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VOL. 28 ED. 09 • DECEMBER 19, 2022 NO BAD NEWS


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Buying Protected Fishies Is a No-No!

BY DAVID FLORES

The new Selecto Super Chedraui supermarket inside the Puerto Paraiso Mall is selling Parrot Fish, a protected

species in Mexico since 2018. Parrot Fishies are critical to the health of ocean reef formations as they eat the weed and algae

that asphyxiate coral with an excess of proteins. Other local markets are also randomly selling Orange Groupers (*Epinephelus coioides*), which are not protected, but very rare, with a status of "Near Threatened" by the International Union for Conservation of Nature (IUCN). Local ecologists will report this to the proper authorities. Do not buy Parrot Fish! 🐟



Concerned Residents Protest Construction

BY KATHRYN REED

"Rules are for other people" seems to be the mantra when it comes to building on the dunes in the greater Todos Santos area.

Another lot has a 5-foot green wire fence around the perimeter, with construction possibly starting this month.
CONTINUED ON PAGE 5



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On the Tourist Corridor Km 25, Plaza Esperanza, Cerro Colorado (next to Fresko) San José del Cabo, Los Cabos



Que Pasa in Cabo?

BY DAVID FLORES



Drone Attack! Drone Attack! Some residents of the Los Barriles community in the East Cape are furious because there are unseen people flying drones over their homes. Some complain that it's "an invasion of privacy and makes our dog crazy too, while others say, "Time for a slingshot and some potato chunks," "train some birds, or bird-goat teams. Like frigate birds to knock them down and goats to eat the evidence. 'Cause, they'll eat anything." Others are suggesting the use of pellet guns.

Flying drones in Mexico states that flying over a person without his/her consent is a no-no, unless you keep a distance of 32 feet from them. Most drone flying here is to film properties for sale or rent. What do you think?

East Cape Beach Looks Oily. Residents and environmentalists report the beach in La Ventana community is contaminated with fuel of some kind. They took the issue into their own hands and are cleaning up, waiting for authorities to get on it

and investigate where it came from. For several years, they have been reporting pollution from commercial fishing boats but no one has paid attention. Maybe the drones are dumping oil? Snicker.

Sign Up for the Open Water Competition! The 2nd edition of the Todos Santos Open Water race will take place on January 21, 2023, and registration is open. There are 3 race types; 2.5km, 5km and 10km. To sign up click on this link; <https://forms.gle/XXyTMF-fyj8wVc9nz6>. The deadline is January 15. For more information call: 612-221-1191. Enjoy!

Discounts Approved! The City Council approved discounts on Property Taxes to those who pay between January and April next year. In January, it will be 20 percent, going down 5 percent each of the following months. Hurry! Oh, no, it's still November. Well, put the money in your piggy bank until then.

We Have Brand New Bathrooms! After 14 years, Cabo Villas / Corazón developers agreed to build nice bathrooms on Medano beach, they were

inaugurated Tuesday with great fanfare. The donation is mandatory for large developers in Los Cabos.

Unemployment at Its Lowest Point. Mexico's Institute of Statistics (INEGI) reports that unemployment in our Southern Baja state is at its lowest point, with only 2.9 percent of people without a formal job, down from 4.9 percent last year. Informal jobs, however, keep going on the rise, which is why you see more beach peddlers and taco stands around town.

Tourists Are Leaving More Cash Behind. Cash and credit card funds. The state's tourism office reports that from August 2021 to August this year, the money left behind by our precious tourists increased by 44 percent. Compared to the same period in 2018 and 2019. Remember, 2020 didn't happen.

Banamex Bank is Up for Grabs. The Citi Group's bank in Mexico, citibanamex, has been for sale for a few months, falling into a tug-o-war between Banco Azteca, Banorte, Mifel and Grupo Mexico. Even Mexico's richest man, Carlos Slim of Telmex and Telcel fame, got his Inbursa bank involved. So far, there are only two companies left on the field, Mexico's Banca Mifel and Grupo Mexico, a conglomerate owned by Mexican billionaire Germán Larrea. Banamex is Mexico's fourth largest bank and holds hundreds of real estate Fideicomisos. Is yours one? Stay tuned.

Tax Alert! Tax Alert! The state congress is debating whether or not to create new permit payments for restaurants around Southern Baja. These are Sanitary conditions (\$25 USD), Renewal of sanitary conditions (\$2.50 USD) and renewal of a lost permit or sanitary conditions permits (\$10 USD). The values may not seem much, but the restaurants association is already saying "enough is enough," mostly because they are just recovering from the losses caused by

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the Covid-19 pandemic.

Improvements to Highway Planned. At the celebration of the 25th anniversary of the Los Cabos Coordinating Council, the influential business group that is formed by the hotel, timeshare and developers association, among others, it was revealed that there is a plan to

CONTINUED ON PAGE 13

Artistic Icon Returns to Cabo

BY BRADLEY FALKNER

I have the utmost admiration and respect for artists because I'm in awe of their unique abilities. My urge to address this is to simply reveal that art is a foreign language to me, like hieroglyphics. The same goes when it comes to assessing an artist. There is a ghost of a chance I will ever know the difference between who is good as gold and who is golden.

Many long-time Southern Baja residents and readers will recognize the iconic portrait (Hotel California)

that accompanies this article as the work of one Chris MacClure, a renowned international artist who hails from Canada. MacClure, a Romantic Realist Fine Art Painter, is always looking for that authentic gesture or timeless moment. His poetic paintings are an expression of his "Romantic Realist" view of life. The shared romance of Mexico is reflected not only in his paintings but in his life. I asked him if his wife was initially one of his students. He shook his head, and he said

with unmistakable joviality, "Oh no. That has always been the greatest romance in my life; she was never a student of mine."

For decades his work provided him with a comfortable living in White Rock, British Columbia. After frequenting Los Cabos in the early 1990's, he felt the urge for a change of scenery that often tugs at an artist's soul. His then fellow artist/girlfriend and future wife Marilyn Hurst was on the same page.

Hurst shares about that evolving stage in their lives. "In some ways, I believe we didn't choose to go to Cabo so much as it chose



us to be there. We've discovered that after returning a few times, Cabo gets in the blood. You're addicted to the easy way of life, the warmth and

the quiet peace which seeps into you. It gets much harder to return to "normal".

Hurst had been a flight attendant for 30 years; an existential angst drew her towards the canvas. It turned out that she had a knack and love for painting portraits. She traded in her wings and left the airline industry to let her artistic talents fly.

Hurst reveals, "I was just learning to paint, and the atmosphere there (Los Cabos) was working its magic in my soul. At some point, I became aware that the urge to paint was beginning to override any other considerations, and we soon found ourselves

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Telcel 5G is Finally in Cabo

BY PEDRO BENITEZ

Telcel's 5G Network is already here; a new generation network that puts the country at the forefront of telecommunications and added services. 5G technology goes beyond the former speed known in the past and at a much lower latency; the ability to process a very high volume of data messages with minimal delay. But what does this really mean and how is all of this different from the previous 4G or 4.5G technologies?

Wireless technologies, from Bluetooth and WiFi to 3G and 4.5G LTE rely on performance trade-offs with IoT (Internet of Things) devices on their networks. But things are different with 5G as it is up to literally one hundred times faster than 4G, with 5G reaching ten giga-

bits per second. By achieving this, it can deliver the level of performance needed for an increasingly connected society. Because connectivity has evolved from providing Internet access to powering complex infrastructure. Using 5G networks to quickly send and receive information will help develop new services and devices, including connected

cars, virtual reality games, remote surgery, translation software and many others! For example, smart cities connect everything from smartphones, homes, and cars to traffic and garbage collection systems using IoT technology.

However, with an increasing number of devices and an explosion of data, comes the need for new levels of network performance. Downloading a high-definition movie over a 4G network, for example, takes an average of fifty minutes; in 5G, it only takes nine minutes.

Of course, connectivity requirements vary depending on how the network is used. Streaming a movie on a smart-

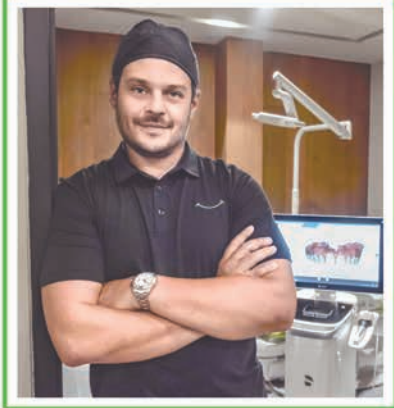


phone and driving a connected car demand different levels of connectivity that aren't always available with 4G.

5G and network outage

5G deployment can solve the network outages of the past by a concept known as "network slicing", which means that said network is partitioned to customize speed, capacity, coverage, encryption and security by re-allocating resources from one section of the network to another section that needs it at any given time. In other words, just as each apartment in a building has a specific key to allow entry only to authorized people, each segment will be based on a specific "segment SIM", also known as "sSIM", which will be stored in your 5G SIM card.

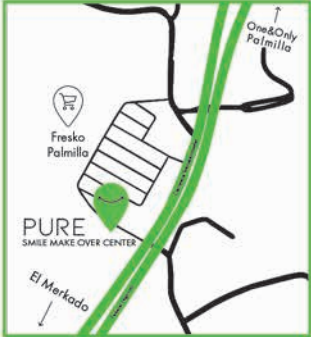

Better performance with 5G also means a lower latency rate (the delay between sending and receiving information). For 4G, this represents two hundred milliseconds;



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not far from the two hundred and fifty milliseconds it takes for humans to react to visual stimuli. The 5G latency rate is significantly lower – just 1 millisecond!

Using 5G networks to quickly send and receive information will help develop new services and devices, including connected cars and vehicle-to-vehicle information (also known as V2X), virtual reality games, remote surgery, and translation software, just to name a few. To put it differently, IoT and 5G create a perfect match.

Compared with 4G, the 5G technology can implement many new applications that will improve everyone's quality of life. The massive connectivity of 5G will benefit everyone, including workers, gamers, business people, students, etc.

You can see the initial and most notable impacts of the 5G network on mobile services. With the help of 5G mobile networks, you can take advantage of high-definition video streaming without buffering.

With a huge increase in network capacity, 5G is also predicted to reduce interruptions while using it. This will allow video calls in 4K quality or the monitoring of remote sites in high resolution in a mobile way. In contrast, with 4G, with which one usually faces a lot of problems with streaming a 4K video.

Another area is autonomous vehicles, which have one of the most desirable and impactful applications of 5G. Network technology is advancing at a rapid pace to support autonomous vehicles in the future. 5G allows vehicles to respond to objects and allows them to change direction automatically. For example, a car travelling at a speed of sixty miles per hour, receiving an instant 5G signal would automatically change its speed, helping prevent the car from hitting an inanimate object or person. As opposed to doing this with 4G's current latency (of around 100 milliseconds), signals would be received by

CONTINUED ON PAGE 13



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A Christmas Chuckle

BY CARRIE DUNCAN

Not long ago and far away, Santa was getting ready for his annual trip. But there were problems everywhere. Four of his elves got sick, and the trainee elves did not produce the toys as fast as the regular elves so Santa was beginning to feel the pressure of being behind schedule.

Then Mrs. Claus told Santa that her mom was coming to visit. This stressed Santa even more.

When he went to harness the reindeer, he found that three of them were about to give birth and two had jumped the fence and were out, heaven knows where. More Stress.

Then when he began to load the sleigh one of the boards cracked and the toy bag fell to the ground and scattered the toys. So frustrated, Santa went into the house for a cup of coffee and a shot of whiskey. When he went to the cupboard, he found the elves had hidden the liquor and there was nothing to drink.

In his frustration, he dropped the coffee pot and it broke into hundreds of little pieces all over the kitchen

floor. He went to get the broom and found that mice had eaten the straw it was made from.

Just then the doorbell rang. Santa cursed on his way to the door. He opened the door and there was a little angel with a great big Christmas tree.

The angel said: "Where would you like to put this tree, Santa?"

And that my friends, is how the little angel came to be on top of the Christmas tree.

Merry Christmas to all. 🎅



CONCERNED RESIDENTS...

continued from page 1

In a show of solidarity against the continual building on these environmentally sensitive lands, more than 100 people gathered on December 2 outside that fence. Some came with signs in Spanish calling for the revocation of the permit, the protection of the dunes, and how this type of building is illegal.

While the crowd was mostly white, not all were.

Ken Churchill, spokesman for Protect Todos Santos, led the gathering, explaining how Eddie Ogden owns 100 beachfront lots—all on the dunes. He said Ogden's latest project, which would be his seventh house on the dunes, is likely to be a spec home that could break ground the first full week of December.

Protect Todos Santos was formed earlier this year as a nonprofit for locals and foreign residents to safeguard the area "from the environmental threats our community faces due to the rapid growth we are now experiencing." As Churchill stressed at the gathering, it's not just about protecting the dunes, but helping the environment as a whole, as well as educating and not just

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being enforcers.

Those against building on the dunes are hoping construction does not begin and then get stopped like what happened a couple of streets over on Calle Los Mangos. Authorities halted that illegal build but did not mandate

Development (PDU) for Todos Santos, El Pescadero, and Las Playitas was published in 2012. It covers more than 30 miles from Elias Calles on the south to Agua Blanca north of Todos Santos. The PDU prohibits any development on primary and secondary dunes.



what was constructed be removed and the land restored. Beyond being an eyesore, it is an ecological travesty.

Days before the protest, Ogden, the landowner and developer of the controversial home build, was sent an email from the *Gringo Gazette* with a series of questions. He still has not responded. A couple of the questions were: You have a permit to build a 4,000 square foot house at Vista Ballena off International on the dunes near the turtle release. This violates the current PDU. How do you justify this? Are you backing the proposal to redo the PDU? Why or why not?

The Program for Urban

The problem is the authorities in La Paz are not enforcing the rules. Some allege bribery is an issue.

Another potential problem for those who are against this type of building is the real possibility of a new PDU being written. La Paz Municipal Planning Department representatives had a meeting on November 29 at the Cultural Center in Todos Santos to talk about drafting a new PDU.

"We are all wondering why they are drafting a new one when they are not enforcing the current one. I guess they just like having a bunch of meetings. Very frustrating,"

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Historic Minimum Wage Increase Announced

BY DAVID FLORES

The federal government recently announced the highest salary increase in 40 years, agreed upon by workers' unions, business organizations and the government. The

new minimum wage, effective January 1, 2023, will go up 20 percent and will be 207.44 pesos for an 8-hour shift (about \$10.63 USD), up from 172.87 pesos. For the border zones, the new minimum will be 312.41 pesos (about \$16.02), up from 260.64 pesos. Even your home workers must receive this increase. 🐦



ARTISTIC ICON RETURNS...

continued from page 3

discussing ideas to move to Los Cabos permanently. In 1997 we moved down here. We opened a 2nd floor studio in the downtown area, and that is where the real art education began. As testimony to the creative spirit, over the next 13 years our humble beginnings morphed into the most respected art gallery in Los Cabos with the Golden Cactus Gallery's eclectic collection of artists and art becoming the benchmark of excellence for the southern Baja."

Hurst and MacClure are pioneers and were the first foreign couple to successfully operate a fully functioning art gallery in Los Cabos. Erudite followers of MacClure have long appreciated what the eminent Canadian understood— perhaps better than anyone else— that getting his painting out to a broader audience would pay handsome dividends.

"The showing at the hotels and resorts really put us on the map and accelerated the process of selling our work. It was an amazing opportunity and a total game changer," beamed MacClure.

CONTINUED ON PAGE 13

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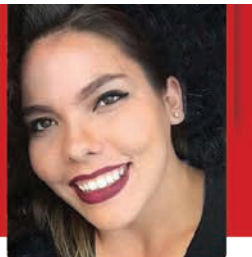
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Cooking Like a Mexican

BY ALEJANDRA BORBOLLA



Mexico has magic in its warm drinks and atole and champurrado are probably at the top of the list. Although very similar, they are not the same and can be easily confused. Champurrado is a type of atole we could say, but once champurrado can never go back to atole if that makes sense.

The origin of atole is registered as far as ten thousand years ago, and it started with the domestication of corn, a key ingredient in Mexican gastronomy. The earliest recipes and ways of consumption were recorded in one of Hernan Cortez's five letters to Spanish emperor Carlos the Fifth. He explained that (now Mexican) natives drank a thick, energetic concoction, made with mostly corn but also honey and chiles, referring to atole. Back then,

it was called "atolli" or "tol" which means watery, or runny. It started to thicken up as the corn masa was brought to a boil. On another narrative, Fray Bernardino de Sahagún



would explain in his writings that "atolli" came from "atl" water and "toloa" eating or swallowing.

Nowadays, atole is perceived as a thick drink, but in

the prehispanic period it was an actual meal and meant to be paired with a special drink and it was elaborated in many ways. Its meaning varied ac-

cording to the context where it was prepared and consumed from rituals to nursing back to health. Even now, atole is often consumed when restricted diets are prescribed for stomach aches or the flu. Fray Bernardino's writings also mentioned atole being sold scalding hot or cold, prepared with many different ingredients like corn masa, ground tortillas, burnt and ground corn husks, beans, chiles, lime water and the list goes on. When atole was part of a ritual, it was served in intricately decorated gourds. There were also different types of atole recipes depending on the social status people belonged to and the access they had to ingredients.

When the Spanish arrived in what we call now Mexico, they were not great fans of atole, so at some point in the cultural exchange, the recipe started being made with milk, which is how we know it today. One of the greatest things about atole is that it is still considered a "drink" for the more humble population because chocolate was always considered for the higher class. There's even a great Mexican

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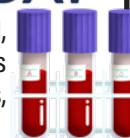
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End-of-Season Closing-Up Tips

BY CAM RENAUD

If you're a snowbird or split your time between Cabo and a home north of the border, you'll be familiar with opening and closing your Cabo home away from home as you come and go. Regardless of whether you have a property manager do this for you or you're a do-it-yourself person, here are a few tips that you'll probably be glad you know about.

Firstly, make a closing list and save it somewhere it can be accessed and shared and updated. Don't rely on your memory because it's easy to forget something very simple when you're focused on packing and

travelling that you might end up regretting when you return next time. After years of doing this, my closing lists are fairly detailed and broken down into time frames so everything isn't last minute, which is exactly when you will forget something.

The first risk to be aware of in a vacant condo or house is a water leak. If you can shut off the water when you aren't there, do it. There is no such thing as

a minor leak. Even if you have insurance, a leak can be both expensive and disruptive. The primary sources of water leaks are ice cube makers in fridges, dishwasher water valves or hoses to sink taps. Remember, your home here is in a desert climate and if your home is not being used in the summer the plastic water lines leading to the appliances will get brittle and can crack after a period of time. The same goes for your under-sink water lines with metal braid on the outside; the lines inside are still plastic. Even when you are in residence, it's a good idea to replace under-sink lines about every five years. Your risk can be especially costly if you live in a condo that is not on the main floor as you may be responsible

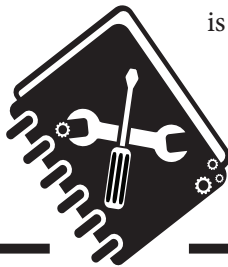


for water damage to the units below you as well. Have a look at your insurance policy while you're thinking about this and make sure you are covered for water damage to your unit and those below you.

No running water while you're away is also an issue

to consider. Sink and shower drains can dry out and lead to sewer gas smells and bugs. Think of opening the condo door and the place smells like a septic tank and then add in a few scurrying cucarachas and a six-inch centipede having a

CONTINUED ON PAGE 16



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Rescuing Marine Wildlife Is a Passion for Some

We tell you here who they are

BY JQUES CUSTARD

With over 5,800 miles of beautiful coastline in Mexico, someone has to be looking after the animals that inevitably come ashore. Meet the Mexico Marine Wildlife Rescue Center (MMWRC). It is the only rescue center in the whole country dedicated to marine wildlife.

MMWRC, formerly Centro de Rescata by Museo de la Ballena, is reopening to the public after a hiatus due to the pandemic. Now that things are moving forward, the Rescue Center is inviting La Paz to come and see what they've been up to!

A Non-Profit Organization Here to Help Marine Wildlife in Need

Before the Mexico Marine Wildlife Rescue Center was established in 2018, when ma-

rine life inadvertently made its way onto Mexican shores, the mammal or turtle might have been taken to a dolphinarium or zoo. More often than not, those animals would be treated or rehabilitated but would remain in captivity.

If you're not familiar, captive marine mammals suffer a huge range of health problems including extreme stress, neurotic tendencies, and abnormal levels of aggression. Now, with the aid of Marine Wildlife Rescue, animals can be rescued, rehabilitated, and reintroduced into the wild where they belong!

The organization responds to the stranding of whales, dolphins, seals, sea lions, sea turtles, birds, sharks, and rays. When these animals end up on shore, they might be sick,

injured, entangled in a net or garbage, or otherwise compromised.

Headquarters and Facilities

MMWRC is headquartered in La Paz - right in the mecca for marine life. Their indoor and outdoor facilities house rehabilitation areas and an auditorium for training and educational seminars.

One of the aims of the organization is to promote stewardship of the oceans, bays, and estuaries. MMWRC hosts a variety of education initiatives including training workshops, guest lectures and seminars, community outreach, school group pro-

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grams, and internships for university students. A future project in the works is building a large outdoor sea turtle pool and a sea pen for the long-term rehabilitation of dolphins.

Rescue Network in Mexico and the Globe

In collaboration with the two Mexican government authorities, PROFEPA, Procuraduría Federal de Protección al Ambiente, and CONANP, Comisión Nacional de Áreas Naturales Protegidas, MMWRC works hard to help marine wildlife.

They don't just work with agencies within Mexico though. MMWRC proudly collaborates with the National Marine Mammal Foundation in San Diego, the World Wildlife Fund, the Autonomous University of Baja California Sur, MMAPE, and more.

How to Get Involved and Help

MMWRC is 100% volunteer-run and funded by public donations, so your help is invaluable! There are many ways that the public can help marine animals and MMWRC.

Cash donations directly fund the ongoing rescue and rehabilitation costs of the animals. Volunteer in the daily operations of the organization, assist with the rescue response, observe the monitoring programs, or participate in an event. You can shop the MMWRC wish list and purchase much-needed

items on their behalf. Or you can buy your favorite marine-themed merch and gifts.

What Should You Do If You Come Across a Marine Animal in Need?

A stranded mammal is an animal that has wound up on the beach, shoreline, or in shallow waters. It may be dead or alive and is unable to return to deeper water without assistance.



If you come across a stranded marine mammal, MMWRC is ready to spring into action. Follow these steps:

Observe the animal from a distance. Take note if the animal is in distress, appears injured, is entangled, or has a colored tag.


Do not touch the animal. It's very important to not approach or touch the animal which can cause more stress.

Take photos. Photos (or even a short video) of the animal, its location, and any injuries or debris can provide

CONTINUED ON PAGE 18








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THE REAL ESTATE SECTION

Discover The Amazing Towns of Baja Sur

BY NICK FONG

Hosting the amazing towns of Loreto and La Paz to the north and Los Cabos on the southern end, Baja Sur is quite a magical location! As such, you must go there in person to really experience the magnetism of this awesome Mexican State, first-hand. When you're there, you'll quickly see why so many people, after visiting, end up never leaving.

Baja Sur is where a beautiful mountainous desert landscape divides the great Pacific Ocean from the beautiful Sea of Cortez, once called "The World's Aquarium" by marine

explorer and conservationist, Jacques-Yves Cousteau, because of its great biodiversity. The Pacific Ocean is the biggest body of water on Earth and the Sea of Cortez is the most biologically diverse body of water on Earth. How amazing is that?

Throughout the Mexican State of Baja Sur, there are many great towns to visit, even more than first mentioned. In fact, two of these towns are classified as Pueblo Mágico by the Mexican government, a distinction given to only a few select towns

in Mexico. Now, continue reading to discover the many amazing towns of Baja Sur for yourself. Then, come and visit each of them!

Todos Santos is a Mexican oasis filled with palms & fruit trees

About one hour north of Cabo San Lucas, Todos Santos provides a superb contrast to the fiesta life in Cabo. This is the first of the two magical towns in Baja Sur classified as Pueblo Mágico. There, experience the outdoors and indulge in ecotourism like no other place. Todos Santos is a retreat for those who want to slow down and smell the roses. Also, it's a haven for those who crave outdoor adventure. There, dine at a fine restaurant, take a siesta, and enjoy the natural beauty this magical town has to offer.

At Todos Santos and its surrounding areas, explore miles of unspoiled beaches, go exotic bird watching, take an exhilarating hike, kayak, surf, snorkel, scuba-dive, and go fishing. As an example of where to go, Playa Los Cerritos is one of the area's peaceful beaches. Beach lovers embrace the Baja Sur surfer vibe there as they walk freely on the soft sand, watch the amazing sunsets, and drink cool beverages while soaking in the sun. This beach is ideal for family gatherings, barbecues, and hanging out with friends.

For those interested in moving to the Todos Santos area, there's a new development project being built there called Brisa de Sal in Cerritos. It's under construction right now and it offers 20 new homes in total, 14 now and 6

in phase two. Although Cerritos does offer many great condos in the area, Brisa de Sal presents individual three-story homes, each with its own private roof-top terraces.

The magical town of Loreto on the Sea of Cortez

The Sierra de la Giganta mountains are towering over Loreto to the west and the beautiful waters of the Sea of Cortez expand out to the east. In between the mountains and the sea rests the white-sand beaches and the islands of Loreto, which are truly captivating. When you're there, be sure to partake in popular water sports like stand-up paddle boarding, sea kayaking, desert hiking, and mountain biking, just to name a few. Loreto is the second amazing town in Baja Sur classified as Pueblo Mágico, and you'll see why once you get there.

In town, the famous boardwalk is a "must-see" attraction. Being quite long, it's referred to by the locals as a sofa to watch sunsets as the day comes to an end. Additionally, this boardwalk is the gateway to two great beaches near town – also "must see" attractions. Then, head to the marina and take a boat ride to Bahía de Loreto National Park. There, you'll find a group of islands of different sizes that allow swimming with sea lions, kayaking, bird watching, snorkeling, and diving.

Right now, Loreto is like a time machine going back 30 years in history. First, it has all the infrastructure, attractions, and activities already in place, just like Los Cabos did 30 years ago, before growing to what it is today. Because of that, Loreto is now showing up on the radar of both travelers and investors alike. Loreto already

CONTINUED ON PAGE 14

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AGENCY and The Real Estate Agent

Duties, obligations and professionalism in the performance of services.

BY LINDA NEIL

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 since the buyer wants to buy 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.

No matter how much we need or want the money that will come from a FULL commission, better to call in a colleague to represent one side or 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 his or her services to other friends and acquaintances

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 property.

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 PROFESSIONAL agent? What are the elements that contribute to professionalism in an agent's relationships with his or her clients?

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CONTINUED ON PAGE 18

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Define a Real Estate Market Crash

How to understand a forever-shifting market

BY GREGORY C. BORQUEZ

COVID brought about a significant boom in real estate as we sheltered in place and our homes became very important to us. Baja experienced the long-awaited boom that had been talked about since my very first visit here over 8 years ago. Sales in the US & Canada soared, and demand allowed sellers to earn lucrative profits while buyers were competing fiercely to pay 10% to 15% over the asking price. Economically, this is unsustainable and problematic when analyzed from a macroeconomic standpoint. The value of tangible assets needs to be versatile enough to survive a shift in

the market. The versatility of real estate has always been its strongest feature and it is the backbone of our history and economy, ever since princes and kings waged war for more land.

Why do banks raise interest rates?

It is important to understand how interest rates affect the economy: low-interest rates are to motivate spending within the economy, while higher interest rates are to reduce the amount of spending. The raising of interest rates does not mean that there will be an economic crisis. It means that it is trying to slow the amount of public spend-

ing and ultimately lower inflation. The reason behind U.S. & Canadian banks raising interest rates is that the market was beginning to form a bubble where sales prices inflated and did not reflect the actual value of the property. The raising of the interest rates is the very same protocols and restrictions that were put in place in 2009 to avoid another inflated housing bubble.

Inflated sales prices are an important factor for the market as it reduces the versatility of the investment, increases risk when there is a market

and being able to understand their trajectories is how you benefit from them. Those who



shift and, most importantly, negatively affect the buyer's perspective on purchasing.

How did the real estate boom affect Buyer perspectives? And how did the market respond?

The markets shifted unexpectedly during the COVID lockdowns, and as time went on, the new market created an unprecedented amount of demand which drove sales prices up to an unsustainable level. As Buyers raced to purchase properties, they began to realize that their very own demand was driving up the sales prices. This factor, along with the raising of interest rates, has prompted Buyers to hold off from purchasing until the inflated prices lower to within market value. Markets are forever shifting and that is their essential beauty of them. They go up and down

were able to read the market and decided to sell during this time profited quite well. As the market shifts again, it is important to accurately analyze your position in the market.

How have the U.S. & Canadian markets affected the Baja markets?

Despite the rumors, the U.S. & Canadian markets have not affected prices here in Baja. The unique markets of Baja depend on foreign investment but are not as interconnected as many believe. The low cost of living and amazing quality of life while living next to some of the world's famous beaches are the main reasons why the market is experiencing so much demand. As the cost of living gets more and more expensive in the US & Canada, more and more people are

seeking to move to Mexico for a better life and at a more affordable price. Aside from the more affordable prices, Mexico has been attracting lots of foreign investment due to how lucrative and easy it is to open a business.

Is there going to be a real estate market crash?

The answer is no. The market is correcting itself to prevent another real estate bubble. Sales prices are being adjusted to reflect the actual value of the location of the land, the brick and mortar and the quality of the finishings. This does not mean that the market is declining. A decline would mean that sellers would be breaking even or suffering a loss when selling a property. As the market is shifting, we are seeing sales prices deflate into market value and selling shortly after.

Baja's real estate market continues to break records as the demand to live next to world-famous beaches at a low price grows. The limited amount of real estate inventory is Baja's strongest asset. Buyers who are currently looking are mostly opting for pre-construction properties as resales or built properties are extremely rare and are sold quickly. It has been interesting to see many developments with hundreds of units being sold pre-construction, built, and delivered to their owners and there are under 1% of units resold within

CONTINUED ON PAGE 19

**PLEASE HELP US PREVENT
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GRINGO
NO BAD NEWS *Gazette*

CONCERNED RESIDENTS...

continued from page 2

build 3 overpasses along the tourist corridor. These, if approved by the city, would be located at the Fonatur roundabout in San Jose del Cabo, Cerro Colorado at the tourist corridor and El Tule in Cabo San Lucas and would ease traffic, especially in case of accidents. Stay tuned. 🐦

TELCEL 5G...

continued from page 4

said car a bit later compared to the 5G network, causing a sure accident. It is clear that 5G is the future of autonomous vehicles.

All AR (Augmented Reality) as well as VR (Virtual Reality) applications will become more interactive and immersive with the low latency of 5G. In the industrial sector, for example, a technician wear-

ing 5G AR glasses can see the general scheme of some piece of machinery superimposed on the actual object. This function, for instance, will allow you to identify the different parts of the machine that are dangerous to touch.

By applying Artificial Intelligence (AI) to vast amounts of data, 5G will speed up data with more efficient connectivity. For example, the smart city AI can correlate all traffic lights automatically. Additionally, 5G networks also allow you to enable AI inference at the edge. This helps deliver all the necessary data from source devices to the central cloud to refine and redefine AI models.

So, as consumers look into the future, 5G will be more than just faster mobile internet, delivering new levels of connectivity and increased trust across a broader ecosystem. All these features and much more are now active in the tourist areas of Cabo San Lucas, San Jose and the tour-

ist corridor but will expand to other parts of the municipality within the next year. 🐦

CONCERNED RESIDENTS...

continued from page 5

Churchill said in a group email.

Hours before the protest Churchill sent an email to supporters saying, "These protests are working. The one (Nov. 29) at the Cultural Center where 100 people showed up got us a meeting (Dec. 1) with 12 officials in La Paz, but they are not willing to pull the permit so we need to keep the pressure on. We are hoping a protest will get SERMANAT, who was at the meeting, to shut the construction down before the dune is destroyed."

SERMANAT is short for the Ministry of the Environment and Natural Resources, which is equivalent to the Environmental Protection Agency in the United States.

Prior to the event, Churchill rallied supporters with another email that said, "It is very frustrating that a permit is being issued without even the required ecological study and in complete violation of the PDU which does not allow any construction on the primary or even secondary dunes. So, our plan is to have our attorney John Moreno sue everyone involved in issuing the permit and to try to stop the construction by going out there and protesting."

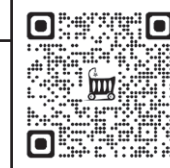
Churchill told the crowd that attempts are being made to contact Romex and other building suppliers to not deliver to the Vista Ballena address. A few of the onlookers essentially said quietly, "Good luck; that won't happen."

Developers know that breaking ground leading up to and during the holidays is a key time of year to get away with less-than-honest undertakings because few officials work during this time so enforcement is even less likely to happen.

That is why at the protest people were encouraged to be



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diligent about reporting any activity in the area in order to stop any building before it occurs. 🐦

ARTISTIC ICON RETURNS...

continued from page 6

As much as MacClure has achieved with his paintbrush, he has also raised the profile of other artists. He is credited with the creation of the International Artist Day in 2004. Celebrated every October 25, it is an event dedicated to honoring all artists around

the world, highlighting their contribution to art and society. But that's not all; he and his wife Marilyn are responsible for starting the "Art Walk" which took time to find its footing on the cobblestone streets in downtown San Jose del Cabo.

As MacClure recalls, "We were one of the three galleries here at that time that initiated what is now known as the 'Art Walk'. We also helped set up the Old Town Gallery in San Jose in 2002. Pez Gordo Gallery was there and in 2002

CONTINUED ON PAGE 19**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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Humane Society Holds Golf Tournament

BY CHARLOTTE DEMARCO

On Sunday, December 4, the Los Cabos Humane Society hosted its first fundraising event since 2019 – Paws 'n Claws Golf Tournament at Palmilla. 100 golfers enjoyed beautiful weather and great course con-



ditions, playing a four-person scramble for a great cause. Thanks to players, sponsors and silent auction donors, the event raised \$54,000 USD after expenses. Several adoptable dogs from the shelter were there together with volunteers. After the round, the golfers enjoyed a sponsored taco bar and drinks. LCHS is especially grateful to Lloyd Walton, Palmilla Director of Golf and his team, for all their help and generosity. We have already confirmed our Paws 'n Claws date for next year – Sunday, December 3.

Thank you for your continued support. Please let me know if you have any questions! Charlotte DeMarco, +1 678-860-4100 – M. demarco. charlotte@gmail.com. 🐾

DISCOVER THE AMAZING...
continued from page 10

boasts an international airport with flights to-and-from the U.S. and Canada, the Danzante Bay Golf Course, and the beautiful downtown area, which is rich with history and culture.

La Paz: A gateway to Mexico

Having both an international airport and an international seaport, La Paz is the gateway to all the products and goods that come in from the mainland. This gateway supplies all of La Paz, and Cabo to the south, and other cities to the north. But now, La Paz is quickly becoming Mexico's new tourism gem – a tourism sector that has been growing very fast as visitors are becoming aware of this beautiful Mexican town nestled in a cove along the Sea of Cortez.

Starting with Espiritu Santo Island, La Paz has many natural wonders to explore for yourself. This beautiful little island is a UNESCO (United

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Los Cabos is two amazing towns in one

To begin, Los Cabos refers to two amazing towns: San Jose del Cabo and Cabo San Lucas. San Jose del Cabo is a more traditional Mexican

town, with a big church, an "art walk" on Thursdays, a lot of cultures throughout, great restaurants, and it even has its own fantastic marina. On the other side, Cabo San Lucas has the famous arch of Cabo San Lucas, a large marina, many great hotels, and of course the most famous nightlife of any tourist town in the world. Although they both have some remarkable differences, they are quite similar in one regard – both these amazing towns in Los Cabos cater to visitors of every sort.

Located only 30 minutes north of Cabo San Lucas, the town of San Jose del Cabo is a peaceful fishing village, unlike its more festive neighbor, Cabo San Lucas. San Jose del Cabo is a charming and sophisticated town that displays an inspirational Spanish-colonial character throughout. As an example, the downtown area boasts historic architecture, such as the 18th century Misión de San José del Cabo Anuiti, and the

CONTINUED ON PAGE 20

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Good Advice for U.S. Expats Living and Working in Mexico

BY STEPHEN F. MITCHELL, CPA.

Our southern neighbor, Mexico, has become a feasible destination for many, with nearly 1.5 million American citizens already residing there and about 16,000 more arriving annually. Then why not? Because it is so close by, Mexico is now a top location for people who want to live there permanently rather than just for tourism and inexpensive labor in border towns.

With the national monthly average cost of owning a home in the United States being approximately \$2,000 and the cost of living increasing at a rate of roughly 6%, many Americans are now looking to Mexico. With daily flights to numerous Mexican cities

and amenities comparable to those found in the United States (Walmart, Costco, Office Depot, etc.). Americans, Canadians, and Europeans are moving to Mexico, where their money goes further, and living is more pleasant. Wow! Look at what I discovered!

This new influx of American Expats living, working, and conducting business in Mexico brings an additional burden that is commonly neglected in the initial decision to settle in Mexico. There will be new taxes and financial obligations to adhere to, which may sound the same as it is in the good Ole USA. In some ways, the laws appear similar but remember that you're not

in Kansas anymore. The road rules have different Latin twists and turns... can you say "Servicio de Administración Tributaria" or "Fideicomiso"? That is, of course, a topic for a later discussion.

First and foremost, you need to know before you buy or rent that Condo, start that real estate business, or retire in Mexico, which will be addressed in this article. As an American living and working in Mexico, here are some basics that every U.S. Expats must keep in mind:

One fundamental fact that a U.S. citizen who works and lives overseas must never forget is that your worldwide income is still subject to U.S. income taxes. Regardless of whether you pay Mexican government income taxes on foreign rental income, interest, or dividends earned outside of the U. S. or on earnings from online cryptocurrency trading, swapping, or otherwise disposing of cryptocurrency online. All income earned is reportable and may be taxable. There are

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always exceptions to the rules; therefore, it depends.

The IRS will monitor you

even if you are out of the country...believe it! The IRS typically has a three-year audit statute, but this is not always the case when it comes to foreign income or significant underreporting. Keep in mind that the IRS has the authority to audit you going back six years. When it comes to unfiled tax returns or civil tax fraud (intent to defraud), the IRS has the authority to audit you indefinitely. Yikes! If you haven't filed in the last three to six years, you should consult with a tax professional ASAP.

Suppose you own bank accounts, brokerage accounts, or mutual funds in Mexico. In that case, you may be obligated to report this information annually depending on established thresholds, even if the accounts do not generate any taxable income. Per the Bank Secrecy Act, you must report certain foreign financial accounts to the Treasury Department and keep certain records of those accounts every year. While Mexican

CONTINUED ON PAGE 20

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**COOKING LIKE A MEXICAN...**

continued from page 7

corn masa, which can be made at home or bought in tortillerías. This is also the thickening agent that is so characteristic of champurrado; atole is a little lighter. Champurrado is traditionally the same flavor because it has chocolate. Atole can be made with many different flavors, but recipes vary depending on who's making it. There's no rules.

Champurrado is usually made in a clay pot and served with tamales, as a drink. It is very common to find champurrado and tamales very early in the morning or when the night starts to fall and is one of those recipes that still holds true to our ancestral roots despite modern twists. Many Mexicans begin and end their day with champurrado. It's a hearty warm drink full of

energy that comforts an empty belly and brings probably great memories in the midst of modern-day chaos. It can be consumed on the go and holds its temperature for a long time thanks to its thick consistency. Some people like to add milk to champurrado. I personally do, but it's not obligatory.

Ingredients:

4 cups milk

2 ounces piloncillo, plus more to taste (can be substituted with brown sugar)

2 (3-ounce) discs Mexican chocolate

1 cinnamon stick

1 1/2 cups warm water

1/2 cup corn masa

2 teaspoons vanilla extract

1 pinch salt

Procedure:

Add milk, piloncillo, Mexican chocolate, and cinnamon stick to a medium saucepan or pot. Heat over low-medium heat until the piloncillo and chocolate have completely

dissolved. Stir frequently to make sure nothing sticks to the bottom of the saucepan.

Remove and discard the cinnamon stick, using a strainer if it has broken into pieces.

In a small bowl, add warm water and corn masa. Whisk together until the mixture is smooth.

Add the masa mixture, vanilla extract, and salt to the saucepan. Whisk to combine.

Bring to a simmer, reduce heat to low, and continue to cook, whisking frequently, for 25-30 minutes until thick, creamy, velvety, and smooth. The champurrado should be thick enough to coat the back of a spoon.

Serve and garnish with a touch of ground cinnamon or a cinnamon stick.

Pro tip: Don't forget to whisk! Make sure to whisk vigorously throughout the whole process to help get the drink as velvety smooth as

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possible. The champurrado should be completely smooth and not grainy. If it's still a little grainy, continue whisking until it becomes smooth.

You can store it in the fridge once it has cooled in an airtight container. It will thicken up quite a lot. To "revive" you can add more milk or water as it is brought up to a boil again until you reach desired consistency.

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

Happy cooking! 🍴

END OF SEASON...

continued from page 8

party on your kitchen table. Don't laugh, I've had it happen. Close all sink drains and add enough water to make sure the gooseneck pipe under the drain is full. For shower drains, place a wet rag and a stone or non-rusting weight on top. The rag will dry out but makes a nice seal over the drain. Toilets bowls are also affected by evaporation even if the lid is

down. Calcium and minerals in the standing water also make a crusty ring around the bowl that is tough to get off. Adding two cups of vinegar to the bowl and covering it with plastic or a garbage bag before putting the lid down is an easy step to keep your towel bowl looking like it did before you left.

The second thing to keep in mind is sun bleaching. Direct and indirect in Cabo is intense and if you don't want two-tone floors carpets and furniture then keep the curtains closed or cover the furniture.

Thirdly, don't leave anything outside when you aren't there. Whether it's sun bleaching, hurricanes or porch pirates if you want the stuff to be there when you get back, bring it in.

Fourth, don't leave any food in the cupboards. Mice, rats, roaches, ants and mealybugs can always find a way to get into things. We actually found tiny mealy bugs in the cayenne spice one year. We now put spices and non-perishables in plastic bins and put the bins in

CONTINUED ON PAGE 22

Fish Report

BY GARY GRAHAM
THAT BAJA GUY



Cabo San Lucas

If you hope to catch billfish, you can't have picked a better time than this! Conditions have been ideal, and striped marlin have been the predominant billfish caught and released in either single, double, or in a few cases, triple digits on both the Pacific and Sea of Cortez side of the Baja's tip of the Baja peninsula. The striped marlin have been biting practically anything offered, from live or dead bait to brightly colored lures trolled behind the boats.

For those looking for fish that are good to eat, there have been wahoo and yellowfin tuna ranging from ten pounds to over several hundred pounds just waiting to be caught. Plus, there are lots of smaller dorado up to 25 pounds close to shore off

the Lighthouse, Los Arcos, and Migrino.

Inshore fishing has been good for sierra, which is great for ceviche to spice up your cocktail hour, along with white bonito and various species of jack and roosterfish on the surface. Fishing the bottom can also be very productive for pargo, cabrilla, and various grouper species.

Los Cabos Port

Excellent crowds of tourists continue to arrive in Los Cabos, greeted by great weather, and clear, sunny skies, with highs near 85 degrees. We have had patterns of north winds blowing through most of the week, but anglers did well fishing closer to shore in the more protected, calmer waters. Ocean swells have been very slight, and the water temperature is averaging

about 78 degrees.

Over the recent full moon, the schools of caballito seemed to have vanished from inside the marina channel area, so the fleet has been relying more on ballyhoo and, if possible, catching their own chihuil on the Inner Gordo Banks. However, around the corner on the Pacific are large schools of mackerel and to the direction of San Jose del Cabo. Later this month, we expect these schooling mackerel will migrate into the Sea of Cortez as they always seem to do. However, everything is slightly different this season, with the ocean temperature being warmer than normal.

The most popular fishing grounds recently have been from Punta Gorda, Cardon, and Iman Bank. This is where anglers have been finding

Fish Killer Of The Week



Jorge Romero, who manages the Tecolote Transportation Company for Tailhunter Sportfishing in La Paz, took a day off work to get out on the water and hit this nice bull dorado off Bahia de Los Muertos. He said he also had two wahoo bites through his leaders and briefly had a marlin hooked. He said he made a lot of ceviche and dorado tacos with garlic for the family ... Jonathan Roldan, Tailhunter International



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good numbers of dorado while trolling lures and various bait. We even saw a few dorado in the 30-pound range, though most of them were in the 6 to 15 -pound class. The wahoo were the main target species on these same grounds. Every day we see varying numbers of wahoo brought in, with sizes ranging up to 40 pounds. Some fortunate anglers have landed as many as four during a morning outing, though most charters were doing well to find one or maybe two. Of course, as usual, more wahoo were hooked up and lost than were landed. These wahoo often acted very finicky, following the slow-trolled bait closely but not striking the bait. The fresh, live chihuil seemed to be their favorite. However, others did strike the rigged ballyhoo, as well as the trolled Rapalas of the skirted

CONTINUED ON PAGE 22

**RESCUING MARINE WILDLIFE...**

continued from page 9

a ton of information for the rescuer.

Determine the animal's exact location.

Call the Rescue Hotline. You can report a stranding by calling or messaging via WhatsApp 612-214-3750 (they have English and Spanish speakers), or by calling PROFEPA at 612-122-07-87 ext. 18109. You can also submit a stranding report form on their website www.mmwrc.org or by emailing rescue@mmwrc.org

Stick around to help direct rescuers to the animal's location.

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Mexico Marine Wildlife Rescue Center is the newest addition to the Museo de la Ballena Institution. This non-profit organization is critical to life as we know it in Mexico and to keep our oceans and their inhabitants healthy. 🐾

AGENCY AND THE REAL...

continued from page 11

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 in real estate, law, construction, and 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 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 far better solution than the agent, and will

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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 CO-OPERATION: 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, 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 sharing. The following is a 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
CONTINUED ON PAGE 23



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DEFINE A REAL ESTATE...

continued from page 12

years, showing us that no one wants to leave paradise!

Where do we go from here?

We go back to basics! It is important to analyze the prices that the current market is supporting and adjust investments to be within the market. Aside from the tangible value that properties in Baja possess and the location factor being the strongest, we must remember that we live at the beach and at a low cost. Pre-construction properties are currently the most lucrative investment in Baja as they offer lower competitive prices and payment plans during the construction to allow the buyers to earn a nice appreciation once the property has been built.

The Baja market is not expected to slow down as Cabo welcomes another record-breaking number of visitors this season!

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ARTISTIC ICON RETURNS...

continued from page 13

Corsica opened up. These were the three galleries with which we started "Art Night". We felt very strongly that we needed to hold it every week, not just once a month. It took an enormous amount of effort, determination, planning and coordination before it really took off."

Marilyn and Chris will be the guests of honor at a meet and greet Thursday, December 22nd, taking place at the historic Old Town Gallery, which they helped spawn years ago. They are looking forward to a well-deserved celebration, reconnecting with old friends and making new ones as well.

Hurst says, "We really consider Cabo our home. We just arrived a few days ago from Canada. We miss Cabo. It's funny because it was like what I was telling you earlier when our snowbird customers would come back to the Golden Cactus after a hiatus. They were so thrilled to be brought up to speed on the latest developments. When we come back here, we can't wait to catch up with old friends and get the scoop on what we missed while we were away."

2010 marked the end of an era and was the last year the couple spent living in Los Cabos full time. Since then, they have divided their time between Canada and Cabo.

"We loved having the gallery. It was much more than selling art. It was our connection to the local people and foreigners who make up this wonderful community. Running a business is so much work. The more success you have the less amount of time you have for your art, which is what made us open the gallery. We never found the right fit to help run the business side of the gallery," Hurst said.

CONTINUED ON PAGE 24



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DISCOVER THE AMAZING...

continued from page 14

19th century City Hall, with a courtyard that features images depicting historic Baja Sur life from previous eras.

Although there are more amazing towns in Baja Sur, this should get you started, from the north end of Baja

Sur to the south where you'll find Land's End. Each of these Baja Sur towns features its own personality, attractions, and real estate options for those interested in moving there. As you'll see when you arrive, many visitors, after arriving, never leave.

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GOOD ADVICE FOR US...

continued from page 15

banks and financial institutions are safe and secure, criminals often use foreign

accounts to hide and launder money.

These are the essential tax regulations that U.S. Expats should be aware of. Specific requirements may apply, so I will advise you always to seek expert counsel. In general, many U.S. Expats are misinformed, unaware, and frequently confused about their U.S. tax filing duties. Keep in mind that while IRS audits are uncommon, the likelihood of being audited is increasing.

President Joe Biden recently signed the Inflation Reduction Act into law, providing funding for IRS enforcement. This Act funds the IRS for the next ten years to the tune of about \$80 billion, of which \$45 billion is designated for enforcement, which means there will be an increase in both domestic and overseas audits.

In general, the U.S. tax system differs from that of most other countries in that it levies taxes based on citizenship. The Mexican government's income taxes are based on residency and income earned in Mexico, regardless of residence; this is known as a territorial-based tax system. For further details, consult with your Mexican tax advisor.

If you are a U.S. Expat who works and lives in Mexico, you might need to consult a Mexican tax expert who is knowledgeable in international taxation as well as a U.S. tax advisor. Having a consulting

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relationship with tax advisors who have professional ties with consultants from both countries may be beneficial. Someone is not automatically a tax expert on foreign tax matters just because they prepare taxes.

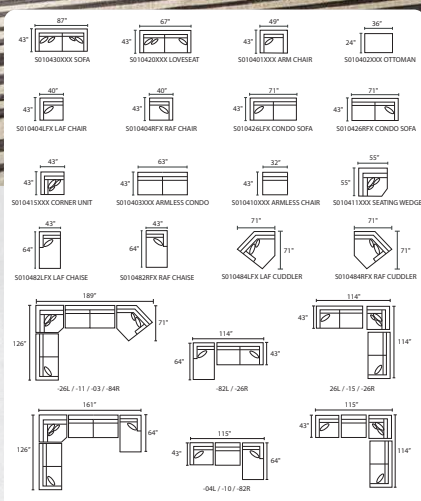
One must keep in mind that as a U.S. Expat working and living in Mexico, one's tax reporting responsibilities may be dual, one country's income tax may be offset by the other, and one may be eligible for tax credits and exclusions if certain requirements are met. My general advice for Expats is to know the basic requirements and seek advice from an experienced and qualified advisor on both sides of the border. It is time and money well spent. If relevant tax regulations are not followed, the U.S. and Mexican governments have the authority to impose steep fines and penalties.

In conclusion, there are various reasons to live and work in Mexico: the cost of living, the climate, the people, the exotic culture, business opportunities, and the list goes on. As an American expatriate residing in Mexico, you need to know your basic tax reporting requirements and consistently engage with a competent tax advisor.

Stephen F. Mitchell, CPA. Specializing in Taxation for American Expat. Email: mitchell@smitchell.tax

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Ask a Mexican

Recently, more foreigners with remote jobs from their home country have found themselves living in Mexico, which has started the conversation on whether they are gentrifying the country or helping raise the economy. What do you think?



Illustration by danjazzia

Cesar Trujillo, 41, consultant. I think we don't really need that many foreigners here making our rent prices go up and on top of that being conceited. Some people order in English and get mad when I don't understand them. They're in my country. Why can't they learn the language? That's unfair. If we go to the U.S., we're expected to speak English. If you want to go to a foreign country for lower rent while you work remotely,

be my guest. But, it's your job to learn the local language. And if you're going to take advantage of living in a cheap country with an expensive salary, do something to give back to the community you're gentrifying.

Diana Macías, 32, economist.

It's a bunch of Californians taking advantage of lower costs; it takes \$2500 a month in salary in Tijuana to have a \$6500 standard of living from San Diego.

The cost of living is 62% lower, so people are just commuting across the San Ysidro border ... A bunch of people priced out of renting moved there because they could afford to while they save to buy a home. It started in the pandemic, but rents in Tijuana have doubled over the past decade, and the price of land has tripled. But it's not just Americans, it's also a lot of white-collar Mexicans who are working across the border and doing the same thing with their higher salaries. Most Americans aren't trying to buy homes there, and it seems like they're not impacting overall rents because they're isolating themselves to safer, more affluent neighborhoods and the effect isn't spilling beyond them so, 100% gentrifying them and limiting Mexicans trying to move up and into safer places.

Fabian Lopez, 47, pharmacist.

I think one of the main points here is healthcare. It's almost certainly going to be cheaper in Mexico than in the US. I don't think Americans realize that their healthcare system is literally uniquely built to hurt them pretty bad financially more than almost every other country. If they're in rich neighborhoods in Mexico City with American money, they can easily get American

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level quality care and still have it cheaper than back home. American healthcare is systematically flawed, and somehow costs Americans more in taxes per person than most countries where citizens don't have to pay a dime for treatment. At the end of the day, we all look for better quality of life.

Julia Bautista, 56, cook.

I'm all for welcoming our neighbors. Mexico has always welcomed immigrants fleeing harsh economic conditions in other countries. That I know we are. I grew up with a very diverse set of cultures around me, this in Sonora. Mexican Asians and Cubans who migrated in the 70s I believe and a guy whose ginger worked at my favorite video store. I didn't experience or know what racism was till I travelled to the U.S. at 8 years old. They come here for better living. We go over there for the same reason.

Sandra Padilla, 28, logistics.

Can you really blame them though? If someone says "Hey, it would be much cheaper for

you to live here!" are you just going to ignore them? People ignore the impact of tough ethical decisions every day for either the sake of convenience or survival. The cost of housing has become a nightmare, and then we complain when someone actually buys property they can afford. That's so hypocritical. The housing market is ugly now. We should blame megacorporations snatching up property in ghost bids, not the average person just needing a place to live.

Isabel García, 25, student.

I think it's not the foreigners who are gentrifying but the few Mexicans who sell their houses to companies that build apartment buildings and stack 50 times more people than there should have lived per square meter. It's really not that many foreigners when you do the math, and most of them just want a little more sunshine, a little more joy in their lives which they can't get back home, good tacos and to buy fresh fruit with chile and lime on the street. 🌮

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**END OF SEASON...**

continued from page 16

the fridge when we leave. Unless it's in a can or sealed jar, it goes in the bins.

Fifth, what to do with the fridge. There are two camps on this one, leave it on or unplug it and leave it open. I have a friend who unplugs it and leaves it open, but he had to replace all of the seals last year because they warped in the summer heat and wouldn't seal properly when he started it back up. The seals cost far more than the electricity if it had been running over the summer. When our electricity was from solar panels only we would leave the fridge running to cycle the batteries. Now that we are also hooked up to public electricity, we still like to leave the fridge running because I know fridge

compressors can be fussy. Of course no perishables, ever! You have to go on the assumption the power may be out for a week after a hurricane so act accordingly. If you do choose to leave the fridge running don't leave it empty; it will be running constantly. Put some water jugs in the fridge for mass and or put Ziploc bags of water in stainless steel bowls in the freezer. The mass will hold the cool and the fridge will not need to run as frequently. Cheap and easy.

Lastly, just before you lock up, don't forget to take out the garbage. You'll only make that mistake once. The objective is to arrive back in Cabo and start spending time with friends and family right away or just sit by the pool chillin' with a cold one and getting up to date reading the Gringo Gazette, unless you read it online, got it? 🐦

FISH REPORT...

continued from page 17

lead heads.

Although yellowfin tuna action was not going on, we saw a couple of tuna caught this week. Incidental catches were made on the same wahoo and dorado grounds. It would have been nice to see schools of sardina rebound, as they are always a favored baitfish for chumming and enticing the tuna to feed. However, with water conditions still so favorable, we are optimistic that the tuna will remain steady into the new year.

Only scattered billfish remain on our local grounds, as the primary action for the stripers is now on the Pacific side. Also, not much at all is going on off the bottom of the beach stretches. ... **Eric Brictson, Gordo Banks Pangas**

East Cape

As December settles in the area, North Winds become a factor that must be considered when planning fishing. Usually, the early mornings are calm, and fishing up and down the beaches can be productive either by foot or from a boat.

Depending on the weather, you can book a fishing trip for a half-day at most of the hotels located along the East Cape beaches.

Trolling along the shore can yield quite a variety of fish that are fun to catch. Inshore fishing can include sierra, small dorado, a variety of jacks, cabrilla, and small rockfish on many of the rocky reefs.

While farther offshore can be tempting, there is always the possibility of finding small dorado, yellowfin tuna, or bonito taking smaller,

brightly trolled lures and live sardina from one to four miles offshore. One must watch for any threatening wind lines on the horizon.

Another option can be strolling along the beach with a casting rod while searching the water's surface for signs of feeding fish on the surface. Or spotting fish cruising just below the surface, searching for a meal.

Regardless of your choice, Baja fishing is a unique experience that will keep you coming back for more.

La Paz

Another typical windy, rough week on the water, but that's to be expected this time of the year. However, the town is surprisingly quiet as well. Although we usually have many more tourists and snowbirds around, I'm hearing and seeing around the

CONTINUED ON PAGE 24

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Golf Tourney Raised Good Money

To help local needy children

BY LION WOODS



The 13th Annual Knick NAC golf tournament was held at Querencia with 92 players who enjoyed the wonderful scenery and peaceful ambiance while helping a local charity. The event also marked the end of Liga MAC's 25th anniversary celebration when 8 ladies from Mexico - Canada - American formed this organization.

After the scramble tournament, over a 100 attended dinner where it was announced that the event was a total success and the funds will benefit over 300 plus children whose educational needs are supported by Liga MAC.

Because Mexico only requires children to attend school through the 9th grade, Liga MAC support allows children to continue their education. Education is a critical component necessary to advance Mexico.

The record-breaking donation was raised through the generosity of the Querencia ownership, Tom and Bonnie McCloskey, their members, outside guests and corporate SJD sponsors that donated money and silent auction items.

All proceeds go directly to Liga MAC which allows them to maximize their goals. For more information on the organization's goals please look at: www.ligamac.org.

AGENCY AND THE REAL...

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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 easier 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.

ABR COURSE TO BE PRESENTED IN LOS CABOS on January 25 and 26, 2023.

Information info@AMPI-LOSCABOS.COM

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 trans-

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Wanted: Dream Makers

BY MRS. CLAUS

For most of us, education is something we take for granted. We are fortunate that in the United States and Canada we may attend right through grade 12 with little thought to the cost. Here in Mexico tuition is free till grade nine, but many children don't get past grade six, ending up on a different path – working to provide for their families.

Going to school takes more than tuition. Students' families are on the hook for books, transportation, school uniforms and supplies. That's a tough call if you have more than one child of school age, and it's a tougher call if you're having trouble making ends meet.

Thankfully, in La Paz, there is a foundation hard at work to fill in the gap. The idea that

nutrition and education lead to a better future is the basis for Fundación Ayuda Niños La Paz (FANLAP). Mothers and volunteers have been fundraising, cooking and encouraging children and adolescents to seek education since 2005. The organization's services include a library/computer resource center and a food and scholarship program. From 2005, more than 2000 children have benefited from their programs, and more than 1200 have received scholarships for further education.

In 2021 alone, FANLAP supported 180 teens to pursue their dreams for a bright future. One of those young people was Elizeth, a recent graduate of the FANLAP program. "If I did not have a scholarship, I would not

have graduated from my accounting studies. I am now able to help my parents and I can hope for a good job," says Elizeth.

A significant source of the \$350 USD scholarship Elizeth was awarded is an annual golf tournament held at Paraiso del Mar on El Mogote in La Paz. It's a great event where golfers at any level can enjoy a day out while supporting education for La Paz youth.

When the pandemic hit, many FANLAP fundraising activities came to a grinding halt and the organization lost awareness-raising opportunities and operating funds for its food and education programs. The golf tournament was one of those suspended activities.

But it's back! The 8th FANLAP golf tournament to benefit the children of La Paz will be held on February 25 and FANLAP alumni like Elizeth hope you will swing your clubs in support of the students.

The two-person best ball format starts with breakfast and ends with prizes, a raffle and a silent auction – all to please golfers, art lovers and foodies.

Rebecca and Jim MacDonald, La Paz residents and FANLAP supporters, are proud to put their company, Baja Life Realty (<https://bajaliferealty.com>) behind the organization's efforts. "We've been in La Paz for seven years and we are grateful to be a part of this community. We consider it a privilege to support FANLAP and the golf tournament. If you're in the area in February, this will be a great way to spend the day – knowing you're helping to make a local child's dream come true."

If you're interested in playing, please visit the Paraiso del Mar or FANLAP websites for tournament details. If you'd like to sponsor a hole at the tournament, or if you would like to donate for a scholarship, use the easy online giving option on the FANLAP website, or please contact

FANLAP at www.lapazninios.org or email fanlap@hotmail.com or telephone 612 121 2166.

FANLAP – Fundación Ayuda Niños La Paz is a Mexican-registered non-profit established as a Mexican Civil Association (a charity corporation) and is a member of the International Community Foundation (ICF) in San Diego, California, which gives 501c3 tax-deductible receipts for donations in the United States.

Baja Life Realty is a full-service real estate firm helping clients find their dream homes in La Paz, Baja California Sur. ✍

ARTISTIC ICON RETURNS...

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I sense that they reflect frequently these days on the art scene in Los Cabos, and what they have done to shape it. Their time in Canada has certainly enabled them to put fully in perspective the astonishing evolution in the sheer number of art galleries that now call Los Cabos home.

Now approaching his 80's, who could blame him if he decided to take a long vacation and at least consider semi-retirement? But Chris MacClure has other notions. "Artists tend to get stronger when they get older, so hopefully when I'm in my nineties, I'll paint, the better painting."

As far as what lies ahead for the duo, for now they will take it moment by moment. As they impressed upon me, "Painters paint." They have never stopped and are figuring out how much time they will spend in Los Cabos. Perhaps more will be revealed at the Old Town Gallery during this week's "Art Walk".

For more information, please visit or call: 604-839-3049

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FISH REPORT...

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city and from businesses that it's amazingly sedate this year. Certainly, a lot fewer than expected or normal for the holiday season.

Fishermen are few or non-existent at this time of year as it can be particularly rough and difficult to be on the water. About the only ones fishing are locals who have the luxury of picking and choosing the calmer days to try fishing. Even then, some tell me it can get pretty rough even though the sun is out.

However, there are fish to be caught. Friends have brought back good numbers of cold-water fish like sierra and small amberjack and yellowtail, along with reef fish like pargo, snapper, and cabrilla. However, there's an unusual number of dorado still hanging out if you can find warm patches of water. I've even heard of an occasional wahoo or marlin getting hooked. Crazy that they are still around with the waters cooling off and turning greener. These are warm water fish; typically, we would have seen the last of them back in November. ... **Jonathan Roldan, Tailhunter International** ✍

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SCAN ME

Fishing in Cabo - Beach Fishing

BY CAM RENAUD

Cabo means cape, cape means it's surrounded by water, warm salt water that's home to all kinds of great fish.

right gear.

Local tackle stores in Cabo like Minerva or Jansen's can outfit you or, better yet, hook



If you like fishing, the Baja has some of the best salt fishing in the world, bar none. Many visitors to Baja have never been saltwater fishing before and may not understand fishing saltwater is nothing like freshwater fishing. Although the full salt experience is best by boat, Cabo has great beach fishing at dusk and dawn if you know where to go and have the

you up with an expert to take and teach you the proper way to do it to increase your chances of being successful. A guide can also provide the gear so you don't need to shell out an extra US\$250 per person just to get started for what might be a one-time trip. Don't even think about buying equipment and taking it back home for freshwater fishing; the reel

would work for big Lakers or Muskie but the rod will be too long to use on a boat and even if used with a shorter rod you'd want to swap out the 15lb line in favour of 20 lb.

Like anything else success is a lot easier with the right tools: generally, a 10-foot rod (I've used from 9' to 13'), a fully loaded salt-grade spinning reel with a full spool of 15 lb test casting line (limper than a regular line), clear mono please (none of that bright pink or even green stuff), 8 feet of fluorocarbon leader, and a nice 3-4 ounce silvery Crocodile spoon will get you into the game. Also, it's wise to wrap your index finger with duct tape or a small piece of stretchy bandage to avoid losing your fingertip when whip casting.

If you are like most fishermen you want to watch the weather, the moon, the tides and especially the wind. I like to fish the Sea of Cortez side at dawn because the wind is typically offshore, and I can cast with it. The wind can make the difference and it's seasonal in the Baja. January through to April have more windy days due to winter weather systems moving off the Pacific and hitting North America and all the way down to Mexico. Check out www.windy.com to get a handle

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on what to expect. There are forecast tabs at the bottom of the home page to click on specific future dates. At East Cape along the Sea of Cortez where I fish the daily wind pattern is fairly predictable. The breeze is offshore at daybreak, it drops to flat around 9 am after the sun starts heating the desert, becomes onshore light until about 1 pm, picks up to 12-15 mph (20 -25 km/h) then drops back down to calm at dusk when the sun goes down.

Now, down to fishing. Look for birds circling and any surface action like small schools of shiners jumping to escape something feeding on them.

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Then cast as far as you, reel as fast as you can, and you stand a chance of getting a bite. It's best to have a few lures because Needlefish or Sierra is really toothy and you'll get bitten off and not even feel it. It can be frustrating as salt fish are fast, have lots of teeth and are visual, meaning they hunt by sight vs many freshwater fish which hunt by smell. If you use a wire leader, they see it and you won't get a bite. Using fluorocarbon which they can't see can still be bitten off hence the need to reel as fast as you can to get the fish excited to charge the bait and bite the lure and miss the leader. Don't worry

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Ex-Canadian Paramedic Secures Ambulance For Todos Santos

BY KATHRYN REED

As a retired deputy chief and paramedic, Paul Charbonneau was beside himself when he saw a picture of a Todos Santos ambulance broken down along the side of the road.

Thus began his quest to bring an ambulance from his home country of Canada to Baja California Sur.

On December 4, Todos Santos community members celebrated the arrival of the rolling medical unit at the Todos Santos station.

With fresh paint and the local name and emblem on the vehicle, it looks brand new. The tires are new (though they were used to drive from Canada), and the whole unit has been

looked over by a mechanic. All of those costs were absorbed by Charbonneau.

Charbonneau, who is currently executive director of the Ontario Association of Paramedic Chiefs in Canada, said ambulances in Ontario are only used there for five years. He was able to get the one now in Todos Santos as a donation; its value is \$8,000 Canadian.

It took 14 months for the ambulance to get to Baja Sur; which happened this fall. Border closures contributed to the delays, and then the need to secure permission to drive through the U.S. and Mexico.

On this latest trip south Charbonneau came with a suitcase full of supplies for the ambulance—goods worth about

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\$600 (Canadian). Stethoscopes bandages for burn wounds and much more are part of the medical equipment he is donating.

Chava Cadena, commander of the Todos Santos Bomberos, said about 20 times a month one of his three paramedics drives someone via ambulance from here to a hospital in La Paz, about an hour away. Because those vehicles are used beyond emergencies in town, a ton of miles are being put on them.

In addition to the paramedics, Cadena said the department has 20 firefighters.

He added that the government provides minimal financial help to operate the fire and ambulance services, which is

why donations of equipment and cash are always in need. Seven of his charges receive limited compensation.

Firefighters battle a fire about once a month, with car accidents being what they respond to most often. Those average about 12 a month; with crashes on the road between Todos Santos and La Paz being the most common, according to Cadena.

Now the nearly all-volunteer department has three ambulances, two fire trucks and one water tank.

Others who helped make the ambulance deal come to fruition include Nathan Charbonneau, Dan Shannon, Anthony Johnson, Maryann Douglas, and Kate Lewis. 🐾

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New Sea Turtle Feeding Site Found

BY MAMA TURTLE

Undoubtedly, these advances for the conservation of endangered species and their ecosystems would not have been possible without the support and knowledge of local fishermen. In this case, we want to thank and recognize

Mr. Roberto Agundez Sandez, a retired fisherman, and native of the Town of La Playa, during an interview he shared his experience and indicated the exact place where he observed sea turtles, lying on the bottom eating "grass", when he went



fishing, adding that it is "one of the places with more life that he has known".

We cannot fail to mention Don Chuy Lucero, a native fisherman from López Mateos, who stopped fishing to apply his knowledge to protect sea turtles for more than 22 years. He currently serves as field manager of the Las Californias Tortuguero Group and has the great responsibility of training and transmitting his knowledge to new generations to continue the legacy of turtle conservation in the sea.

Rubén Acevedo Ruíz native of the Poblado de La Playa, is a new-generation fisherman, derived from his extensive knowledge of the area, is the captain during the monitoring and our liaison with other fishermen. It adds to those who are acquiring this great accumulation of knowledge of the oldest fishermen to be able to take care of sea turtles.

The traditional knowledge and part of the local knowledge of artisanal fishermen that it has about the marine environment, oceanographic and meteorological conditions and their ideas about nature are great potentials to provide relevant information and models for the management of natural resources.

Undoubtedly, traditional knowledge must be interpreted and taken as a basis for generating correspondence dialogues between scientists, environmental authorities and local people with the aim of building bridges with solid foundations aimed at the conservation of our natural resources.

We thank Miguel Ángel Cruz Ramos (volunteer), Grupo Tortuguero de las Californias and Fundación Ecológica Biomar A.C. for the support provided to carry out this research.

If you are interested in

supporting this initiative, we make it easy for our supporters to reach out and choose when it comes to making a donation. We deeply appreciate in advance your support and shared dedication to ocean protection.

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AGENCY AND THE REAL...

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fers 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 Sur.

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**FISHING IN CABO...**

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about reeling so fast the fish won't catch it, they can swim a lot faster than you can reel.

Casting is not the only way to beach fish; I've had some success with bait. You can

get small pieces of squid cut from the large white slabs of calamari at the fish counter at La Comer or Walmart. Tackle stores also carry packages of small snelled hooks and 2-3 oz sand weights. The snelled hooks have little barbs up the shank to hold the bait on and the sand weights are either

triangular or have little feet on them to grip into the sand when you tighten up your line to raise the bait off the bottom so the fish can see it. I use 3 baited hooks up the line, starting the first one about 3 feet up the line and spacing the other hooks a foot apart. Launch the rig as far as you can and

get comfortable. Pieces of 2" diameter PVC pipe cut 3' long and angle cut on one end work well as rod holders pushed into the sand to keep the rod straight and the line tight so you can see the bites.

As an avid fisherman (or woman) you also may have engaged your imagination

in the past while fishing – vs catching – on how to improve the chances of catching. As the hours melt away hoping for a bite true genius gets stirred and out pops a great idea. Well, I've had a couple and will share one with you.

Seeing the offshore breeze several mornings at 12- 15 mph I had the bright idea of using a 12" balloon as a float that, theoretically, the wind would push way offshore and get me out where the fish might be. I tied the balloon onto the line and put on a 6' fluorocarbon leader with a chunk of squid and launched it out as best I could. The problem I learned was the balloon had too much air drag and I couldn't cast it out past the breaking surf; it just tumbled in the waves. Adding more balloons didn't work as that caused more wind drag and adding more weight didn't work because then I needed more balloons to keep the rig floating. OK, back to the drawing board, I gave the balloons to the little kids next door and got big smiles and thank you: solace enough for my great idea-Fail.

Oh, one last thing before I forget, you're supposed to get a fishing license in Mexico. I always get an annual license because as a snowbird I'll be fishing for 5 months, however daily or multi-day are available too. The annuals run around 800 pesos and if you plan on going boat fishing a license is essential. Read my next article on boat fishing to find out how that's enforced.

The disclaimer: it's best to stay legal, get the licence and don't take the risk. Good luck fishing! 🐟

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