



It's All About Relationships

By Ellen Walker

Even though Tim Hill builds quality custom homes, his focus is not so much on the building project, but on the customer.

“My real interest is in the customer’s welfare and service,” said Hill. He feels a strong sense of responsibility to “take care of their needs.” Because most of his clients live out of state, that translates into a lot of phone calls, faxes and emails.

Hill is currently building custom homes in Glade Springs Village, a Cooper Land Development community in Daniels, WV, just outside of Beckley.



Tim Hill of Tim Hill Construction

“Tim’s work is a cut above the rest,” said Danny McCants of Cooper Land Development. “It’s the relationship that he has with people,” that sets Hill apart from others, he added. “I would trust him with my newborn child, and I feel very fortunate to be associated with Tim.”

That sense of trust and friendship is due in part because of the personal interest Hill takes in each of his customers.



Golf Course Home In Glade Springs Village



The home shown above and to the left are both homes built by Tim Hill Construction in Glade Springs Village.

“I build for my customers as if they are my grandparents or brother or some other relative,” said Hill. That attitude may explain why he and his wife Nancy often get invited back to the homes he builds to eat or to spend time as a friend.

Hill has been building homes since 1990. He grew up in St. Albans where he graduated high school in 1979 and did carpentry work in Teays Valley until he began attending Appalachian Bible College (ABC) in 1985. He graduated in 1990 with a degree in pastoral studies and English.

Although educated to be a pastor, Hill turned to the construction industry to earn a living while his wife Nancy completed her studies at ABC.

Working first at remodeling, decking, roofs and such, he began to establish himself in the community. In 1990 he built his first home as the primary contractor and then moved into the commercial realm, working on two hotels and 4-5 restaurants as the prime sub-contractor.

In 2001 he did some sub-contracting work on cottages at the Greenbrier Sporting Club and in 2002, he bought two lots and built speculation homes at Glade Springs Village. As one of the first to build in the village, he quickly established his reputation for quality work and now after 3-1/2 years he has completed 12 homes.



The above home was built by Tim Hill for Jerry and Glenda Wait on Chatham Lake. Practically every room offers large windows and a spectacular view of the lake.

Hill works closely with his home owners. In this particular instance, Jerry Wait had a special talent and interest in woodworking.

“Tim understood my husband’s skill level and let him do it,” said Glenda Wait.

Among the results was the cabinetry in the kitchen and the railing above the staircase to the lower level.

Much of the interior decorating was done by Jeannie Richmond of Interior Concepts in Beckley. She is the wife of general counsel for the HBA of WV, William Richmond, Jr.



"I have been blessed with a good opportunity here," Hill said. He has made a long term commitment to continue to build in the development, and there is plenty of work still to be done.

A total of 2,900 home sites on 1,520 acres are planned for Glade Springs Village and the Cooper Development Company expects to be sold out by 2010, said McCants.



Glade Springs Village, is located adjacent to Glade Springs Resort, and is being developed by Cooper Development Company, Inc.

Most sites offer spectacular views of mountains, valleys, golf courses, or lake frontage.

Cooper Development has a broad marketing plan, said Ann Hill, Realtor with Glade Springs Realty. That effort reaches up and down the east coast to people who live within an eight hour drive, although residents come from as far away as California.

Although there are a number of year-round residents, a large number of homes are second homes with residents placing emphasis on golf and retirement activities.

Hill has been a member of the Home Builders Association (HBA) of WV for five or six years and has served as both vice president and president of the Southern HBA. He attributes his involvement in the HBA to the encouragement of Lloyd Crook, a fellow builder to whom he would talk at local lumber yards as they bought supplies.



The HBA has been a source of information on newest trends and building practices, said Hill. He has learned from fellow builders how business is done and how to expand his capabilities. "It expands your horizons," he added.



Membership has also provided connections with suppliers including such companies as Lowes of Beckley, 84 Lumber, OC Cluss, Summit Supply Inc and Hometown Electric.

Although Hill is not using his degree to be a pastor, he is active and a leader in the Daniels Bible Church. He and his wife Nancy have been married 18 years.

Tim Hill Construction is located in Shady Spring, WV.