Goodbye Pemex
We would like to say we’ll miss you, but we won’t

BY ALF A. ROMERO

If you’re road tripping through Mexico later this year, you might see a few familiar American names, among others, on the gas station signs. The decades-old fuel monopoly that government controlled Pemex had over Mexico is coming to an end.

This is part of the federal government’s energy reforms, which have opened the gas station market that was previously only available to Pemex. The government started allowing companies other than Pemex to sell gasoline last year. Numerous big fuel companies (really, just about every one you can think of) from all across the world have announced their intentions to move in on Pemex’s rapidly shrinking territory.

British Petroleum plans to open 1,500 gas stations in Mexico during the next five years. It opened its first station, reportedly the first in Mexico operated by a multinational company, in March.

Shell and ExxonMobil have both announced their plans to open gas stations here. Neither company said how many stations

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Changing The World, One Child At A Time
Los Cabos Children’s Foundation names beneficiaries for the year

BY PHIL GOODE

There’s no denying how much of an impact the Los Cabos Children’s Foundation has had on the health and well-being of the children of Baja California Sur. Since it was established 15 years ago, the charity has invested $15 million USD in local programs that help improve children’s quality of life;

CONTINUED ON PAGE 7

Tournament season is approaching, with the first one, the Dorado Shoot out, coming up this month in Los Barriles.
July 10th, 2017

Check out the ad in this issue for Panterra boat rides. I've signed up with them for a five day push up the Sea of Cortez in September. I know, hurricane month, but I can dodge those OK, because nowadays we have a lot of warning. I chose September because the water is so warm at that time. My pool at home in Palm Springs hovers around 90 right now, and that's perfect for the princess.

Well, I'm not so much of a princess, as I own three kayaks and usually use them just with my friends, no formal trip needed, no cowboys to rustle up the grub, nobody to pitch the tent for us.

One of my stupidest trips, (yup, the alert reader will see something coming here), was my first trip over to Espiritu Santo Island. It only lies about three miles off the shore of La Paz, but those three miles can be a windy treacherous crossing, so why screw with it? My friends and I made a reconnoiter trip to Tecolote beach, the jumping off point, and made a deal with a panga guy to take us over there, drop us off, and pick us up in three days. Actually, we hired two guys with pangas, because there were seven of us and we needed them to put out seven kayaks up on top of their shade roof. We struck a deal.

Day arrives, and about three car loads of friends and gear show up and start disgorging crap, all of it stuff that one or another of us believes is indispensable. Bacon tongs? Really? You can't flip the bacon with a couple of forks? And fire wood? We're going to load that in front of everyone when it's illegal to build fires on the island? And how about that white plastic Corona chair swiped from some bar? What's with the hole cut in the seat? Oh, that's our toilet, 'scuse, I didn't know. Silly me.

My point is, if your group is trending toward the tenderfoot side, you're going to have to hire a freight panga, and that's exactly what we did. Now we're up to three pangas for a 20 minute trip across the straight that we should have managed ourselves. I call this Teddy Roosevelt camping. These days it's called glamping; glamour camping.

There was nothing glamorous about the next three days.

The cell signal worked and the panga boys showed up right on time.

We had a fabulous time, camping out under the stars by night and swimming, snorkeling, kayaking, and swimming by day. Our plan was to circumnavigate the island, but after gliding by about four inlets, and then checking the map to see how much of the sea we had conquered, that plan went out the window. We sheepishly returned to camp and thereafter confined our sorties to short trips out from base camp.

The water was delicious, the crackling fire on the deserted beach was magical, and the night sky was something you can't imagine if you live in Cabo which has so much light pollution you can't see what's over your head.

A different kind of kayaking is a trip up to Puerto San Carlos, another couple of hours past La Paz. We go there for kayaking among the mangroves. At certain times of the year it can be a hellish blur of mosquitoes, no see-ums, and assorted nasty predators of soft white skin. But in between those seasons, we have the tunnels of trees to ourselves, and it is magical. We glide down the sometimes quite wide and sometimes very narrow watery "streets" with mangrove trees hanging over our heads, meeting in the middle. At times our blue sky is blocked out by the green trees and we feel like we're in a watery tunnel.

As we silently glide down these canals, we are startled by the animal life we startle. Sometimes we will flush out a large bird which will flap away from us, no doubt scared of us, but still nearly colliding with our heads. Other times creepy crawlies will plop into the water. Don't look down is my motto, look up. I prefer flyers to slitheries. Still, from the safety of our kayaks, we are cozy, safe, and grateful to take it all in.

A word of advice should you go: Take toilet paper to mark your trail. There are thousands of

CONTINUED ON PAGE 10
tina, 27% more from Chile and 28% more tourists from Argentina too. There were a total of 37 million tourists by April, and that trend shows increased by 10% between January last year.

Breaking records again In the meantime, best to pass a new record, up 2 million from that mall up. Maybe that will wake up mall management to that problem. Are they going to assist you in your favorite language? Hit or miss. But they do have colorful materials with lots of pictures.

Hang on to your car The parking lot of the Soriana mall in Cabo on the road to Todos Santos has been the scene of two or three stolen car reports per day.

It’s so prevalent that many people believe it would be easy to stop. As in, just patrol the lot. But it is patrolled, and that appears to not work, which brings many people to the opinion that mall security is in cahoots with the thieves.

In the meantime, best to pass that mall up. Maybe that will wake up mall management to this problem.

Breaking records again According to Mexico’s secretary of tourism, our country will receive a total of 37 million tourists by the end of this year. That will be a new record, up 2 million from last year.

Tourist flow from the U.S. increased by 10% between January and April, and that trend shows no sign of slowing.

Other countries are sending us more tourists too. There were 28% more tourists from Argentina, 27% more from Chile and 9% more Canadians and Frogs traveling to Mexico.

In semi-related news, reps from Fiturca, Los Cabos’ tourist trust, traveled to London and Madrid recently to promote Cabo as a luxury destination, as well as one for weddings and plain R&R.

The London event had a special guest, Tom Parker Bowles, son of Camilla Parker Bowles, wife of Prince Charles of England. Tom was in Los Cabos recently on a trip as a food critic. The London event had a special guest, Tom Parker Bowles, son of Camilla Parker Bowles, wife of Prince Charles of England. Tom was in Los Cabos recently on a trip as a food critic.

What’s that floating in the water? A Mexican Navy aircraft saw a suspicious vessel in the waters off Cabo and called for a raid. Boats were quickly dispatched from the Navy base on the Cabo marina, but by the time they reached the spot in the ocean where the suspicious vessel was, it had vanished.

But they left their cargo behind. Floating in the water were 76 bags containing almost 4,000 pounds of cocaine. The bags, worth an estimated $50 million on the U.S. market, were picked up by our sailors and brought back to Cabo.

Cops shortage continues Los Cabos Mayor Arturo de la Rosa announced that the recent campaign to hire more city cops has failed. And the resorts are, at least partially, to blame. Hotels offer more money, for one. And then there’s the whole not having to chase down bad guys and put yourself in potentially deadly situations thing. Bringing tourists drinks by the pool sounds a lot more appealing, doesn’t it? And although the salaries for cops in Los Cabos is the 2nd highest in our country, behind Mexico City, a starting salary of $600 a month doesn’t sound very appealing to us.

How about this for a solution: Require the cops to actually write tickets. Use that money to pay them. As it stands now, they will rarely write a ticket. How about stationing them out on the fourlane with radar guns? Raise money and save lives at the same time.

New aquarium coming Nak-Yeon Baek, president and CEO of Aqua Entertainment, based in Chile (that’s in South America, Bunky), announced a plan to build a $100 million aquarium somewhere in Los Cabos.

The company is also planning to build aquariums in Cancun and Puebla, in central Mexico. Baek met with Mayor de la Rosa, as well as Victor Carbajal, director of economic promotion and tourism for the city. Once the location is confirmed, it will take some 20 months to build the aquarium and recruit the fishes.

Stay tuned.

Give away those coins! The Los Cabos Children Foundation has been given the go ahead to continue receiving donations from customers of the City Club and Soriana super markets in Los Cabos. The donations are given when customers pay in cash and let the cashier use the change as a donation. The stores then cut a check for the foundation a few days after the end of the month. And when you add all that change up, the amount can pretty high.

So, if you shop at City Club or Soriana, remember to pay in cash and donate the change. It’s for a good cause, which you can read more about in the article on the LCFF on this issue’s front page.

Speaking of donations The Tesoro hotel in the Cabo marina donated several dozen used, but clean, set of linens to the Amigos de Cabo San Lucas association (that’s the group that helps clean up downtown). The linens were then donated to the Los Cabos Humane Society and the children’s school in Miraflores, a rural town located about one hour north of San Jose. Dogs need linens!

Let’s fix our parks! The city government is receiving help from people to maintain the city’s parks, while still building new, larger ones.

The first to volunteer to adopt a park was Ricardo Araoz, owner of Mango Deck down on Medano Beach. He was followed by AM-MJE, the Mexican association of women entrepreneurs.

Then Mario Meave, the leader behind the Sunday Ciclovía (that’s when the city closes off some downtown streets for bicycles riders, skaters and exercise groups on Sunday mornings), is launching a new program, called Parques Alegres (Happy Parks). The city plans to rehab 12

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Top Tennis Players Coming To Cabo Tournament

Los Cabos Mexican Open kicks off July 31

BY CATHY WATKINS

Cabo is already known as an international destination for fishing and golf, and now tennis

Feliciano Lopez from Spain, a young ATP player who is ranked 25th in the world. After competing in Wimbledon, Feliciano will return to Cabo for the second year in a row, looking to win the title this time. He lost in the finals last year to Croatia's Ivo Karlovic.

Sam Querrey from the USA is back again, after an impressive win at the ATP 500 in Acapulco. He upset Novak Djokovic's 30-match Grand Slam winning streak and then went on to beat Nicolas Mahut to make it to the quarterfinals. Querrey is the first American male to make it to the Grand Slam quarterfinals at Wimbledon in nearly five years.

Tomas Berdych from the Czech Republic has the best ranking of all the players in the Los Cabos Open, ranked 13th in the world. He has 20 plus tournaments under his belt but this will be his Cabo debut. His most notable achievement is reaching the final of the 2010 Wimbledon Championships by upsetting 6-time champion Roger Federer.

Other players competing in the tournament include two Spanish players, Fernando Verdasco, ranked 32, and Albert Ramos-Vinolas, ranked 22. Borna Coric, ranked 36 from Croatia, Karen Khachanov, ranked 39 from Russia and Frances Tiafoe, ranked 66 from the USA, have also been confirmed to play.

The Los Cabos Open will be held at the Del Mar International School, in the El Tezal neighborhood behind Walmart. Tickets can be purchased on Ticketmaster, from the Del Mar School by calling 624-105-9183 or the Koral concierge desk, located in the lobby of the Hampton Inn Hotel in San Jose.

All of the athletes scheduled for the Los Cabos Open are among the top 100 ATP tennis players can be added to the list. Players from around the world, all ranked among the Association of Tennis Players (ATP) top 100 players and some within the top 50, are slated to play in the second annual Los Cabos Mexican Open. The tournament, part of the ATP 250 World Tour, will be held from July 31 to August 5. The single's list is led by

the tournament. Querrey became the first American to win the title in the tournament's history.

Although he didn’t make it to the finals last year in Cabo, he’s sure to add to the excitement as he challenges other top players. At Wimbledon last year, Querrey upset Novak Djokovic’s 30-match Grand Slam winning streak and then went on to beat Nicolas Mahut to make it to the quarterfinals. Querrey is the first American male to make it to the Grand Slam quarterfinals at Wimbledon in nearly five years.

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Rotary Club Brings Art To Downtown Cabo
Look for more murals to start popping up

BY CATHY WATKINS

The Los Cabos Rotary Club is bringing some culture to Cabo. The club has started a new project that will add artwork to seven different areas around town. Rotary club president Alvaro Alvalos said the goal of the project is to raise artistic awareness and appreciation in Cabo, as well as to inspire young artists.

Various Mexican artists will be invited to participate in the project over the next year and local artist Yandi Monardo, will work in collaboration with the Rotary Club and the participating artists. Mondaro, who has a gallery in the Puerto Paraiso Mall, said he is excited about the prospect of showcasing art around town, out in the open for everyone to see.

The first artist invited to participate was Alvaro Blancarte, a painter who lives in Tecate, a pueblo magico (magical town) located on the northwestern border of the Baja. For more than six decades, Blancarte has been using the terrain of Baja California as inspiration, and defining the artistic landscape of this region. When asked where he gets his ideas he said, “Baja California is an area rich in oral stories and traditions which feeds me ideas.” He said he’s also inspired by the mythologies of the Kumiai culture and the light that shines on the mountains of Tecate. In his works, Blancarte experiments with textures, materials, and colors to depict the splendors of Baja California.

Last month, Blancarte was working at the site of the mural, along with Alvalos and Mondardo. Workers were just finishing painting the free-standing mural wall white and, after that paint dried, Blancarte sketched out the drawing that would go on top of it.

The idea for the mural is from Blancarte’s series called “Stories of the Land and Sea.” The mural itself is titled “And The Gods Created Whales” and is about 20 feet wide and 10 feet high. The bottom of the mural is blue with fish swimming about and there is a floating eye in the middle. Above the earth, there are two rattle snakes that represent the earth. Above the earth, there are two creature-like figures and three whales, which depicts the gods talking to each other about creating whales. Blancarte said the mural has a special significance to Los Cabos, since people can come here for the extraordinary experience of seeing the whales. He swears he was not hallucinating from any illegal substances when he came up with it. But then he also swears he usually gets paid 40 grand a pop, too. He tossed us this one as a freebie.

The mural is signed by Blancarte and in the bottom left corner is the mural title, his Yandi Monardo’s names, the year, and the names of six others who also worked on the mural, helping to fill in the painting. They were able to finish the mural in one week.

The mural is located in the Plaza Rotaria, on the main drag coming into Cabo on the right, next to the Budget/Payless car rental office. The Rotary Club paid to construct a wall for the mural, and will add plants, lighting and a bench to the small triangular area.

The people involved in the project realize that the mural will be a tempting target for vandals so it will have a protective coating applied to it for easy clean up when it gets tagged. Monardo views this outdoor art as an opportunity to teach the younger generation to care about their city and have an appreciation for art.

The mural is a gift from Blancarte to the people and town of Cabo and its tourists. Blancarte is very passionate about promoting art and culture. “We should have murals all the way from Cabo to San Jose,” he said.

“Goodbye Pemex…”

Continued from page 1

they plan to open or when we can expect to see them, but ExxonMobil said it will invest $300 million USD in its gas stations during the next decade. Both companies plan on focusing on the markets in central Mexico. 7-Eleven announced that it will spend $21 million to open 30 more gas stations in Mexico this year. These will be operated under the company’s Petro-7 brand. 7-Eleven currently owns 215 gas stations operating under the Pemex brand, although many of these stations are in the process of being converted from Pemex stations.

Valero will be spending $200 million to build three gas storage and distribution facilities for its new stations. And that’s just the first phase; the company has already announced its plans for a second stage of expansion in the northern and southeastern markets. And although the company intends to directly compete with Pemex in the gas station game, it will also offer Pemex the use of the Valero name (for a price, of course).

Mexican firm FullGas is also tossing its hat into the gas station ring; the company announced that it plans to bring the Texaco brand to Mexico later this year. FullGas currently has 50 stations...

Continued on page 13
It’s come to my attention that many of you are confused about my role here at the GG. And even some doubt my catness.

I assure you I am a cat, and all those pictures you see of me throughout the paper are taken while I’m out and about gathering the news for you.

But, I am not just any cat. I am the first cat of this paper, as my mom is the publisher. That makes me pretty special around here. Just not special enough to get out of my annual 4th of July get-up, as you can see here. Mom just won’t let up on the stupid costumes. For the love of kittens, I’m not even an American! I was born in La Paz and lived there for six months before I lucked into this gig. I’m actually adopted, but it’s OK, I’ve come to accept that.

I get the same 10 cents a word for flight delays. And require airlines to provide compensation for flight delays. It’s come to my attention that many of you are confused about my role here at the GG. And even some doubt my catness. That’s about me, and don’t you ever doubt my catness again. That’s offensive.

Hey, Beatles fans! Start making your plans to head to Mexico City this fall. Paul McCartney is scheduled to give a concert there on October 28, his first performance in Mexico in five years.

Tickets went on sale on July 6 through Tickemaster. Prices range from $25 USD for the nosebleed section to $660 for the good seats.

Sir Paul isn’t the only big musical act coming to Mexico City; U2 is scheduled to perform four concerts on October 3 and 4.

Well, that’s no surprise. It’s generally accepted as common knowledge that Donald Trump is not very popular in Mexico. But now, we have to the numbers to prove it! A recent study by the Pew Research Center in the U.S. showed that just 5% of respondents in Mexico said that they had confidence in Trump in international affairs. That’s the lowest confidence rating of any U.S. president in Mexico since the organization began surveying here.

Mexico’s view of Trump was also the lowest of the 37 countries surveyed. 91 percent of surveyed Mexicans think Trump is arrogant, 85% say he is intolerant and 83% consider him mad, bad, and dangerous to know.

Just for comparison, Mexico’s confidence rating in Barack Obama reached a peak of 55% at the start of his term while the lowest rating given to his predecessor, George W. Bush, was 16%, well above Trump’s score. And their own president? His approval rate is in the teens.

Isn’t the first bag always free? Profecco, Mexico’s consumer protection agency, fined five airlines a total of $1.2 million USD for charging passengers fees for their first checked bag.

Profecco fined Aeroméxico, Interjet, Volaris, VivaAerobus and JetBlue Airways for charging passengers fees on flights from Mexico City to the United States and Canada.

New regulations designed to protect airline travelers prohibit charging for the first checked bag and require airlines to provide compensation for flight delays.

The regulations allow checked baggage up to 55 pounds without charge on domestic and international flights originating within Mexico, although international rules say otherwise.

The airlines, which have only recently introduced the baggage fees, say they are necessary to avoid fare increases. If they don’t get you one way, they’ll get you another, so just bend over.

It’s for my glaucoma. The domestic market for medical marijuana is expected to open in Mexico in six months, allowing businesses to import and sell cannabis-based products. There are currently 243 individual applications to import marijuana.

Within the few scant years that cultivation of marijuana has been legal in some parts of the US, weed has been improved upon so much that the drug is actually flowing south now.

In the meantime, the federal health secretary will prepare regulations for the therapeutic use of cannabis. Growing marijuana plants is to be considered in those regulations, but only for those interested in scientific research and not for commercializing cannabis byproducts.

Mexico approved marijuana use for medical and scientific purposes in April, and the market has been estimated to be worth as much as $5 billion.

Nothing better to worry about? The Mexican embassy in Italy is throwing a hissy fit over a modernized version of the classic opera Carmen. The problem, according to the Mexican ambassador, is it shows a ‘cartoon-like, crass and simplistic’ representation of Mexico.

The ambassador complained to the theater before the show even debuted. The production was modified, but not enough to his liking, apparently. He’s still upset that the opera, which is set on the U.S.-Mexico border, is based “on stereotypes that do not represent the Mexican people or their culture.” Oh, good grief. Want some cheese with that whine?

Good news for the doggies! We notice they didn’t state the obvious: No gambling on dogs. Until they write that into the law, they’re not serious.

Infractions can be punished with up to five years in jail, and fines ranging from $830 to $8,300 USD, approximately. And if the offender is a public official the jail time can be up to 7.5 years.

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It’s for my glaucoma. The domestic market for medical marijuana is expected to open in Mexico in six months, allowing businesses to import and sell cannabis-based products. There are currently 243 individual applications to import marijuana.

Within the few scant years that cultivation of marijuana has been legal in some parts of the US, weed has been improved upon so much that the drug is actually flowing south now.

In the meantime, the federal health secretary will prepare regulations for the therapeutic use of cannabis. Growing marijuana plants is to be considered in those regulations, but only for those interested in scientific research and not for commercializing cannabis byproducts.

Mexico approved marijuana use for medical and scientific purposes in April, and the market has been estimated to be worth as much as $5 billion.

Nothing better to worry about? The Mexican embassy in Italy is throwing a hissy fit over a modernized version of the classical opera Carmen. The problem, according to the Mexican ambassador, is it shows a ‘cartoon-like, crass and simplistic’ representation of Mexico.

The ambassador complained to the theater before the show even debuted. The production was modified, but not enough to his liking, apparently. He’s still upset that the opera, which is set on the U.S.-Mexico border, is based “on stereotypes that do not represent the Mexican people or their culture.” Oh, good grief. Want some cheese with that whine?

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Infractions can be punished with up to five years in jail, and fines ranging from $830 to $8,300 USD, approximately. And if the offender is a public official the jail time can be up to 7.5 years.
Role in ensuring that the children plays an important and necessary throughout the year. Each program focuses on treatment and/ or preventative healthcare in the nations and contribution it gets to help support and strengthen other programs, the LCCF uses the donations from the LCCF before. The first 18 have received support from the LCCF. The other eight programs were new applicants this year. A total of $1,036,489 dollars will be invested directly in those 26 programs, which is 45% more than the last fiscal year.

Bob Jankovics Services Section

New Offices inside the Cabo Pedregal Hotel, at the Park.
www.cabohotel-pedregal.com
Open 8am – 5pm Mon – Fri, Sat 8am – noon – Closed Sunday
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Mexico Bans Nets to Save The Vaquitas

They’re bringing in specially trained dolphins, too

BY SANDY SHORE

A temporary gillnet has been made permanent in an effort to preserve the vaquitas. The ban is part of an agreement made this month by the Mexican government, actor Leonardo DiCaprio and Carlos Slim, Mexico’s richest businessman, to try to save the vaquita. Mexico has been working furiously to try and save the endangered porpoise, which lives in the top of the Gulf of California, the body of water that separates Baja from the mainland. There are only about 30 or 40 of them left. The vaquita population has declined drastically in the last few years, mainly due to them getting caught in fishermen’s gillnets. The vaquita has been bycatch in shrimp and illegal totoaba fisheries, which use gillnets. The totoaba, which is itself highly endangered, is caught for its swim bladders which are smuggled to China for sale on the black market.

Another measure planned by Mexican authorities is the capture of the remaining porpoises to keep them in captivity in the hope they will breed. And to help them gather up the vaquitas, they’re bringing in… specially trained dolphins. No, we’re not making this up.

The Mexican government plans to deploy dolphins trained by the U.S. Navy. Mexico’s environment minister, Rafael Pacheco, said the trained dolphins will be sent out to herd vaquita porpoises into a wildlife refuge. The project is slated to begin in September.

Well, we hope Flipper and his pals are good at their jobs. They might be the vaquitas’ last hope.

The programs selected by the LCCF, whether ran by non-profit organizations or by government institutions, are awarded either a grant or an in-kind donation or sponsorship. They must also provide their financial records. The program is fully vetted by the LCCF’s grant and medical programs committee and then approved by the Board of Directors.

The programs selected by the LCCF, which is a 501(C)(3) status in the States), must be legally established as a charitably deductible status in Mexico, like a 501(C)(3) status in the States), and they must also provide their financial records. The program is fully vetted by the LCCF’s grant and medical programs committee and then approved by the Board of Directors.

To receive support from the LCCF, organizations must apply every year, submitting proposals of how much money they need and the program the money will support. There are strict requirements that must be met in order to be eligible; they have to be legally established as a charitable institution (which is tax deductible status in Mexico, like a 501(C)(3) status in the States), and they must also provide their financial records. The program is fully vetted by the LCCF’s grant and medical programs committee and then approved by the Board of Directors.

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The programs selected by the LCCF, whether ran by non-profit organizations or by government institutions, are awarded either a grant or an in-kind donation or a combination, starting in July of each year and going until June of next year. The LCCF recently announced the 26 programs it will support for the 2017-18 year, including:

1. Amigos de Los Niños de Cabo San Lucas
2. Los Niños del Capitán
3. Sudcalifornia contra el Cancer Infantil
4. Sarahauaro - La Cocina de los Niños
5. Cuna de Cartón
6. Abriendo Corazones
7. Registro de Cancer de BCS
8. Casa Valentina (BCS DIF)
9. Salvatierra Hospital Neonatal Intensive Care Unit


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Changing the World One More Time... continued from page 1

Last year alone it invested more than $940,000 in programs that treated 3,300 children. That’s pretty impressive, especially considering that the LCCF has a small staff of just six people (along with a 13-person Board of Directors).

Unlike most other non-profits, which raise money for their own programs, the LCCF uses the donations and contribution it gets to help support and strengthen other community programs. The LCCF’s goal is to foster collaboration, build partnerships and link programs so they can all have a greater impact. 40% of organizations the LCCF supports focus on improving children’s healthcare in BCS. These programs focus on treatment and/or preventative healthcare in the areas of general health, critical health, cancer and congenital heart defects. The LCCF also supports the pediatric oncology, cardiology and intensive care programs of Salvatierra General Hospital in La Paz.

These programs help BCS children in a variety of ways. Some might help only a few children in a big way, like giving them life-saving heart surgery; while others can help hundreds of children in smaller ways, like hosting dental clinics throughout the year. Each program plays an important and necessary role in ensuring that the children get the healthcare they need.

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8. Casa Valentina (BCS DIF)
9. Salvatierra Hospital Neonatal Intensive Care Unit

10. Liga Mac
11. Salvatierra Hospital Pediatric Cardiology Program
12. Salvatierra Hospital Pediatric Area
13. Salvatierra Hospital Pediatric Hematology-Oncology Unit
14. Red Autismo
15. East Cape Community Urgent Care Clinic
16. Salvatierra Hospital Pediatric Intensive Care Unit
17. LCCF Special Cases Program
18. LCCF Prevention Program
20. Fundación Mark
21. ORCAS, Explora tu mundo
22. Vida y Familia Nacional
23. Gente Joven Por un Cambio
24. CRIT BCS
25. Casa Cuna-Casa Hogar (BCS DIF)
26. Padroni Children’s Foundation

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Continued on page 13
Many Los Cabos resorts describe themselves as an oasis, although not all live up to it. But just outside of Todos Santos, at Punto Lobos beach, the Hotel San Cristobal offers guests a beautiful, serene getaway that’s every bit what you’d expect from an oasis.

Hotel San Cristobal is a 32-room boutique hotel brought to us by the Bunkhouse Group, a hospitality company based in Austin, Texas. Bunkhouse’s properties focus on design, music, and authentic community-driven experiences, and these can all be seen throughout the hotel, particularly the latter.

There are yoga classes and sunrise gong ceremonies held under the second story rooftop palapa. There’s the library, with a fireplace and old tyme 78 RPM records with matching turntable. (Right now there are more records than books; they’re still on their way from Austin.) And in the open-air fireplace area by the pool, guests can cozy up to a fire every night. The hotel encourages the guests to unplug, so while there is Wi-Fi available, there are no TVs in any of the rooms. Yes, there are phones.

Having such a small number of rooms gives the hotel a very intimate feeling. Meghan Hughes, the hotel’s general manager, says it almost feels like a summer camp for adults, as everyone ends up making friends with each other and eating together and going on excursions together. In fact, she says, one out every four or five guests enjoys their time at Hotel San Cristobal so much that they extend their stay by a couple nights. Well, that’s what she says, and who would lie to the press?

So, how much are they paying for those extra nights? Right now, in low season, rooms range from $185 to $330 USD per night. And it’s important to note that this is NOT an all-inclusive resort, even though it’s towards the outskirts of civilized life as we know it. Any meals or drinks you get from the hotel’s pool bar or Benno restaurant (which touts “Baja Mediterranean cuisine”) are extra. Not cheap, but manageable, for most of us.

So you live here and don’t need a hotel? And say you don’t want to snuggle up to thousands of strangers on Medano Beach? The bar, and all three of the restaurants is open to the public. (For $25 you can even get a pool pass.)

When it first opened, the hotel welcomed children of all ages, but they got so much feedback, even from guests with children, that this wasn’t what the guests wanted. In response, the hotel raised the child age limit to 12. This still allows families to stay there without the mayhem of crying, screaming rug rats (patio rats?) screwing up the vibe for the other guests. (And we are totally on board with that. Nothing ruins a vacation like having to deal with kids that aren’t yours. Come to think of it, even having to deal with kids that are yours isn’t always fun.)

The hotel, which just opened in April, has already received the attention of several big-name publications, including the Wall Street Journal, Vogue, and Conde Nast Traveler; this because of the well-oiled machine of public relations out of a New York agency.

This isn’t a story of overnight success. It took five years for Hotel San Cristobal to get to this point. Progress on the hotel was stopped several times because of public demonstrations over the hotel “stealing” the beach from the fishermen. If you have never seen a beach stolen, you are in for a treat with this story. Actually, the beach was stolen by a combination of Hurricane Odile’s visit and the time when resources were not scarce, everyone can suddenly get along. Well, it also helps that lead instigator of the unrest, John Moreno, is in jail in La Paz. But that’s another story for another time.

“The fishermen and us are good,” Meghan says. The hotel buys fish from the guys every day, with the chef walking down to the beach every afternoon at 2 when the fisherman come back with their catch. He often has a gaggle of guests trailing after him. They want to see all the fish and takes pictures of the fisherman bringing in their haul. More interesting is how the boats jam on the speed 30 feet out, cresting through the surf to come thundering down the beach was ever that narrow, because the sand is back. And it is at least 200 yards wide. You nearly have to squint to see to the ocean! And nowadays there’s room enough for the men who, for generations, have been fishing from the beach, and for the hotel also. It’s amazing how, when resources are not scarce, everyone can suddenly get along. Well, it also helps that lead instigator of the unrest, John Moreno, is in jail in La Paz. But that’s another story for another time.

After construction was stymied over concerns about the fisherman getting kicked off Punto Lobos beach, the Hotel San Cristobal opened in April. The manager tells us that they play nice with the fisherman and everyone gets along now.
Sol De Mayo, One Of Baja’s Hidden Gems

It offers everything from hiking to swimming to waterfalls and stunning views

BY STEPHANIE MCGlashAN

Since arriving in Los Cabos, I’ve quickly learned to never say no to a local when they invite me on a day trip or an adventure. Accepting their offers has been one of the main ways I have gotten to know a much more interesting and diverse side of Cabo than I ever imagined was here.

Sol de Mayo, officially named the Rancho Ecológico Sol de Mayo, is located just outside of Santiago and is one of the seven canyons that make up the Sierra de la Laguna biosphere reserve. Sol de Mayo offers a little bit of everything: hiking, a waterfall and cool, clear pools to swim in, a place to explore and appreciate nature and an opportunity to see a completely different side of the Baja.

It is also a place that has value for many locals. People claim (as they were told by their ancestors) that every plant in this area holds a particular aromatic, medicinal or ornamental value.

Getting there isn’t complicated, and you don’t need a special vehicle. The easiest way to take the highway towards Las Barriles, going about 35 miles north of San Jose. When you reach the turnoff for Santiago, (there are signs), turn left and follow the road until just before you reach downtown. Here, there is a dirt road that goes slightly uphill and you will pick up the signs saying “Sol de Mayo” that will lead you the rest of the way.

An important thing to do on your way to Sol de Mayo is to stop at the lookout point that overlooks the little pueblo of Santiago. It’s amazing, after becoming accustomed to living in a desert climate, to see such a large area that’s abundant and rich with green plants and trees. It blows you away. Well, it blew me away.

Some things you’ll want to bring along include: running shoes or close-toed shoes that are good enough for a hike (there is slight climb down to the falls), a swimsuit, sunscreen, hat, lunch if you want to have a picnic there, a big bottle of water for the hike and another to keep in the car for when you get back, and a camera so you can capture the natural beauty of this oasis.

A stem cell facelift is a complete facial rejuvenation and anti-aging treatment without surgery. Unlike the old fashioned surgical facelift, the stem cell facelift doesn’t involve any major surgical incisions, nor the lifting or suturing of facial skin. It’s a minimally invasive, nonsurgical treatment using platelet-rich plasma (PRP) and when combined with stem cells will significantly enhance the appearance of the skin, giving a healthier, more youthful appearance.

Platelet-rich plasma (PRP) is blood plasma safely obtained from your own blood. This contains huge reserves of bioactive proteins that are critical for tissue repair and regeneration.

The PRP and stem cells are injected into sagging areas of the face and neck to stimulate the production of collagen, elastin and epidermal tissue, and when combined with stem cells, the results are very long lasting; you will not need maintenance procedures like Botox and cosmetic fillers.

This is all done as an outpatient. A topical anesthetic is used to numb the surface of the face and a mixture of 8 million stem cells and 20 ml growth factors are injected into the mid-structures of the face and below the skin surface, using a very tiny needle. This allows for a more complete rejuvenation of the face and gives a smooth natural texture to the skin.

The treatment takes about 50 minutes, its effects are immediate, and it also works as a preventive and anti-aging treatment! This procedure is repeated every 20 to 30 days for a total of 4 sessions for complete rejuvenation of the face and then repeated one session every 12 months as maintenance for long term results. The cost is $2250 US.

For those who prefer the treatment over a shorter period, there is a special procedure which contains twice the dose of stem cells (16 million) for 2 sessions over a 1 month period and includes an extra session of PRP. This has a very positive effect over a shorter period of time, and the cost is $2750 US.

The stem cell facelift is ideal for clients seeking a nonsurgical facial treatment without the risks of facelift surgery and who might need to dodge a long recovery time. It is also ideal for those who have had previous facelifts and do not want to undergo another surgical procedure. More information contact by email: stemcellcabo@gmail.com Telephone: 624 157 1970.
July 10th, 2017

Do I Really Have To Declare My Mexican Earnings?

Yes, unless you would rather go to jail

BY ORLANDO GOTAY

There has been debate as to whether increased tax policing regarding offshore holdings produce meaningful results. The Justice Department regularly spews out announcements about the latest indictment, people who pled guilty to tax evasion, false returns, Foreign Bank Account Report (FBAR) nonfilling and such. But besides that, what else proves that crackdowns work?

A paper presented earlier this year by economics professor Joel Slemrod of the University of Michigan may offer clues. Titled “Taxing Hidden Wealth: The Consequences of U.S. Enforcement Initiatives on Evasive Foreign Accounts,” the paper gives the first meticulous analysis of what the Treasury accomplishes with these crackdowns.

After the 2009 crackdown, “new” compliance went through the roof as people realized they’d rather pay taxes than go to jail. Many new foreign accounts were declared on FBARs; there was an immediate increase of 19 percent, with an increase in aggregate wealth disclosed of around $75 billion. The reported interest income of “new reporters” went up by 63 percent, dividends by 25 percent, and capital gains by 18 percent.

The paper says that most of these folks have respectable income levels, but not all were “super rich.” Guess they didn’t think they were rich enough to have to report all of their income, huh? This paper is the first instance, that I am aware of, of someone getting access to FBAR data. Slemrod argues that his analysis could tell apart holders of accounts opened for “legitimate” reasons versus others, and followed this with a per country analysis of individual responses, including those motivated by the various offshore “disclosure” programs, as well as ones that opted for a “quiet disclosure” (complying on a go-forward basis without admitting to prior infractions).

Fun fact: Mexico was in the “top 25 list” of FBARs filed by people who admitted to having undeclared accounts in 2010 and 2011. Folks, let’s be candid about this. They have hit the mother lode with these crackdowns. And other countries have also realized there is a trillion dollar sized stash of undeclared wealth lurking around somewhere, waiting to be detected and taxed.

Of course, not all of our readers would ever knowingly report less taxable income than they earned. But it would certainly be wise for people who have “suddenly” realized they might have made a “mistake” on some previous tax returns to play the straight and narrow when filing taxes next year.

Orlando Gotay is a California licensed tax attorney (with a Master of Laws in Taxation) admitted to practice before the IRS, the U.S. Tax Court and other taxing agencies. His love of things Mexican has led him to devote part of his practice to the tax matters of U.S. expats in Mexico. He can be reached at tax@orlandogotay.com, online radio at mixlr.com/orlandogotay or Facebook: GotayTaxLawyer.

FROM THE PUBLISHER...

continued from page 2
Next Up On The Auction Block, This Multi-Million Dollar Home

Real estate companies in Cabo turning to auctions to sell houses

BY DOUG A. HOLE

It can be hard enough to sell a home here in Cabo, but it’s even harder when you’re trying to sell a multi-million dollar luxury property that not just any Bunky can afford.

Several real estate companies here in Cabo, including Snell and The Agency Los Cabos, have used real estate auctions to sell some of their more high-end listings. One such property was Casa Bellamar, one of The Agency’s listings, a sprawling oceanfront estate that sits on a one and a half acre lot, with two guest houses, two garages, a tennis court and a pool. It was listed for a cool $3.5 million USD.

A property like that has a very small pool of potential buyers. And this is where the benefit of using a company like Concierge is that it’s a fast and guaranteed sale; it’s an accelerated process that overall takes just about eight to 10 weeks and with no reserve, you know your house is going to be gone.

Auctions can take place one of three ways; the first is on-site, which is a live auction conducted at the property or a nearby venue. Bidders are able to participate via proxy or by phone. Typically, the auction starts with a cocktail hour, followed by the property auction. Sure, get them oiled up first. Smart.

There is also a portfolio sale, where the property will be auctioned off live, alongside other properties, in a process similar to the on-site auctions.

And, in this day of high tech, there’s also the option to bid via an app, so buyers can participate in auctions in real-time from anywhere in the world. Bidders are able to watch bids live, and/or in conjunction with a phone.

And the next item up for bid is this 7 bedroom, 8.5 bath oceanfront property with its own tennis court.

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Big news: Our tiendita just added many items for a picnic lunch, imported cheeses and sandwich meats, olives, hummus, salsas to go. In addition to sodas, coco waters, beer, water, chips, fresh vegetables, anything we have available in the restaurant is for sale.

We offer lots of hotel packages, date night, weekend getaways, romantic candlelit dinners, dive packages, surf, etc. Bring a group and get better deals. Look for us at www.vidasoul.com. Read our reviews in TripAdvisor. Follow us on Facebook, Twitter or Instagram. Local numbers 624 142-1165 (Spanish and English) 624 154-6966 English and US 1-626-840-0485 English and Spanish.

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Industrial Real Estate

BY DOUG A. HOLE

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CONTINUED ON PAGE 14
Ask a Mexican

This week we asked: A recent report found that Facebook and WhatsApp are the most popular social networks in Mexico; do you use them? If so, why? How much time do you spend on them?

Isabel Bautista, 29, street merchant
Yes, I use them a lot. They are a great way to stay in touch with my family members who live far away. WhatsApp I use constantly, but only for a little bit each time. Most of the morning I am busy at my stand and with my customers, and if I look away someone might rob me. Facebook, I spend about two hours at night, when I have finished with all of my duties and I am ready for bed.

Josefina Diaz, 41, seller
No, I hate those things. I hate cellphones but now they are pretty much necessary. I have a phone I bought at Oxxo and it doesn’t even have a touch screen. My grandkids do have WhatsApp and Facebook, and spend all day with their faces buried in a screen.

Diego Ugalde, 23, assistant manager
I have them both on my phone, so I am on them pretty much all day every day. I actually have to use them for work too, so there’s no problem if my boss catches me on the phone.

Marta Fernandez, 54, secretary
I do have WhatsApp and Facebook but don’t use them much. My friends always send me blessings and beautiful images that make my day but it’s hard for me to reply back; I always make mistakes and it’s very frustrating. On Facebook, I only have my daughters and sons and their families so I can see the pictures they post of my grandkids.

Jaime Cortes, 25, fitness trainer
Of course! My Facebook is the best way I can get customers. I post pictures and the ladies share them and then they contact me to train them. I also post pictures of my customers before and after pictures and I don’t pay for any advertisement. Also, WhatsApp is free, so I can stay in touch with everyone.

Christian Hernandez, 36, freelance marketer
I not only have Facebook and WhatsApp but pretty much every single social media account possible. It is an essential part of my job to be current. I spend most of my work hours on social media, except for when I am talking face to face with my customers.

 manual labor.

The Los Cabos cities have nearly 182 parks, mostly located in impoverished barrios, and most in a dire need of maintenance, which the city government cannot afford.

How well connected are we?
Very well, according to the director of Fiturca, the Los Cabos tourism trust. It’s their mission to promote our gorgeous destination around the world. And so far, they’ve done a good job. Los Cabos is directly connected via air with 22 cities in the U.S., 8 in Canada and 6 in Mexico.

While the U.S. is still our largest producer of tourists and revenue, Australia’s numbers are increasing steadily. Hmm. We haven’t seen any Aussies around, have you?

By the way, Fiturca just celebrated its 20th anniversary. Happy anniversary, guys!

Presumed cartel boss arrested
CONTINUED ON PAGE 18
In case you haven’t noticed, libraries aren’t really a thing here in Mexico. And neither is reading, really. One recent poll reported that Mexicans read just 3.8 books per year; mostly for entertainment purposes.

Statistics like that are just one reason why the Bibliobús program in La Paz, Ana Lorena Castro Iglesias, president of the science, education and culture commission that sponsors the program, said the purpose of it is to start a reading habit in children, as well as giving them materials to increase their knowledge of science and technology. The bus, which around La Paz, brings kids fun, educational programs that they might not otherwise have access to.

This library bus works much like any other library. Members must register to be allowed to use it; minors with a school ID, and adults with a valid ID. A library card is issued, and members are allowed to take books home for up to two days. Yikes, read fast.

The Bibliobús offers an assortment of books, instructive videos, paintings, learning games, interactive activities and an area with three wireless tablets for the kids. The Bibliobús also has a collection of videos and a projection area. Most of the time, the staff picks the video, but if the kids want to watch something else, their requests (or is it demands?) are usually met.

Iglesias says that education is a very big concern for this administration, which is why they are looking for new ways to take these kinds of activities to La Paz residents.

Goodbye to Pemex: corrupt, inept, victimizer and victim. You shall not be missed.

Mexico is also eliminating price controls on gas next year, meaning that fuel prices are now set by the market rather than the government. This, along with the increased gas station competition, should lower fuel prices. Well, there’s something to get excited about.

Let bygones be bygones seems to be the feeling, since these companies and more were tossed out of the country when Mexico privatized the oil industry back in the 1990’s, keeping the entire investment these companies had made in Mexico.

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Let bygones be bygones seems to be the feeling, since these companies and more were tossed out of the country when Mexico privatized the oil industry back in the 1990’s, keeping the entire investment these companies had made in Mexico.
a smartphone that when clicked onto their phone. The software gives the attacker access to all the phone's files and the ability to control the camera and microphone.

Mexican president Enrique Peña Nieto fully denied that the government had used spyware, but did admit the government had purchased the it from Israelis. He promised a full investigation, and there's talk of bringing the U.N. and possibly even the U.S. FBI in to help with the investigation.

NEXT UP ON THE AUCTION... continued from page 11

or proxy representative. Bidding may take place solely on the app, or in conjunction with an on-site or portfolio sale.

There is also the option of selling with or without a reserve (which is a stated minimum price the owner will take). Casa Bella-mar went up for auction without a reserve. Does that mean that if you're the only one bidding and you bid a whopping $50, you get the deal of the century on a luxury home? No. While there is no reserve, interested buyers must put down $100,000 refundable deposit so the company knows in advance if qualified, bonafide buyers are participating. If you

CONTINUED ON PAGE 18

Calendar of Performing Arts

CABO SAN LUCAS

CULTURAL PAVILION
Every Friday, 7:00 pm. Pavilion Movie Club. A different movie every Friday. Sometimes in English, sometimes other languages with Spanish subtitles. Sometimes with guest artist. Free.

July 12. Wednesday. 7:30 pm. Valentina and the Shadow’s Devil. Kids Play directed by Richard Gil as part of The Alas y Raices workshop theater program.


July 21. Friday. 7:00 pm. Pavilion Movie Club presents El Cielo Abierto (Open Skies). (2011). Memories from Monsignor Oscar Aruffo, as seen through the characters who suffered with him the fear of war in El Salvador. Spanish, with some help in English. Free.

July 22. Saturday. 5:00 pm and 7:30 pm. The Los Cabos Polyphonic Choir’s 6th anniversary performance, directed by Remigio Hernandez. This year’s show will include an Earth Planet Elements tribute, with Italian dance, acrobatics, music and audiovisual effects. Includes dinner buffet and open bar. In English and Spanish. For tickets: www.thewirikuta.com.

Every Saturday. 7:30 to 10:00 pm. Art Fair. Food sampling and wine tasting at the restaurants and shops in the mall. Live music and local artists showcasing their work. Across from the Cabo Azul resort in the hotel zone, San Jose. Free.

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Pain, Infidelity And Art
Frida Kahlo’s paintings reflected her tough life

BY ALEJANDRA SARACHAGA

Frida Kahlo is perhaps the most well-known Mexican female painter ever. Her work is known internationally and has been featured in some of the best museums in New York, Paris and around the world.

Frida was born Magdalena Carmen Frieda Kahlo Calderon on July 6, 1907, in what is now known as Casa Azul in Coyoacan, a town on the outskirts of Mexico City. Her father, Wilhelm Kahlo, was German but had moved to Mexico at a young age and lived here for the rest of his life.

Kahlo and her five sisters were raised in a strict and religious household. Along with her mother’s rigidity and tendency toward hysterically outbursts, there were several events in Kahlo’s childhood that warped her for life.

At age six, Kahlo contracted polio and took to bed for nine months. She walked with a limp after her recovery. Then, in 1925, at the age of 18, Kahlo was involved in a near-fatal bus accident where she was impaled through her pelvis by a handrail, suffering multiple fractures throughout her body. She spent nine months in the hospital this time, immobilized and wrapped up in a plaster corset. Her injuries from the crash caused her pain and complications for the rest of her life.

Kahlo’s work was influenced by the traumatic physical and psychological events from her childhood and early adulthood, as well as the infidelity of her husband, Diego Rivera, another famous Mexican painter/philanthropist.

Her paintings were dominated by self-portraits that often showed her suffering. Her works are often categorized as surrealist because of her sometimes bizarre and disturbing themes, but unlike other surrealists, Kahlo was not interested in dreams or the subconscious; her art was almost always starkly autobiographical.

In addition to personal issues, Kahlo’s work, which was often brooding and introspective, also dealt heavily with questions of national identity. Her mixed ancestry - Mexican and German - provided a rich source of ideas, particularly during the second world war, when Kahlo changed the spelling of her first name to one that was less Germanic.

Kahlo’s early training was drawn from an eclectic mix of influences. Following the Mexican Revolution and Minister of Education Jose Vasconcelos’s new education policy, Kahlo was one of 35 girls admitted to the National Preparatory School in 1922, where she planned to study medicine, botany and social sciences. During her years at the school, Kahlo also took drawing lessons in Fernando Fernandez’s studio where she acquired training in draftsmanship. At age 15, Kahlo witnessed Diego Rivera painting the Creation mural in the school’s amphitheater, a moment of infatuation and fascination for the young artist that she would pursue later in life.

But, Kahlo’s most influential early experimentation with painting was during the months she spent recovering at home after her bus accident. Gifted with a set
Six Gadgets For Your Next Cabo Trip

Add these to your packing list.

BY JEREMY RISEN

When you visit Cabo, there are the obvious “must pack” items: Sunscreen, bathing suit, phone, GoPro and/or selfie stick, Pepto Bismo, etc. But there are a few new gadgets, recently released on the travel technology market, that should also make your packing list.

Pocket-size washing machine: If you're traveling to Cabo for more than a week, you might need to freshen up your clothes. With a new product called The Scrubba Wash Bag ($55 USD), you will have your clothes fresh and clean in less than three minutes. Also useful on those mornings when you can't keep your hands from shaking. You know why, don't pretend you don't.

Wireless portable speaker: Whether you're staying at a timeshare, 5-star resort or an AirBnb, there's always a concern about your passport, jewelry and other valuables going missing. But with a Portable Personal Safe from MasterLock ($50), you can rest assured your stuff is safe.

Water purifier bottle: Contaminated drinking water is always a concern in Mexico. While drinking bottled water is always recommended, and it certainly is easier, a water purifier bottle is good to have if you aren't near a store or have already finished your bottle. The CamelBak All Clear ($99) uses UV technology to purify up to 16 gallons of water with each charge.

Selfie drone: As much as we hate to admit it, the selfie stick is a useful photo-taking tool, especially when you're on vacation. But now, there's something even better! It's the pocket-sized selfie drone from Hover Passport ($300), which means you can fly your phone, camera, passport or whatever else you might want to store. So what if you lose the little bugger, at least your stuff wasn't stolen.

Next time you come to Cabo, leave the selfie stick at home and bring a selfie drone instead.

Relaxing on the beach is even better when you have your favorite tunes. And having a wireless portable speaker means you can take your music anywhere, from Medano to Lover's Beach to Cortitos. Scosche's boomBOTTLE ($80) is one of the best in its class thanks to its mix of rugged waterproof construction and high-end audio.

Best Trip Ever!

It's hard to beat being in Cabo, unless it's cruising the Sea of Cortez.

Our trip began as our plane landed at the big international airport in San Jose. We easily spotted our driver who greeted us with a warm smile and a sincere “Bienvenido a Mexico.”

We boarded the van and headed off to La Paz, a beautiful 2.5 hour ride away. On the way we were fascinated with the passing desert terrain on one side and the coastal bluffs on the other.

Upon arriving at the ship that would be our home, we were met by our naturalist/expedition leader who, along with the rest of the crew, greeted us with warm smiles and open arms. It’s as if they were as excited to begin as we were.

Our luggage was whisked away as tasty margaritas were passed around. Yes, we were sure we were going to like this sea going adventure. We excitedly got to know our shipmates as our naturalist gave us our orientation and safety talk. Then the engines fired up and we were departing the dock! No waiting time here.

With margaritas in hand, most of us headed to the bow, (pointy), end of the boat to see where we were going. Suddenly, off to our, hmmm….could be starboard, we were going. Suddenly, off to our, hmmm….could be port side….left? right? we were going. Suddenly, off to our, hmmm….could be starboard, could be port side….left? right? we were briefly joined by two dolphins who swam alongside the ship, escorting us out of the bay.

It was nice to smell the ocean air and feel the breeze on my face as a breathtaking red sun was setting; Portuguese Man O’ War. I had been waiting for this trip for months, looking forward to leaving the city, traffic, and noise behind. This was my time to reflect on and reconnect with mother nature.

We soon arrived at our evening anchor spot and docked in for the night. Over the next few days we were treated to true Baja hospitality from the crew reflecting the kindness and good nature of the Bajaans, equally matched by an amazing wilderness frontier I could have never imagined! The meals, the beverages, the assistance with anything we wanted, was truly heartwarming.

We saw whales and dolphins with whale sharks and sea lions. The whale sharks ignored us no matter how close we edged, but the playful sea lions wasted no time swimming out to greet us. We were to see dozens more, smaller, cutters who were amazing in their own way. We were truly submerged in “the aquarium of the world” as the famous Jacques Cousteau described the Sea of Cortez.

What made this trip so magical was not just the sea, but also the incredible diversity of the islands we visited. As we set foot on each new desert island rising up from the Sea of Cortez, we marveled at the different vegetation we were to find there. We discovered some of the geological wonders of the Baja, hiked to fossil beds, found crystal veins, and thoroughly enjoyed exploring each island, eager to see what their special contribution would be.

We birdwatched, we explored deep into the mangrove jungles, we snorkeled and we kayaked. We never ran out of things to do, and never missed TV or internet.

One of the beautiful parts of the expedition was visiting some of the remote pocket communities. Some were populated by fishermen, some were settled by goat herders; but all were living in harmony with this harsh desert environment. Seeing these diversified lifestyles was truly eye opening when I compared it to our over indulgent lives.

For myself, the expedition blended adventure travel with educational and cultural experiences, providing me with one of the best, most unforgettable adventures I have ever had. Panterra offered rare experiences with very special marine life faunas that it felt as though time was standing still and I was glimpsing into the past.

The Sea of Cortez is one of the most bio-diverse seas on earth. It is home to thousands of species of marine mammals, birds, fish and invertebrates. The raw untouched beauty of the sea and surrounding islands offers the explorer a true adventure, presenting thousands of years of history and endless trails of discovery. This was a trip that has touched my life in deeply moving ways, and has left me with memories of a lifetime! Next trip down to Baja, I will try their Wine and Culinary Cruise with Baja Seafood!

If you want to learn how and when to Discover the Sea of Cortes, look up: www.panterra.com.
Craving Tamales?  
Head To San Jose

Tamales Doña Nina has been selling homemade tamales for almost two decades

WHAT EXACTLY IS A TAMALE?

A tamale, (Spanish: tamal,) is a traditional Mesoamerican dish made of masa or dough, (starchy, and usually corn-based), which is steamed in a corn husk or banana leaf. The wrapping is discarded before eating.

Tamales can be filled with meats, cheeses, fruits, vegetables, and chilies, nearly any preparation, according to taste, and both the filling and the cooking liquid may be seasoned.

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Tamales originated in Mesoamerica as early as 8000 to 5000 BC. The Aztec and the Maya, as well as the Olmeca and Tolteca before them, used tamales as portable food, often to support their armies, but also for hunters and travelers.

The diversity of native languages in Mesoamerica led to a number of local words for the tamal, many of which remain in use today. The Spanish singular of tamales is tamal. The English word tamale differs from the Spanish word by having a final vowel.

Oh, and the significance of the name Tamales Doña Nina is it’s Doña Nina’s tamales. The name of the business goes before the word describing the business. Doña is a word of respect for an older woman. Like senora, but more respectful and usually used on an older woman than a senora.

OK, now that we’ve got you through all that, go back and read the story again. Read it like a pro, read it like the word warrior that you are.

What exactly is a tamale? It’s a dish made of masa or dough, usually corn-based, steamed in a corn husk or banana leaf. The wrapping is discarded before eating. Tamales can be filled with various ingredients, and both the filling and the cooking liquid can be seasoned.

Try these...

- A tamale can be made in a variety of ways, including wrapping masa in corn husks or banana leaves.
- Tamales can be found in many regions of Mexico, each with its own unique fillings and cooking styles.
- Tamales are often enjoyed with a side of salsa or crema, a type of cream sauce.

If you’re craving tamales, head to San Jose and try Tamales Doña Nina. They’ve been serving homemade tamales for almost two decades.

What running your DNA can do for you

The short answer: Plenty.

Spa Cielo has for all of its 12 years in San Jose, been forward thinking in cutting edge preservation of youth and good looks. But now owner/manager Cathy Dammann is branching into the use of recent developments in DNA technology to guide us into being as healthy and feeling as good as she has made us look.

She can guide you into how to run your DNA, and the doctor who heads her program, Dr. Joseph Dib, reviews your entire DNA report with you, interpreting it for you so you know what you’ve got cooking in your genes. But the value in knowing your DNA is, oftentimes the doctor can get into a gene that has run amuck compensate for it. It is a little scary to peek into the future and see your potentially gravely ill self, but wouldn’t it be worth that fright if it can be fixed? Or even if it can’t be fixed today, to know that technology is coming at us so fast, that it will probably be fixable in a few years, and that you will watch for that development? You owe it to yourself to run your DNA now. Your future self, and your loved ones, will thank you.

Cathy Dammann is a Medical Aesthetics Practitioner and has certifications in Aesthetics, and Light and Laser Therapies. She is a member of the International Association for Physicians in Aesthetic Medicine and the recent recipient of the 2012 “Successful Women of the Baja” by Baja Traveler Magazine. She has made numerous appearances on talk shows including Oprah. Spa Cielo’s physicians and staff are trained and certified in United States and Mexico and are bilingual. Spa Cielo Laser and Wellness Center holds a five star rating and received the 2013 Award of Excellence from Trip Advisor and has the experience you look for in a laser medical spa, with 10 years in Los Cabos area, 14,000 patients and over 70,000 procedures performed, Spa Cielo is your answer to skin and body rejuvenation.

Call Cathy Dammann at Spa Cielo in San Jose. 624 105 2209. Go to www.spa-cielo-cabo.com. Rated with five stars on Trip Advisor.
**Baja SAFE Hosts Spay/Neuter Clinic**

Baja Safe Humane Society hosted a sterilization clinic in the Zacatal neighborhood in San Jose last month, with veterinarian Dr. Cristobal and his team spaying and neutering 80 dogs and cats. Baja SAFE hosts several clinics like this each year. During the clinics, they also provide deworming for pet owners for three months. Collars, leashes and shampoo are also distributed to pet owners who need them.

Zacatal is one of the main areas where Baja SAFE works, along with the Vista Hermosa barrio. They always need volunteers to help during the clinics throughout the year, so if you’d like to be part of the next spay neuter event, contact Baja SAFE at 310-728-6954 or visit their website at www.bajasafe.com.

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

The cartel boss believed to have been responsible for much of the recent violence in the municipality has been arrested in San Jose.

After several days of investigations and surveillance led by Navy forces, the capo was identified while traveling in a Volkswagen Jetta, accompanied by Navy forces, the capo was seized in the arrest.

**WATERFRONT HOME FOR SALE**

**Estate Sale, East Cape, Buenavista**

4,400 sf, 5 bedrooms, 4 baths, office, maid’s quarters, $800,000 USD. Cash sale, Realtor cooperation, lizzieart@sti.net, 001.559.281.7956

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**PAIN, INFIDELITY AND ART...**

continued from page 15

of paints from her father, Kahlo spent hours studying herself and confronting existential questions raised by her trauma, like disassociation from identity, death and spirituality. Why she never took a razor to her famous unibrow is a question she took to the grave with her.

In 1927, slowly recovering, Kahlo began to familiarize herself with the artistic and Communist circles in Mexico City. In 1928, having officially joined the Mexican Communist Party, Kahlo sought out Rivera to discuss a possible career as an artist. One year later, the two married and moved to Cuernavaca. Here, Kahlo devoted herself to indigenous themes in painting, at times even performing Mexican folkloric rituals like wearing a traditional Tehuana costume for her husband who apparently got off on that.

Throughout the 1930s, life in Mexico was tense for Kahlo. Rivera was an unfaithful husband, (could have been the unremarkable, and the revolutionary climate leading up to the outbreak of the Spanish Civil War made for an explosive atmosphere. Two failed pregnancies in the early 1930s also contributed to Kahlo’s simultaneously harsh and beautiful representation of the female experience in her paintings.

Kahlo separated from Rivera in 1935, renting a flat in Mexico City, and began a short-lived affair with a Japanese sculptor. The following year, Kahlo joined the Fourth International, a Communist organization, and returned to Casa Azul, which became a meeting point for international intellectuals, artists, and activists, and where she helped protect Leon Trotsky, a Russian revolutionary, and his wife.

Following Trotsky’s assassination, Kahlo bounced back to Rivera who was in San Francisco in 1940. They remarried shortly after and returned to Mexico City, where the two maintained separate flats. Kahlo continued to dote on her muse, sending him love notes wherever he was working. It’s the brow! The brow!

Throughout the 1940s, the
Your New Best Friends

RAMON
You know when someone seems to have the wrong body for their character? Like having a Wilt Chamberlain build but an aptitude for tuning violins? Well, that’s me. I might look like an athlete but I have the gentle heart of a poet. I was rescued from the street, and just in time, as you can see from my bony body. I’m looking for someone who will love (and feed) me back to a healthy weight. Is it you?

MYSTERY CAT
Well this is a first. I get the honor of having this coveted press coverage without the obvious benefit of getting my name in the paper. Something about a lost name tag. No big deal, I can convey my extraordinary intelligence and depth of spirit with my hypnotic green eyes. Then, when you come to pick me up, all you’ll need to do is simply glance around the shelter until our eyes magically connect. I’ll be waiting. But, bring this picture with you, just in case…

We need volunteers
No one can do everything, but everyone can do something. www.LosCabosHumaneSociety.com

The Los Cabos Humane Society hosted a free spay and neuter clinic last month at the University of BCS-Los Cabos in downtown Cabo. Dr. Elia Rossana, a veterinarian at the Humane Society Animal Care Center, along with six other vets, performed the assembly line surgeries on 125 animals.

Last year, the Humane Society performed more than 4,458 spay/neuter surgeries. In addition to clinics, the Humane Society also offers spay/neuter surgeries by appointment for just $11 USD. To schedule an appointment, call (624) 151-6046.

CRAVING TAMALEs?
continued from page 17

The tamales are steamed in come locally from Baja California - Sur. Making tamales is hard work. Once the tamales have been stuffed and folded, they are then placed to steam. By the time all 700 tamales are finished, about a 12-hour process, it’s time to clean up and get everything ready for the next day. Nina and her family do this six to seven days every week (sometimes they take Wednesdays off).

Once the tamales are cooked, it’s time to start selling. The tamales are packed in ice chests and sent to the plaza stand, arriving around 6:00 p.m. They usually have six coolers full of tamales at that location.

Tamales Dona Nina is still a CONTINUED ON PAGE 23
**Fish Report**

BY CARY GRAHAM

**Cabo San Lucas**

Hurricane Dora tried to make it to Cabo for the first storm of the season, but turned toward Hawaii instead, fizzling into a non-issue for Baja and leaving the lower tip with more good weather and lots of sunshine. The “Fish Cabo” boat landed a 175-pound yellowfin tuna on 40-pound test mono after four hours of battle, while inshore action remained some of the best in years for roosters, jacks and skipjacks.

**Cabo Climate:** There were a couple of days of partly cloudy conditions, but otherwise it was a good week of weather with daytime temps averaging 82.3 and nights 76.5 degrees. The humidity ratio averaged 72%.

**Sea Conditions:**

There were a few conditions remain turned over, as slack currents are delaying the conditions recover, offshore grounds vanished. As conditions recover, offshore grounds will begin to attract baitfish schools.

Meanwhile, fleets found bottom fishing with yo-yo type jigs for red snapper and a few amberjack productive. The snapper, or huachinango, were found mainly on the San Luis Bank. These excellent eating fish averaged 4 to 10 pounds, along with a few amberjack in the same area weighing between 10 to 30 pounds.

There’ve been only a few small-sized dorado recently, with a couple of missed wahoo strikes. There were some quality-sized yellowfin tuna hooked from Iman to San Luis; anglers drift-fishing or slow-trolling various bait had the most success. One yellowfin weighing close to 100 pounds was landed mid-week. A few tuna in the 40 to 70 pound range were reported on other days.

Those fishing inshore for roosterfish found a few, though they were scattered due to off-colored, cooler conditions, as well as the increasing swells.

**Easter Cape**

The temperature dropped 8 to 10 degrees recently, killing the tuna bite along with any chance of live bait. But now, East Cape is pretty much back to normal. Good bait was available again and boats went outside after tuna. Mostly “footballs,” they were hungry and biting freely.

The big news was the spectacular roosterfish bite this week. Anglers were catching as many of these huge, back-breaking fish as they wanted. Some were in the 50 to 80 pound range! Be sure to load up on bait.

The marlin bite continues to be good. Strippers only, though, no sailfish or blue marlin this week. Most were taken from La Ribera to the lighthouse.

There were scattered football-sized yellowfin tuna outside, but as the weather settles, it’ll be business as usual.

Dorado fishing was good to very good. Mostly 8 to 12 pounders, scrappy as they could be on light tackle. They were picked off under shark buoys; some on the troll, others on chunk squid.

Wahoo were also back on the bite, with a few hitting the cleaning table later in the week. There were also good pargo, pompano and amberjack around when the water warmed back up.

**La Paz**

Hurricane Dora, way to the south of the tip of Baja, skirted far down and quickly went out west to the Pacific. It didn’t bring rain. It didn’t bring clouds. But, what it did bring was upwelling and swells of cold water that dropped water temperatures 5 to 10 degrees. Not only did the waters turn from blue to green, the fish were just in shock, like when your hot water turns off in the shower as your neighbor shakes the head and you get a jolt of cold water. Although the skies remained sunny and hot, the fish went lockjaw.

On top of that there were several windy days. One place was flat as a pond, but white-capping waves several miles away didn’t do much for clearing up the water.

The biggest issue was a red tide that really put the slammer...
Everything I know about Mexican food, and the passion I feel for it, I got from my mom, who got it from my grandma, who got it from her mother and so on. And now, after eight years of writing this column, it is time for me to pass this responsibility on to my daughter, who will be taking over this column starting with our next issue. I know she will make me proud, and you, precious readers, are going to love her. I want to thank all of you who sent me emails asking questions, suggesting topics and congratulating me on my contributions. It was very encouraging to read your emails and I really appreciate them.

For my last column, I’m going with something very simple but also very representative of Mexico’s traditional cuisine: guacamole.

Mexico is by far the world’s largest avocado growing country, producing several times more than the second largest producer. According to the Economic Ministry of Mexico, more than one million tons of avocados were exported last year. That’s a total value of more than $227 million USD; avocados have become so important to the Mexican economy that they are being called “green gold.”

The avocado is a global icon of Mexican culture that reaches more than 20 countries in North America, Europe and Asia. The United States is the biggest consumer. The best sales season is in February, during the Super Bowl, when more than 35,000 tons of this fruit are eaten.

Avocados are high in mono-saturated fat (the “good” fat), and serves as an important dietary staple for people who have limited access to other fatty foods like high-fat meats and fish and dairy products. Having a high smoke point, avocado oil is expensive when compared to common salad and cooking oils, and mostly used for salads or dips.

Avocados are the base for guacamole, a classic Mexican food that’s eaten in all Latin America as a side dish. It is one of the most traditional Mexican recipes, and also the most recreated outside of Mexico. One of the reasons for it is that it is very simple to prepare at home.

The history on this dish goes back to the Aztecs, who used to ripen them to prepare a kind of mole sauce. It was a very successful dish and conquistadors loved it when they came to our territory because of its exotic texture and flavor. The name guacamole comes from the word “ahuacatl” (avocado) and “molli,” which is a combination of “ahuacatl” (avocado) and “molli” (thick sauce).

Guacamole is so easy to make; all that has to be done, as you will see, is mix the avocado with a few other ingredients. In Mexico, we use it as a side dish mostly for tacos and quesadillas, but it can go with almost anything, like steak, fish or chicken.

We are not always lucky enough to find perfectly ripe avocados whenever we want to make guacamole, so it is a good idea to buy them a couple days ahead of time. Most grocery stores sell under ripe avocados, so you can buy them and then let them ripe as they sit on your kitchen counter. The optimal ripeness is when they have a little give, but they aren’t too soft or mushy. And if the “tail” of the avocado (the little round bud at the top) comes off easily, that is a sign that the avocados are ready to be turned into guacamole.

**Ingredients**
- 2 regular size avocados
- 1 medium tomato, finely chopped
- 1/2 white onion, finely chopped
- 1 serrano chile (remove the seeds if you don’t like it too hot), finely chopped
- 1 tablespoon olive oil
- 1 teaspoon lime juice
- 1 tablespoon cilantro, finely chopped
- 1/2 teaspoon salt to taste

**Procedure:**

- Cut the avocados in half; remove the seed and put it aside. With a spoon, scoop the flesh from the skin and put it in a bowl. Use a fork to mash the avocado, then pour the lime juice over it to prevent browning. Add in the rest of the ingredients to it and stir gently to mix. Add the salt and that is it! You can take it to the table in the bowl you used to prepare it. If you aren’t serving it immediately, put the seed in the guacamole to also help prevent browning.

- Now, there are a few non-negotiable rules for this Mexican dish. Never, ever, combine avocados with different levels of ripeness. The textures won’t meld together, leaving you with hard little icebergs of avocado floating in a sea of mushy guacamole.
- Also never, by no means, use a food processor, P-L-E-A-S-E!

It will turn your guacamole into an ugly purée that looks like baby food. Guacamole has to be a bit chunky, so just mix it in a bowl. It is also very important to be a bit aggressive when it comes to seasoning the guacamole, meaning that you have to add more salt than you might think. I recommend tasting it five minutes after seasoning and then tasting it again later, once the flavors have had time to mix together.

Well, this is it, folks! Thank you for eight years of reading my column, and let’s welcome my little one to Cooking Like A Mexican. She won’t disappoint you, trust me!
Cerritos, Pescadero & Todos Santos: A good way to spend a day

For those ready to escape the non-stop excitement of Cabo, consider a more relaxing pace less than an hour’s drive north of Cabo. You’ll find an artist’s colony in an authentic Mexican town. You’ll find laid back residential areas, and the best swimming and surfing beach on the south Pacific side of the peninsula.

Todos Santos is charming and authentic with a traditional central plaza, dozens of art galleries, and small hotels. Visit the Hotel California (no connection to the Eagles song, despite their best efforts to promote that with T-shirts), browse shops full of handcrafted treasures, and enjoy some great Mexican cooking. What you won’t find are buildings taller than three floors, or fast food joints. But there are many delightful and sophisticated restaurants.

Looking for off beat? Go to the mask museum, called Faces and sophisticated restaurants. But there are many delightful chain stores, or fast food joints. What you won’t find are buildings taller than three floors, or fast food joints.

In Todos Santos, the proprietor provides an enthusiastic tour of authentic masks from the various eras of Mexican history.

Many visitors extend their Cabo vacation and get to know the real Mexico by staying a few days in either Todos Santos or the nearby beach areas. Cerritos Beach is part of El Pescadero, but where the town of Pescadero is old Mexico, Cerritos has that vibrant beach vibe. Cerritos and its neighboring beach, San Pedrito, are both world-class surf spots. There are a couple of ways to get to the beach, either the old dirt road at km 65, or the new dirt road at km 67. Either way, it’s a bump, but what the hell, you’re in a rental car.

Cerritos is perfect for swimming and sunning for a day or a week. Take a surfing lesson or rent a boogie board. There are several restaurants but the beach is not over run with them.

El Pescadero is a small town on the way to Todos Santos. It has a rich history of agriculture, ranching and fishing. The lush poblano chili fields are everywhere, as well as strawberry, tomato and basil fields. The town is between the ocean to the west and the Sierra Laguna mountain range to the east. A modern four lane highway runs right through the town connecting Cabo San Lucas to Todos Santos, then goes north to LaPaz.

Stop at one of the many taco stands along the highway, or buy veggies or fruit along the road. In the afternoon when the fishermen come in with the day’s catch you can buy fresh fish off the boat at Punta Lobos. For a small propina (tip) they’ll filet it for you, too.

Turn off the dirt road just before the Pemex in Pescadero, left toward the ocean, to discover Hierbabuena, a huge vegetable garden with an open-air restaurant smack in the middle of it. They serve fresh organics from the garden, and a nice selection of wines. Stop by the little bakery on the road in and buy a pan dulce, a Mexican version of a doughnut. Duck into some of the little local shops, but be aware, there is no English spoken here.

Off the main street in Pescadero is a tiny backyard restaurant called La Pasidita that has, I kid you not, the best burgers on the planet. Drive around the baseball stadium, and turn at the first dirt road on the left, past the first sleeping policeman, (speed bump).

La Pasidita is a locals place, though, and is only open after 6 p.m. Maybe 7 pm, sometimes a little later than that.

For a truly unique experience book a room at the Arriba de la Roca, (which means “top of the rock”) a high-end boutique hotel that specializes in personalized service and is perched on top of a cliff. You’ll experience 360 degree views not matched anywhere else in Baja.

Just 1 mile south from the Cerritos Beach Club is the Cerritos Beach Inn, 10 suites with full service bar and restaurant with ocean front dining.

Here’s more proof that a copy of the Gringo Gazette is a must-have travel accessory. Devoted reader Jerry Maglio left Cabo last month and headed for the Greek Islands, packing a copy of everyone’s favorite rag in his suitcase. He snapped this picture while in Santorini. Which is a neat trick considering both his hands are in the picture. Could he be he took a professional photog along.

Has your Gringo Gazette traveled the world with you? Send us a picture! Email your traveling Gringo Gazette photos to lacey@gringogazette.com. If your photo is used, you’ll win a free copy of the GG. Such a deal

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Monday, Tuesday, Thursday and Friday 5:00pm
Wednesday and Saturday 11:00am
Chicks only on Fridays at 9:00am
Upstairs in the blue building across from the White Sands Spa

Todos Santos Restaurant Guide

MIGUEL’S Restaurant. Best Chiles Rellenos in the Baja. Traditional Mexican Dishes, Seafood, Drinks. Free Wi-Fi. At the corner across from the Pemex station. Open 8:00 am – 10:00 pm. Phone: (612) 145-0814 $$

RUMI GARDEN. Thai & Chinese Cuisine. Vegetarian, Vegan & Organic Friendly. Daily Lunch Specials. WiFi. At the entrance to Todos Santos on your right. Open 12 to 9 pm. Closed Tuesdays. (612) 145-1088 www.rumigarden.com ($)

This book, published some years after the death of John Steinbeck, was written by Audry Lynch, a devoted fan of the author and his many works. She wrote this short book after conducting countless interviews with Sparky Enea, a Sicilian fisherman who was Steinbeck’s deckhand (and his reluctant cook).

The setting of the book is a 75-foot purse seiner named the Ricketts Expedition. By Audry Lynch, based on interviews with Sparky Enea. Published 1991, 78 pages. $10.

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Cabo Gets An Old Fashioned Barber Shop
But with new fashioned chicks, in one person’s opinion

BY DAN DRUFF

We have a new barber shop, and like any real barber shop is strictly for men. It’s a throwback to the old days when a man could get a hot towel prepped shave with a straight razor. It’s the bright idea of Julie Bergman, originally from Venezuela, but living in Cabo 15 years now. Her husband owns the successful restaurant delivery company called Postovan.

The new twist on this old concept is that at Bergman’s barber shop the barbers are girls!

The work horse of the group is Cheryl Murray, who earned her cosmetology license in Maine 22 years ago. In addition to cutting men’s hair, shaving them, and giving them manicures, she has been working on women’s needs in the intervening years.

Cheryl tells us she learned how to use a straight razor on men without maiming them by practicing on balloons. Everyone in the class would blow up their balloon, spread shaving cream on it, and start drawing the razor across it. If they nicked the balloon, it would pop and the shaving cream would spray all over them, just as a reminder that they might want to be a little more careful.

So now, as she makes the transition from a career in women’s hair care to working on men, she feels she can hit the ground running.

She gives us a quick lesson in the basics of hot towel straight razor shaves; she tells us that the less than $12 USD, shave is so close that most men can go two or three days without having to shave again. A haircut costs about $16 USD, but there are combo deals that bring even that modest price down. Some shaves cost more, depending on what the girls are going to leave on the face. As in is there a mustache or a beard, is this a careful trim or a full or get the hair off the face deal?

This is definitely a man’s barber shop. The décor is manly, with sports on TV. There were no smutty magazines, however, which we found surprising, but maybe for when the press was there, they had the place kinda spruced up.

The theme here is pampering. There is even a shoe shine gadget, which sprays out polish while the wheel turns. Nope, there is no noose like a snap on a towel, but the job this machine does is impressive.

To carry the pampering theme further, there is a cell phone window in the bib the men wear to protect their clothing. And the shop sells and uses an upscale line of products out of Holland called Reuzel, which does smell sexy. They even carry the old pomade, which will make your hair look like the barber shop ladies’ patent leather shoes, if that’s the look you’re after. There are also complimentary adult beverages available. And, drum roll here, the girls will pack up their razors and clippers and go to you. They will go out to your home, your business, or to your hotel room.

Bergman’s Barber Shop is in Plaza Pioneers, or as we like to call it, Pioneer Square. That’s the collection of shops centered around the parking lot on the left as you’re coming into downtown Cabo. It’s where the Domino’s Pizza is, and the old Amerimed hospital, among dozens of other businesses. Look for the new high rise Medano Beach Hotel, because the barber shop backs up against it. Park there and bring in your ticket, as they validate.

The phone number is 624-688-9671, but this isn’t some fru-fru salon, you don’t need an appointment, just barge in any day but Sunday, 10 am to 8 pm.
A Tale Of Two Healthcare Systems

How treatment in Mexico compares to the U.S.

BY CHUCK BOLOTIN

One of the most important things people consider when thinking about moving abroad is “How is the healthcare?”

There are hundreds of answers from other expats to be found on the web, there is nothing like experiencing it yourself. Let me tell you my story.

When I was living in Arizona, I injured myself playing basketball and had significant pain in the middle of my right calf. It didn’t get any better over the next few days, and had also swollen quite noticeably. I didn’t want to use one of the thousands of dollars more, or just live with it. Even without doing any physical therapy, I paid over $1,000 out of my own pocket for my doctor’s visits because I hadn’t even come close to my $10,000 insurance deductible.

Fast forward to our trip through Mexico, where we wound up in the Ajijic area south of Guadalajara. I noticed that a calf. It didn’t get any better over the next few days, and had also swollen quite noticeably. I didn’t want to use one of the thousands of dollars more, or just live with it. Even without doing any physical therapy, I paid over $1,000 out of my own pocket for my doctor’s visits because I hadn’t even come close to my $10,000 insurance deductible.

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A diplomat is someone who can tell you to go to hell in such a way that you will look forward to the trip.

A diplomat is someone who can tell you to go to hell in such a way that you will look forward to the trip.

As a good deli sandwich in the States. Attending to my health in Mexico would be changed and much improved, not only in cost but also in worry and catching issues earlier and treating them competently.

Chuck Bolotin is the owner of BestPlacesInTheWorldToRetire.com, an online community dedicated to providing retirees credible information about moving and living overseas.

Only $30 to have someone take me an hour, wait, and then take us home? $30 would hardly cover gas for the car and parking in an L.A. medical facility! After some discussion, we decided on a more immediate and less costly solution, which was to take x-rays at a facility about 10 minutes away. For immediate relief, Dr. Quintanilla gave me some free samples to reduce pain in my nerves and an injection that reduced inflammation.

The cost for the examination was about US $15, plus another $5 for each injection. Dr. Quintanilla said if we felt the injections were too expensive at her office, she would sell us the medicine and we could have someone else do it. For $5 each, I figured I’d have a doctor do it.

That night was the first in quite a while in which I didn’t wake up in significant pain, and the next morning, most of the pain was gone. I came to the realization that while I denied or delayed help in the U.S. because of the cost, here in Mexico I could visit a doctor and it would cost about as much impacting my day to day life. A friend recommended a physical therapy clinic in downtown Ajijic and I walked in without an appointment and was told to come back in an hour.

My therapist, Dr. Johnathan Cosio, spent almost an hour and a half exploring the problem. Testing a theory, he asked me to turn over on my back, then placed his hand on my diaphragm and asked if it hurt behind my shoulder when he pressed down. It did. This led him to believe that my problem had nothing to do with my shoulder and everything to do with the ribs on my right side.
FAQ Sheet On Rental Taxes
Paying Them And Being Legal In Mexico

BY LINDA NEIL

Here are a few questions and answers I have answered repeatedly for my clients. Perhaps they will assist you as well.

TEMPORARY VISA REQUIRED?
I read an article on the internet about your services. We have spoken to an accountant in PV about paying taxes on our rental income. One accountant has told me I need to get my temp visa. This seems like a hassle when I am using the condo only a short time each year. What is your take on this?
Ronnie from Puerto Vallarta

Hi Ronnie:
Thanks for your email. Per Articles 158 and 159 of the Tax Code, a visa, other than a tourist visa when you visit Mexico, is NOT necessary. As a non-resident you may rent your property and pay taxes in compliance with Mexican law. Additionally, due to treaties, there is no double taxation and expensive expenses of your property can be deducted in your country of residence.

IS RENTING MEXICAN PROPERTY PROHIBITED?
I have been told that the standard bank trust wording for foreign individuals does not permit the rental of residential property at all. How can you offer to pay taxes on income on a prohibited activity?
Jim from Playa del Carmen

Hi Jim. I have seen only one trust document that prohibited the rental of trust Property and that was declared illegal. The foreign investment law specifically permits the beneficiary (foreigner) to rent, sell, modify their properties and to collect the profits therefrom. Many trusts state that the bank must pay the taxes but we know that will not happen. It has been our experience that if the foreigner pays his/her taxes on rental income and has the receipts to prove it there is absolutely no quarrel with Mexican officials.

What can happen, however, is that your condominium administration may prohibit rentals in the complex, in order to satisfy owners who do not want a whole lot of rental traffic. This is legal if the owners agree to put this clause into their own regulations.

OUR PROPERTY TITLE IS IN AN LLC. HOW CAN WE PAY TAXES ON THE INCOME?
Marilyn from Cozumel

Hi Marilyn. Thanks for your question! We have copies of your documents translated and authorized by the Mexican registration clerk in the name of the LLC and signed by the legal representative. With this we can pay your taxes and provide you with receipts which will be accepted by the tax authorities in your country of residence.

IS THE FIDEICOMISO THE PROPERTY DEED?
Jmke from Michigan with property in Ixtapa

Yes, the Fideicomiso to hold property in the restricted zone of Mexico is both a contract with the Mexican bank to hold your title as trustee, and also is the deed to your rights in the property.

WE HAVE HEARD THAT OUR PROPERTY CAN BE SEIZED BY THE GOVERNMENT IF TAXES ARE NOT PAID MONTHLY. IS THIS TRUE?
John from Puerto Penasco

Yes. Definitely failure to pay taxes on income is a violation of the Mexican law and property can be attached and sold as payment for past due taxes after a procedure similar to that used by the US and Canada tax authorities. To date the Mexican tax authorities have not aggressively pursued violators but this is changing as they have access to internet and rental promotion programs.

PAYING TAX ON YOUR RENTAL INCOME FROM MEXICAN PROPERTIES IS A MUST, WHETHER YOU LIVE IN MEXICO OR NOT.

GET LEGAL and AVOID THE CONSEQUENCES OF TAX EVASION!

By LINDA JONES NEIL is the founder of The Settlement Company, which specializes in real estate transfers and escrows. Licensed as a California real estate broker, she has pursued her profession in Mexico for over forty years. She has been widely published on the subject of real property in Mexico. Memberships; FIARCI, AMPI and NAR. Linda has been awarded the CIPS, ABR, SRES, CNE, RSRS, e-PRO, TRC designations. She is a former member of the National Advisory Council of AMPI and has served as Presidential Liaison for Mexico to the National Association of Realtors®. She is also co-founder of Global Mexico Institute (IIGM), an educational institution which provides international real estate classes and designations.

FOR ADDITIONAL INFORMATION, PLEASE CONTACT:
info@rentaltaxmexico.com
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SO, Just What Is The Job of a Real Estate Agent?
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Did you know in just 2 weeks, 47 properties SOLD in the MLS BCS market? Don’t wait!

These are just a few examples:

2 Lot Package Rancho Las Playitas, Lots 4 and 5, Pacific Coast views, and natural settings without compare. MLS 15-2220, $18,000 USD, C. Miller / Baja Realty and Investment
Puerta del Sol A 204, Cabo del Sol, $630,000 USD,MLS 16-1226, Residential community of Puerta del Sol within the beautiful Cabo del Sol golf community, featuring the world famous Nicklaus golf course. D.Dodson-E&V Snell RE / M. Baldwin-Del Mar RE
La Vista Cabo San Lucas A202, Cabo Corridor, MLS #16-2161, Tastefully decorated 3 bdrm/3 ba, 2nd floor condo in the quiet community of La Vista, $270,000 USD M. Andre and E.Kalthoff / Dream Homes of Cabo
Villa Serena Las Conchas-401, Punta Ballena, Cabo Corridor, MLS #15-2602, OneWord to describe this 5 bdrm/5.5 ba home, "Exquisite". $1,700,000 USD, M. Ehrenberg and J.Higuera Canales / Pisces Cabo Sothety's International Realty
Casa Playa, Pedregal de Cabo San Lucas, $1,300,000 USD, MLS 16-1585, Beautiful second row expansive views, D. Robles / Platinum Realty and Management and R.Curriel / Coldwell Banker Riveras
Coronel 12-102 Lazo Cardenas, Cabo San Lucas, MLS #14-1788. Ground floor 1 bedroom unit. Located right inside the guard gate. $40,000 USD, C. William/Cabo Premier
Casa Angelica, Club Campestre, $477,777 USD, MLS #16-1259, A brand new fairway front custom home in the La Canada neighborhood of Club Campestre San Jose. C.Buchanan-E&V Snell RE / R. Prince- E&V Snell RE
Peninsula Condo 302 Villa IV Campo de Golf, San Jose del Cabo,MLS #15-1110, Fabulous 2395 Sq.Ft. Penthouse condo with a private rooftop terrace that includes a BBQ area. $204,000 USD, L. Phillips / RE/MAX Cabo San Lucas and P. Martinez Tovar / Baja Smart Real Estate
Beachfront Condo D-201, La Jolla, San Jose del Cabo, MLS #16-641, Luxury home within a two bedroom BEACHFRONT San José del Cabo condo. $579,000 USD, D. Posey & A. Villa/ReMex and J. Carlo Perches Aragon
Casa Sophie Todos Santos, Pacific MLS #14-2093, Charming brickhouse with ocean, 1/2 acre 1BR, 1BA, $110,000, P. Azucena Garnica / Ricardo Amigedo RE
Casa Descanso S/N Villa de la Estrella, La Paz, MLS #17-201, half acre land located at "Villas De La Paz" 20 minutes from La Paz bay. 4 bdrm/3.5 ba home. $70,000 USD. V. Granados, South Baja Realtors
Torres Cantera Residencial Cortes, Penthouse La Paz MLS#15-1153, 2 bdrm/2 ba, New construction, unfurnished. Ocean views, beach club, $211,000 B. Westerlund/ Diamante RE.
Oceano Baja 15, Palmilla, $150,000 USD, MLS #14-1169, A short walk from the famed Palmilla bay, and situated on Palmilla’s Jack Nicklaus Signature Ocean Nine course. C.Buchanan-E&V Snell RE / M. Geisler-Dream Homes of Cabo.
Casa Madrugada, Palmilla, $3,000,000.33 USD, MLS #17-408, located in the premier gated community of Caleta Palmilla, offers one of the best swimmmable beaches in Los Cabos and is famous for its 27 hole Nicklaus Golf. C.Balederon-Scissors Cabo Sotherby’s International Realty / S. Nesbitt- E&V Snell RE.

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REAL ESTATE

THE

CONTINUED ON PAGE 30

By Cheryl Miller

What their job is: The job of your real estate agent here in Baja includes the myriad of tasks you are familiar with from the United States and Canada that your local homegrown agent performs. But, here in Mexico, the job description widens and becomes deeper and more labor intensive. Closings here in Mexico, for foreigners require a fideicomiso, with real estate agents working on the bank used for the trust, the listing side will gather all of the appropriate documents such as your title document, proof of property tax payment, HOA payments, gather all the personal information regarding the Seller, inspect and photograph the property and gather details about the property. They will perform market analyses to price your property appropriately. They will advise you about capital gains. In case of any problems or red tape arising from required processes like manifesting the construction, the real estate agent may assist the buyer to resolve the issues. Depending on the nature of the problem, consultants may be hired or resolved by the agent themselves for a fee. Some of the problems presented to real estate agents can be simple issues, or they can be very complicated and time consuming requiring a specialist in that field to resolve the issue. But remember, as it is the responsibility of the Seller to have their property “ready” to sell, it is a mark of a good agent when they can assist the Seller to resolve any issue.

After listing, a good real estate agent will market your property. Each agent and agency has their own “marketing plan” that may include print ads, open houses and/or internet ads, but all of our MLS agents pay for and use our Statewide MLS system to alert other agents about your property. Your agent will show the property when interested persons wish to see the property. They will receive all offers and advise you regarding any negotiations, counter offers or acceptance.

If you are a buyer, your real estate agent will interview you to assess your needs, and then “match” you up with options that will best serve your needs and budget. They will most probably pick you up at your hotel or place where you are staying in order to perform a tour of properties. They may, choose to familiarize you with differing neighborhoods and areas, as well. At times, a real estate agent may offer to pick you up at the airport to facilitate your tour.

When you do make an offer, the real estate agent will gather all of the required information from you, write the offer and submit it to the appropriate party, agent or owner. They will write counter offers and assist with negotiations. After an accepted offer is executed and during the closing period, time, your real estate agent or their firm, will be gathering and submitting all the documents for your transaction. They, the Buyer and Seller, coordinating any Powers of Attorneys or apostilled documents. They may also coordinate and submit inventory lists for homes and condos, they may hire a home inspector, a surveyor, a Title Search consultant and coordinate any Title Insurance you may desire. Yes, of course, your closing agent has much of this on their shoulders, but a good closing agent has much of this already handled, which only helps to grease the wheels. Your real estate agent is in the mix of files on their desk. Mistakes and delays can happen, so an agent involved in the closing only helps to grease the wheels. It is important for agents here to check often on the progress of your transaction.

Your agent will also be in contact with you throughout the months it takes to close. Just before closing, your agent will either do your final walk through for you, or accompany you to the walk through and submit any final list of outstanding items to the Seller’s agent for resolution.

At closing, proof of utility payments should be reviewed by your agent. Transfer letters received from the Seller in the Buyers name in order to transfer existing utility contracts. The disbursement amounts should be reviewed by your agent for accuracy. And a review by your own energy provider should be an additional check to ensure all is well.

Cabo San Lucas.

THE LISTING SIDE will gather all of

the appropriate documents such as your title document, proof of property tax payment, HOA payments, gather all the personal information regarding the Seller, inspect and photograph the property and gather details about the property. They will perform market analyses to price your property appropriately. They will advise you about capital gains. In case of any problems or red tape arising from required processes like manifesting the construction, the real estate agent may assist the buyer to resolve the issues. Depending on the nature of the problem, consultants may be hired or resolved by the agent themselves for a fee. Some of the problems presented to real estate agents can be simple issues, or they can be very complicated and time consuming requiring a specialist in that field to resolve the issue. But remember, as it is the responsibility of the Seller to have their property “ready” to sell, it is a mark of a good agent when they can assist the Seller to resolve any issue.

After listing, a good real estate agent will market your property. Each agent and agency has their own “marketing plan” that may include print ads, open houses and/or internet ads, but all of our MLS agents pay for and use our Statewide MLS system to alert other agents about your property. Your agent will show the property when interested persons wish to see the property. They will receive all offers and advise you regarding any negotiations, counter offers or acceptance.

If you are a buyer, your real estate agent will interview you to assess your needs, and then “match” you up with options that will best serve your needs and budget. They will most probably pick you up at your hotel or place where you are staying in order to perform a tour of properties. They may, choose to familiarize you with differing neighborhoods and areas, as well. At times, a real estate agent may offer to pick you up at the airport to facilitate your tour.

When you do make an offer, the real estate agent will gather all of the required information from you, write the offer and submit it to the appropriate party, agent or owner. They will write counter offers and assist with negotiations. After an accepted offer is executed and during the closing period, time, your real estate agent or their firm, will be gathering and submitting all the documents for your transaction. They, the Buyer and Seller, coordinating any Powers of Attorneys or apostilled documents. They may also coordinate and submit inventory lists for homes and condos, they may hire a home inspector, a surveyor, a Title Search consultant and coordinate any Title Insurance you may desire. Yes, of course, your closing agent has much of this on their shoulders, but a good closing agent has much of this already handled, which only helps to grease the wheels. Your real estate agent is in the mix of files on their desk. Mistakes and delays can happen, so an agent involved in the closing only helps to grease the wheels. It is important for agents here to check often on the progress of your transaction.

Your agent will also be in contact with you throughout the months it takes to close. Just before closing, your agent will either do your final walk through for you, or accompany you to the walk through and submit any final list of outstanding items to the Seller’s agent for resolution.

At closing, proof of utility payments should be reviewed by your agent. Transfer letters received from the Seller in the Buyers name in order to transfer existing utility contracts. The disbursement amounts should be reviewed by your agent for accuracy. And a review by your own energy provider should be an additional check to ensure all is well.
CASA SERENA SOLARA - El Encanto de la Laguna, SJd. 1,000 M2, Sea Views! 3 Bed, 2.5 Bath. Cabo San Lucas. Gated, private pool and rooftop deck, dine outdoors year round! MLS #17-2346. Call 624-132-5124, maria@lastrock.com

PROPERTIESOF CABO” or call: +1-916-316-7830, propertiesoffabo4Sale Real Estate

ONLY UNIT LEFT IN MARANATA GATED COMMUNITY! This 3 Bed 2.5 Bath Cabo San Lucas home comes fully furnished with structural updates. Arch and Ocean views from the terrace and rooftop deck, dine outdoors year round! MLS #17-1196 624-110-9121, noelia@lastrock.com

ONLY UNIT LEFT IN MARIÑATA GATED COMMUNITY! This 3 Bed 2.5 Bath Cabo San Lucas home comes fully furnished with structural updates. Arch and Ocean views from the terrace and rooftop deck, dine outdoors year round! MLS #17-1196 624-110-9121, noelia@lastrock.com

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FOR SALE IN CABO
LOVERS BEACH VIEW. Cabo Corridor, 3 BD/ 2 BA modern home featuring desired views of Cabo San Lucas. Gated, private pool, garage, community with 4,390,000 USD. MLS #16-686 624-172-0069 broker@cabosale.com

SAN CHARBEL CONDO D2101-WALK TO TOWN! 2 BD 2 BA fully furnished w/hurricane shutters, W/D, A/C's & more. Amazing City/Ocean views. Seller Financing! $144,500 USD MLS #16-2288 CaboSale Real Estate 624-172-0069 Broker@cabosale.com


CABO PEDREGAL HOME

CABO PEDREGAL HOTEL

CABO REAL GOLF VILLA - 3BR, 3.5BA Hacienda-style, pool, spa, awesome roof deck. Close to beach between CSL and San Jose. Quiet, private. $849,000 USD MLS#16-891 Cape Realty Associates 624 147-7190 deedeutchensens@gmail.com

CABO REAL GOLF VILLA

LOST MEXICO CHARMER - Antique architectural features, modern function. Love where you're pound with over 4,000 sq ft space with views. Large gourmet kitchen, 2 master suites with jacuzzi tubs. Large yard with private pool. 2 car garage and seller financing. Cabo Coridor, MLS #16-2042, Cabo Premiere Real Estate, 624-158-8650

VENTANA’S PHASE ONE CASA GRANDE BEAUTY! Over 3,000 sq ft of living space with views. Large gourmet kitchen, 2 master suites with jacuzzi tubs. Large yard with private pool. 2 car garage and seller financing. Cabo Coridor, MLS #16-2042, Cabo Premiere Real Estate, 624-158-8650

LOS CABOS CORRIDOR/ CABO REAL 2BD 2BA CONDO. Magnificent views, vaulted ceilings, upgraded marble flooring, granite countertops, stainless steel appliances. Las Gardenias community: Quiet, low density, gated, guarded, lush gardens and bougainvillias. $369K MLS 3 16-165 624-142-6336 angela@dreamhomesofcabo.com

FOR SALE IN CABO

FOR SALE IN CABO

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FOR SALE IN CABO

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FOR SALE IN CABO

FOR SALE IN CABO

FOR SALE IN SAN JOSÉ

FULL ACRE, 18d/1Bath Ocean Views. Landscaped and Fully Furnished. Move-In Ready, $220,000, MLS#16-2036, Steph@CoastalPropertiesOfCabo.com or call: MX 624-171-4552/US+1-916-316-7830.

VENTANA’S PHASE ONE CASA GRANDE BEAUTY! Over 3,000 sq ft of living space with views. Large gourmet kitchen, 2 master suites with jacuzzi tubs. Large yard with private pool. 2 car garage and seller financing. Cabo Coridor, MLS #16-2042, Cabo Premiere Real Estate, 624-158-8650

SAN CHARBEL CONDO D2101-WALK TO TOWN! 2 BD 2 BA fully furnished w/hurricane shutters, W/D, A/C’s & more. Amazing City/Ocean views. Seller Financing! $144,500 USD MLS #16-2288 CaboSale Real Estate 624-172-0069 Broker@cabosale.com


CABO PEDREGAL HOTEL

Boutique Hotel in world famous Pedregal. 45 rooms. Lovely courtyard swimming pool w/ Jacuzzi. 5 minutes to the beach. Walking distance to Cabo Marina, beach & downtown. $2,990,000 MLS#17-1334 Call Beth 624-177-2686, b.gornem@snellrealestate.com

CABO PEDREGAL HOTEL

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CABO PEDREGAL HOTEL
A Real (Estate) Happy Ending

BY TERRY GRAY CURTIS

Like all successful local real estate agents here in Los Cabos and members of the MLS, I have a website, well a few, and I do receive leads from them. One of these leads turned out to be a client who was passing through on a cruise ship, let’s call her “Lisa”. She is a real estate agent herself for a large brand franchise in northern California. She had a few hours to spend while in Cabo to view 6 properties we had narrowed down from many more in advance via the internet. I picked her up at the main dock and we hit the ground running. After a few hours we had narrowed that list down to one, wrote the offer, she signed it and we were looking great. Off she went to enjoy her vacation through the Panama Canal to Florida.

The offer had a 15 day contingency on her acquiring her dream home in Cabo! I was more than qualified for. As it turns out our offer hit the same time as cash offer did on the same property. Suddenly the seller had a low cash offer and a full price offer with the contingency. The seller accepted the cash offer instead of ours. Hmmm???

Interesting.

Lisa went home to get back to work as we researched other properties over a few weeks. We came up with 5 others for her to tour, in her price range. This time her funds were available so we knew we would not run into the same issue, delaying a seller with a contingency. So down she flew to Cabo, I picked her up at the airport and off we went again to view homes. We toured all 5 but 1 in particular #3 on the list, we meticulously went through. After #5, naturally we went back to #3 again, all of this in the course of a few hours. This was the one; she didn’t want to just make an offer she wanted to own it. It was brand new and had spectacular ocean views from the living area, 2nd floor. This particular home also had an astonishing 300 degree view from the huge rooftop deck, which was plumbed for an outdoor kitchen and perfectly finished.

The listing agent informed us that the other homes on the same street that had sold recently, sold for full price, which they did. Then I met again with Lisa and explained, if you want to buy this home we need to make the offer for full price and we need to do it now, she listened. Lisa and I sat down and wrote the offer for full price, which is rare but this was the last one available. I submitted the offer asap only to find out the listing agent had received an offer via email he had not seen yet about an hour before he received ours. Holy guacamole, not again I thought, Lisa lost another one. As it turns out that offer was not full price, just short by a small fraction, less than 1% but that buyer had no intentions of increasing it. Seems that buyer did not believe his agent when he told him there was a full price offer on the same property. He did not listen.

Next day our offer was accepted and Lisa was ecstatic to know she is now going to have her dream home in Cabo! I was too, knowing we got the desired results by sticking with it and going the extra mile. This all happened the first half day she was here on her 2nd visit. Needless to say “all’s well that ends well”, but we had a few stressful moments of uncertainty. Lisa is set to arrive in July, take possession and turn her new empty house into her 2nd home.

Moral of the story, actually there are a few. First of all, with Lisa being an agent herself, I know she is now going to have her dream home in Cabo! I was too, knowing we got the desired results by sticking with it and going the extra mile. This all happened the first half day she was here on her 2nd visit. Needless to say “all’s well that ends well”, but we had a few stressful moments of uncertainty. Lisa is set to arrive in July, take possession and turn her new empty house into her 2nd home.

Continued on Page 31
10 Things To Consider Before You Purchase A Property

Ignore these at your own peril

BY BLANCA BASTIDA

Are you tired of paying rent and finally want to buy a house? Congratulations! You are on the right path! Do you have any idea how or where to start looking for a property? Before making any rushed decisions, let me show you these easy steps you should follow once you’re ready to buy a home:

1. Choose a property which you can live in comfortably for the next 5 years; that is the average time in which people recover their purchase cost investment.
2. Pick an area that has maintained its appreciation for the past 5 years. Is the area ready to buy a home? Are you happy with its appearance or if you're stingy with your investment.
3. Make sure that the property you are going to buy is in perfect condition. If you are not happy with its appearance or if there are important aspects to be fixed, you have the right to negotiate repair of the imperfections before closing the sale. Professional services are available for home inspections that can give you a detailed report on what needs fixing.
4. Investigate the community surrounding the property and the people that will become your neighbors. Are there any families? Students? Retirees? Is it in a heavily trafficked area? Or within a private community? This will give you an idea of the area’s predominant lifestyle and how you will feel living there.
5. Although it seems obvious, some locations don’t have basic services such as electricity, sewage or garbage collection. It is important to ask about the available amenities and what the alternate options are (solar panels, septic tank, etc.).
6. If the property is within a private community, be sure to evaluate the condition of the community: clean, good maintenance and cleanliness of all amenities reveal a proper resource administration.
7. Generally, there are maintenance fees in residential communities. I recommend that you find out how much they are, there periodicity and what they include, because when acquiring the property you are also taking on the obligation to comply with said fees.
8. Research what annual property tax you will be obligated to pay.
9. Once the transaction is closed, it is very important you receive your property papers (Title, Deed, Fideicomiso, etc); do not leave it for later. The sooner you have them the better.
10. Lastly, I recommend that you consult with a real estate professional that can provide you with options and answer your questions and who supports you during the entire purchasing process. Who could be better than your agent to follow up on the proceedings while you continue with your daily activities? A real estate agent has the experience and necessary knowledge to help achieve your purchasing goal, and besides, their counselling costs you nothing – make the most of it!

By Blanca Bastida, agent for Coldwell Banker Riveras. Contact her at bbastida@cbriveras.com

Call Zach: 624-154-2218 or John 624-355-1232
Canada: 403-855-4014 • US: 619-955-6598
condominiosalttus@gmail.com

SO JUST WHAT IS THE JOB...
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agent or your lawyer of the final draft of your title document should occur.

After closing, your agent may assist you in changing the utilities in your name, if you do not have a property manager in place, which your agent may also make referrals for such services. They can give you referrals for such services as locksmiths, plumbers, electricians, contractors, etc. In short, a “welcome home” package of resources at your fingertips.

Your Baja California Sur agent or agency truly does do a full service job here in Baja.

In many cases, the intense work and time period that is required, forms a special bond between you and your Baja real estate agents, and many times your agent becomes your advocate and your friend.

What your real estate agent is NOT: Because Baja California Sur is a touristic area with many people purchasing property here for part-time occupancy, many buyers or prospective buyers, call upon their real estate agent for services way above and beyond the call of duty, and that is definitely not part of our job description. Requests and requirements you would NEVER consider asking your home-grown real estate agent or your lawyer of the final draft of your title document should occur.

Continued on page 31

Agent Profile

Michael L. Mattos

Lounge Chair Marketer with CaboProperties.com

After selling his electronic banking Company in 2008, it was a dream of Michael’s to relocate to Cabo San Lucas to really live and appreciate the lifestyle that Los Cabos has to offer. An avid golf hacker, a wine connoisseur with an appetite towards incredible food, Cabo San Lucas just made sense as the place to enjoy the semi-retired life. After selling his company, Michael knew that he had to discover a new passion for a career and he knew his new craft would have to be something related to being online where he can utilize his sales and marketing skills and background to promote properties throughout the Los Cabos area.

Where a house will typically remain on the MLS for 450 days in Los Cabos, with Michael’s online promotion with video and social media - a home will average only six months on the MLS. Without the right promotion and supportive tools and resources, a home remains on the market. Your home is a sizable investment and working with Michael and his team will get you the results you expect plus working with Michael is a totally different experience and a great decision!

Living full time in Cabo San Lucas since 2012, Michael has established relationships with many real estate investors and local real estate businesses that will ensure your home transaction is properly represented with a safe, enjoyable buying and selling experience.

Contact Michael of Windemere Los Cabos at (949)230-3456 US Cellular, or (624)225-5765 MX Cellular, Caboproperties.com

To search all of the listings available in the MLS, visit: www.mlsinbajasur.com
A REAL ESTATE HAPPY...
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online during the search, we developed trust. This is paramount with your Realtor, trust goes very far. Get to know your agent and if you trust him/her, listen to him/her.

If you are not comfortable, find another one. Make sure your agent has a plan when you arrive. The pre-work your agent does in advance is critical to using your time and the agent’s time wisely in Cabo. This is also an indication of how hard your agent is willing to work for you. Make sure your agent is a member of our local MLS as we are required to follow guidelines put in place to protect both buyers and sellers.

Second, your real estate agent is working for you. If they advise you on pricing, listen. It can make the difference between a successful offer or a lost opportunity.

Terry Gray Curtis is a veteran Century 21 Paradise Properties agent, he operates www.caboresortproperties.com & www.cabosecrets.com & a blog at http://blog.caboresortproperties.com Drop him a note to receive his very informative, bi-weekly Newsletter. His e-marketing program can give you incredible exposure if you are a Seller. Terry can be reached at terry@c21cabo.com or USA Tel 310.272.9500 Mex Cel (011-521) 624.151.5530.

SO JUST WHAT IS THE JOB...
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agent. Requests that require time, money and gasoline to perform. And sometimes calls for their expertise in other fields that under all other circumstances would carry a fee to perform, yet are asked for as a “for free” favor.

Requests like paying your utilities for them, picking you up at the airport, paying your property taxes, paying your gardener, arranging for contractors, painting your house, etc… months or even years after the purchase! And the list goes on.

There are many companies that have property management services who can pay your bills, arrange for maintenance, and pay your property taxes. If you prefer to pay your utilities and taxes yourself, and save some money, there are online services for exactly about every utility. Check out http://www.mlsinbajasur.com/pay-your-bills-remotely.html for a recent article that outlines where and how you can make these payments yourself.

Airport runs? When you book a flight, hire the shuttle service. It is cheaper online than when you arrive. If you want a more exclusive service, there are limousines and taxis to be considered. And if you want a very comfortable, affordable, air-conditioned ride, “Ruta Desierto” buses go all the way from the airport to Cabo (and everywhere in between) for about 75 pesos. Of course, should your tour require it, your agent will probably pick you up there.

We are here to help you with your real estate needs, but please remember that a whole profession exists, property management, that can pay your taxes, hire construction services, etc. Your agent is also not an attorney, an accountant, or a cab driver. They will be happy to refer you to experts and services, or handle it for you for a fee. In short, a great “team” can be assembled for you, but no one works for free. Happy property hunting!

By Cheryl T. Miller, NAR; CIPS, AAIA, Broker and Architect, Baja Realty and Investment, serving Baja California Sur real estate needs for 13 years. Contact her at 011-521-624-122-2690 or info@forsaleinbaja.com. Homes, condos, land or commercial.
Monday to Saturday, 8:00 am to 5:00 pm. Rancher’s market in Todos Santos, featuring homemade products from rural areas. Artisanal cheeses, organic chicken and eggs, liqueurs and virgin honey, cheeses, organic chicken and turing homemade products. 

*Every Monday, 8:30 am. Pickleball in San Jose. Contact ron.dumbarton@gmail.com*

*Every Monday, 4:30 pm. Paint Party at Peso Gordo gallery with painting lessons and other art-focused activities. Fee includes all materials and guided instruction. Visit www.paintcabo.com for more information.*

*Every Tuesday, 8:00 am. Rotary Club at the Sheraton Hacienda del Mar resort. In the Chapel.*

RSVP: 172-0009 or 172-0010
dave@cabok9corral.com for information.

*Every Tuesday, 9:00 am to 1:00 pm. Liga MAC’s used bookstore and thrift shop. El Chamilal (Paseo de Los Marineros Street, almost on the corner of Calle Góleta) in San Jose. Runs through until April.*

*Every Tuesday and Saturday, 8:00 am to 1:00 pm. La Paz organic market. Postal Park, Constitucion and Madero streets. Free.*

*Every Wednesday, 7:00 to 11:00 pm. Yoga at the Hacienda Beach Resort (behind the Puerto Paraiso mall), across from the Marina Fiesta hotel.*

*Every Thursday, 5:00 to 11:00 pm. Art Walk. Visit different galleries; many serve free wine. Historic downtown, San Jose.*

Every Wednesday, 5:00 to 10:00 pm. Art Day. Art, paintings, books, live music. At El Merkado, the Koral Center in Cerro Colorado.

Every Wednesday, 9:00 am to 12:00 pm. Organic and artisans market. Organic eggs, honey, locally made jewelry and beauty products, traditional baskets and more! At La Esquina in Todos Santos. Email Paula at ballenatot@yahoo.com or visit www.facebook.com/lacesquinats. Runs through April.

First Thursday, 8:00 am to 2:00 pm. YoReciclo sets up tents to receive clear glass bottles, metals, plastics (except Styrofoam), thick cardboard, computer equipment (except monitors), small home appliances (except TV’s of all kinds), cellphones and accessories, edible vegetable oil, ink cartridges and toners of HP, Samsung and Xerox only, please. In San Jose at Centenario corner with Idelfonso Green. In Cabo San Lucas at the parking lot of the baseball stadium. Email info@yoreciclo.org.mx for more information.

*Every Thursday, 8:00 am. Rotary Club breakfast at the Playa Grande Resort, Restaurant Brigantine, Cabo San Lucas.*

*Every Thursday, 12:00 to 8:00 pm. Artisans Market at Maco Raapado (Vegetarian restaurant). On the road to the Hacienda Beach Resort (behind the Puerto Paraiso mall), across from the Marina Fiesta hotel.*

*Every Thursday, 5:00 to 11:00 pm. After Office. Live music and special promotions. At El Merkado, the Koral Center in Cerro Colorado.*

*Every Thursday, 6:00 to 9:00 pm. Art Walk. Visit different galleries; many serve free wine. Historic downtown, San Jose.*

*Every other Thursday. You guess which one. Los Cabos Tomatoes, ladies’ social group. All women who aspire to be a tomato are welcome. Email loiscabostomatoes@gmail.com for more information.*

*Every Friday, 5:00 to 9:00 pm. Todos Santos Farmers Market. Music and fun stuff. At The Distillery (but it moves around, so check where it is this week). Email James Black at merlot4@earthlink.net or call (612) 134-8728 for more information.*

*Every Friday, 5:00 to 9:00 pm. Arts and crafts market “El Colibrí.” Original handmade jewelry, homemade food, arts, crafts and original live music. Nothing made in China here. Amelia Wilkes Plaza in downtown Cabo. For more info, or if you are a vendor, please contact Max at 624-108-2250 (Spanish), or email tommyrosa@gmail.com (English).*

*Every Friday, 11:00 a.m. Al-Anon Family Group. Next to Calvary Chapel Corner of Degollado and Margarita Maza de Juarez in San Jose. Call 624-165-3333 for more information.*

*Every Friday, 5:00 to 11:00 pm. Mexican Friday. Live music and special promotions. At El Merkado, the Koral Center in Cerro Colorado.*

*Every Saturday, 9:00 am to 1:00 pm. Liga MAC’s used bookstore and thrift shop. At El Chamilal (Paseo de Los Marineros St. almost on the corner of Calle Góleta) in San Jose. Runs through April. Also, MAC lady books at the San Jose Organic Market.*

*Every Saturday, 5:00 to 10:00 pm. AM Bar. Live music and special promotions. At El Merkado, the Koral Center in Cerro Colorado.*

*Every Saturday, 6:00 to 9:00 pm. Art Walk. Visit different galleries; many serve free wine. Historic downtown, San Jose.*

*Every Saturday, 10:00 am to 1:00 pm. Children’s library open. Story tellers at 10:30 and 12:30. Looking for gently used books. theranchkidz@yahoo.com, Todos Santos. Spanish.*

*Every Sunday, 7:00 to 11:00 am. Bicycle, walk, skate or drag your pet around downtown Cabo. The main drag in Cabo San Lucas closes to vehicle traffic. Great opportunity to exercise and mingle with local families. Each week a different activity, like spinning, aerobics, zumba lessons. Email clubcactusbike@gmail.com for information.*

*Every Sunday, 12:00 to 4:00 pm. Sunday in the park. Secured dog park. Open to the public. Providing a safe location to enjoy your day. For more information, visit www.caboscorral.com for information.*


July 13-15. Annual East Cape Dorado Shoot Out. The entry fee is $500 per team and the winning team will walk away with a brand new, fully loaded, 4x4 pickup truck. The tournament also offers optional side jackpots of $200, $300, $500 and $1,000. At Hotel Palmas De Cortez, Los Barriles on the East Cape. Visit www.vanwormerresorts.com for more information and to sign up.
Run For The Border

BY KRISTIN WINN

There’s the saying that “it takes a village” but in the case of the Second Chance Oregon Animal Rescue (SOAR), it takes two countries.

Since 2011, SOAR has been partnering with several shelters and animal organizations in Portland, Oregon, to expand adoption opportunities for abandoned dogs in the Loreto area.

SOAR works with several shelters and animal organizations in Portland, Oregon, to expand adoption opportunities for abandoned dogs in the Loreto area. One such dog is Susie Q, a seven-year-old female Chihuahua, who was literally dumped at the Animalandia clinic. Many people pitch animals over the fence and into the shelter during the night, apparently believing these shelters have unlimited resources.

Because she was a known volunteer at the clinic isolated her and gave her immunizations, as well as flea, tick and worm treatments. She was spayed by volunteer vets from the U.S. and fostered by a volunteer at Animalandia.

The hunch of the local shelter took Susie Q under his wing and she rode up to the United States with her and five other dogs, crossing the border like they owned it. Cats and dogs cross into the States with no paperwork at all.

Susie Q. went from being dumped at a Loreto shelter to an American glamour girl.

For more information on SOAR and/or to make a donation, contact Kristen Winn at kristenwinn@comcast.net.

TV show ever made with All international channels, no monthly. $400 USD. Call 624-178-0413 (tf)

42 UNIFILTE SPORTFISHING Yacht for sale berthed at PLC marina P-01. $60K OBO. Contact US (210) 551-9140. (# 24)

Rescue Express for the bus trip and $100 of the Second Chance Oregon Animal Rescue (SOAR), it takes two countries. Since 2011, SOAR has been partnering shelters in Loreto, with shelters in Portland, Oregon, to expand adoption opportunities for abandoned dogs in the Loreto area.

To date, the organization has transported 229 dogs from Loreto to Portland, where they have all been successfully adopted.

SOAR partners with Segunda Chansa (Second Chance), a private dog rescue, and Animalandia, a spay and neuter clinic, in Loreto. They also have a transport partner, Rescue Express from Eugene, Oregon.

The Loreto dogs have been socialized to be gentle, loyal, calm and loving. They are adopted quickly and it is amazing to see how dogs who have been living on the streets in Mexico easily become accustomed to the good life in Portland. For animals that have not received a lot of love or care, it is a new beginning, one with plenty of food, toys, a soft place to sleep and long walks. Yes, they settle in their luck very quickly.

Run For The Border

Sometimes dogs are better at it than people
For Sale/Rent

Nightclub/hotel/offices

$1.2 million or lease for $6,000 a month. We will listen to all offers.

Cabo San Lucas

Ready For Occupancy

Call today and retire to a sunny and warm beach town by next week. Contact

David Flores
david@gringogazette.com
Cell (624) 121-1214
is the first phase of the Tres Santos development, which is going nowhere. When we ask why the lack of progress, we are told they are “reconceptualizing,” which we take to mean they’ve realized their old sales strategy wasn’t working, so now they’ve got to figure out some new angle to move those residences.

Their old strategy was having a few overage hippies in Birkenstocks extolling the virtues of sustainable living. Turns out building 5,000 new Gringo homes in a town of 4,000 Mexicans wasn’t considered sustainable, especially when the developers were caught stealing water from the town. Desalinization is sustainable, taking water with no meter in place is not. Who knew? Apparently not Black Creek, the embattled developer.

But, regardless of how much Tres Santos ultimately does or doesn’t build or sell, Hotel San Cristobal has already established itself as a place where tourists and locals alike can have fun, relax and get away from it all.

If you want to go for a pool day or for drinks and dinner, the hotel is only a couple of miles outside of Todos Santos, not far after the highway splits into a Y to go to Todos Santos or La Paz. There are plans to get highway signs and a billboard to alert visitors when they’re getting close, but for now be on the lookout for the stone and steel pillar that has the (barely visible) Tres Santos name on it. There’s also a temporary Hotel San Cristobal banner flapping between two palm trees, but by the time you see that, you’ve already whizzed past the dirt road. No biggie, just continue on the paved road a little further and turn around at the El Faro entrance.

And if you’re interested in booking a stay, you can make reservations online at www.sancristobalbaja.com.

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Captains and clients worked hard, but from limits of dorado boats went down to a single dorado bite. When found, the fish weren’t interested in eating. There was a dorado here and there; anglers lost the occasional wahoo. Pargo, cabrilla and triggerfish were still in the rocks. A few jack crevalle and rooster fish were around, but that was it.

Things change fast. The thing with the algae bloom is that the warm water that created it will suddenly kill it off as the temperatures continue to climb. Then, the waters turn blue. Hopefully, by the time you read this, conditions will have swung back again.

Cabo San Lucas
Tracy Ehrenberg www.piscesportfishing.com
Larry Edwards www.coratecharters.com
San Jose del Cabo
Gordo Bank Pangas www.gordobanks.com
East Cape
Rancho Leonero Hotel www.rancholeonero.com
Jen Wren Sportfishing www.thejenwren.com
La Paz
Jonathan Roldan’s Tailhunter International www.tailhunter-international.com

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NEW HOTEL WAAY OUT...
continued from page 8

onto the beach.

Perhaps to insure the tranquility of the two factions, the hotel employs many family members of the fisherman. “We created 53 local jobs,” Meghan says. “I’d say, in a town of 4,000, that’s pretty good.”

And that’s not the only way the hotel is working to support the community, which is a big part of Bunkhouse’s company ethos. They work with the Palapa Society of Todos Santos, and they partnered with Nike to donate sneakers for the local kids.

The hotel also has a kind of unofficial animal adoption program where they work with local animal shelter Pescy Dogs. They bring in dogs, parading them by unsuspecting guests who might be cajoled into adopting. The hotel works with a local vet to get the dog’s health certificates done up so they can go back to the States with the guests. Meghan tells us so far they have found homes for seven critters.

The hotel, along with Jazamongo, the restaurant that sits up on the hill in Todos Santos, just about four miles away at the other end of the property, is the first phase of the Tres Santos development, which is going nowhere. When we ask why the lack of progress, we are told they are “reconceptualizing,” which we take to mean they’ve realized their old sales strategy wasn’t working, so now they’ve got to figure out some new angle to move those residences.

Their old strategy was having a few overage hippies in Birkenstocks extolling the virtues of sustainable living. Turns out building 5,000 new Gringo homes in a town of 4,000 Mexicans wasn’t considered sustainable, especially when the developers were caught stealing water from the town. Desalinization is sustainable, taking water with no meter in place is not. Who knew? Apparently not Black Creek, the embattled developer.

But, regardless of how much Tres Santos ultimately does or doesn’t build or sell, Hotel San Cristobal has already established itself as a place where tourists and locals alike can have fun, relax and get away from it all.

If you want to go for a pool day or for drinks and dinner, the hotel is only a couple of miles outside of Todos Santos, not far after the highway splits into a Y to go to Todos Santos or La Paz. There are plans to get highway signs and a billboard to alert visitors when they’re getting close, but for now be on the lookout for the stone and steel pillar that has the (barely visible) Tres Santos name on it. There’s also a temporary Hotel San Cristobal banner flapping between two palm trees, but by the time you see that, you’ve already whizzed past the dirt road. No biggie, just continue on the paved road a little further and turn around at the El Faro entrance.

And if you’re interested in booking a stay, you can make reservations online at www.sancristobalbaja.com.
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