



Member Benefits & Services

KPAA member benefits help you to **promote your business, build your network**, purchase **discounted unlimited ski passes** for your employees and **save money**. Read on for more details.

Promote Your Business

- **Referrals & Rack Card Space**

Thousands of visitors contact the KPAA each year requesting information on area businesses. The Killington Welcome Center is open 7 days a week and staff is available to assist visitors with area shopping, dining, lodging, attractions and services. As a member, your rack card will be placed in the Killington Welcome Center with the opportunity to purchase onsite advertising or design a custom display space. We refer only KPAA Members via phone calls, information requests and walk-in traffic.

- **KPAA Website**

Reach individuals and groups planning to visit the area, or people who are already here. Our website (www.KillingtonPico.org) provides 24/7 access for viewing your business information. Members are given a free business listing with the option of purchasing additional listings and ads.

- **Advertising Opportunities**

Current opportunities include:

- Purchase ad space in Killington Resort's *4241' Magazine* at a discounted rate. KPAA members also receive a FREE web listing on www.Killington.com with ad purchase.
- Promote your business by participating in the KPAA's member-to-member program by offering discounts to other KPAA members.
- Send two free custom e-blasts each year through our office to inform others of your business' news and events.
 - We have a database of approximately 1,000 email addresses belonging to local members of the community.
- New member one-time offers:
 - Purchase four consecutive ads of equal size in *The Mountain Times* and receive a fifth ad free.
 - Free framed 24" x 36" poster featured in the Killington Welcome Center for six months. (We will even print it for you!)

Build Your Network

- **Monthly KPAA Mixer**

This monthly networking event is an excellent chance to meet with fellow business owners for an evening of networking. Mixers are held the first Tuesday of each month

and hosted by KPAA member businesses. Monthly locations are listed on our website and in our newsletter.

- **Membership Mailing Lists**
Upon request, members will be provided with one set of KPAA mailing labels per year for business use only.
- **Involvement Opportunities**
Serve on a committee or task force and you will not only help your community prosper, you will expand your sphere of business contacts at the same time.

Money Saving Benefits

Member-to-Member Benefits

- **Heavily Discounted Ski Season Passes with No Blackout Dates**
As a KPAA member, the Killington/Pico no blackout date season pass is offered at a *significantly* discounted rate. This pass is an unlimited non-blackout pass offered **only** to KPAA members and their employees.
 - The Killington Merchant Pass is offered at only \$429, with the requirement of attendance at an information session and eight hours of volunteer work.
 - KPAA members outside of the immediate Killington Region are offered the Regional Merchant pass for \$599 without the additional requirements of volunteer work and attendance at an information session.

Additional to the pass program are discounts on Resort lodging, retail shops, food & beverage, ski programs and the Pico Sports Center and *free* scenic gondola rides during the summer months.

- **Discounted Mountain Bike Park Passes to Killington**
KPAA members located in Killington, Bridgewater, Mendon, Pittsfield or Plymouth are able to purchase a Killington Mountain Bike Season Pass at 25% off the advertised rate at the time of purchase. Employees of KPAA member businesses are eligible to purchase the discounted pass if they had a 2015/2016 Merchant Pass or provide a current paystub dated within two weeks of the purchase date. Employees are not required to attend a meeting and do not have to do additional volunteer hours. The pass can be purchased by the individual starting April 16, 2016 at the K1 Guest Service desk until the end of the ski season or the Snowshed Season pass office starting Memorial Day weekend (during summer operating hours). For additional information, please email seasonpass@killington.com.
- **VACE Dental Insurance**
With the affiliation of Delta Dental, the KPAA is able to offer competitive dental plans. Our group rate for a single person is a 20% savings compared to the open-market of the Northeast. For family coverage it is over a 30% savings! Please visit

www.vaceinsurance.com for additional details &/or contact us to request an information packet.

- **Transportation**
The Marble Valley Regional Transit District offers a 50% discount to Killington Pico Area Association member employees making transportation easy and affordable.
- **Group Discount on Auto & Homeowners Insurance**
Working with KPAA member Curtis Insurance Agency, we are pleased to offer a 10% group discount program for personal insurance. As an owner of a KPAA member business, you now qualify for a special group discount of 10% on your personal insurance including auto, home, condo, umbrella, and renters insurance through Co-operative Insurance Companies of Middlebury, Vermont and Killington's own Curtis Insurance Agency. See for yourself how much money you could save with Co-operative and Curtis Insurance compared to your current insurance provider by calling Jon or Janina at (802) 775-0521.
- **New Member Mountain Times Advertising Discount**
New member one-time offer for advertising; purchase four consecutive ads of equal size and receive a fifth ad free. Cost is based on ad size.
- **Boss Office Works Printing Discount**
KPAA members receive 10% off all in-house printing and copying. (Must mention discount at checkout to be eligible.)
- **Spa at the Woods**
KPAA members receive ½ off membership rates for: indoor pool, hot tub, coed steam, sauna & fitness center.
- **Pico Sports Center**
Employees of KPAA Member Businesses are eligible for 20% off Adult Pool & Gym 1, 3, 6, or 12 month memberships. (Must present a paystub from within last 2 weeks from a member business at the time of purchase.)
- **Allen Pools & Spas**
KPAA members get \$1,000 off or 12-month interest-free financing on select hot spring spas.
- **Billings Farm & Museum Discount**
Members always get \$2.00 off of admission to Billings Farm & Museum with proof of membership.

Several additional member-to-member discounts are listed on our website and are constantly being updated as new members join! Check out killingtonpico.org for more details.

Information

- **KPAA Staff**
KPAA Staff is available to you in-person, over the phone or by e-mail to address your questions and concerns. Simply call us (802-773-4181) or e-mail us (admin@killingtonpico.org) and we will get back to you as soon as possible.
- **Killington Welcome Center**
Stop by the Killington Welcome Center to pick up a stack of hiking maps, road maps or other brochures and coupons as information to display or hand-out at your business. The Welcome Center also has up-to-date information about what's happening around town, so stop by for more details.
- **Weekly Business Newsletters**
Each week, a fresh copy of MEMBER NEWS & UPDATES provides you with the most up-to-date KPAA information. Contact the Killington Pico Area Association office to reserve space to publish your upcoming events & news. Both are delivered directly to your e-mail. Other updates are available on request.
- **News**
Check out our News Listings on killingtonpico.org for up-to-date news releases about the town, member businesses and upcoming KPAA events.