



Club Cascadas de Baja

CASCADAS LEGACY JOURNAL / 2018 ISSUE 1

President's Letter

What an amazing year it's been for Club Cascadas! As you know, according to the original Association documents, when 80% of the Villas have been sold, the Developer (Giddings family) is required to turn over the balance of the inventory to you, the Members, and resign their positions on the Board. This event happened on January 1, 2018, after almost an entire year of planning and effort. It was a huge undertaking that went off without a hitch. The Developer Board Members (Pat Giddings, David Giddings and Mark Giddings) all agreed to stay on as "special advisors to the Board" during the transition. We were very grateful for their continued input and direction.

The three remaining elected directors (Richard Bort, Larry Greenberg and I, Marty Russell) remained and were re-elected at the 2018 annual meeting along with Mark Giddings and Glen Brush. The smooth transition could not have happened without the superb effort of our General Manager, Miguel Torres (and his entire staff at Cascadas), our new C.O.O. Mauricio Quezada (in Cabo), Dave Stoenner (and his great on-site sales group at Cascadas). Trading Places and their staff have also truly become our partner in this venture and added greatly to all that has happened. Thank you especially to Asael Sandoval, Luis Moran, Doug Wilcox and last but certainly not least, Casey Clayson, the administrative glue that holds everything together.

You would literally not believe the amount of personal time Directors Bort and Greenberg spent reviewing documents, financials and legal structure. They took their volunteer positions and time commitment to a whole new level. Thank you both so much for all you did. Also, we could not

have been successful without Jessica Kim, of the Giddings Company. Her more than 25 years working with Cascadas allowed her to advise us on how to set up and run the new companies, both in Mexico and the United States. We couldn't have done it without you Jessica. Thank you.

Well, now we all move forward after a great launch, to continue the wonderful tradition called, Club Cascadas de Baja. The goal is to preserve and protect what Pat and Ed Giddings so remarkably established. I know your new Board and Advisory Committee (Mark Gross, Erick Malm, David Belanich and Early Asbury) will embrace the awesome responsibility of being caretakers of this amazing asset. And, of course Mark Giddings will continue the fantastic job of the remodeling program, with the same special care that he has always taken.

Thank you to each of you, and your families, for being such an important part of this adventure! See you on the beach!

Marty Russell
President



OWNERS' INFORMATION GUIDE

Your Board, COO, Onsite Management Team, and Sales Team have worked hard to create an "Owners' Information Guide" which explains the many facets of the Cascadas de Baja Association, which you may fondly know as the "Club." To view the guide please visit the Club website at www.clubcascadasdebaja.com and click on the Owners Corner tab in the upper right-hand corner. Under Recent Activity you will see two versions available: a printable version and one for online viewing.

We hope that the "Owners' Information Guide" will answer any questions you may have about your resort, your Board of directors and so much more!

Manager's Message



A warm Hola from your home away from home. I wanted to take advantage of this space to thank our outgoing Cascadas BOD Members personally and on behalf of the whole Cascadas team, for all the time, effort and passion they dedicate to their home away from home, "Club Cascadas de Baja". I

also wish to welcome Glen Brush and Mark Giddings to the Board and congratulate Richard Bort, Larry Greenberg and Marty Russell for being re-elected during our recently held Annual Assembly. I reiterate that the entire Cascadas team is committed to working together for the welfare of our precious jewel called Club Cascadas de Baja. I also want to take this opportunity to congratulate our COO Mr. Mauricio Quezada, who has diligently, arduously and professionally worked during the past year to

make the transition from the Developer to the Club seamless, which was achieved as planned.

When you read this newsletter, we will be in the middle of our summer, preparing as we do every year for our maintenance period. We hope that we do not have any delays caused by weather and can perform our maintenance program as planned to enter into our high season in October in the best way possible.

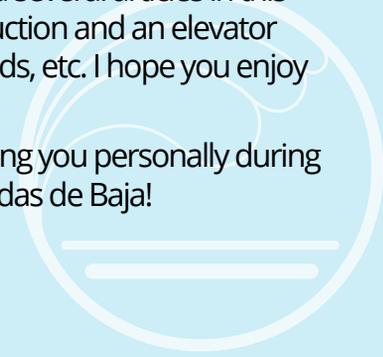
Club continues to look better and better as the months pass by, thanks to the effort of our hard-working team and the projects approved by our Board.

Dear Members, you will find several articles in this newsletter such as a construction and an elevator update, team building, awards, etc. I hope you enjoy each one of them.

I'm looking forward to greeting you personally during your next visit to Club Cascadas de Baja!

Saludos,

Miguel Torres
Resort General Manager



Awards

The Club was recently awarded with Trip Advisor's 2018 Certificate of Excellence, based on reviews posted on their website; the Club had also received this high distinction in 2017.

Interval International awarded Club with the SELECT resort plaque in March, based on the scores and reviews from guests coming through their exchange program into Club Cascadas.

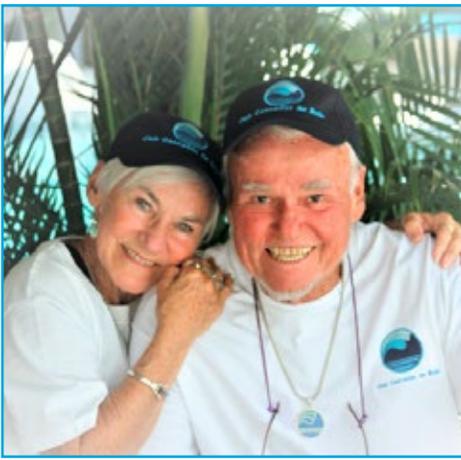
Booking.com provided a Guest Review award based on a 9.1 score (out of 10) from guests reviewing Club Cascadas who make their reservations through their portal.

We thank you for filling out the comment cards, it helps us improve and work on our areas of opportunities and know what we are doing well. Please note that if you forget to fill out your comment card at the resort, you may also fill out a survey online by visiting the Club website and clicking on the How are we Doing Button? at the bottom of the page. The onsite team shares positive reviews for Members of the staff with them to recognize their efforts and high level of service!



Members and Memories

by Denise Juno



The Foell's described their experience of buying their first piece of paradise like this..."A young Aida showed us Margarita 19 and we fell in love with it," Dick explained. "Chic handed Aida a credit card and said, 'We'll take it!' Aida looked at the card, and then looked at the Foell's and replied, 'What do I do with this?'"

They chuckled at the sweet memory because everything was such a new experience for everyone at the Club. After that, Aida, Chic and Dick went to Rory in the sales office, who processed their credit card, sealing the deal of their dream come true! It was then that Rory gave them the nickname of "PRESSURE BUYERS!"

The Foell's have invited many friends throughout the years to accompany them to Club, and as a result, at least 52 villas/weeks have been purchased by their friends, and friends of friends! The Giddings family and Patricia Giddings herself personally thanked the Foell's by inviting them to stay in the Giddings House for 4 nights where they enjoyed being entertained by the founder of the Club at a special party in their honor.

The memory making will continue for years to come since Chic and Dick are legacy Owners, and they are happy to announce that their son joined the legacy as well!

We appreciate Owners like the Foell's very much at Club Cascadas De Baja! We wish them and ALL of their extended Club families many more happy years with us here at the club.

Thank you!

A Membership is born...

Frank and Cheryl Barone from Aruada, Colorado, shared their story about how they became Club Cascadas Members.

In 1991, the Barone's experienced

Club for the first time when they used a friends' time share in June. They enjoyed it so much that they started thinking about returning on a regular basis. Frank said, "After chasing our sales rep, Bob, away for four days," they found themselves hunting him down, so they could purchase a villa of their very own! It was a Perlita.

When Frank and Cheryl returned the following January, they spent time with family from Los Angeles which included their 3 grown children, their spouses, and significant others. Watching the joy and companionship that existed within this group, prompted the Barone's to upgrade to a 3-bedroom unit that they could share with their own family and friends for years to come! After that, "the rest is history," stated Frank.

"We enjoy two weeks stay each time we come to Club Cascadas...in the months of February, May and October." Cheryl said that they "think of these times as punctuation marks in our lives" and



"the sweetness of DOING NOTHING is our mantra!"

In February 2018, the Barone's added another two weeks to their winter stay and simply stated: "Cascadas is our home away from home, our community, and we think of many people here as our extended family."

Thank you for sharing your story with us Frank and Cheryl! We love being part of your family, and we are looking forward to seeing you back at 'home,' very, very soon!!

Here at Club Cascadas De Baja, there are a few people who seem to be known by just about everyone. Chic and Dick Foell are the perfect examples. This fun-loving couple from Clovis CA are among the group of original Owners who bought in 1987!

Chic, a native of Bay City, MI, and her husband Dick of Huntington Beach, CA will be celebrating their 56th anniversary this coming September. The couple look and act as if they are on their honeymoon everywhere they go! They always coordinate their clothes and wear matching attire (whenever possible) no matter where they are. When they come to Club, they wear their favorite Club Cascadas everything...matching hats, t-shirts, jewelry, etc. You name it, they got it! Their affection for each other was obvious when, during our interview, Dick began to sweetly serenade his lovely bride, while staring into her eyes! Chic blushed at him and announced that even in the wee hours of the night, she hears him singing to her!

Chic and Dick's legacy at the Club began years ago when they were invited by their daughter and son-in-law, who had recently purchased a villa. "Back then," said Chic, "it was way different. Our daughter and her hubby were on vacation in Cabo and they saw a salesman from Club Cascadas on the corner of a downtown street. He gave them a presentation and they bought. They invited us to join them on their week, and then WE bought our first villa. We returned every year and each year for four years in a row, we bought a new unit!"

Treasurer's Report

Calendar year 2017 was a momentous one for the Cascadas de Baja Association (the Club). The Giddings family kept their long-standing commitment to turn over the last 20% of the Legacy units to the Club, a total of 1,130 intervals, which happened at the end of December. The Club created a new sales subsidiary, Cascadas Vacations Inc (CVI), to sell this Legacy inventory, meanwhile using unsold units for rentals and bonus weeks. CVI also helps Members with viable options for their units or to offer them as bonus weeks. All the previous sales staff transitioned to CVI staff when turnover occurred.

The 1130 intervals, with which CVI began with in 2018, incur Maintenance Fees of about \$955,000 that are owed to the Club. Sales of inventory during the year will reduce this amount. CVI's revenue will be used to pay these maintenance fees owed to the Club after paying commissions, operating expenses, and taxes. CVI's revenues come from sales, rentals, bonus weeks, commissions, and

various fees. The first few months of CVI's operations give us confidence, as a Board, that CVI will indeed be able to pay the Club all the fees it owes; should there be surplus funds, these would be allocated towards the Club's ongoing remodeling of the facilities.

Financially, 2017 was an outstanding year. The Club generated a significant cash surplus that was added to the Capital Replacement Fund to be used for remodeling the resort. A significant part of the surplus came from being able to buy more pesos with the dollars collected from Members' maintenance fees than had been budgeted. A second factor was that our on-site staff, headed by General Manager, Miguel Torres, was very effective in reducing many other expenses below what had been budgeted. We all hope and expect that 2018 will be similarly outstanding financially.

Larry Greenberg
Treasurer

Cascadas Beach Grill

We are honored to invite you to come and renew your wedding vows at our very own Cascadas Beach Grill restaurant.

Celebrate extraordinary moments under the moonlight at the best beach in all of Cabo San Lucas.

Don't forget to book a romantic dinner for special occasions! We have a unique menu waiting just for you.



NICK BURSON

Hello! My name is Nick Burson, and I am your dedicated Club Cascadas exchange agent here at Trading Places International.

I was born in Escondido, CA however my family moved to Orange County when I was just 4 years old. Growing up I spent a lot of time playing sports (baseball and water polo), camping, countless weekends at the beach and fishing the waters off Southern California. Outside of work I spend my time traveling, cooking, sport fishing and visiting local breweries.

I began working for Trading Places in early 2006 as an exchange agent. After various roles over a few years, I began working closely with Club Cascadas Owners, on-site management and the sales staff in 2012.

You can contact me regarding any aspect of your Ownership. If you need to reconfirm your arrival dates, or want to have a guest use your villa, I am here to

update that for you. If you are interested in upgrading your villa to something larger, exchanging back to Club Cascadas during a different time frame or to another location let me know! I have a lot of knowledge about the locations we work with on exchange, and the industry as a whole, and am eager to share that with you. If you just want to provide feedback on how your last vacation was the best ever, I am here for that too!

On one last personal note, I very recently had a major life event... I got married! My wife and I met at a travel industry conference in Nashville, TN and, after realizing we live close to each other and had very similar interests, quickly became inseparable. We were married on the south shore of Kauai on April 23rd, 2018.

I look forward to working with you and making sure your hard-earned vacations are the best they possibly can be. Cheers!



Pre-Arrivals and Arrivals

by Mauricio Quezada



In order to expedite the check-in process, the Front Desk team continues to send pre-arrival forms to our Members a few weeks

in advance. You can pre-fill all required information required at check-in prior to your arrival date to smooth and accelerate your time spent checking-in. You may fill out the check-in form regardless of your arrival date at any time. No credit card information is needed through the online form. Take advantage of this and save time upon arrival through the Club Cascadas website: <http://clubcascadas.com/resort-information.aspx>.

Needless to say, you are more than welcome to hang out by the lobby upon arrival and enjoy the complimentary margaritas and iced tea that Felix and

Jorge prepare every week with a big smile on their faces. If this isn't enough, the onsite team is now also proud to introduce "The Welcome Churro!" served at a churro cart in the lobby. This touch of flavor was added at the beginning of the year

to commemorate the beginning of the Legacy program and was so widely loved by Members that it has become



a weekly tradition. Enjoy complimentary churros with the filling of your choice: caramel, chocolate, strawberry or "lechera" (condensed milk). We hope you enjoy on your next visit!

2018 Annual Meeting Summary

The Club Cascadas de Baja Association 2018 Annual Meeting took place on June 23, 2018. Below is a brief recap of the meeting to update you on some of activities and discussions that took place.

Overview of 2017-2018

A report was given on completed projects, staff events, and resort happenings during the 2017 year and a video was shown of the ongoing remodeling taking place.

Update on the Financial Status of Club

A report was given on the 2017 yearend financial review. The results were excellent and showed the Club continues to operate with strong financial health.

Sales Update

The on-site sales program presentation showed that 2018 sales have been stronger than projected. The Return and Refund program has already returned more than \$1 million back to Owners who no longer want their Memberships.

Election of Five Board of Directors

Former Special Advisor Mark Giddings, incumbent Larry Greenberg, and incumbent Richard Bort were elected to serve a three-year term on the Board. Incumbent Marty Russell and Advisory Committee Member Glen Brush were elected to serve two-year terms on the Board. Congratulations!

For a more detailed summary of the 2018 Club Annual Meeting, you may find a copy of the Annual Meeting Report, Annual Meeting Minutes, and an FAQ located under the Owners Corner section of the website.

TELL YOUR FRIENDS

On January 1, 2018, the original Club Cascadas developers, the Giddings Family, turned over all unsold inventory to your homeowners' association as part of their Legacy commitment. Thus, every villa that gets rented this summer generates income for your homeowners' association. This income goes to help support the ongoing operating costs, long term improvements and renovations, and it helps to keep our annual dues the lowest possible. Tell your friends about Cascadas and encourage them to come on down for their own family fun this summer. Summer time is the ideal time for full family fun in Cabo and you have the opportunity to stay in some of the larger villas that are rarely available in the winter (like the Arco or Perla villas)! We have special Inspection Rates for first time guests and you know your friends will be treated with the same warmth and hospitality you've come to love at Cascadas. To make reservations, have them go to the Club website, or they can contact Barbara Montgomery for exact availability and Member rates.

barbara@cascadaslegacy.com
661-304-1309 (California Office)

2018 Renovations

by Mauricio Quezada

The 2018 renovation program began in March and is currently underway. Originally only buildings 24 & 22 for a total of 8 villas were scheduled to be renovated. Both buildings include 2 Malaga villas, an Escondido and an Escondido-J. Last April, the Board of Directors also authorized to move forward with building 21 given the healthy financials and that it made good sense, both operationally and logistically, as the best time to complete this section of the resort.

In previous years, the construction took place during the summer season; but, this year, the construction was spread over a longer period to lessen the inconvenience to Members.

Mark Giddings continues to be deeply involved with the construction process. He has implemented changes to the units with the best interest of the Members in mind to enhance the Cascadas experience in these villas by maximizing unutilized space and turning it into living space. He is also adding new features for the Members' enjoyment. The on-site team, contractor and

various vendors are working together in a joint effort to come up with a product of unparalleled quality.

The renders for these units are now available on the website at <http://clubcascadas.com/accommodations.aspx>. Just click on the corresponding unit type. If you are onsite, feel free to check them out, the onsite sales team will be happy to take you on a tour through the building.

We also took on the replacement of the elevator for the Palmas building this year. We apologize for the inconvenience caused having the elevator out of service, the replacement was much needed, and many Members will benefit from it.

Thank you for your patience as we try to make Club more beautiful for you (if that's even possible).



English Lessons

It is important for Club to provide excellent service to our guests through training. On April 2nd, we began an English language course for the staff. Classes are taught three times a week with two different schedules available to be able to continue running our operation uneventfully. Currently, we have 50 registered students with the possibility of increasing the number even further should more staff members choose to enroll in the program. The lessons are paid for by the Club and represent no cost to any staff members. During certain classes, we are happy to invite you to become a part of this great experience.



Team Building by Hector Lopez (HR Manager)



Club Cascadas de Baja entered into an agreement with the State's Institute of Adult Education (IEEA) on March 27th. The purpose of the agreement is for every staff member of Club to complete their basic education studies. The classes take place onsite twice a week, making it easier on the staff to avoid having to find transportation to go elsewhere. Thus far, 25 staff members have enrolled into the program; 12 of them have now completed their basic education and obtained their Diploma. Upon all 25 staff members completing the program and passing their tests, the Club will be certified accordingly as a company free of educational lags. Earning this certificate will show our commitment to promoting personal growth and will give Club recognition as a resort that cares about education and its staff.

Facebook and All Things Cascadas

Stay connected with resort activities, you can never get enough Cascadas news!



As part of the Legacy program turnover, we've created an easy way to stay connected with what's happening at Club Cascadas: the All Things Cascadas e-mail updates for Club Cascadas Members and guests. Emails will be sent once monthly on average and will include updates, specials, helpful information and answers to the most commonly asked Member questions. We respect your email privacy; your personal information will be kept secure and will not be shared with anyone.

The purpose for All Things Cascadas is ONLY to send you electronic updates, special offers and information related to Club Cascadas de Baja. You may choose to 'opt out' at any time. To subscribe to All Things Cascadas and start receiving the most recent news and relevant information on the Club please go to the Club Cascadas web site and add your e-mail, or you can send an e-mail to ATC@cascadaslegacy.com. For weekly updates, photos and stories on the Club please follow us on Facebook at <https://www.facebook.com/ClubCascadas>.



Message from Mrs. Giddings

Dear Cascadas Members,

I hope this summer everyone takes some time to travel to Cabo to relax, rejuvenate and spend time with family and friends. I have the great pleasure to spend a few weeks at Cascadas this summer with my family. We will try to work less and play more! Words can't convey my excitement for staying at Cascadas this summer!

There are so many new and exciting things happening with the Club that I am astonished by how well we are doing and how we continue to do better than ever. Sales have been doing excellent and everyone loves the new enhancements that my son Mark, along with the CEO Mauricio Quezada, General Manager Miguel Torres and the Cascadas staff have been able to accomplish over the last



few years. It takes a lot of planning, cooperation, enthusiasm, and passion to keep pushing our collective vision forward! With the support of Trading Places, our dedicated Board of Directors, an extremely knowledgeable and friendly sales staff, and you the caring member, we truly have a resort that we can all be proud of! My hat is off to everyone who makes it happen!



I know that it isn't always easy to have patience with construction and the dust and noise that comes along with progress, but we know in the end you will love the results. Our family and the Cascadas team thanks you for your continued commitment and patience with the process.

May your summer be blessed with good times and cherished memories with your friends and family and hope to see you soon on the sands on the beach of Club Cascadas De Baja!

Saludos,
Patricia Giddings

JORGE MARTINEZ VAZQUEZ by Alberto Diaz (Controller)

Jorge Martinez was born and raised in the Port of Veracruz. Jorge arrived in Cabo San Lucas on May 27, 2000, accompanied by his wife and two children.

He started his Cascadas journey on June 19, 2000 as a Purchasing Manager. For the past 18 years of professional, diligent, and responsible dedication, Don Jorge demonstrated his commitment to always seek what is best for the Club.

This upcoming August, Jorge will reach another stage of his life, said stage includes happy retirement, where he is planning to fully enjoy spending time with his family, wife, daughters and

grandchildren.

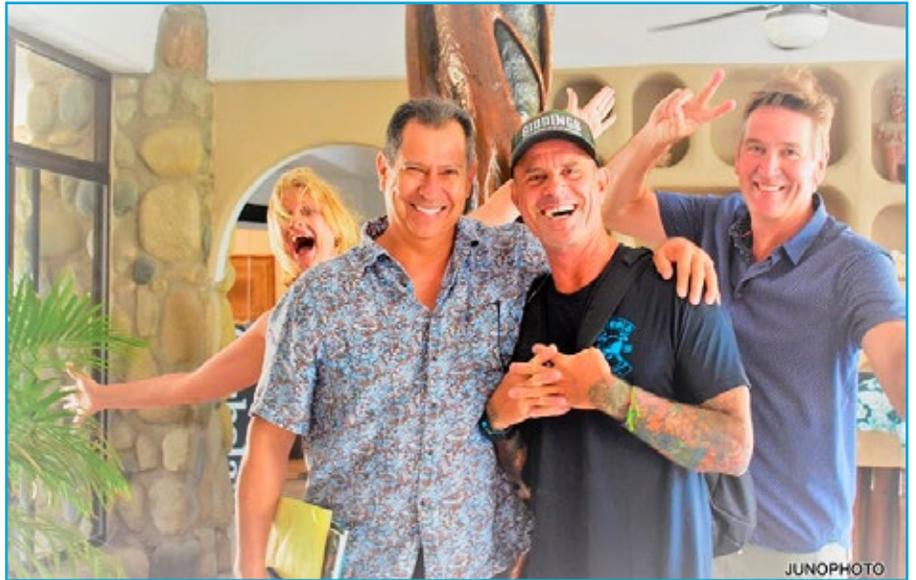
Don Jorge, on behalf of all the people that make up Club Cascadas de Baja, I want to thank you for all your years of service. I hope you will enjoy this new stage in your life, knowing that you will be missed here in your other Home and will always be welcomed.



2018 Annual Meeting



Members and Memories



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INTERNATIONAL

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Write to board members c/o TPI at the above address.



Club Cascadas de Baja

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Mexico Tourism Office 800-262-8900
E-mail: ccdb@tradingplaces.com
Website: www.clubcascadasdebaja.com
TPI Corporate From Mexico 001 949-448-5150

Club Cascadas de Baja disclaims any responsibility for claims made or the performance of goods and services advertised in this newsletter.

OWNER SERVICES

800-365-7601 ext. 1 | ownerservices@tradingplaces.com

- Deposit your week (TPI, II) / Inquire about your contract
- Re-confirm your arrival date - *this can also be done online at* www.clubcascadasdebaja.com/reservationrequest
- Pay maintenance fees

Important Maintenance Fee Information

Regular association dues are billed annually and are due and payable per your ABC policy. A statement is mailed to you as a courtesy; non-receipt of a statement does not relieve you of your financial obligation.

Pay Online at www.clubcascadasdebaja.com/pay

Questions about your Maintenance Fees or Assessment

Billings? Call the Accounting Department at 800-365-7601

ext. 7 or e-mail billings@tradingplaces.com

EXCHANGE

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- NO MEMBERSHIP FEES
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- Rent additional time at Club Cascadas, or other TPI resorts
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RESALES

To buy, sell or inquire about the Cascadas Vacation Legacy, contact the on-site sales team at 888-846-5571, 949-640-8742 in California, or e-mail sales@cascadaslegacy.com

RESORT MANAGEMENT

As your management company, Trading Places is dedicated to making your property the best it can be. Please feel free to contact us at any time.

GOT BOOKS?

Don't forget to toss a few books into your suitcase next time you visit Club Cascadas. The lending library is hungry for some new reading material!

Contact Information Reminder

Please remember to update your contact information with Trading Places International to ensure that you receive important association mailers and billing statements.

You can update your contact information directly by calling 800-365-7601 ext. 1 or by visiting <http://www.clubcascadasdebaja.com/Owners-corner/index.aspx#changeofaddress>

Tell Us Your Story!

We'd love to hear from you! Will you share your comments, stories, and vacation photos with us?

Please send your story and fun and pretty (high-res) vacation shots to Trading Places International, Attn: Casey Clayson at 25510 Commercentre Drive, Suite 100, Lake Forest, CA 92630 or email casey.clayson@tradingplaces.com.



Did You Know?

Getting from the Los Cabos airport to Club Cascadas is a breeze when you book your transfer with TransCabo. For the reasonable price of \$22.00 per person (including tax), you will ride in a cool, clean and comfortable shuttle van straight to the front steps of your home-away-from-home.

TransCabo now offers the option of booking a handicap accessible van as a private transportation option.*

Please go to www.tradingplaces.com/travel/caboground for more information and to make your transportation reservations.

*Handicap Accessible Van is subject to availability and confirmation is required.