



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



# 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.**

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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.**

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A photograph of an orange snowplow clearing a snowy road. The plow is moving from left to right, pushing snow. The background shows snow-covered trees and a cloudy sky. The text "Merger Benefit" is overlaid in white on the left side of the image.

# Merger Benefit

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

# Merger Benefit

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



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# Merger Benefit

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

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# 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.**

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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.**

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# 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.**

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# Pricing Options

## Review Discount Opportunities:

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



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# Two Car Parking Pad

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

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# A Challenging Driveway

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

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# 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.**

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# Winter Fact:

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

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## 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.**

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# 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.