Oktober 2016









Designer:

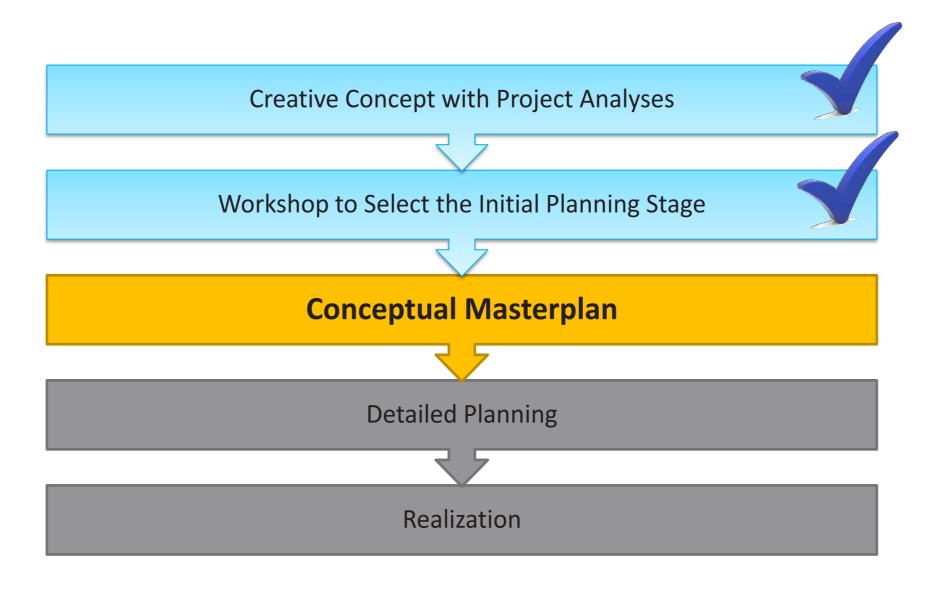


Birkenstrasse 2 5300 Hallwang Salzburg



Work Progress Plan

Steps of development







Creative Concept with Project Analyses

Goals of this step ...

- Potential of the region (nature, culture, tourism, history,...)
- Future tourist utilization possibilities
- Current and future conditions
- Rough development of unique selling points
- Possible characterization of the concept
- Proposals to position the destination
- Strategic orientation and formation of vision (USP)
- First ideas for the Points of Interest (POI)











Project Area

Key Facts of Trabzon Tourism Region

- Most important time is summer June, July, August
- Beginning extension of concentration to time from April to October
- Number of tourist in Trabzon increases strong in the last years (about 73% in the last decade)
- Most important tourist group are domestic people (about 70% in 2015)
- Most important foreign tourist group are Arabic people (about 455.000 in 2015)
- The holiday budget of Arabic people in Trabzon is about 3.000 USD per person
- Increase of investments increased the number of hotels and beds also in top categories
- Trabzon has a wide variety of nature Sea, Beach, Mountains, Green Plateaus, Caves
- Trabzon has also a long and historic culture with some traditional specials

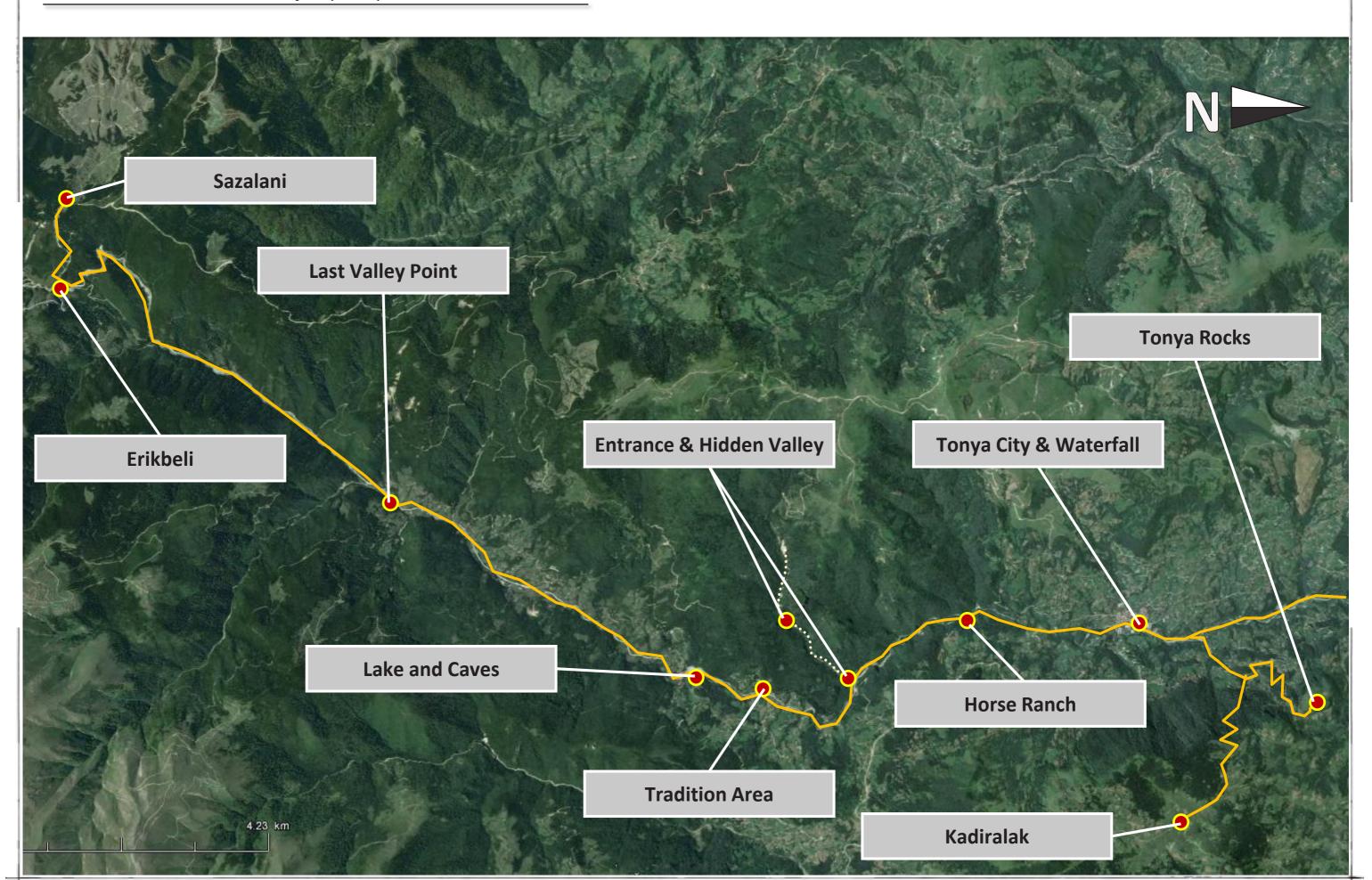








Points of Interest in Tonya (POI)





Valuation of POI in Tonya Valley

	Criteria of Evaluation					
Point of Interest	Importance for Overall Offer	Attractiveness of Location	Necessary Investment	Income - Potential	Potential for Development	Priority
Tonya City	1	2	\$	\$\$	high	1
Tonya Rocks (Veli Rocks)	1	1	\$\$\$	\$\$\$	very high	1
Kadiralak	3	2	\$\$\$	\$	low	3
Waterfall	3	1	\$\$	\$	medium	2
Horse Ranch Area	2	2	\$\$	\$	medium	2
Entrance to Hidden Valley	1	1	\$\$	\$\$	medium	1
Hidden Valley	2	1	\$	\$	high	1
Tradition Area	1	1	\$	\$	medium	1
Lake and Caves	2	2	\$	\$	low	2
Last Valley Point	2	3	\$\$	\$\$	medium	3
Erikbeli	3	3	\$\$	\$	low	3
Sazalani	1	1	\$	\$	high	1

Valuation of POI from 1 (very high) to 3 (very low) from \$\$\$ (very high) to \$ (very low)



Summary

Current situation, the POI and necessary measures

Tonya Valley is easily accessible

Trabzon is very likely as origin area for day trippers (locals and tourists)

Trabzon & Tonya provide an interesting contrast:

- Trabzon is by the sea, has a rather sparse vegetation and is very warm, Tonya has mountains, lush meadows, forests and streams
- Trabzon is a vibrant, modern city, Tonya still very original, rural, traditionally and culturally animated
- Trabzon provides consumption while Tonya stands for a simple and even reduced life

Tonya is a very water-rich region with a very clear and healthy air

Tonya has the potential to be used, all year round

Particularly Arab guests are a lucrative target for the summer months

They then search according to experience a pleasant, cooler, moist and healthy climate

- They are enthusiastic about attractions with a little effort and appreciate high quality meals and accommodation
- They are quite conscious of tradition, yet open to modern Western-style

Local visitors are an interesting target group during the whole year

• They are also conscious of tradition and interested in their own history and culture

Both groups of visitors are enthusiastic about good food

There are some interesting locations (POI) in Tonya Valley



Summary

Current situation, the POI and necessary measures

A concentrated offer is important

Each POI has to work for itself and be independent

Each POI gets its own orientation, theme and target group-oriented content

POI that have similar characteristics i.e. have similar themes needs to be close to each other

POI with higher attractiveness and a good investment-revenue potential has a high development priority

These are Tonya City, Tonya Rocks, Entrance to Hidden Valley, Hidden Valley, Tradition Area, and Sazalani

POI with unattractive basic requirements and little prospect of earnings are of lower priority

These are Kadiralak, Big Lake and Erikbeli

A concentrated offer is important that is as attractive as possible, ensures a long stay and is good marketable

Overall, a wide range of offers has to be developed with the highest possible coverage

At the beginning the focus has to be on less POI and these should be expanded well with a lot of attractions



Summary

Current situation, the POI and necessary measures

A concentrated offer/attraction has the following advantages:

- Every POI needs e a basic infrastructure that only costs money and brings no income
- · Developing a lot of POI needs a high basic investments
- At this long time of arrival the visitor also expects to be entertained that long
- To achieve that many attractions for a POI needs also a high investment per POI
- The return on investment will be reached much more quickly
- · With less POI the concentration of the visitors is higher and so the places are more revived
- Like this the offer is automatically perceived as desirable and popular and considered of higher quality through the visitors

The development of new POI should only be made only when a critical minimum dimensions of visitors is reached

For the long-term development there must be accommodations in Tonya Valley

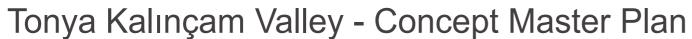
The POI located on the road and should be connected with a shuttle service

This keeps the car frequency low and gives visitors the possibility of easy relocation

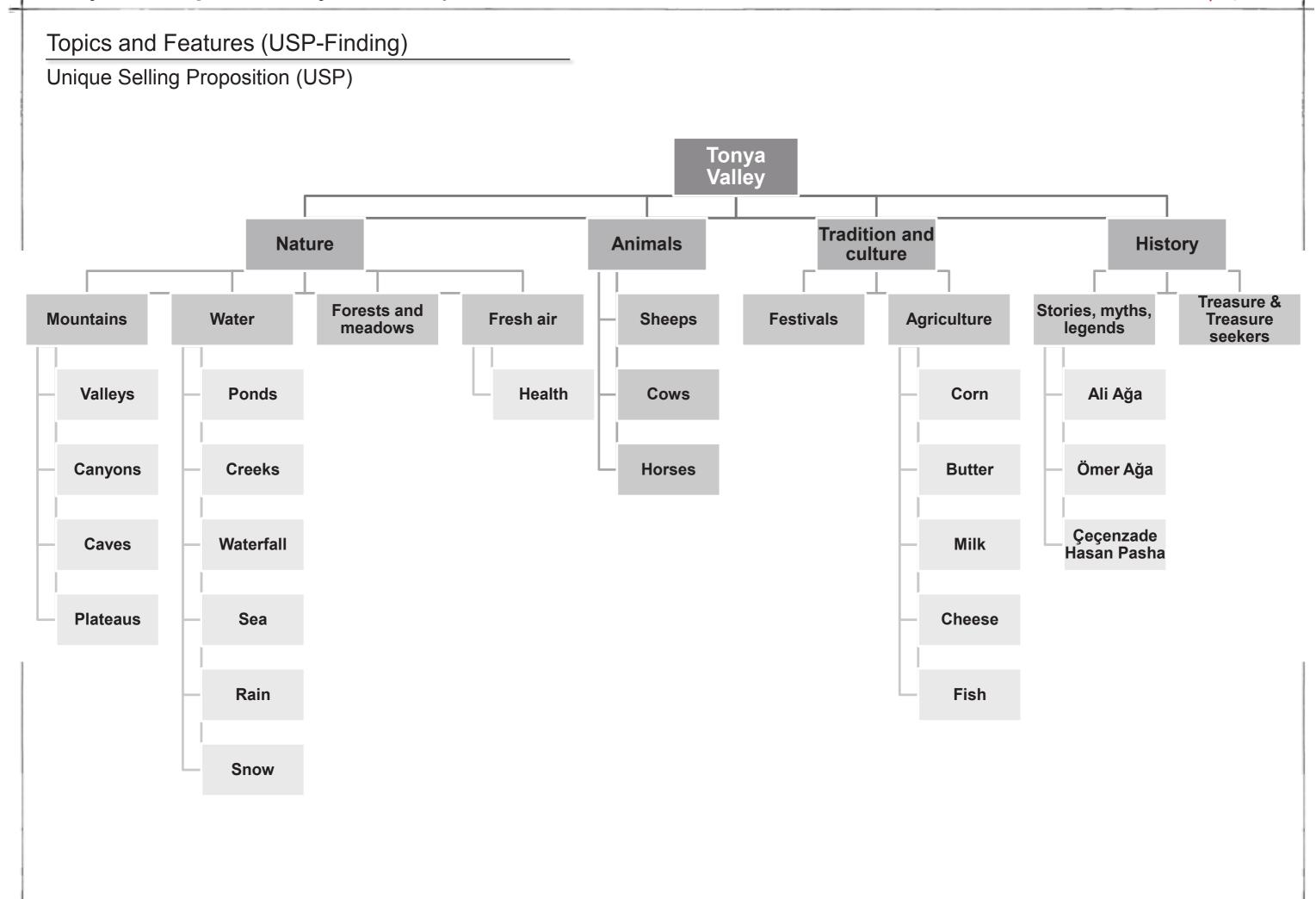
The focus of the development will be on summer, but there also must be an offer for the other seasons

Tonya Valley needs a marketable Highlight

There must be a total brand for Tonya Valley created under which all offers related to the POI will fit

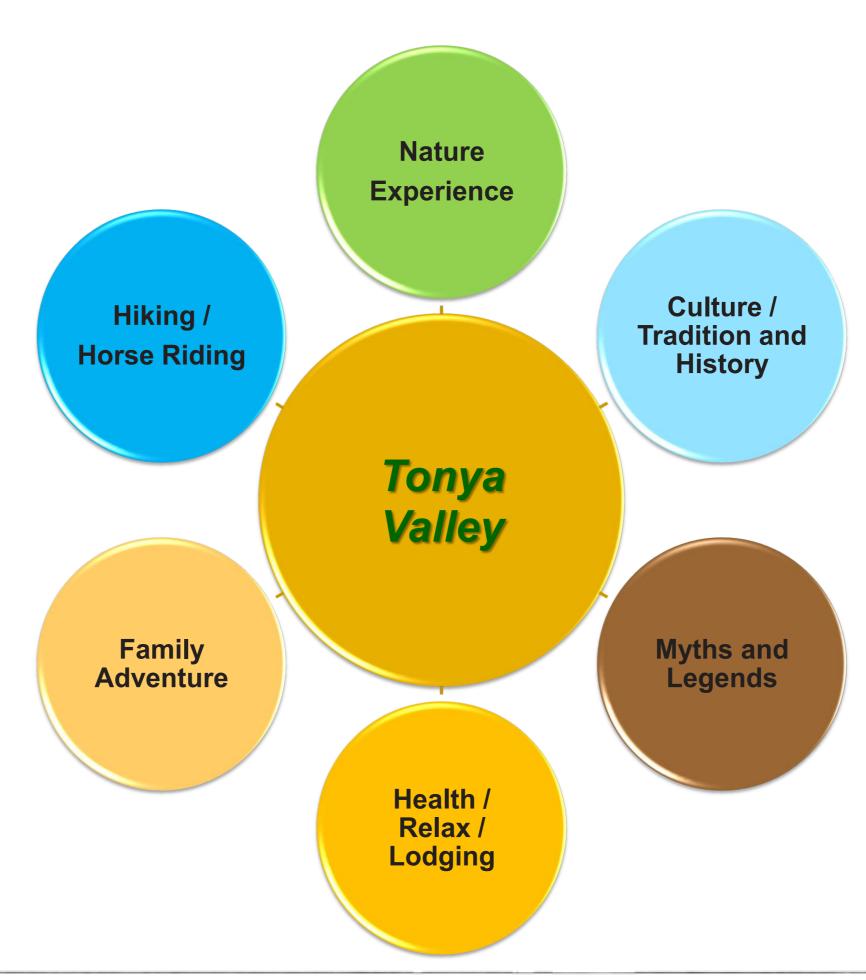






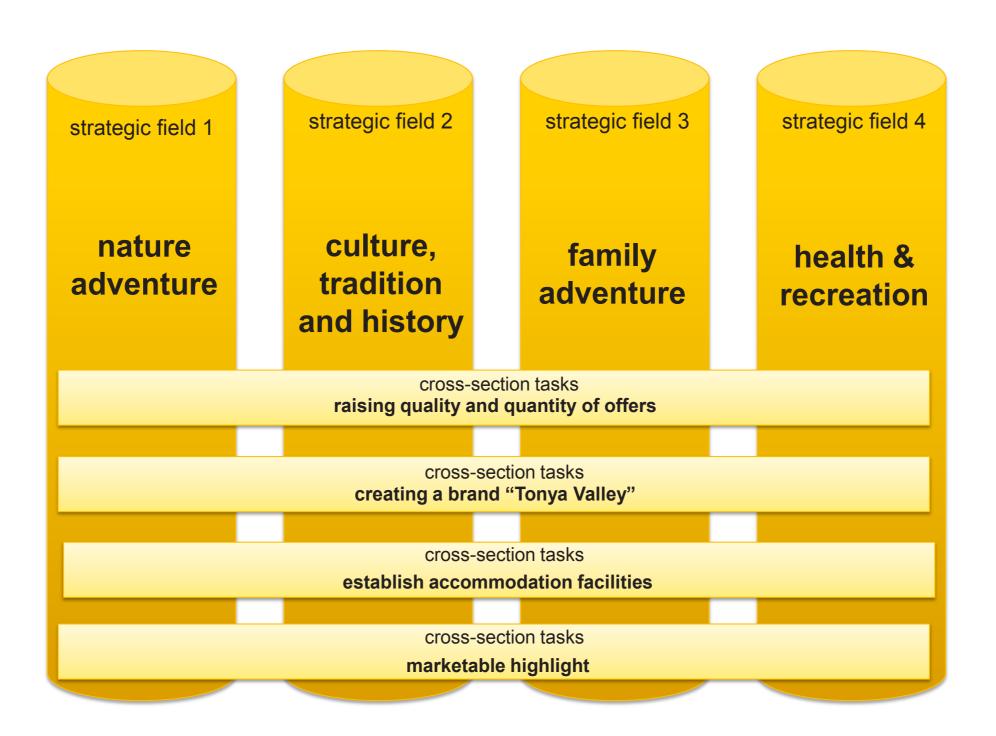


Profiling of Tonya Valley





Main Topics and Strategic Focus





Touristic Target Groups

Category	Definition
Age	3-99 Years (widest possible coverage)
Sex	Independent
Grouping	Families with kids, couples without kids, groups of friends
Origin	Turkey, Arabic countries, visitors spending their holiday in Trabzon
Duration of stay	Visitors for one day and several days
Preferential offering	Adventure, enjoyment of nature, rest and relaxation, health, sport, tradition and culture
Financial added value	High to low
Season	Focusing on summer, basically all year





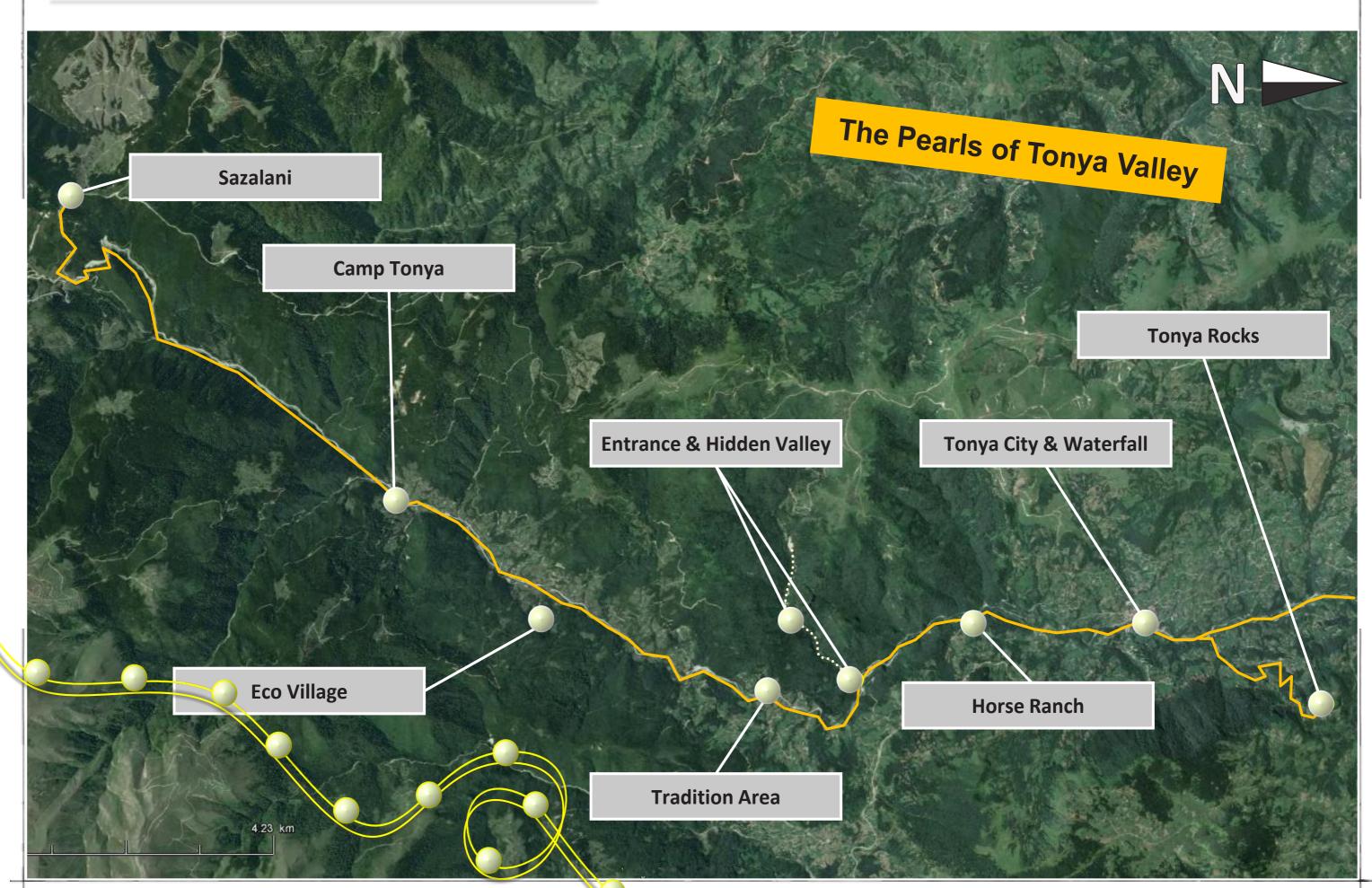
Come and Discover "The Pearls" of Tonya Valley

TONYA VALLEY "THE TREASURE VALLEY"





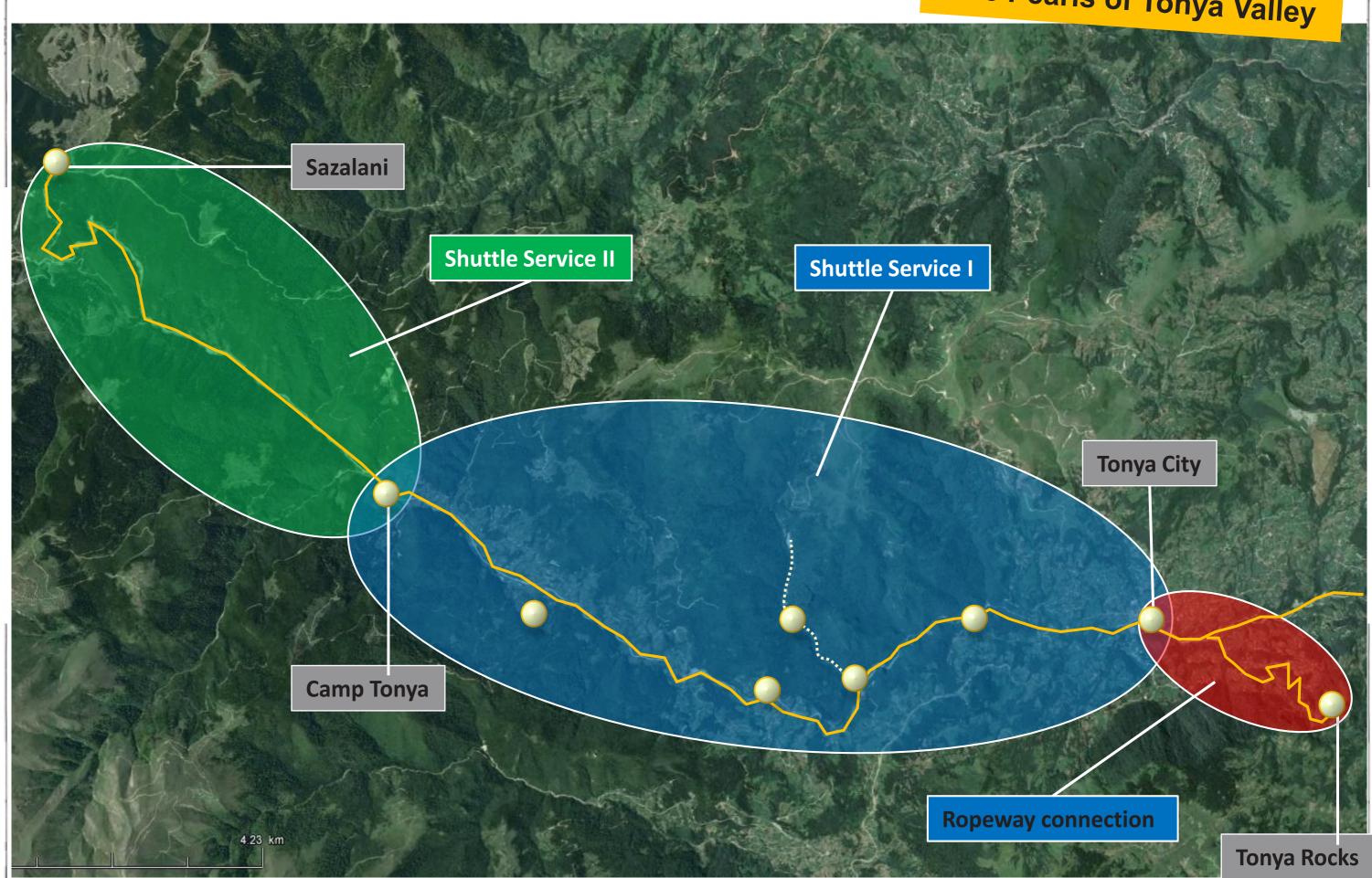
Come and Discover "The Pearls" of Tonya Valley





Connection Concept of Tonya Valley

The Pearls of Tonya Valley





Connection Concept of Tonya Valley

Arrival

Parking

Shuttle

Adventure (POI)

Shuttle

Departure (or Hotel)

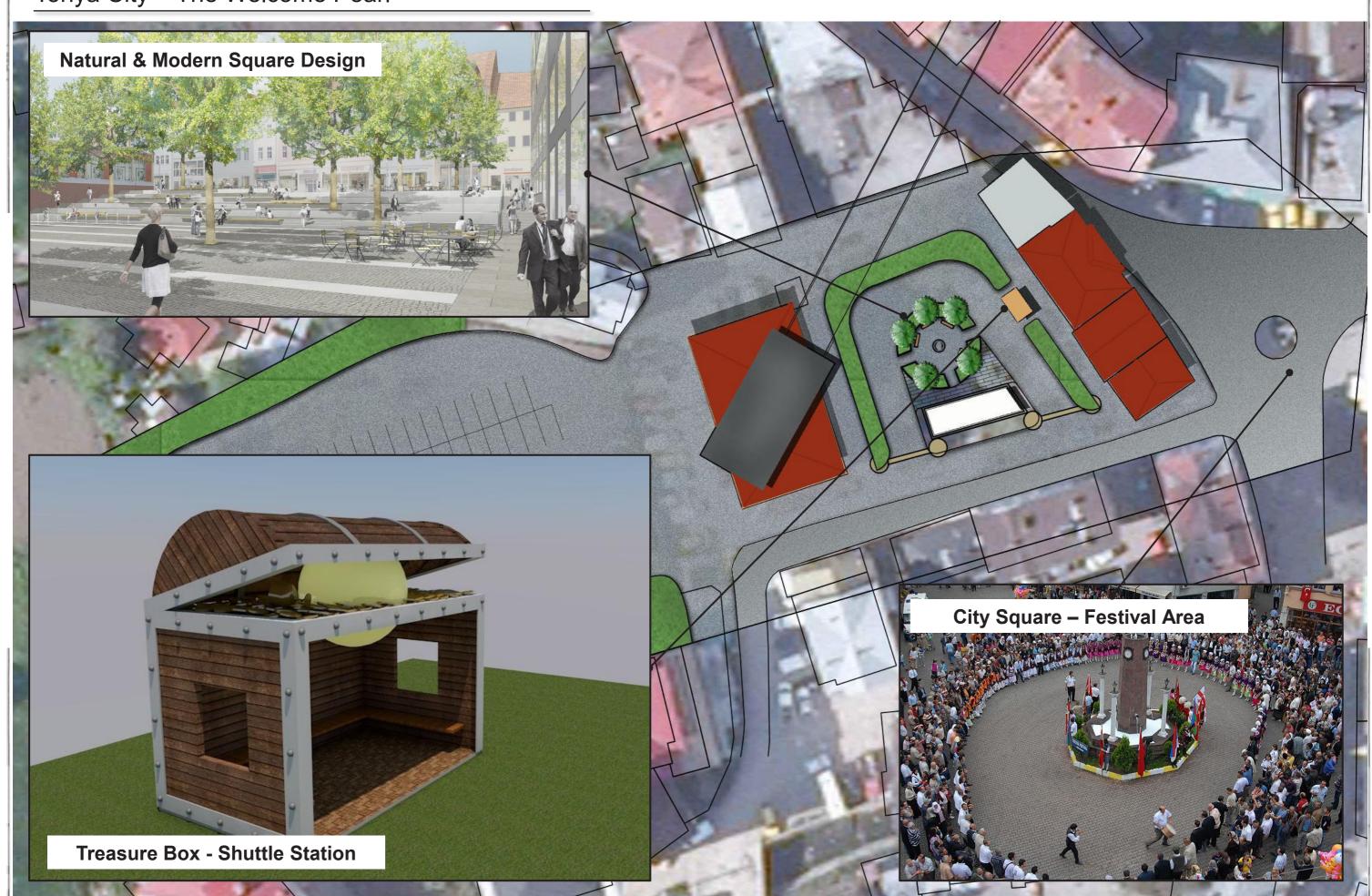








Tonya City – The Welcome Pearl





Tonya City – The Welcome Pearl



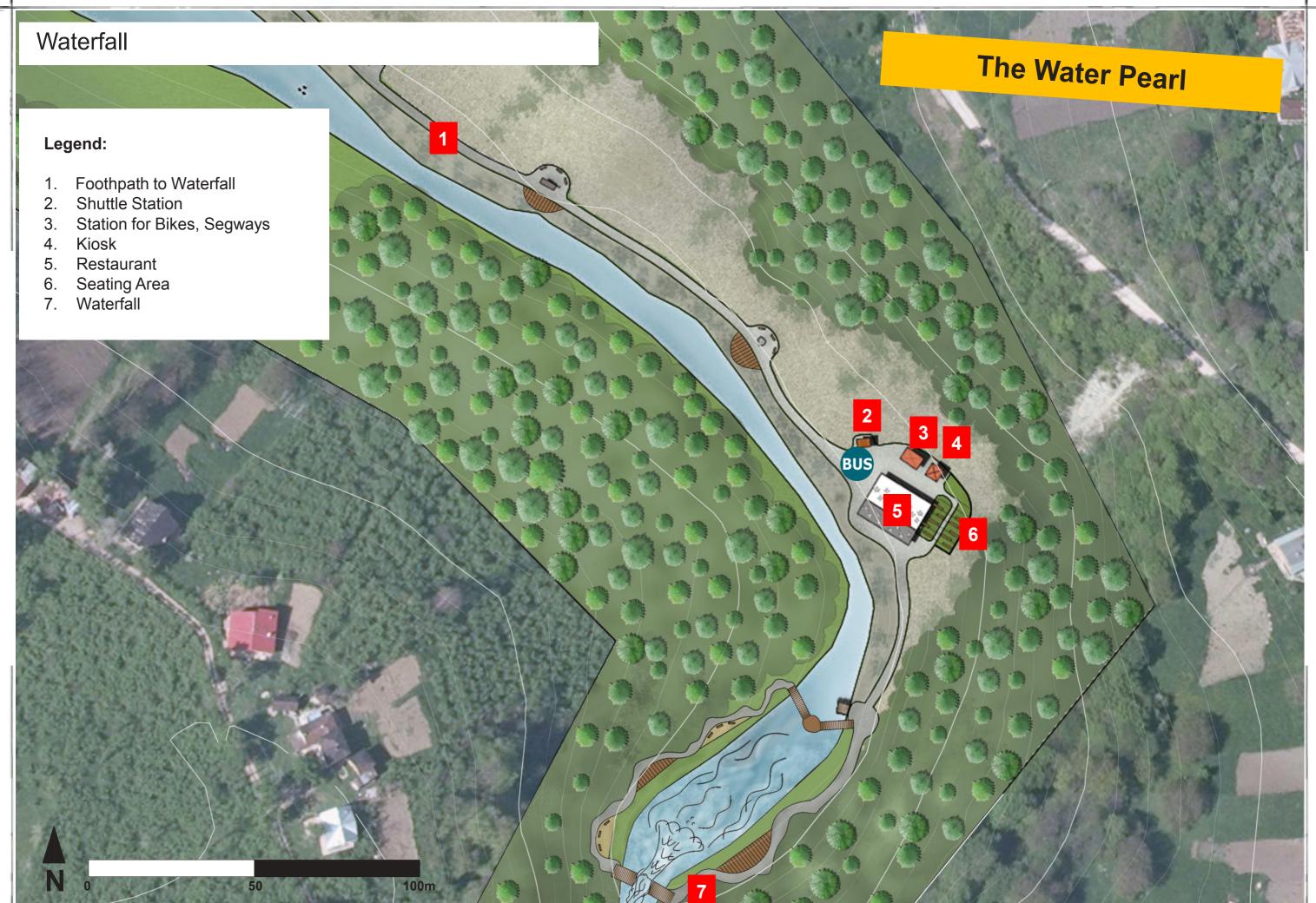


Tonya City – The Welcome Pearl

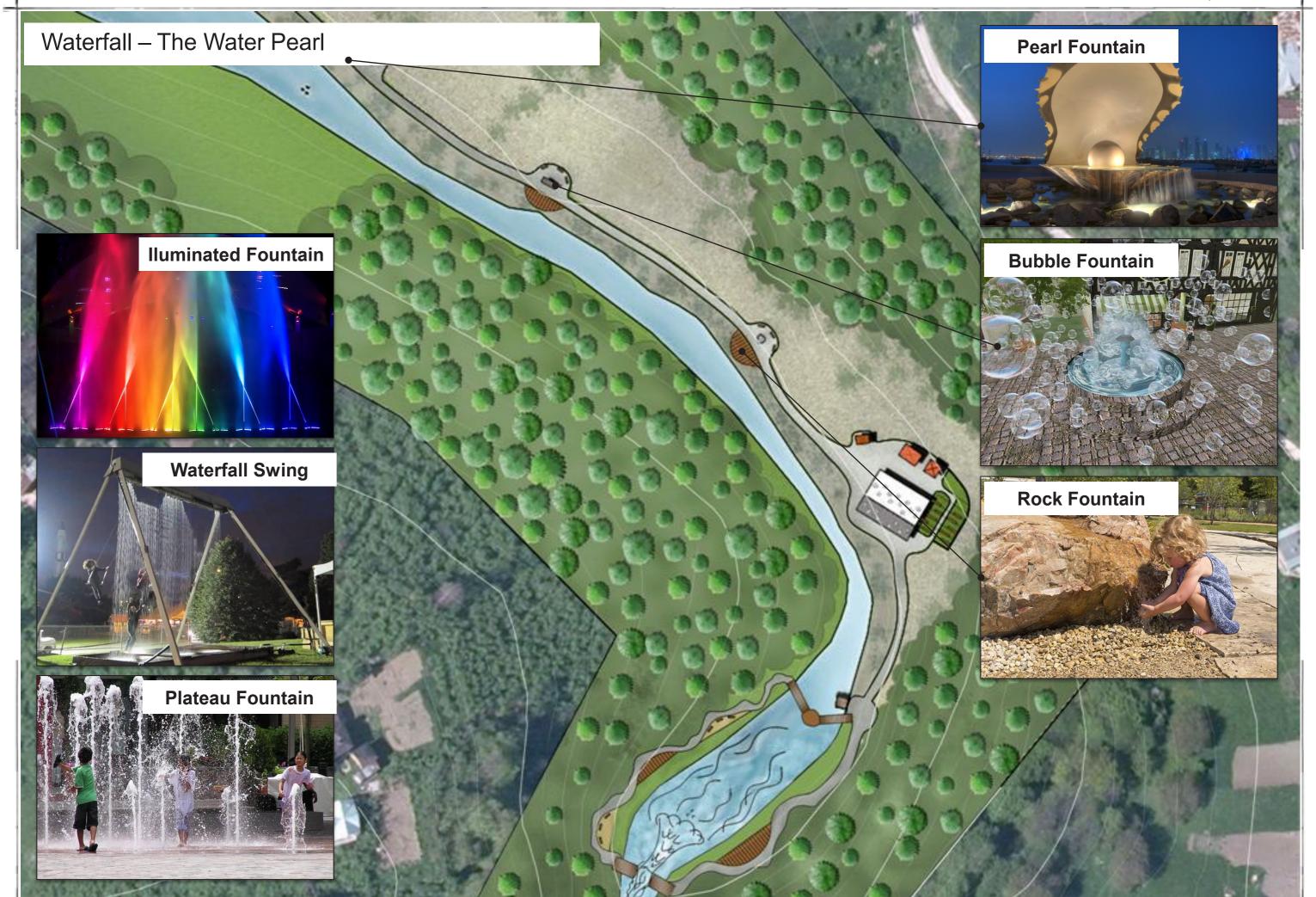
	Content (Objects & Areas)	Surface	Specification	Cost Estima	tion* in € European Price Standard
		(m2)		Price per Unit	Total
	Info center and toilets	60	Information for visitors of Tonya Valley	600	36.000
	Green areas	250	Park		
	Place for seating	40	Seating facilities		
I	Shuttle station	10	Shuttle bus station	300	3.000
	Parking area	2.680	Parking area for approx. 150 cars	25	67.000

^{*} Cost estimates are without groundwork , forest clearing & gardening, ex works, ex taxes, ex permissions



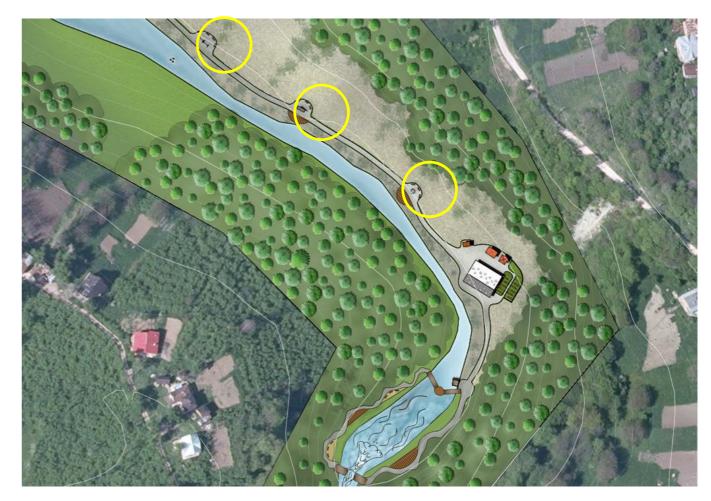








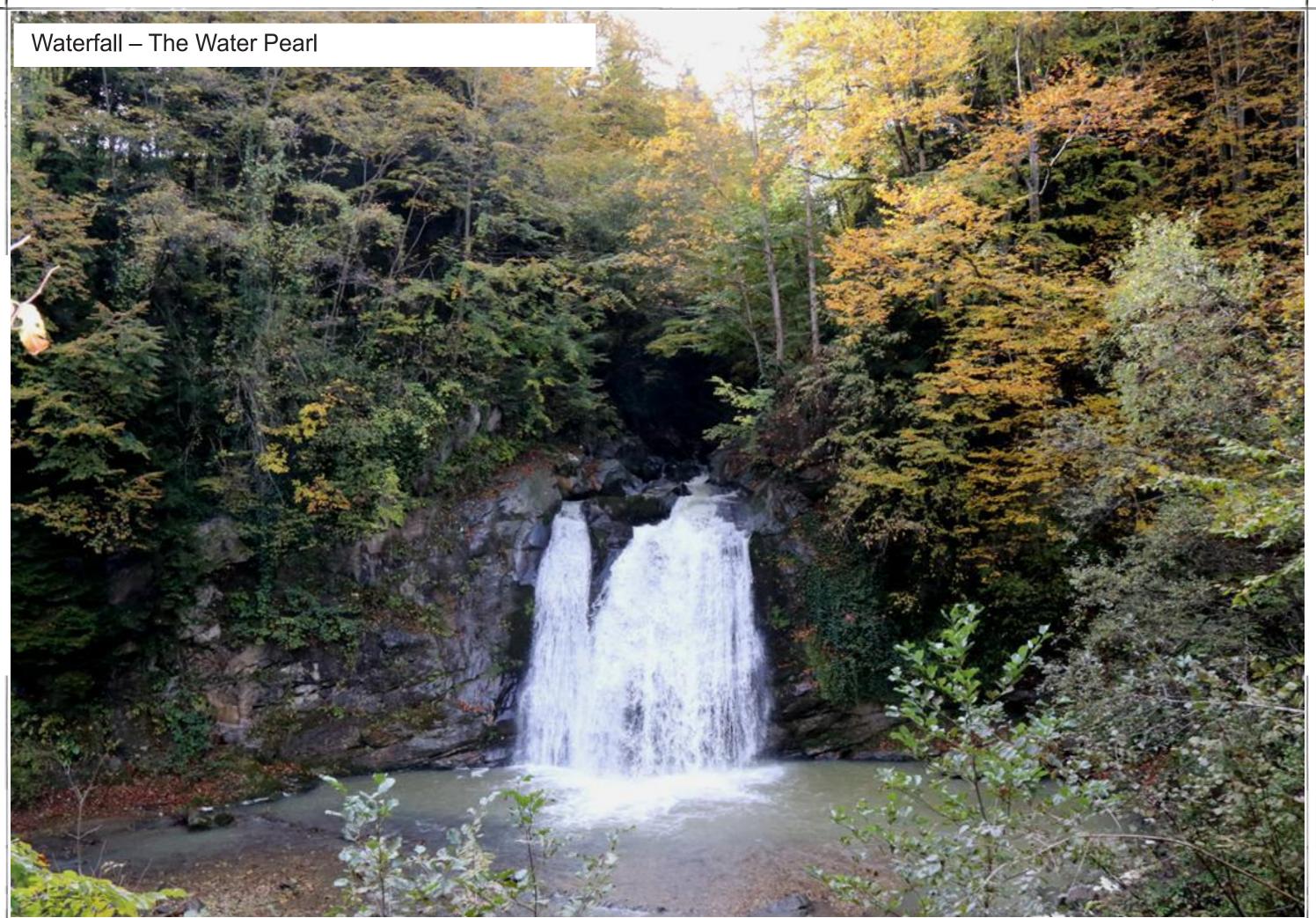
- Six Different Fountains in Summer
- Places for Seating
- Platforms
- Illuminated Ice Sculptures in Winter





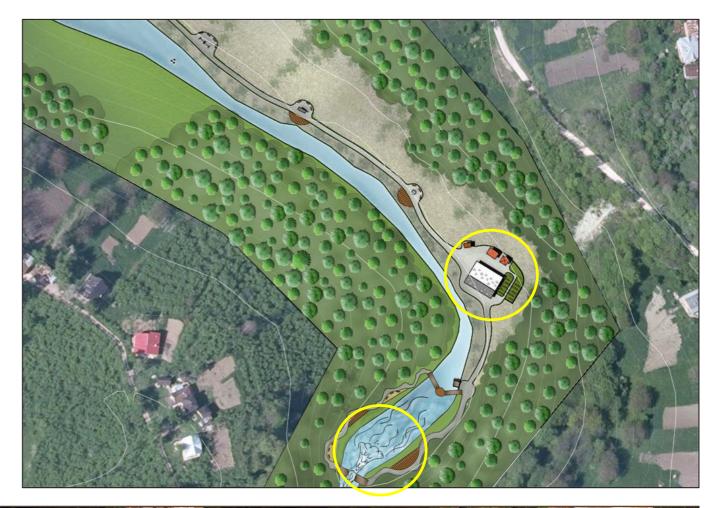








- Restaurant with Waterfall View
- Dinning at the Waterfall
- Special Night Events

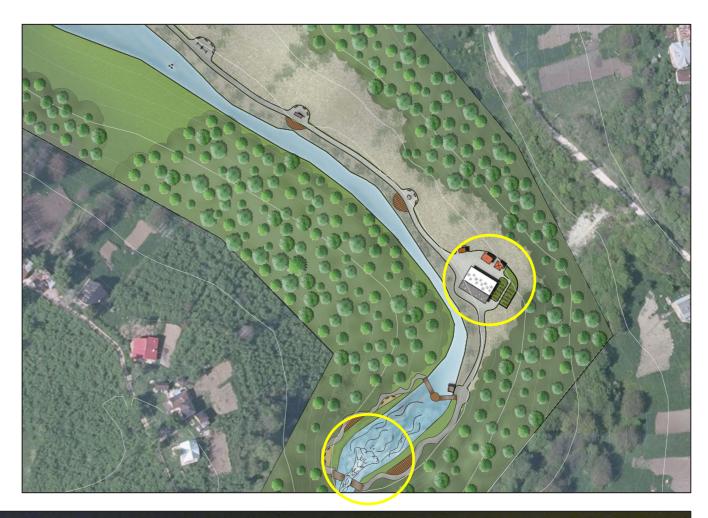








- Restaurant with Waterfall View
- Dinning at the Waterfall
- Special Night Events
- Illumination of the Waterfall at Night
- Special Night Shows









- Restaurant with Waterfall View
- Dinning at the Waterfall
- Special Night Events
- Illumination of the Waterfall at Night
- Special Night Shows
- Seating Area Next to the Restaurant
- Green Cascades









	Content (Objects & Areas)	Surface (m2)	Specification	Cost Estimat	ion* in € European Price Standard
		(1112)		Price per Unit	Total
	Restaurant	410	30 seats indoor; 120 seats outdoor;	1.000	410.000
	Green area for seating next to restaurant	208	Seating facilities fur up to 100 people		
	Illumination of waterfall at night		Projection of waterfall		
ı	Kiosk	16	Selling snacks and souvenirs	500	8.000
	Station for bikes, segways	24	Covered area	300	7.200
	Shuttle station	10	Shuttle bus station	300	3.000
	Parking area	500	Parking area for approx. 30 cars	25	12.500
	Footpath to waterfall	3.200	Path from Tonya City to and behind the waterfall with platforms, seating places, fountains		250.000

Restaurant - Space Program	Surface (m2)
Indoor seating area	50
Outdoor seating area (roof + terrace)	100+90
Kitchen area	50
Toilets	40
Other areas (E.g. praying room)	80
Total	410

Footpath to Waterfall - Details	Units
Length (m)	640
Place for seating	10
Fountain	6
Bridge	2
Platform	3

^{*} Cost estimates are without groundwork , forest clearing & gardening, ex works, ex taxes, ex permissions





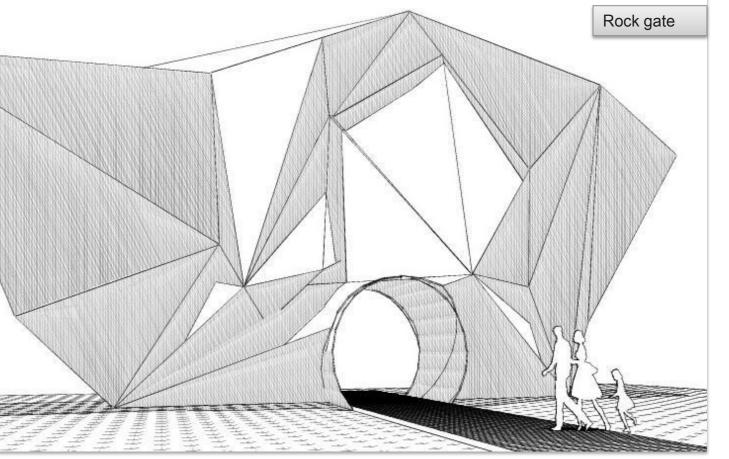


Tonya Rocks "Natural Mountain Resort"

- Hotel With Ground Level and One Underground Level
- Rehabilitation and Health Care Center with Ground Level and Two Underground Levels
- Public Restaurant
- Access from Underground Garage
- Sustainable and Eco-friendly Design
- Ropeway Connection withTonya City







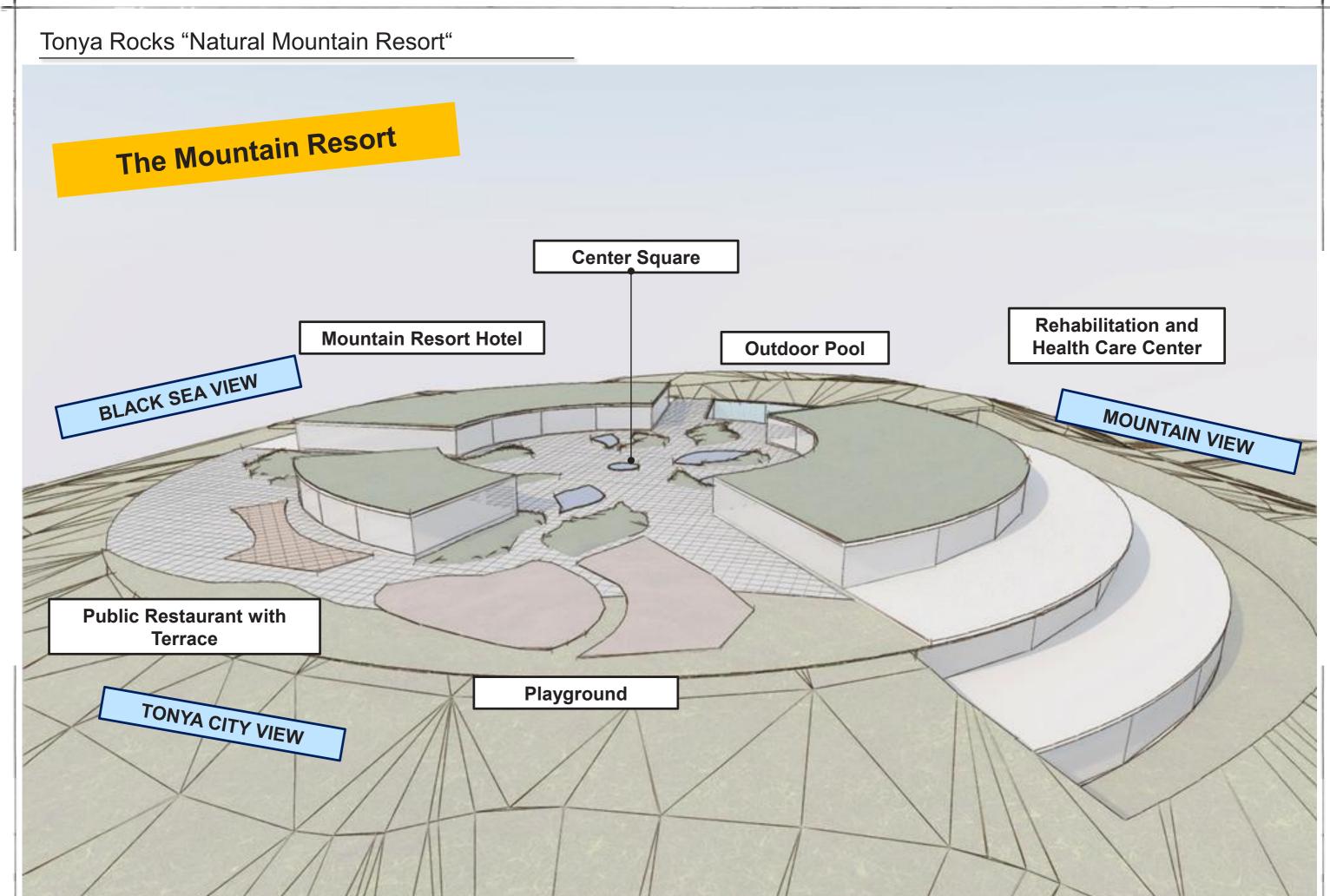




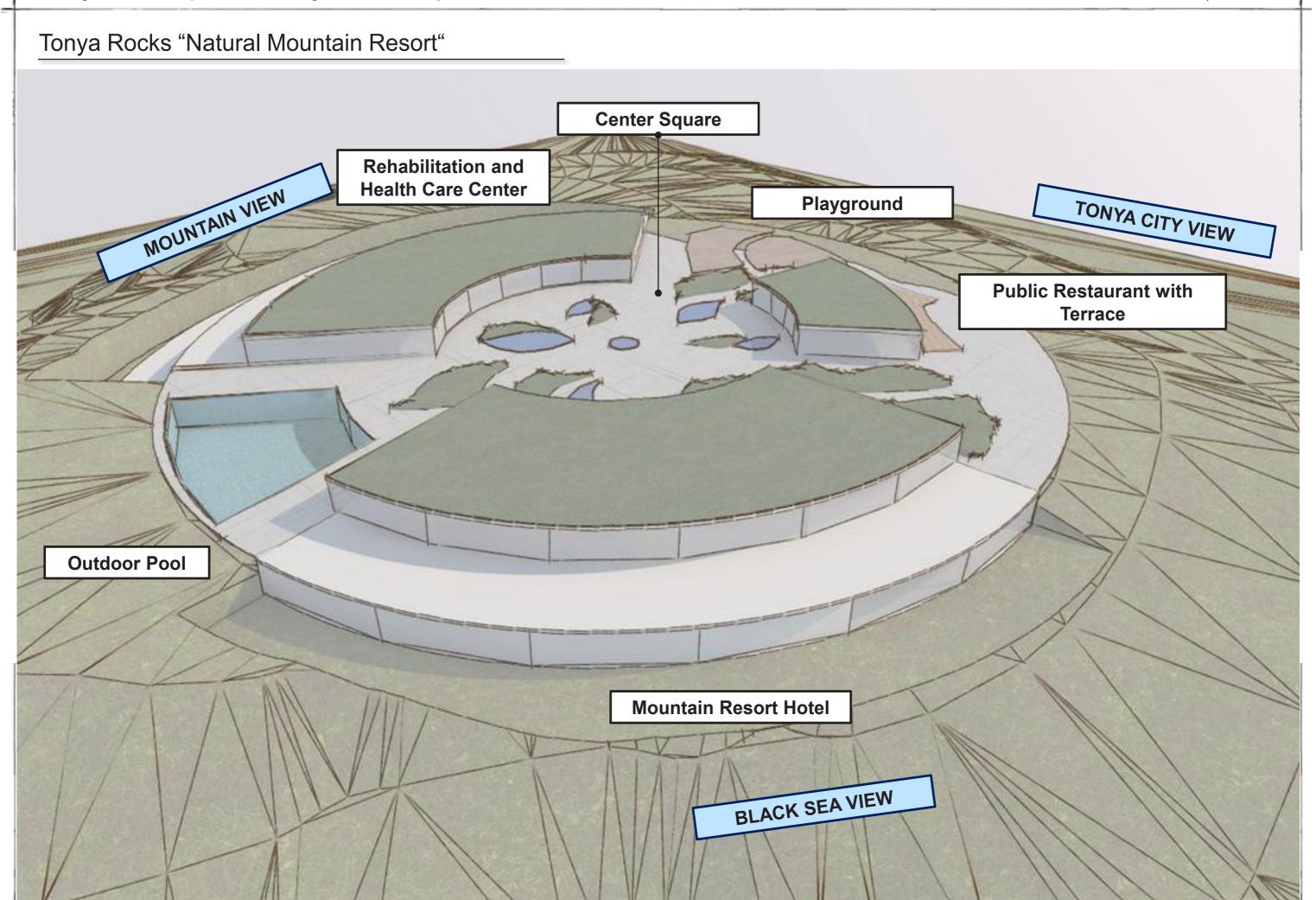








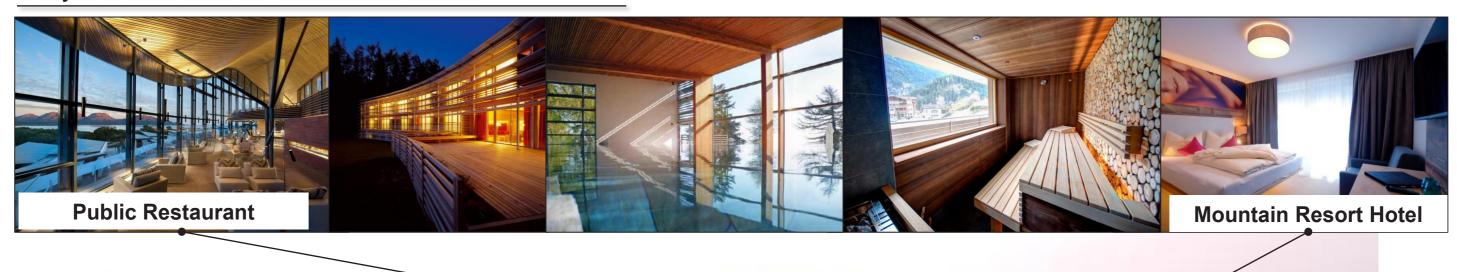






Tonya Rocks "Natural Mountain Resort" **Center Square** Rehabilitation and **Health Care Center** Playground **Public Restaurant with Terrace Outdoor Pool Mountain Resort Hotel**









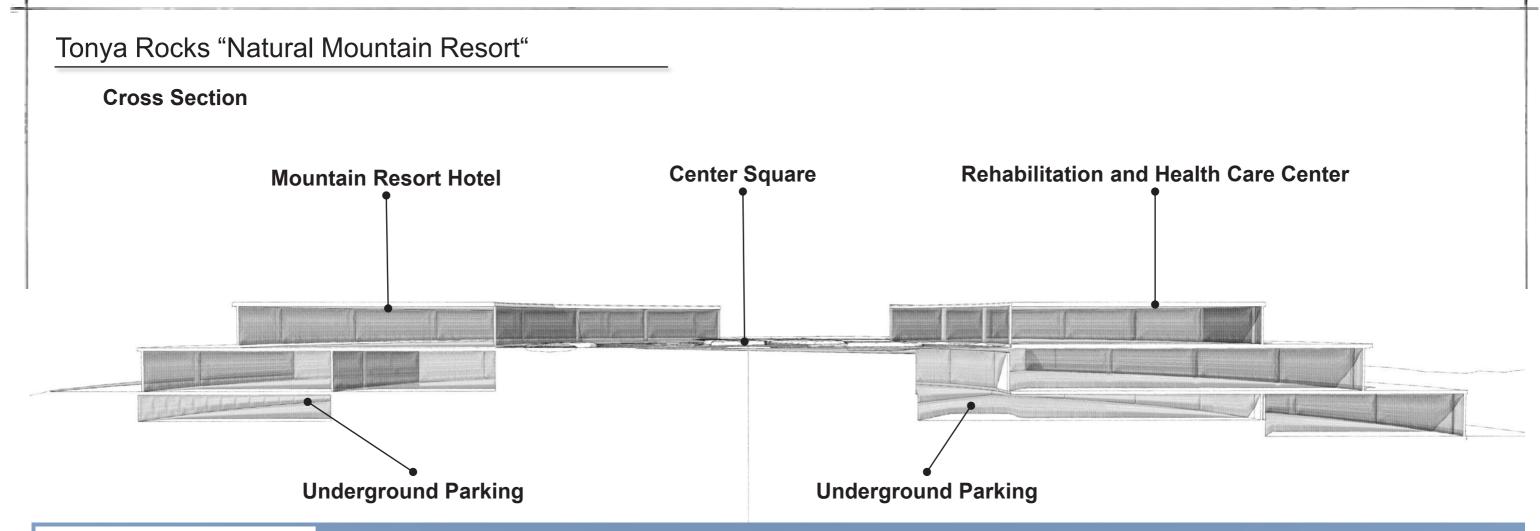


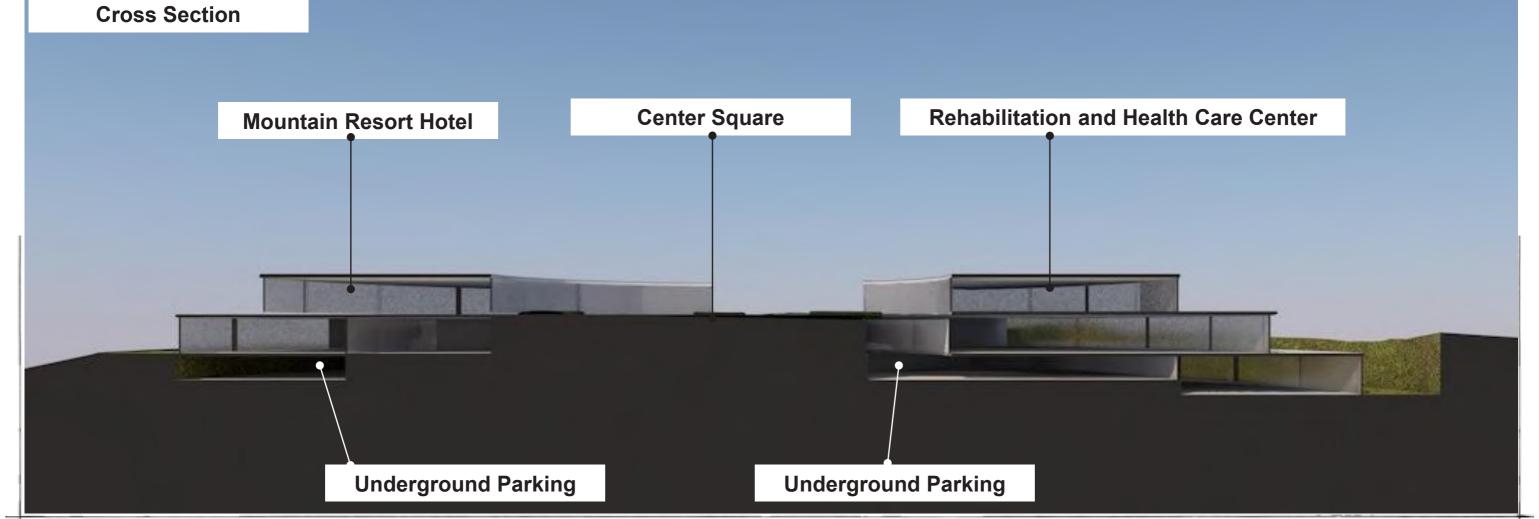
Tonya Rocks "Natural Mountain Resort" **Public Center Square** Restaurant Playground Mountain **Resort Hotel** Rehabilitation and **Health Care Center Outdoor Pool**





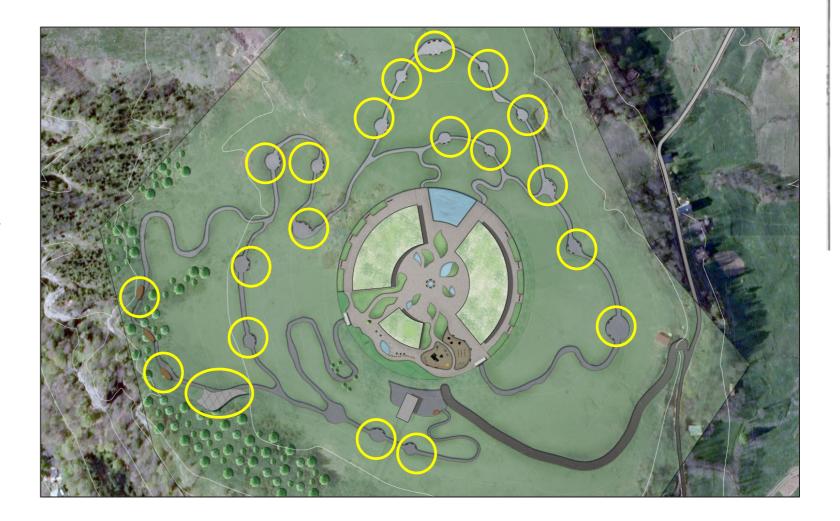








- Viewing Points and Footpaths all over the Plateau
- Relaxing and Seating Facilities
- Black Sea View, Rocks View, View to Tonya City

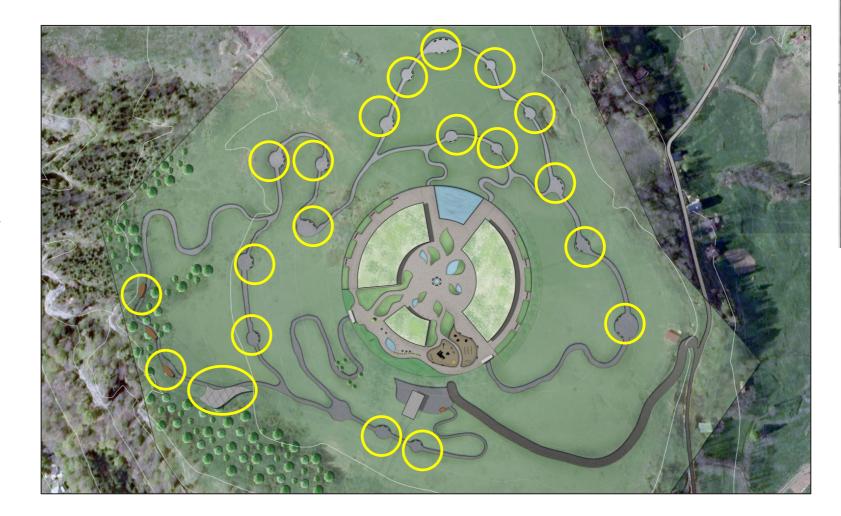








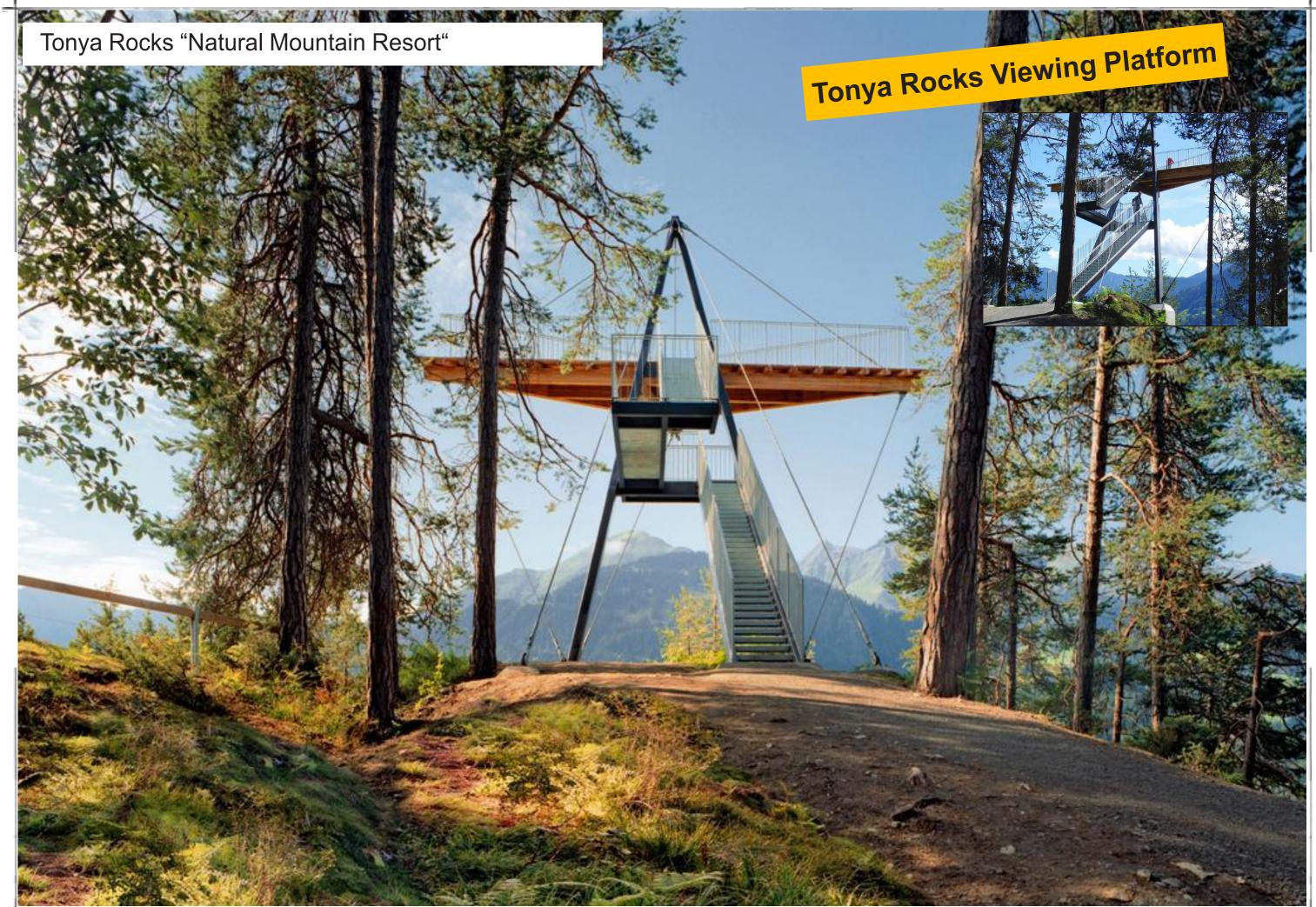
- Viewing Points and Footpaths all over the Plateau
- Relaxing and Seating Facilities
- Black Sea View, Rocks View, View to Tonya City
- Special Installation at Tonya Rocks













Content (Objects & Areas)	Surface	Specification	Cost Estimation* in €	European Price Standard
	(m2)		Price per Unit	Total
Rehabilitation and health care center (20 single rooms & 40 double rooms)	8.000	Medical center for rehabilitation to help people with disease or after accidents	2.000	16.000.000
Hotel (140 rooms)	4.000	Mountain hotel with Black Sea view	75.000	10.500.000
Public restaurant	820	Public restaurant with view to Tonya City 225 seats indoor; 140 seats outdoor;	1.000	820.000
Underground parking area	4.500	Parking area for approx. 250 cars	300	1.350.000
Ropeway station building	200		650	130.000
Ropeway System		10 MGD - system, approx 2.900 m length		8.000.000
Shuttle station	10	Shuttle bus station	300	3.000
Water areas (without pool)	200			
Grass areas	1.680			
Playground area	640	Wooden play equipment in natural design		65.000
Footpath around plateau	8.000	Footpath around the plateau with seating places and viewin/relaxing points		250.000
Tonya Rocks viewing platform		A special designed viewing platform on the Tonya Rocks		300.000

^{*} Cost estimates are without groundwork , forest clearing & gardening, ex works, ex taxes, ex permissions



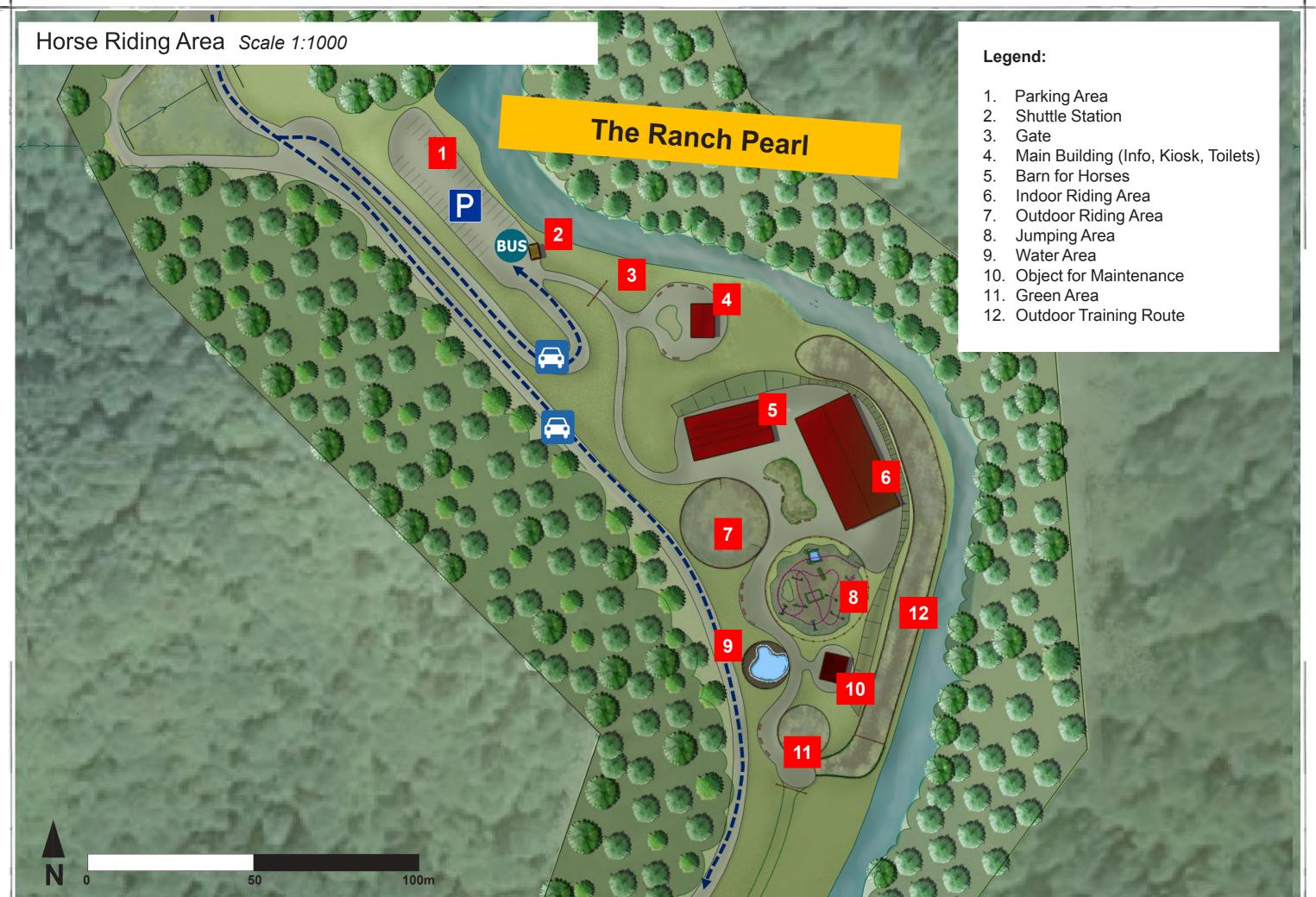
Hotel - Space Program	Surface (m2)	
Lobby/reception	100	
Rooms (140)	2800	
Wellness & spa (for man)	50	
Wellness & spa (for woman)	50	
Outdoor pool	703	
Gym (for man)	100	
Gym (for woman)	100	
Library	50	
Entertainment room	80	
Restaurant	400	
Other areas (E.g. praying room)	270	
Total (without pool)	4000	
Underground parking area	2000	

Public Restaurant - Space Program	Surface (m2)
Indoor seating area	360
Outdoor seating area	220
Kitchen area	100
Toilets	60
Other areas (E.g. praying room)	80
Total	820
Underground parking	500

Rehabilitation and Health Care Center - Space Program	Surface (m2)			
Lobby/reception	200			
Single rooms (20)	300			
Double rooms (40)	800			
Care area	250			
Intesive therapy	400			
Rehabilitation area	220			
Physical terapy	750			
X-ray room	60			
Radiology	350			
Dialysis	400			
Laboratory	200			
Special medical rooms	550			
Nuclear diagnostics	150			
Medical offices	400			
Farmacy	100			
Praying room	100			
Restaurant	200			
Indoor pool	1250			
Changing rooms	100			
Toilets/showers	100			
Wellness & spa	200			
Cleaning room	100			
Washing room	100			
Other areas	720			
Total	8000			
Underground parking area	2000			

^{*} Cost estimates are without groundwork , forest clearing & gardening, ex works, ex taxes, ex permissions







Horse Riding Area – The Ranch Pearl











Horse Riding Area – The Ranch Pearl

Content (Objects & Areas)	Surface	Specification	Cost Estimation	* in € European Price Standard
	(m2)		Price per Unit	Total
Main Building (info, kiosk, toilets)	70	Central building with info, shop, toilets	500	35.000
Barn for horses	325	Stable for the horses	400	130.000
Indoor riding area	657	Hall for indoor riding	400	262.800
Outdoor riding area	540	Area for outdoor riding	25	13.500
Jumping area	748	Area for training jumps	25	18.700
Water area	82	Area for training to cross water		
Object for maintenance	56	Garage and storage	500	28.000
Green area	200			
Outdoor training route	1.350	Area for training the riding offroad		25.000
Schutttle station	10	Shuttle bus station	300	3.000
Parking area	970	Parking area for approx. 55 cars	25	24.250
Gate 2x				

^{*} Cost estimates are without groundwork , forest clearing & gardening, ex works, ex taxes, ex permissions











- Family Play Area
- Play with Sand, Water, Indoor, Outdoor,...
- Own Designed Play Equipment
- With Restaurant in the Center
- Play Possibilities for all Ages









- Family Play Area
- Play with Sand, Water, Indoor, Outdoor,...
- Own Designed Play Equipment
- With Restaurant in the Center
- Play Possibilities for all Ages













- Tell a Fairytale on a Path along the Forrest
- Have Storytelling Places
- Also have Play Equipment, Obstacles and Some Things to Explore Along the Path
- Create an Family Adventure



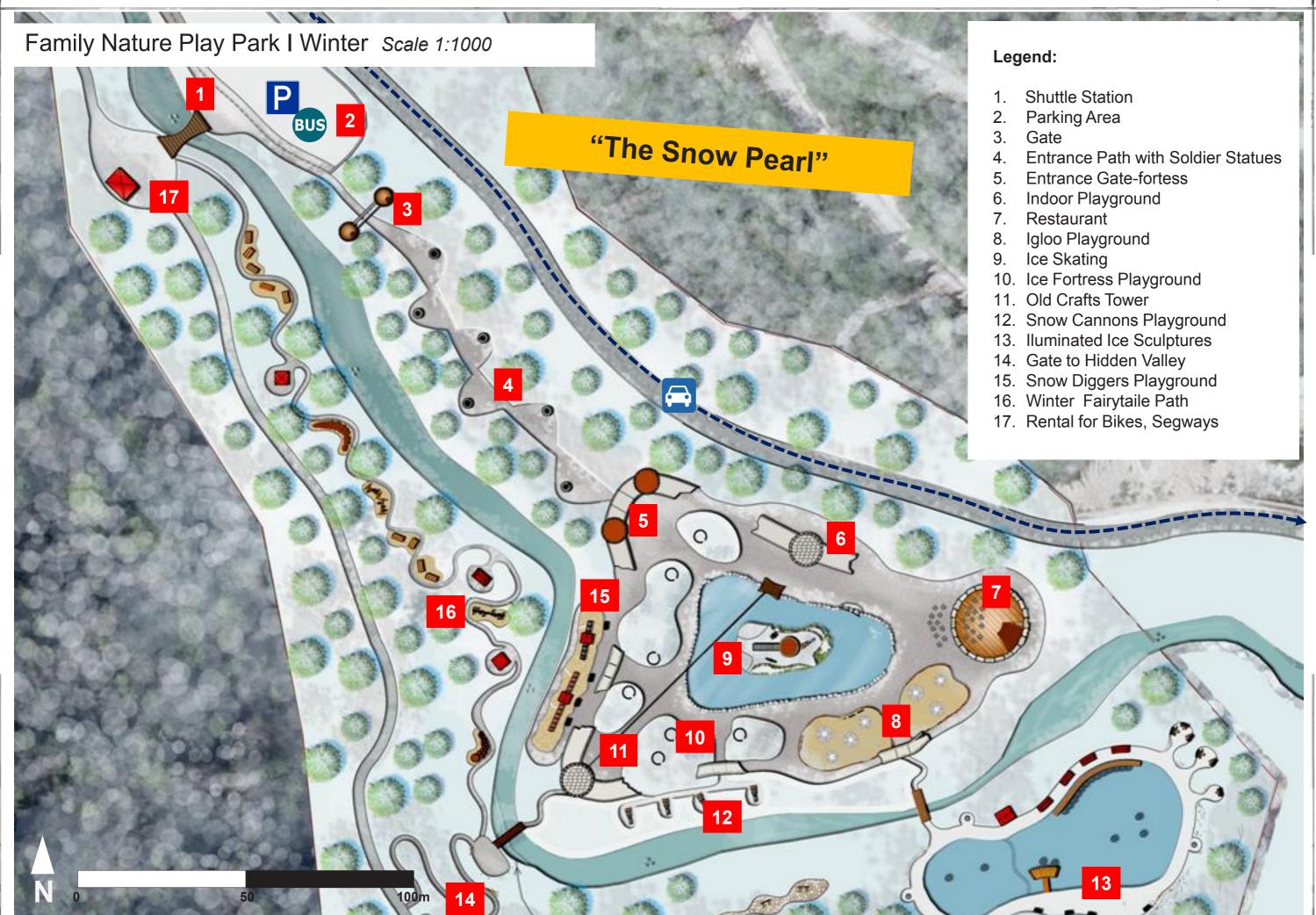














- Fun and Play Area for Children in Wintertime
- Snow Play Area
- Play with Snow, Touch the Snow, Feel the Snow
- Tubing, Sledge, Iglu, Snow Castle







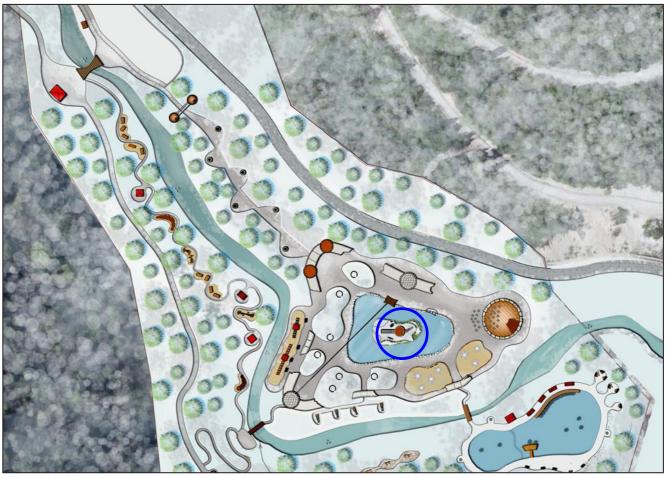
- Ice Rink for Ice Skating
- Equipment can be Rent on Site
- People can Sit at Restaurant and Watch

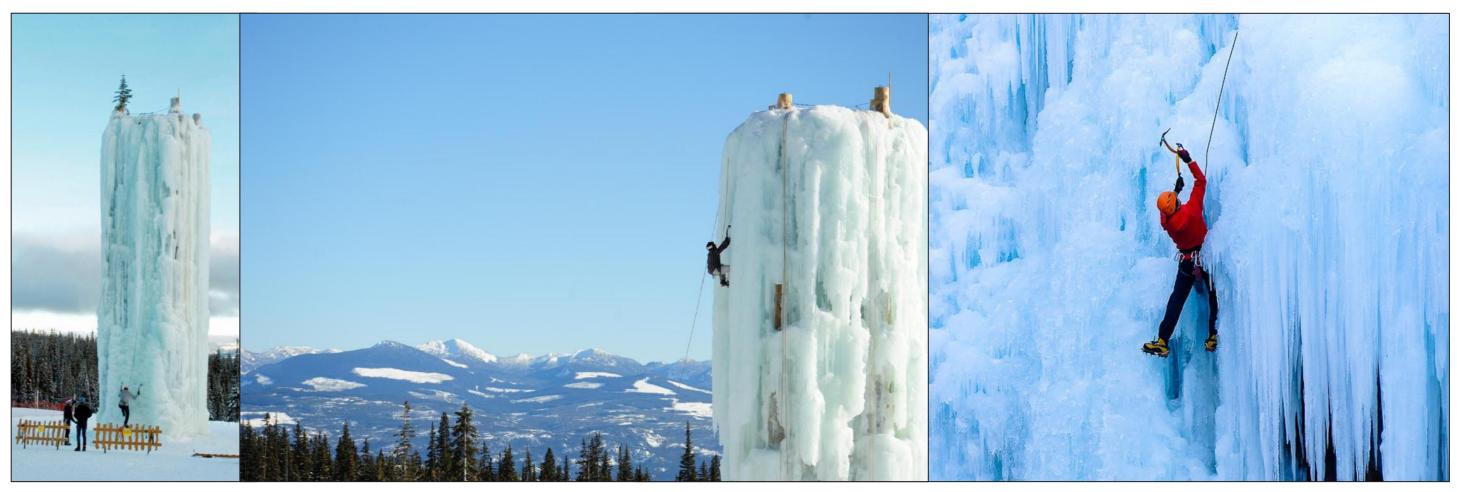






- Square Design on the Center Area
- Big Ice Sculpture for Ice Climbing
- Challenges: Who can get the best time?







- Footpath around the Lake
- Warmed Places for Seating
- Illuminated Ice Sculptures









Family Nature Play Park - The Fun Pearl

Content (Objects & Areas)	Surface (m2)	Specification	Cost Estimate	tion* in €	European Price Standard Total
Restaurant	900	65 seats indoor; 190 seats outdoor;	800		720.000
Fairytale path	1.250	Footpath with storytelling places and interactive play stations			200.000
Water area	3.025				
Water playground	1.800	Play equipment in water area like floats,			30.000
Green area	1.368				
Outdoor playground and sand play area	1.352	Wooden play equipment in natural design			150.000
Mini zip-line		Length approx. 75 meter			150.000
Indoor playground	190	Indoor soft play equipment	1.500		285.000
Old crafts tower	195	Ruins structure in old castle design	300		58.500
Shuttle station	10	Shuttle bus station	300		3.000
Rental for bikes, segways	48	Rental building	500		24.000
Object for bumper boats	20	Service building for bumper boats	300		6.000
Bumper boats					50.000
Parking area	1.460	Parking area for approx. 80 cars	25		36.500
Gate to park					
Entrance gate-fortress					15.000
Gate-tunnel					5.000
Entrance path with soldier statues					50.000
Bridge over the river					
Cannons					
Equipment for winter time		Ice skating rental equipment, snow play equipment, iglu former			50.000

Fairytale Path - Details	Units
Length (m)	335
Storytelling places	3
Playgrounds	5

* Cost estimates are without groundwork , forest clearing & gardening, ex works, ex taxes, ex permissions

oment, igiu former	50.000
Restaurant - Space Program	Surface (m2)
Indoor seating area	100
Outdoor seating area (roof + terrace)	300
Kitchen area	100
Toilets	50
Other areas (E.g. praying room)	350
Total	900





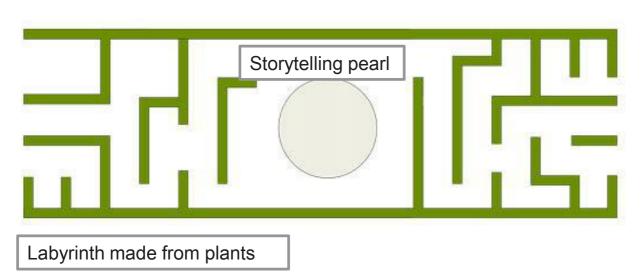


Adventure and History Trail - The Storytelling Pearl

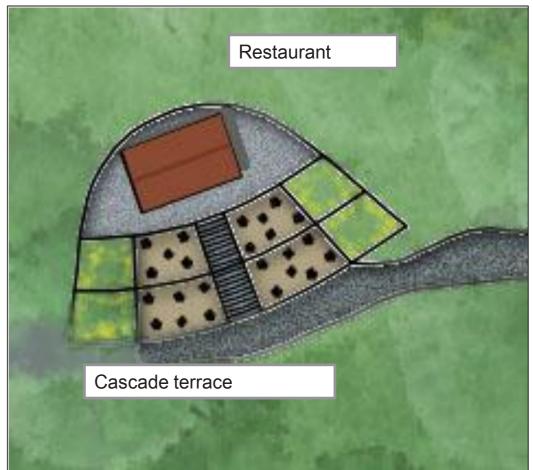
- Hidden Valley Path with Storytelling Places
- Missing Pearls that Tell Stories About History
- Towers for Finding Missing Pearls
- Traditional Tea House at the End Of Path
- Rock Guardians
- Carts, Bikes, Segway, Horse Riding









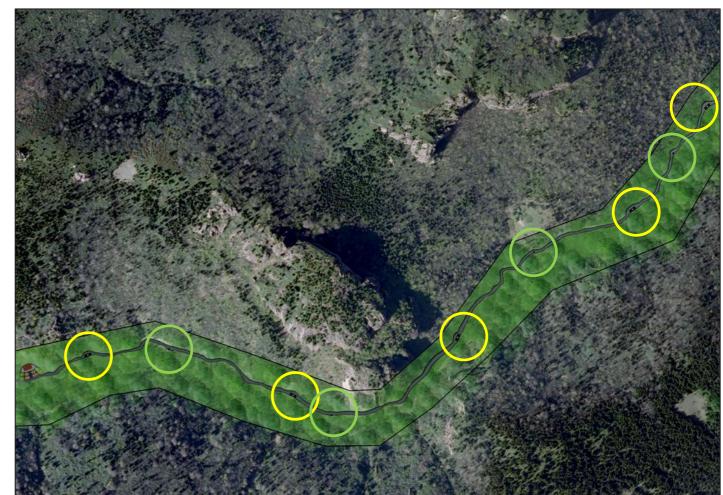




Adventure and History Trail - The Storytelling Pearl

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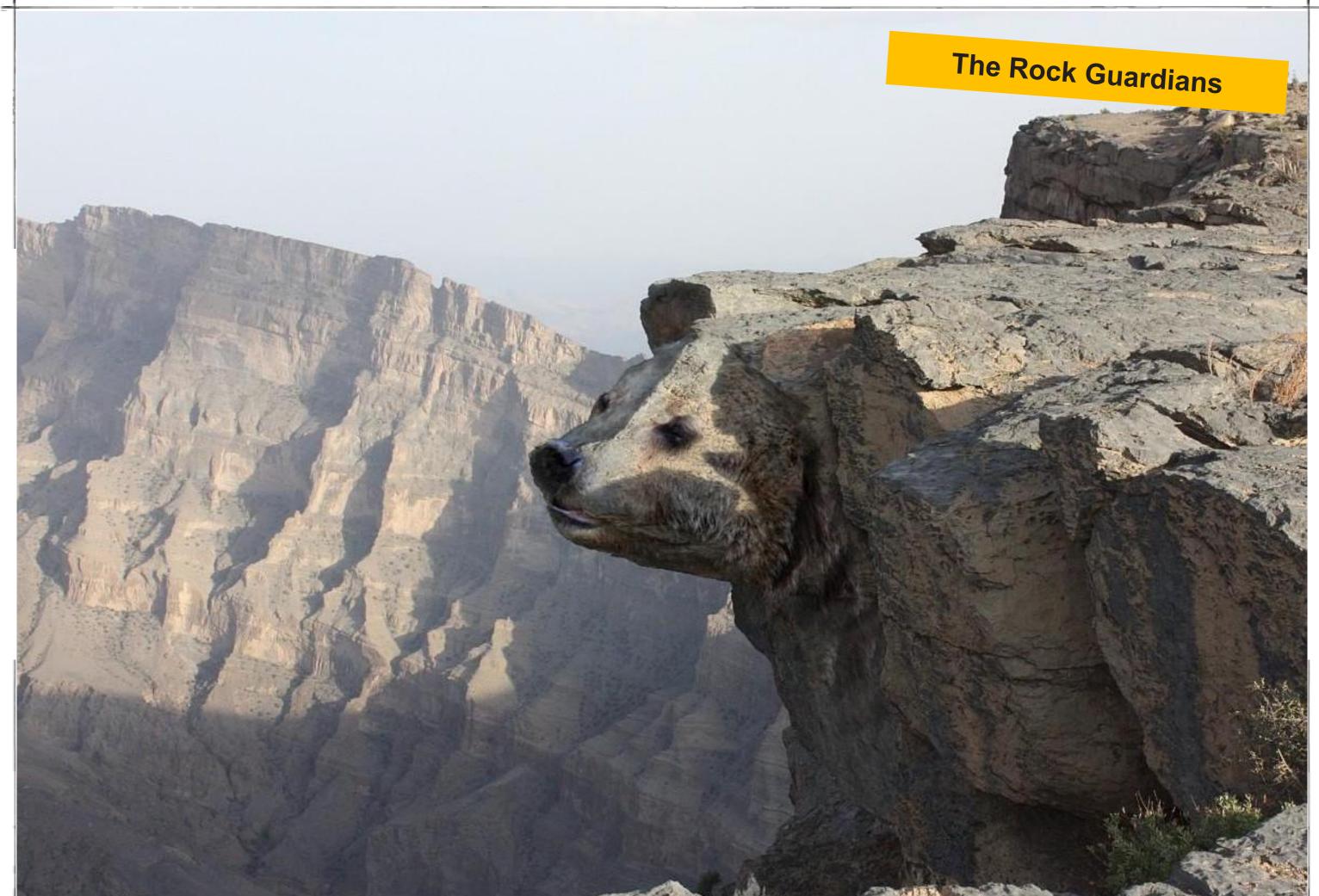








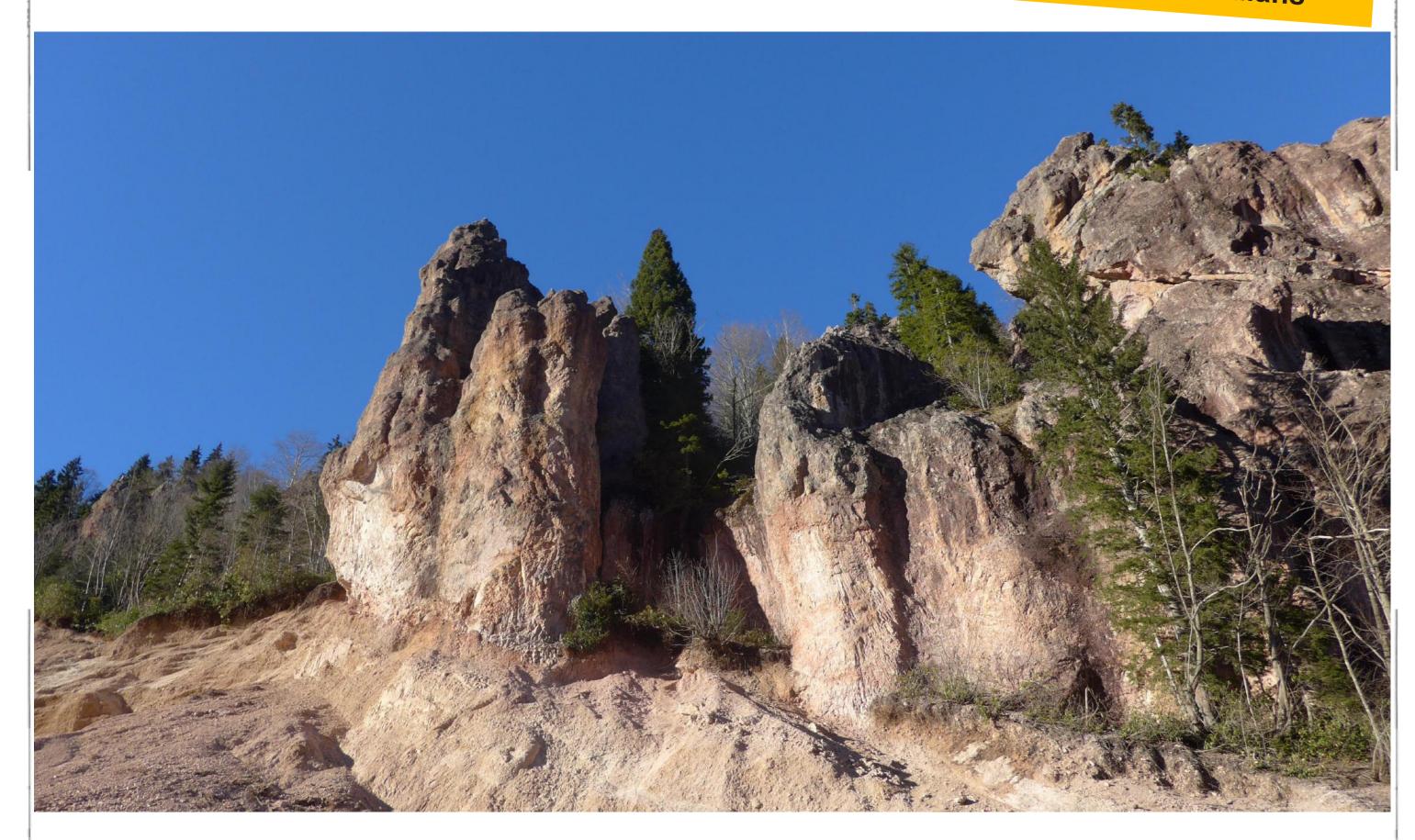




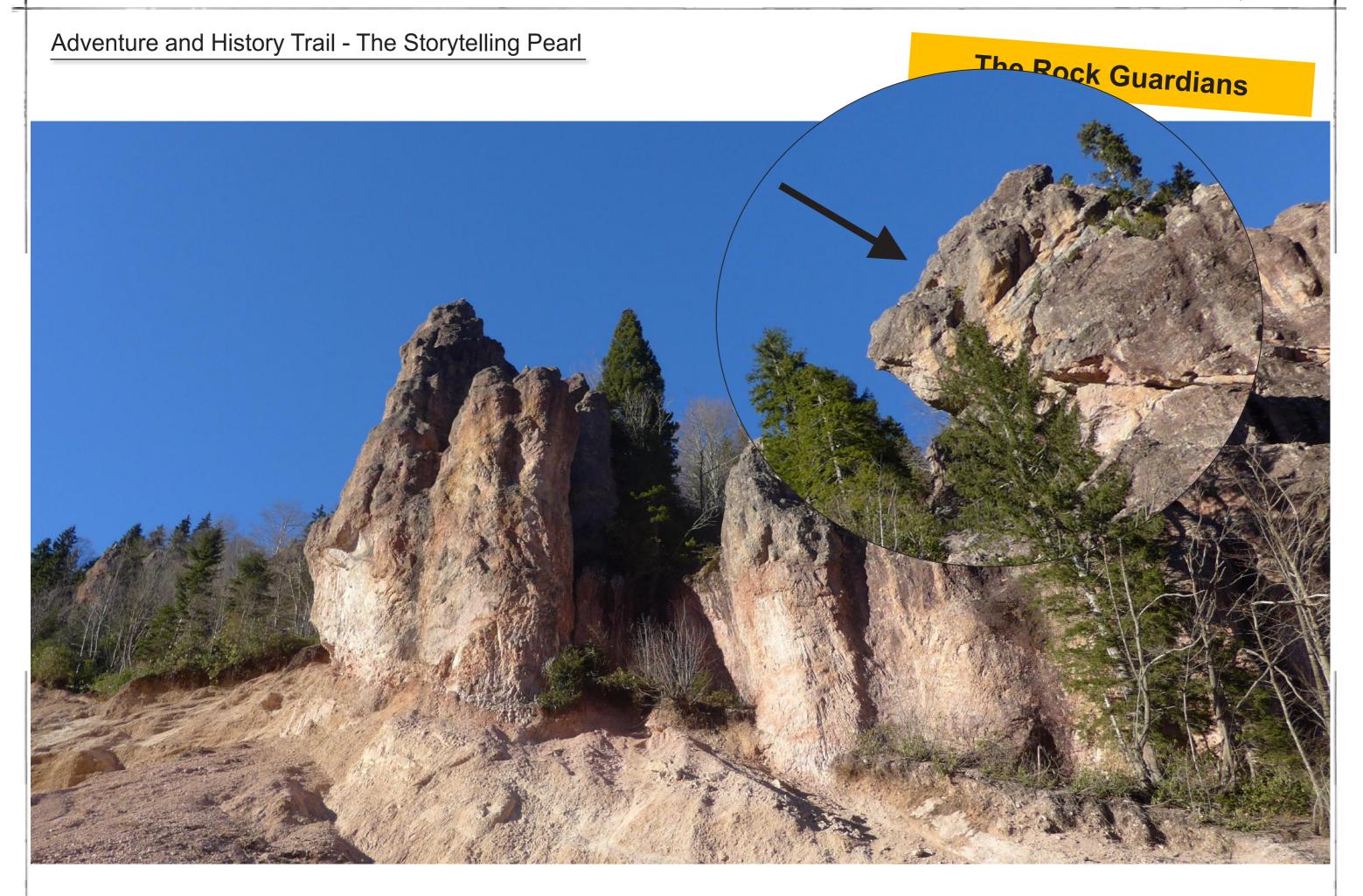


Adventure and History Trail - The Storytelling Pearl

The Rock Guardians









Adventure and History Trail - The Storytelling Pearl

The Rock Guardians





Adventure and History Trail - The Storytelling Pearl

The Rock Guardians





Adventure and History Trail - The Storytelling Pearl

The Rock Guardians





Adventure and History Trail - The Storytelling Pearl

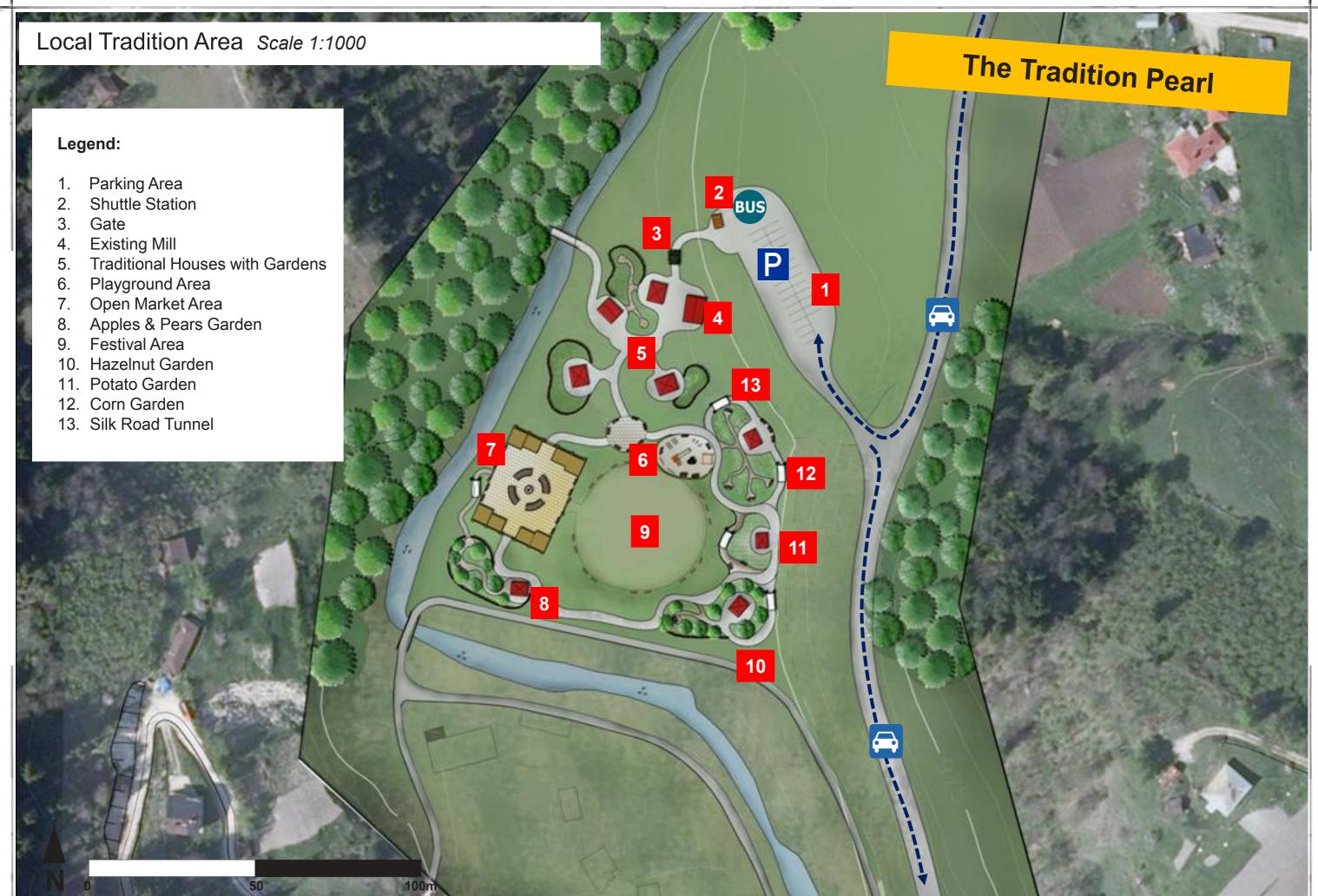
Content (Objects & Areas)	Surface (m2)	Specification	Cost Estimat	ion* in € European Price Standard
	(1112)		Price per Unit	Total
Traditional tea house	840	Traditional tea house	600	504.000
Hidden Valley path				250.000

Traditional Tea House - Space Program	Surface (m2)
Indoor seating area	100
Outdoor seating area	600
Preparation area	50
Toilets	50
Other areas (E.g. praying room)	40
Total	840

Hidden Valley Path - Details	Units
Length (m)	2630
Storytelling places	5
Towers	5

^{*} Cost estimates are without groundwork, forest clearing & gardening, ex works, ex taxes, ex permissions









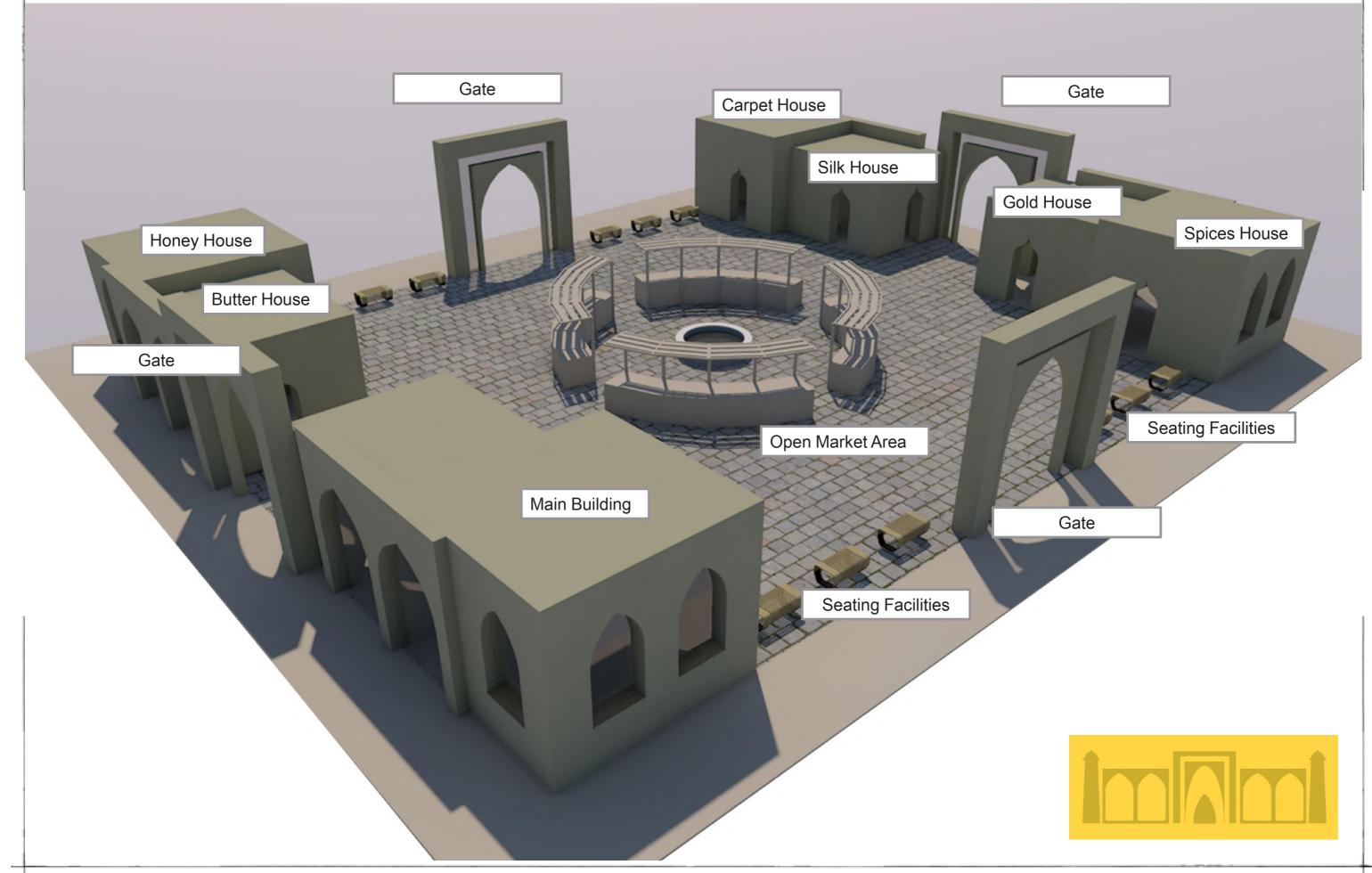


Local Tradition Area – Open Market Area





Local Tradition Area – Open Market Area





- Open Market Area Inspired by Traditional Caravanserei
- Selling Local Products
- Show Rooms which Show Process of Making Local Products







- Festival Area
- Local Traditional Festivals
- For Local People and also for Tourists



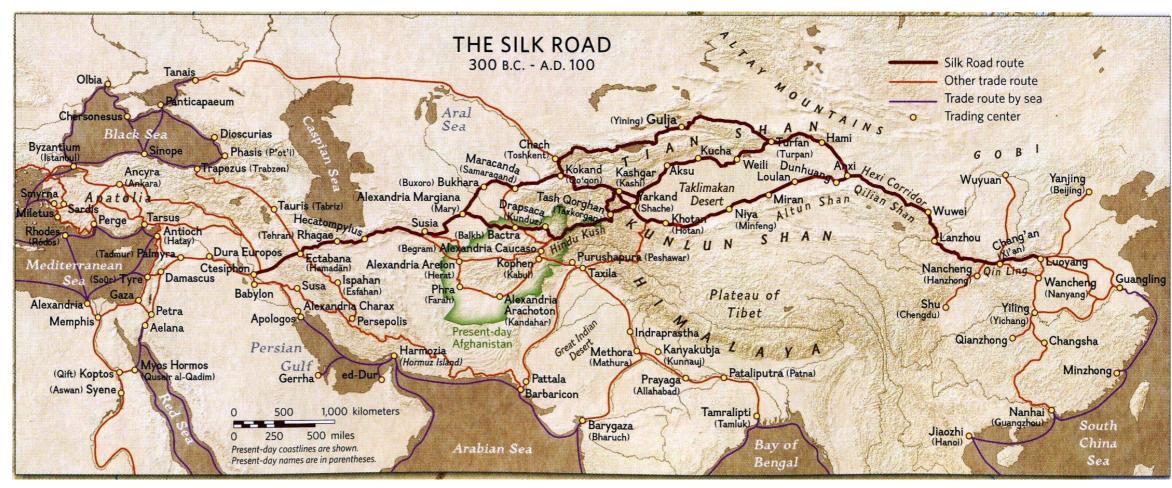




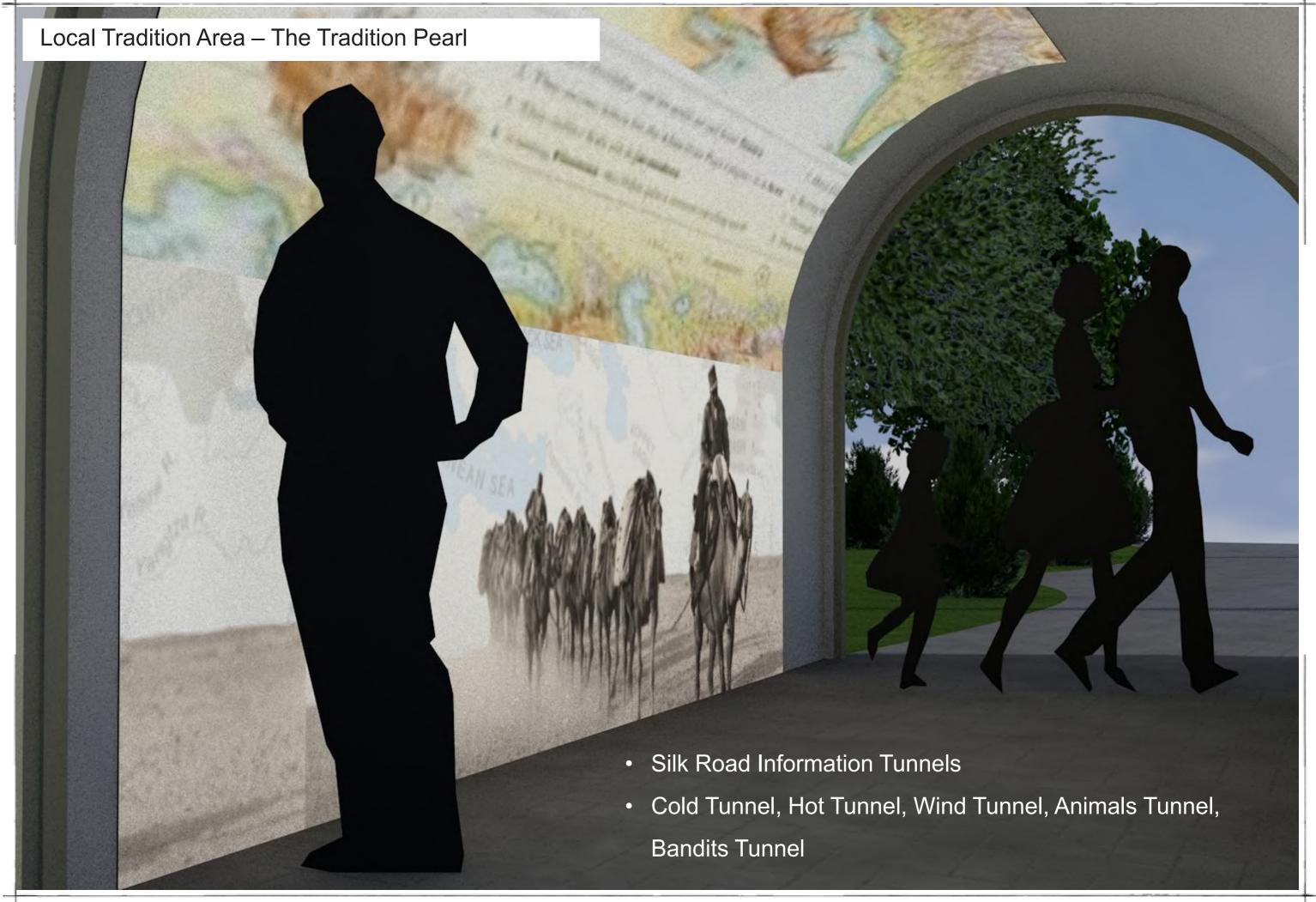


- Silk Road Information in Tunnels
- Show the Dangers of the Silk Road
- Tell Stories and Give Information
- Cold Tunnel, Hot Tunnel, Wind Tunnel, Animals Tunnel, Bandits Tunnel
- Walk your own Silkroad







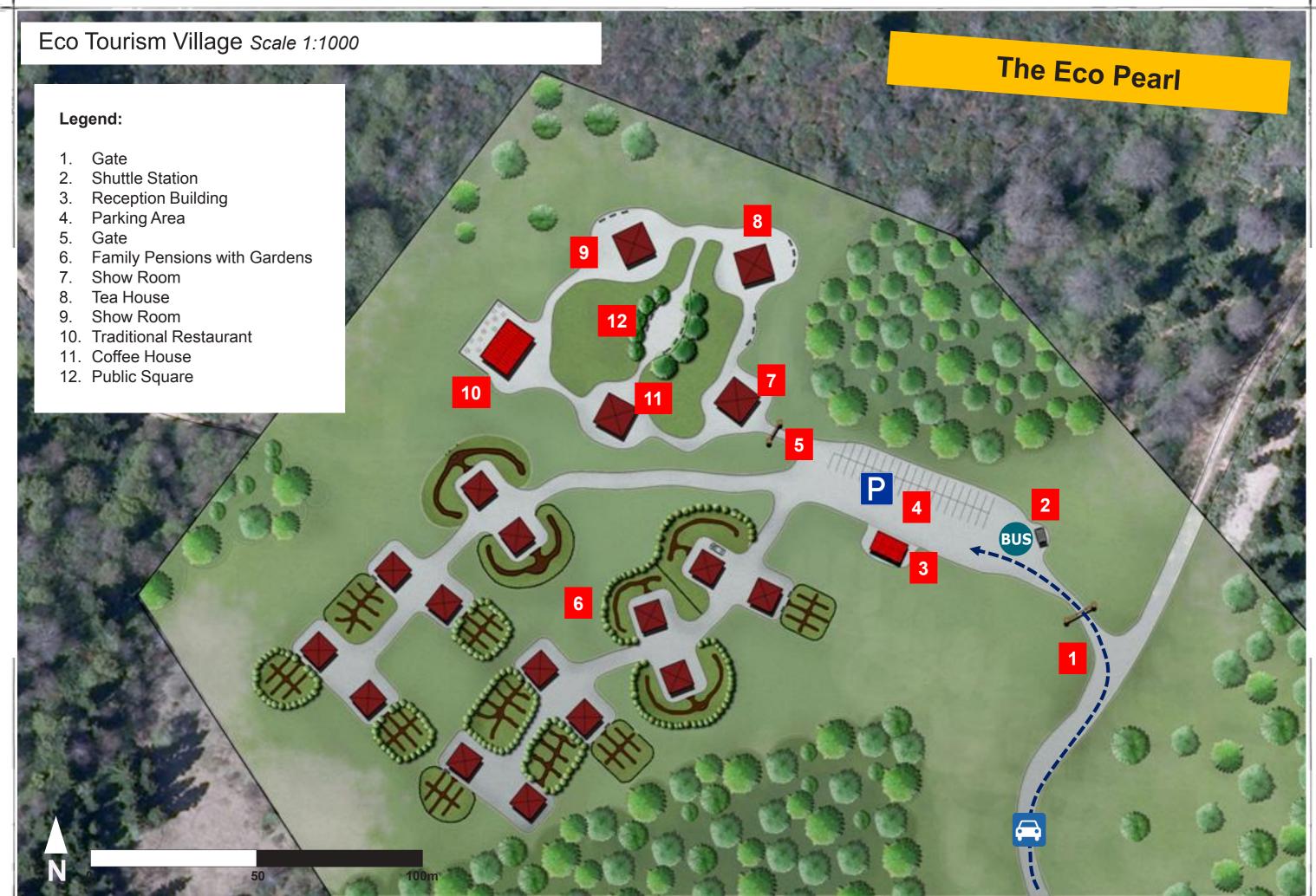




Content (Objects & Areas)	Surface	Specification	Cost Estimation* in €	European Price Standard
	(m2)		Price per Unit	Total
Traditional houses	4x30 = 120	Traditional houses in addition to existing mill	500	60.000
Objects with shop and maintenance	3x20 = 60	Selling the local products	800	48.000
Objects with shop and maintenance	16	Selling the local products	800	12.800
Main building (info, kiosk, toilets)	43	Central building with info, shop, toilets	600	25.800
Honey house	20	Information about honey making	500	10.000
Butter house	24	Information about butter making	500	12.000
Carpet house	24	Information about carpet making	500	12.000
Silk house	20	Information about silk	500	10.000
Spices house	20	Information about Tonya spices	500	10.000
Gold house	24	Information about gold and other treasures	500	12.000
Silk road tunnels	5x12.5=62.5	Information about the silk road and their dangerous		100.000
Open market area	540	Selling the local products and silk road products		
Playground area	190	Wooden play equipment in natural design		35.000
Garden for traditional house	430			
Corn garden	352			
Potato garden	115			
Hazelnut garden	450			
Apples & pears garden	290			
Festival area	1.230			
Audience area	770			
Parking area	960	Parking area for approx. 55 cars	25	24.000
Schuttle station	10	Shuttle bus station	300	3.000
Gate				

^{*} Cost estimates are without groundwork , forest clearing & gardening, ex works, ex taxes, ex permissions







Eco Tourism Village - Eco Pearl

- Public Area with Traditional Restaurant
- Showrooms, Tea House, Coffee House
- Public Square





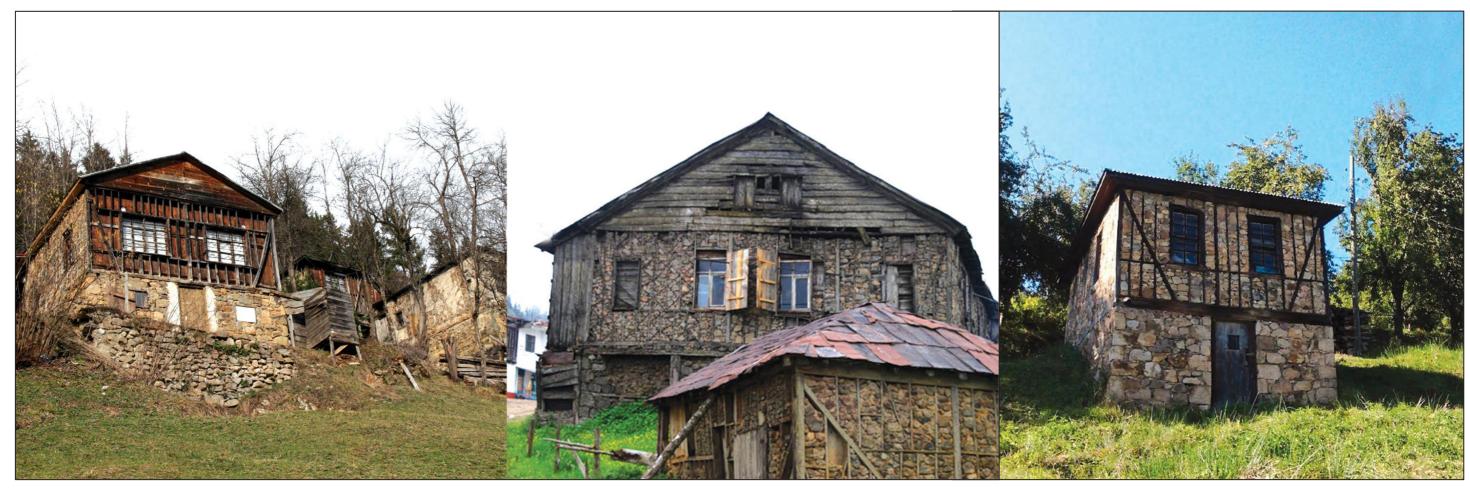




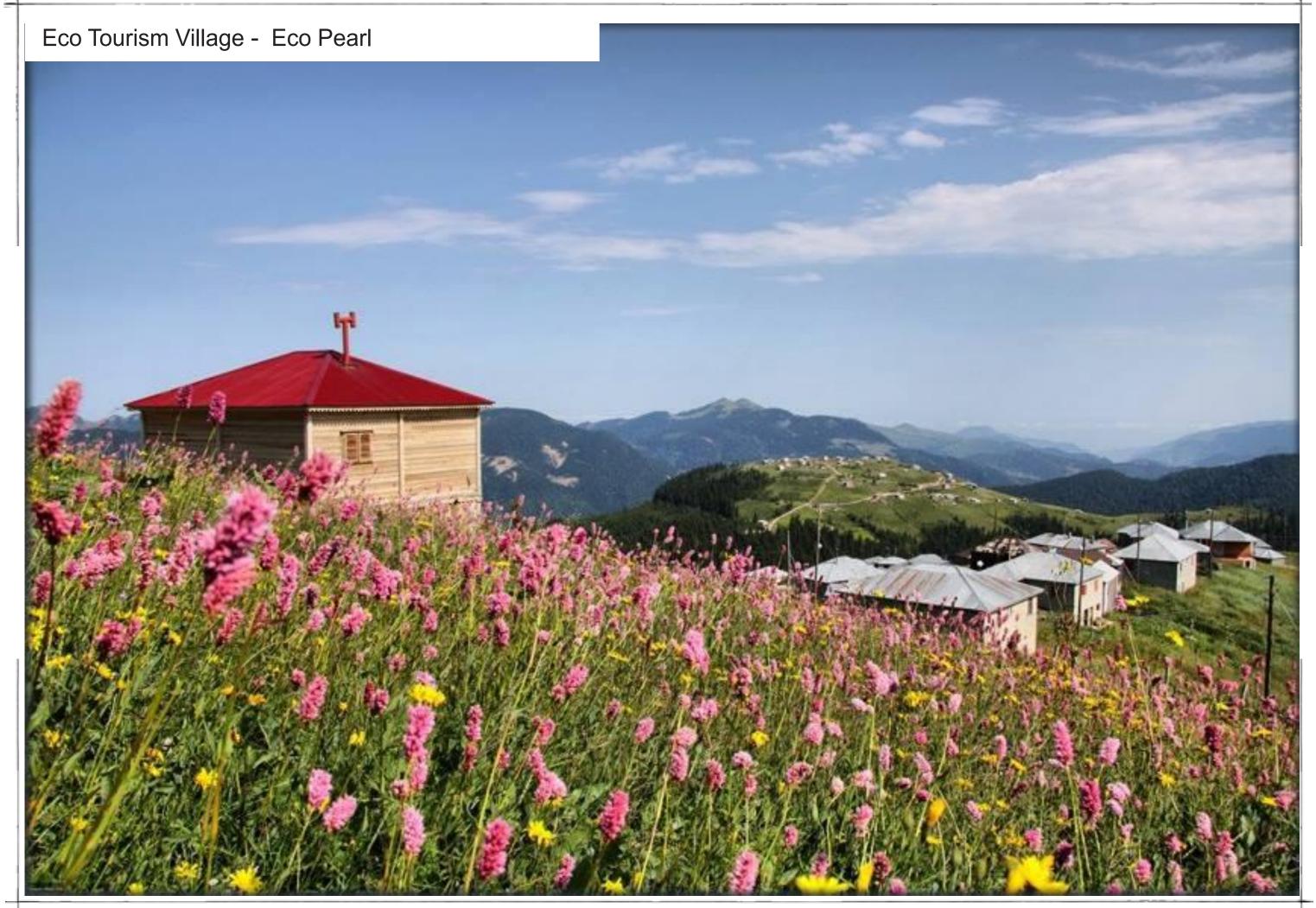
Eco Tourism Village - Eco Pearl

- Private Pensions for Staying over Night
- With Central Reception
- Direct Access to the Traditional Restaurant











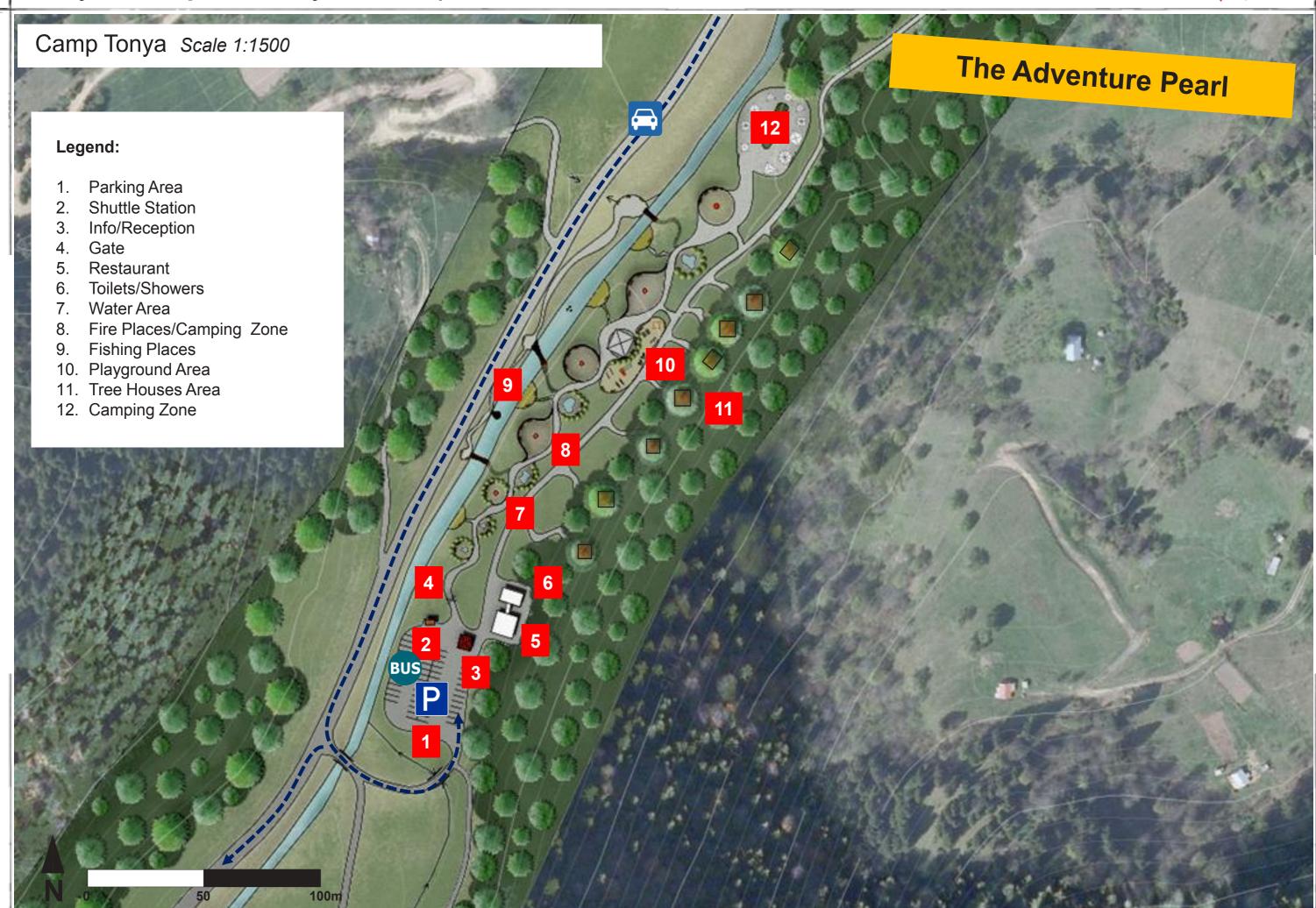
Eco Tourism Village - Eco Pearl

Content (Objects & Areas)	Surface	Specification	Cost Estimation	[*] in € European Price Standard
	(m2)		Price per Unit	Total
Reception building	60	Reception for Family pensions	600	36.000
Family pension	14x64 = 896	Family pensions for 5 people to stay over night	600	537.600
Garden area	3.790			
Traditional restaurant	350	Public restaurant with 35 seats indoor; 70 seats outdoor;	800	280.000
Showroom	100		600	60.000
Tea house	100		600	60.000
Showroom	100		600	60.000
Coffee house	100		600	60.000
Public square area	220			
Parking area	1.250	Parking area for approx. 70 cars	25	31.250
Shuttle station	10	Shuttle bus station	300	3.000
Gate 2x				

Traditional Restaurant - Space Program	Surface (m2)
Indoor seating area	50
Outdoor seating area	110
Kitchen area	40
Toilets	30
Other areas (E.g. praying room)	20
Total	250

^{*} Cost estimates are without groundwork , forest clearing & gardening, ex works, ex taxes, ex permissions











- The Camp Tonya Tree-Houses for Sleeping in the Trees
- Three different Sizes of Tree Houses
- A own Reception for Tree Houses and Tents
- Showers, Main Facilities, Restaurant
- Fire Places, Playgrounds and more







- The Camp Tonya Tree-Houses for Sleeping in the Trees
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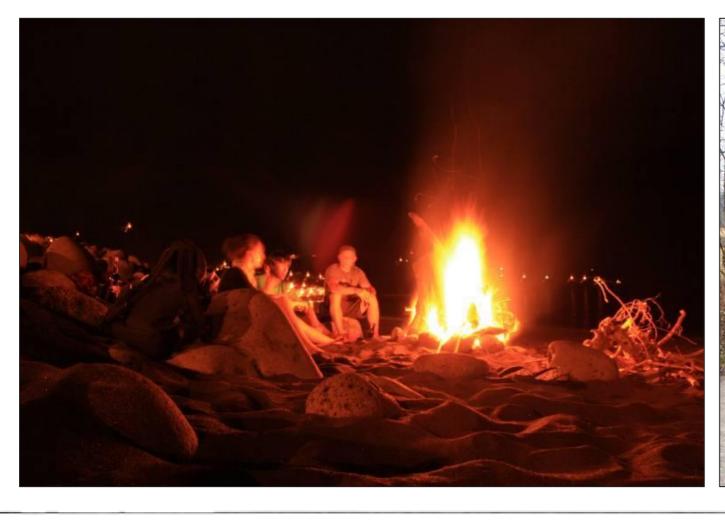






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Content (Objects & Areas)	Surface	Specification	Cost Estimation* in €	European Price Standard
	(m2)		Price per Unit	Total
Info/Reception	36	Reception for tree houses and camping places	600	21.600
Restaurant	100	45 seats indoor; 25 seats outdoor;	800	80.000
Toilets/showers	60	Toilets & showers for tree houses and camping places	600	36.000
Tree house	2 x 25 = 50	Tree houses for 2 people to stay over night	800	40.000
Tree house	3 x 36 = 108	Tree houses for 3 people to stay over night	800	86.400
Tree house	3 x 49 = 147	Tree houses for 4 people to stay over night	800	117.600
Fire place/Camping zone	1.040			
Water area	86			
Camping zone	960	Camping area for approx. 50 tents	25	24.000
Playground area	360			45.000
Fishing places	140			
Parking area	890	Parking area for approx. 50 cars	25	22.250
Shuttle station	10	Shuttle bus station	300	3.000
Gate 2x				
Bridge 3x				
Platform 2x				

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Sazalani "Family Nature Pic Nic Area"

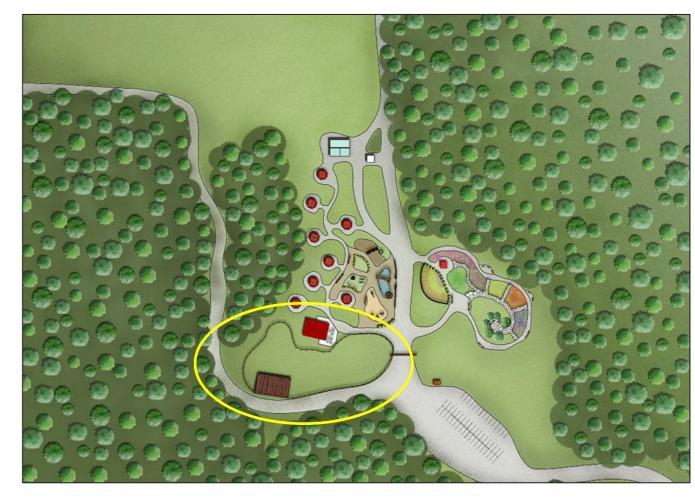
The Nature Pearl







- Petting Zoo Children can Play with Animals and Feed
- Get Information about the Animals

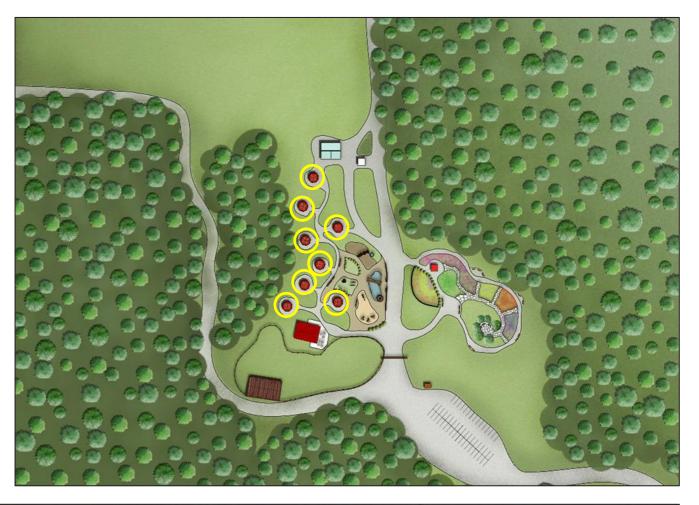








- Barbeque Places for making Barbeque with the Family
- The necessary Equipment can be Rent and Bought
- A Main Building is Rental and Store

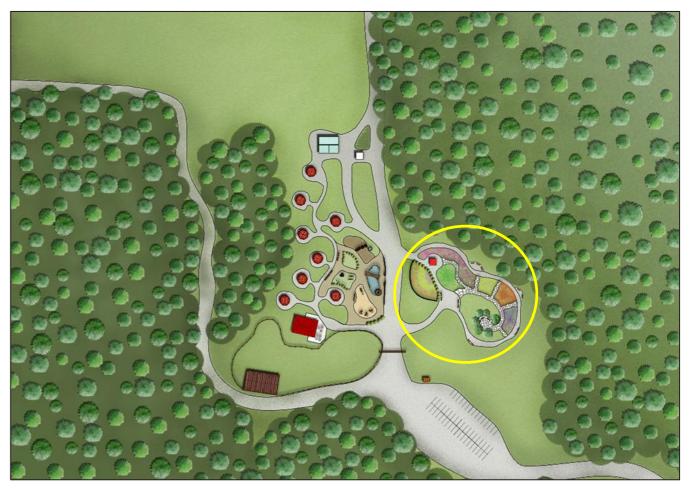








- The Mountain Flowers are planted in Own Gardens
- People can Sit and Relax
- Flowers and Seed can be Bought in a Shop Nearby











- Natural Playground in the Center
- Amusement for Children







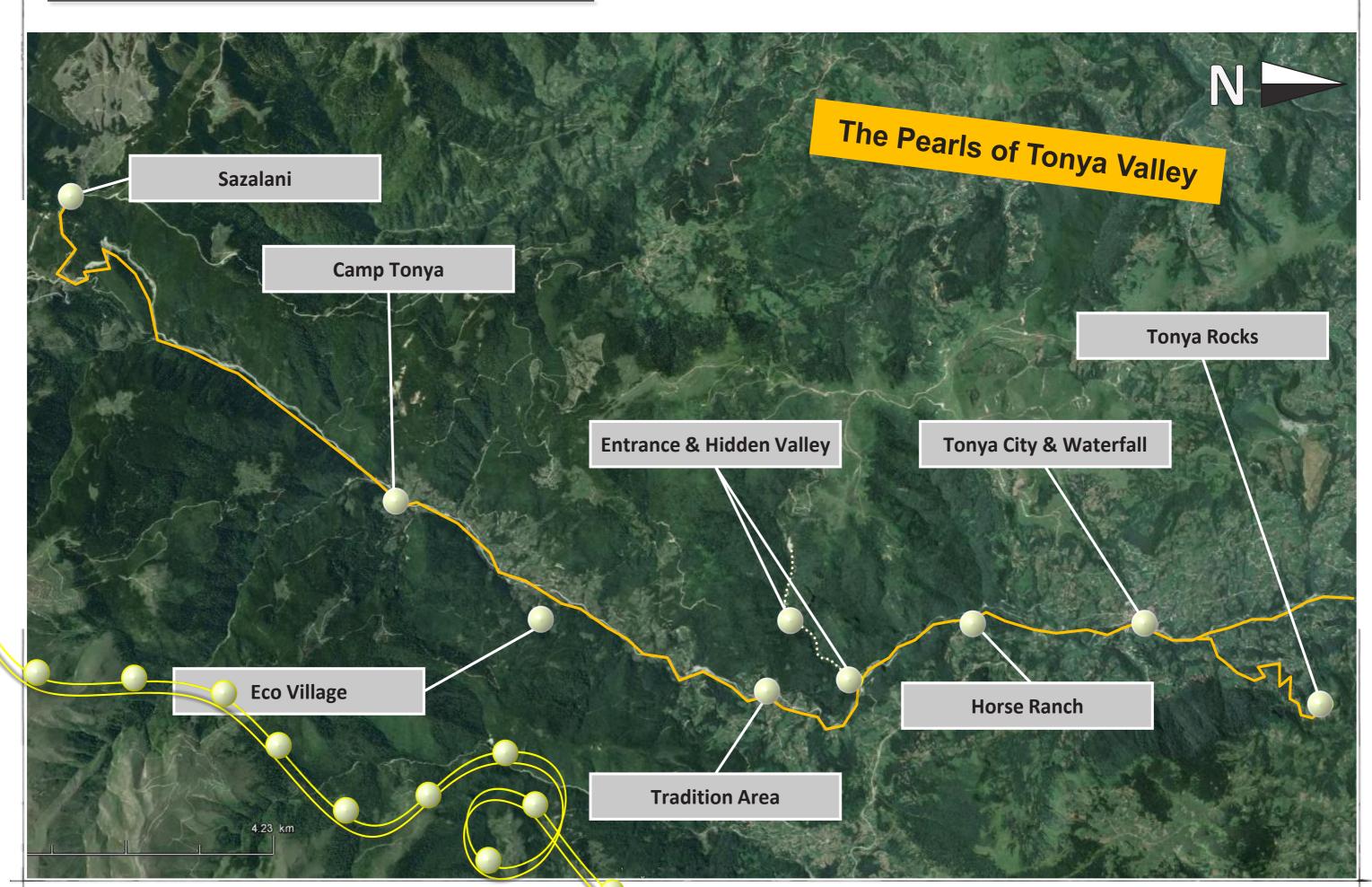


Content (Objects & Areas)	Surface	Specification	Cost Estimation	n* in € European Price Standard
	(m2)		Price per Unit	Total
Main building (info, shop, caffe)	140	Central building with info, shop, cafe	600	84.000
Terrace	100	Terrace for cafe (main building)	40	4.000
Petting zoo	2.540	Petting zoo with typical animals		
Barn	240	Barn for the petting zoo	400	96.000
Playground area	270	Wooden play equipment in natural design		35.000
Mud playground	145	Wooden play equipment in natural design		25.000
Water area	105			
Scheltered barbeque place	8 x 26 = 208	Barbeque places for the guests	300	62.400
Flowers garden	1.730	Special mountain flowers		
Flowers shop	16	Selling flowers and souvenirs	500	8.000
Shuttle station	10	Shuttle bus station	300	3.000
Parking area	1.130	Parking area for approx. 65 cars	25	28.250
Gate				

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Come and Discover "The Pearls" of Tonya Valley





Come and Discover "The Pearls" of Tonya Valley

TONYA VALLEY "THE TREASURE VALLEY"













