

Charter Boat Fishing in Cabo

BY CAM RENAUD

If you haven't been deep sea fishing in Cabo you have yet to experience one of the most exhilarating and memorable events of your vacation and quite possibly your life. I've fished Cabo for the past 15 years and can say, without a doubt, it just never gets old and never will because it's different every time. Like a 5-year-old kid on Christmas eve, I wake up every hour the night before fishing, look at the clock and try to get back to sleep while my mind races thinking about what I've forgotten, even though I have a checklist and everything is ready to go.

The first thing you'll need is a boat and a captain. You'll see a lot of advertising, but I suggest heading to the marina at Cabo San Lucas or Puerto Los Cabos (in La Playita just east of San Jose) around 1 p.m. to see which boats are bringing in fish and what they're catching. As you look at the boats and fish also chat with the guests coming off them about their experience.

Normally, charters run from dawn and you start heading back in around noon; you can book full days but the wind typically comes up in the afternoon and most boats head in to avoid the rougher water.

There is a wide variety of boats to charter, from a 20ft panga (an open boat that may or may not have an operational shade canvas and the toilet is a 5-gallon pail) up to large 50+ ft cruisers with beer fridges, bathrooms and an air-conditioned cabin. More than 2 guests in a small panga is crowded; for 3 guests a "super panga" (averaging 26 ft) is good as it'll handle rougher water and be more stable. For 4 or more guests you're looking at cruisers, pricier but certainly more comfortable. And with a bathroom!

CONTINUED ON PAGE 6

Rock Concert with a Cause

BY FERNANDO RODRIGUEZ

In Mexico City, they have been called the band of bands. Four famous guys, known as Banda Bostik, that have withstood the test of time during the past 40 years together, will headline a Rock Concert with A Cause during the weekend of December 18 and 19, 2022. It will take place at Cabo Jacks, located on Calle Revolucion **CONTINUED ON PAGE 9**







Que Pasa in Cabo?

BY DAVID FLORES

Propane Gas Scarcity Coming to an End. Under pressure from the population of our Southern Baja state, the ferry boats company has somehow increased transportation of propane and it is now available in bigger quantities, although not yet to normal, regular supply. There is still a problem with semi-trucks arriving to our state as one side of the ferry boats dock in Mazatlan has been blocked for 3 weeks due to a ship that broke down and is expecting parts to begin the repairs.

Loreto Might Add Four *More Docks.* The quaint town of Loreto, located 1.5 hours north of La Paz, welcomed for the first time the Diamond Princess cruise ship and nearly 2,500 passengers with fat wallets invaded the town. During the welcome ceremony, it was revealed that a company wants to build four more docks in the Puerto Escondido area, a few miles south of Loreto. Stay tuned.

Gorgeous Ecotourist Area *Opens Again.* The Sol de Mayo Ranch, which closed a few tures a small restaurant with

OK's Traveling to Mexico Hot Spots. Now that winter weather looms over the U.S., Canada and Europe and the Holiday Season begins with Thanksgiving, the U.S. State Department released its latest travel advisory. In relation to Mexico, which continues to be at the top of the hottest tourist destinations, the advisory reads: "There are no restrictions on travel for U.S. government employees in Baja California Sur state, which includes tourist areas in Cabo San Lucas, San Jose del Cabo, and La Paz." What are you waiting for? There's many ways

weeks ago when a rock fell on a visitor causing him to lose his arm, is open again. The Los Cabos civil protection agency has confirmed that the area is not dangerous anymore and has approved its reopening. The site, located in the community of Santiago about 30 minutes north of San Jose del Cabo, has a beautiful lagoon and waterfall and also fea-

of 351,111, beating La Paz for the first time in history. Now the Municipal Institute of Planning (Yes, we have such an agency), is projecting that the number of inhabitants regional cuisine. Enjoy! will grow to half a million by U.S. State Department the year 2050. Remember, Los Cabos goes from Migriño on the road to Todos Santos, to Buenavista in the East Cape, including other communities like Miraflores and Santiago. Will Medano beach look like

Dinner for a Cause Invitation. The S.N.A.P. (Spay, Neuter & Prevention) organization is inviting the Los Barriles, East Cape community to a 3-Course Dinner on Saturday, January 14 to raise funds to continue their humane campaigns while at the same time celebrating the org's 10-year anniversary. Tickets are only \$50 bucks and can be bought by calling 503-507-1705 or emailing info@snaplosbarriles. org Enjoy dinner and help the critters!

Spain – Los Cabos Flight to **Return.** The Los Cabos Hotel

Association has confirmed the return of the Madrid-Los Cabos flight by IberoJet for next summer. This year, the Spanish

airline flew a weekly flight only

from July 18 to September 12,

but the success has indicated

that it should return. There

are no confirmed dates yet, so

to Nearly Double by 2050. Ac-

cording to the 2020 Census,

Los Cabos had a population

Cabo Population Expected

stay tuned.

Foreign Investment Breaks **Record.** Again. Between January and September this year, direct foreign investment was reported at \$32,147 million U.S., up 29.5 percent against the same period of last year. In related news, the OCDE reported that Mexico was the Latin American country with the most growth, at 1.8 percent, compared to the 0.4 percent average of the region. It's time to invest in Mexico!

Mexico's President Promise No More Blackouts in Our **State.** Andres Manuel Lopez

Published bi-monthly in Anaheim, CA., and distributed in Mexico & the United States by GG Printing 2018 S. de R.L. de C.V a division of Reid and Wright advertising.

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Who's to blame:

Publisher

Reid Keebaugh

Business Manager & Sales

David Flores david@gringogazette.com Cell (624) 121-1214

Sales & Subscriptions

Alejandra Sarachaga alejandra@gringogazette.com Cell (624) 159-7741

Sales

Patty Hinojosa patty@gringogazette.com Cell (624) 174-9773

Distribution

Antonio Fuentes

Graphic Design Oliver Quintero

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Obrador (AMLO) announced the acquisition of the New Fortress Energy company in La Paz, which produces natural gas, at a cost of \$180 million USD. This, the conversion of the existing diesel-fueled thermoelectrical plant to a hybrid one and the construction of a new one at a cost of **CONTINUED ON PAGE 9**

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3



Snake!!!!!

(and other nastier nasties)

BY CAM RENAUD

If you enjoy a morning walk and a bit of adventure, why not try the closest arroyo for your next route? Grab your water bottle and hiking friend and head up the road less travelled. Don't freak out if, all of a sudden, you spot a 5 ft long ssssnake! Stop, look and listen. What is your reptilian friend up to? If it's a rattler, you'll hear it warn you to stay away. However, if it's brightly coloured and longer than 4 ft, odds are it's just a San Lucan Gopher snake warming up in the morning sun, as pictured above. With BCS night-time

lows averaging 65F over the next 4 months, snakes are on the move to dens - into seasonal hibernation.

This year a weather anomaly occurred with higher-thanaverage rainfall starting in August. Have you noticed how green the desert is? Collectively we've received over 17" of rain to date, in sharp contrast to the 10-year drought average (2005-2015) of 3" per year.

Rain does amazing things in a desert, including flushing out snake dens. All life in the desert, accustomed to routine heat and drought, responds

abruptly to rain. In 15 years of coming here, I've never seen so many different flowering cacti and, so many snakes. Along with the abundance of flowering plants, there are more insects and spiders. Lizards and bats are ready to take on the increased food supply, and with more seeds so are mice and chipmunks. Of course, more lizards and rodents mean-you guessed it - more snakes. Over the past 2 weeks, we have come across a Lyre snake, 2 Red Diamond Rattlesnakes, a Black Diamond Rattlesnake and a Gopher snake. It's all a wonderful example of the circle of life.

Fortunately, humans are not on any Cabo snakes' menu, but correctly identifying them is critical to your good health and well-being. The rattling sound made by the buttons on a rattle-

snake tail is a dead giveaway, but you're already getting too close if you hear it. Rattlesnakes are far better camouflaged than most non-poisonous snakes and can sense you before you see them. In a dramatic display, a rattler may also puff up and hiss by exhaling rapidly. Stop moving and look for the snake. Then start to back away from it and look where you're stepping in case there's more than one. If it's obvious it's not a rattler, the shape of the snake's head is a good indicator of whether it is poisonous. Non-poisonous snakes have a narrower head, and more streamlined to the body. Poisonous snakes have a wider, more exaggerated triangle-shaped head. Better yet, be a boy scout: go online before you go hiking in the arroyo or desert. Look up Red

Diamond, Black Diamond, Speckled and Baja California rattler - the most common types around the southern tip of the peninsula. Strangely, rattlers also have dispositions and Red Diamond is said to be much more tolerant than a Black Diamond - go figure, a kinder gentler rattlesnake. Each of these snakes will be between 3-4' long when fully grown and have the ability to lunge about the same distance. If you're hiking in snake habitats, the best walking stick is one at least 4' long with a "Y" shape on one end so you can pin a snake down if necessary.

Getting bitten by a snake is never good, but nor does it mean your demise if it was a poisonous snake. Poisonous snakes may bite but not inject



New Supermarket Opens in Downtown Cabo

With many complaining about the worsening of vehicle traffic

BY FERNANDO RODRIGUEZ

The long-awaited grand opening of the Chedraui Selecto supermarket, located at the Puerto Paraiso Mall, took place on Thursday, November 17. The newly-minted downtown Cabo San Lucas grocery store is open from 7 a.m. to 11 p.m. For anyone and everyone who lives in the central area, the shopping center is a welcome addition to the vibrant tourist-filled neighborhood.

For every guest staying in hotel resorts that encompass the Cabo strip, the Chedraui Selecto is a five-star, first-class place to pick up vacation

necessities like snacks, fruits, vegetables, alcohol and wine. And speaking of wine, they have a modest Merlot selection of wines from Ribera del Duero, Bierzo, Alman, Rueda, Penedes, La Mancha, Somontano, Mendoza, and Navarra just to name a few.

And while many suspected that prices in this luxurious location would be through the roof because of its proximity to other downtown businesses, it turns out their cost for most items is reasonable. The freshly baked warm Bolillo bread costs a buck, and pastries from

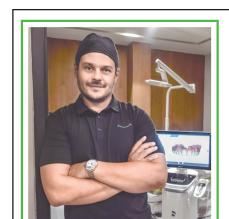
the bakery department are also priced from \$4 to \$8, which is equivalent to the cost at Soriana and Walmart.

The oranges are priced at some \$18 per kilo, which is also comparable to those offered everywhere else. The air-conditioned store is a very cool and neat place to get your shopping done.

There are entrances to Chedraui Selecto from the streets of Lazaro Cardenas Blvd and Acuario, as well as from the Puerto Paraiso Mall parking structure, which costs about \$1, and from within the mall itself.

"I have been really surprised at how affordable everything is and I'm excited I don't have to take public transportation or an UBER to get my things at the farther away Walmart," said Jerry Aguilar, originally from Guadalajara, Mexico who works in San Jose del Cabo but lives in the downtown area near McDonald's.

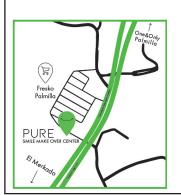
The Chedraui stores were founded in 1927 in Xalapa, Veracruz by Lebanese immigrant Lázaro Chedraui and his wife Ana Caram. Originally called the House of Chedraui, by 1970, the billionaire's father, Antonio Chedraui, began to expand the business, building the first multi-department store that same year and by





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1985, the business had expanded to six stores. Grupo Comercial Chedraui, the family's holding company, was incorporated in 1987 and in 2005, Grupo Comercial Chedraui bought 29 stores in Mexico from Carrefour. Then, three years later, the company purchased seven Gigante stores

in the American southwest and expanded its operations to California, Nevada, Arizona, New Mexico and Texas.

"I have been waiting for this a very long time. I couldn't be happier. When I first arrived in 2010, there was only the Aramburo grocery store and **CONTINUED ON PAGE 13**



Km 17.5 Corredor Turístico, in Glass Factory Plaza across from Grand Velas











Los Cabos Contamination Conundrum

BY BRAD FALKNER

Looking back to the beginning of the pandemic, that is when I had my first bout of culture shock. I really should have been more aghast by the worldwide pandemic that turned my vacation into a stay-cation. Given the options available to me at the time, it seemed like the sensible thing to do considering that my hotel was going to close its doors in less than a week. When weighing my options of being sequestered for months on end in Wisconsin, remaining in Los Cabos won out in a landslide. Fortuitously, I found an ideal two-bedroom house to rent in the quaint San Jose barrio of Rosarito before getting the hook from the Hampton Inn.

Back to my initiation to Cabo culture shock. Thankfully mine was a mild case regarding recycling--specifically the fact that I was not required to sort my rubbish for the trash collectors. All of my basic recycling skills that I had honed in the U.S. for decades dissipated like a puff of smoke.

I blindly accepted that sorting one's waste was not a priority or even an objective in San Jose del Cabo. I then decided that gratitude would be my attitude, as the garbage men arrive every Monday, Wednesday and Friday mornings. It didn't take long for me to appreciate this public service--especially when living without the luxury of a garbage disposal. It turns out that this is a free service, which is why it was suggested to give these hard-working hombres a couple hundred pesos now and then. If I'm short on dinero, they seem more than pleased to accept ice cold Tecates for

their herculean efforts.

I had been under the impression that the cost of living in Mexico was much, much less expensive than the U.S. (true in most places and the only major drawback of Los Cabos). For some reason this didn't initially hit me over the head; it eventually did when I took a hard look at my monthly spending habits. Astounded at having to pay an average of 170 pesos (\$8.50 USD) for lunch, even for a few tacos and a drink plus tip, I decided it made more sense to make my own meals. This turned out to be a blessing in disguise, as I rediscovered the joys of cooking. Alas, that presented a new problem: food waste. Another byproduct of preparing and consuming most meals at home was the accumulation of plastic, glass, and aluminum. I had an epiphany, really more of an aha moment. Perhaps I could step up my efforts regarding recycling and the environment?

I began doing some research and found a few places that would take my recyclable waste. Not that long ago I came across Francisco Colin, an experienced environmental engineer focused on climate change, environmental education and environmental consultancy. He is an active leader in the climate action group called Contaminates Anonimus (CA), which in English translates to Pollutants Anonymous. They (CA) are a community that seeks to change its polluting habits and improve the planet we all call home. CA focuses on environmental activism through art, the regeneration of ecosystems, workshops, politics,

self-management, changing personal habits, the gender perspective, interdisciplinary, and community outreach.

Members of CA value the need to generate individual and collective changes regarding personal polluting habits. Their ultimate goal is to establish healthier and more conscious links with the earth. They begin this process by sharing and discussing how they feel and relate to environmental issues and causes at each meeting. They hold weekly meetings in San Jose del Cabo on Wednesday evenings at 7:30 that are open to the public. For the time being these meetings are in Spanish. (For weekly meeting locations please visit the websites listed at the end of the article.)

I attended my first CA meeting at the end of Novem-

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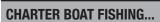
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ber and was intrigued and fascinated by the occasion. My Spanish hovers somewhere in the intermediate range at best, and since many people at the meetings have a similar or better level of English, I was able to understand and follow much of what was being shared. Led by Colin,

the group was encouraged to engage in conversation and share what ended up being their unique perspectives, experiences, opinions, and feelings regarding the relationship they had and now have with the planet. The topics shared that night ranged







continued from page 1

If you've never been ocean fishing you'll soon learn if you have "sea legs". Even when the sea surface is calm there is "swell," the natural tide-driven roll of the sea. Wind adds waves and chop to the swell and a panga will feel it a lot more than a larger boat. Being seasick is said to be a fate worse than death. If you get seasick and your companions don't, you may suffer for the duration of a 6-hour trip. The good news is as soon as you step back on the dock you'll be fine, really.

Prices for boats vary from

as low as US\$150 for a small panga to more than US\$1,000 for the big cruisers. That's just for the boat, a captain/deck hand(s) and fishing gear; bait is usually extra, and you'll need cash for tips and a fishing licence (purchased at the dock in the morning). Bring lots of pesos as the extras can easily tally to 25% more, especially if you caught loads of fish and the crew was really busy. They're not paid much, so they'll work hard for that tip.

Charters require a cash deposit when you book the trip. Get the captain or booking boss to give you his business card with the amount of your deposit written on the

back and take a picture of the boat and captain so you know what and who to look for in the pre-dawn morning. You have to find your charter the next morning when the docks are busy with crew loading gear and guests onto boats in the race to get out. Be on time, and early if you need to buy a licence. If you don't see your charter ask or show the card to one of the other locals, they'll point you in the right direction.

Although gear is included, you'll see some gringos (like me) bringing their own. Sometimes with the small pangas the gear may be older, not recently serviced, and therefore

not in the best shape. Before I had my own gear, I lost some nice fish because the reels malfunctioned and locked up or the line was old, stretched out and chafed and broke off. The big cruisers usually have newer and more expensive gear in top shape simply because they can afford it, the small operators, not so much.

Now down to actual fishing. The fish you see at the marina depends on the time of year, the water temperature, and available bait. The warmer the water the better, as many species migrate to take advantage of schooling baitfish like sardine or chehuella (pronounced chee willy) – small

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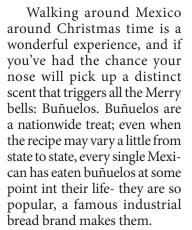
baitfish that form large schools in the open ocean and can be caught on a small handline. Another baitfish, Caballito, are netted in the marinas and can be purchased in the mornings. Caballito are good for slow trolling as anything will hit them. If sardines are available





Cooking Like a Mexican

BY ALEJANDRA BORBOLLA



Buñuelos are a Mexican recipe that was introduced by the Spaniards from the old world, but the origin is quite unclear. Similar treats exist around the world under different names, for example: beignets in France, loukomades in Greece, cioffe in Italy, rosettes in Poland, jalebi in India, and we could even compare buñuelos to funnel cakes. Truth is, it's another one

of those recipes that has a close relative in almost -if not everyculture out there, which blows my mind but at the same time makes total sense since we all love some fried dough with

of buñuelos dating back as far as the twelfth century, where isfany was a sort of fried dough introduced in boiling honey. The first actual recipe where



some sort of sugar or syrup. The recipe is said to have Arab roots taken to Spain during the crusades, becoming a traditional treat during lent. A very early recipe record shows an ancestor

buñuelos are recorded and called by the name we know today was published in a book titled "Arte de cocina, pastelería, vizcochería v conservería" by Francisco Martínez Montiño the King's major cook, published in Madrid in 1790.

Like many of our beloved and traditional recipes, buñuelos were introduced by the Spanish convents in Nueva España (how Mexico used to be called before the independence), were colonial adaptations were made. One of the most famous convents in that time was the San Jerónimo convent, where Sor Juana Inés de la Cruz spent the last days of her life. And who is that lady with



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such a large name? Well no less than poet, dramatist, scholar, and nun, an outstanding writer of the Latin American colonial period and of the Hispanic Baroque. She thirsted for knowledge from her earliest years and throughout her life; wrote her first poem when she was eight years old, and she was teaching Latin to other children by the time she was 13. As a female, she had little access to formal





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for current service times. Cardenas and Hidalgo

ROCK CONCERT WITH A...

continued from page 1

de 1910, which is a mere four blocks from the main strip of Lazaro Cardenas Boulevard.

Tickets for this gala benefit event are affordably priced at \$350 pesos (\$18 US dollars), The newly renovated Cabo Jacks now accommodates an audience of up to 1,000 attendees. On the day of the concert tickets will cost \$450 pesos. Anyone suffering financial hardship can obtain tickets at a reduced fee by contacting (624) 264-6774.

Banda Bostik is a fearsome



with proceeds going towards the social services organization, AMCIAH, which provides mental health assistance for disadvantaged families, as well as helping women dealing with domestic violence. AMCIAH stands for the Mexican Association for Language Training and Holistic Assistance.

foursome, who has played in many of the majestic places that Mexico has to offer including prior performances in Cabo San Lucas with their close friend and local musician, Brian Flynn. The Concert with a Cause Friday night for the public will begin at approximately 7:30 p.m., as will the Saturday night concert. It

will be a more intimate evening primarily for sponsors and VIP members, featuring an acoustic set for the crowd.

Banda Bostik will be playing all their Mexican rock and roll hits as well as cuts from their new album, "Transcendencia" (Transcendence). Their opening act on both nights will be the recently inducted into Mexico's Rock and Roll Hall of Fame, Brian Flynn and his band. In his sixties now, he has been in the studio working on a new album of original tracks. Flynn and his teenage daughters, Sidney and Kenia, have endured a difficult time. They moved to Mexico City for a year while dealing with Flynn's wife Angelica's courageous fight against cancer which claimed her life in late June 2021.

Angelica Flynn-Cruz was a warm and friendly lady who was loved by everyone. She was a sweet and dedicated mother and wife who worked tirelessly as an attorney and manager for the Brian Flynn Band. She was herself inducted into the Mexico Rock & Roll Hall of Fame for her contributions to the medium as one of the first females working in the management end of the music

industry.

"She meant so much to all of us and left me in great shape in terms of all the contacts and friendships we made when we were touring and performing in Mexico City," said Flynn, while also talking about how much they miss her. "She was definitely unique in so many respects," said a friend wishing to remain anonymous. "She always had a smile and was such an easy-going, lovely woman who adored her daughters and loved the Cabo San Lucas community she served. Ladies like her come through life once in a great while and it was such a heartbreaking situation that she had to endure in dealing with her cancer."

While the Concert for a Cause is not a benefit for Angelica, the memory she left behind is definitely one to remember during this holiday season when everyone is getting together to help those less fortunate and in need. Tickets can be purchased at the Dairy Queen in San Jose del Cabo and Cabo San Lucas, or by calling (624) 264-6774.

QUE PASA IN CABO?...

continued from page 2

\$100 million, will increase the production of electricity for our Southern Baja state and reduce pollution in La Paz. I didn't vote for you but Thank you, AMLO!

Mexico Will Produce Lithium Batteries. Foreign Relations Minister Marcelo Ebrard announced that, in cahoots with companies from South Korea, Chile and an agreement with the U.S., Mexico will start producing precious lithium batteries next year. Stay tuned.

SNAKE!!!!...

continued from page 3

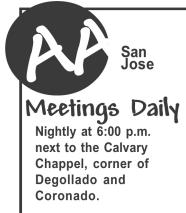
venom. Try to stay calm, get a picture if you can, or focus on the colour and pattern of the snake before heading straight to the hospital.

You'll want to follow this same protocol with identifying other smaller but equally nasty biters currently in abundance - the testy trio of scorpions, spiders and centipedes. Ironically, scorpions are likely the least concerning while spiders rank at the top of the list. If you get stung or bit, ice and elevate as soon as possible. Be vigilant for any allergic reaction (trouble breathing, throat swelling) and take an antihistamine as a precaution. Black Widow and Brown Recluse spiders are common here, and now reportedly Violin spiders too. Poisonous spider venom liquefies the tissue it penetrates so acting quickly can literally save a limb. If in doubt about the type of spider, try to catch it and take it -either dead or alive - to the hospital to confirm.

On the other hand, centipede bites hurt, but aren't fatal to humans. The night of the same day the Gopher snake was seen, my wife jumped out of the bed ripping the covers off me, saying something was nibbling on her foot. I turned on the light and we saw a 5" centipede crawling under the sheet. I scooped up the sheet, took it outside, shook it and watched the centipede scurry off in the bright moonlight.

So, don't let any of this stop you from exploring and enjoying an authentic Baja experience. Just be aware of your surroundings, be able to identify potential hazards and know what to do when the unplanned happens and try to live and let live.





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No matter how much we need or want the money that will come from a FULL com-

mission, better to call in a colleague to represent one side or

AGENCY and The Real **Estate Agent**

Duties, obligations and professionalism in the performance of services

In real estate, the party that represents a buyer and/ or a seller in the purchase or sale of a property is called an agent. In Mexico, as in other countries of the world, the agent has a duty to treat his principal in an ethical and professional manner. The obligation to represent the interests of his principal makes it very difficult for the conscientious agent to represent BOTH buyer and seller

the property for the lowest price possible and the seller is looking for the greatest amount of money he can get for his property.

With this in mind, how can the conscientious agent honestly represent both parties? Almost anyone will agree; there is a conflict of interest when anyone tries to fairly represent both sides of a transaction.

the other. That way both share in the commission, both principals are honestly and fairly served and the agent will have clients who will recommend **BY LINDA NEIL** his or her services to other friends and acquaintances since the buyer wants to buy It ends up being a win-win for everyone!

To reinforce the relationship with buyer or seller clients, it is important to understand and discuss this with the client; outline the responsibilities of the buyer's agent, the obligations of the seller's agent and how to handle important issues such as money where the price is being negotiated. A confirmation of the relationship should be signed by the buyer or seller client.

Not only does this confirm the essentials of the fiduciary relationship, but also the clients, knowing that an agent is working EXCLUSIVELY for them, and not the other side, will be much more likely to remain loyal to his/her agent.

And what are the obligations and responsibilities? Simply put, the SELLER'S AGENT has the obligation to counsel his seller as to fair and reasonable selling price, as to the importance of disclosure of defects in the property, as well as to offer the property to the widest audience possible. The purpose of this, of course, is to obtain the highest price possible for the property.

THE BUYER'S AGENT should assist the client in locating the best property possible which will meet the buyer's requirements. Once located, the property should be inspected as to suitability for the purpose intended and



the most attractive price and terms possible negotiated for the acquisition of the prop-

In all cases, the agent must treat all parties with honesty and fairness.

Forms confirming agency relationships are available by contacting the author at the address below.

PROFESSIONALISM... everybody talks about it.

What really makes a PRO-FESSIONAL agent? What are the elements that contribute to professionalism in an agent's relationships with his or her clients?

KNOWLEDGE and EX-**PERIENCE**: The true professional has absolute knowledge of the subject he or she is discussing. How do we obtain absolute knowledge?

Education is a good beginning. We must be like a sieve, absorbing everything available on real estate, on law, on construction, on land use. It is always a good idea to have a greater knowledge and understanding than is required for any specific case.

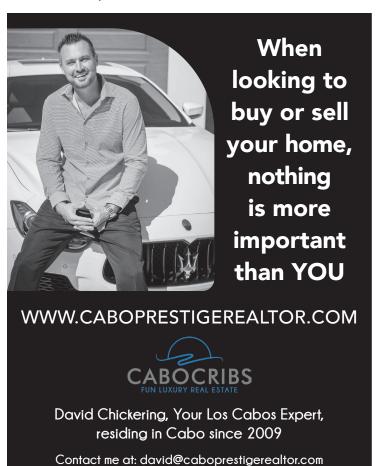
Experience picked up in a transaction is valuable, not just for the current sale, but for the future; it must be stored in the memory bank

for the next transaction or maybe ten transactions down the line.

For the new agent who may lack practical experience, it is wise to never lie or guess the answer to a client's question. It is perfectly all right to admit you don't know and add that you will find out ... and then do it What you learn from the investigation is valuable information for the experience bank, for the next time the same or a similar subject comes up!

PUNCTUALITY is a sign of professionalism and a super important quality of a successful real estate agent. Not only should the agent always be on time but he or she should always be prepared. Does the car need gasoline? Does a contract need to be picked up or filled out? Is there an answer promised? Compliance with promises and obligations helps create respect. Delays, waiting at a notary office, having to repeat a document -- all these are necessary from time to time, but should be avoided if at all possible.

COMMITMENT: Listen, really listen, to the needs and dreams of the client, be it **CONTINUED ON PAGE 19**



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Which Works Best for Buying Mexican Property?

A Mexican company or FIDEICOMISO, the Mexican bank trust?

BY LINDA JONES NEIL

Article 27 of the Mexican constitution requires that any foreigner buying residential property in the restricted zone (an area 50 kilometers wide along the coastlines and 100 kilometers along the borders) must acquire the rights to the property through a Mexican bank trust, known as a *fideicomiso*.

Pursuant to the Foreign Investment Law of 1994, any company established in Mexico is considered as Mexican even if all the shareholders are foreigners. This applies to corporations, limited liability companies and partnerships.

Thus, many think that by establishing a Mexican company, a Mexican bank trust (fideicomiso) can be avoided. It can be, but it is important to consider other aspects before making a final decision as to how to title your Mexican property.

The Mexican corporation, limited liability company, or partnership should be established if the primary objective is business whether it is to open and run a business, to hold multiple properties for rental, or to achieve another type of money-making goal.

The fiscal responsibility for the Mexican company involves filing monthly and annual tax declarations.

The benefits: the administrator of the company may be able to obtain permission from the Immigration Department to work in the business activities of the company.

The negatives: the Mexi-

can company will cost \$2,000 to \$5,000 USD to establish and to register in the public records. Any properties which will be held by the company require a permit from the foreign relations department and must be necessary to the operation of the company.

Once established, the cost to maintain the company can be \$150 USD, or more, per month to pay an accountant for handling the books and filing the declarations. There will also be additional charges for the annual declaration before tax authorities.

If the business activities and projected income will support this type of expense, then a Mexican company makes sense.

If, however, the goal is to acquire and enjoy a vacation or retirement home, renting it occasionally when the owner is not using it, it may be far simpler to place the property title in trust (fideicomiso).

If the property being purchased is for personal use, if it is residential property, then it must be held in the Mexican bank trust (the fideicomiso). Not only will it be less expensive in the long run but also it may also be simpler to sell should the owner wish to do so. Bank fees range from \$350 to \$550 USD per year, far less than the operations and maintenance expenses of a Mexican company. Should you choose to rent your property when you are not using it, this too is

CONTINUED ON PAGE 21

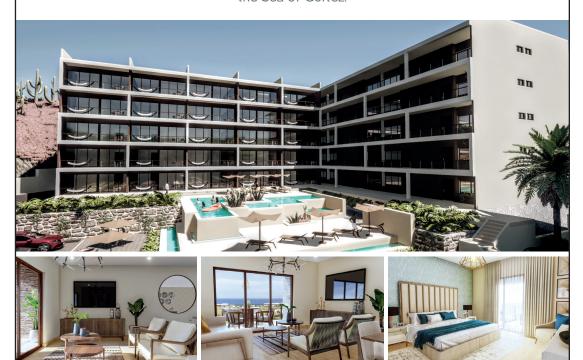






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Consider Real Estate and Succeed In Baja Sur

BY NICK FONG

If you're considering a real estate career in Baja California Sur but you're not sure how to succeed, you've come to the right place. In this article, I'll reveal how to become a real estate agent, what virtues you should possess, and how to be successful. That may sound difficult, but there's a tried-and-true formula that will get you there.

What I call "the easiest way to become a real estate agent" is to contact a large real estate brokerage and inquire. But make sure you pick a brokerage with many agents available to leverage in different ways. In other words, work with agents who already know the process.

First, convince a good real estate broker to hire you. If they take you in, they'll walk you through the entire process. But of course, if you don't seek out a real estate broker with a strong team, or if you just

want to do it by yourself, you certainly can do that. Number one, you need to get your real estate license first.

To get your real estate license, there's a fee to pay. Then, there's an education program to complete. Once you receive your license, get affiliated with listings right away. You'll need a platform by which you can put your own listings for sale. Also, your platform must show the other listings in your area. The most popular platform in Baja Sur is the Baja MLS (Multiple Listings Service). But to become a member of the Baja MLS, you must work for a real estate broker. Although you can become a broker yourself, it's required to have at least two years of experience under a broker before you can become one vourself.

What is your most important virtue to succeed in real estate?

This may seem obvious, but patience really is the most important virtue. Being patient with your prospects and clients will always put you on top. But of course, it is very tough. When your prospects and clients take you through property after property, and they still don't make a solid decision, your patience will almost always run thin. Just make sure to control your patience. It really is what separates the successful from the unsuccessful in real estate.

Your sellers will also test your patience and challenge you while selling their homes. As an example, they sometimes won't furnish their property before putting it for sale. Then, they don't always repair all damages to their house or condo prior to listing it. Finally, they may have those pesky renters occupying their property when you try to sell it. Keep in mind that patience pays off in all circumstances. On top of that, know that your competition usually lacks patience, providing you with a great advantage.

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one important concept: "We" is stronger than "I". In other words, the power of "we" gets you much further than the power of "I" or "me". Each individual real estate agent possesses experience. Some have more and some possess less. But by working with a great real estate sales team, and your fellow peers, you'll learn from their unique experiences and knowledge.

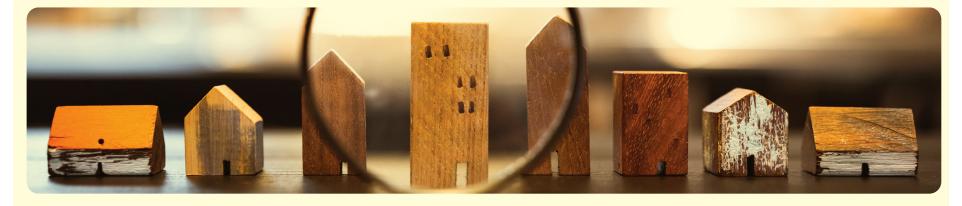
Work closely with your team to gain amazing support. And that support will help launch and advance your real estate career much faster versus trying to do it alone. Surround yourself with winners – those real estate agents who will make you a better real estate professional. Listen

and learn from them and you'll greatly increase your chances of success. You'll get further much faster by using the power of "we".

Next, get a coach and get a mentor. Find someone who will tell you the right things to do and what not to do. When your steps are guided by the right coach and mentor, their insight will help keep you on a successful track. Eventually, avoiding mistakes they had made will come naturally once you learn from them.

There's a simple tip I provide my agents to help them close even more deals and make more money. Once they make a sale and put a property under contract, whether they

CONTINUED ON PAGE 23



SOLD PROPERTIES

MANTARRAYA 1602, \$1,128.125, Condo, Loreto, LA, Carey Lowe, Danea Arce, Ronival™ Real Estate.

MANTARRAYA 1604, \$1,128.125, Condo, Loreto, LA, Carey Lowe, Danea Arce, Ronival™ Real Estate.

MANTARRAYA 1301, \$462,431.00, Condo, Loreto, LA, Carey Lowe, Danea Arce, Ronival™ Real Estate.

CASA ARMONÍA VENTANAS PHASE 1, \$445,000.00, 22-1786, House, Los Cabos, BA, Rene Cyr, Ronival™ Real Estate.

LOT 3 MZA 12 PEREGRIN, \$65,000.00, 22-430, Land, Los Barriles, LA&BA, Emma Nicholson, Dede Bacon, Ronival™ Real Estate.

LOTE DANICA \$235,000.00, Land, Todos Santos, LA&BA, Danica Taylor, Ronival™ Real Estate.

LOTE KIMBA, \$53,500, 22-1158, Land, Todos Santos, LA, Cyndi Williams, Ronival™ Real Estate.

CASA CARDÓN PUEBLO PESCADERO 12, \$600,000.00, 22-2120, House, La Paz, BA, Andrea Lozoya, Ronival™ Real Estate.

CASA NARANJA, \$950,000.00, 21-1042, House, Los Cabos, BA, Danica Taylor, Ronival™ Real Estate.

The Great Migration to Todos Santos

A Real Estate Market Analysis 2022

BY GREGORY BÓRQUEZ

The great migration to Todos Santos has begun! As Los Cabos continues to grow, many people are choosing to explore more of Baja. Todos Santos is a Pueblo Magico that is about a 40-minute drive from Cabo San Lucas along the lovely ocean-side highway, where you can spot whales breaching off in the distance! Those who are migrating are in search of large outdoor spaces, delicious organic fruits and vegetables, arts and culture, and peaceful beach town vibes.

Over the last few years, we have seen many young investors flock from the US and Canada seeking the lucrative investment opportunities that Todos Santos has to offer. We

have also seen many who already live in the Cabo or La Paz areas, sell their homes and purchase properties in Todos Santos or the surrounding areas like El Pescadero or Cerritos Beach. As the popularity increases, we have also seen billionaire investors bringing new businesses and delicious restaurants making Todos Santos a new investment hub!

The main reason why the real estate market in Todos Santos, El Pescadero and Playa Cerritos has strengthened so much is largely due to its geographical position, its unique microclimate, and its charming laidback lifestyle. Perfectly located between Los Cabos and La Paz, it is accessed easily on

the new highway. Before this highway existed, Todos Santos was completely sidestepped as the old highway from La Paz to Cabo was down the Sea of Cortez side of the peninsula, making the Pacific side of the peninsula harder to get to. New highways have always contributed to the rapid economic growth of a region and this highway has connected these smaller areas and made them very desirable.

The current real estate market is exceptionally small with under 150 active properties at any given time, and on the other hand, there is an incredible amount of demand. The uniqueness of this market makes it a great place to invest as there is very little competition and few vacancies for the endless number of visitors. The surrounding areas like El Pescadero and Playa Cerritos are also in high demand as prices are more competitive than those in downtown Todos Santos and attract a younger, surf-friendly crowd.

The rural landscape has

been changing rapidly as new residential and commercial properties are being built in the area. Despite the new construction, the market still does not have enough supply to satisfy the demand. In 2019 the MLS registered 27 residential sales, in 2020 there was a significant increase to 50 sales, and in 2021 there were 104 sales. This year there has been a whopping 121 sales and we still have two months to go!

Most of these sales in the area are of preconstruction houses or condos, as many builders are putting their products onto the market at competitive prices. This has given buyers a strong advantage. For starters, preconstruction properties offer a payment plan structure to be paid throughout the course of the construction and allow investors to spread out their payments over 8 to 10 months. The main attraction of purchasing a preconstruction property is that the builders always offer a competitive price, allowing the investor to gain appareciation throughout the construction period once the property is built and delivered. The investor will enjoy some equity when they receive the property. Some investors sell at this point and earn the appreciation as profits, but many others choose to begin a rental program for the property. Rental income for both shortterm and long-term rentals is very interesting as prices and occupancy rates are quite high. Some of the successful preconstruction projects that have been very lucrative for investors in both appreciation and rental income are The Delights of Pescadero and The Gardens of Todos Santos.

Inquire for more information about the purchase process and the cost of living in Todos Santos.

Gregory Bórquez, Licensed Agent with Diamante Realtors

Gregory@diamanterealtors. com. Phone 612 228 0361.

NEW SUPERMARKET OPENS...

continued from page 4

that place was crazy insane expensive and was nowhere near as beautiful as this place," said Marcos Martinez, who grew up in Salinas, CA and has worked in the timeshare industry and bilingual call centers since his arrival.

The transformation of Cabo San Lucas, from a little-known fishing village in the '70s into today's world-class vacation destination, continues.

RECENTLY CLOSED!

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JoAnn Hegemann

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\$170,000

Ava Saunders

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\$669,000 Fletcher Wheaton

Fletcher Wheaton

\$150,000 David Horan





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Hotel Tax Increase Approved

BY FERNANDO RODRIGUEZ

The Southern Baja California State Congress has approved an increase of 1% to the former 3% hotel lodging tax in Los Cabos.

"From the projected sum of around \$20 million USD per year, 60% will be distributed according to the coverage of the collection from each one of the municipalities," said deputy Christian Agúndez, who is the director of the Permanent Superior Audit Surveillance Commission of the State of Baja California Sur.

The distribution of the newly-approved 4% was discussed in the State Congress, and it was initially thought to divide it by 70% for the entire state, something that was not seen as fair since it would imply that almost the total of what Los Cabos collects would be divided into the five municipalities.

"We colleagues from Los Cabos were concerned because it is true that perhaps there is a great economic flow here in the municipality of Los Cabos, but there is also an exaggerated lag in terms of social infrastructure and we were concerned about that," said Agúndez.

It should be remembered this tax is not exclusive to hotels, since rental platforms, via application, such as Airbnb, must also adhere to the state hotel and accommodation tax. 70% will be applied toward the city's infrastructure and 30% towards tourism promotion and marketing.

"I hope they improve our public hospitals and our BCS schools and offer students more university opportunities for better careers which is what is really needed," said Daniela Castillo, a high school graduate from Cecyt 05 and current college student.

"I will believe it when I see

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it. We should have first-class roads, highway and city safety by our transit authorities, better water supply, and many more things that are urgently needed in this beautiful tourist destination," added Lulucita Segovia, a Cabo San Lucas housewife.

"I'd like to see facts and not just more words. They promise and promise, and we the people are already tired of promises. We want to see they actually do something," said Fernando Ramirez, who studies Computer Systems Engineering. "I

hope they fulfill what they're promising because Mexico has been riddled with cheaters and liars," noted Felix Gomez, an auto mechanic originally from Ensenada.

"Sounds like more money to line the pockets of the treasurers, while our streets will remain the same," said Jose Urrutia, from Fullerton, California, USA. "It's just going to be more of the same. Another 1% for our government officials to add to their wallets while they do nothing for the people and our city," added Brenda Chavez.

And while, perhaps, the distrust of Mexican government officials and what they do or don't do with our money dates back to Mexico's rule under the Spanish and French occupations, and the corrupt President Porfirio Diaz regime, it is the hope of many that in this era of transparency and new hope, we will actually soon see improvements to our hurricane-ravaged roads, and so much more.







My Favourite Pemex Gringo Rip-Offs

BY POBLANO ESCA-BARR

While the news of pipeline gasoline thefts has been in the headlines recently, the practice of scamming customers who are refueling at gas stations is old news. In a place where the minimum wage is roughly US\$5.25 a day, everyday transactions are opportunities for workers to supplement their income. Gas station attendants routinely take advantage of those opportunities and that's why they often sport a big smile when a gringo drives in.

Opportunity knocks loudly when you pull your rental car up to the gas pump and tell the guy to "fill it up". Although many stations here have implemented "attendant controls" including required smartphone input of pump number, amount to fill and employee code, not all attendants

will draw your attention to the pump to show it has been reset to zero before they start pumping. You may be paying for fuel someone else already paid for and those extra pesos are destined for the attendant's pocket.

While the gas is pumping attendants will quickly ask to check the oil. Say yes and pop the hood for the next opportunity: after a minute at the front of the car screened by the open hood the attendant holds up an empty oil container to show you the car took a whole litre. You're feeling good for doing the right thing, but he likely didn't show you the dipstick beforehand. You didn't need any oil; he just showed you an empty container he keeps on the side rack and charged you 150 pesos. Too late now, but

at least make sure you ask for a receipt in case you get lucky and have a rental car company that reimburses the expense.

Whether you're in a rental or your own car, paying cash for the gas opens a couple more doors. The number one rip-off by far is by "palming". Palming happens when the gas station attendant sees you pulling US\$50's out of your wallet for your fill up and he pulls a US\$20 from his left pocket as he takes your US\$50 in his right hand - all the while chatting you up about your wonderful stay here. He'll turn quickly to look at the pump to double-check the amount and then turn back to you showing you the US\$20 and apologetically tell you it's not enough. You immediately think you messed up because you weren't paying attention (after all, greenbacks are all green) and hand him more. That trick is big money.

Next on the hit list is expecting change from your U.S. dollar payment. You've likely noticed that each gas station posts a sign with a single rate on it, for example "CAMBIO 18.60". That's the USD/MXN exchange rate – the number of pesos they will give you for each dollar. All pumps ring up in pesos. The attendant sees your U.S. dollars and keys in the 750 peso pump amount on





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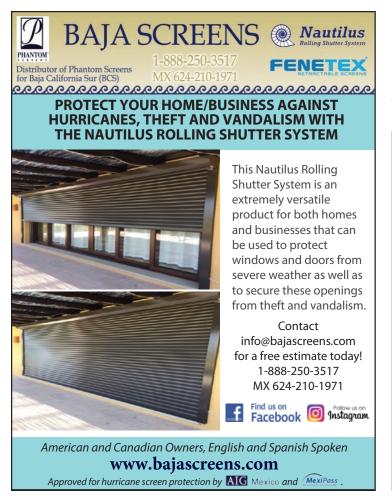


SanLuceroRestaurant

his phone and turns the phone around and shows you \$42.61. You hand him \$45 with a smile and say keep the change. You might do a quick mental calculation using an easy 20 peso conversion rate to rationalize the amount and figure it's close enough. Meanwhile, the attendant keyed in 17.60 (not 18.60) to calculate the U.S. amount

and has now supplemented his pay with your transaction by US\$2.29 plus the tip. The pay is good today.

Using pesos only? Palming also works with the local currency, by gaming the number of notes you hand over. Pass the attendant two or more notes of the same denomina-









LOS CABOS CONTAMINATION...

continued from page 5

from recycling to pollution, from how simple it is to create compost and to reduce one's personal water usage. Additionally, it was recommended that I check out **Y0-RECICLO**. **ORG** to find information and locations that take recyclable items in Los Cabos. At no point during the evening did I feel personally shamed for my personal habits, which with a little self-discipline and new routines would get me back on the environmental track I had strayed from.

Colin hails from Mexico City and has lived and worked in Los Cabos for the past year. After the meeting he sat down and shared with me his overview of how he generally interprets the attitudes and beliefs held by many of the people that make up the present Los

Cabos communities at large, and how he hopes to bridge the gap between the groups with an open dialogue.

Colin told me "This is a generalisation of course but it will help to give you an idea of the attitudes and makeup of this region of the country. There are basically three groups of people that live in Los Cabos. You have the families that have lived here for several generations, and they don't like how it's growing in terms of population and the construction boom. Then you have the Mexicans from other regions of the country that are drawn here for the economic opportunities that the tourism industry provides. There is another group of people that first arrive here as tourists and decide that they would like to either semi-retire or live here full time." He optimistically adds, "Our goal is to try to connect these groups together,

so that they can have an opportunity to hear each other out and find a common bond that can help the community at large to progress with improving the environmental conditions here."

Francisco Colin is not a self-centered individual. He is an honorable young man who cares deeply about not simply contamination and pollution in Mexico but the world at large.

"One of the main challenges that we face is spreading the word globally about our objectives. So far, we have a Facebook page and Instagram page. Every two weeks there is a program and/or podcast streaming to spread our message. So far, there are 43 recorded episodes." He continues with his omnipresent smile. "Ultimately our goal is to have two groups that meet here in Los Cabos, one in Spanish and the other one in English.



It's essential that our message and mission is available to the entire global community."

For more information please contact Francisco Colin directly on Whatsapp (52) 55 2182 4684 or visit: https://www.contaminantesanonimus.com/https://www.instagram.com/contaminantes.anonimus/?hl=es https://www.facebook.com/ContaminantesAnonimus/

CHARTER BOAT FISHING...

continued from page 6

you purchase them on your way out of the marina. We always go out with at least 3 kilos (7 lbs or more) of slab squid (calamari) to chum with and set out a drift line for anything hungry. On our final trip last year a 9ft Hammerhead took my drift bait. After a half hour, I reeled it up to the boat and cut the leader only a foot from his mouth to release it. No one wanted to get their hand any closer to his mouth...go figure. You can never have too

much bait if there's fish to catch and you never want to run out when the fish are biting.

Because the surface fish migrate (tuna, dorado, wahoo and marlin) they aren't always around. In cooler water- winter months or early spring -you may have to resort to bottom fishing for snapper, grouper, amber jacks or yellowtails (not yellow fins). It's lots of fun and steady action providing great eating fish. I say this to manage your expectations and don't expect a bunch of yellowfin tuna in mid-February, they just aren't around.

Lastly, like any 6-hour desert adventure, be prepared: long sleeve cotton shirts and wide-brim hats are sun protection basics and sunscreen is essential for direct and waterreflected rays. Bring a cooler with lots of cold water, Gatorade, snacks and sandwiches (we always share with the panga captain). As serious fishermen, we postpone alcohol consumption. Getting pasted on your fishing trip shows



Fish Report

BY GARY GRAHAM THAT BAJA GUY

Cabo San Lucas

Even though the billfish are more than a month early, the Finger Bank is loaded. Mostly with striped marlin, a few sailfish, and blue and black marlin - all feeding on huge bait balls found on and around the bank.

Some boats have been scoring on doubles and, in some holiday vacationers arrive cases, on triple-digit releases in a single trip. For those not interested in billfish, there are wahoo, dorado, and yellowfin tuna to target.

Fishing closer to shore, anglers are scoring on roosterfish, sierra, dorado, and on the surface, a few bonito and skipjack.

Bottom fishing has been producing grouper, cabrilla, and a few pargo. These are all great candidates for dinner, whether served at your hotel or at home.

Puerto Los Cabos

We saw another wave of recently. Weather patterns were great for the fall season, as much of the U.S. is chilling off quickly. Relentless North Winds have been an issue and have limited where anglers could comfortably and efficiently put in their efforts. Ocean temperatures were

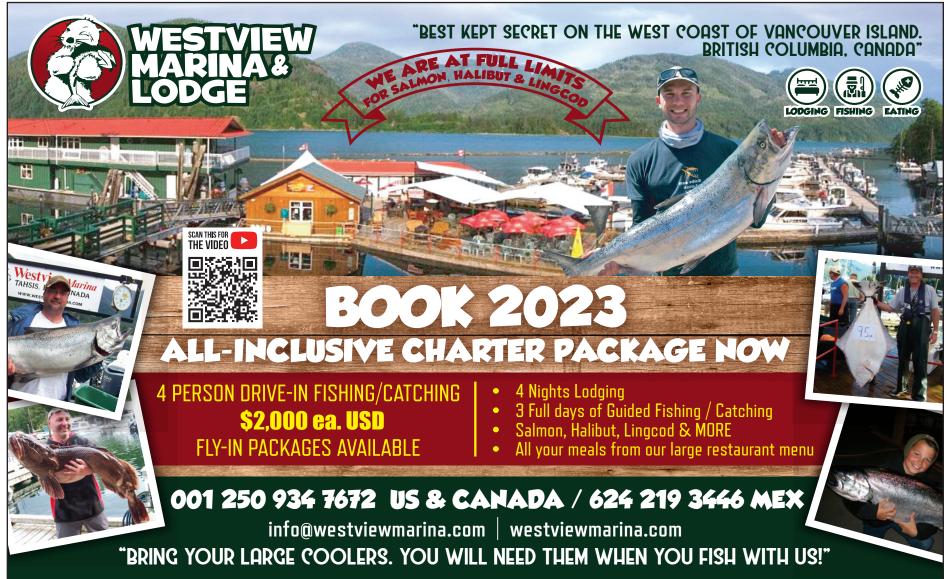
still in the 78 to 80-degree range, warmer than usual for this time frame. This past weekend we saw low early morning temperatures dip to 55 degrees. This cooling trend will undoubtedly contribute to ocean cooling even more as well. The days have still been mostly sunny, with highs near 80 degrees.

Bait options remained the same - caballito, ballyhoo, and slabs of squid. However, some charters were able to catch chihuil. The mackerel that schooled offshore from the Marina seems to have tem-**CONTINUED ON PAGE 25**

Fish Killer Of The Week



This is my wife, Terri Tilsner, from Chilliwack, B.C., Canada, Bay of Dreams. It was Terri's first-time ocean fishing, and she caught a nice-sized dorado. She certainly qualifies as this issue's "FISH KILLER!" We recently purchased a place at Paraiso del Mar in La Paz…Trevor Coldwell







COOKING LIKE A MEXICAN...

continued from page 7

education and would be almost entirely self-taught, she wanted to disguise herself as a boy so as to be able to attend university, but her family forbade it. Juana was born out of wedlock to a family of modest means in either 1651 or, according to a baptismal certificate, 1648 (since she was born out of wedlock, records are unclear). Her mother was a Creole and her father Spanish. Juana's mother sent the gifted child to live with relatives in Mexico City, where her prodigious intelligence attracted the attention of the viceroy, Antonio Sebastián de Toledo, marquis de Mancera. He invited her to court as a lady-in-waiting in 1664 and later had her knowledge tested by some 40 noted scholars. In 1667, given what she called her "total disinclination to marriage" and her wish "to have no fixed occupation which might curtail my freedom to study," Sor (Spanish: "Sister") Juana began her life as a nun with a brief

stay in the order of the Barefoot Carmelites. She moved in 1669 to the more lenient Convent of Santa Paula in Mexico City, and there she took her vows. Convent life afforded Sor Juana her own apartment, time to study and write, and the opportunity to teach music and drama to the girls in Santa Paula's school. She was also the convent's archivist and accountant since she had arithmetic knowledge which was rare. In her convent cell, Sor Juana had one of the largest private libraries in the New World, along with a collection of musical and scientific instruments (she gave the money she earned from selling her library to the poor). She was able to continue her contact with other scholars and powerful members of the court. The patronage of the viceroy and vicereine of New Spain, notably that of the marquis and marquise de la Laguna from 1680 to 1688, helped her maintain her exceptional freedom. They visited her, favored her, and had her works published in Spain. Sor Juana, though cloistered, became the unofficial court poet in the

1680s. Her plays in verse, occasional poetry, commissioned religious services, and writings for state festivals all contributed magnificently to the world outside the convent. Sor Juana's success in the colonial era and her enduring significance are due at least in part to her mastery of the full range of poetic forms and themes of the Spanish Golden Age. She was the last great writer of the Hispanic Baroque and the first great exemplar of colonial Mexican culture. Her writings display the boundless inventive and witty, Sor Juana mastered all of the poetic models in fashion back then, including sonnets, romances (ballad form), and so on. She drew on a vast stock of Classical, biblical, philosophical, and mythological sources. She wrote moral, satiric, and religious lyrics, along with many poems of praise to court figures. Though it is impossible to date much of her poetry, it is clear that, even after she became a nun, Sor Juana wrote secular love lyrics. Her wide range—from the serious to the comical and the scholarly to the popular—is extremely unusual for a nun. Sor Juana wrote both allegorical religious dramas and entertaining cloak-and-dagger plays. Notable in the popular vein are the villancicos (carols) that she composed to be sung in the cathedrals of Mexico City, Puebla, and Oaxaca. Sor Juana was as prolific as she was encyclopedic. The authoritative modern edition of her complete works, edited by Alfonso Méndez Plancarte and Alberto G.



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Salceda, runs to four lengthy volumes. Sor Juana Inés de la Cruz is remembered as the first published feminist of the New World (the Americas) and stands as a national icon of Mexico, which commemorated her on the 200-peso bill. She is recognized for both her outstanding writing and her influential perspectives on women and scholarship.

The San Jeronimo Convent published their own recipe book, all recipes picked and hand written by Sor Juana, but it's unclear if she actually cooked too. Along with verses and her autograph, the book has 36 recipes, of which only ten are not sweet; which makes me want to believe she had a sweet tooth, just like me. Three of those recipes are for buñuelos, but they are written in old Spanish and with no clear ingredient amounts- lucky for you, I have found the present-day adaptation. I bring to you the recipe that I think is the most delicious of the three and also different from what you might typically find as buñuelos.

Cheese buñuelos: Ingredients:

6 oz of cream cheese or unsalted requesón

2 cups of flour

5 oz of unsalted butter at room temperature

1 pinch of salt

Enough oil for frying (or pork lard)

1 cup of sugar

3 tablespoons of cinnamon

Procedure:

Place cream cheese or requesón, flour, butter, and salt in a bowl and knead into a dough. Once incorporated, knead for an extra five minutes and cover with plastic, let rest for half an hour.

Roll on to a flat surface and with the help of a mug or a round 3-4" cookie cutter, cut the dough in circles and fry until golden.

Mix sugar and cinnamon to make cinnamon sugar.

Roll around in cinnamon sugar and serve warm.

Enjoy! I am always available at ale.borbolla@gringogazette. com and happy to hear from you all. 🖊



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MYKO



AGENCY AND THE REAL...

continued from page 10

a buyer or a seller. If the needs and requirements are reasonable, make a COMMITMENT to help the client achieve his or her objective. If the desires are not reasonable, explain and demonstrate why they are not realistic and assist in seeking more reasonable goals.

LOOK AHEAD at the CONSEQUENCES: Through experience, one learns what to reasonably expect. Review all aspects of the transaction as it is planned. Will it all fit together? Will it work? If not, why not? What are the problems to solve? Resolve them before they get out of hand. Be creative!

HONESTY: Don't ever try to disguise or deceive. A smart buyer or seller will suspect a problem. It is far better to tell the truth about a situation. The buyer or seller who wants to will often come up with a **CONTINUED ON PAGE 27**

far better solution than the agent and will talk everyone into accepting it!

ETHICS: The really successful real estate agent is ethical. Those who cut corners do not last. The simplest way to be ethical is to ask oneself: How would I want to be treated under the same circumstances? This is another way to say, "Treat others as you would like to be treated". Following this adage, it is virtually impossible to stray. This same philosophy is expressed in the Code of Ethics of the Mexican Association of Real Estate Professionals (AMPI) and the National Association of Realtors *(NAR).

THE ETIQUETTE OF **COOPERATION**: With the advent of buyer's agents and seller's agents, everyone will benefit economically by working together. Communication is essential and has never been easier. The Multiple Listing systems are wonderful tools,

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Don't feed the fish!



The act of disrupting the natural marine environment should be discouraged, not encouraged. There are many studies that discuss the impact on wildlife by humans doing simple self-indulgent acts like feeding them because they get pleasure / entertainment from it. Feeding fish and aquatic life can lead to the animal having behavioral changes, like aggression, as well as, causing them to become ill from a foreign food source. Simple acts, like feeding wild animals can have long term consequences and detrimental impacts. The Baja needs to be protected.

(Suggested by Ted Miller, Cabo. Illustration by www.greenfins.net)

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History Of Christmas In The Colonias

BY SANDRA A. BERRY

Los Cabos Tomatoes, a social and networking organization, celebrated a *Friends*-

giving Luncheon on Thursday, November 17 at La Pintada Restaurant with 75 members and guests in attendance. The *Network Speaker* for the day was one of its original members, having joined in 1991. Donna Timmons gave a little history about "Christmas in the Colonias," which started several years ago with friends taking gifts to some of the Colonias. She explained that in 2018 over 50 volunteers were caravanned with eight

trucks loaded with toys and food and over 100 volunteers with the help of the Bomberos (firemen) and the Lions Club. In 2020, the year of Covid, no caravans or gatherings of large groups were permitted; however, a small grass-roots group gifted 425 children of Sarahuaro with over 1,000 gifts. Since 2020 was a very cold winter, in 2021 it was decided to have a "Hoodie Drive" and over 700 new hoodies were collected along with blankets, toys and boxes of cereal, and several bags of like-new hoodies.

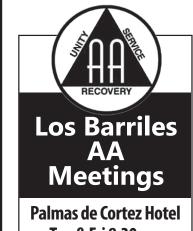
'Volunteerism has changed immensely since Covid", she stated. "There are over 40 organizations that gift at Christmas, and over 20 food kitchens, most having Posadas for children and families. There are numerous food kitchens and many places to volunteer and donate. Women never stop caring and giving!" She thanked Los Cabos Tomatoes for their help in the past and made special mention of Susan Halliday for collecting prescription eyeglasses and bringing them down from Canada several years in a row to distribute to those in need of eyeglasses. There are many Tomato volunteers working with dogs, cats, children, senior centers, hospitals, missions, and schools and she thanked them all.

Due to an outpouring of insistence, Donna has agreed to once again be at the Cabo San Lucas Boat Terminal prior

to the group's Holiday Boat Cruise on board the Cabo Escape on December 8 collecting unwrapped toys for any age to be distributed by the Cabo San Lucas Volunteer Fire Department (Bomberos) during Christmas week in the Colonias. For information on how others can help or questions, contact Donna at 624-104-3250 or svcabo@yahoo. com, or contact the Fire Chief at 624-121-4331.

The luncheon was an example of the ballooning effect of Los Cabos with 75 attending and nine on the waitlist, one of the largest attendances since the pandemic. It was another noisy, raucous and lively afternoon at La Pintada, one of Edith Jimenez's group of restaurants, including The Office, Tres Sirenas, The Italian Job and the world-renowned Edith's Restaurant.

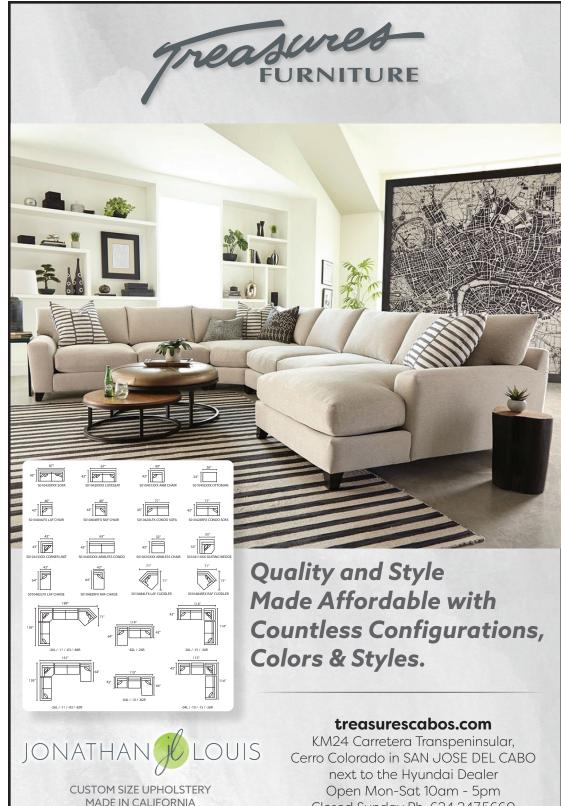
The food and service were both outstanding on this day with many compliments to the chef and staff. The group took advantage of the Executive Menu that the restaurant offers every day from 1:00 to 4:00 p.m. for a cost of only \$350 pesos (tax included) consisting of a starter choice of Greek salad or Chopin soup, a choice of entrees: chicken mole enchiladas, grilled flank steak, two choices of artisan pizza, or a cheeseburger or grilled Baja shrimp. A light caramel flan was the finishing touch. General Manager, Eliacid Serrano Navarette, kept everything running seamlessly and everyone was served their beverages and food in a timely manner. The impressive 2-story rustcolored building is located on Lazaro Cardenas at the corner **CONTINUED ON PAGE 27**



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Aska Mexican

Since the FIFA World cup started, Mexican player Andrés Guardado was exposed in social media for taking his kid's nanny on the trip. Opinions are divided between the nanny being the luckiest alive and the family being classist and racist. **What do you think?**

Mateo Cortez, 18, baker. I think I want to become a nanny now! She is seen in pictures enjoying the games with the family, wearing a national jersey, smiling and being a

part of the whole trip. People are critizing because they are jealous; of course, they are a family that can not only afford the trip for themselves, but for the nanny too, and I bet they





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Ana Solares, 32, teacher. I think it's not necessary to have her posing in all photos, it looks a little artificial. Of course, she is the help and she is loved since she deals with the kids, but that is a job that is often not completely regularized; nannies often have no health insurance, retirement funds, paid vacations and have to spend important dates away from their families. She is from a small community and most likely has not seen her own family because she has been taking care of another one.

Andrés Román, 25, healthcare. I think we live in a very hypocritical society and nothing will ever make us happy, I bet she lives better than a person with a degree and gets treated like a member of the family, I've seen some more photos online where she interacts with the family like another member and gets no different treatment, sits at the same table and everything. I know many nannies get treated poorly by way less wealthy people, so she really is living the dream.

Esteban Fernandez, 30, secretary. People started calling her "the Mary" and I think that is super low as a country with such a big indigenous background. She has her own name, not just a generic name used for "service people". And most of those nasty comments come from people who can't even afford a nanny, so I think its all just jealousy.

David Ruiz, 45, researcher. As long as she is happy and has a fair salary, benefits and is treated with dignity I think we should all mind our own businesses. There are jobs for everything, and no job is less than another, at least she is having the time of her life, seeing the world, being a part of a massive historic event.

Lucía Martín, 47, trainer. I think this gives us an opportunity to think about how we treat people in service at our homes, if we have any. To know if we were in the same

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position, would we take them to our family trips, cover their expenses and let them enjoy? I think the family is doing an amazing thing and it looks pretty fair from what I can see but it is too little to judge.

WHICH WORKS BEST FOR...

continued from page 11

permitted and can be simpler than the mandatory monthly declaration required for the Mexican company.

Mexico is an incredible land and rich in many aspects. It does make sense to keep life simple and enjoy the properties acquired, not to become entangled in compliance with tax laws.

SIDEBARS:

Declarations need to be filed monthly if property is held in a Mexican corporation, generally a startup cost of \$3,000 USD and 1,000 or more per year.

The Mexican company, by law, should acquire only the property required for its business purpose. Residential property is not generally included in this definition.

Fees for the Mexican bank trust, the *fideicomiso*, generally run from \$350 to \$500 USD, per year.

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about the author

LINDA NEIL is the founder of The Settlement Company®, which has many years of experience in real estate

transfers and escrows, and specializes in the **Virtual Clos**ing®. Licensed as a California real estate broker, Ms. Neil has pursued her profession in Mexico for more than thirty years. Her skills in negotiating contracts between parties from three distinct cultures have placed her services in demand as a consultant and for speaking engagements on Mexican law and customs in Mexico, the United States and Canada. She has been widely published on the subject of real property in Mexico. Memberships; FI-ABCI, AMPI and NAR. Linda is a former member of the National Advisory Council of The Mexican Association of Real Estate Professionals (AMPI) and has served as AMPI Coordinator for the state of Baja California Sur

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Mexican Beach Education 101

BY CAM RENAUD

Oh boy, we're on our long-awaited Mexican vacation, it's hot and sunny, there's miles of beach, the wind is light and that blue ocean water looks soooo inviting I need to go for a swim and cool off.

I walk to the waves lapping up on the shore and the surf washes around my feet, the water is warm and I'm hot, this is irresistible. The waves are a little big at the shore but the water is calm about 25 feet (8 meters out) so I'll do the running dive and swim out and I'll be just fine. I swim at our cottage in Canada all the time and I'm a good swimmer, so what's

to worry about, no problemo, I've got this.

This scenario is all too common and if you are making a totally informed decision, everything may be just fine and it will be a wonderful experience, but that is often not the case and the consequences can easily be fatal. Beach education is the most overlooked item on everyone's vacation research list when it is easily going to be the most potentially dangerous thing you will do. What could possibly go wrong? I've been going to the beach since I was a kid, heck, I'm a natural at this. Guess again amigo, you aren't in Kansas anymore.

The ocean is a wonderful playground and oftentimes the least understood because it's different all over the world. Like with many complicated things, a little knowledge can go a long way in helping you make the right decision on where to swim safely and what to do if you run into trouble. The ocean has no conscious and is not forgiving of your mistakes.

Let's start at the beginning. In Mexico there are "swimming beaches" and "no swimming beaches" and it's important to know the difference. "Swimming beaches" are designated as such because of calm and protected conditions, gently sloping sandy bottom, small waves and no rip tide or undertow. These beaches are marked on your tourist maps and they are generally safe. I say generally because high

winds and a full moon (larger tides) can create more dangerous conditions than normal at a "swimming beach" so monitor the conditions especially if you have kids that are planning on swimming. Despite the calm conditions, small kids should wear water wings or lifejackets as an added precaution to floating toys.

"No swimming beaches" are marked as such as a warning to everyone that conditions are potentially unsafe which is most often a "shore break" which results in undertow and "rip current." Also, if the locals aren't going in the water you have to wonder why.

Knowing what your beach flag colours mean is rule #1. Green means safe conditions, Yellow means safe but added precautions should be taken, a Red flag means dangerous conditions are present, a Black flag means very dangerous conditions exist so don't go in, and a "red and white" flag means to get out of the water, a double Red flag means the beach is closed, you shouldn't be there and certainly not in the water and a Blue or Purple flag means dangerous marine life like jellyfish or stingrays. There, you are smarter now so no excuses.

A "Shore Break" is where the water appears calm but the waves seem to rise up only at the shore and crash down and run up the beach. Shore breaks are caused by tides (waves are more a by-product of wind) and result when the bottom comes up quickly to the beach. When the wave runs up the beach it has to go back down and under the next incoming wave and hence the term "undertow". Undertows are going to be more dangerous during a rising tide as the water is rising

CONTINUED ON PAGE 29

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23



CONSIDER REAL ESTATE...

continued from page 12

represent the seller or the buyer, I ask them to consider using a power of attorney. This is because delays commonly occur during closing and both parties are not always in Mexico at the same time. This is especially true knowing that most sellers and buyers do not live in Baja Sur full time. Therefore, if your buyers and sellers are living in Canada or the United States, it's best to have the ability to do a remote power of attorney after an offer has been accepted. It will lead to more sales, putting more money in your hands.

What is the best technology to enhance your real estate career?

Using the latest technology plays a key role in real estate success, as I've demonstrated over the years. To begin, technology allows real estate agents to be better organized. As an example, it allows them to know more about their clients so they can provide the best customer service possible. Also, it provides a foundation for better communication. I use a great CRM, or Customer Response Management system. My CRM houses all client information and their individual status. Then, it organizes all operations from sales to property management.

Success comes from real estate technology being used to help an entire real estate team respond to client requests very quickly. It channels them to the right person right away. Then, real estate technology provides all that is needed for a productive and fruitful client conversation. Finally, it ensures that the professional relationship will grow and strengthen with every contact. You'll never miss a beat!

It's hard to go wrong when you join a large and successful real estate brokerage. Work closely with the team and learn from their experience. Then, be patient in all situations to gain a competitive edge. Finally, close deals faster with a power of attorney and use the latest technology like a great CRM to grow and strengthen your professional relationships. These are the steps to success in real estate.

Get in touch. Follow me on Instagram @nickfong_ronival, Facebook/ Ronival Real Estate and listen to The Nick Fong Podcast on your favorite platform. info@ronival.com

MY FAVOURITE PEMEX...

continued from page 15

tion along with some change and he may fumble and accidentally drop the handful and come up showing you that you came up short by 100 or 200 pesos, then it's his word against yours. Get out more pesos.

Think paying with a credit card is a better bet? Think again, especially if the attendant takes the card out of sight to process. Always keep the receipts to remind you of the transaction dates and check your credit card statements for unknown transactions.

The gaming is not limited to individual attendants either. Pemex stations are privately owned and the corporation or government isn't diligent about measuring whether each pump is correctly calibrated to meter out the correct volume of gas for each transaction. It is possible you are getting only 30 oz. of gas when a litre is 35 oz. A few station owners use this tactic, but you'll never know which ones are and which aren't unless you're on empty and fill right up. If your tank holds 50 litres and gas is priced at 20 pesos per litre and the pump total shows 1,300 pesos then the math doesn't add up and you are being taken, again.

So to sum it all up, you'll unknowingly donate to the local economy just by driving a vehicle....who knew? The best advice is to get those US greenbacks converted to pesos and pay attention to what you

CONTINUED ON PAGE 29



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Letters To The Editor

And a warning to all readers

In The Canterbury Tales, Chaucer presents a complex social structure in his imaginative world. I think he would have loved our precious Cabo and could have given us a nice story variation on The Three Thieves. I have lived in Spain, Turkey, Russia, Japan, Cuba, New York City, Chicago, and Los Angeles... and I have visited over 50 countries. In all those travels I have never been robbed until a few weeks ago at our Costco. Then I was conned by a real estate salesman and my pal was robbed in the parking lot of Walmart. Hopefully, after you read this, it will not happen to you because you will know what to do.

This is the tale of the first thief ... I was at my favorite ATM at Costco and took little notice of the person behind me. I withdrew my money and went about the shopping list, and when I went to pay, my wallet was missing from my shoulder bag. I was with my pal, Gary, who has the first buck he ever made, and he paled and was incredulous as he was with me the whole time. I immediately reported it to Costco security and management and to this day I have not heard from them. By the time I called my bank, the thieves had already withdrawn over \$1,000, my entire cash limit. Half was transferred to MERPAGO Boutique, and the other half to BANORTE here in Cabo. My own precious little Credit Union, who gladly refunded my money, shrugged

This is how it works. The thieves work in pairs. Once you are targeted, there is one in

front of you and the other in the back of you. Sometimes this is determined by when they insert the "mirror" into the ATM that will copy your pin code. Once they have that they pickpocket you, and then they are off ... gone. It took them about 15 minutes to take the max daily cash from my card. As disconcerting and embarrassing as that is, they also have all your ID, ie: Costco card, driver's license, and discount cards for gas and groceries ... ouch!

So here are some ideas on how to protect yourself. First, be more aware of who is next to you in the store. They will not have a cart, they will be dressed normally, and usually, they are men. Only use ATMs inside a bank, preferably with bank representatives in sight and helping out. Avoid peak days like the first and 15. As I have been told, the thieves love them as they are easy to hide in. If you do get ATM robbed, do not expect the bank to do anything. They will tell you the problem is with the company that owns the ATMs and not them. Yes, most ATMs are owned by a separate company, not the bank that has its logo on the side of the ATM. Get insurance if it is not included in your package.

The tale of the Second Thief ... There is a very skillful middle-aged couple that works the parking lots of Walmart and

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other crowded grocery lots. They approach their victims by telling them there is blood on their backs and then rush them to show the victim the blood which is ketchup. This is an old scam dating back centuries. That confuses the victim into thinking they are good people and trying to help. This cost my pal, Tony, \$500 USD and his dignity. I know of one other event and this time I went to the Walmart security office and inquired if they were aware of what was going on in their parking lot. Walmart was not only uninterested but upset that I even brought the subject up.

The Tale of the Third Thief... Mexico is a forgiving place for a small percentage of expatriates who come here with a criminal past and manage to change their backgrounds just enough to get past the Mexican Immigration system, which is hardening as we speak. Most of them turn into good citizens and pose no threat to the rest of us.

That said, some of these individuals cannot help themselves and when they do lie, cheat and steal, they do not feel like they have done anything wrong.

Much of the time, you know them, trust them, and like them. My lesson cost me a \$14,000 "referral fee." Real estate referral fees, like real estate commission, is not a universal or fixed fee. Both real estate agents must agree on a rate or percentage when the client is referred and it varies from agent to agent. But the general rule of thumb is 25% of the commission. Again, it depends entirely upon the agents. If both parties agree on a 30% fee, they can. They can even fix a fee that is less than 25%.

In my case, I knew the seller who was one of my best pals, but he did not like my friend the "realtor".

So my dear pal, found out he was dying, and he asked me to help him sell his million-dollar condo on the beach. I suggested a realtor, who was struggling, and my pal said, "No. I do not trust him." But he agreed to

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lunch, and in spite of the fact that the realtor did not pick up the check to the total embarrassment of his wife, he got the listing. We agreed that I would get a standard referral fee and then I, like an idiot, forgot about it. If this opportunity happens to you, run to a notary and get the agreement in writing and file it with the real estate company because when the cash hits the table, all bets are off if you are dealing with an unscrupulous realtor. In spite of the fact that it cost my realtor friend dearly, he is oblivious to this day.

It is the third thief that hurts the most and it can happen to you. Especially in Cabo, one of the most vibrant real estate markets in the world. So, if you do make a referral, call me!

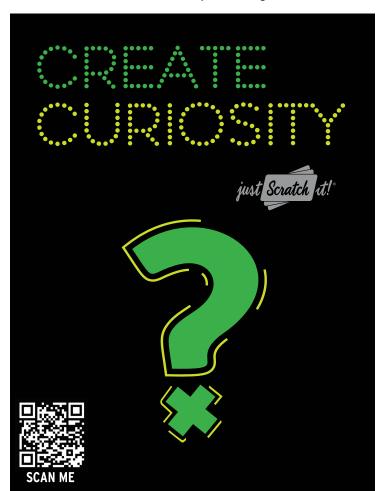
El Mondo de Cabo

Dear Mr. Mayor

I am not certain where to send this comment but your name surfaces frequently regarding the Transpeninsular.

On Nov. 15, there was a 2-mile-long backup from the Costa Azul Bridge / Gringo Hill and back to beyond the SJD Walmart. It was not an accident – never a siren or emergency vehicle. It was learned the culprit was work being done in a singular lane. Allow me to share with you an idea.

First, very often minor repairs, clean up, etc. occur on this road or other busy streets. With these jobs come car de-



CHARTER BOAT FISHING...

continued from page 16

poor judgement as accidents can happen quickly on a boat and medical assistance isn't close. Also, an empty cooler at the end of the trip is good for taking home your catch. Oh, one last thing, never bring a banana fishing or you may get tossed in the water along with the chum: it's bad luck.

Good luck catching, stay safe, have fun, and remember to take pictures to share the entire event – including the whales, rays, turtles, dolphins, and even the unwelcome sea lions (lobos marinos) who try to steal hooked fish.

It's always a good time so just do it. *▶*

FISH REPORT...

continued from page 17

porarily scattered. They seem to have slowed the striped marlin action, but we expect these fish to rebound as water temperatures cool. No reports of sardina are being found. These baitfish have not been seen since mid-October when the big tournaments started.

Despite relentless North Winds, local fleets could find calmer conditions close to shore on grounds such as Cardon, La Fortuna, and sometimes outside on Iman Bank, but these grounds were more vulnerable to the winds. Wahoo and dorado were found closer to shore where winds did not hit too badly. Although trolling live bait was most productive, dorado were located on these same grounds. More wahoo strikes were missed than were actually landed, as is typical for these elusive gamefish. The sizes of the wahoo averaged 20 to 35 pounds. We saw a few nice 30-pound dorado and even larger ones, though the majority were more in the 10-pound range. The number of fish per charter ranged from one or two to 8 or 10.

Tuna action has still been very spotty – a handful of

yellowfin was accounted for, from the Vinorama to the Iman Banks. These fish ranged around 60 pounds. Though drift-style fishing is never easy on choppy and windy grounds, the tuna are still in the area, and we are optimistic as wind patterns reside. As a result, we expect this action to become more consistent.

Not much going on inshore or off the bottom now. Most charters are targeting surface action for larger gamefish. Sardina are always the preferred bait for late fall and winter action closer to shore and far off the shallow rock piles, so we are crossing our fingers that some schools of sardina will reappear soon. ... Eric Brictson, Gordo Banks Pangas

East Cape

Early North Winds are a welcome addition for the arriving wind-surfers, even though it is hampering the fishing some days. Usually, the Tin Boat fleet can sneak out early morning to fish for sierra, jacks, and maybe even a roosterfish before the dreaded North Wind line reaches shore.

La Paz

This past week was pretty typical, late-fall-type conditions. Lots of sunshine for the snowbirds, with temps in the low 80s to high 70s and excellent evening conditions in the mid-60s. Some days are really nice, and others are blustery and windy. It seems like the air temps are getting a tad cooler each week, and the waters are getting just a bit greener as they cool off.

Not much is happening on the water. Most folks are in town for the Thanksgiving holidays. Several folks were



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interested in fishing this week, but the winds changed their minds. Unfortunately, this coming week doesn't look much better, with most of the days gusting 15 to 20 mph.

Some of the locals and commercial guys are out catching snapper, cabrilla, and sierra inshore. Unfortunately, live bait is hard to get when the winds blow, so they primarily use frozen bait and lures.

There are even fewer folks interested in fishing. Just a few walk-ins now and then. Not in town specifically to fish, but just looking for a day on the water. Unfortunately, a few bookings were canceled due to windy conditions on their particular days. Some folks don't have very flexible schedules, so we warn them if the specific day they want to go out doesn't look good or if it looks like they might get blown out.

On the other hand, the few days that conditions were amenable, there were still fish biting, although most locals



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from La Paz were in the boats.

There are a few dorado here and there, and there have been a few hookups on wahoo and billfish. However, most anglers have been turning towards cooler water species with cabrilla, snapper, rainbow runners, sierra, and jacks. Most of this is inshore fishing. We even found small yellowtail under the tankers anchored in the bay.

With the rougher waters, it's getting more difficult to find live bait, but that's one of the variables with fishing this time of year... Jonathan Roldan, Tailhunter International





Whale Shark Tourism Season in La Paz Opened Nov. 27

BY LELA SANKERALLI

Whale sharks (Rhincodon typus) are the largest shark, and undoubtedly the largest of any fish found in our oceans today. They are called "whale" sharks because they rival the size of small whales and filter feed, consuming zooplankton. As well, they travel long migratory distances to sustain their large body size, and to reproduce. Juveniles, adult males and females all have distinctly different migratory paths. They can be found in all tropical oceans of the world, geographically between the equatorial band of the Tropic of Cancer (23.5° North latitude) and the Tropic of Capricorn (23.5° South latitude).

Whale sharks are referred

to as the gentle giants of the sea. They do not have the ominous, deadly teeth of their counterparts, they are filter feeders and the worse they can do is gum you. Actually, more like accidentally sandwiching you between them when several gathers to feed vertically or along the surface horizontally.

The juveniles I have encountered in my years of funding whale shark research ranged from 8' to 27'. Around the 27' range and seeing them for the last time, are considered adults and take up a different migratory path outside of the Sea of Cortez. They can be individually identified by a series of dotted markings and lines behind the gills. No two

patterns are alike.

It is the juveniles that gather to feed in the whale shark season and are thought to have been born in the Sea of Cortez. This is their juvenile playground until becoming adults. Little is known about the natural history of the whale shark, so every new research discovery adds to its unraveling mystery. An example of this was a necropsy done on a dead pregnant female found in Taiwan, where 300, yes that is correct, 300 eggs were found in different developmental stages. Ingenious, as they pop them out along their migratory paths over possibly a 24+ month period. This was hypothesized based on comparisons to other species of sharks of similar pupping behaviour and the opinion of the researchers.

Female whale sharks give birth live, while other shark species lay a "mermaids purse", an egg casing where they live off the embryonic fluid until they are fully developed. Once developed, they break out of the casing to start their independent lives. Female sharks have no maternal instincts. In the Sea of Cortez pregnant female whale sharks arrive to feed in March for a few weeks, and are also believed to give birth; however, it has yet to



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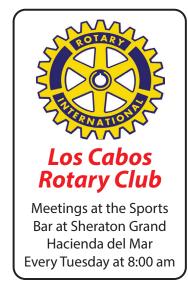
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be documented. On one research trip and the first time with pregnant females, I was assigned the task of taking photos to include identifying marks as mentioned above. When I jumped into the water, I literally saw a Volkswagen van swim by. It was the pregnant belly of a 40' whale shark! Yes, I was intimated. Okay, I freaked and jumped back into the panga, turned to a guest, gave her my camera, and told her to try it as I was hyperventilating. She laughed and gladly did it. Show off!

As life continues for the whale sharks in the Sea of Cortez, they seem to be arriving later and later. A decade ago, they arrived in late September and early October when several could be found feeding in the area. At one point in the last decade, the food source was so productive the whale sharks remained in the area feeding year-round, and for close to three years. Tourism became unsustainable affecting their

natural movement. The government agency of CONANP became more involved and introduced highly regulated guidelines and permits working alongside the very research team we supported. Tourism was no longer left to make its own decisions. With the introduction of a more formal regulated system, in 2021, 165 permits were issued and this











AGENCY AND THE REAL...

continued from page 19

designed to help seller's agents promote listed properties, and buyer's agents locate ideal properties. Good humor and patience will go much further than anger or frustration. Each area has its own rules of cooperation and commission guideline:

- 1. Buyer and buyer's agent select the company to hold funds and supervise the transfer.
- 2. Commissions are paid to the company where the agent works, never directly to the agent.
- 3. Sales commissions are usually agreed upon with the Seller as a percentage of the purchase price negotiated, plus the added value tax. An invoice for services performed must always be presented to the party paying the commission, usually the seller.
- 4. Company representing the Buyer and company representing the Seller generally split the total commission generated from the sale, 50-50.
- 5. Referral fees in which an agent sends a potential

client to another agent, often from one area to another, will generally earn 20% to 25% of the Buyer's or Seller's portion of the commission.

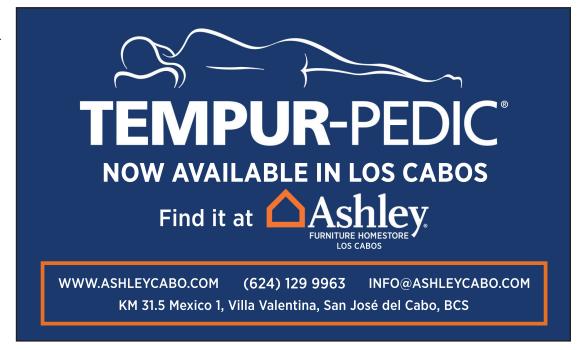
In Mexico, the law of agency is contained in Articles 273 to 308 of the Commerce Code. A copy of these articles is available, in English and in Spanish, upon request.

To conclude, it is far eassharing. The following is a fier to represent one side of a transaction instead of straddling the fence and trying to counsel both buyer and seller on the same property. Not only is it easier but also, in the long run, more profitable, as the agent is able to earn respect, referrals and provide professional services to a greater number of clients.

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> > *about the author:*

LINDA NEIL has been designated as an Accredited Buyer's Agent (ABR) by the National Association of Realtors® (USA). She is also the founder of The Settlement Company®, which specializes in real estate transfers and escrows. Licensed as a California real estate broker, Ms. Neil has pursued



her profession in Mexico for over thirty years. Her skills in negotiating contracts between parties from three distinct cultures have placed her services in demand as a consultant and for speaking engagements on Mexican law and customs in Mexico, the United States and Canada. She has been widely published on the subject of real property in Mexico. Memberships; FIABCI, AMPI and NAR. Linda is a former member of the National Advisory Council of AMPI and has served as AMPI Coordinator

for the state of Baja California

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HISTORY OF CHRISTMAS...

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of 20 de Noviembre. Call 624-105-0163 for reservations. Valet parking is offered.

Venue Director, Julie Anderson, moderated the brief business meeting first welcoming all, then introducing the following guests: Angie Evans, from Kamloops, British Columbia, Canada; Beverly McWilliam from Red Deer, Alberta, Canada; Jennifer Fisk from Coeur D'Alene, Idaho; Christine Harker, from Victoria, British Columbia, Canada; Talia Guerrero from BCS, guest of Andrea Guerrero; Lana Wilder, originally from Israel, more recently Arizona; Vanessa Rosengarten from Palo Alto, California; Mary Pascoe Price, from the UK; Carola Cid from Ensenada; Debbie Harvey from Reno, Nevada; Robin Ryerson from Grand Rapids, Michigan, Jenny Manka and Penny Omens.

Two holiday parties were

announced: the Holiday Boat Cruise on the Cabo Wave on Thursday, December 8 from 4 - 7 p.m. and the Holiday Dinner Dance "By the Sea" will take place Thursday, December 15 at 12 Tribes Restaurant at Casa Dorada Resort. Both events are for members and their guests.

Nohemi Romero announced that a toy and blanket drive for low-income families will be distributed by DIF until December 15. To participate, take items to CAT-TAC from 8 a.m. to 3 p.m. Mon-Fri. Also, a fundraising concert will be held on December 19 in La Patrona by organizers of Rotary 3-club of one world and AMCIAH. The Nautical Festival (boat parade) will be held on December 17. Contact Nohemi at 624-171-2893 WhatsApp email: shamrock_english09@ yahoo.com.mx.

Carola Cid of CPR Ground & Air Ambulance announced they provide ground ambulance service 24/7 and international air ambulance service. They are a provider of H+Hospital. www.cprcabo. com. Email: cabohealthtravel@gmail.com.

There are currently 677 members on the membership roster. For information, email loscabostomatoes@gmail.







Michael Movie Moments BY MICHAEL YOUNG

The Worst Person in the World is a great film about Julie, a young woman in her late 20s going through what is called a "Quarter-Life Crisis."

No, that term isn't used in this movie, but it turns out that what she confronts has already been analyzed by psychologists and others and even labeled. It appears that it is a recognized theme that is part of life, at least for people in their twenties.

It seems to me it is also something of a new phenomenon. As a baby boomer, I certainly remember confronting the challenges of going to college, starting a career, and contemplating marriage and a family. But I never considered it a "crisis" - it was just part of growing up that everyone went through. But even though we boomers promised to change the world for the better we gave them a world burning up, an economy where only the rich can play, and a political system that is bordering on authoritarianism, if not outright anarchy. So, just maybe, it is appropriate to call coping with all these things as a young

adult a "crisis".

Julie is played by Renate Reinsve, a Norwegian Millennial. Reinsve's life, in many ways, parallels that of her character. In her early twenties, she was interested in acting and had a chance to meet with Norwegian director Joachim Trier. In subsequent years she became disillusioned with acting and found satisfaction in carpentry as she worked on remodeling a home. She was just about ready to give up acting for good when, out of the blue, Trier contacted her to tell her that he, and his writing partner Eskil Vogt, had written a screenplay about her and wanted her to star in the film, basically as herself, portraying the same conflicts that she had iust confronted in her real life.

The film is very well done. Reinsve's acting is terrific, and I loved the Oslo-inspired lighting and the crisp editing. But perhaps the film's strongest feature is the Oscarnominated screenplay. Trier and Vogt constructed a script that drives through a prolog, a dozen identified chapters, and an epilogue. The chapters

articulate the message and the chapter titles help the viewer construct the story. I also like their use of a narrator who discusses many background details, eliminating the need for flashback scenes.

Clearly, this is mostly about Julie's (Renate's) quarter-life crisis. She flounders some in her choice of careers and ends up meeting Aksel, an older man, by more than a decade. They fall for each other, but as you might expect, there are challenges in a relationship between a woman in her late 20s (a millennial), and a man in his early-40s (a GenXer). So the story is about what she ends up doing and that, inevitably, involves meeting someone her own age and then things happen there. (Without introducing spoilers, I can't describe what goes on but I will say that it seems the younger generations are having a lot more sex than I did at that age!).

It is enlightening to recognize that this isn't just about Julie's quarter-life crisis. Why did Aksel become interested in a woman nearly 15 years

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younger? Isn't this exactly what is called a "mid-life crisis"? That term has been around for a long time and is usually applied to men in their mid-40s to late-50s. It describes when they might be searching to regain their youth by hooking up with an attractive younger female and, perhaps, buying a red Corvette! There may not be a red Corvette in this film, but Aksel, even in all his sincerity, is still having a mid-life crisis. His career is changing as his previous work, although highly successful, is being co-opted by stronger corporate interests. He is also being pressured by his family to get married and have some children. So Julie becomes, for him, a key to a new life!

Julie is having a quarterlife crisis and Aksel is having his mid-life crisis. But that's not all that's going on here. I've already mentioned that Reinsve herself was living her own quarter-life crisis and that might be one of the reasons that she is so good in this role. But we need to consider that maybe the reason that the script is so good is that the writers were themselves experiencing their own mid-life crises. Both Joachim Trier, the director and his codirector, Eskil Vogt were born in 1974 which made them 45 years of age when this film was made - mid-life crisis time. It is intriguing that Trier held on to the image of Reinsve for years and then wrote a script just for her. Unquestionably, Reinsve is attractive and it isn't surprising that Trier might keep her in mind. And so this film might be Trier's expression of his own mid-life crisis, engaging, at least artistically, with a beautiful younger woman. (One telling element that seems to be missing completely from the script is any mention of Julie having female friends, an oversight that seals the case that this script is more of a GenX male's fantasy than it is a true description of female millennial lives!)

So who is going to like this movie? In my combined critic





MEXICAN BEACH EDUCATION...

continued from page 22

and more forceful. Undertows are very dangerous for a few reasons and being a good swimmer has no bearing on this because it's exiting the water where the problems occur. Timing the waves is critical to get out when there is an undertow. You must ride the wave up the beach as far as you can (the best way is laying in the wave gets you up the furthest) then quickly dig into the beach on all fours to hold your ground and not get pulled back down into the surf. I've done this alone many times and it's not graceful but it works. Having someone on the beach to give you a hand to grab also works really well. The worst mistake you can make is trying to walk out of the surf because you won't get up the beach far and fast enough to get out. If you get stuck in the rolling surf and stand up don't turn your back

to the ocean (stand sideways) as the force of the undertow (even 2 feet of receding water) will prevent you from moving forward while the next wave slams you in the back. The waves are very powerful and I've read about broken backs a few times as the wave slams your lower back and bends you forcefully backward. It can all happen in 5 seconds so act quickly because this really is an act of survival.

Last but not least is the dreaded "rip current". Rip conditions are created when the tide is going out and if understood there is no reason to fear this oceanic phenomenon. People drown in rips all the time because they freak out as they are getting swept away from the beach and try to swim back against it and get exhausted and drown.

A Rip condition is created by a rising tide and waves as they push sand toward the beach and it creates a sandbar a short distance from the

beach. When the tide goes out the sandbar prevents the water between the sandbar and the beach from equalizing by heading back to the ocean fast enough and the pressure of the water breaks a hole in the sandbar and the water rushes back out. The rush of water heads straight out with amazing force and it's impossible to swim against so don't try. Important things to know here are first, it's going to happen quickly but only for a few minutes so lay on your back and relax. The top 12" of warm salt water is twice as dense as the next 12" so if you lay on the water you will just float effortlessly. It sure beats treading water where you are vertical in the water and have to expend a lot of effort to keep your head up. While floating swim parallel to the beach vs. towards the shore and you will soon exit the rip and now you can work your way back into shore and follow the above method of getting out of an undertow.



What To Do If You're Stopped By The Police

We recently got a report from a local Gringo who was walking back home and a police cruiser stopped him and took money from him to let him go. That's extortion anywhere, and there are bad hombres anywhere. If you are stopped for an alleged traffic violation, ask for a ticket and go down to the police station later on or the next day, and pay it. They will take your driver's license to ensure that you show up, and that's OK. They do not want your license, and there's nothing they can do with it. You will get it back. And no, do not give them money if they ask you to pay the ticket to them right there. Just keep asking for a ticket, "Dar may un teeket por favor." Be polite and firm.

If they get nasty, write down their last name from their name badge, or pull out your cell phone and take a photo of him, her, or them. That's like holding a mirror up to a vampire, and they will jump in their vehicle and scurry away like cockroaches when you

It's extremely rare for them to write a ticket, and for sure they will not cite you when you haven't done anything wrong. And, if you have broken a law, the ticket is ridiculously small. Man up and fo down and pay it.

This police extortion would stop in a week if everyone would grow a back bone and stand up to them.

There you go.

So having read this article you will surely be much smarter, definitely safer, have more fun and also get back up on the hot sand to work on that suntan, finish reading the Gringo Gazette and enjoy the rest of your Mexican holiday. 🗡

MY FAVOURITE PEMEX...

continued from page 23

are doing. Get out of the car, look at the dipstick, watch the oil get added, count out your bills as you pass them over and take the time to calculate your USD exchange on your own phone. And just before you turn the ignition key and drive off, count your change. The last time I gassed up the attendant tried to short me 100 pesos thinking I wouldn't notice. When I called him out on it guess what he did? - he gave me that great big Pemex smile and handed me the extra 100 pesos. The best part of a good scam is you never knew it happened! Just keep smiling.

LETTERS TO THE EDITOR...

continued from page 24

lays. I urge you to encourage such work projects to be done "at night." In the U.S., signs often say something to the effect that construction will occur on this road from "11 p.m. to 5 a.m." Traffic can be dramatically less while safety can be supported. By doing the work at night, far fewer traffic jams will happen and it is also safer for the working crews. These jams make van/taxi drivers even more impatient and create 3rd lanes, go into arroyos to come out the other side, go into gas stations for shortcuts, etc. etc. They become more reckless drivers.

While working, use 1-2 garbage trucks in convoy at the back with arrows to "protect " the workers ahead. Also, hire the police to be in convoy to observe and support the work.

Try it. I think it will be one way to help with traffic flow.

> Regards Ricardo the Gringo 🛩



WHALE SHARK TOURISM...

continued from page 26

year cut back to 85 in response to maintaining sustainable tourism. This was all based on the number of whale sharks arriving in the tourism area of Mogote, many years of tourism impact studies, and whale shark behavior. This year the season just opened in the last days of November, almost two months later than years prior. The opening of the tourism season is in response to the number of whale sharks in the area.

Even Bahia de Los Angeles



Todos Santos Meetings

New schedule: M/W/Sat 11a.m—12 noon.

New location upstairs outdoor patio @ Ricardo Amigo Real Estate Office. Enter side door, midway up block towards bike shop. All open meetings. Eric, 612-156-9980, Todos Santos

(north), also known for whale shark tourism and where the juvenile whale sharks in La Paz migrate from, reported fewer whale sharks than normal. My question would be why? Climate change, El Nino/La Nina currents and water temps responsible for the presence and movement of the zooplankton, and cruise ships being allowed in the area of the whale sharks in La Paz. I'm not sure but I hope these juvenile gentle giants still feel the area to be a safe refuge from predators both natural and unnatural. I am not suggesting they are not. It's just a thought as to why they are arriving later and later, and fewer and fewer. The answer may also be in the pregnant females themselves!

MICHAEL MOVIE MOMENTS...

continued from page 28

this film was tied with *Licorice* Pizza for the number 1 spot - the best film out of all this year's general interest Oscarnominated films. But if you look at the critical comments in a bit more detail an interesting pattern emerges. A.O. Scott (New York Times) - a GenXer - gave it a Critics Pick

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English: Cyndi Williams 624 158 8650

Spanish: David Flores, Principal 624 121 1214

formance as "vivid, inventive, and grounded...". From RogerEbert.com: Carlos Aguilar - also a GenXer - referred to it as "Trier's stirringly sophisticated masterpiece,..." while Ben Kenigsberg - a millennial - said it "is derivative...And it really kind of drags." And Scout Tofoya - another millennial and a little conflicted said it was nearly perfect as an art form, but "There wasn't any room for me in this movie, it's done everything..." So maybe

condescending and an unflattering portrait of themselves. GenXers, especially males, might find it satisfying and reinforce their own urges toward a mid-life crisis. A.O. Scott admitted as much when he wrote "...to some extent, Julie remains a middle-aged man's idea of a younger woman". (To be honest, I am really uncertain how a GenX female might react to this film except with maybe a rolling of their eyes.)

And us baby boomers? My wife really didn't like the movie saying that it was her experience that "You have to choose the best thing for yourself at that moment," adding that she really didn't have the luxury of waiting forever to make 'the best' decision and didn't like Julie's self-indulgence. It is well constructed, but your age and gender might influence your appreciation of this film. (4^*)

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and audience rating index, and raved about Reinsve's per-Millennials will find it a bit

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Kiteboarding and Windsurfing in Baja

BY RICHARD CASTAGNER

Kiteboarding and windsurfing season in Baja is November-March. La Ventana south of La Paz and Los Barriles on the East Cape in Baja Sur are two of the most popular spots for kiteboarding and windsurfing. A large community has built up around the sport in these two areas.

Los Barriles

Over the past number of years, Los Barriles has established itself as a world-class spot for kiteboarding and windsurfing. The sandy bottoms and shore break make this is a good spot for beginners, while the large swells that pick up in the afternoons bring excellent waves for more experienced riders. The annual Lord of the Winds Competition is a kiteboarding event that takes place over five days every January. The competition brings riders from around the world.

Los Barriles is located on the shores of the Sea of Cortez right in between Los Cabos and La Paz. Los Barriles is a great sandy spot, perfect for beginners who can practice their wave style thanks to this great shore break. The entire beach at Los Barriles is a good spot but the best place is in Playa Norte, on the northeast side of the beach. A huge beach with lots of options. Los Barriles is very safe with safe launching techniques.

If you are coming down to Los Cabos for a short trip and like at least a hint of resort life and the proximity to the Los Cabos nightlife and shopping, this is the best place to be.

La Ventana

La Ventana is a small Mexican fishing village situated on the Sea of Cortez just 30 minutes southeast of La Paz. Discovered by windsurfers 15 years ago, La Ventana has become a great kiteboarding

and windsurfing spot thanks to its steady winds from October to March as well as its L-shape sandy beach with side shore winds. Every year, during December and January, La Ventana offers international kiteboard competitions, clinics, expos, the La Ventana Classic and the traditional Kite Expo.

The water and air are warm, and the campsites are fairly protected from the wind. If you are driving down for a week or two and sailing is your only goal, this is a good place to spend your trip. The side shore winds at La Ventana are a combination of two wind patterns. The hot, broad San Juan de Los Planes valley downwind creates a local thermal wind that accelerates a mild 18 knot El Norte into a fun 20-25 knot breeze. When El Norte cranks up, this thermal assist gives La Ventana some serious winds.

Cabo Pulmo

Cabo Pulmo near San Jose del Cabo: Baja's only coral reef, has spectacular scenery, fishing, whale watching, kayaking, hiking, biking, snorkeling, diving, surfing, huge swells and can have some very high winds for kiteboarding and windsurfing, but at a price. The only element missing for many years has been a reliable wind.

There are only about 20 wind-protected camping sites, and they are usually taken by long-term campers. Camping on the exposed beach in 25 to 40 knot side offshore winds is not fun. The winds are side-offshore and the shore break fattens up on broken masts. If you break down far outside you risk being washed up in Central America.

On the upper reef, the breaking swells are far larger and more vertical than other sites and the white water can sweep your equipment away. Five hundred feet downwind, the razor-sharp lower coral reef has fangs that stick above the surface at all but the highest tides. Do not sail near the lower reef since the water ranges from 4 feet to 4 inches in depth.

Experienced sailors only.

Todo Santos / Pescadero / Cerritos Beach area

I absolutely fell in love with the lifestyle pace on this coastal stretch on the Pacific side. There is just something special about being on the actual ocean and hearing the wave's crash against the immense unpopulated beaches. This side of the peninsula is known for its surfing and tranquil style of life. I have camped a lot on Cerritos Beach where I surfed and spent many evenings watching a crazy amount of whales breach under the golden sun. During their migration season, it is worth the drive, even just to poke your head below the surface and experience the underwater music they make.

The occasional kite session will pop up in the afternoon in the area depending on the systems brewing out in the Pacific and you will likely be the only person out playing in the shore break. It will be on the lighter side so bring big kites and/or a foil board to make the most of the double sport days.

For me, I found that the mornings were always early here no matter which break I chose. La Pastora, Pescadero or Cerritos Beach are all spots within a short 30 min drive of each other. All of these waves are beach breaks and have many rocky patches so be careful with your board and your limbs.

Northern Baja California Sur

These surf spots are listed assuming that you are driving north on Mexico 1.

Bahía Magdalena / Bahía Santa Maria

Bahía Magdalena is home to some of the best windsurfing and kiteboarding on the Pacific coast of Baja. The barrier islands protect the bay from large swells and strong winds

Baja Wines

Featuring Fine Wine M

Fine Wine M is a company that prides itself on working with and sourcing wines from small boutique wineries all over the world. The store currently carries 250 labels and although they have some wines from all over the world, their primary focus is on Mexico, the United States and France. They also have a lovely portfolio of Italian wines.



Paulina Lopez, Certified Sommelier and Rogelio Ricardez, Managing Director are the two partners behind Fine Wine M, located in San Jose del Cabo just across the street from the Municipal Mercado on Calle Mauricio Castro.

Fine Wine M is open Monday to Friday from 9 am to 5

pm, and Saturday from 9 am to 2 pm. Look for the lovely wooden exterior with Fine Wine M in bold black letters.

blow year-round. There are three right-hand point breaks in Bahía Santa Maria (one of the bays within Bahía Magdalena): Cuevas, Campsites, and Betadines.

For beginner surfers, the estuary mouth has a sand bottom, beach break.

Time your trip to whale season, an awesome bay for whale watching.

Bahia de la Conception / Playa de Los Naranges

Bahía Concepcion is one of the most beautiful spots on the peninsula with stunning clear waters casting beautiful turquoise colors and white sand beaches. Enjoy a beach day along the white sand beaches and crystal waters of Bahía Concepcion. Spend the morning kayaking or snorkeling at Playa Santispac, or just sunbathe and enjoy the beautiful setting. Grab a burger and a beer at Playa Buenaventura.

Located at the mouth of the Bahia de la Conception near Mulege, this spot offers mostly light wind sailing in the 5-6 range and great camping and boating. You can buy fresh seafood at the fish camp. Lots of long-term non-windsurfing campers. Typically, the winds blow 2 or 3 days per week.

Punta ChivatoLocated between Santa Ro-

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KITEBOARDING AND...

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salia and Mulege at the end of a 15-mile dirt road, Chivato offers scenic high wind camping. The winds here are accelerated by the thermal warm basin of spectacular Conception Bay to the south. The winds blow 2 to 3 days per week. There is big swell and flat water speed sailing here in strong winds. The rumors of the camping area on the beach being closed have so far not been realized and improvements to the camping area are being made. The camping is on a firm sand beach. The launch

is sandy with none of the rocks found at most of sailing sites.

Produce and water are sometimes available and there is a resort nearby. They have reopened the resort restaurant and are building a second restaurant near the airstrip.

Chavato is easy to find. There is a sign "Palo Verde" at the entrance to the road to Punta Chivato. Once on this 15-mile dirt road follow the sign "New Road" at the fork in the road. The road is usually in pretty good condition unless it has rained recently.

Punta Abreojos

Punta Abreojos is a small fishing town in Baja California

Sur on the Pacific side. The nearest town is San Ignacio and the nearest city is Mulege. It has an exposed point break that provides excellent waves and is a great spot for windsurfing, kiteboarding and surfing. It is known by windsurfers and kiteboarders who take advantage of the predictable onshore afternoon winds from the northwest that blow all year round from 12-25 knots. Difficult to find but almost empty here.

Baja California Norte

These surf spots are also listed assuming that you are driving north on Mexico 1.

Bahia de Los Angeles / Punta la Gringa

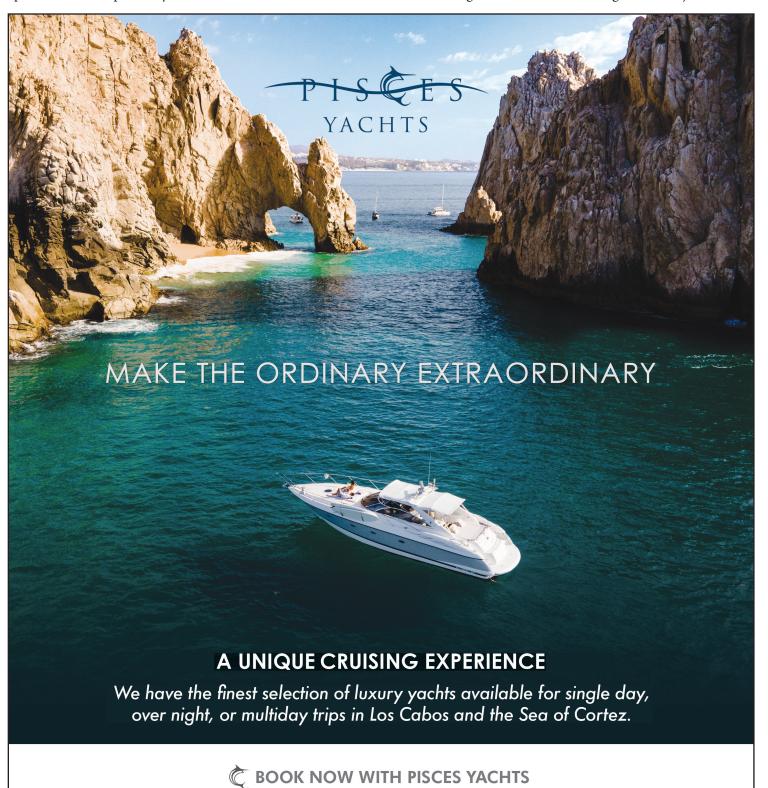
Turn off Mexico 1 at Km 280 and drive 65 Km (on a paved road) east to the Sea of Cortez. This popular side trip from Mexico 1 takes visitors over to the Sea of Cortez side of the peninsula to Bahía de Los Angeles referred to as L.A. Bay, BOLA, or just "Bahía" by the expats and regular visitors. This small fishing village has become a very popular spot for expats and travelers looking for a place to get away from everything.

Kiteboarding and windsurfing at Punta la Gringa at Bahia de Los Angeles. On the north side of the bay is a beautiful place for surfers of all levels. It's particularly good for beginners because the conditions are easy, especially on the waters between the mainland and the sand spit. The best season is November-April when the "El Norte" Baja winds blow.

Punta San Carlos.

Punta San Carlos is located in Baja California Norte on the Pacific Ocean, near to El Rosario. Punta San Carlos is an exposed reef, and the point break is amazing for kiteboarding, windsurfing and surfing. There is no nightlife, only dessert wilderness. It's the perfect place for eco-tourism and outdoor sports. The wind blows all year, special thermal winds sometimes can be very strong, usually side shore.

Life is short. Find that windsurfing or kiteboarding spot of your dreams.



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