



To be the most trusted, professional and friendly provider of quality services, while striving to exceed expectations of our four-season neighbors and community.



elements
mtn.co



Why We Merged

We both have an aging fleet. We needed to find expense-side savings and operational efficiencies to afford to purchase more reliable equipment.



A red snowblower is shown in the process of clearing a path through a thick layer of snow. The machine is moving from left to right, with snow being blown into a pile on the right. In the background, there are snow-covered trees and a multi-story building with a balcony. The overall scene is a winter landscape.

Another Reason Why We Merged

It's been a lifestyle decision. Snow removal is a grueling business. We want to share the stresses and responsibilities with another active business partner.

A snowplow is clearing a snowy road in a winter setting. The plow is orange and has a large blade. The background shows snow-covered trees and a cloudy sky. The text "Merger Benefit" is overlaid on the image.

Merger Benefit

Reduced expenses and stronger purchasing power will help offset price increases.



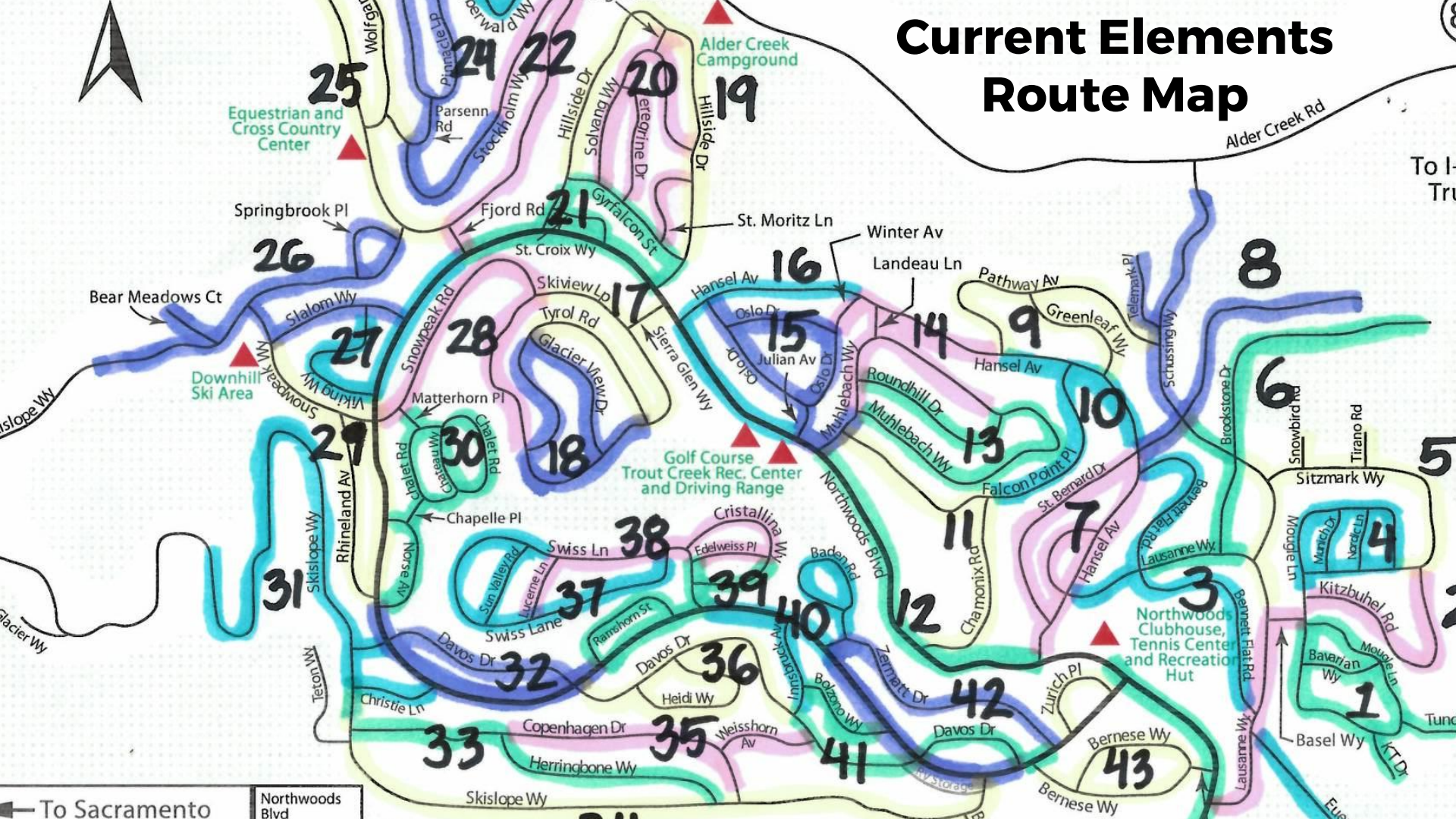
elements
mtn.co



Merger Benefit

Footprint of each route is cut in half, allowing for more time clearing driveways and less time moving between them.

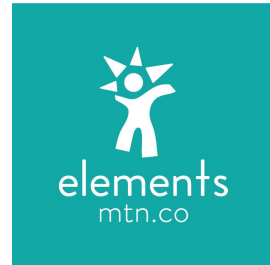
Current Elements Route Map





Merger Benefit

With two operational sites in Tahoe Donner we will spend less time traveling and more time clearing driveways.






What's Going To Happen With Prices?

There may be a nominal overall price increase, but we're committed to providing the best snow removal value in the area on a cost per clearing and value added basis.

A black and white photograph of a snowplow clearing a road. The snowplow is in the foreground, moving from left to right, with a large pile of snow being pushed up. The background shows a residential street with houses and trees covered in snow. The text "Past Pricing Model" is overlaid in white on the left side of the image.

Past Pricing Model

Past pricing has been based largely on a one price fits all model. About 75% of homes have the same price with little regard to size, location or difficulty.



Fair & Equitable Pricing Structure

Price driveways based upon unique factors, including size, location and degree of difficulty. Small driveways may decrease in price. Large driveways may increase in price.



Pricing Options

Review Discount Opportunities:

- **Early signup discount**
- **Pay in full vs payment plan discount**
- **Check/cash vs credit card discount**
- **Bundling of services**



elements
mtn.co



Two Car Parking Pad

**This small parking pad
should cost less than a
huge estate driveway.**

—





A Challenging Driveway

**This driveway should
cost an appropriate
percent more than a
standard driveway.**





Future Plans

- 1. Replace aging equipment with new, reliable equipment**
- 2. Invest in technology & communication**
- 3. Create year-round employment opportunities**



What's Next?

Create a committee to explore a new pricing structure that's both fair and equitable while providing a means to upgrade our fleet and increase our performance.





Winter Fact:

Based on 38 clearings to date the average cost per clearing currently stands at about \$19.



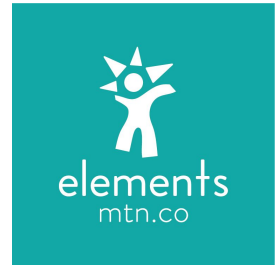
Winter Fact:

An average snowstorm usually takes about 6 to 7 hours to complete. This January it regularly took 12 to 13 hours to complete.



Winter Fact:

Squaw received more snow in the month of January than in any other month in the past 45 years.

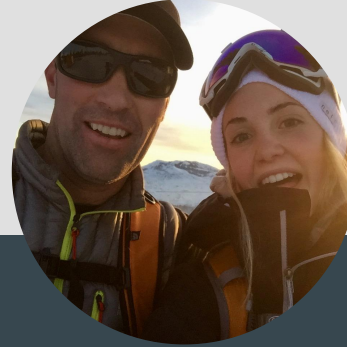


The Elements Owners



Jaime Legare

Former owner of Waltman Construction - Jaime grew up in Truckee and has been a part of the business her whole life. She believes the team is family and she is committed to delivering exceptional customer service.



Matt Warren

Former owner of SnowTech - Matt has been a Tahoe Donner resident and business owner for over 20 years. His primary goal is creating a business that supports the community and provides career opportunities for his team.