



Club Cascadas de Baja

CASCADAS LEGACY JOURNAL / 2018 ISSUE 2

President's Letter

Dear Members,

As we prepare to begin 2019, our second year of Legacy and the turnover of the Club to its members, it is a good time to look both back and also forward.

We will never be able to thank Pat Giddings (her family and staff) enough for their help in making sure that everything was in perfect order for us to move forward this year. Mrs. Giddings has remained as a Special Advisor, and Board Chair Emeritus. She attended our October Board meeting, and you can be sure that when she speaks, the Board listens. We value her opinion and input. Thank you, Pat, for all you and Ed did in creating such a beautiful resort.

Also, in looking back, we are grateful for our team. Mauricio Quezada for his amazing work as our Chief Operating Officer (with overall responsibility for the entire operation). Miguel Torres as our fantastic on-site manager overseeing the day to day on-site operation, including all of our staff. Dave Stoenner who manages the sales operation, with great assistance from his entire team at Cascadas (and welcome Africa to your new position there). Of course, special thanks to Mark Giddings for another successful year of remodel. The Board of Directors, Advisory committee and Trading Places all make up the group charged with oversight and management. Great job by all.

As we look forward, it's easy to get excited about all that's on the horizon. We have successfully negotiated taking over the restaurant (including the spa, minimart, clubhouse too and both pool bars). We have felt that these operations were virtually an amenity to the owners and operating them directly was in the long term best interest of the Club. The change will take place sometime in early spring of 2019. Along with that, we will begin a much-needed complete remodel and upgrade of the kitchen facilities. Unfortunately, it will be necessary to somewhat modify the menu and service during



this construction time. You will be getting more detailed information as it becomes available.

To increase the size, the workout room switched places with the Kids Club (located by the main Clubhouse) and has been remodeled with the addition of new commercial equipment. Many other common area improvements are also planned for next year.

We are all very aware of the Arroyo noise problem and our management is doing everything possible to get it solved. Suffice to say, it is a very complex issue and requires negotiation with several groups and agencies. We don't own that property and merely demanding they be quiet will not get it done. We have engaged legal counsel to help us deal with the specific situation, and we will travel as needed to attend meetings and hearings related to this matter.

Marty Russell, President
Cascadas de Baja Association

Comment Cards

We thank and welcome Member's feedback through the comment cards, which are very important to us and can be filled out at the resort or online. Your management team reads and pays attention to every single one. In order to better assist you, we are including a couple of recommendations:

1. If reporting a maintenance issue inside a villa, please indicate which villa you stayed in
2. If you would like to be contacted for follow up on a report or further information, please do not forget to provide your contact information

In order to make the comment cards more useful and efficient, we have recently reorganized the categories to group them and simplify the format for your convenience.

Manager's Message



Here we are, ready to end another year full of memorable moments. By the time that you get a hold of this edition of the newsletter, you will probably be celebrating one of the most significant festivities of the year, Christmas.

I hope that each of you enjoy these festivities in the company of your loved ones and treasure the memorable moments. Happy Holidays.

I wanted to thank you on behalf of the Cascadas family for your loyalty to the Club. It is always gratifying to walk through the corridors of the Club and find so

many people and families with happy and satisfied facial expressions. We do not know how to truly thank all of you for letting us be part of one of the most important moments in your life, "vacation." Thank you very much for letting us be part of your memories and experiences.

I want to take this opportunity to thank our excellent sales department for the year we have had: Dave S, Rory, Pedro, Alfredo, Africa, Gaby, Alberto, Rebecca, Barbara and of course our friends Felix and Jorge. When we thought we could not have a better year in sales, the team surprised us with even greater results.

Viva Cascadas,

Miguel Torres
Resort General Manager



Supporting Our Troops by Mauricio Quezada

Club Cascadas loves the Members, cares greatly about the community, and the staff are family. When possible, Club spares no effort in participating in initiatives to assist others and the destination.

The Mexican Navy does a great job. They are an integral element in keeping Cabos safe, performing sea rescues and many other positive things that become extraordinary. We acknowledge and applaud them for their feats. When called upon to contribute our grain of sand, we always participate accordingly.

As Club relocated and made multiple upgrades to the gym, making the members happy, we had the opportunity to donate the existing equipment to the Navy. We are confident that the equipment we donated will be used properly and be taken advantage to the fullest. Donating was our way of saying thank you for all they do and their actions. We are honored to be able to give something back to the community.

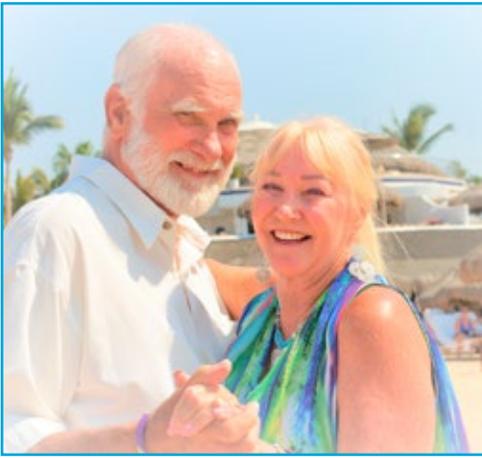
The Navy also provides training courses and certification for "Beach Lifeguard, Search & Sea Rescue," consisting of a high-intensity program that lasts 2-4 weeks. The course is extremely

challenging, with many tests and drills that need to be performed to pass. Many people enroll, but only the best finish it. We are proud to announce that two staff members from our security department have successfully completed the course: Julio Cesar Rojas & Javier Martinez. These fine gentlemen, who look out for Club's security, also keep an eye on the beach. A drill exercise was performed on the Medano Beach a few months ago which was open to the public. What a great moment!



Members and Memories

by Denise Juno



Todd Gerstenberger, a former Formula 5000 race car driver, and Susan Ryan, a successful real estate broker, met in September of 2002. Four short months later, Susie accepted an exciting invitation from Todd to take a vacation together. They had a few places in mind, but ultimately, they decided to go to Cabo San Lucas and stay at Club Cascadas de Baja for their first time ever!

After staying at Club for one night, Todd realized, "I really like this place!" They found Club to be amazing and different from anywhere they each had ever been. Susie decided to take the plunge and buy a villa with Todd. They bought Perlita 12G, week 20 together. "We had an opportunity to buy the following week in the same unit and we thought, 'we already have one week...That's enough.'" They didn't end up buying that second week in Perlita G12 but wish they would have. They continued to come to Cabo each year for their vacation and, as they fell more and more in love with all that the Club had to offer, they found themselves buying additional weeks (6 total)! Susie recalls, "we never thought we would end up owning six weeks EVER in a million years, but we LOVE Cascadas!"

More than fifteen years later, these two lovebirds still love their time at our beautiful Club! The entire family comes down to Club every year to be together and to create great memories. As the family grows, it makes Todd and Susie feel so fortunate that they not only found Club Cascadas but invested in this one of a kind gem of a resort. "We love the family environment and the chance to get together to relax and enjoy each other... It has become part of our family tradition," says Todd. "We look forward to many more years of happiness and great times at the best vacation spot we know!"

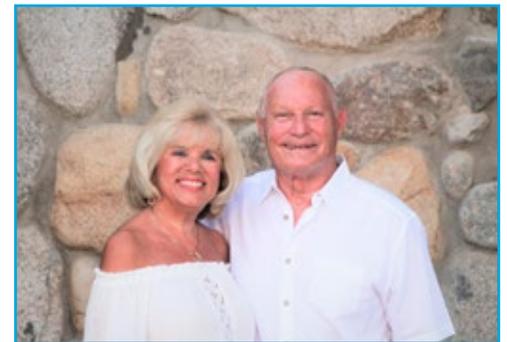
Thank you, Todd and Susie, for sharing your story with us. We wish you many more beautiful years together!

HAPPY 6th ANNIVERSARY to David and Sarah Joseph who are celebrating another year of wedded bliss at Club Cascadas de Baja!

David, a retired business owner, and his wife Sarah, who currently manages the Marriott Concierge Department, met on a blind date in 2010. David knew that when he laid his eyes on Sarah that she was someone special and he wanted to get to know her better. David and Sarah went on several dates and in 2011, Sarah decided to invite David to Club Cascadas for a 'date-cation'!

Sarah had already been a member of Club for 20 years and described it as a place unlike anywhere she had ever been. "That's why I bought not just one

villa, but two!" she said. "The first time I saw Cascadas, it was so beautiful that I actually cried when I had to leave! There's something very special about this place." Throughout her years coming to the Club, Sarah grew to love the ambiance and the familiar faces of the employees and fellow members that have become like family. "The people are so humble and amazing here," said Sarah, "and seeing the same people year after year is SO refreshing, it feels like home!" Thus, she knew it was the perfect place to share with David. When he visited Club Cascadas for the first time, it had the same effect on him. "I ABSOLUTELY LOVE IT!" he exclaimed as he shared his first impressions.



David and Sarah got married at our beautiful Club on November 3, 2012. They have bought two more villas together, giving them an entire month to celebrate their anniversary in style, at their "home away from home!"

We are so glad to have you year after year David and Sarah! We look forward to making your years to come as special as the first!

DID YOU KNOW?

All the electric power provided by CFE in Baja California Sur is generated through the combustion of fossil fuels. Here are some suggestions to help conserve energy and care for our environment:

- Turn off lights and fans when you leave your villa.
- Adjust the temperature of your AC between 73-77 F (23-25 C).
- Keep doors and windows closed when the AC is on.
- For those who have a villa with a pool and/or jacuzzi please indicate your preferred use schedule, so that the water is not being heated for the hours not in use.
- Disconnect devices that are not in use (cell phones, tablets, laptops).

Message from Mrs. Giddings

Dear Members,

Hope all is well with your families and loved ones. Here comes another Christmas and New Years and I just can't believe that it is here again! I just recently returned from Cascadas with my sons David and Mark and we truly had a great time. We had an amazing dinner at Cascadas Grill and I had the "Pericho" also known as Parrot Fish and it was nothing short of superb. What made it even more enjoyable was sitting on the beach under the moonlight with my warm sarape. It really doesn't get any better than sharing an amazing meal with family on the sands of Medano Beach in Cabo San Lucas! It was a great time to reflect on all the blessings that Cascadas has brought to my life, my family, as well as thousands of others, and I know that you the members feel the same way!

We had an exciting time at the champagne ribbon ceremony held for the opening of building 21. I have to say that my son, Mark, along with the Cascadas team, Mauricio Quezada and Miguel Torres and staff, did an amazing job on completing the project. It was no easy feat! They experienced rain delays, power outages, amongst other trials and they persevered to bring another building into splendor for the Club and its members. I am very pleased and proud to see my husband's work enhanced and updated with such excellent quality and craftsmanship and I think you will be too.

I hope everyone has a wonderful holiday and that you get to spend time with their friends and family enjoying the spirit of the season.



Merry Christmas and a Happy New Year!

¡Bienvenidos!,
Patricia Giddings



GLORIA BURGOIN CASTILLO by Teresa Gutierrez (Housekeeping Manager)

Gloria, our team member with the most years of service (32 years in February), started working at Club in 1987. She began working in the laundry department but became a maid the following year. She was born and raised in San Jose del Cabo, and has been married to her husband, Roberto, for 28 years with whom they have had two children. Gloria and Roberto are also blessed to have 4 grandchildren.

During all these years, Gloria has treasured many anecdotes and memories. She recalls, with a lot of nostalgia, when Cascadas only had 11 villas and the Tortuga pool, and you used to have to walk over the sand

to go from building to building. During her many years of service, she has made quite a few friends among the owners and co-workers.

Gloria has trained many of our maids who are currently employed at Club, including myself. I am proud that Gloria continues to be part of my team.

Gracias Gloria por todo lo que le has dado a Cascadas.
(Thank you Gloria for all you do for Club Cascadas.)



2018 Renovations

by Mauricio Quezada



2018 proved to be another successful year for unit remodeling. All three LFK buildings underwent a full-scale renovation throughout the year. Each one of these buildings consists of 2 Malaga villas, 1 Escondido and 1 Escondido-J villa for a total of 12 villas. Club is now more than 50% renovated and 2019 will not be the exception, the Board approved renovating 2 more buildings next year. Nothing makes us happier than watching the expression on the Members faces as they see their remodeled unit for the first time; it is truly priceless.

Mark Giddings brings his unique eye for detail and changes to the existing units to make them better-looking and more functional to the members. It is not only about changing old equipment for new equipment, but rather presenting an entire new look to create a "wow factor." The on-site maintenance crew, the general contractor and many vendors are part of it all for the enjoyment of our members.

Mrs. Giddings was on-site this year for the grand reopening of building 24, the first building to be completed in 2018. There were so many happy

faces all around as they viewed the finished product which is so unique, it could not be compared to anything else.

It has become a tradition every year to hand out shirts and caps and to throw a chicken party with the entire construction team as the crown jewel to commemorate the occasion as the construction approaches an end. This allows the team a moment to take a breath, enjoy and mingle with each other and to talk about items other than work. The tradition will continue next year, and we all look forward to it.

As always, we have no words to express our gratitude to our Members for their patience as we undergo renovations. While we try to minimize the inconvenience, we understand and apologize for any inconveniences that come with the renovation process.

Make sure to take a look and enjoy the magic of the renovated units. The units keep getting better every year as we learn from previous experiences and improve on the processes each year. The on-site sales team will be more than happy to arrange a tour of the newly renovated villas for you.



Blue Flag Certification

by Mauricio Quezada

Club Cascadas was awarded with the international Blue Flag certification for the first time in history. The Blue Flag is awarded to the beaches and marinas that reach a level of excellence for their security and services, activities oriented towards environmental education and water quality among additional criteria.

Blue Flag is a certification developed by the Foundation for Environmental Education (FEE), a company based in Denmark. The FEE is a non-profit organization found in over 73 countries which has been operating since 1981.

The FEE created the Blue Flag certification to promote sustainable growth for coastline environments. In order to achieve this exciting accomplishment, Club Cascadas actively participated in cleaning up the beach, water testing, sharing a lifeguard with Pueblo Bonito Rose, among

many other efforts.

The flag ceremony was held at the RIU hotel and attended by the Mayor and other government representatives who made the distinction official. All the flags along the Medano beach who obtained the distinction, were raised simultaneously.

Jesus Cruz, Alberto Diaz, Mark Giddings, Mauricio Quezada and Miguel Torres attended the ceremony and proudly received the distinction on behalf of Club Cascadas.



Club Fun

Photos by Denise Juno



Sales Department Update

As most of you know, our Club took ownership of the sales department at the first of the year. The sales department handles the sales and rentals of our Association owned inventory, and also the return and refund program, rentals and maintenance fee reimbursement for member owned inventory. All in all, it's been a great year! We've sold 85 memberships owned by the association, and 103 member return and refunds. In addition, the sales department has confirmed over 600 reservations for members and guests on rental or using their bonus week.

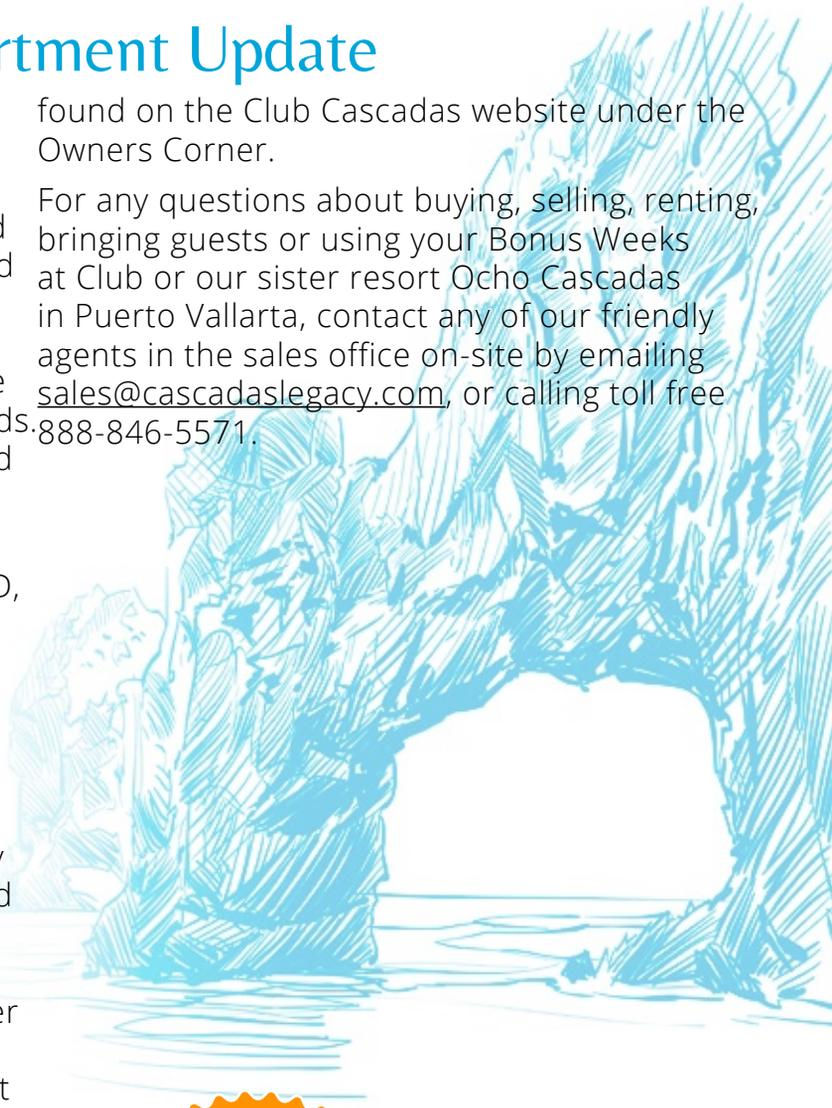
What this means is lots of happy members, AND, over \$1,000,000 to our homeowner association that goes towards the refurbishment costs and the ongoing operational expenses. The Legacy Program worked just as it was planned over 15 years ago. Many thanks to the Giddings family, your Board of Directors and management team in addition to the sales department. The beauty of the entire Legacy Program was that it created an ongoing revenue flow to our association while helping our members and guests. The property looks great. Resale values are stronger than anywhere else in Cabo. Resort occupancy runs above 90% all winter and higher than most every other property in Cabo during the summer season.



Just a word of caution on trying to buy or sell or rent privately... Mexico law requires collecting and remitting a 16% added value tax on all transactions involving Mexico property, no matter where you live or where the transaction occurs and sending money to someone you don't know is never a great idea. As the owner of a week, if you rent privately and your guest causes damage to your villa or the resort, you, the member, are ultimately responsible. Your Board of Directors issued a warning to all owners last year on the risks and liability associated with direct transactions. Their "Considerations" letter can be

found on the Club Cascadas website under the Owners Corner.

For any questions about buying, selling, renting, bringing guests or using your Bonus Weeks at Club or our sister resort Ocho Cascadas in Puerto Vallarta, contact any of our friendly agents in the sales office on-site by emailing sales@cascadaslegacy.com, or calling toll free 888-846-5571.



Deposit and receive 2 TPI BONUS WEEKS!*
Promo code: CLUBNL19

Use Promo Code: **CLUBNL19**. Valid for new deposits only. Deposit your Unit Week by 12/31/2019 and at least 60 days prior to your Unit Week arrival date to receive two Bonus Weeks, for a total of three weeks of usage. Each Bonus Week is subject to a \$229 service fee and valid for a reservation in a Unit up to the same size as the original Unit Week deposited. Each Bonus Week expires one year from the arrival date of original Unit Week deposited. Offer is based on availability, not combinable with other offers, and is subject to change without notice.

Please note, TPI Bonus Weeks are different than those offered through sales. TPI Bonus Weeks are only eligible to be used through Trading Places' exchange program and available exchange inventory.

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Club Cascadas de Baja

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OWNER SERVICES

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- 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

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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.

Facebook and All Things Cascadas

Stay connected with resort activities, you can never get enough Cascadas news! 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 email, or send an email to atc@cascadaslegacy.com. For weekly updates, photos and stories on the Club please follow us on Facebook at [facebook.com/clubcascadas](https://www.facebook.com/clubcascadas).



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.

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!



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.