

# Newsletter



## The members of ANID's Steering Group are (from left to right in the picture):

- **Juan Manuel Caldera** (Vice President of Nica Dev)
- **Sara Murphy** (Coldwell Banker, partner)
- **Raul Calvet** (Calvet & Asociados)
- **Michael Cobbs** (Owner of Gran Pacifica)
- **Chris Berry** (Owner of Pelican Eyes... Piedras y Olas)
- **Jorge Estrada** (Owner of Montecristo Beach Resort)
- **Sergio Corrales** (Garcia & Bodan, partner).
- **Tuey Murdock** (Vice President of First American Title Insurance)
- **Lori Estrada** (Owner off Montecristo Beach Resort)
- **Roger Keeling** (not on picture) (Owner and CEO of Hunter Blair homes developers)

## We are on the right path

On October 11<sup>th</sup> of 2008, the Steering Group of ANID gathered for a retreat at the Seminole hotel. Many positive things came out of this day; the participants shared their strong opinions so they could come up with creative new ways to make ANID a stronger, more recognized Association.

Some of the issues discussed during this retreat were how to increase our membership, gain strength and recognition, defining member benefits, how to communicate in a better manner, how to establish closer relationships with government officials, a strategic model to move forward, what to expect from ANID and how to be better heard by the public, investors and government.



**Steering Group of ANID, at the Seminole Hotel**

In order to discuss the issues above, the steering group came up with goals and activities. And the main short term goal defined by the SG during this activity is "Being recognized as the leading organization for residential tourism in Nicaragua".

ANID wishes to become a focus group for investors and developers, so it becomes a source of information, knowledge and support. It also wishes to develop Nicaragua by marketing the country and contributing to improve its social and economic situation and at the same time, creating a favorable climate for Real Estate Business.

How to accomplish this? There are many activities that ANID is working on in order to achieve all the issues above. There is a lot to come from ANID! We have seminars, workshops, fundraisers and many more activities. A board of directors will be elected and we will work very hard to have a stronger Association.

**The best is yet to come; we invite you to be part of it!**

### INSIDE THIS ISSUE:

- What is ANID up to? "We are on the right path" is an article about their last Retreat
- Get to know our Founding Members: A statement from Tuey Murdock
- Let's talk Nicaragua: Is the Financial Crisis benefiting the Tourism Sector?
- The NIC 09 Conference next April is the opportunity of a lifetime!!
- ANID welcomes the new Ambassador of the U.S. in Nicaragua.
- Social Project of the month: Savings Start

**YOU WILL RECEIVE AN ANID ALERT REGARDING THE COSTAL LAW VERY SOON!**



**Tuey Murdock**

## Get to know our Founding Members:

Why did Tuey Murdock, vice president of First American Title Insurance for Latin America and the Caribbean decide to be a founding member of ANID? This is what she had to say:

"I love Nicaragua and its people..."

I would like to see Nicaragua grow economically so that more Nicaraguans can obtain an education, can have a home with a roof, can eat enough each day.

Investment in Nicaragua can help Nicaragua grow economically.  
Investment requires investors.

Investors need to feel secure in their investments.

Security comes through a system that has a strong rule of law and is not arbitrary and capricious in its protection of the rights of investors.

Intimidation and corruption degrade the rule of law system and erode the confidence of investors. Intimidation and corruption can only be challenged through strength. Strength lies in numbers.

**ANID** has the potential to be a force to be reckoned with because we have the numbers.

**ANID** can represent a strong force to push for the rule of law and change in a system that doesn't fully protect the rights of investors.

A group of like minded individuals can accomplish more together than we can as individuals.

**ANID** members can help educate each other to be better investors and developers.

**ANID** can be a force to help work within the system to improve it and make it more effective.

**ANID** can help channel resources of its members to social programs to help Nicaragua grow economically for the benefit of all Nicaraguans.

**ANID** can focus the passion of its members for Nicaragua and its people into helping Nicaragua gain economic strength and integrity.

**ANID** is strength in numbers."

*"A group of like minded individuals can accomplish more together than we can as individuals"*

## Let's talk Nicaragua: is the financial crisis benefiting the tourism sector?



**Nicaragua**

According to a government employee, the crisis affecting the markets in the United States and Europe may be an opportunity to increase tourism in Central America. This region provides a wide offer with lower prices than other traditional destinations.

Ricardo Martinez, a member of the Central American tourism council expressed: "we should not be afraid of the recession affecting the wealthiest countries, because it has not affected tourists' reservations and arrivals to our region. The tourism industry is not suffering with the crisis".

Martinez participated in the Travel Market Fifth Central American fair, held in Managua. This fair is bringing together 154 touristic operators from the United States, Europe and Taiwan, as well as 364 Central American exhibitors who offer tourism packages, arts and crafts products and other products from the region.

In 2007, Central America was the third touristic destination in the world, with an average growth of 11%, according to the information gathered from the tourism institutes.

## The NIC 09 Conference in April is the opportunity of a lifetime!!!

Mark your calendars! From April 19<sup>th</sup> to the 23<sup>rd</sup> our first ever Nicaraguan Investment Conference will take place in Managua, Nicaragua.

This is your big opportunity to learn about the best way to do business in this country. We want to show you the remarkable opportunities and business advantages you can put to use immediately to boost the profitability of your own companies and personal fortunes.

We'll be based during our time in Managua at the Crowne Plaza Hotel. With architecture reminiscent of Mayan pyramids, the Crowne Plaza is strategically located close in the heart of the city, close to restaurants and shopping malls and only 15 minutes away from the International Airport. Rooms are large and luxurious and most enjoy a spectacular view of the city.

You won't find a better, more enjoyable or more efficient way to explore your many options than to join us in Nicaragua this April.

And it's an extraordinary value as well. The registration fee for this program includes:

- General group sessions with our panel of experts
- Small, hands-on workshops, each led by an expert

- Detailed handouts and materials from the speakers
- Admission to our exhibit hall full of useful resources
- Cultural Tour
- 2 days (one full, one half) of fact-finding field trips to agricultural sites, local businesses, real estate developments, and more
- Four Lunches, Two Dinners, Two Cocktail Parties, Coffee breaks each day, and a special Folkloric Event
- Help, throughout the program, from our staff

Plus, as mentioned before, it also includes your hotel room at the luxurious Crowne Plaza Hotel with breakfast for 5 nights in Managua!

The total price for everything mentioned here is just \$999 per person, double occupancy. (\$1299 for singles)

You'll meet with the top movers and shakers in Nicaragua...from government officials to well-connected local attorneys and business people...including foreign business owners. They'll talk about their experiences and prove to you that relocating your business or self to Nicaragua is an idea worth exploring.

**Reserve Now!!**



**This conference is your big opportunity!!**

- To reserve your place for our first-ever Nicaragua Investment Conference Call our Nic 09 Events Team:

(505) 2762590 or  
(505) 2762596

e-mail:  
info.anid@yahoo.com

## ANID welcomes the new Ambassador of the United States in Nicaragua



**Mr. Chris Berry, The Ambassador Mr. Robert J. Callahan, Mrs. Tuey Murdock and Mr. Jorge Estrada**

On Friday November 14 of 2008, the Steering Group of ANID threw a welcome Cocktail party for the Ambassador of the United States in Nicaragua, Mr. Robert Callahan. The cocktail took place at Mr. Jorge and Mrs. Lori Estrada's home, in Las Colinas. The ANID steering group was able to share a very nice evening with the Ambassador, his wife Deborah and his team. Many important issues were discussed, such as the economical situation of the country and the November mayor elections in Nicaragua.

We want to thank the Ambassador, his wife and his team for joining us. At the end of an evening of good drinks and food, we are happy to say that we have made many new friends!

## Project of the month: Community Refund's Savings Start

One of ANID's flagship projects is Community REFund, which is a cross-sectoral collaborative initiative focused on a funding mechanism to channel money to local projects and charities. Community REFund aims to reduce poverty by increasing opportunities in communities around Nicaragua.

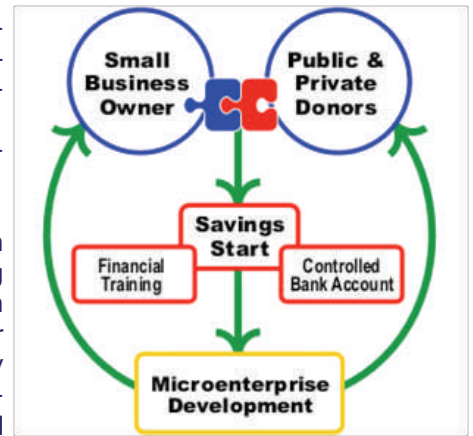
Savings Start is a program from Community REFund which combines access to capital with financial training.

Participating small business owners have been saving a specific dollar amount each month, earning interest on it. They are also required to attend two financial training workshops each month taught by Coldwell Banker Nicaragua Real Estate agent, Ben Patterson. During the half year program, the participants from San Juan del Sur have created a business investment plan, and at the end of 6 months Community REFund is going to match their savings 1 to 1 in a grant that facilitates the execution of the business investment plan. The funds are administered by Comunidad Connect, an organization with Community REFund.

The expected results are better run businesses, improved goods and services, and a stronger local economy. Coupled with healthier and more self-sufficient families, these factors will contribute to appreciating property values.

Currently, SS has about 8 participants and they will be graduating from their training workshops in December 15<sup>th</sup>. Congratulations to all!

Next February, more people will be able to learn how to administer their businesses in a profitable manner because the Savings Start program will begin a new cycle! This time, it will be in Tola, Rivas.



If you want to learn more about Savings Start and/or Community Refund, go to [www.communityrefund.org](http://www.communityrefund.org)

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*ANID is the Association of Nicaraguan Investors and Developers. It was born in 2006, as the main organizational initiative of the top national and international developers and investors of Nicaragua to foster the realty sector in the country.*

*"Our goal is to be recognized as a leading organization for residential tourism in Nicaragua. Our members are committed to the country of Nicaragua and to the business of real estate development and through this, they have become active contributors to the economic and social development of the country"*

ANID's Steering Group, 2008.