

## MEET YOUR STAFF



From left to right: Leo, Letica, and our commander in chief, Osvaldo



Front: Estrella, Felicia, Sara, Fredi, Beto, Enrique, Marx



Front: Rigo, Edgar, Memo, Raul, Israel  
Back: David, Manuel, Oscar, Luis, Luis



Brianda, Bertha, Rafaela

### MAINTENANCE



Front: Manuel, David, Aurelio  
Back: Aaron, Eubaldo, Jose

### FRONT DESK



Grecia, Rodrigo, Larry, Brenda, Dennise

### HOUSEKEEPERS



Olga, Irma, Clarissa, Perla, Martina, Laura, Sugey, Susanna, Marisela Sanchez

### SOLD MARRIAGE SPA



Priscila, Yuri, Ana, Elizabeth, Marbrisa

### SECURITY



Front: Jorge, Jesus, Enrique, Prisiliano,  
Back: Adriel, Cesar, Guillermo, Jorge



## Anything is Possible!



The above construction photo was taken just as we went to press on Jan 23, 2018, and we are on schedule for completion,

# LAS PALMAS Community Association Asociación de Dueños LAS PALMAS

## ANYTHING IS POSSIBLE!



**Dan Dimovski—President**

I wanted to take this opportunity to wish all Las Palmas owners and their family the very best in 2018. For those owners that are new to our community on behalf of the HOA Board I want to welcome you to the best place in Puerto Penasco. This will be the 7<sup>th</sup> annual edition of our "Inside Las Palmas" newsletter. When I go back to the first annual 2012 edition, it seems that the time has passed so quickly and then I recall

all the challenges this board and this community dealt with through the years. The main focus back then was to survive as a community and to control our operating expenses so that we could build a solid foundation for a healthy strong HOA that could stand on its own without needing over inflated budgets or owner assessments. With this foundation and a strong HOA team, seven years later our HOA and our community has come a long way. We have consistently outperformed our budget and constantly made changes along the way, improved and reinvented ourselves and have continued to find ways to grow and develop without incurring additional cost to the owners and, on the contrary, providing benefits to the owners. Each year we keep getting better and finding new ways to add value to our community and to our individual investments. Las Palmas is now a model community that many associations respect and aspire to become.

This year's owners meeting will be another first for Las Palmas, with an inaugural event that will forever change the face and landscape of Las Palmas as we know it. The unveiling of the new state of the art, breathtaking beach front pool complex that will almost double our current pool real estate. A two in one oval concept pool, the beach facing pool will be negative edge facing the Sea of Cortez with a spectacular panoramic view that will also act as a beach wall barrier, along with beach access including showers, handicap access on the outside. Inside this pool will be anchored sun beds on both sides of the negative edge, infinity waterfalls cascading over rocky negative edge wall, and a generous swim up bar area. The resort facing part of the pool will be more adult oriented, and will contain state of the art pool architecture with more anchored sun beds on each side, one pool water temperature Jacuzzis on each side, and one pool booth on each side for small groups, with another generous swim up bar area. Additionally, this pool will be able to host small water sport activities, as well as more controlled activities such as aqua fitness and yoga. Both sides of this pool will have the capability of being heated, and since the adult oriented side has the most to offer in the way of activities, this will be the pool we will dedicate to heat and incorporate into our 2018 season pool heating policy. The pools are separated by the swim up bar/grille. "Wet" in-pool access, and "dry" walk-up access from both the east and west sides will be available to all guests. Each walk-up access area allows seating for four people on each side. This swim up bar and grill area will have full food and beverage service capability to host small parties and weddings if necessary. Not far from our new pools will be a very large, 5 meters in diameter "Ying Yang" style hot and cold jacuzzi. Another "two in one" concept, one side is hot, and the other side is heated at air temperature.

ery islands will house information and activities services, towel services, restroom and shower facilities. Thanks to our Villa committee, an invisible to sight and sound underground mechanical and machinery room complete this amazing project.

Due to many cost saving measures on this project, including utilizing our in-house and talented maintenance staff, we have managed to stay on budget. As of the date of this publication this project is on schedule and slated to be complete by February 10, 2018. We will have an inaugural grand unveiling ceremony at 2pm on Friday, February 9, 2018. As usual, I am very optimistic we will meet our goal for completion and I hope to see everyone there. I will be sure to bring my swim trunks and the first beverage is on me!

Each year I am honoured and excited to attend our owners meeting and this year is no exception. In addition to exciting new changes for Las Palmas and our focus on quality and standards in 2018, this year I am excited about unveiling an opportunity that does not involve the HOA in the development, but can greatly benefit the Las Palmas community as a "not for profit" Association. For the very first time, we have an opportunity to financially benefit each and every individual owner of Las Palmas, based on each owner's current percent of ownership within Las Palmas. To give way to this type of an opportunity, the first step will require owners of Las Palmas to approve beach access to a development to be known as "Las Palmas Tower(s)" – and Proposal "1" at this year's annual meeting addresses this opportunity.

The land owner directly behind Las Palmas is in the process of selling this land and I, like many of you, believe that under the right circumstances, there is no one in a position to benefit the most from this land than the current owners of Las Palmas. Beach access is only the first step. A U.S. limited liability partnership (LLP) investment entity would be the legal structure enabling operations in the U.S. and Mexico. Once development is completed this investment entity pays back the investors for their original investment amount along with any profit on the development. The LLP's purpose will be to represent all limited liability partners to obtain the required investment necessary for the development, to procure and purchase necessary land, and attain any and all necessary licenses, surveys, permits, and approvals.

My role at this time is only in the capacity of information and ensuring, from the HOA perspective, that should be the owners approve beach access, this development, should it ever be completed – will benefit the Las Palmas HOA. It is my understanding that this is not a new idea, and some owners have approached the board in the past and more recently to my attention. However, I believe this is the first time we have: 1) the opportunity; and 2) the means. A legal and legitimate way to involve, or at least to allow for all Las Palmas owners to participate in a private investment opportunity will be that when the development is completed, for it to be handed over to the "not for profit" Las Palmas Homeowners Association. This is not a new or unique means of development. Limited Liability Partnerships exist; however, they are usually open to all for participation. In this situation, this investment opportunity will only be made available to outside investors once we have exhausted all investment by the Las Palmas ownership group.

Just steps away, where the three pathways meet, a hidden, blended pergola style structure within one of our current green-

-Continued on inside center panel.







### Bruce Turner — Vice President

Greetings and welcome to another new year 2018. This past year was another successful year for Las Palmas. We continue to improve and develop the resort into a fantastic vacation location. There are always behind the scene things taking place that many owners are probably not aware of so let me list a few of them so you know your board is constantly working and moving forward:

- Replaced the Security Guard Gate camera system with new cameras (5) which cover the gate in 360 degrees. The camera is recording and we have the ability to log and track all vehicles entering and leaving the resort should the need arise to have that information.
- We have replaced several of the parking lot lights with a new LED light which lasts longer, provides a better light and covers a large area with the beam.
- We have replaced several items of equipment for the security guards and made sure they all have the needed winter gear to keep them warm.
- We had to repair the large Las Palmas sign because our transformer gave out on us. The ocean environment and salt air are very hard on all electrical/metal components.
- We have now added new rubber gloves on a carrier pouch to the security guards equipment so they are protected from blood borne pathogens, sweat, saliva, or for anything they may need them to protect themselves.
- We have purchased and installed a new battery in our Emergency AED machine and we purchased both adult and child pads should the need arise. (The AED machine is a portable machine which is use to resuscitate a person should there heart stop)
- We have replaced the tires on the security guard golf cart.
- We repaired the leak in the Uno Mas roof
- We installed a larger A/C in the Uno Mas room to help lower the temp in the summer because the last one was not good enough.
- We replaced a DTV box in the Uno Mas room which needed to be replaced
- We repaired the pool table with new felt
- We hired a woman to work as a security person to enforce the adult pool policy because of excessive violations from both guests and owners/family members
- We replaced more of the jacuzzi jets. (I don't know why people keep stealing them but they do)
- We implemented some new policies for Spring Break and they worked quite well. We still have issues to work on but were trying.

The above list contains some of the things I was personally involved in during 2017. Of course it is not a complete list but hopefully its enough for you to get the idea that there are constantly things going on behind the scenes. Las Palmas has come a long way since I purchased my condo in 2004. Las Palmas has great owners, I have always felt that we as owners can do just about anything to improve our resort as long as we work together, have a positive message, and majority support to accomplish what we want done. I look forward to serving another term as a board member should you vote for me again this year. Thank You. Bruce L. Turner



### Bonnie Horton – Treasurer

I feel privileged to have been appointed to the Las Palmas HOA Board and look forward to serving the homeowners association. My husband, Roger and I watched most of Las Palmas being built since we bought our condo in 2003. We have been in the rental pool since July 2004.

To give you a little information about myself: I have been married to Roger Horton for 48 years, we have 3 sons, 7 grandchildren, and 1 great-grandchild (which I am way too young for).

Over the last 40 plus years, I have handled the financial reporting and accounting managerial duties for several family-owned businesses. In the late '70s, my husband and I owned a furniture store where I fulfilled accounting duties.

Then in the early '80s, I went back to college and received my Interior Design degree. I worked with a Phoenix design firm for 5 years before starting Bonnie Horton Interiors. I became an Allied Member of American Society of Interior Designers, where I designed residential homes, model homes, and commercial buildings.



To r Bruce Turner, Jaana Ponzio,, Bonnie Horton, Dan Dimovski



Jaana Ponzio, Board Member in the role of Treasurer, sold her condo and submitted her resignation effective October 26, 2017. The Board would like to take this opportunity to thank Jaana for her dedication, commitment, and contributions to Las Palmas over the past eight years. The Board held a "passing the torch" awards ceremony to recognize Jaana's sacrifice of her time and effort in this voluntary capacity for the benefit of all of us in this community.

In 2002 a friend and I started Stage It!, a business that prepared homes for resale until 2010. In 2010, Roger and I bought five acres, built a home, and retired (somewhat) in Southern Arizona.

I have been more than happy with the direction Las Palmas has taken since Jaana, Dan, and Bruce joined the board. I promise to do my best to live up to the high standards and expectations that promote upward mobility for our community.

# Anything is Possible!

-Continued from front cover ANYTHING IS POSSIBLE.

More detailed information will be available to all that attend the owners meeting. I urge all of you to attend so that you may participate in this very important opportunity only for Las Palmas owners. From the board's perspective, it is important that we bring this opportunity to the table and allow owners to decide what they want and what the future holds for Las Palmas. Please participate, there is a lot to consider and there is a lot to gain.

I cannot forget the vision I had, and I still have for Las Palmas. I shared this vision with you all at the 2016 owners meeting and in that year's newsletter. Las Palmas can become the premier resort on Sandy Beach, if it prepares itself and continues to improve and take advantage of opportunities. Be it the development of the new port, that for a while was

on hold and now back on track with government support, or opportunity literally right in our backyard. We do not have control over the new port, but we do have control over our backyard. To date, I have to say that the owners of Las Palmas have taken every opportunity to reach this next level. This new development opportunity is the one that can truly set us apart from everyone else and attain the vision that I know I share with many of you. When we work together "Anything is Possible."

I am looking forward to seeing all of you and wishing each and every owner the very best in 2018!!!!

Thank you.

Dan Dimovski  
Las Palmas HOA President



### Arizona Joins Push for Rocky Point Cruise-Ship Port Funding

The Arizona governor and Sonora, Mexico governor are working together to push for funding for a cruise ship point on both sides of the border.

June 3, 2017, PHOENIX (AP) — The Arizona governor and Sonora, Mexico governor are working together to push for funding for a cruise ship point three hours from Phoenix. The Arizona Republic reports (<http://bit.ly/2rwBtpD>) Govs. Doug Ducey and Claudia Pavlovich created a memorandum of understanding to ask the Mexican government to contribute the remaining funding for the construction of a port at Rocky Point or Puerto Peñasco. The pair made the announcement at the Arizona-Mexico Commission Summit in Paradise Valley on Friday. Rocky Point is already a popmajority from Arizona.Gov. Pavlovich says the cruise ship industry will also create economic opportunities for Arizona.

The Sonoran government expects to begin docking cruise ships at Rocky Point in 2019. Information from: The Arizona Republic.



### Guest Reviews

Reviews do matter. 80% of guests choose a resort and condo based on reviews. These illustrate the importance of keeping your units up to date and beautiful.

- *Had a great time on our beach vacation. Great facilities with an amazing beach side location. Date of arrival November 22, 2017*
- *Spacious. Good view of the Sea of Cortez. Good views of sun rises and sun sets. Decor outdated but Ok. Resort and grounds pretty nice. Will be better when new pool is complete. . Date of arrival November 18, 2017*
- *First Class—Very well kept, beautiful and clean. Date of arrival November 9, 2017*

- *We had the best time at Las Palmas! WE stayed in Villa #18 right on the beach. The kitchen was nicer than mine at home. The bedrooms all had king size beds which is nice when traveling with two other couples. The staff was helpful and very friendly! Thanks for a Christmas we will never forget! P.S. We will be BACK!*
- *It really is just like it was in the pictures. What you see is what you get. We were very happy and had a great time!*
- *We picked Villa five because of the amount of guest it was able to accommodate and for the lavish look. The beds were soft, the kitchen fully equipped, and the view was amazing! Our wedding was beautiful and we received much compliments, and to add seeing the sunset go down was beautiful. We plan on renting this Villa again. Beautiful Memories!*

## IT'S ALL GOOD ... BUT LET'S MAKE IT BETTER

In an effort to make Las Palmas the best resort it can be, the HOA has worked hard to improve the common areas with upgrades. But, all owners must take the same responsibility to improve and upgrade the interior of their condos and villas. The points listed below are necessary for our guests to have the best experience possible. Put yourself in the guests' shoes, and insure your rental meets expectations. Remember, you want repeat guests – not guests who leave disappointed and look elsewhere for their next vacation!

### OWNERS:

- Familiarity with HOA and rental rules.
- Achieve minimum standards for your rental.
  1. Replace old box TV's with flat screen models – guests are asking for SMART TV's!
  2. Replace worn and dirty furniture.
  3. Replace rusty and ripped patio furniture.
  4. Paint interior walls as needed – your unit gets a lot of traffic!
  5. Lumpy, old mattresses and blankets on beds and sofa beds should be replaced.
  6. Yellowed fans, and outdated appliances replaced.
  7. Furniture that is scratched and broken should be refinished or replaced.
- Last but not least . . .
- Bring your units up to date – furniture from the 70's, 80's and 90's in a vacation rental is not acceptable.

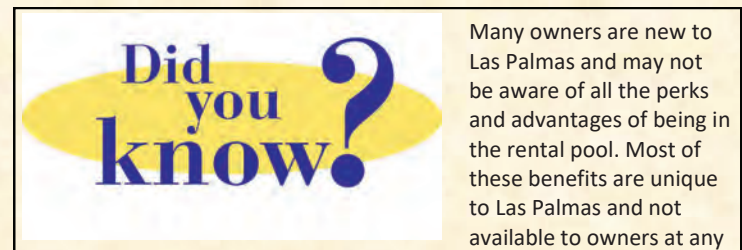
### LPR:

- Turn-down service for air conditioners and 1 courtesy bag of ice.
- Discount on cleaning fee for owner reservations.
- Property inspections and personalized reports
- Perform routine maintenance
  1. Light bulbs replaced.
  2. Air filters replaced.
  3. Provide deep cleaning service.
  4. Keep linens and towels fresh.
- Provide an up to date reservations system.

### HOA:

- Keeping our property desirable with amenities
  1. New negative edge pool
  2. Water slides
  3. Clubhouse expansion
- Procure top quality tenants/operators for the outlet stores.
- Provide trained security and enforce wristband policy.
- Maintain common areas and pools.
- Property beautification, landscaping additional palm trees.

These are just a few of the issues and points of action that require cooperation and teamwork between the HOA, homeowners and LPR. Your input is always valued, and areas of concern, suggestions and complaints can all be filed on our website for management follow-up. Let's continue to strive to make Las Palmas better, for the best is yet to come!



Many owners are new to Las Palmas and may not be aware of all the perks and advantages of being in the rental pool. Most of these benefits are unique to Las Palmas and not available to owners at any

other resort in Rocky Point! Some of these benefits are:

- Routine maintenance work on your units is free of labor charges.
- All materials and parts are charged to you at actual cost – no markup!
- Free Linen Exchange – After your initial purchase of a linen package, you never gain pay for new sheets and towels – this saves you hundreds of dollars annually!
- Discounted cleaning fees for owner reservations.
- On-Site Laundry Facility – your washer/dryer and electricity is not used.
- Free AC turn down service! During the summer months, you receive an email asking if you would like your AC turned down – no more waiting for your home to cool down!
- Free courtesy bag of ice! At your request we will leave one bag of ice in your freezer prior to each owner reservation.
- Find your own guests! When you book a Paying Guest of Owner (PGO) reservation you receive 80% commission instead of 65%.
- Owners in rental pool have free use of kayaks and beach toys.
- Save the hassle at the border with our delivery service of appliances, TVs and furnishings you purchase in the states, with extremely modest delivery fees.
- Annual Inspection Reports provide you with an update on the status of your property
- Electric bills, trust fees and annual property taxes are paid from your rental income or reserve account on your behalf.

Not everyone loves animals, and pet owners should keep this in mind when walking their animals through their buildings, on elevators and on the common grounds. Dogs are only allowed on common property when on a leash.



Pet owners **must** retrieve and dispose of their pets' excrement on ALL common property and the villa grassy areas. Owners and guests should not be subjected to the unpleasantness of animal feces.

No pets are allowed inside common buildings, pool areas and food courts etc. Guests and owners should not have to be made uncomfortable and/or endangered by pets. Some people are afraid of unleashed dogs, while others may have an allergy.

There have been too many violations of these common sense policies that we wanted to remind owners of their responsibilities as a pet owner at Las Palmas.