing Bridge



vote at the next Owners Meeting on

Proposal # 1 is a simple straightforward bridge with wooden rails. It has a projected cost of \$25,000. plus engineering.

Proposal #2 has two intermediate bridges with a landing in the center. It has a projected cost of \$40,000. plus engineering.

Please plan to attend our annual meeting to vote on which bridge design you prefer. This will be paid for out of the surplus fund, and will not increase monthly fees.

## Balcony Rail Replacement



We will be voting on either clear glass or tinted glass railings. We urge you to go inside Bonita 401 and view the panels from the balcony to see the difference.

The cost is \$20,000 per building for clear, and \$25,000 for tinted glass, paid from our surplus fund.

We plan on installing on two buildings per year, and installation time is estimated to be six weeks per building.

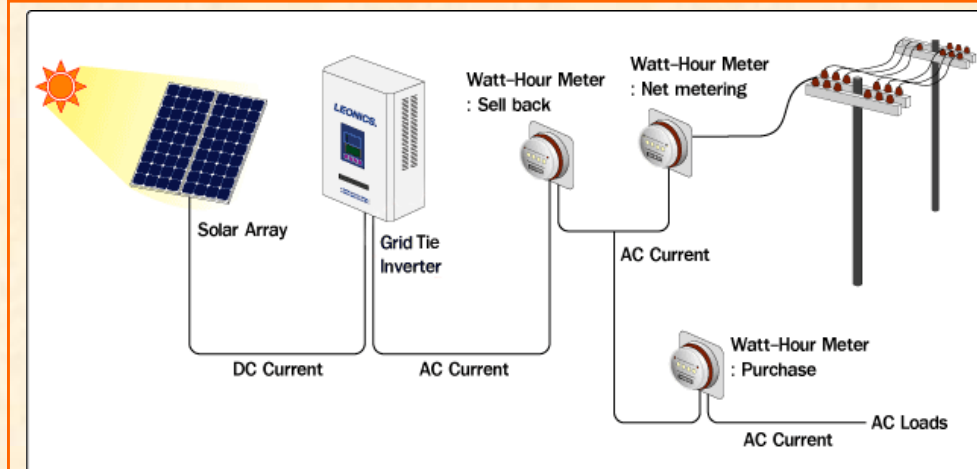
## Solar Project Proposal



The Board is proposing that we install 40 of the above panels as our first phase of installation. We will then have some clear hard data on our cost savings and decide next year if we want to proceed with a second and/or third phase of 40 more panels, for a total of 122 feet of car port panels. The panel array on the right is a non working sample for you to inspect and evaluate. This is what will be installed on the car port in the left photo.

The proposal is for the panels to be installed on a newly erected car port on the back wall next to our water treatment plant. This location makes it easiest for our power company tie in. These panels have been used in a salt water environment in San Felipe, and are working very well. If feasible, we would like to reduce our power bill to zero.

The contractor will have firm prices for us to vote on and make a presentation at our annual meeting.



Mexico now has a renewable energy program in place. Comisión Federal de Electricidad, Mexico's national power company, is now offering a one for one credit for solar electricity fed into their power grid.

Whenever the sun shines, the solar cells generate electricity. The grid connect inverter converts the DC electricity produced by the solar panels into 240VAC electricity, which can then be used by our property.

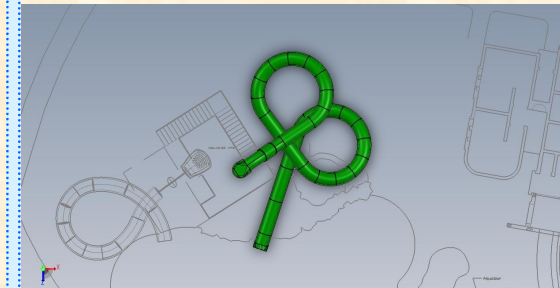
If a grid connect system is producing more power than is being consumed, the surplus is fed into the mains power grid. The Power Company will meter the electricity fed into the grid and provide a one for one credit on our bill.

When the solar cells are not producing power, for example at night, the power is supplied by the mains power grid as usual. The energy is billed at normal rates depending on the time of day. We are credited back at the same rate for power fed into the grid.

The Board has approved this system as the best choice for Las Palmas and is now asking the owners to vote on it at our Owners Meeting on January 19th. Please do not miss out on this important vote. This system is quite different from the thermal water system we previously researched, as it has 100% efficiency. Thermal systems provide the least output when it is needed the most, in the cooler months, at about 25% efficiency.

Representatives of the contractor we have chosen will be on hand to answer questions and demo a working model. Exact costs will be provided at that time.

## Water Slide Addition



Above pictured is an artists rendering of an additional and taller pool slide for our resort.

The cost will be close to \$90,000 to be paid back by adding a \$1-\$3 per night impact fee. We anticipate this would payback our investment in approximately three years.

The slide would be installed to coincide with the bridge option (left page) and be completed within forty days, so as to be ready for spring break.

Our goal is to make us a signature resort, always improving our amenities for the owners while attracting more renters.

Representatives from the contractor will be on hand to answer any questions you may have.