



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



Plans for 2016

Just some of Plans for 2016 include:

- Clubhouse Remodel with 2nd story
- Lobby Remodel
- Aluminum railings for ground level condos.
- Replace rusting railings around grounds perimeter
- Proposals and budgeting for replacing roadway pavers.



The front entrance has been completely redesigned and now boasts a more dramatic waterfall. Notice that the brass dolphins have been removed, and will be re-purposed at a latter date. We've added a flower bed, and upgraded the water pump. This makes for a much more attractive first impression for guests when they arrive.



LAS PALMAS Community Association Asociación de Dueños LAS PALMAS

Dan Dimovski
President



2016 will be the start of a new beginning for Las Palmas in many ways. The owners of Las Palmas have proven that anything can be accomplished if we are united and work together toward a common goal for all owners of Las Palmas. Changing how we operate from a private rental system to an HOA owned rental system plan proves that owners of Las Palmas can determine their own destiny as a collective. That destiny must benefit the community as a whole.

Giving the new rental system an opportunity under our new Operator, Las Palmas Reservations (LPR), has proven, not only does it work, it works better for all owners. All owners of Las Palmas have already benefited in many ways. One major way that matters the most, is the bottom line for owners in the rental pool, both for increased revenues and decreased expenses.

The new system commits the Operator, LPR, to provide routine maintenance at cost to the owner, cleaning fees discounted to the owner. Resort style services and amenities that never existed under the previous system will now exist under the new system, not just for the rental pool owners but also for non-rental owners.

After only eight months of operation, the new rental company under LPR's management has increased the average rental revenues over 20% from the previous year. Owners are already seeing the difference in services and amenities as promised in the proposal under an HOA owned rental system. Our rental company, LPR, has invested in Las Palmas and its owners on a level that had never been possible before.

Within the first year, LPR has invested over \$45,000.00 just in capital equipment and amenities that include resort style laundry equipment, a resort style activity/towel center that will be providing amenities and services not only to rental guest, but all owners. To accom-

LAS PALMAS "ROCKS"!



Perspectiva del Home Port en Puerto Peñasco, Sonora, a Mediano y Largo Plazo.

Sea cruising from Sonora

Cruises originating in Puerto Peñasco will be four days long with two stops in Guaymas and Topolobampo or up to seven days with additional stops.

Here are the tentative itineraries:

4-day cruise destinations

- Puerto Peñasco • Guaymas • Topolobampo

5-day cruise destinations

- Puerto Peñasco • Guaymas • Topolobampo
- Loreto or Cabo San Lucas

7-day cruise destinations

- Puerto Peñasco • Guaymas • Topolobampo • Mazatlan
- Cabo San Lucas • Loreto

SOURCES: Sonora Office of Tourism; Associated Press; ESRI



pany the activity/towel center, and for the young family guest, LPR has invested in a mini turtle slide, a feature that our rental guests have been requesting. LPR has also committed to provide local transportation services to rental and owner guests, and LPR has purchased a resort style shuttle van and will be providing transportation services to our rental guest and our owners based on demand.

Additionally, LPR has invested thousands of dollars in new, high-quality, linens and towels for units in the rental pool. LPR is also paying for the lobby renovation which will provide increased services with their expanded front desk, designed to accommodate up to four rental guests at a time, as well as a new designated position specifically for Executive Owner/Guest Services that will be operating out of the

lobby realty office. This new liaison person will provide services necessary to make the owner / guest experience the best it can be during their stay at Las Palmas. LPR has committed to operating the Las Palmas Spa, with an employee at LPR's expense to provide services that had been missing in 2015. LPR will incorporate this amenity through their rental operations and will provide spa services to all owners at a substantial discount as another benefit to our owners.

This is just the start - the owners asked for a better resort and a better community, and in 2016 the owners will get what they asked for and more. These positive changes are all necessary changes to bring our resort and our community to the next level. To a level where we

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have a resort community we can be proud of and others will see us as the place to live and the place to visit. Las Palmas, with amenities and services of a high-end resort and the feel of a welcoming community on the Sea of Cortés.

For the first time the Las Palmas HOA, a non profit entity and the rental company LPR, a for profit entity, are working under one umbrella and for one goal, "The best for all owners of Las Palmas".

As we complete the on-site laundry, lobby renovations, activity/pool center, another focus for 2016 will be to start on the clubhouse second level addition for more amenities as outlined in the approved plan.

Please support the HOA as it works hard to ensure progress continues whenever possible. At the same time the HOA will respect the need to work around the busy rental season in order to take advantage of the demand for Las Palmas as a desirable destination resort in Peñasco. The HOA will do its part to help LPR reach one of its goals in 2016 and increase the rental owners business another 20%.

It is an exciting time for Las Palmas owners just like it is an exciting time for all of Peñasco; the Cruise Ship Home Port construction is gaining momentum. It is realistic to believe the port may be completed and functional by 2018.

Puerto Peñasco tourism has just experienced an across the board jump of around 15% in this past year that included more Americans than the prior year. Puerto Peñasco real estate is starting to take off again with Las Palmas properties leading the way and seeing a significant increase in values.

No one has a crystal ball, but these are all signs that point to growth and prosperity for investors in Puerto Peñasco, and more specifically investors in Las Palmas. It is my position that it's not "IF" the port will be built, it's "WHEN"; and will Las Palmas be prepared to take advantage of this great opportunity. It may only be a couple of years away.

Clearly, Las Palmas is now on this path and will continue to set goals to take advantage of this great opportunity for the benefit of all Las Palmas owners as long as Las Palmas owners continue to seek this path of improving our community one step at a time.

We now have the tools to succeed in setting this course, following this path, and reaching this destination. A resort community with accommodations worthy of being recognized within the world-class destination that Peñasco could become.

I welcome all Las Palmas owners to attend the annual owners' assembly meeting where we make decisions together on HOA business and discuss further how we can make our community the best it can be.

Wishing each and every owner the very best in 2016!!!!

**Bruce Turner
Vice President**

Las Palmas had another successful year in 2015. Records were broken in both resort attendance and rental income for owners.

We continued to improve the resort with the construction of the new laundry room, improvement of entry water fall, colored pavers to replace grass and lava rock, and many other projects.

The Chef increased the restaurant size to accommodate more people. The focus of the board for 2016 is to channel all of our energy into resort beautification and maintenance.

We want to zero in on the little attention to detail things this year. This board listens to the owners and we try to make your requests happen.

An activity hut has been built by the main pool that will have pool towels, floaties, kayak sign out, local cruise information, fishing charter information, and numerous activities to do in the area.

I'm looking forward to a very good 2016, and I look forward to seeing all of our owners again at the owners meeting on 23 January.

I have also scheduled our annual Golf Tournament for 22 January, a fishing trip on 24 January (already full), and a Las Palmas Slo-Pitch softball game on 20 or 21 Jan (To Be Determined).

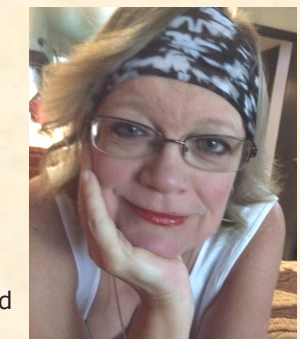
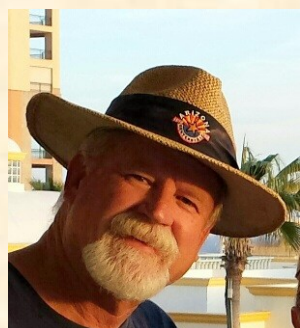
The game will be owners vs. Las Palmas employees. If you can't play please come on out for some fun!

**Jaana Ponzio
Treasurer**

Hi everyone, yes my term is up, but don't worry I am running again, hope to see you all in January.

Being a team player and watching our community succeed thanks to our owner input we rock!

Thank you for your support in the past and hopefully for our future.



Restaurant Remodel



The Med Restaurant has been given a complete facelift, and now occupies the additional space where the store was. With much more seating, cozy atmosphere and updated menu it is sure to be a hit.



Retired police officer and HOA VP Bruce Turner, conducted another training session with our security personnel. Bruce is committed to ensuring our security staff is professional and capable of handling any situation that may arise.



Employees with us five years and ten years received a longevity award pin, a plaque, and a cash stipend for their service to Las Palmas.

Awards went to Enrique, Aurelio, Manuel, Jose, Rafela, David, and Cesar. Congrats!

Activity Hut

Beginning in the Spring, Las Palmas Reservations will start operating a new poolside Activity and Towel Center. LPR will be paying for the construction and operation of this added amenity provided to our owners and rental guests. Guests registered with LPR will receive a towel card at check-in and may exchange the towel card for a beach towel. At the end of the day, the guest returns the dirty towel and receives the card back in order to get a towel card back for a clean towel the next day. Owners, both in the rental pool and not in the rental pool, will be given this same benefit at no charge. In addition to providing an extra amenity for our owners and guests, this will minimize the need for people taking bath towels to the pool and the beach. We will also be offering beach umbrellas, water toys and other beach accessories. During the Spring and Summer we will slowly be implementing activities at the resort that registered LPR guests can sign up for such as arts and crafts for kids, yoga classes, etc.



Laundry Facility

Laundry Facility construction is on schedule and will be ready by mid-January. The purpose behind this initiative is an effort to standardize the onsite Las Palmas rental operation and by doing so achieve an overall efficiency and savings for all Las Palmas owners. What does this mean to all of us?

As promised, it's another benefit to those owners participating in the new Las Palmas rental system. Owners will save on electricity to heat the water and to operate the washers and dryers, as well as the wear and tear on the machines. As a whole, the owners in the rental pool will save thousands of dollars annually and at the same time ensure the linens used for guests will be washed at a sanitary temperature not currently possible in a regular washer and dryer.



1. The HOA will save thousands of dollars annually on water consumption. For example, instead of 120 washers and 120 dryers operating at peak check-out times there will be a few large capacity commercial washers and dryers being used. Water consumption will be at a fraction of what it was in the past. Not to mention the savings for the HOA cleaning the outside vents less frequently and the elimination of a potential fire hazard.
2. Who pays for this initiative? It is not the owners! The construction of the laundry facility is paid by the added revenue LPR raised in 2015 on behalf of the Las Palmas HOA in the form of

additional impact fees due to a more efficient and effective rental system the HOA has implemented.

3. LPR is responsible for the purchase of the laundry equipment, labor required for operations, maintenance of equipment, supplies/materials, and the utilities to operate the laundry equipment. This includes the electricity and propane.
4. In the end, this initiative will improve the overall experience for owners and especially for our guests. This will bring the resort to the next level and improve our resort's standing.

Guests will see a standardization of linens that no longer requires unit numbers to be written on the pillow cases and sheets. Guests will no longer have to notice the after smell of linens being dried within the unit - a dead giveaway that we are using residential washers and dryers

in our resort.

Once fully functional, we will have the capacity to wash approximately 400 lbs. of linens every hour. The efficiency of overnight operations, new and improved housekeeping procedures, and more effective laundry products and cleaning supplies will enable us to streamline our Housekeeping operation which translates to an improved guest experience.

In addition, removing the laundry element from unit turnover allows our housekeeping staff to concentrate on more effective and detailed cleaning of each unit.