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**VOL. 28 ED. 07 · NOVEMBER 21, 2022 NO BAD NEWS**



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Photo by Gracie Atherton

## Sharing the Blessings

BY DAVID FLORES

With a population of almost 130 million and one of the largest countries in the world, Mexico is a welcoming country that offers something for everyone. You can find ancient ruins, lush sceneries, sun-filled beaches, historical sites, incredible museums, renowned cuisine and so much more. We know Mexico has something that will take your breath away!

Ares Development Group was established to provide a specialized service that goes above and beyond. They make use of the experiences acquired in different sectors, trusting quality processes as the core of their corporation. The group has experience in tourism development, hotels, timeshares,

and residential development, with more than 1,700 hectares in Baja California Sur to develop.

Today, the companies that makeup Ares Development Group are evaluated amongst the best nationally and internationally, thanks to the trust of thousands of partners worldwide.

One of their newest projects is Porto Novo - 6 condo buildings to be built on El Tezal in Cabo. With this project, they wanted to contribute to this beautiful country and its people.

When you purchase a home in Porto Novo, the Ares Group will build a home for a local family in Cabo San Lucas, in your name. On the same day,

you receive the keys to your Porto Novo home, you will be able to share the joy by giving.

Ares will be building more than 178 functional, yet modest, homes for local families. This project would not be possible without the local government's support. They are contributing by donating the land needed in order to provide these homes to local families.

**CONTINUED ON PAGE 4**

## New U.S. Consular Agent Appointed

BY MONICA ANDERSON

At dawn, the waters of San Lucas Bay have been filled with all kinds of boats, sport fishers and yachts participating in the annual illustrious Bisbee's Black

and Blue Fishing Tournament. Angling for their own space, the three cruise ships that arrived and anchored in for the **CONTINUED ON PAGE 4**

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# Que Pasa in Cabo?

BY DAVID FLORES



**East Cape Future to be Debated.** As the East Cape continues growing rapidly, the Legacy Works Group has organized a group of workshops called East Cape Futures, to be held December 5 to 7 at the Hotel Palmas de Cortez in Los Barriles. A group of 21 experts in different areas will be discussing the future of key needs including water availability, impact on the ecology and the communities around the area, sustainable construction and much more. The Legacy Works, according to its website, “enables communities to address complex challenges and meet critical needs through highly collaborative

initiatives.” To learn more and or sign up go to: <http://futurocabodeleste.com/en/>

**Los Cabos Airport Traffic Increases Again.** The GAP Group, which operates 14 airports in Mexico, reported an increase in international passenger arrivals of 31 percent in October, compared to 2019. There was also an increase of 49.7 percent in domestic flights. Whooha!

**Are open Skies in Mexico Coming?** Maybe, maybe not. President Andres Manuel Lopez Obrador (AMLO) said during one of his conferences that he wants to allow any foreign airline to fly between cities in Mexico. He also said

the competition will reduce airfares and benefit Mexicans.

**Numbers Continues.** So far this year until September, 15.5 million international tourists have visited Mexico, an increase of 61 percent over the same period in 2021. The tourism secretariat reports that the international airports of Los Cabos, Cancun and Mexico City accounted for 11.7 million air travelers.

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**Who's to blame:**

**Publisher**

Reid Keebaugh

**Business Manager & Sales**

David Flores

[david@gringogazette.com](mailto:david@gringogazette.com)  
Cell (624) 121-1214

**Sales & Subscriptions**

Alejandra Sarachaga

[alejandra@gringogazette.com](mailto:alejandra@gringogazette.com)  
Cell (624) 159-7741

**Sales**

Patty Hinojosa

[patty@gringogazette.com](mailto:patty@gringogazette.com)  
Cell (624) 174-9773

**Distribution**

Antonio Fuentes

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Oliver Quintero

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**Whale Shark Watching Season Begins!** Every year, over 30 whale sharks visit La Paz bay from October to March, making them a great attraction for tourists or locals to watch them or even swim with them. These massive, largest known extant fish species can reach a size of 512 feet long and weigh over 30 metric tonnes. Let's go swimming with them!

**New Coral Reefs Coming Up.** The Baja Ferries company, which operates the ferry boats between Mexico's mainland and the Baja, announced their new "More Live to the Sea," aimed at growing coral reefs in the Sea of Cortez. A group of expert divers have been planting PVC structures at the bottom of the sea, adding small pieces of coral, which in time grow and grow and grow. Thank you, Baja Ferries!

**New Museum Opens in El Triunfo.** The community Museo del Vaquero de Las Californias (The Californias Cowboy Museum) opened Sunday, November 6, exhibiting antique and new regional

cowboys' paraphernalia referring to the past 300 years. Also known as MuVaCa, the complex has some 436 sq. mts. of exhibit space, including exhibits, a projection room and a gift shop. At the heart of the complex is an open-air courtyard with a small vaquero restaurant. For more information  
**CONTINUED ON PAGE 5**

# Italian Restaurant Comes Back!

Actually, it was never gone but it changed its location to a marvelous venue

BY DAVID FLORES

It was 9 years ago when I first met the chef/owner of The Italian Job in Los Barriles, East Cape. I was spending an R&R weekend there with my family and we decided to go there for pizza for the kids, and pasta or whatever for us. Fabrizio and his late wife, Claudia, were wonderful hosts. He suggested our meals, to which we agreed, and everything was fabulous ... until some very salty kala-

mata olives got in the way. Yes, my pasta came with kalamata olives that were sooo salty that they were inedible.

When Fabrizio came to check if we were happy, I said, "I love the pasta but the olives are too salty" to which he responded, obviously upset and unconvinced, "That can't be," and left us. He returned a few minutes later and said, "You were right! You can't eat

those!" and offered to replace my plate with something else. Since I had already eaten about half of the pasta, I said, "No. Don't worry. It's not your fault and I am happy with the wonderful pasta." We have been friends ever since.

A few years later, I learned he had moved to Cabo San Lucas, to a medium-sized venue across from McDonald's on a side street. We went there for dinner, and it was even better than in Los Barriles. We came back over and over.

This year, Fabrizio partnered with Edith Jimenez, of The Office, Las 3 Sirenas and Edith's restaurant's fame and moved to the street that takes you to Medano beach past the ME Cabo resort, in a larger, beautiful location.

My son and I showed up

for my Birthday dinner last week. Fabrizio walked us into the restaurant's cava, where a table for 12 was set up. I thought it was too much, but he insisted and sat down with us. He ordered a sample of dishes to share, in good Italian tradition.

We enjoyed a few (not) glasses of sparkling wine, white wine and red wine to accompany our dinner which started with a Bruschetta with extra virgin olive oil, tomato and spices, followed by a Tartar di Pesce, Insalata di Mare, pasta with clams, shrimp and lobster from the North Atlantic and a Rib Eye. These were followed by 5 desserts, the



best Tiramisu for the birthday boy, Caramel flan, Chocolate volcano, Semifreddo (2 pieces of white and dark chocolate), and homemade limoncello and mangocello.

CONTINUED ON PAGE 9



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# Firetruck Destroyed While on a Mission

BY DAVID FLORES

While responding to an emergency, one of the few firetrucks based in San Jose del Cabo rolled over and ended up destroyed. Fortunately, the two firemen onboard only suffered minor injuries. Help to replace the firetruck is urgent and those who are willing to help can go to: [www.bomberoscaboeste.com](http://www.bomberoscaboeste.com), the organization that is coordinating the efforts. Gracias! 🙏



### SHARING THE BLESSINGS...

continued from page 1

We appreciate Los Cabos' government efforts to find new ways to support Mexican families with projects that benefit many.

Living in Mexico is certainly an investment that allows people to improve their quality of life. Ares Group wants to be able to offer the same to our local families. With Ares Group, you can share the blessing of a new home with a local family. We know that a modest but beautiful home will bring much-needed support, joy, and smiles to our community.

Their goal is to establish new guidelines that exceed expectations and can excel in other areas that benefit more people.

Why do they do these things? Because it is the right thing to do. 🙏

### NEW U.S. CONSULAR AGENT...

continued from page 1

day confirmed what the locals already knew - it's the holidays in Los Cabos.

Sun-seeking tourists from all over the world and seasonal residents are returning and the festive mood was evident

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on the temperate October day when the Los Cabos Tomatoes social networking group held their monthly luncheon at the Latitude 22 + Roadhouse Restaurant and Bar.

Late owner Mike Grzanich first landed in Cabo in 1959 on a tuna boat, and realized he discovered paradise and

the rest is history. The famous landmark is well-known for its priceless motto "No Bad Days" and a rustic atmosphere filled with eclectic decor that recounts past chronicles of expats in Cabo.

Recognized for its "comfort food", the entrée was a choice **CONTINUED ON PAGE 9**

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# Local Businesses and Nonprofit Organizations Join Forces to Benefit the Community

BY RAISING STRONG CHILDREN

Sarahuaro is a nonprofit organization that has served the Cabo community since 2005. During this time, thousands have benefited from their programs. They provide meals to impoverished children while in school – about 5,000 per month. These children are sent to school without breakfast and are given no lunch options by the school district. Most only eat a dinner meal. It is not the ideal situation to prepare a young mind for a day of learning.

They also provide no-cost training to disadvantaged women to better their lives: life skills, workforce instruction, and English. Their signature program is Family Planning. Did you know that in 2017 in Mexico two babies were born each day to 10 and 11-year-old girls? Or that Mexico has one of the highest rates of teen pregnancies in all the developed countries, and Los Cabos has the highest in Mexico – 8%? It's a real problem here.

Having served Cabo for several years, Sarahuaro has come to know what a generous, giving community we live in. So many have stepped up to lift the impoverished through Sarahuaro, and now another unique event sponsor has appeared, Producciones de Peces Locos!

Producciones de Peces Locos, or simply Pescado Loco, is a creation of long-time local residents Carolyn & Ron Kirk. It produces and promotes musical concerts in the United

States with an emphasis on charity benefits. As a new venture, they plan a television show highlighting Cabos sites, activities, restaurants, beaches – all the amazing features offered in this beautiful district. They will bring artists, mostly musicians, to Cabo and film them enjoying the many wonders of the area. Part of their visit to Cabo is conducting a performance as a benefit to a local charity and Sarahuaro has been chosen for this opportunity. Thank you, Ron and

Carolyn, for giving back to this remarkable community!

On December 11, the BENEFIT MUSIC NIGHT will feature Samantha Rae, a runner-up to Latin America American Idol. Her performance will engage both Spanish and English-speaking audiences.

Also performing will be the T Squared Pescado Loco Band under the direction of Terry Townson, their musical Director and Grammy award trumpet player. They will be performing a variety of contemporary and classic songs from rock to jazz to soul.

Rodrigo Avila, an accomplished videographer and recording technician will be documenting the fun and enjoyment of the Pescado Loco TV series.

**Please join us for an evening of music to support those in the community who need a little help.**

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will be shared with the Los Cabos Tourism Fund (30%) for promotion and the rest (70% bunky!) will be used for infrastructure in Cabo San Lucas and San Jose del Cabo, and also to the Los Cabos Fire departments. The amounts were agreed upon with the Los Cabos Coordinating Council, the business association that unites most business owners in our municipality.

**Please Help the Conservation of the Oceans.** The local SyCOMA Organization, which

**CONTINUED ON PAGE 14**

### QUE PASA IN CABO?...

continued from page 2

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**Tourist Tax Destiny Denied.** The Southern Baja governor announced that monies from the 3 percent tourist tax

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# Baja Wines: Featuring Fine Wine M

BY HELGA BOGUE

What happens when a Certified Sommelier and a Managing Director of Wine and Spirits come together to create a business? The result is a company that prides itself on working with and sourcing wines from small boutique wineries all over the world, and we here in Los Cabos receive the benefit of tasting some of the finest wines in existence!

Paulina Lopez, Certified

Sommelier and Rogelio Ricardez, Managing Director, are the two partners behind Fine Wine M, located in San Jose del Cabo just across the street from the Municipal Mercado on Calle Mauricio Castro. Charlie and I stopped by one day after our shopping trip at the Mercado as the sign "Fine Wine M" attracted me to their door. I love wine and love writing about it to educate our locals and ex-

pats, so I arranged a meeting with Paulina and Rogelio to find out about this wonderful venture.

Both Paulina and Rogelio have 15 years of business in the wine and spirit distribution and sales arena. They have worked for large corporate companies, as well as local Baja distributors, resorts, and restaurants, and decided they wanted to get closer to the source rather than work with large companies, VPs and distributors. They have an authentic passion for wine and are constantly discovering new boutique winemakers to add to their collection.

Fine Wine M opened almost a year ago and currently,

their main business is to supply specialty wines to hotels and restaurants. They offer those unique wines that are not available from other sources here and are all small-production wines from family vineyards. Last March they decided to open a small retail store next to their warehouse in order to approach the consumer and introduce them to some special offerings not available elsewhere. Fine Wine M currently carries 250 labels and although they have some wines from all over the world, their primary focus is on Mexico, the United States and France. They also have a lovely portfolio of Italian wines. I was very impressed

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with their collection, so many labels I had never seen or heard of, and coming from a background of wine procurement myself, it was quite a surprise. I was also very impressed with both Paulina and Rogelio as they present themselves as true professionals with a very strong

**CONTINUED ON PAGE 14**

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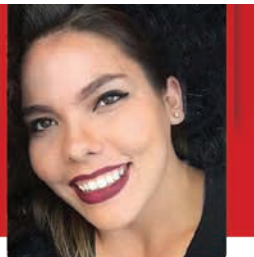
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# Cooking Like a Mexican

BY ALEJANDRA BORBOLLA



Christmas is right around the corner and I think you should all jump on the wagon. The star Mexican Navidad drink is ponche; it's delicious, warm, spicy, festive AAAAND it can be boozed up for the grownups. Bonus: your house will smell like Christmas for sure. My favorite thing about ponche is it has a bunch of ingredients that are pretty unusual for foreigners. It's always a great way to show our heritage, traditions and how incredible it is that ingredients from so far away are local staples in our recipes.

One of the most interesting ingredients in ponche is tejocote (Mexican hawthorne), and you either love it or hate it. There's really no in between. We're talking about a small fruit that comes from a tree. The name is from Nahuatl

originally: Texocotl, tetl-stone, xocotls -- bittersweet fruit. It looks like a tiny apple and is very tart. The tree is wild, full of thorns and can grow on diverse soils and weathers, but

and iron. This particular fruit is mostly consumed cooked, and to eat it raw, it must be very, very ripe. Tejocote season starts in October and ends in January,



it is more comfortable around the volcanic areas in central Mexico. Tejocote is very rich in vitamin A and C, calcium

which is probably why it is so often used in Mexican Christmas punch. I think it should be named a superfruit since it lowers blood sugar levels and can also be made into a tea which helps with respiratory problems like cough, pneumonia, bronchitis, flu and the common cold.

Another interesting ingredient is sugarcane, which made its way from Guinea to Asia and then to Spain, and then in 1522 Cortez brought it to the Americas. Sugar cane expanded through (now Mexican) territory three years after the fall of Tenochtitlan; the weather and high demand for sugar were

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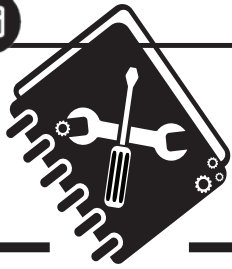
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great excuses for this crop to be found countrywide. It was often referred to as honey with no bees, and it soon overtook even cotton plantations. Interestingly enough, it was sugar cane plantations and sugar refineries that were some of the most affected during the Independence movement; most of the sugar business was owned and operated by Spaniards but labored by indigenous people. **CONTINUED ON PAGE 16**



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# The Marina Sol Spa Experience

BY DAVID FLORES

Congratulations to the Marina Sol Nail Bar & Spa on their 1st anniversary. They opened last year in November 2021 and were listed as # 59 out of the 59 Spas in Cabo and in less than one year of being in business they are now rated # 9 of the top 10 Spas in Cabo on TripAdvisor. They managed to crack the top 10 because of their 5-star reviews and ratings on Google and Trip Advisor.

This 1,000 sq. ft Nail Bar & Spa is air conditioned and features a steam shower and rejuvenating facials of all kinds including microdermabrasion. The Spa has several traditional massage service options including hot stone massage and foot kneading. They have top-of-the-line massaging pedicure chairs and a modern state-of-the-art Nail Bar.

Another great feature of this new Spa is its portable Oxygen Bar like those in Las Vegas! The Oxygen Bar is a

perfect addition to the Spa, especially for those that may overindulge in some of the local hangouts from time to time. As we all know, oxygen has many cures including a quick cure for a bad Cabo hangover, so stop by and try their Oxygen Bar! They have English-speaking staff and are open six days a week 10 a.m. - 7 p.m. You can book your services in advance and walk-ups are also welcome. [www.MarinaSolNailBarandSpa.com](http://www.MarinaSolNailBarandSpa.com)

**ITALIAN RESTAURANT...**  
continued from page 3

I was so satisfied that I forgot to order an Espresso, but we will be back, for sure.

Oh, Fabrizio also operates La Luna Italiana, his second venture in town located on the hill on the road to Sunset beach, in the Blarney Inn Hotel, where he has different

specialties and wonderful deer carpaccio and deer steaks. I have to go back!

Look for Fabrizio's restaurants on Facebook, where you can see the location and menu. Enjoy! 🍴

**NEW U.S. CONSULAR AGENT...**  
continued from page 4

of the Blue Plate Special which was roast beef, mashed potatoes and gravy with salad, or barbecue chicken, mashed potatoes and salad, or fish tacos, rice and beans, or tomato soup and a grilled cheese sandwich. The dessert was raspberry cheesecake or pumpkin pie. The option of beer, wine, and cocktails was available for an additional purchase.

Latitude 22 + Roadhouse is open from 9 a.m. to 10 p.m. Monday to Saturday and 10 a.m. to 5 p.m. on Sunday.

The Network Spotlight Speaker was Maribel Silva-McLaughlin, the new United States (Honorary) Consular Agent in Cabo San Lucas for the state of Baja California Sur. A proud Tomatoes member since 2011, Maribel announced that while the Consular Agency location in Palmilla appears

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closed, services are still available by contacting the office telephone number. Maribel addressed individual questions and concerns from members in attendance. She further noted that a US Social Security Administration office is located in Guadalajara and that US passport renewal is now available online.


Before her prolific 15-year teaching career in both the United States and Mexico, Maribel completed her undergraduate and master's degrees at the University of California Polytechnic University, Pomona and San Diego State University, respectively. Her passion for service is far-reaching. While teaching Spanish at San Diego State University, she inspired many of her students to become bilingual teachers. For the last 17 years, she has specialized in data collection and analysis as well as state and federal compliance monitoring in bilingual education and programs.

Maribel is also currently president of the Civil Asso-

ciation in El Tezal Heights and a member of the Foreign Residents Advisory Board with CATTAC (Tourist Attention Center).

Fifty-five members and guests attended the Dutch Luncheon. Guests visiting included Lyn Davenport from Newberry, Oregon by member Karen Wilkerson, Melinda Bourn from Winthrop, Washington by member Lue Feathers, Angie Evans from Kamloops, British Columbia, Canada by member Rita Sozio, Mary Ann Belanger from Ottawa, Ontario, Canada, Julie Kesselring from Cambridge, Ontario, Canada, sister of member Kathy Lublin, Rhonda Blevins from San Diego, California by member Sandra Berry and Kathy Bach from Calgary, Alberta, Canada by member Stacey Tonita. Those joining were Melinda Bourn, Kathy Bach, and Mary Ann Belanger.

Los Cabos Tomatoes originated in 1991 and currently has 600 members on the membership roster. For information, contact [loscabostomatoes@gmail.com](mailto:loscabostomatoes@gmail.com).




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# THE REAL ESTATE SECTION

## The Art of Home De-Cluttering

Paving Your Way to a Clearer Vision!

BY WILLA ROBERSON-MITCHELL

Imagine how you can change the lenses of your home by clearing the view! The art of De-cluttering will allow you the ability to see your home with a clearer vision. It will help you feel better about yourself, and feel a sense of connective intimacy within your living space for experiencing less stress and frustration. When you clear your clutter, you clear your mind, which leads to more time and energy to focus attention on making your house a home.

Here is a step-by-step process where you will start at

the bottom and go clear to the top!

### 1. *Keep your vision in the forefront of your mind.*

Decide on a room in which you would like to begin de-cluttering.

Focus on your desired outcome rather than the quantity of clutter you're confronted with. Envision how organized it will feel to have accomplished this goal.

Assess the relationship between you and your space: Is this space working for me? What is my vision for this space? What organizational

changes will I need to make in my daily habits?

**2. Make a Date** – Start a journal and write down the room and the day you will begin de-cluttering. (In writing it down, one is more inclined to carry out a commitment.) Choose a time of day that will lend minimal interruptions to maximize your efforts.

**3. Inventory** -- To assist in achieving your goals, visualize what you "want" and what you "need". In your journal, conduct a complete compilation of items in your room and list each item under the following four headings: "wants" and "needs", "no purpose" and "donations". With journal in hand, walk around your room and compile an inventory list of things that you have not used in the past 12 months. Compare the items that you "want" against the things that you "need".

As you review each item, ask yourself the following:



What is the purpose of this item? When did I last use it again? Would I likely use it again? Is it something that is cluttering my space? From this assessment, determine what you truly feel you need to hold on to and those you can part with. Consider donating those items that no longer serve a purpose.

### 4. *Developing a Plan and Keeping it Simple*

When do you aspire to liberate your room of clutter? Is it your goal to complete this

task in a period of one week, two weeks or a month? An evaluation of your schedule, plus the amount of clutter you possess will equal a realistic time frame in which to achieve your goal. Starting small helps to offer a better chance of achieving success. Experiencing success leads to higher motivation for wanting to continue along the de-clutter process.

"Climbing small steps towards your goal will help ease the experience of frustration

**CONTINUED ON PAGE 18**



### SOLD PROPERTIES

**VISTA AZUL**, \$2,000,000.00, House, Los Cabos, LA, Lori Pedersen, Ronival™ Real Estate.

**G3 PUNTA ARENA**, \$260,000.00, 21-1535, Condo, Los Cabos, LA & BA, Paolo Guerrero, Ronival™ Real Estate.

**POSADA LA POZA**, \$3,300,000.00, House, Los Cabos, LA & BA, Dan Binetti & Gaby Lopez, Ronival™ Real Estate.

**LPE LOTS A30, A31**, \$600,000.00, 22-347, 22-348, 22-349, 22-350, Land, Los Barriles, LA, Dede Bacon & Emma Nicholson, Ronival™ Real Estate.

**LOT SERENIDAD 79**, \$105,000.00, 22-2640, Land, Los Barriles, LA, Sean Jordan, Ronival™ Real Estate.

**CASA TERRAZA PARAISO RESIDENCES**, \$470,000.00, 21-4334, House, Los Cabos, LA,

Lilia Nava & Rudy Albarran, Ronival™ Real Estate.

**LOT 133 BLOCK 17** MLS # 22-2262, Cabo San Lucas, \$325,000 USD, Selling Agent: Rebeca Curiel, Galta Real Estate, Listing Agent: Rebeca Curiel, Galta Real Estate

**LA VISTA LOT**, \$50,000.00, 22-3155, Land, Todos Santos, LA & BA, Danica Taylor & Mariana Sanchez, Ronival™ Real Estate.

# How to Choose a Good Property Manager in Baja Sur

BY NICK FONG

When you own a home in Baja California Sur, you need a reliable property management company to take great care of it for you, especially when you're not there. To begin, find someone who truly understands the importance of your home away from home. Then, make sure they have a reliable team of property management professionals to take proper care of your investment responsibly. They must be a well-established company with a good reputation. Also, they should be a one-stop shop that is equipped to handle all your current and future needs. On top of that, your property manager must treat your home as if it was their own.

Choose a property management company that is equipped with the resources, experience, and commitment required to successfully manage any type of property in Baja Sur. Start by looking at their experience – find out how long they've been in business and how many homes they currently manage. Then, speak with some of their clients in the area to get feedback. Ask if they provide a high standard of service and portray strong ethics.

Do they provide hospitality services?

Great hospitality services begin with solid revenue optimization. This requires careful attention to your income and

your expenses along with the right adjustments to be made regularly. It's certainly not a straightforward process by any means. Therefore, when using property management services, both your income and your expenses must always be well managed by a trained professional.

The property management staff must be specially trained in hospitality. To explain, they must study the vacation market and use the latest tools in the hospitality field. That means they must completely understand how to ensure that your clients are completely satisfied and are more likely to return regularly. As such, your vacation rental property must always be cleaned prior to your client's visit. Also, they must take great care of their clients from the time they arrive until they check out happy and refreshed.

Make sure that you choose a property manager that uses channel management systems well. These systems lead your property into different marketing channels. To elaborate, they will automatically synchronize and update your property listings on multiple booking websites with the most reliable service possible. More channels mean more



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bookings, but it shouldn't mean more work for you. A good property manager will handle all of it for you reliably.

Accounting and bookkeeping are also important services to look for in a good property manager. To begin, your accounting representative should make every payment for you that is required for your property. Directly from your own account, their bookkeeping services should make payments for your utilities, your suppliers such as gardeners, pool service providers, cleaning services, maintenance, your annual bank trust fee, your property taxes, your HOA fees, insurance, cleaning supplies, and any other expenses required by your home in Baja Sur.

On top of all that, every one of your payments must be made on time, all the time. Never pay extra fees for late payments. Also, their services should go even further. For example, they should help you hire services, change your utilities to your name, answer questions about your account, and more. Additionally, they should provide monthly and annual reports of your household expenses that are always complete, clear, and honest.

When you work with a trustworthy team, you'll sleep soundly. If an issue arises, you will know about it right away. But of course, issues are almost always dealt with immediately if they have the experience and skills to deal with anything that

**CONTINUED ON PAGE 19**



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# Real Estate Knowledge- The Power of the Pagare

BY A. RIEL DEEL

A couple of years back we were trying to sell our condo and after 2 years on the market and holding the line on a price we were still getting lots of viewings but no offers. Everyone commented on the lovely complex, the lovely views, and the lovely layout and furnishings, but no one was willing to step up and show us the money. I contacted our very patient and hard-working real estate agent and asked - without dropping the price - what else could be done. She quickly responded saying we should consider carrying the financing for a buyer, using a Pagare. A "paga-what" I responded; she then proceeded to explain it to us.

Pronounced 'pag-are-ay', it's essentially a Promissory Note, or legal IOU, given to us by the buyer to allow them to pay for the purchase over a period of time. We carry their financing. At first, we weren't warm to the idea of financing a buyer, let's be honest, we really just wanted out, to get our money back and be done with it. However, it was obvious that wasn't happening and seeing continued buyer interest we thought we should at least

consider the idea. We trusted our real estate agent, but as Gringo snowbirds we were wary about a Mexican Promissory Note from some person from somewhere else who we might never even meet. When our agent said they used them in over half of their sales and had never had a problem, we were willing to hear more.

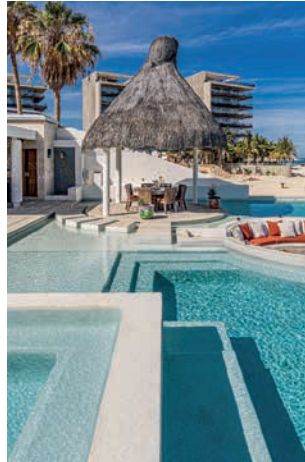
The challenge for Gringos buying real estate in Mexico is you can't get local financing as you can back home. In fact, we had originally raised money for our purchase of the condo through our bank in Canada, using the equity on our home there as the collateral. This worked for us as we started with a mortgage-free home and knew the strong collateral would get us the lowest interest rate.

Since we had paid off our condo purchase long before listing it for sale, we were ready for a crash course in how a Mexican Promissory Note was going to solve our current problem. Our agent explained the Pagare was more like a mortgage than just a Promissory Note as it was secured by the property. We

**CONTINUED ON PAGE 20**

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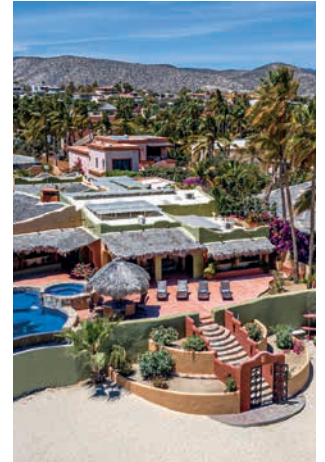
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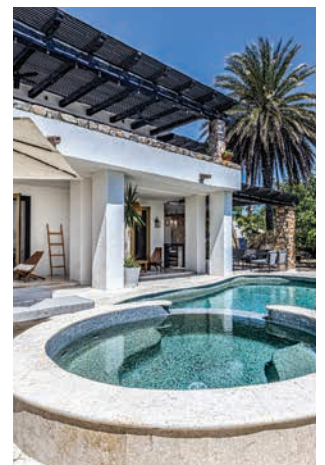
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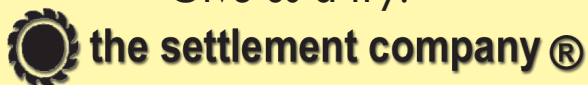
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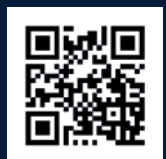


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# Norm 247 – Consumer Protection for Property Buyers

BY LINDA NEIL

Mexico’s federal consumer protection agency, PROFECO, has just taken a giant step forward in protecting the home buyer and his rights when acquiring property in Mexico.

September 22 marks the day NORM 247 went into effect. As of that date, FULL DISCLOSURE became law for all residential housing. Gone are the days when evasive agents could tell a story that was less than correct, and get away with it! Penalties for misleading information are hefty and complaints can and will be filed.

Among the essential items covered by the law are:

Advertising – must be

truthful and accurate, misleading advertising is prohibited

Costs and property prices must be written in Mexican pesos. Dollars may be included but with the notation that the real price will be that of pesos on the date payment is made.

Properties offered for sale must disclose the status of services such as electricity, telephone, gas and water. Off-grid properties can be sold but full disclosure is a must.

All advertising and websites must include a working telephone number for customer service.

In an Offer to Purchase the consumer-buyer has a right to cancel within five days of sign-

ing the offer.

Defective construction – Buildings must have a five-year guarantee on the structure and a one-year guarantee on all else. Failure of a contractor to respond can result in penalties of up to 20% of the purchase price.

Contractors must indicate the source of their construction funds.

Buyers have the right to select the notary public who will formalize their purchase.

All forms for offers to purchase and related documents must be registered with and approved by PROFECO.

In addition to PROFECO, we have other groups, governmental and private, that look out for and protect Buyer and Seller rights when purchasing properties in Mexico, including:

AMPI, the Mexican Association of Real Estate Professionals with more than eighty chapters in Mexican cities. AMPI was founded more than fifty years ago and is associated with the U.S.-based



National Association of Realtors® (NAR) AMPI and NAR both have strict Codes of Ethics to which all members must adhere to.

MLSBCS. The Baja California Sur Multiple Listing Association which has developed over the past twenty years, a set of operating policies and procedures which govern the listing and promotion of properties in the state. Members must adhere to these rules or be fined or removed from the association.

BCS Licensing authorities. The Economy sub-secretary

oversees and approves the credentials of those licensed as brokers and their agents. No one may promote the purchase of a property without a license unless he or she is the owner of the property being offered for sale. Any person representing the sale of another’s property must be licensed by the state.

For those considering the purchase of a property in Baja California Sur, these entities have overseen the quality and professionalism of its brokers and agents. It probably enjoys stricter governance and affords greater buyer protection than any other state in the country.

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LINDA NEIL is the founder of The Settlement Company, which specializes in real estate transfers, escrows and consultations. For reprints of this article or for further information on closings and consumer services, please contact The Settlement Company® at 011 52 624-142-2006 or 011-52-612-123-5056, E-mail is [info@settlement-co.com](mailto:info@settlement-co.com), and website: <http://www.settlement-co.com>.

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<b>Guarda Costa 28</b>	<b>\$235,000</b>	<b>JoAnn Hegemann</b>

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<b>Oceana #304</b>	<b>\$669,000</b>	<b>Fletcher Wheaton</b>
<b>Rancho Margarita Lot</b>	<b>\$170,000</b>	<b>Fletcher Wheaton</b>
<b>Casa 4 de Marzo</b>	<b>\$150,000</b>	<b>David Horan</b>



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**QUE PASA IN CABO?...**

continued from page 5

devotes its efforts to protecting sea turtles, endemic birds and the like, has partnered with The Ocean Foundation for the development of projects and activities related to the conservation of the marine and coastal territory. To support their efforts, please go to: <https://oceanfdn.org/donate>

**Mexico Isn't a Paradise for Animals.** As reported by freelance publicist and animal rights advocate Kim Bowie in the Dailyhive.com, "an estimated 70% of Mexico's 18 to 20 million dog population are street dogs. That's roughly 12.6 million stray dogs." There are several humane organizations in Los Cabos that will appreciate donations in cash, pet food, sand for cat litter, and even soap and disinfectants. Gringo Gazette readers help support with donations in cash when subscribing to receive their precious community newspaper at home. The Gringo

Gazette donates to PET Los Cabos, which stands for Early Spay and Neuter Program and has a shelter for doggies near Cabo San Lucas. For information go to Facebook/PETloscabos or WhatsApp +52 (624) 151-5842.

**New Trends Bring Tourists to Cabo.** Our tourist destination became world famous for its incredible fishing grounds. The second trend that grew exponentially was Golf. These days, the trends that travel agencies report growing are our gastronomy, wellness and sustainability offers. What are you waiting for? Come visit Los Cabos, we have something for everyone! ✈

**BAJA WINES: FEATURING...**

continued from page 6

passion for wine, especially small-production vineyards. It seems as though they have discovered "the heartbeat of wine" by procuring only those special, small-production family wines that are a delight to

enjoy with your friends and family.

Currently, Fine Wine M provides wines to the Los Cabos area, including Todos Santos. You'll find their wines at some of your favorite farm-to-table restaurants as well as resorts and many restaurants in the area.

They have a very unique offering in their portfolio of family-owned products and pride themselves on having direct communication with the winemakers and vineyard owners. Rogelio spoke about their enormous respect for the labor and dedication involved in the winemaking process. He believes the small producers really care more about the process and result rather than the "sales" most large corporate wineries are interested in. They may only receive a relatively small few cases from a particular winemaker, but the quality always delights them. Paulina talked about how all the producers have a great story that comes right from the heart, and it manifests in the wonder-

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 INTERIOR DESIGN AND MORE...



ful wines they produce. Both Paulina and Rogelio have and want to re-educate the public on Old World Wines, so they can create a new appreciation for the process and the results.

Fine Wine M currently has five employees and is growing "smart," by not growing too quickly. They focus on the industry and especially the people, and their location offers them the opportunity to eventually have a small dining area on their patio, where wines can be tasted and offered with small bites. They believe

in bringing in only the wines that they really love, providing them to resorts and restaurants, and also approaching the private collector who wants some exceptional small-production wines in their portfolio. Rogelio sums it up by saying "We are keeping the philosophy of family-owned projects, growing slowly and selling to the right people".

I think they've got something very special to offer, and you can take a look for yourself! Fine Wine M is open Monday to Friday from 9 a.m. to 5 p.m., and Saturday from 9 a.m. to 2 p.m. As I mentioned earlier, they are located just across the street from the Municipal Mercado, where they have a small retail store and their warehouse. Look for the lovely wooden exterior with Fine Wine M in bold black letters. You will be amazed at their wonderful offerings and will likely leave with a few bottles to try!

I asked Paulina and Rogelio  
**CONTINUED ON PAGE 20**

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# Mexican Actor Picked Up by Disney Marvel Studios

BY FERNANDO RODRIGUEZ

With the 11th Annual Los Cabos International Film Festival going on last week in Cabo San Lucas at the Cinemex Theater complex in the Puerto Paraiso mall, Disney's Marvel Studios premiered "Wakanda Forever", the sequel to the 2018 first Black Panther film.

Per Wikipedia, as the Black



Panther, Boseman led a predominantly black cast in a major blockbuster for the first time. "His performance as T'Challa has become a piece of history, because a Black epic, even a period piece, is forever expected to be important, representative of the past, present, and future," said Robert Daniels of the British BBC Culture website 7magazine. "Through his acting, Boseman rewrote, and reclaimed black history."

Academy award-winning actress, Viola Davis, added "he is going to be remembered as a hero", both as the Black Panther and for the authentic man he was, and that "his legacy, his body of work, his integrity, is going to influence generations

upon generations to come."

BBC Culture called Boseman "a film icon who changed Hollywood"; "a symbol of black excellence and of cinematic excellence"; and "a virtuoso and heroic figure, not just because of his iconic turn as Marvel's Black Panther but for how he raised the bar for racial equality and representation on screen." The BBC also noted his impact of infusing African authenticity into his work, as how T'Challa is presented, saying that he "connects African-American audiences with their African heritage."

This brings us full circle to the spectacular changes Marvel Studios producer Kevin Feige, and co-screenplay writer/director Ryan Coogler and their team made to the Wakanda Forever film. Specifically, the complete overhaul to one of the first and oldest superheroes from the Marvel and comic books universe. Prince Namor, The Sub-Mariner is Lord, King and Monarch of Atlantis, the city beneath the sea. This creative and welcome change may very well connect Mexican-American audiences with their MesoAmerican heritage, in which they made Namor, an Aztec Mayan Prince Namor, ruler of his underwater country known as Talokan.

In Mexico, Tlālōcān is described in several Aztec codices as a paradise, ruled over



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by the rain god, Tlaloc and his queen Chalchiuhtlicue. Actor Tenoch Huerta, who was born in Ecatepec, Mexico City has been cast as the epic new Namor. Huerta has appeared in a number of movies in Latin America and Spain. His father enrolled him in an acting course with María Elena Saldaña where he started appearing on film in 2006 at age

25. The dark-skinned Huerta family is of indigenous descent from a Nahua maternal great-grandmother and a Purépecha paternal great-great-grandmother.

Weeks and months before the November 11 release of Wakanda Forever, Tenoch Huerta likeness action figures have been flying off the shelves

**CONTINUED ON PAGE 25**






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**COOKING LIKE A MEXICAN...**

continued from page 7

This huge hit made sugar a lot more expensive during the following years and even considered a luxury item. Nowadays, sugar is too expensive and less sweet than fructose syrup, so more and more industries are replacing this ingredient, and it is not profitable to export anymore, leaving Mexican sugar in a tight spot. In that same idea, most sugar cane plantations and sugar refineries are owned by a very tight group of people and it is a very hard business to get into.

Consuming sugarcane is not as hard as it looks, but you have to be a little cautious, as there is a risk of hurting your fingers with the use of a sharp knife. To peel the sugarcane, the only equipment you will require is a

sharp knife, a steady hand and a little common sense. Make sure that the knife is sharp enough. Otherwise, you will end up wasting your valuable energy without getting a single piece of chewable sugarcane. Yes, there's a wrong way to do it.

The sugarcanes are usually sold short enough to manage. When these are sold in the stores, they are usually cut into smaller pieces, many times without the "knee" part. But, if you get to buy the long sticks of sugarcane, you have to cut them first into smaller pieces. Discard the knees before you start peeling.

These smaller pieces are now ready for peeling. Use the sharp knife to start peeling at the smooth end. Cut the peel along the outer layer of the sugarcane as long as you can, lengthwise. It will be a little bit like doing some hardcore

gardening.

When the peeling is done, cut the sugarcane into smaller pieces so that they can be chewed easily. Think about a half-inch thick and three inches long. Sugar cane is not meant to be swallowed, but chewed on while sucking the juice and punch out!

Last but not least, Tamarind (Tam-uh-rind). It is also very commonly found in Mexican candy and used in a sourer-spicier context. A tamarind tree is very large (up to 100 feet tall) and grows very slowly. It is native to Africa but grows well in any tropical climate. It also made its way in our country with Spaniards who had previously been around the other side of the world. It bears fruits that are around 6 inches in length and look like a large, curved bean pod. Young tamarind fruit has a pliable brown skin and the inside greenish with whitish seeds. As the fruit matures the greenish insides turn brown and the pod becomes more bulbous. As the fruit dries out, the pod becomes stiff and brittle, the insides become pasty and the seeds turn brown.

Jalisco, Guerrero, Colima, Chiapas, and Veracruz are the top tamarind producers in Mexico. Most trees are planted for the fruit, but some are planted as shade trees because they are so wide. Tamarind

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fruit flavor is very popular and is used to flavor many foods and candies and even water. The quickest way to get to the pulp is to break the shell by hand and remove the sticky pulp with your fingers. For commercial usage, the entire pod is boiled to soften the outer shell, then it is ground up with water and strained so that the pulp is removed from the bits of shell and seed. The pulp is then canned for later sale.

The flavor of the greenish un-ripened tamarind is very watery, acidic and very sour. The ripened sticky pulp has a musky flavor and is sweet and sour due to the sugars and the acid content. The ripe tamarind pulp has many uses. Some recipes call for the pulp to be removed from the pod first, and others allow soaking in the cooking liquid and breaking the pod open in the liquid to release the pulp, then straining the mixture to remove the pieces of the outer shell. Tamarind can be added to soups, marinades, or sweets.

This is a BIG recipe, written

for when you host a posada, but can be sized down! You will need a BIG pot, like the ones used for tamales!

Ingredients:

2 lb. of sugar cane  
5 apples (whatever kind you like!)

5 pears  
5 guavas  
1 gallon of water  
7 oz of tamarind  
7 oz of prune  
1 oz of Jamaica flower (dried hibiscus)

2 cloves  
2 lbs. of piloncillo (unrefined brown sugar)  
½ a cup of regular sugar  
2 cinnamon sticks

Procedure:

Peel the sugar cane and cut into one-inch sticks.

Remove the hearts of the apples and pears and slice thinly.

Quarter the guavas and tejocotes.

Bring the water to a soft boil, add all the fruit, let it come to a roaring boil and cook for 20 minutes.

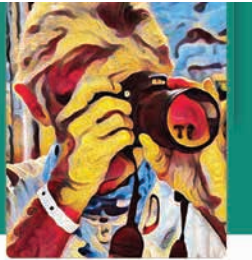
Add the tamarind, prunes,

**CONTINUED ON PAGE 21**



# Fish Report

BY GARY GRAHAM  
THAT BAJA GUY



## Cabo

Los Cabos Tuna Jackpot, the last of the million-dollar-plus cash prize tournaments in Baja Sur this year, wrapped them up by awarding approximately \$1.4 million to the winning teams.

Congratulations to Team Prestige Worldwide (#34), who took the title of Tournament Champions at the 2022 Cabo Tuna Jackpot with a 183.1-pound tuna. It won them over \$244,000 in payouts.

Second place went to Castro's Tournament Team (#123) with a 144.55-pound tuna, and Crudo (#70) took third with a 136.45-pound tuna worth \$282,500.

Meanwhile, the local fish-

ing is a bit scratchy, with just a few yellowfin tuna and some trophy-sized dorado mixed in. So check out this issue of "Fish Killer!"

## San Jose del Cabo

The largest tournaments are over now, though the busy fall season continues. We are seeing crowds of anglers arriving, eager to take advantage of the great angling opportunities still available. The climate is almost perfect, with highs near 80 degrees and lows about 65 degrees, with mostly clear, sunny days. When the ocean conditions were favorable, there were moderate swells, and water temperatures were in the 78 to 81-degree range, with clean blue water found

close to shore. However, there were variable winds, predominately from the north during the first part of the week, and when the fierce winds blew, options were limited at times, but by the weekend, conditions had laid down, and the seas were ideal.

Still, no schools of sardina have been found. The closest reports were from La Paz, far out of our range! Bait supplies have consisted of caballito, ballyhoo, slabs of squid, and off-shore San Jose del Cabo Hotel Zone, 3 to 5 miles out. There have been schools of mackerel starting to appear, which is early season for these grounds, even though the water temperature is still quite warm for this late in the month. More anglers are also trying to catch chihuil, which are great mackerel-sized bait – like candy for wahoo and all other gamefish.

Overall this week produced excellent fishing action. Although the week began with wahoo and dorado being the most common species, quite a few sailfish and striped marlin were found on the same grounds, with most charters now congregating on the various locations from the Gordo Banks, Cardon, La Fortuna, Iman, San Luis and to Vinorama. Wahoo were striking on trolled Rapalas and on trap-hooked live bait. Sizes ranged to over 40 pounds, with average fish in the 20 to 30-pound class. Dorado were found scattered throughout, striking on similar offerings, with sizes up to 15 pounds.

Marlin action picked up in local waters, with the arrival of mackerel schools straight off the marina area, within several miles offshore. In addition, a few quality black marlin in the 300 to 350-pound range were

## Fish Killer Of The Week



According to the angler, Chalmer Stauffer is our "fish killer" of the week, with this dorado weighing approximately 50-pounds. Along with releasing five more, plus twenty-two striped marlin, fishing out of Puerto Los Cabo's Marina.

landed and brought in off the Gordo Banks.

After becoming scarce and finicky through much of the week, mainly due to north winds, the yellowfin bite picked up over the weekend, with the most popular spots being Gordo Banks, Iman, and Vinorama. There were no big numbers, but there was a good chance of catching one or two nice ones. The quality of these fish was impressive. We saw tuna from 20 pounds to 150 pounds, with a high percentage of them over 100 pounds. These yellowfin hit various bait, from live chihuil, squid strips, and old-school skipjack chunks. Either while drift fishing or on the slow troll.

Again, there was not much along the shoreline, and bottom action was limited. However, we did see a few more bonito and amberjack. The most impressive structure fish was a whopper 60-pound dogtooth taken off the Inner Gordo.

The first pods of whales are returning to local waters after migrating north to their summer feeding grounds. In the coming months, we will see peak activity for these mammals...**Eric Bricton, Gordo Banks Pangas**

## East Cape

November continues to surprise visiting anglers. "Fresh Catch" fishing out of Palmas de Cortez treated Kate Villinger and guests to a "banner" wahoo day. They ran to the north end of Isla Cerralvo, where they caught four wahoo between 20 and 40-pounds.

According to locals, the sierra is ideal for ceviche. They are beginning to show early mornings before the north winds come up, along with a few jacks and roosterfish falling into the catch-and-release category.

## La Paz

This is that big lull before the holidays. The town is pretty  
**CONTINUED ON PAGE 26**

## 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)



# Sleeping with Strangers

A funny, honest look at being an Airbnb host

BY DAVID FLORES

*Sleeping with Strangers: An Airbnb Host's Life in Lake Tahoe and Mexico* reveals what it's like to be in charge of a short-term rental in two distinctly different locations—South Lake Tahoe,

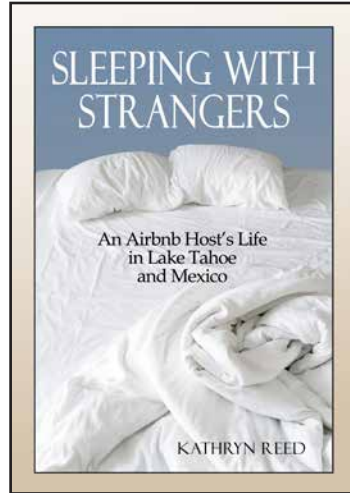


California, and Todos Santos, Baja California Sur, Mexico.

This book will have readers laughing, scratching their heads, and possibly changing their behavior as a guest and/or host of a short-term rental.

*Sleeping with Strangers* is Kathryn Reed's fourth book. She is also the author of *Lake Tahoe Trails For All Seasons: Must-Do Hiking and Snowshoe Treks*, *Snowshoeing Around Lake Tahoe: Must-Do Scenic Treks*, and *The Dirt Around Lake Tahoe: Must-Do Scenic Hikes*. She is an award-winning journalist who has had a permanent address somewhere in Northern California most of her life.

Reed spent three winters in



Todos Santos, with two of them as an Airbnb host. She has been a contributor to the *Gringo Gazette* since 2019.

In the book Reed doesn't hold back on what it was like to be a host, lauding the good guests, making a strong case for those she'd rather not see again—after all, one chapter is titled Don't Come Back. She also delves into what her experience was like dealing with Airbnb.

Challenges went beyond the clientele. A furnace died in the middle of a snowstorm in the mountains and a refrigerator was running hotter than the desert air. All normal homeowner issues. But they became even bigger stressors when paying guests were about to arrive thinking there was central heat and refrigeration.

The homes themselves were completely different. In Tahoe, it was a room in a single-family residence that was available to rent, with Reed staying down the hall. In Todos Santos it was the bottom floor of a house, with Reed living upstairs with a separate entrance.

Besides pulling back the covers on what life is like as an Airbnb host, Reed also shares what it is like to live in these two diverse locations, making the book a bit of a travelogue.

*Sleeping with Strangers* may be ordered through local bookstores or purchased online. It's available as a paperback and ebook.

Contact: Kathryn Reed, KR@KathrynReed.com, 530.318.4806. ISBN: 978-1-952003-06-6

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### THE ART OF HOME...

continued from page 10

and discouragement that often lead to stepping out of your plan."

5. Plan a Place for Items "Have a place for everything and everything in its place."

Gather three boxes and label them as "charity", "trash" and "to keep". You will feel twice as good when you find a place outside of your home for those items. Now is the time to research charity organizations and other resources that will take in decluttered items. Schedule a day to box them up and deliver them to an organization(s) of your choice.

Make use of your wastebasket and discard anything that you've categorized as "trash". Any old unimportant papers, broken pieces and miscellaneous objects can go into the "round file". You will start to feel liberated once you see how many items you no longer want or need. Once

items have been categorized as "trash", the goal is to get them out of your house. Arrange items to go into "trash pick-up" or recycling centers.

And Finally ... You should have a vision of where to place those items you plan to "keep". Avoid shopping to find a replacement for items you've de-cluttered. Also, strive to eliminate future clutter by organizing objects in a manner that will be most efficient in maintaining usage. This organizational plan should be deliberate and purposeful while geared towards helping you achieve your vision.

Be sure to reward yourself for a project well completed. . . now on to the next room.

Willa Roberson-Mitchell is an Interior Designer and Writer at Lifespace Designs.

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# Join The Parade of Homes in Los Barriles

Join the parade! In Los Barriles, on the East Cape of Baja California Sur, only about an hour north of San Jose del Cabo. Help the East Cape Guild put high-achieving students in need through high school and college.

The East Cape Guild, the oldest non-profit in the East Cape, has helped students attend high school for over 25 years is raising funding for 143 High school students and 75 college scholarships for the 2022-23 school year.

Why does this matter? Because the Mexican government only pays for children to attend school through the 9th grade, leaving less fortunate children unable to afford additional schooling. The Guild's scholarship recipients include local business owners, architects, engineers, and community leaders (including the Mayor of La Ribera). The Guild has helped build a better and more cohesive community for the local citizens and expats.

The Guild's first fundraising event of the year, to be held on Wednesday, November 30, will be a Parade of Homes combined with a Poker Run. It was first held in 2021 and is back by popular demand. This Guild event involves tours of six homes around Los Barriles; an assortment of beachfront,

mountainside and in-town homes. Each participant gets a playing card at each of the 6 visited homes. Each guest "plays" the best of 5 for the 5-card poker draw at the last home on the tour. Refreshments are available at each stop and there will be a silent auction at the final house.

Los Barriles remains a tranquil enclave with a lifestyle and community quite different from Los Cabos. Visit this beautiful area, see some homes, meet some locals, and help support our students with educational needs.

Tickets are available at Homes & Land Real Estate office on the main street and at the Saturday Community market starting November 1. ✍

### HOW TO CHOOSE A GOOD...

continued from page 11

may come up. Also, they must be available seven days per week to answer your questions and communicate with you regularly.

Does your property manager have a strong team of professionals?

Your property manager must have a great property management team that consists of property management experts with diverse skill sets to handle every possible situation or request. Their team members should visit your house once a week to ensure its perfect condition of it when your house is unoccupied. Then, they must report and coordinate the fixing of any maintenance issue, turn on your AC units once a month, run the water in the faucets and showers to avoid smells, water your plants, accompany any supplier when needed, etc.

Are project management  
**CONTINUED ON PAGE 26**



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## THE POWER OF THE PAGARE...

continued from page 12

almost walked away when we heard next that after the buyer and seller execute a standard real estate agreement and the buyer's initial deposit clears, the title for the property and the fideicomiso transfers to the buyer. She quickly continued

with further details and we started get more comfortable. A Pagare is very flexible, negotiated between the buyer and seller with the details communicated to a settlement agent or lawyer who works with a Notary to have the whole agreement documented, signed off by the buyer and registered. By registering the agreement, the Pagare is recorded on the

property title like a lien so the buyer can't resell the property out from under you.

Not long after, we accepted an offer with a Pagare on our condo and had done the deal in hand. We wished we had known about this years earlier but hey things were going fine now. It did take about 3 months to get a fully notarized copy of the agreement (an

impressive bound 10 pages of legal documentation) but the terms were in force regardless and the interest clock was ticking on our behalf.

The terms of the document are very clear and very powerful. For example, we agreed that after an initial deposit of 30% we would carry the financing (which means we agreed to wait) for 2 years to get the remaining 70% of the selling price. Meanwhile, the buyer agreed to pay us an interest rate of 6%. We would get monthly interest payments and would accept early principal paydown at the buyer's option. The outstanding balance was due in full in 24 months.

One of our biggest concerns (after a potential default) was if the buyer quit making interest payments; what could we do? This is where the powerful language kicks in if any scheduled payment – either interest or principal – is missed and not rectified in 10 days an additional 3% penalty is applied and the Pagare deal is terminated. The buyer then has to produce the entire balance due immediately or the property title reverts back to the seller. That means the buyer has forfeited all monies paid to date including the deposit and all interest payments AND we get a clear title back. Now we fully understood why our agent had never seen one of these deals fail as it would be horrendously expensive for the buyer.

As it turned out our buyer was great; they wired the interest payments to our bank account in Canada each quarter in advance, made early principal pay downs and paid the whole thing off in 18 months, 6 months early of the deadline. Needless to say, we were happy with the whole deal and it was a win-win experience for both seller and buyer.

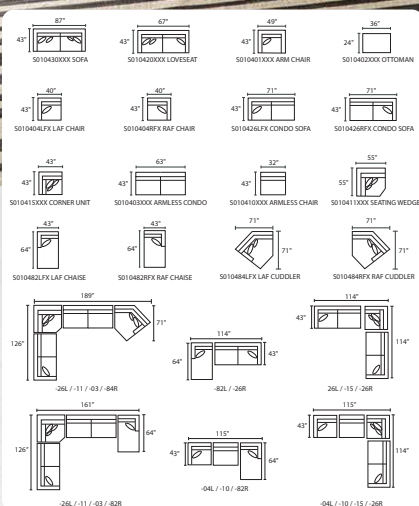
So the moral of the story is if you are a seller keep this option open and if you are a buyer and need a little help to buy a place offer a Pagare to the seller and see if you can make the deal happen and get your piece of paradise. 🏡

## BAJA WINES: FEATURING...

continued from page 14

what they would like the public to know about this venture. The response was "This is a consequence of our large professional path in the wine business. We have come up with a solid, exclusive wine catalogue, and are truly wine professionals. We are able to find a wine to suit anyone's palate without compromising the budget. We have a very reliable team with a great portfolio to offer you. Both Paulina and I are at a very mature aspect of our careers, and we both believe in what we are doing." I absolutely agree with them and promise you will find them very charming and knowledgeable.

Helga lives with her husband Charlie in San Jose del Cabo. She is a former restaurateur and wine purveyor from the San Francisco Bay Area where she and Charlie lived in the Napa Valley for many years. 🏡



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# Ask a Mexican

A few days ago, a minister in the supreme court of justice (SCJN) was to present a proposal that prohibited the installation and public display of religious Christmas figures, more specifically nativity scenes, funded by tax money (so government and public instances). One of his arguments is that nativity scenes are a direct violation of religious freedom and Mexico is a laic country with the principles of equality and no discrimination. He pointed out this

proposal has been in the works for the last two years after an event in Yucatan where the citizens denounced the state for spending important tax money to fund a big nativity scene around Christmas.

**What do you think? Do you agree with the proposal?**

*Tomas del Bosque, 27, personal trainer.*

I think it's not a bad idea but it needs a little work. Sure, we could use that money in better ways and instead have the public donate if they want a nativity scene in their town square, at the end of the day the rich catholic families are the ones who could do it and have a feeling of altruism I guess. After all, nativity scenes are woven into our culture and they probably will not go away.

*Dora Campos, 53, kitchen assistant.*

I personally think it's a bunch of BS. Nativity scenes are the core of Christmas and in these times, we need something to remind us what we are celebrating, for who and why; its not only about presents and dinner and Santa Claus. And if the government funds it, I think it's fine, it's a small point of interest; I used to take my kids when they were little to see it and walk through and remember all of its meaning, there's always people around selling food and balloons and stuff.

*Michelle Sanchez, 35, receptionist.*

I don't think they should ban them, we should think about all the factors nativity scenes affect; the people who are hired externally to fabricate them, in some places in the rest of the country the nativity scenes are huge and made by hand local artisans. Some of those are even famous and could be counted as seasonal



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landmarks, something the people are looking forward to. Maybe we could all take into account that even when we are a laic country, we have a very high percentage of catholic families still.

*Flor Rios, 20, student.*

Nativity scenes are a little too outdated but I can't deny they're cute and full of tradition. There's a big percentage of the population that really does see it as the core of the festivities and maybe the ones in the town square might take up too much of the budget or maybe a silly expense, but we can't just rip out something that has been a part of our culture for so many years.

*Matias Barrios, 39, carpenter.*

I think we could lower the budget and be more transparent about it, sometimes the nativity scenes are reported to have cost a lot of money but in reality, they are really deteriorated and old. We should not make them disappear, it's nice to have a stroll around the town square and see it, start getting in the Christmas spirit, see the kids look up and the figures and make wishes to the baby Jesus and the three wise men.

*Christian Damian, 47, lawyer.*

I think public nativity scenes should not be publicly funded, and that money should go to public schools and hospitals. Instead, we could have a small competition for all of those

families who collect miniature items and have them put on the scene, it would raise citizen participation and could become a new tradition without affecting anyone. The laic country argument sucks, we all know what churches do and how protected they are by the government. ✈

## COOKING LIKE A MEXICAN...

continued from page 16

Jamaica flowers, cloves, piloncillo, sugar and cinnamon sticks and simmer until all the fruit is thoroughly cooked.

Have a cup of cheer! For the "piquete" as we call it, I recommend rum, tequila, mezcal and even whiskey. I wouldn't add it to the whole batch, but over anyone's cup if preferred.

You can find me at ale.borbolla@gringogazette.com for questions, suggestions or anything you need! ✈



Illustration by danjazia



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# U.S. Tax Facts For Americans Living in Los Cabos

BY DON. D. NELSON

Many residents of Baja Sur who are also U.S. citizens are unaware of various aspects of U.S. tax laws which might affect them. Some of those items are as follows:

The U.S. State department may refuse to issue you a renewed passport if the IRS has reported to them you are delinquent on your U.S. tax obligations. U.S. Customs can seize your passport if the IRS has informed them you owe \$50,000 or more in U.S. taxes and penalties. You can get your IRS tax transcript

to determine if you owe the IRS money by phone, mail or online.

Even if you have dual citizenship (both Mexican and U.S.) you still must file a U.S. tax return on your worldwide income if you earn above a certain amount.

Even though you live in Mexico, you still must file a U.S. tax return each year assuming you have earned in excess of a minimum amount from wages or investments if you are a U.S. citizen or permanent resident. You are

obligated to keep the IRS updated on any change of address to Mexico. Failure to do so is no excuse should the IRS pursue you for taxes, penalties and interest

There is no statute of limitations for the IRS to audit your return if you haven't filed one. In most cases, the agency doesn't go back further than six years. However, it has the right to look back for an unlimited amount of time. **There is no IRS statute of limitations on unfiled tax returns.**

Failure to report foreign Mexico and offshore bank accounts with combined highest balances exceeding \$10,000 U.S. to the U.S. Treasury can result in a \$10,000 penalty per year or more if the IRS should discover your error prior to you filing the required form 114. Mexico and other foreign banks are reporting your bank



balances to the IRS.

Income from the rental of your Mexican property must be reported in Mexico for tax purposes and also must be reported on your U.S. income tax return. The good news is if you pay Mexican income taxes on your net rental income you can claim it as a credit directly offsetting your U.S. income tax on the same rental income

shown on your U.S. tax return. You do not pay double tax.

- Don D. Nelson Attorney at Law and partner in Kauffman Nelson, LLP CPAs has been assisting U.S. Citizens in Los Cabos with their U.S. tax returns and IRS problems for over 20 years. His email address is [ddnelson@gmail.com](mailto:ddnelson@gmail.com) and his website is [www.taxmeless.com](http://www.taxmeless.com)

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# Holiday Art Show in Los Barriles

BY CHRISTINE COURTRIGHT

Could it be? Could we be back to almost normal here in the Baja??!! The Asociación de Artes is thrilled to announce the Holiday Art Show at Colina del Sol neighborhood in Los Barriles, presented by Asociación de Artes del Mar de Cortez (AdA) will be held Sunday,

We have some of the best artists in the Baja SUR that have been working all summer on new and original creations! And they are happy for this chance to get their work out in front of the public. We combine an art show, food from a few area restaurants, a beer garden (a fundraiser for AdA, so drink up!) and new this year, we will be serving Rancho la Venta wines, all set in the lovely setting of the Colina del Sol Clubhouse grounds.

We also use this opportunity to present one of our great raffle baskets that have hundreds of dollars worth of certificates and goods you want and need to have! All funds from the raffle and silent auction will go directly to purchase school supplies for 22 East

Cape area schools. The tickets are only \$100 pesos each and with our baskets worth so much, a great bargain. It is a great cause and worth everyone's support. So, for sure you need to buy a ticket or 10!

Asociación de Artes, founded in 1993, is the oldest non-profit organization in the East Cape. Originally formed to supply art supplies for the area schools, AdA has branched out from providing basic school supplies to expanding our mission to include Spanish language library books, and sports equipment, supporting Easter Sports



## HOLIDAYS' SPECIAL

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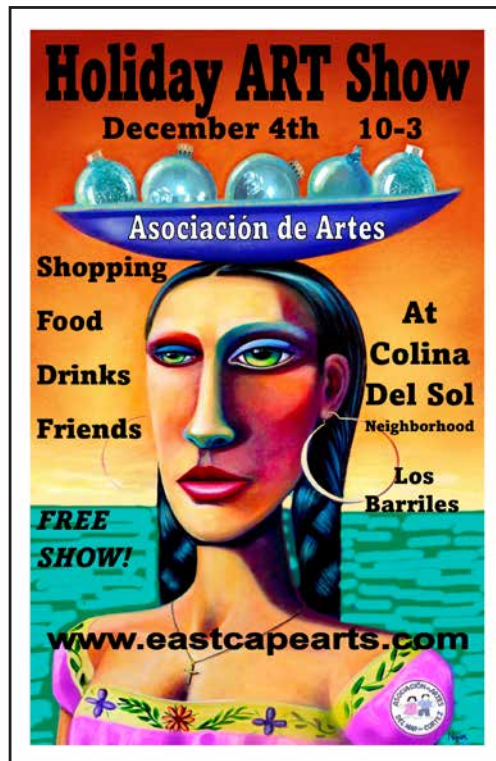
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December 4 from 10 a.m. – 3 p.m. This event is in its about 16th year. Yes, we lost track of how many times we have done it! And this is one of the fun events that are great to attend either as a vendor, shopper, spectator or volunteer! And, as always, it is a free event just a short drive from almost anywhere in the lower Baja!

The Holiday Art Show is just in time for your holiday shopping, and it has always been a great place for friends to meet up and visit, to shop, and then eat and relax with a cold one while enjoying your friends that you have not seen through the summer months!

CONTINUED ON PAGE 26

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# Michael Movie Moments

BY MICHAEL YOUNG



One of the recurring criticisms, from both critics and the viewing public, of Nicole Kidman in *Being the Ricardos* is that she just isn't Lucille Ball. Some fault the makeup, arguing that it makes Kidman's face stiff and unable to deliver the kinds of expressions that make Lucy famous. Others suggest Kidman is just too cool of an actress to play the hot-headed redhead. Kidman, herself, said she was "terrified" of the role and wondered whether she would successfully pull it off. Coupled with similar criticisms of Javier Bardem as Desi Arnaz, then, it isn't hard to understand why this film rates near the bot-

tom of the critical and popular scales among this year's Oscar-nominated movies - people didn't like this film because their images of Lucy and Desi weren't in it!

I get all of that - in fact, early into my first watching of the film I asked my wife the simple question - could anyone successfully impersonate Lucille Ball? Think about that a while and try to come up with personalities that might have been chosen. Lucille Ball is simply a one-of-a-kind character and I don't think anyone can become her. So, if what you demand is a high-fidelity rendering of the main character in this film, you

are going to be disappointed - and, it appears, many viewers were.

But that is an unfair expectation, because this is really an excellent movie. If you can back off the notion that this is somehow a true-life biography of Lucille Ball and her marriage to Desi Arnaz, then the movie takes on some amazing power. Considered a chronicle of an actress, and her troubled marriage to a brilliant but conflicted man, all thrown together in a stewing pot of a television production and a nationwide political storm and you have an amazing movie. That it might also provide some insight into



two of America's cultural icons is just an added bonus.

The cast worked very well together and ended up earning three Oscar nominations. Nicole Kidman received a Leading Actress nomination not because of her physical comedy, but because she nails the dramatic scenes. Javier Bardem may not look exactly like Desi Arnaz, but he delivers a wonderful take on the man showing the intel-

ligence and the fighting spirit Desi harbored for his wife. He earned a Leading Actor nomination for his performance. The interactions between the two of them illustrated the conflicts in their relationship as well as their intense love for each other. The two supporting actors, J.K. Simmons as Bill Frawley (Fred Mertz) and Nina Arianda as Vivian Vance (Ethel Mertz) **CONTINUED ON PAGE 29**

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# New Museum Opens in El Triunfo

BY DAVID FLORES

The Museo del Vaquero de las Californias (MUVACA) opened last week in the quaint town of El Triunfo, a former mining community that has recently become a sensation for tourists and locals alike.

The town has a Music Mu-

seum, the antique “La Ramona” chimney, a Cactus sanctuary, the Silver Route Museum, the English and Chinese cemeteries, an English Tea room, and excellent places to eat like El Minero restaurant bar, the Toto Frito restaurant and the Café El Triunfo.

ditions of old times and is the result of research with regional academics studying the culture and traditions of the cowboys, which have 300 years of history.

It’s a well-done museum with interactive exhibits that



seum, the antique “La Ramona” chimney, a Cactus sanctuary, the Silver Route Museum, the English and Chinese cemeteries, an English Tea room, and excellent places to eat like El Minero restaurant bar, the Toto Frito restaurant and the Café El Triunfo.

The new museum would translate as the Cowboy Museum, referring to the tra-

ditions of old times and is the result of research with regional academics studying the culture and traditions of the cowboys, which have 300 years of history.

It’s a well-done museum with interactive exhibits that become an educational tool. El Triunfo is located in the mountains south of La Paz on the way to the East Cape (Los Barriles and Buenavista) and the road is very curvy but lovely, especially after the rainy season. For more information on the museum, email [museografia@andalelapaz.org](mailto:museografia@andalelapaz.org), or visit [www.muvaca.com](http://www.muvaca.com)

## MEXICAN ACTOR PICKED UP..

continued from page 15

in the toy section of every Target, Walmart, Toys R Us, Soriana, Chedraui and other famous retail outlets like La Comer.

“While our Golden Age elders may have believed Bill Everett’s 1940’s Sub-Mariner was the most unique superhero ever created and while others can argue that Stan Lee’s Silver Age 1960’s version was the best of all time, the 2022 Marvel Studios “Wakanda Forever” MesoAmerican Mayan Aztec Prince Namor is by far the greatest the world will ever know,” said Luis Rodriguez of San Jose, CA, who publishes “Aztec of the City”. One of the first Mexican-American comic book superheroes ever created, it made its debut on Cinco de Mayo, 1993 and has been featured in the Washington Post, Lowrider and Hispanic Magazines, as well as New York City’s Remezcla news.

William Blake Everett (1917–1973) created Namor the Sub-Mariner and co-created Daredevil with writer Stan Lee for Marvel Comics. Bill Everett was raised in Watertown, Massachusetts, near the city named after his great-grandfather, Everett, Massachusetts.

Everett’s father ran a successful trucking business, and

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when Everett was young the family bought a large summer home in Kennebunkport, Maine. Both his parents supported the artistic talents of their son. At the age of 12, Everett contracted tuberculosis, and was pulled from sixth grade to go with his mother and his sister to Arizona, to recuperate for four months. Taking his first drink at 16, Everett began his path to teenage alcoholism. In 1934 Everett studied at Boston’s Vesper George School of Art, where his inability to focus led him to drop out in 1935.

Everett knew his father “always wanted me to be a

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cartoonist, and he died, unfortunately, before he saw that come true,” he said.

“Everett was a man who lived comics throughout his entire life and loved it with a passion. It’s important not only to remember the characters, but the men behind them,” said Chris Marshall, of the Collected Comics Library.

Only Batman and Superman are as old as The Sub-Mariner. Another interesting

**CONTINUED ON PAGE 31**

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**FISH REPORT...**

continued from page 17

quiet. The folks here are mostly tourists and snowbirds looking for some sunshine. Not much of anyone here that is specifically here to fish.

If someone does want to fish, they are usually walk-in folks just looking for a day on the water. Nothing hard-core. Most savvy fisherfolks have left as the 2022 fishing season winds down.

The winter winds have started blowing from the north, making a fish trip an exercise in figuring out which days the winds won't blow you off the water. We had three days of the week that were too windy two weeks ago. This past week, there were two days. So as I write this, it appears that maybe five days will be pretty windy.

You can probably get out on some of those days, and we would fish you in some of the more protected in-shore areas. But if the wind is really howling, there's a good chance the

Port Captain will shut down all boat traffic. Either departing or arriving.

There is still some dorado around. Most of them are the fun, smaller 5 to 12-pounders with occasional big toad bulls still lurking. One nice thing is that you could go to the big tankers anchored in La Paz Bay and find some schools without going too far.

There is some wahoo at the north end of Cerralvo Island, but for the most part, the weather is cooling, and so are the waters, with blue waters starting to turn green and cloudy. Consequently, more cooler-water species are moving in.

This includes sierra, rainbow runners, pargo, cabrilla, jacks, and even a few amberjack and yellowtail. These will become more predominant as the waters continue to cool off.

Mostly, live bait (sardina) and cut bait (stripped bonito) have been the most effective attractants, but as waters get rougher, it's harder to find the sardina. Also, the bait guys will be more reluctant to go find

bait to sell if there aren't many folks fishing. ... **Jonathan Roldan, Tailhunter International**

**HOW TO CHOOSE A GOOD...**

continued from page 19

services provided for remodeling and repairs?

To put it simply, a good property manager will alleviate your stress by providing excellent project management services when you fix or update your home in Baja Sur. That means, whether you need repairs after a storm or wish to remodel your dream home, they should handle all the details for you professionally. And when you use a project manager who truly understands the remodeling process in Baja Sur, you can relax and count on the fact that it will be finished correctly.

First and foremost, it's important to know that working with contractors in a foreign country isn't the same as in Canada or the United States. As such, having local connections that are reliable and honest is a huge point to consider. Your property manager should have a large catalog of suppliers and contractors for anything and everything you may need. Finally, they must do all these things while you're



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not in town. If you would like to renovate your home, add furniture, add a grill area, purchase and install hurricane shutters, modify your palapa, etc., they should be able to help you coordinate and follow up with your project from beginning to end. That way, when you come back, you'll enjoy your house with family and friends without the hassle.

**HOLIDAY ART SHOW IN...**

continued from page 23

and Summer School in Los Barriles, Crescent Moon art project and music programs. We have gone beyond our just school supplies to doing *what we can to make the educational experience the best it can be for the students of the East Cape.* This has included AC units, ceiling fans, new classrooms, school maintenance repairs, paint for buildings, and whatever is needed to improve the

experience. During the Covid closure, we bought printers and printed the home-schooling assignments for students because not every home has a printer in it, and that was the best way we could help. Over the years, we have discovered that for good learning, you need more than just paper, crayons, and pencils. You need the imagination to help deliver **CONTINUED ON PAGE 31**

**Los Cabos Rotary Club**  
Meetings at the Sports Bar at Sheraton Grand Hacienda del Mar  
Every Tuesday at 8:00 am

# Entrepreneur of the Week

BY BRAD FALKNER

Last fall I was commissioned to write a piece on Cora Los Cabos, the upcoming new development located inside the hollowed fairways and greens of the iconic Club Compestre. Since it had been

forecasted to arrive much later in the week. Not one to panic, Cynthia Cantù calmly suggested that we conclude our tour of Cora Los Cabos, her timing was impeccable as an epic frog-strangling down-pour ensued within seconds.

Meet Cynthia Cantu – the in-house real estate agent for Cora Los Cabos. Born just south of the U.S. border from Texas. She was educated in Monterrey, Mexico, and also enjoyed a stint in the U.S. to further her knowledge of English. Combined with a smooth staccato voice that remains redolent of her cultural and educational upbringing. Cantù's qualities suggest experiencing the



a full year since my initial tour of the development I was curious to see how far down the road of progress the project had traveled.

It was a typical September afternoon in San Jose del Cabo and within the blink of an eye, it wasn't. The unforgiving sweltering summer sun suddenly yielded to ominous clouds signaling the onset of a hurricane that had been

likes which come from living abroad during one's formative years.

It had always been her father's dream that the entire family would spend their golden years in Los Cabos. The Cantu family consists of four girls and one boy. Her brother came to Los Cabos first, and the rest of the family would eventually follow. The cruel hand of fate intervened as

Cynthia's father passed away before retiring in Los Cabos. Yet their destiny would not be denied, as the entire family now resides in Los Cabos.

Cynthia made her first trip to Los Cabos in her early teens. On her maiden voyage, while visiting her older sister, the precocious teenager fell in love with the natural beauty and all of the splendor that Los Cabos has to offer. The majestic beauty of the Sea of Cortez and the vast Pacific Ocean left an indelible impression on her expanding mind and the growing wanderlust that was emerging in her artistic soul.

Cantu fondly reflects on the time in her life. "I made my first trip to Cabo when I was 13 years old. I came to visit my sister who was working at the Hacienda Hotel situated in Cabo San Lucas, near "The Arch," also known as the Land's End where the Ocean Pacific meets the Sea of Cortez. My parents took me to the airport and accompanied me to the boarding gate where my father introduced me to a passenger, a very friendly Tero who was taking the same flight with a stop in Mazatlán. He was going to keep an eye on me. I will never forget the words of my father in the airport: 'Make sure you don't stay in Mazatlán. Your destiny is Los Cabos.'" "Here I am, enjoy-

ing my own piece of sanctuary home."

For the past 20 years, Cantu has learned every nook, and cranny of the highly competitive real estate industry in Los Cabos. She got her start after graduating college in 1998 working for Ventanas Hotel, initially on the hospitality side working as a front desk receptionist. She then graduated to assist the legal department in the real estate department with legal contracts.

Cantu's work ethic was forged in precocious determination and endless hours of hard, lonely work, and that shows today in its idiosyncrasies.

I feel grateful, blessed, lucky, and fortunate to have

experienced jobs at the most prestigious luxury hotels and developments widely recognized as the leaders in world-class residential and resort services. Day by day, step by step, now I am proudly representing Grupo Habitat I love offering service and a warm welcome to our visitors, showing them the natural beauties of Los Cabos, and helping them decide if they want to become happy homeowners," says Cantu.

It was Cantu's good fortune that she would team up with the estimable CEO of Grupo Habitat Rafael Aragonés in October of 2021.

Cantu says "I feel truly blessed to be able to work with such an amazing team that Rafael has put in place here in Cora Los Cabos. Rafael has high expectations because he puts high expectations of himself. He would never ask us to do anything himself when does he said it's a great example and also creates such a positive environment. Since I joined up with him a year ago it has never felt like a job, his passion is infectious and this is great motivation for all of us."

Cantu is an accurate reflection of her environment. One of the main reasons she has remained so faithful to working for Cora Los Cabos is that she never feels any

**CONTINUED ON PAGE 31**

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# Simple Car Maintenance Baja Style

BY CAM RENAUD

If you drove down to Cabo or keep a vehicle here for convenience you know that the term “off the beaten track” also applies to the state of many roads. Those rough and dusty roads and the oven-like heat will take a toll, too. Even if you stick to paved roads, normal wear and tear will eventually take you down.

Just because the car starts when you turn the key doesn't mean you won't be stranded at some point in your travels. An unmaintained car is a problem waiting to happen and the longer you leave it the more unsafe and expensive it becomes. If you have a good mechanic who maintains your car regularly, then great. However, I've had enough people call and ask me if I know a mechanic right about the time their car starts misbehaving or because good mechanics are always busy. The wait to get your car fixed can be days or even weeks if the parts aren't available.

There are a lot of simple

things anyone can do to help ward off breakdowns and costly repairs, starting with checking your car's fluid levels: brakes, power steering, radiator, window wash fluid, oil, transmission and possibly battery. Grocery stores here typically sell the necessary fluids, so no excuses, please. If you're shaking your head at this point, start with your car's manual. Yes, that book in the glovebox is there for a reason. If you have a newer vehicle, it may just reference a website. Either way, vehicles generally come with instructions, diagrams and a list of milestones for things to check. Put the milestone dates in your phone calendar as a reminder.

Here's a quick how-to once you're ready to check fluids; they all start with popping the hood.

Brake fluid is in a reservoir, likely at the back right. It should have a high and low indicator on the outside, so easy peasy. As your brakes wear,

the system uses more fluid to accommodate the brake pad travel. If the fluid is low, refill it. The most common type of brake fluid is labeled Dot 3 but check the manual if you're uncertain.

Power steering fluid reservoirs are typically on the left side and have a small dipstick attached to the cap with high/low marks. If you hear a growling sound when you turn the steering wheel your power steering fluid is low. Always check this fluid when the car is warm to get a proper reading. Often it just needs a small top-up.

Radiator fluid is called antifreeze/coolant. Obviously, your engine isn't going to freeze in Cabo, but the coolant includes a water pump lubricant and rust inhibitors. Radiator fluid use is contingent on the amount of driving, with more users in hot weather and stretches of mountain terrain.

The radiator will be right in front; look down. You don't



## How To Dial Toll Free #'s

Mexico blocks toll free calls to the United States, which is frustrating to us, as most of our banks, credit card companies, and large businesses only provide us with toll free numbers. But we have a work around.

### Just substitute these numbers:

to call an 800 number, change the 800 to 001 880  
to call an 888 number, change the 888 to 001 881  
to call an 877 number, change the 877 to 001 882  
to call an 866 number, change the 866 to 001 883  
to call a 855 number, change the 855 for 001 884  
to call a 844 number, change the 844 for 001 885

Best to talk fast because these numbers are not toll free. And yeah, we know any business that deals in toll frees doesn't have a live person answering the phone, so good luck with making it a speedy call.

need to open the radiator; there's a reservoir by the top of the rad with a high/low marker on its side. You may need a flashlight. Don't confuse the radiator reservoir with the window washer reservoir. If you follow the little overflow tube from the top of the radiator, you'll find it.

Window wash fluid should be topped up regularly for safe driving. The reservoir is usually on the left over the wheel well. Water works fine in Cabo. No worries about freezing, but Baja summer heat will deteriorate plastic, so keeping the reservoir full limits reservoir cracks and leaks. The part is also stupidly expensive to replace.

Oil is also checked with a dipstick on the right side of the engine. Check for level and color. Clean oil is usually yellowish. Pull the ring and check the high/low markers at the bottom. Gas station attendants always offer to check the oil when you're filling up. Just make sure they show you the dipstick before agreeing to buy the oil (scam alert). Whether the attendant fills up the oil or you do, you'll need to know what kind of oil is in there.

Experts say mixing oils (synthetic and conventional) is a bad idea. If you don't know and can't remember the last time the oil was changed, it's probably time to change the oil and its filter. Make note of

the oil type at that time. Having your car's oil and filter changed on a regular basis is the single most important thing you can do to maintain the life of your car. If you take your car in for an oil change in Cabo, you also need to tell them to change the oil filter. Up north they do it automatically, but not in Cabo.

Transmission fluid, usually red in color, is also checked from the back of the engine with a dipstick with high/low markers. Like power steering fluid you check it with the engine warm. Never overfill it or you could damage the transmission seals. If you can't find the dipstick you may have a sealed tranny in which case you won't need to check it.

Batteries also vary between sealed units or conventional lead/acid. If it's sealed, leave it alone. If it's not you can pop the caps with a screwdriver, get a flashlight and look in the cells. Top up as needed with distilled or demineralized water only. Batteries use up more water in a hot climate; the lead plates need to be covered with fluid at all times to maintain the charge. Level up to just under the top of the battery casing.

That's it for fluids! Two more checks and you're done -- air filters and tires.

There are usually 2 air filters in a car, one under the hood and another in the cabin. Cabo is dusty and those filters need

**CONTINUED ON PAGE 31**

## MICHAEL MOVIE MOMENTS...

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portray their characters with a precision that is uncanny. Simmons received a Supporting Actor nomination for his role here and Arianda probably should have. The interactions between all four of these characters were wonderful and illustrate a terrific ensemble team - something that is always as much fun to watch as it must have been to film.

The fact that this film received three acting nominations and nothing for directing or writing is puzzling. In my opinion, the strength of this film is in the script and the way the story is told. And for that, the credit goes to Aaron Sorkin. His scripts (*The Social Network*, *Moneyball*, *The Trial of the Chicago 7*) have a unique way of taking very complex subjects (like courtroom proceedings, or a gambling ring) and explaining them with rapid

dialog. His characters are always deep and often conflicted people, rooted in real life, who are under intense pressure. The plot is executed more as conversations between characters than as heavy action scenes and he often mashes together scenes from different locations or times to help elaborate on a common theme.

In *Being the Ricardos* for example, he uses several different tricks to tell the story. In one of them, we peer deep into Lucy's mind as she imagines how an episode they are working on is going to play out. He pictures Lucy's thinking in black and white because that is how it would have been shown on television at the time. Sorkin also brings in elements of a "mockumentary" interviewing some of the minor characters - using actors portraying them as much older people.

This commentary helps frame events by telling back stories which might then be the basis for a flashback. He uses

this technique several times to tell the story of how Lucy and Desi met and how they ended up doing this particular television show together.

Unfortunately, the biggest complaint is that Sorkin doesn't exactly tell the real story. I don't know how many times I read that the events portrayed in this movie didn't happen the way it was suggested. The movie supposedly takes place during the week Lucy and Desi were filming a particularly famous episode of "I Love Lucy" - the fight between the Mertzs. (There is a dated newspaper featured in the film that suggests it was the week of Sept 8 - Sept. 12, 1952). It turns out that that particular episode couldn't have been filmed that week. Then it turns out that the three huge events that happened that week - that give the film all of its dramatic import - actually occurred in multiple other weeks and didn't occur together at all! (For example, Ball's first pregnancy

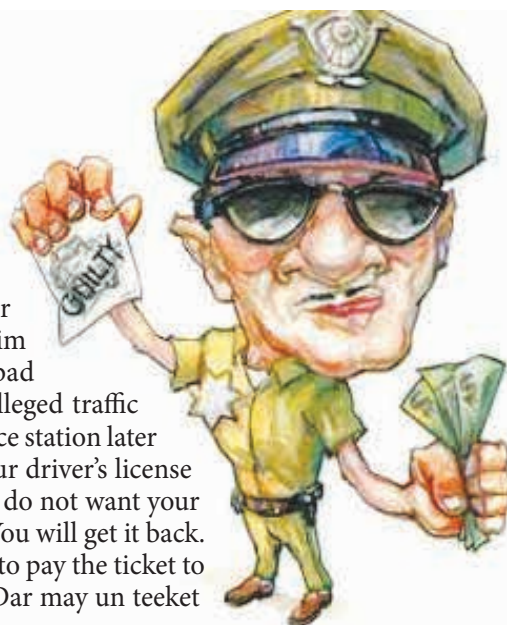
## What To Do If You're Stopped By The Police

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

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

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

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



was a year earlier.)

For some, I guess, the precise attention to biographical facts really matters - enough to thoroughly pan this movie. But I come away with a very different take. The title of the movie isn't "A Week in the Life of the Ricardos" - instead, it is "Being the Ricardos". And it isn't billed as a documentary, but rather a dramatic rendering of what these two phenomenal people were like. What Sorkin has accomplished is not a day-

by-day, blow-by-blow, account of a week in the lives of these people. Rather, by combining events from multiple years and melding them together into one very complex and emotional week, we get a real sense of what was motivating these people and what made their lives move.

Sorkin's screenplay may not be a time-line accurate in the facts that it presents, but it does tell a moving story about two people who struggled very hard as imperfect beings to love each other and live their own lives with all warts and blemishes that unfold. For me, Sorkin's screenplay, like so many of his earlier works, should have been nominated - it is a wonderful work and his film is a remarkable example of movie craftsmanship.

I get that maybe Kidman and Bardem just aren't Lucy and Desi, but the film delivers an emotionally rich and intellectually challenging take on just what it might be like "Being the Ricardos". (4 Stars)

Streaming on Prime Video

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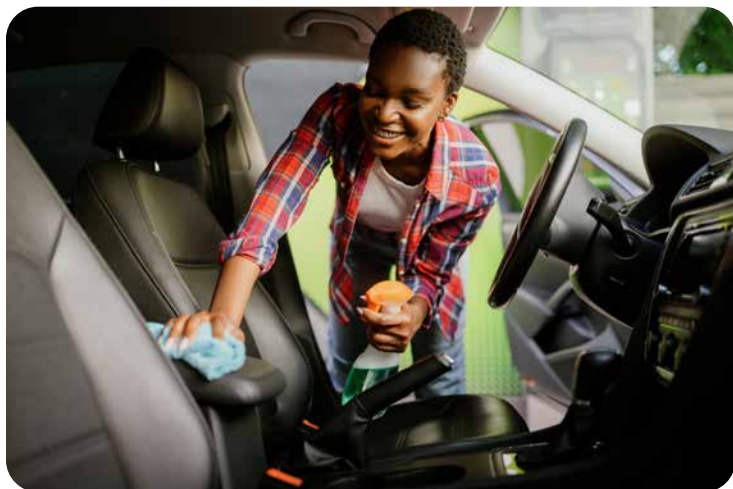
# It's An Inside Job!

BY STUART GREGOR

In the last article, we looked at the exterior of our cars! Hope the information was helpful! This time we're going to look at the interior. Again, like the situation with

keep the interior of your car looking great for many years, even in the hot, dusty and salty climate of Los Cabos!

I remember when Fiat came out with the X19! Wow,




the exterior, the environment can greatly affect the beauty and longevity of your interior. Sun, dust, and ocean air to name a few, can dramatically affect your car's interior appearance if you don't take care of it! Fortunately, again, science to the rescue! There are a number of great products on the market, combined with a little elbow grease, that can

fell in love with that car and eventually bought one! Lime green exterior, a beautiful tan interior! The car looked beautiful, was quick and was beautiful inside. I love tan interiors! There's just something inviting about a tan interior. With that car, I loved it, cared for it, and babied it, especially the interior. So, in this edition, I want to talk about the care



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of your interior! Living now in Cabo San Lucas, I'm well aware of the harsh, hot, humid and dusty climate. So, what damages your car's interior? The first is UV radiation! UV radiation is a form of electromagnetic radiation that is invisible to the eye, but very damaging to your interior. If you love the sun and living in Los Cabos we all do, UV radiation affects your skin. Well, in the same way, it affects your car's interior. After a while, the sun's rays impact the interior.

The sun (heat and UV) dries out the materials that make up your car's interior, causing cracking and fading of your seats, headliners, carpeting and dash, aging your car's interior. Salt air is another big one and can pull moisture out of the materials.

Fortunately, there are things you can do to preserve your car's interior. There are some amazing products on the market today that, along with a little elbow grease, can keep that interior looking good for

years to come. When I deal with the interior, the first thing I do is give it a good cleaning. A clean towel, with light soap and water, is a great place to start to wipe the interior down and get rid of the dust! After that, depending on what materials comprise your interior, (vinyl, leather, suede, plastic and composites etc.) will determine what products are the best to use. If you have leather seats, there are various products like Mothers Leather  
**CONTINUED ON PAGE 32**

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**MEXICAN ACTOR PICKED UP...**

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note is that when Stan Lee asked Everett to help create and design Daredevil, The Man Without Fear comic book in 1963, Bill made Matt Murdock/Daredevil a blind superhero, which was inspired by his blind daughter Wendy Everett.

And now Disney and Marvel Studios are including Mexican-American, Latino, and Chicano superheroes in their galaxy of world-famous characters. There is little doubt, Namor of Tlālōcān will become as famous, popular and loved as his first African-American Marvel superhero predecessor, the 1.34 billion dollar Black Panther. 🦅

**HOLIDAY ART SHOW IN...**

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a great educational experience!

The 2022 - 2023 season is going to be busy for Asociación de Artes. After the Holiday Art Show at Colina del Sol, we have our Artist Studio Tour of Los Barriles on February 8 and close our festival season with the 28th Annual Festival de Artes at Palmas de Cortez in Los Barriles on March 19th. We will have two years' worth of fun to pack into this year's festival, so it will be a big one!! Each of the events is done with the sole purpose of raising funds to carry out our mission. We go to all the work so that we can make the school experience for the kids

of the East Cape better. And in that process, if we can provide outlets for the local artists to sell their one-of-a-kind pieces, that is great!

Asociación de Artes is one of the many organizations that rely on volunteering and financial support through our raffles and silent auctions. The Baja would not be the same without the different organizations that are here to fill in the needs of the local citizens. With the AdA, we are lending our support to see that the students of the East Cape have the best possible educational experience they can have. Education is the key to a successful life, and we are trying to do our part. We invite you to join us by volunteering and or supporting our efforts by attend-

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ing our events. You can find complete information on the events and volunteer on our website at [www.eastcapearts.com](http://www.eastcapearts.com) 🦅

**ENTREPRENEUR OF THE...**

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pressure to change who she is and what she stands for. Working in such an egalitarian atmosphere is not common in such a competitive and at times cutthroat industry. It's no wonder at all that she has the light of a child in her eyes and not one cynical bone in her unjaded body.

Cantu shares "Cora Los Cabos is a unique piece of art, like a sculpture floating into the water mirror with the contrast of desert, mountains and the Sea of Cortez. I love offering service and a warm welcome to our visitors, showing them the natural beauties of Los Cabos, and helping them decide if they want to become Happy Home Owners. Every single residence has its own story and spirit." 🦅

**SIMPLE CAR MAINTAINANCE...**

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regular replacement. You'll save a ton of money on fuel and breathe easy. The location for engine filters vary, so check your manual. Once you find it, take out the filter and bang it on the ground to shake out the dust. Never brush it but you could blow it out with your vacuum on the reverse or an air hose. This will extend its use, but it's a good idea to plan routine replacement. The cabin filter is usually accessed through a panel in the glove box. Check the manual for that one and do the same thing.

The last thing on this list, **CONTINUED ON PAGE 32**

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**IT'S AN INSIDE JOB...**

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Care, ArmorAll Leather Care, and products from Sonax, Meguires, and Wieman to name a few. Pretty much all the current leather and vinyl care products are state-of-the-art

and will provide your interior with great protection. For the dash, I use 303 Protectant. It's an amazing product and can be used not only on the dash, but on the door handles, and plastic trim, but even on your tires. Most household and car-specific carpet cleaners will work fine to keep that carpet

looking good. I even use it to clean my seatbelts! One of the things I have done, especially in this environment, is to purchase a windshield sun visor. Not only does it protect the upper part of your dash, but it lowers the interior temperature of your car. And in Los Cabos in the summer....that's

a big deal! With the Chevy Tahoe we have here, I also purchased a dash mat. All these products provide outstanding protection in challenging environments like Los Cabos! Many of the products can be purchased at local auto parts stores. I've even seen them at Wal-Mart, and there's even

Amazon Mexico!

Over the years, I've had a number of cars. From Fords, and Chevys, to Fiats, BMWs, Porsche and yes, even a Maserati. One of the areas I take great care of is the interior. Obviously, when you drive places, it's where you spend your time on the road, and I always wanted mine to clean and nice. So, I made sure I took advantage of the fine products on the market, as well as some elbow grease, to keep them in top shape! OK, do hope this is helpful, have a great Thanksgiving, and until next time, drive on and be safe! ✈

**SIMPLE CAR MAINTAINANCE...**

continued from page 31

and sometimes the first and simplest thing to do is check your tire pressure. Look inside the driver's door frame for specs on tire pressure. Proper tire pressure is critically important for safety as well as tire wear. Hot weather will cause your tires to over-inflate, which wears them much quicker. Low pressure might also indicate a leak which is an easy fix at a tire shop and can avoid having a flat tire.

Set aside some time to go through each of these checks so you're familiar with the components. You can do it! You'll feel good and save a lot of pesos. A note for the ladies: because this requires reading a manual, you may want to show your guy how to do that part. Happy Motoring. ✈

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