



# President's Report, Spring 2021

## LODGE NEWS: We Have a Deal

As you may have heard, the American Birkebeiner Ski Foundation (ABSF) closed on their purchase of the Telemark property February 8th.

The TIOA has worked over the last two years accomplishing the process of **Termination by Agreement** 11/8/2020 to remove any portion of the Lodge from condominium/timeshare form of ownership. The TIOA currently owns the rights to all the condominium suites in the Lodge.

As a result of these actions, the TIOA and the ABSF have reached an agreement, signed February 21st, to exchange real estate interests.

The TIOA will exchange its interest in the **Telemark Lodge Property's** defunct units and the underlying real estate to the ABSF for the **Wastewater Treatment Property** which includes the treatment plant buildings and ponds, the shop, garage/barn and surrounding land. Additionally, the ABSF will formally grant **permanent easements** under and through its property for TIOA access roads, as well as the use and maintenance of utilities. fresh water and wastewater pipes.

The Agreement is expected to be closed no later than June 1 to allow time to obtain surveys and recordable documents to convey the Wastewater Treatment Property and all the easements.

The TIOA and ABSF looked at the feasibility of refurbishing and sharing the Lodge core. The Birkie and the TIOA had hoped to use the core in a joint endeavor. We walked the building together last fall. Unfortunately, as the TIOA learned in 2009, re-engineering a smaller Lodge building out of a big one, demands much more money than simply building something new.

Looking forward, the ABSF has a development plan to turn the 700 plus acre acquisition into a premier outdoor recreation destination. As noted on the Birkie website: *"The plan is to designate the property into 3 different zones".*

*"The eastern third of the property is intended to be commercial outdoor recreation".* Telemark Vacation Condos and its Nordmor neighbors are in this zone. Potential users have approached the ABSF to build an outdoor pavilion/amphitheater /tap room at the foot of the hill, a coffee shop, outdoor sports retail and rental shop, campgrounds and a "hostel-like" 10/20-unit motel. Ben Popp has referred to the area as a "Telemark Village" that will offer new recreational opportunities to area residents, tourists, ABSF members and TIOA owners and guests. The ABSF expects to build an entirely new building for its needs and the TIOA Board is exploring state grants to help expand its footprint. There is much to look forward to as "a rising tide floats all ships".

*"The central section is intended to go into a land conservancy preserving the property for outdoor recreation exclusively."* The ABSF plans for *"World Cup Quality XC ski trails with snow making and event facilities, World class mountain bike trails for year-round multi-use and year-round access to amenities like an observation tower, hiking, ski trails, ice skating and sledding."*

The western portion includes land on both sides of Randysek Road. *"The western third, while still intended to be part of the land conservancy will be available to partner with a developer to develop homesites".*

If everything proposed comes to fruition, Telemark owners and guests will have access to many of the amenities that were once available to us in the Lodge.

Sadly, the ABSF will likely have demolished and removed the Lodge by the time you get this newsletter.

## EXIT SCAM UPDATE

Remember last year when I talked about Timeshare Exit Scammers? I shared some news of lawsuits filed by Nevada, Washington and Missouri Attorneys General against outfits in their states by Wyndham and Diamond resorts in Florida and Nevada respectively. These lawsuits accused several exit scammers of

- 1) a telemarketing scam to defraud over 1,000 timeshare owners out of more than \$3.3 million dollars,
- 2) unfair or deceptive business practices related to services to "exit" consumers' timeshares,
- 3) soliciting large sums of upfront money on the promise to obtain release from their timeshare obligations or their money back.... never delivering the promised services.
- 4) encouraging owners of Wyndham timeshare interests to default on their loans and maintenance fees even though such defaults were not legally tenable. The scammers admitted that they knew defaulting would damage the owners' credit ratings and still not get them released from their timeshare obligations.
- 5) violating Florida and Nevada trade practices laws. According to the lawsuit, the defendants engage in a fraudulent "exit" scheme that instructs timeshare owners to execute fake deeds, purchase agreements, or other forms of transfer documents in order to create the appearance of a legitimate transfer of their timeshare ownership.

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I also shared correspondence between DC Capital Law LLP and me regarding Telemark owners that they had trapped.

### I have more news to share this year.

As reported in a January TimeSharing Today Express Newsletter, Diamond Resorts announced that its lawsuit will proceed against **Newton Group** and **DC Capital Law Firm, LLP** based on their "alleged fraud, conspiracy to defraud, and tortious interference as it relates to former Diamond members, Paul & Diane Reeve."

A Superior Court Judge in the District of Columbia ruled that Diamond had provided "sufficient facts to ultimately support a finding of wanton, malicious, and/or grossly fraudulent conduct by DC Capital".

As part of its complaint, Diamond outlined the sworn allegations of the Reeves that the **Newton Group** deceived them into paying over \$6,000 in upfront fees for an allegedly "safe and legal" exit process backed by a "money-back guarantee." The **Newton Group** then "hired" **DC Capital Law Firm, LLP**, and both companies instructed the Reeves not to communicate with Diamond and to stop paying their financial timeshare obligations.

This advice led the couple to default on their contract with Diamond. Neither the **Newton Group** nor **DC Capital** had a "safe" or "legal" exit process and their money back guarantee was hollow, as they refused to refund any money to the Reeves despite not providing any services to them.

In his order filed on December 9, Judge Robert R. Rigsby said "the Reeves did not 'elect' to default on their contract with Diamond ... Rather, **DC Capital** took substantial steps to hide the default from the Reeves, and only by redirecting all communications away from the Reeves did **DC Capital** keep the Reeves from performing their contractual obligations." *Indeed, Plaintiffs allege that "[t]o preserve this deception, Defendants positioned themselves between Diamond and the Reeves and directed the Reeves not to contact Diamond in an effort to prevent the Reeves from discovering the truth."*

This is what has happened to our owners. DC Capital insists that we only communicate with **DC Capital**. We are willing to work with our owners should they "kick **DC Capital** to the curb." Diamond worked with the Reeves to provide them with relief from adverse credit reporting and tax-related issues caused by **DC Capital** and the **Newton Group**. Unfortunately, the Reeves are still out the \$6,000 paid to the **Newton Group**. Despite written demands for the return of the money and the **Newton Group's** advertised "100% money-back guarantee," no refund has been issued.

My wife Dee and I have received several letters from the **Newton Group**. We have no interest in dealing with those clowns. We can use **Interest for Years** at Telemark to exit gracefully and less expensively on our own terms should we ever choose to.

If we wanted to sell any of the 8 timeshare weeks we own, we'd sell our units on the web, on eBay, through **TimeSharing Today Magazine: www.tstodayjoin.com**, **Redweek: www.redweek.com** or the **Time Share Users Group: www.tug2.com**.

To learn more, you can subscribe to **TimeSharing Today** (\$29), or pick a free copy up in the lobby next time you visit Telemark. You can also join **TUG** (\$15) and/or **Redweek** (\$15).

Lastly, please stay safe and stay well. Many of us will be vaccinated by the time you read this. Please do not let your guard down until we are told to. Covid-19 is a real threat to many of us.

Our Staff is doing everything they can to ensure our safety while at Telemark. Let's make sure we do all we can for ourselves as well.

I am looking forward to seeing you at Telemark. The Annual Owners' Meeting on October 9, 2021 should be SRO!

Thank you once more for your trust,  
**Mike**

## General Manager's Report

The year 2020 will not soon be forgotten but our staff stayed healthy and zero positive COVID-19 cases throughout the pandemic. Telemark Condominiums did not experience any closures and we finished out the year strong with an 8% increase in occupancy and \$100,000 over our room revenue goals!

Mud season has arrived a little earlier than expected this year but between large ski events and snowmobiles, winter was a success. The short winter season is giving maintenance the opportunity to get a head start on the unit updates and preparing the boats to hit the water. We have a "new to us" pontoon this year that I am sure everyone will enjoy!

If you have not been to Telemark recently, the

deconstruction of Telemark Lodge has begun. The contractors anticipate having the structure down by the end of April. Although bittersweet, I am confident the American Birkebeiner foundation will do amazing things with the property and host many events in our favor.

I will be sending out a detailed owner survey within the next month that I would appreciate all participating in. Your opinion matters and I appreciate the honest and valuable feedback. Follow along as we consistently improve the amenities, activities, and year-round recreation at TVC.

I hope all are staying healthy and look forward to hearing from you!

—Katie Harschutz, General Manager

### Remember When: TIOA Owners Work Weekends?

I am organizing a work weekend for this Spring where our Owners would be given a special rate for a weekend stay and work with each other doing chores around the Condos and at the Pointe. It's a great time to meet other Owners and see firsthand your Condo Compounds. First, I need to determine if there is any interest from our Owners for this get together? If you are interested, please contact Owner Services at [ownerservices@cheqnet.net](mailto:ownerservices@cheqnet.net). Please send us an email with your contact info and once a date is set, you will be notified with the details.

## TIOA Annual Meeting

The Annual Meeting of the TIOA is set for October 9, 2021 at 1:00PM at the Cable Community Center in Cable, WI. We would like to have more Owners come and enjoy a couple of days here at Telemark Condominiums for a 2-Day Special Condo Rental rate of only \$100.00 (for both days). We hope you will join us for our meeting with discussions on many new changes, improvements and future plans that will make your condominium lodging experience even better. Mike Kocon along with other Board members will also discuss many important updates on issues we are dealing with as an organization moving forward.

Attending the meeting is a great way to hear firsthand from the folks managing your timeshare and will give you an opportunity to be able to ask questions about the current

operations and future plans for our Association.

We hope to see many of you there and refreshments will be served!

### Candidates for Board of Director Positions

This year we have 2 Board positions open for election. One Year Term and Three Year Term.

Anyone interested in being considered for the open positions on the Board should contact Owner Services at 715-798-3999, Ext. 522, or [ownerservices@cheqnet.net](mailto:ownerservices@cheqnet.net) for a **Board Candidate Application Form**.

Please reply and return the completed form to Owner Services by September 01, 2021.

### *Telemark has lost a Friend*

It is with great sorrow that I share the news of the passing of Don Pankowski, March 14, 2021.

Don was an active member of the Telemark Vacation Condominiums Board of Directors first elected in October of 2011. In the ensuing 9+ years Don led by example with his hard work and dedication. Don was not afraid to pick up a pen (minutes or maintenance punch-lists) or a hammer, screwdriver or paint brush if that was needed. He also shared his wisdom, knowledge and opinion as an active member at over 35 Board meetings in his time on the Board.

I have only known Don as a Board member but know that he was a good man to have with you whether working or on the golf course. He, and his cheerful, can-do attitude, will be sorely missed.

Mike Kocon,  
President, Telemark Board of Directors

## Owner Services Update

Happy Spring! We are looking forward to Spring and Summer activities here at Telemark! First thing I would like to say is I am happy to have had the opportunity to have worked with Tina Froemel, our full-time Owner Services Coordinator, who has now moved on to a job opportunity closer to her home. We miss Tina in the office! I thank Katie and TIOA for offering me my new full-time position. Our new part-time Owner Services Coordinator is Jordan Fichter, a new great asset to Telemark! Jordan fits right in the mix and is a pleasure to work with.

It has been a difficult year for everyone with the pandemic. However, everyone who has visited Telemark this past winter have done great with the CDC guidelines and continue to enjoy the great outdoors. It was a busy winter with skiers, snowmobilers and snowshoers. The weather was somewhat precarious in February and March, but we made it through the WI State High School Ski Meet, which was canceled due to frigid cold in early February and rescheduled to early March, in which the weather did a spiral into quite warm temperatures! The American Birkebeiner was interesting. Due to the pandemic, skiers here were able to ski the Birkie live or virtually here. Skiers could ski from wherever they lived around the World virtually to continue to be part of the big race. We ended our last week of cross country skiing with the Big Fat Birkie the weekend of March 12th & 13th. It was warm, but the snow lasted just long enough for the Fat Bikes--it was amazing to see how many people were able to ride that day!

We are now planning for our summer activities. Boat rentals will be available mid-May when all the ice has melted. We have 2 pontoons, 2 fishing boats, 2 canoes and a rowboat. Owners can rent out the boats for half-price during their stay here at Telemark.

We have our 21-Day Rate for Owners who want to come here when they can. How it works, up to three weeks prior to your arrival, you can book 1-3 days for \$180 plus tax or 4-7 days \$300 plus tax. It's a great get-away trip!

Now, we have a new 25% Discount rate for our Owners. If

you make a reservation for the summer, but it is not within the 21-Day rate, but want to guarantee your room, you can still book your room and receive a 25% off discount.

Owners can purchase 1 Bonus Week for each week they own for \$350. Bonus Week Enrollment forms are sent out with your Maintenance Fees & Taxes Statements in November of each year.

Owners who love to travel to other vacation destinations can bank with several different Trade Companies that we work with--RCI, 7Across (formerly DAE) and Platinum Interchange. We need to have your banking request in writing; email is the best and quickest way to get your requests. Remember, with RCI you want to bank your weeks by July 1st of each year. On July 2nd, you will be able to purchase Surplus Weeks for \$99. With all Trade Companies, you will want to bank at least 8 weeks out from the current date. If you need extra points with RCI, Surplus Weeks is a great way to get extra points.

Many Owners have more than one account with RCI and some memberships originated from another resort. Please provide us with your active Membership/Account Number. Let us know how you want us to Bank your week—if you own more than one Unit, do you want me to bank as a 2 Bedroom, 3 Bedroom or multiple one bedrooms?

With RCI, we bank within your Color/Season, 7Across (formerly DAE) & Platinum Interchange are “Color Blind” so it does not make any difference when your week is banked. RCI requires a paid membership, 7Across & Platinum Interchange do not require a paid membership. Check out the below websites and see what your options are.

[www.rci.com](http://www.rci.com): 800-338-7777

[www.7across.com](http://www.7across.com): 800-468-1799

[www.platinuminterchange.com](http://www.platinuminterchange.com): 800-854-2324

—Jackie Hughes/Owner Services Coordinator  
[ownerservices@cheqnet.net](mailto:ownerservices@cheqnet.net)

### Watercraft Rentals

Boat rentals are available only by the FULL day. Pontoons can only be reserved for 2 consecutive days per Owner. Rentals are based upon availability on a “first come-first serve” basis. Charges would also include 5.5% sales tax. Motorized watercraft will include a \$20 charge for the first tank of gas. We do have lifejackets for use here at the boathouse.

❖ 24' Landau Pontoon, 60 HP Mercury (10 ppl)	\$200/Day
❖ 22' Sylvan Pontoon, 40 HP Evinrude (10 ppl)	\$150/Day
❖ (2) 14' Fishing Boat w 6HP Mercury (3 ppl)	\$ 50/Day
❖ Rowboat (3 ppl)	\$ 25/Day
❖ (2) Canoes (2 adults & 1 child)	\$ 25/Day

**Owners Receive 50% off listed pricing**



## Interest For Years Program

The TIOA Board of Directors created a program in 2018 that does 2 things: 1) it lets owners such as you, terminate ownership gracefully and without impact to your credit. 2) It allows people new to time-sharing and the opportunity to own a Telemark timeshare for a period of five (5) years only.

The Interest For Years (IFY) Program is essentially converting a perpetual Timeshare ownership to a lease that expires after 5 years.

Costs are 5.5 years of current maintenance fees plus \$300 in closing costs. This ensures no further MF fee increases and leaves only annual real estate tax invoices over the period. Unless renewed, the lease (Interest for Years Deed) expires after 5 years and the unit reverts to the TIOA.

The Board adopted the program to encourage buyers who don't want a long-term ownership and to allow current owners an exit without the exorbitant cost and uncertainty of the many timeshare exit scams out there.

It is in essence, prepayment of your next five (5) years' Maintenance fees. You will be able to use your Telemark

timeshare as you always have over the course of those five years. This leaves no further maintenance fee increases and leaves only annual real estate taxes and the responsibility for potential assessments.

When the five years are up, you will have no further obligation to Telemark unless you would like to continue being an owner.

125 owners took advantage of the program in the enrollment period that ended February 28, 2020 and 46 owners for the year 2021. Several guests have expressed interest in the program and 4 have become new IFY owners.

If you are interested in this program, please reach out to me directly at 715-798-3999 ext:510 or [gmsalemark@cheqnet.net](mailto:gmsalemark@cheqnet.net). Enrollment period for the IFY program is November 1st, 2021 to January 31st, 2022.

Regards,

Katie Harschutz, General Manager





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CHANGE SERVICE REQUESTED

First  
Class



—Mike Berge

I'm reminded of the luggage carts stacked like a pack mule as we excitedly walked (or ran) down the hall checking off room numbers on the way to "ours". And that's what it was, ours. Telemark always felt like a second home to me. A place where you see your friends and family, meet new people, try different things, have fun and enjoy life.

In 1988, my parents made the decision to invest in a timeshare at Telemark Resort and Condominiums. I am so grateful they did because it allowed us to experience the very best of the northwoods with vacation weeks during the summer and ski weekends throughout the winter at Telemark. I have seen the lodge at its finest and now as it's ready take a final bow. I believe the future of this place is in good hands with the American Birkebeiner Association, and I look forward to another 35 years of memories, whether it be cross-country skiing, canoeing, fishing, biking, trail running, etc. And in case nostalgia starts to fade as things inevitably change, I'll always have my cedar Telemark sign, releasing just the right amount of scent to awaken my "lodge memories" once again.

One winter, circa 1985, my parents loaded up the minivan with me, my brother, and sister. We headed up north to a fantasy land I had only heard stories of until this fateful, icy weekend. The plan was to learn how to downhill ski, which was pretty exciting because we had a few years' experience nordic skiing around the woods and small hills surrounding our home. Even the little hills on cross country skis can be a bit dicey, so the thought of wider skis, groomed runs without hidden sticks and stumps, and of course the free ride up in a chairlift was pretty exciting to us kids. The cherry on the top was knowing we were going to experience this with our closest friends who were making the trek with us. Little did we know this was the first of many ski weekends and eventually summer vacations we would spend together at the Telemark Lodge.

Not only was learning to downhill ski memorable, I have so many other enjoyable memories from those childhood years. I can still smell the cedar which seemingly covered every square inch of the lodge. I can see a dimly lit game room at the confluence of the orange tunnel and ground floor retail strip. I can hear the sounds of laughing, screaming, and splashing of kids in the awesome yet echoing indoor pool. I think of the majestic fieldstone fireplace that was visible from the fogged up windows as we pulled into the arrival canopy.