AS YOU ARE READING THIS, summer is picking up speed in Snowmass and the weekend festivals and events are in full swing. With the late spring snowfall, we were skiing earlier this month and are now eagerly awaiting the higher elevation trail openings. Summer in Snowmass is all about being outside, whether it’s for a hike or a bike ride, a concert or a sunset dinner. We hope you have plans to join us up here this summer.

We look forward to seeing you soon,

The Destination Residences Snowmass Executive Committee
Greetings homeowners and happy summer. I must begin again with a heartfelt “Thank You” to all of our homeowners for choosing us as your property management company. This winter was a great success on so many levels – incredible skiing, strong demand in the market for individually owned residences, and a fabulous team on the ground to take advantage of it all. We finished Q1 in a strong position, and we are already receiving bookings for next winter. Our reputation is growing our position in the destination with each passing winter.

Thank you to all of our homeowners who completed our first annual survey – the results, while anonymous, were very useful to our team on the ground to help identify areas of success as well as opportunities for improvement. Please read more about that at the end of this newsletter.

The full integration with Hyatt is scheduled to begin in mid-August and will likely last through the end of Q3. We are working through many of the details now, and we are finding our colleagues at Hyatt eager to learn about our business model, and receptive to our ideas. We are looking forward to formally being a part of the Hyatt family.

I hope you have plans to join us in Snowmass this summer. We would love to welcome you home.

Jeff Clough,
Area General Manager

SALES & MARKETING UPDATE

One of the things we are most excited about with the transition from Two Roads to Hyatt is the added exposure our properties will receive from their web site. For comparison purposes, www.DestinationHotels.com, our current brand web site, received about 22 million unique visitors last year. Hyatt’s web site receives upward of 14 million unique visitors each month! The strength of Hyatt’s digital footprint will expose Destination Residences Snowmass to a new customer base that aligns with our target guest profile. The transition of the entire Destination Hotels brand, of which we are a part, will begin in mid-August and last through Q3. More updates to come in this space as we begin to build our assets on the Hyatt marketing platforms.
NEW REFERRAL INCENTIVE PROGRAM

Growing with intention is one of the goals of our organization, and integrating additional residences within the properties where we already provide services is the most likely way to achieve this goal. And that is where you come in. Word of mouth is more powerful than ever these days, and we would love your endorsement to your fellow homeowners.

We are happy to offer a $250 incentive for any new referrals you send our way that go under contract. The process is simple. Just send an introductory email to Jeff Clough with the homeowner’s name and contact information and copy the homeowner on the email. We will then reach out directly and should the referral turn into a signed contract, we will credit you $250 on your next homeowner statement.

Feel free to reach out to your owner relations manager if you have questions about this new program.

DESTINATION PRIVILEGES

As a property owner with Destination Residences Snowmass, you have access to discounts within our entire portfolio of premier properties across the United States and Mexico.

Your Destination Privileges benefits also includes Joie de Vivre Hotels and Thompson Hotels in addition to the Destination Hotels portfolio you have always enjoyed. Members now also receive access to a collection of private golf clubs in the portfolio, as well as one of our newest residences properties – Montaneros in Vail, a collection of boutique condominiums in Lionshead Village on Vail Square.

When you are ready to make arrangements at any property in the portfolio, you are welcome to work directly with your Snowmass Owner Relations Manager, or you may visit destinationhotels.com directly, and book online with the property of your choice using the promo code: DPRIV7.

MEET THE STAFF

CALVIN KLEIN, DIRECTOR OF ENGINEERING

One of the strongest teams within Destination Residences Snowmass is the engineering and maintenance team. This team allows us to tackle projects big and small with in-house resources, and respond to the needs of our owners and guests 24-7. Maintaining an on-site team is a true differentiator between us and other property management companies in the area. Calvin Klein is the Engineering team leader for our entire operation. He has been with Destination Residences for over 27 years, and he is beloved by his colleagues, the owners who know him, and the guests whom he helps in a pinch.

Calvin was born in Glenwood Springs and has lived in the area for his entire life. When not at work, he loves spending time with his family – three sons, a daughter, and three grandchildren. He particularly loves Snowmass in the fall when all the leaves are changing.

Calvin’s expertise when it comes to the Destination Residences Snowmass operation is second to none (27 years with a company leads to some serious legacy knowledge). He has a gigantic smile, an infectious laugh, and a devotion to his work that is a major contributor to our success. The next time you see him, say hello!
Thank you again for taking the time to respond to our first annual owner’s survey. The feedback was invaluable as we look for ways to move forward and create ongoing benefits for our owners.

One of the opportunities we identified through the survey responses is that you would like us to provide vendor recommendations for the various projects you might undertake in your condo – from remodels to interior design to furniture purchases. We are in the process of formalizing a list now and will be distributing it to all of our homeowners in the near future. In the meantime, if you are looking for a vendor to complete a project in your residence, please reach out to your owner relations manager for a recommendation.

Also, many of you responded that you have not received your discount card to The Artisan. These cards are being held by your team at the Front Desk for distribution upon check-in. If you did not check-in on your recent visit, or you have not been to Snowmass recently, please reach out to your owner relations manager and we will be sure you receive your card.

Finally, there were many comments regarding discounts on lift tickets. Aspen Skiing Company offers discounts on lift tickets when purchased at least 7 days in advance, either through our pre-arrival concierge or directly through their web site. If you buy before the season begins for visits after the year-end holidays, there are further discounts.

Additionally, the Classic Pass, IKON Pass, and Mountain Collective passes all offer substantial savings for those who ski more than 5 or 6 days a year. If you buy this spring for next winter, you can often pay less for a pass than you might for a 7 day lift ticket. Even if you have never bought a pass before, it might be the best way to save depending on how many days you plan to ski next winter.

More information and links to purchase discounted lift tickets and season passes can be found on our web site, under Things To Do.