

**COMING SOON! Rental Owner Season Pass for Timberline Realty clients. A fully transferable season pass with no restrictions designed for rental owners' guests. Details coming in Volume II of this new Timberline Newsletter "Timberline Times".**

## END OF SEASON RECAP

**Fred Herz-President**

The 2017/2018 ski season saw a significant uptick in group business. In particular, the children's department saw a 30 percent increase as well as an increase in the number of private lessons. Timberline saw growth in ski ticket revenues based on a competitive pricing strategy, bringing the company more into line with the Mid-Atlantic market for its market value. We are particularly proud of our thriving race department. The Timberline Race Team has seen many successes and the mountain was honored to play host to a SARA race this year.

Our young racers continue to learn the graces of sportsmanship and win awards, reflecting well on the county, the mountain and the families! Timberline welcomes its new member families and invites inquires into its racing program. Please contact John Anderson at 304-866-4801 to be put in touch with the development director and schedule an evaluation for your son or daughter!

## GROUP SALES RECAP

**Fred Herz-President**

Timberline Resort Group Sales 2017-18 Ski Season started out with a new staff who jumped in and never looked back. Janice Youngblood, a 22 year employee of Timberline Resort Ski School accepted the position of Group Sales Supervisor. Janice lives at Timberline full time since retiring as a Corporate District Sales Manager/Trainer for Avon Products, Inc. Since retirement Janice has worked with Timberline Four Seasons Realty as a Marketing Consultant and Reservationist and Timberline Resort Ski School. It was a natural for Janice to work with the Timberline Groups since she has worked with many of the groups in the past in ski school or the realty. Mike Phares of Bowden, WV and Kari Sisler of Thomas, WV also joined Timberline Group Sales. Kari helped part of the season before welcoming a new baby and Mike helped all season becoming a favorite of the groups. This new team welcomed the many groups to Timberline with the help of the Timberline Maintenance Staff who take care of the maintenance, cleaning and checking in at the bunkhouses.

The 2017-18 Ski Season proved to be a remarkable season for Group Sales. Groups visited Timberline every weekend of the season and filled the Bunkhouses to capacity most of the weekends. Timberline Groups consist of boy scouts, girl scouts, church groups and other club groups including college groups. The groups love skiing at Timberline and the Bunkhouse program is a fun, inexpensive way for these groups to enjoy the sport of skiing. Approximately 2300 enjoyed the Bunkhouse program this season and many have already made their reservations for next season. The new management of Group Sales marketed to day groups (groups who come to Timberline to ski but don't stay in the Bunkhouses). These groups rent homes, cabins, motels near Timberline, or drive to Timberline for the day to enjoy a day of skiing. The Day Groups segment of skiers grew this season and are expected to continue to grow since Timberline Resort has become a day trip destination with the completed Corridor H known now known as Rt. 45. This four lane highway has shortened the drive for the Northern Virginia skier by 1 1/2 to 2

## EMPLOYEE SPOTLIGHT

**John Anderson**

**Ski School Director/Realtor**



I enjoy people and all aspects of the Canaan Valley. Serving as Ski School affords me the opportunity to meet new faces everyday and share my love of the outdoors with them as Ski School Director. As a Realtor with Timberline Realty, I have the opportunity to share my knowledge of the area with the public. The perfect fit!

## EMPLOYEE SPOTLIGHT

**Sherry Mauzy**

**Office Manager/Ticket Sales**



I handle a wide variety of situations and tasks involving clerical and administrative functions of the office/resort. I enjoy working at Timberline because it is a dedicated, family ran business. I love the customer values that are extended, the employment that it brings to the local people as well as the revenue that helps support Tucker County.

## Dear Homeowners, Guests and Neighbors

As a board member of the Tucker County Convention. & Visitors Bureau, I have the benefit of getting to hear how others discover this special this county is on a regular basis. I also get to see the growth we are experiencing in Tucker County from a different point of view. The increasing numbers of international visitors, particularly those from Asia, is both impressive and welcome. Many of you may already know that skiing is taking off in China, and the Chinese see an American ski trip as the pinnacle of the lessons they take on their own ski hills. We are seeing more of these special skiers and guests each year at Timberline, and it presents a brand new market for us, as Corridor H begins to fulfill its potential and promise for both the East and West sides of this magnificent county.

With its rich history and roots, Tucker County is ready to welcome the new challenges brought by growth with vision, flexibility and creativity. Each side of our county "counts" on the other. I have challenged myself to spend more time in Parsons getting to know my neighbors this year, be it getting a bite to eat at one of the many novel and tasty restaurants, or taking my sons to a 4-H event, the library, or on a long nature walk. Perhaps if you are a regular guest of Tucker County, you might consider attending the famous bluegrass festival Pickin' in Parsons this summer.

In fact, Parsons is the perfect place to admire the science behind the making of charcoal since the Kingsford plant is located there.

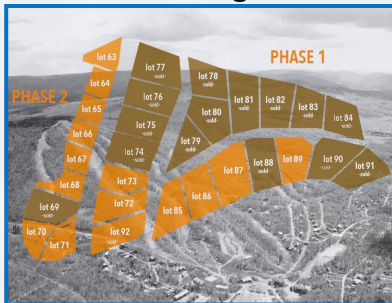
Let's move ahead together for a better  
Tucker County tomorrow!

Regards

Fred Herz-Timberline Resort

## REAL ESTATE NEWS

### Martha Giddings-Broker



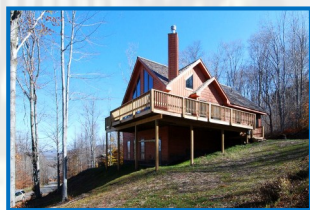
Timberline's Realtors are gearing up for a stellar sales season. Jennifer Raines, John Anderson and Marty Giddings are very excited about the properties available for sale at Timberline, the valley, and outlying areas. Our agents cover all of Tucker County and into Randolph County as well. We are currently farming for listings for the upcoming selling season. Foremost we want to work with our current homeowners who may have been entertaining the idea of selling their property. While we certainly do not want to lose any homeowners, we do realize that circumstances sometimes create the need to sell. With our Multiple Listing Service and our extensive database of potential Buyers, our agents are looking to connect with Sellers who may want to purchase a larger home, downsize to a smaller one, or may just want to sell for another reason. Jennifer Raines stated, "We want to make the process of Selling easier for our clients."

"We are seeing an increase in interest in real estate throughout the area and want to make sure to have an ample amount of properties that will meet our Buyers needs," says John Anderson.

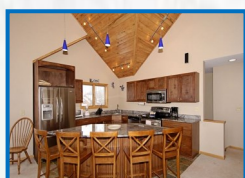
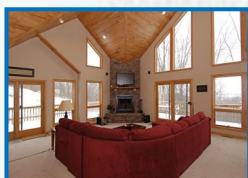
Marty Giddings, Timberline's new Real Estate Broker added, "There are hundreds of thousands of guests who come to the area to visit and with the driving distance from the DC area being shortened by the anticipated 2022 completion of Corridor H, we will see a larger influx of tourists and homebuyers coming to the valley."

There is quite a variety of homes and gorgeous lots, many that are ski-in, ski-out available at Timberline Resort. Our agents are well versed in sales and are here to help the Sellers and Buyers navigate the transaction to closing. If you are interested in talking with one of our experienced agents, please give us a call at 304-866-2127. You can also visit our website at [www.timberlinerealtywv.com](http://www.timberlinerealtywv.com).

### FEATURE PROPERTY



**Winterset 44**-Looking for an alluring ski home with convenient slope access? On-A-Whim is the luxury rental home for you! This gem can be accessed by 2 trails: Twister and Winterset; making it a perfect choice for skiers of all ability. The family room and deck face the slopes for gorgeous mountain views. High ceilings and plenty of light lend to an open and airy feel at On-A-Whim. A lower level family room provides entertainment with flat screen television and shuffle board game. Sorry no pets.



## HOMEOWNER OPEN HOUSE

May 12 from 11:00am to Later



Join us at Timberline Four Seasons Realty for a day-long Meet and Greet Open House May 12. Stop by anytime from 11 to ? To enjoy refreshments and get to know your local Timberline Four Seasons Realty staff, ask questions about our program or properties or just say hello!

All are welcome!

**CINCO DE MAYO**  
**TIMBERLINE LODGE**



We will plan to screen the most famous two minutes in sports! Watch the Kentucky Derby and preshow with us before moving into the mood for Cinco de Mayo. Drink specials are Mint Juleps and Margaritas!

## SUMMER NEWS

### "Timberline-Where the Weather is Fine"

Remember Timberline is more than just an incredible ski mountain, this is the place to beat the summer heat and humidity. Enjoy the best this area has to offer.



The Summer/Fall of 2018 will see the start of a weekend program for groups or families to rent the Bunkhouses at Timberline Resort. Group Sales is in the process of negotiating special pricing for Bunkhouse renters to enjoy with local businesses for canoeing, kayaking, horseback riding, fishing and other activities available in the Canaan Valley area. Look forward to more info about this great program or email for more info at [biggroups@timberlineresort.com](mailto:biggroups@timberlineresort.com).

## EVENT UPDATE

**Timberline is pleased to be hosting the 2018 Enduro Mountain Bike Race April 28 and 29. The race fee is \$30. For more information or for bunkhouse or lodging prices, give us a call at 304-866-4801**



Timberline Four Seasons Realty currently rents and manages 95 homes and condos throughout Canaan Valley. Established in 2007, we also specialize in Real Estate Sales. Even though each home or condo is individually owned, we treat them as if they were our own home from cleaning, maintenance and rentals, we do it all, from start to finish.

**Jennifer Raines, Timberline Four Seasons Realty, Manager/Accounting/Real Estate Agent**  
304-866-2127 Office, 304-851-3522 Cell, 304-866-2182 Fax, [jraines@t4sr.com](mailto:jraines@t4sr.com)

### Homeowners, would you like to receive up to 50% off your rental management fee?

Join our Friends & Family Rebate program! Timberline has many gorgeous lots in Winter Haven that we are planning to sell in 2018-2019. We know you have friends and family who have come to our wonderful resort and would like to become owners as well. If they purchase a Winter Haven lot, your yearly management fee for that calendar year (based on the closing date) reduced up to 50%. This program involves a three-tiered rebate system designed so that those who have smaller units with less rental income will be awarded with similar amounts as to those who have larger properties and therefore secure larger rental incomes. For more information on our Homeowner Rebate program please call Jennifer, John or Marty today at 304-866-2127, or 304-704-8750.

