



Club Cascadas de Baja

MEMBERS' JOURNAL WINTER 2017 / ISSUE 2



President's Letter

Dear Cascadas Members,

I want to wish everyone health, happiness, and love of family and friends through the Christmas and Holiday season. It seems that it just comes out of nowhere and that we are all in such a rush to get all our shopping and preparations done for Christmas, that the New Year suddenly arrives! Quite frankly it is overwhelming! But it is one of my favorite times year where we can be with family sharing time together in the spirit of the season. There is something so unique and beautiful about it that it is hard to put into words. At the same token, there are less fortunate people who struggle through the holidays, so I would urge everyone to take time to help and think of making others holidays brighter and more meaningful for them.

I feel very blessed to have been able to be a part of your lives through our beloved resort Cascadas de Baja. Throughout the years, Cascadas de Baja has provided my family and I with so many wonderful memories. I feel indebted to all of you who have chosen to be on this journey with my family and making our dreams come true for over thirty years! It has taken incredible effort and commitment but the reward and satisfaction is something that my family and I are extremely proud of and we know you are too. We know the Cascadas Legacy will be cherished for many years to come!

As you know, we are entering the Legacy phase of the sales and operation of the resort and as of December 31, 2017 the transition will occur. The Board is working on the creation

and distribution of a Members' Guide that is expected to be launched and sent out in 2018 with detailed information regarding this topic and what that means to you and the Club. In addition to this, the Board hired a Chief Operating Officer, Mauricio Quezada, to spearhead the transition and oversee a seamless transition. Mr. Quezada was already involved with Club Cascadas de Baja as Director of Resort Operations in Mexico for our management company, Trading Places International, and we now have the good fortune to have his full-time experience and expertise to facilitate the transition process.

Lastly, the Board is aware of noise issues and other inconveniences coming from the adjacent area known as the "arroyo." Please rest assured this is something we are actively involved in finding a solution, with a joint effort from on-site and off-site management, the participation of neighboring hotels and legal counsel. We appreciate your patience and understanding.

Rest assured that we, the Giddings, will be involved with the ongoing success of Cascadas by continuing work and communicate with the Board of Directors and Trading Places. Remember your Legacy vacation is our Legacy too!

With warm regards and sincerest best wishes from the Giddings Family. Feliz Navidad!

Patricia Giddings
President, Board of Directors

Tell Us Your Story!

We'd love to hear from you!

If you have any stories or photos of your time at Club Cascadas and would like to share them with fellow members in the upcoming newsletters, please mail them to Trading Places International, Attn: Casey Clayson at 25510 Commercentre Drive, Suite 100, Lake Forest, CA 92630 or e-mail casey.clayson@tradingplaces.com.



Margarito Gutiérrez Morales

By *Jesus Cruz*

(*Head of Security*)

Margarito Gutierrez Morales was born in Posa Verde, Guerrero on February 15th of 1957. He is a former soldier of the Mexican Army in which he served for 17 years. After serving in our armed forces, he came to settle in Cabo San Lucas immediately finding employment at Club Cascadas de Baja, where he has worked since March 13, 2000. For almost 18 years, we have had the pleasure of Margarito working at Club.



The reason why I have written this little biography of Margarito, is to inform our Members of Margarito's retirement this coming December. It is well known that Margarito is appreciated by his colleagues, but also by many or a large portion of the members of the Club, who over the years have shared moments and memories with him. I have personally witnessed how every Thursday, Members of all ages arrive and look for Margarito since he has been part of their memories and visits to the Club.

Margarito, during all these years of service, has been the difference for some people. He has come to the rescue of a significant amount of human lives by rescuing them from being drowned at sea by projecting professionalism and going above and beyond. Many of his companions have stories that we will remember.

I ask everyone that if they see Margarito during the month of December before he says goodbye, to please be sure to thank him for his time and dedication to Club and all his hard work over the past several years. Viva Margarito ...



Manager's Message

Greetings from Club,

Almost a year after arriving in Cabo San Lucas and starting the adventure of running Club Cascadas de Baja operations, I am still flattered by the opportunity I received and, at the same time, I am proud of the great group of people I have the opportunity to lead.

During this time, I have been able to get to know more about the vast majority of them, learning their stories of how they came to this great family, how they have grown over the years and their great love for Club Cascadas de Baja and our Members. During this time, I worked in union with each and every one of your staff to maintain a high quality of service and to ensure that the Club stays in the best of conditions. I witnessed the hard work this entire group of people performed after Tropical Storm Lidia; it was amazing how fast and diligent everyone worked to clean up to bring normality back to Club Cascadas. In less than 48 hours, Club



was 90% operational. During our two maintenance weeks this group of people disassembled and assembled all the Villas like they were "Legos." Deep cleaning, painting and fan replacement were just some of the tasks performed during this period. As the General Manager of Club Cascadas, I can proudly say that we have the great staff members, performing in the right positions at the right time. Club Cascadas is looking better every day.

Happy Holidays on behalf of all the Staff Members of Club Cascadas de Baja.

Miguel Torres

Resort General Manager

Contact Information Reminder

Have you moved recently? 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 www.clubcascadasdebaja.com/changeofaddress

Members and Memories...



"IT FEELS LIKE LIVING IN A PIECE OF ART!"

That's how long time member, Christy Davis describes Club Cascadas. For the past 21 years, Tom and Christy Davis of Vacaville, CA have been enjoying their membership here at the club. They are surrounded by beauty back home, living near Napa Valley, but there is no comparison when it comes to Club Cascadas de Baja and its richness in architecture and ambiance.

The Davis' have three sons that "grew up here every summer" Tom explained. Many others have enjoyed a similar experience as Tom and Christy are proud to tell of the numerous friends and family that have joined the club over the years due to their recommendation. Tom and Christy jokingly said, "we kinda created our own 'pyramid' with other owners that bought their villas after they came down to Cabo as our guests." Friends bought, then THEIR friends bought, and then family members bought, and then...so on and so forth. At least 60 villas are occupied here each year by Tom and Christy's friends and family now! "The pay-off" Tom says, is "being able to spend time with family and friends. Many people from our Vacaville neighborhood are owners here and it "strengthens the bond within our family and between the families" Tom said.

The Davis's worked in the teaching industry and it was great to be on summer break at the same time as the kids! They said "It worked out really well". They love to just relax down here in Cabo, and they love having NO computers or televisions to distract their relaxation time. Even though they could if they wanted to, they prefer stay 'un-plugged' when they come here.

It is easy to see why this place is so attractive to so many people. It is just a simple yet luxurious way to spend time together.



Tropical Storm Lidia by Mauricio Quezada

Club Cascadas faced a challenging moment when we were made aware that a hurricane was heading for the tip of the Peninsula at the end of August. Constant monitoring led us to begin hurricane preparations. The natural phenomenon was fortunately downgraded from a hurricane to a Tropical Storm, but this did not mean that Cabo was fully out of danger and all precautions were taken at the resort.

The night of August 30th was indeed a long one, with the town enduring 6-12 inches of rain, setting a new record for rainfall in the area since 1927. Most of the water flows into streams or "arroyos", and one of the largest ones runs right next to beautiful Club.

Luckily, most of the damage was concentrated in a small area of town allowing

for the property and its guests to remain safe and unaffected. We, the Club, stand proud together as one big family and a damage assessment took place for employees. We are happy to report that there was none to minimum water damage and due diligence was conducted to find the best way to provide help.

The main road in and out of Cabo stayed closed for only a few hours as the local authorities aided by state and Federal resources got the roads up and running in record time with heavy machinery working day and night to clear the roads, restoring utilities to affected areas and communities, providing food and supplies in designated shelters.

We took it upon ourselves in conjunction with the authorities and fellow neighbors in the Medano area (hoteliers, restaurants

and other businesses) to clean the beach as the streams drained lots of debris into the ocean. Only a few days after the storm, everything went back to normal and upon water testing by the Mexico's Health Department, the beach was cleared for locals and tourists to use again.

Club Cascadas is truly blessed with an unparalleled staff fully committed into uninterruptedly making your home away from home the most wonderful place to be!



Happy Member Correspondence

Good Morning Dave,

When we left in August, I did not have time to fill in my comment card and besides I needed more space! This will be our last year, (well, in our larger units) as you know, and I wanted to make sure that I commended everyone who has been so good to us over the years. It truly is a unique, boutique resort. I really have a very strong feeling that the whole personality, the warmth of Club Cascadas, the feeling that we are always especially cared for- is made up by the resort staff. Without these unique individuals, the resort would just not be the same, or have its continued appeal. Looking back on our twenty- plus years, our experience would not have been the same without the familiar faces we have seen year after year. It really does seem like family. I want to mention people that stand out in our minds.

Enrique, at the front desk, who always has a ready welcome and who takes such good care of us as we check in. The iconic Felix and Jorge with their big smiles and traditional Margaritas and treats, set the welcoming tone as we arrive for each visit. The wait staff is the next group that we all just anticipate so much! These waiters, without fail, embrace with such big hugs and a "welcome home." The feeling of joy and anticipation of good times starts here!! In addition to excellent food, you know that you will be served every single day, in a lovely venue, with wonderful smiling service.



Besides that, the wait staff never fails to see when we need help. Every day, my husband, John was assisted into his chair and helped up when leaving the table and was always cheerfully referred to as "Papa". I never had to navigate the sand by myself in the evening. At dinner, I was always offered an arm for assistance, which I always appreciated. Imagine a staff like this! Always unfailingly cheerful, polite and helpful! Here are the names of the waiters we look forward to seeing every single year. Rafael and Lorenzo head the list because we have known them the longest and they have served us beautifully and on so many special occasions. The restaurant staff, Rene, Augustin, Jaime, Fabrizio, Gilberto, Heber, Estaban, Edith and Pedro have all been first rate. As we leave the dining area, one these waiters always calls for the golf cart ahead of time. John has always been assisted in his boarding and getting off at our destination.

Guillermo is always quietly handling everything in the dining room, and helping coordinate special dinners. He was very helpful in making plans for our 60th wedding anniversary. He was there to answer any questions, arrange appointments and to follow up on our plans as they moved along. Ten years ago, we celebrated our 50th anniversary at the club and it was just lovely. I e-mailed to Lupe back and forth, and everything was carried out to perfection.

I have worked with Fatima several times for special occasions and she has always done a beautiful job. Now, for our 6th anniversary, Fatima, in tandem with chef Sergio, came up with a fabulous menu. The culinary surprises were so artfully served, the dinner looked like a magazine layout. I have never seen ceviche served like ours. Little sculptural masterpieces! The thing that amazed me, was that this party was arranged in a brief meeting with Fatima a few days ahead of time. I mentioned my preferences for centerpieces and she brought photos to show me the flowers in season and what would be good choices. The cake was a work of art and very showy. I asked for a tiered wedding cake with flowers (which I assumed would be in icing). It was embellished with large fresh red roses and petals! A lovely surprise! All this, and a three-sided gauzy, decorated party enclosure for us, on the beach, and large enough for twenty people!

Laura has worn many hats over the years and has always been very good at anything she



did.

She did a remarkable job in revitalizing the spa. She initiated many new services and she took pride in researching for the best natural products in the salon. This was an important improvement for the spa. With her bubbly personality, it was always a pleasure to see and visit with her.

I think Abigail, who is in charge of activities is outstanding. Her zest for life and enthusiasm is infectious. All of us had a great time in her water aerobics class. We laughed a lot, but the bottom line is that she really worked every part of our bodies. She is the best we ever had!

I am glad we have Africa in reservations. Although we prefer to spend most of our time at the club, she is very efficient at making reservations. Her suggestions are very helpful and we have never been disappointed in her recommendations.

We have discovered another very nice addition to the club. Denise Juno, our club photographer. What a great idea! Yes, we all take pictures, but not with the talent that Denise brings to the party! She took amazing pictures of the Todd James family (our daughter Suzanne's family). With her soothing personality, she really manages to capture the playfulness and fun that a family has together on their vacation. And she manages to make everyone look fabulous!

I also want to mention the security people we know. Alberto, a longtime favorite has been smilingly taking care of luggage, and driving the golf cart besides guarding us for many years. Sadly, I am not able to remember the names of some others who have been helpful, but they are familiar faces that greet us each and every year. They are so helpful in moving us in and out of villas and the resort on every visit.

The maids and pool men have been without fail, meticulous in their household routines. We have never been disappointed and feel very safe with

them. What a different experience from having to do the housekeeping at the other time-share resorts in the U.S.! This is a service that makes the club so special and helps make us all feel pampered (as you want to feel on vacation)!

Dave, we have known you for a long time. Practically from the beginning, any problem we have had, you have been able to resolve quickly. You are integral to the running of the resort and I want to especially thank you. Your help has been a great comfort. Rorie, Aida, Gilberto, Nick Burson, and Barbara Montgomery have been particularly helpful over the years. Besides working in sales, they have done a great job in placing us in extra units over the years. Aida was able to line us up with an Estrella for our 50th anniversary to help accommodate our group. She was also able to get us into Perlas, in warm weather, years ago, before we had the Perlas 3 and 9. I told Barbara that working with the bonus weeks and placing people, must be like figuring out the seating charts for wedding receptions--only doing it every day!! She always gives thoughtful attention to the types of units we need.

This is a long letter. I wanted to give the resort staff the kudos they deserve. Of course, there are some faces that we will miss. How could anyone not love Israel?! Always with a smile and solving any little problem or need that arose. I remember that there was a medication I needed and Israel took it upon himself to pick it up at the pharmacy for me. And remember his reviving Dan Minnis, saving his life?! He was at the hospital with all of us during Dan's ordeal, being helpful in any way possible. He was truly loved by everyone and we all miss him.

I want to thank Patricia and Mark Giddings. Pat for her design and decorating sense. One feels her personal stamp on everything. She does not cut corners and attends to every small detail of decor and landscaping. Details are everything!! Mark, for the fantastic and dedicated job he has done in the renovation of the resort. The two of them have certainly kept to the vision of Ed Giddings' design. The renovations have been just beautiful. We worried that with the changeover in the resort, perhaps the flavor of Club Cascadas would change with it. It is my hope that the Giddings family will continue to be involved.

The Perla 9 is exquisite. We were all thrilled to check into our final stay here and to be part of the ribbon cutting ceremony to mark its opening. The whole family gathered in the pool

every day for a couple of hours before dinner. Our best bonding time! We love the new palapa over the jacuzzi. I came back one night and floated in the pool until one in the morning. I was just looking up at the moon and stars and reflecting on how lucky we have been to own at Cascadas all these years!

I guess the main gist of my letter is this: to really commend the wonderful people who work at the resort. Each one really defines and represents the resort. They really ARE the resort! So, it is my hope that there will not be a large turnover in the future and that each one will be here to continue to welcome us back home! Club Cascadas has been very good to us over the years. We gradually acquired 7 units over time and we come back twice a year. I have said it before. We feel that these purchases were the best decisions we have ever made for our family. In our travels, there really is no place like Cascadas in any part of the world that we have seen.

There you have it- my love letter to Club Cascadas and its very special employees. Thank you for being a huge part of our lives!

Mary Ackerman

Summer Time Fun!

My husband Glen Brush and I decided that we wanted to take our young grandchildren on one more summer outing before they had to return to school the day after Labor Day. We had heard that going to Cascadas at this time of year was undesirable due to the hot humid weather. WELL DID WE HAVE A PLEASANT SURPRISE!!! They had the pools literally to themselves, the resort was quiet and peaceful, there was extra attention from our wonderful staff, the gym equipment was available whenever we wanted it, and best of all, we got front row palapas at ten in the morning eliminating the need for early morning waiting for premiere beach positions.

So for all of our fellow members who say they would never come in August, I would urge you to think again. It was a different kind of wonderful.

Debbie Brush

Staff Events

by *Mauricio Quezada*

Faithful to our tradition, we want to show our appreciation of the staff and let them know we are happy to have them here.



In 2016, Club sponsored a soccer team formed by Club and Restaurant staff members at a local league. The only condition was for all players to be part of the resort and no outsiders. Please join me in congratulating the Cascadas team for winning the local championship. A new season is underway, and we are happy to continue with this great practice and promoting healthy physical activity.



A series of events have also taken place during the course of the year, such as a Mother and Father's Day event, a "carne

asada" and pool party to kick off maintenance weeks in mid-September, Children's day celebration, Maid's day...and of course, we will be having a Christmas party for the entire team.

These actions are made possible with thoughtful on-site management and teamwork devoted to give back to our team and let them know they mean the world to us. As a Club Cascadas staff member, I am honored and proud to be part of this family!



Looking Back by David Giddings



Looking back through the years I marvel at what Cabo has become. It has evolved from a tiny unknown fishing village to a world class luxury vacation destination. It was 1972 and I was four years old when my parents took my brothers and I to Cabo for the first time so my dad could survey land and get some added free diving in the bountiful blue waters of the Sea of Cortez. I have very vivid and crystal images of Cabo as a child. I remember staying in a trailer on the beach with my dad's pal "Salty Bacon" right about where the Villa del Palmar resides

today. We would walk down to the area where Cascadas stands today and see all the pangeros come in with their daily catch. It was so fascinating because the fishermen would unload bull sharks, hammerheads, tunas, dorado and marlin right there on the beach. I would marvel that those beasts would swim just offshore from lands' end. There was very little boat traffic, and for all intents, Cabo was remote and virgin. My brothers and I had free reign to roam, body surf, snorkel, and soak up the Baja sun.

I look back at the photos and the memories with great admiration for my Dad and Mom for having the courage to throw their whole lives and their family's future into a foreign land such as Mexico. In hindsight it was genius, and easy think of it as a no-brainer. As it stands now we look at all that has taken place and we see immense progress and development with Cabo, but at that time it was an extremely bold and risky move. To this day, their commitment to throw in their chips is still an inspiration to me, however, I do understand how they were able to make such a profound decision. They just loved Cabo and being on the frontier and the freedom it represented! They loved the desert nights, the Tahiti like water, the abundant sea life, the Mexican people, and above all a beautiful place to share with their family and friends.

I have just recently returned from a trip to Cascadas. Of course, Cabo has changed, but I realized so much remains the same. I fished out of San Jose and had an incredible tuna bite for three days right off the Palmilla. I free dived, and the water was warm and crystal clear with fish everywhere. The weather was more than perfect and the desert evenings beckoned for a cold Margarita. Better yet Cascadas itself is still shining like a jewel and, even after all these years, I am still in love and captivated with Cabo and the Club!

David Giddings



Solicitation of Nominations

We are always looking to add diversity to our Board of Directors. Can you bring something new and fresh to the table? Does your background provide perspective that might benefit the Board? Will your strengths make the Board stronger as a whole?

Serving a two year term on the Board of Directors is your opportunity to make an impact on the future of Cascadas de Baja by becoming involved in the decision-making process. (You must be a member of the association in good standing to submit your nomination.)

If you have an interest in serving on the Board of Directors, please contact droadmin@tradingplaces.com or send your request and contact information to the address below. We will be happy to send you the form and consider your nomination for our next election.

Thank you!

US Mail: Trading Places International
Attn: DRO Admin
25510 Commercentre Drive, Suite 100
Lake Forest, CA 92630

2017 RENOVATION PROGRAM

by *Mauricio Quezada*

Another big year for Club and continuous improvements scattered in several areas of the property. The renovations were scheduled and completed with very few setbacks and a magnificent end-result of the highest level of quality that our members deserve and the magic touch and attention to detail that has defined the philosophy of the Club as set by the Giddings Family. As we undergo a long-term renovation process, we have learned from mistakes in previous years and become better every day in our process. We strive to keep the construction inconveniences to the lowest possible level, but noise and dust are unavoidable. We apologize and thank you for your patience and understanding as we continue to work, focusing our efforts in your best interest and will not rest until we improve every unit.



I would like to take a moment to thank Mark Giddings for his invaluable contribution to the projects and leading the charge to complete all projects. I also want to thank Miguel Torres and the marvelous on-site team who work very hard and diligently to complete all tasks, TPI management for communicating with our members and last but not least, your Board of Directors for their continuous involvement and care for the property that make this happy. A perfect team combination that takes action for the enjoyment of the present and prepare for the future. This is a list of some of the projects that were carried out this year:

- A full renovation of Building 9 (Perla 9 / Perlita 9), including the replacement of a thatch roof (palapa) into a flat roof with a concrete dome
- Resurfacing of the Tiburon pool & spa (Shark pool)
- Pool bar renovation for both pools
- Resurfacing of water features in Margarita 11, 12 & 13
- New deck for Margarita 11
- Renovation for the las Palmas 300's (12 units), including hallway and fountain



- Wi-Fi was installed in 32 units (Palmas 200's, 300's, Estrellas, Building 9 & Building 1). We sincerely appreciate your patience with the internet project, given the construction materials and current infrastructure, it has been difficult to move faster with the project and we urge you to use the internet system provided in the common areas until we are able to provide Wi-Fi inside all units
- A villa refreshing program was created for those units that are not yet remodeled and prioritized according to their needs including painting the inside of the units, new ceiling fans and new curtains



Look forward to your enjoyment of the renovations and having you here at Club!

TRADING PLACES[®]

INTERNATIONAL

25510 Commercentre Drive, Suite 100
Lake Forest, CA 92630

PRESORTED
FIRST CLASS MAIL
US POSTAGE PAID
PERMIT NO. 114
BELLINGHAM, WA

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



Club Cascadas de Baja

Front Desk: 011 52-624-14-31882
Resort Fax: 011 52-624-14-31881
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/myaccount
- 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

800-365-7601 ext. 3 | exchange@tradingplaces.com

- NO MEMBERSHIP FEES
- Popular locations
- Low exchange fees & ONLINE exchange option 24/7 at www.tradingplaces.com/EXCHANGE

TRAVEL & CRUISE

800-365-7601 ext. 6 | travel@tradingplaces.com

- Air, car, hotel, cruise, and vacation packages

www.tradingplaces.com/TRAVEL CST # 1008862-10

RENTAL

800-365-7601 ext. 4 | rentals@tradingplaces.com

- Rent additional time at Club Cascadas, or other TPI resorts
- List your Club unit for rent
- Rent additional nights at Club, or other TPI resorts

www.tradingplaces.com/RENTALS

- Up to 70% off last-minute vacation rentals

www.tradingplaces.com/HOTDEALS

- Great weekly rates. . . Plan ahead!

www.tradingplaces.com/SUITEDEALS

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!



TRANSCABO

Destination Management Company

Did You Know?

Getting from Los Cabos airport to Club Cascadas is a breeze when you book your transfer with TransCabo through TPI. 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.

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.*