

10 Cabins+Estate Home+17 Acres Income Producing in Beautiful Northeast Georgia Mountains!

**3083 Helen Highway
Cleveland, GA 30528**

- ◆ **10 fully-furnished cabins**
- ◆ **Approx. 4,760 s.f. estate home with pool**
- ◆ **Original owners for 24 years**
- ◆ **17+ acres**
- ◆ **Main office directly on Helen Highway (Hwy. 75) between Helen and Cleveland, GA**
- ◆ **Stocked pond next to special-event stage**
- ◆ **Vineyard**
- ◆ **Sits on gold and amethyst gem belt**
- ◆ **Three miles from Helen, the 3rd largest tourist destination in the State of Georgia!**



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More info and video at www.10Cabins4Sale.com

A Picture Is Worth A Thousand Words!



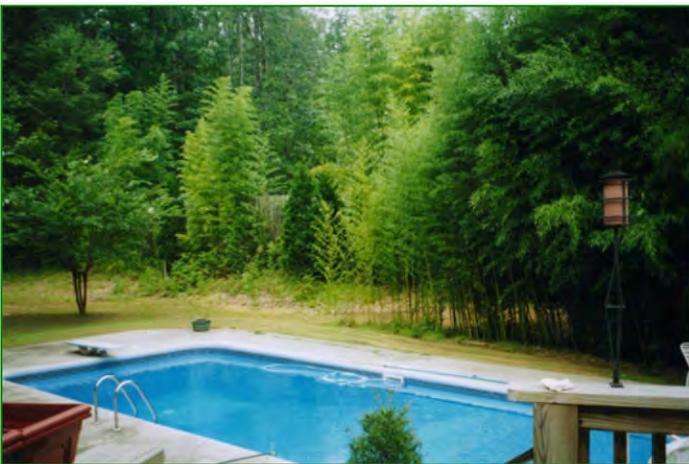
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Income Producing!



More info and video at www.10Cabins4Sale.com

Beautiful Estate Home— Future Bed & Breakfast?



More info and video at www.10Cabins4Sale.com

Weddings, Concerts, Retreats, Family Reunions, etc.



More info and video at www.10Cabins4Sale.com

Cabins Stay Rented Year-Round



More info and video at www.10Cabins4Sale.com

Vineyards are popping up all over Northeast Georgia. The article below was written for the White County News "Scoop," an annual supplement that highlights main attractions in White County, GA. As you will read in the article, these successful wineries were started from scratch by their present owners. The owners of the property for sale at 3083 Helen Hwy. are in the midst of this vineyard frenzy, and they've already done the hard work....they bought the land and planted Zinfandel grapes that produced 3,000 lbs. of grapes in 2011. There's plenty of land available to add more grapevines to grow this into a substantial winery. The buildings are already in place, so you can choose which one(s) to use as a wine tasting room. The sky is the limit with this endeavor!



White County has always been farm country. But in the last 15 years, farms of a different kind have been popping up around the county—vineyards.

With its first grapes planted in 1997, Blackstock Vineyards and Winery was the first vineyard in White County. It became a winery in 2006.

The microclimate of the north Georgia mountains is what first attracted owner David Harris to the area and eventually to his property on Town Creek Road.

"I had been looking at it strictly from the perspective of evaluating the climate data and looking at topography and geography," he said. "Even when I had zeroed in on the property, I put thermometers on the property to evaluate the range of where the grapes could be planted."

The same things that attracted Harris to White County have attracted other winemakers.

Joe Smith, winemaker for Yonah Mountain Vineyards, came to White County from Florida in 2004 specifically for winemaking.

"With the soil, the cooling period and the microclimate, it's the best spot in the East for growing fine-wine grapes," he said.

Owners Bob and Jane Millet were looking for investment property in the Mountains when they bought Yonah Mountain Vineyards in 2005. They planted their first crop in 2007.

"We had taken an interest in high-end wines, and we had a Napa Valley consulting team come in. This land is capable of growing world-class grapes," Bob said.

Habersham Winery opened the county's first tasting room in the 1980s inside the Helen city limits. In 1998, Habersham moved its full-scale winery from Baldwin to just south of Helen.

In the 14 years that have passed since, Habersham Winery has seen the wine country grow up, particularly from a tourism aspect.

"People come up for the purpose of enjoying wines, and they can visit several wineries within a short distance. We do get people that are just passing by at our location, because we are so visible, but we're starting to get more destination wine visitors," said Steve Gibson, Habersham Winery's general manager.

As the number of wineries in the area has grown, White County has become a popular destination for wine enthusiasts.

"We have a nice population of wineries in the county. It's becoming a destination location for wineries, and I think that's working for everyone," Gibson said.

The success of each winery is interwoven with the other area wineries, and each contributes to the reputation of the region.

"I've embraced the philosophy that if the guy down the street has lousy wine, that's not going to help us. If everybody has great wine, that brings us exponential growth," Harris said.

"The thing is that Georgia, with the red clay, we have a flavor profile we impart on the wine that's very consistent and very regional," Harris said.

Hue and Jane Rainey, who have lived in White County since the 1970s, took on winemaking as a retirement business in 2007.

"This wine deal was not a passion of mine. I looked at it more like it might be a challenge," Hue said.

The Rainey's grow their grapes and make wine in their Sautee Nacoochee home. They had planned to set up a tasting room there, but instead bought a building on Ga. 17.

"We looked and looked and looked, we talked and talked and talked, we read and read and read," Hue said. "Next thing you know, we jumped in. I liked what was happening in Georgia with the industry. It looked like it was going in a good direction. And I haven't been disappointed."

Hue Rainey was also on the front end of the tourism boom in Helen in the 1970s. He said he sees a lot of similarities between the Helen tourism boom and today's wine tourism boom.

"Tourism is a lot of things. The main thing tourism is about is how you treat people. You've really got to make people feel comfortable. But we think we have good wine too," he said.

One Lumpkin County vineyard, Frogtown Cellars, is branching into White County with a new tasting room on Ga. 75 just south of Helen, expected to be open in April.

Owner Craig Kritzer said the winery's current location has seen "tremendous" tourism traffic, but he's looking for more visibility with his Ga. 75 location.

"That's what brought us to the Helen area," he said. "In Lumpkin County, people have to know we're there and want to come see us. On Ga. 75, someone might just get a whim to come in and see us."

The Helen tasting room, styled to mimic the main Frogtown facility, will offer event space. Kritzer said the tasting room will also eventually become a winery where Frogtown makes sparkling wines.



Q & A for Gabby's Cabins

answered by the owners

WHEN WAS GABBY'S CABINS STARTED?

We purchased 9 acres in 1983 and built the first 3 cabins in 1988. We added 3 additional cabins in 1992. In 1994, we purchased an additional 9 acres and added 4 more cabins. I am a custom home builder and solely designed and built all the cabins. Making the decision to sell was not easy, since we have a lot of blood, sweat and tears in this place, not to mention thousands of wonderful memories.

IN YOUR OPINION, WHAT IS THE SECRET TO GABBY'S SUCCESS?

We are located in the North Georgia Mountains, just 4 miles south of Helen, the 3rd largest tourist attraction in Georgia. Highway 75, also known as Helen Highway, is the main thoroughfare that leads into Helen. Helen is known for its Bavarian/Alpine theme and attracts an average of 4 million tourists a year. In addition to the one-of-a-kind shops, Helen offers family entertainment, such as an enormous water park and tubing in the Chattahoochee River.



HOW MUCH LAND IS INCLUDED WITH THE PROPERTY, and WHAT ADDITIONAL WAYS CAN THIS LAND BE USED FOR INCOME?

The property currently consists of 17.34 acres. Since we purchased the land, we have constructed 10 cabins, an eight-foot deep stocked lake, a 4-9 bedroom estate home, an inground pool, a stage, storage and commercial laundry facilities, an office, underground utilities, and the vineyards. Some additional ways to use this property are:

- VINEYARDS: The wine industry is booming in Northeast Georgia, growing rapidly just north of us. Gabby's is located on the Tourist Wine Highway, recognized and publicized by the State of Georgia.



Our vineyard produced more than 1,000 lbs. of Zinfandel grapes in the past and we are consistently adding more vines.

- **GOLD AND GEM PANNING:** Gabby's is located in the North Georgia Gold Belt. When our children were young, they ran a very successful gold and gem panning business. Tourists would see panners in our creek and stop on their way to Helen. At \$3/pan, plus selling amethyst jewelry, our children's income just during the summers was close to \$30,000! With gold at an all-time-high, there is possibility for some real income here!



- **ADDITIONAL CABINS:** Based on the current septic system, an additional 3-4 cabins can be constructed on the property. And since White County has no zoning ordinances, the 968' of frontage on Helen Highway lends itself to a multitude of commercial uses.

- **WEDDINGS:** In 2009, we constructed a stage area next to the lake we built and have since hosted numerous weddings. The stage is designed for large bands and has dedicated underground electrical to be able to handle the most sophisticated sound system.



WHEN WAS THE ESTATE HOME BUILT?

I built the home in 1989 and my family has resided in it ever since. Special features in the home include:

- Sprinklers in the kitchen, living room and basement
- Central vacuum system
- High-efficiency furnaces
- Four to nine bedrooms
- 4-1/2 baths
- Custom cabinets
- Built-in china cabinet
- Inground swimming pool
- Double Jacuzzi tub



The home sits on 5.86 acres that are separately surveyed, making it possible to obtain a separate, low-interest home loan. This is great news, since interest rates are the lowest in modern history.

Additional income ideas include converting the house to either a Bed & Breakfast, or a Wine Tasting Chateau!

HOW DO MOST OF YOUR GUESTS HEAR ABOUT GABBY'S CABINS?

About 65% of our guests are repeat customers. We really do treat our guests special. Many of our customers find us on the Internet. We have a great website at www.GabbysCabins.com that was totally updated in 2011. We also are long-time members of the Helen Chamber of Commerce, www.HelenGa.org, and that website promotes us as well.

WHAT HAS BEEN YOUR OCCUPANCY LEVEL FOR THE PAST 3 YEARS?

Between 2009-2011, our occupancy levels were 21%, 23% and 21%. Just imagine the upside income potential for you! Once you become a qualified purchaser (have proof of funds), you may request our Income Statement from Brent by emailing him at Brent@BrentHoffman.com.

WHY ARE YOU SELLING GABBY'S CABINS?

Our children are grown and have families of their own. We want to downsize and retire.



www.10Cabins4Sale.com



Anna Ruby Falls is a major White County tourist destination.

Tourism: \$50 million impact

by Debbie Gilbert
White County News

On an average day in White County, visitors spend \$137,863 on tourism-related goods and services.

Add up all the money spent

on hotels, gas, meals, shopping, entertainment and more, and you get a total of about \$50 million in direct tourist expenditures in 2010.

"People may be surprised at the size of the impact," said Tom

See **TOURISM** Page 8A

O'Bryant, White County's director of economic development.

The above statistics come from the Georgia Department of Economic Development, which compiles a tourism impact report each year.

Cheryl Smith, regional representative for the Georgia Division of Tourism, said statewide data for 2011 will become available in May, with a county-by-county breakdown expected

in September.

The 2010 report includes a graph showing the last six years of tourism revenue in White County. Tourist expenditures increased during 2005 and 2006, hit a peak in 2007, then dropped a bit in 2008 and 2009 as the economy hit a downward spiral. But the numbers rebounded in 2010.

"Even in a recession, people have to get away and rejuvenate themselves," Smith said. "The good thing

is, the mountains are so close."

And White County is lucky to have those mountains, to offset the shortage of other revenue sources such as major retail outlets and big manufacturing plants.

"It's clear that tourism is a driving force in this county," said Russ Spangler, interim president of the White County Chamber of Commerce.

O'Bryant said tourism is

the county's second-largest industry. Agriculture still takes the top spot, with \$106 million in farmgate value in 2010.

But a symbiotic relationship has developed between the two industries, with "agri-tourism" ventures such as corn mazes and wineries.

O'Bryant said the county should be continually seeking new ideas.

"You don't want to depend on any single source

of revenue," he said. "You want to diversify."

Smith said the efforts seem to be working.

"For the most part, I think people in Northeast Georgia are doing a good job marketing what they have," she said.

O'Bryant said White County officials use two "barometers" for tourism: the hotel/motel tax and the special-purpose local-option sales tax (SPLOST).

"Tax revenue is im-

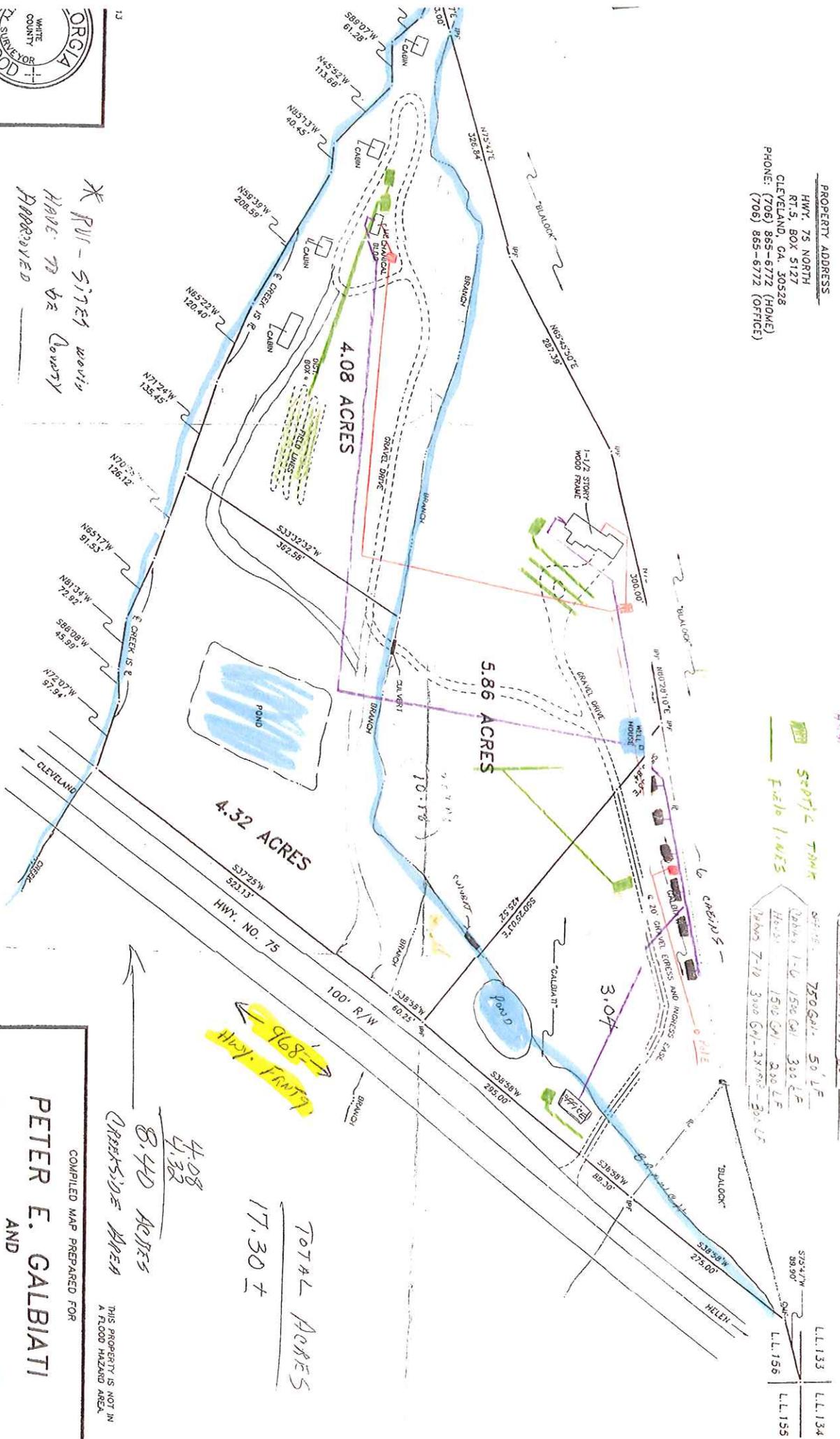
portant in terms of the SPLOST," he said, noting that many of White County's public construction projects are funded in part by people who don't live here.

"You can see that a large percentage of the SPLOST comes from visitors," O'Bryant said. "It allows us to keep our ad valorem (property) tax low."

THE FIELD DATA UPON WHICH THIS MAP OR PLAT IS BASED HAS A CLOSE PRECISION OF ONE FOOT IN FEET AND AN ANGULAR ERROR OF PER ANGLE POINT AND WAS ADJUSTED USING RULE.

LP GAS TANKS (70916 GAS 8)
 2-1000 GAL - Tanks
 1-1000 GAL - House

PROPERTY ADDRESS
 HWY. 75 NORTH
 RT. 5, BOX 5127
 CLEVELAND, GA. 30528
 PHONE: (706) 865-6772 (HOME)
 (706) 865-6772 (OFFICE)



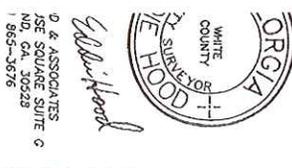
* Full-sized map
 Made to be County
 Approved

* ELEC TRAIL
 * TOWN PARKER
 * GA POWER
 * UNDERG LINES

Drilled well 3-88 - 150' DEEP
 PUMP IN SET AT 125'
 Pumps in EXISTING 20' BOX
 750 GAL - 50' LF
 Tanks 1-0 1500 GAL 300 LF
 Tanks 1500 GAL 200 LF
 Tanks 7-10 3000 GAL 2X750 - 300 LF

COMPILED MAP PREPARED FOR
PETER E. GALBIATI
 AND
DONNA J. GALBIATI

LAND LOT 155 - 3rd DISTRICT
 WHITE COUNTY, GEORGIA
 DATE: 04-12-95 SCALE: 1" = 100'
 GRAPHIC SCALE



THIS MAP OR PLAT HAS BEEN CALCULATED FOR CLOSURE AND IS FOUND TO BE ACCURATE WITHIN ONE FOOT IN FEET EQUIPMENT USED - TOPCON GTS-20 TOTAL STATION 865-3676

4.08
 4.32
 5.86
 3.04
 TOTAL ACRES
 17.30 ±

840 Acres
 CREASIDE AREA
 THIS PROPERTY IS NOT IN A FLOOD HAZARD AREA

968-88
 Hwy. 15079