

Dear Dr. Frank,

In relation to the recent events that have been happening in the *pueblo mágico* of Todos Santos, having to do with the Tres Santos project and a group of fishermen advised and manipulated by a minority of pseudo-leaders and people outside of our community with the only goal of confusing wrong information to the society in general, trying to boycott the only important project that has come to Todos Santos and that we are sure will position us as one of the best tourist destinations in the country and the state of Baja California Sur.

I'd like to let you know that on January 25<sup>th</sup>, 2016, the president of the fishing cooperative in conflict, Juan Jose Peralta, denounced in front of the media the lawyer who is leading this movement, and informed the public that he [Juan Jose Peralta] is in favor of the Tres Santos project, which gives us an idea of the shady interests of the people that are only looking to create a setback in the development that we, the Todos Santeños, long for so badly; therefore, as president of the ejido of Todos Santos I inform you of the following.

As with every project, there are factors interpreted in different ways, I see in this project both strengths and weaknesses.

#### Weaknesses

1. As a successful project it has generated envy that has to do with the increased competition for those [residents] who don't aspire to accomplish more
2. Manipulation, misinformation, and creation of a conflict by people outside of Todos Santos
3. Carry-over of people from other communities (environmentalists, young people, and civilians) that don't have anything to do with the conflict in a clear example of manipulation and opportunism
4. Social media that is utilized in this scenario, with goals that are strictly nefarious and completely lack the truth
5. Opposing, radical, and pseudo-professional leaders that only seek their personal and family interests and that use people by taking advantage of their ignorance and good faith
6. Journalists that misinform, magnifying and consider the declarations of two or three individuals to represent a community, such as the series of articles published on January 19<sup>th</sup>, 2016 by reporters of little professionalism and credibility

#### Strengths

1. The Tres Santos project is valued and welcomed by the *pueblo mágico* of Todos Santos
2. The municipal delegation of Todos Santos as well as our ejido extend our welcome to the project and feel proud of having the support of an educational institution of such high prestige as Colorado State University in Todos Santos
3. The development company has respected the policies that govern ecological laws in Baja California Sur, as well as the permitting processes with the corresponding authorities
4. The Tres Santos project is the first important project to be developed in our community and represents the employment opportunities that the Todos Santeños need so badly.
5. The development company has always shown good will and interest in a permanent dialogue with the fishermen and has offered all of their support in repairing and maintaining their boats, facilities, contributing to the welfare of their livelihoods, and by doing so, providing a better quality of life for their families.

With the aforementioned points and with the certainty that soon we will see this project take shape in our town of Todos Santos, above all we should thank you for bringing attention to our land to help us to grow in front of the eyes of the world. Thank you for believing in us!

With this, I warmly send you my regards.

Sincerely,  
Professor Jesus Fruto Contreras Agundez  
President of the Ejido Commission, Todos Santos Ejido