

Downhill Ski Area Ticket Pricing

| Ticket Pricing | Current Price | Current Group Price | New Peak Price | New Standard Price | Member Discount Peak (50%) | Guest Discount Peak (15%) | Member Discount Standard (50%) | Guest Discount Standard (15%) |
|---|----------------------|----------------------------|-----------------------|---------------------------|-----------------------------------|----------------------------------|---------------------------------------|--------------------------------------|
| Adult Lift Ticket- 18-59, Parent Interchangeable | \$64 | | \$89 | \$69 | \$45 | \$76 | \$35 | \$59 |
| Junior Lift Ticket- 13-17 | \$49 | | \$79 | \$59 | \$40 | \$67 | \$30 | \$50 |
| Child Lift Ticket- 7-12 | \$29 | | \$59 | \$39 | \$30 | \$50 | \$20 | \$33 |
| Child Under 6 | \$0 | | \$20 | \$15 | N/A | N/A | N/A | N/A |
| Senior 60+ | \$29 | | \$59 | \$39 | \$30 | \$50 | \$20 | \$33 |
| Half Day Ticket Pricing (15% off of Full Day tickets)- 12:30pm | Current Price | Current Group Price | New Peak Price | New Standard Price | Member Discount Peak (50%) | Guest Discount Peak (15%) | Member Discount Standard (50%) | Guest Discount Standard (15%) |
| Adult Lift Ticket- 18-59 | \$64 | | \$76 | \$59 | \$38 | \$64 | \$29 | \$50 |
| Junior Lift Ticket- 13-17 | \$49 | | \$67 | \$50 | \$34 | \$57 | \$25 | \$43 |
| Child Lift Ticket- 7-12 | \$29 | | \$50 | \$33 | \$25 | \$43 | \$17 | \$28 |
| Child Under 6 | \$0 | | \$20 | \$15 | N/A | N/A | N/A | N/A |
| Senior 60+ | \$29 | | \$50 | \$33 | \$25 | \$43 | \$17 | \$28 |
| Multi Day Ticket Pricing (10% off of Full Day Tickets) | Current Price | Current Group Price | New Peak Price | New Standard Price | Member Discount Peak (50%) | Guest Discount Peak (15%) | Member Discount Standard (50%) | Guest Discount Standard (15%) |
| Adult Lift Ticket- 18-59 | \$64 | | \$80 | \$62 | \$40 | \$68 | \$31 | \$53 |
| Junior Lift Ticket- 13-17 | \$49 | | \$71 | \$53 | \$36 | \$60 | \$27 | \$45 |
| Child Lift Ticket- 7-12 | \$29 | | \$53 | \$35 | \$27 | \$45 | \$18 | \$30 |
| Child Under 6 | \$0 | | \$15 | \$15 | N/A | N/A | N/A | N/A |
| Senior 60+ | \$29 | | \$53 | \$35 | \$27 | \$45 | \$18 | \$30 |

2018/2019 Season - PEAK dates = 12/22 to 1/6 , 1/19-20, 2/16-23 ---- 26 days of season

~ 22% of the ~120 season days

Rental Rates

| | Current Price | Current Group Price | New Prime Price | New Standard Price | Member Discount Prime (10%) | Guest Discount Prime (5%) | Member Discount Standard (10%) | Guest Discount Standard (5%) |
|---|---------------|---------------------|-----------------|--------------------|-----------------------------|----------------------------|--------------------------------|-------------------------------|
| Adult Package | | | | | | | | |
| Ski, Tele & Snowboard Package | \$51 | | \$60 | \$55 | \$54 | \$57 | \$50 | \$52 |
| Ski, Tele & Snowboard Package- Additional Day | \$46 | | \$55 | \$50 | \$50 | \$52 | \$45 | \$48 |
| Ski, Tele & Snowboard Boots | \$19 | | \$25 | \$20 | \$23 | \$24 | \$18 | \$19 |
| Ski, Tele & Snowboard Boots- Additional Day | \$19 | | \$25 | \$20 | \$23 | \$24 | \$18 | \$19 |
| Ski, Tele & Snowboard Only | \$41 | | \$50 | \$45 | \$45 | \$48 | \$41 | \$43 |
| Ski, Tele & Snowboard Only- Additional Day | \$34 | | \$45 | \$40 | \$41 | \$43 | \$36 | \$38 |
| Ski, Tele & Snowboard Package \$5 | \$5 | | | \$5 | N/A | N/A | N/A | N/A |
| | Current Price | Current Group Price | New Prime Price | New Standard Price | Member Discount Prime (10%) | Guest Discount Prime (5%) | Member Discount Standard (10%) | Guest Discount Standard (5%) |
| Child and Senior Package | | | | | | | | |
| Ski, Tele & Snowboard Package | \$37 | | \$45 | \$40 | \$41 | \$43 | \$36 | \$38 |
| Ski, Tele & Snowboard Package- Additional Day | \$31 | | \$40 | \$35 | \$36 | \$38 | \$32 | \$33 |
| Ski, Tele & Snowboard Boots | \$17 | | \$23 | \$18 | \$21 | \$22 | \$16 | \$17 |
| Ski, Tele & Snowboard Boots- Additional Day | \$17 | | \$23 | \$18 | \$21 | \$22 | \$16 | \$17 |
| Ski, Tele & Snowboard Only | \$25 | | \$30 | \$25 | \$27 | \$29 | \$23 | \$24 |
| Ski, Tele & Snowboard Only- Additional Day | \$20 | | \$25 | \$20 | \$23 | \$24 | \$18 | \$19 |
| Ski, Tele & Snowboard Package \$5 | \$5 | | | \$5 | N/A | N/A | N/A | N/A |
| | Current Price | Current Group Price | New Prime Price | New Standard Price | Member Discount Prime (50%) | Guest Discount Prime (15%) | Member Discount Standard (50%) | Guest Discount Standard (15%) |
| Rental and Retail Other | | | | | | | | |
| Helemts | \$11 | | \$12 | \$12 | N/A | N/A | N/A | N/A |
| Damage Wavier | \$3 | | \$3 | \$3 | N/A | N/A | N/A | N/A |
| Ski Inspection | \$35 | | \$35 | \$35 | N/A | N/A | N/A | N/A |
| Wax | \$7 | | \$7 | \$7 | N/A | N/A | N/A | N/A |
| Wax and Tune | \$39 | | \$49 | \$49 | N/A | N/A | N/A | N/A |
| Daily Locker- Tall 24 hours | \$17 | | \$18 | \$18 | N/A | N/A | N/A | N/A |
| Daily Coin Op- One time use (Not in RTP) | \$0.75 | | \$1 | \$1 | N/A | N/A | N/A | N/A |
| Ski and Board Check | \$3 | | \$3 | \$3 | N/A | N/A | N/A | N/A |
| Basket Check | \$8 | | \$10 | \$10 | N/A | N/A | N/A | N/A |

Ski School Schedule and Products and Pricing

Current Ski School Programing

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--------------|--------------|------|------|--------------|-------|-------|-------|--|--|-------|--------------|-------|--------------|-------|-------|-----------|-------|-------|-------|------|------|------|------|------|------|------|------|------|------|------|----|--|--|--|--|
| | 9:00 | 9:15 | 9:30 | 9:45 | 10:00 | 10:15 | 10:30 | | | 10:45 | 11:00 | 11:15 | 11:30 | 11:45 | 12:00 | 12:15 | 12:30 | 12:45 | 1:00 | 1:15 | 1:30 | 1:45 | 2:00 | 2:15 | 2:30 | 2:45 | 3:00 | 3:15 | 3:30 | 3:45 | ## | | | | |
| Instructor A | 1 hr. pvt | | | Group | | | | | | | | | | Lunch | | 1 hr. pvt | | | Group | | | | | | | | | | | | | | | | |
| Instructor B | 1 hr. pvt | | | Group | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Instructor C | Half Day pvt | | | | | | | | | | Lunch | | Half Day pvt | | | | | | | | | | | | | | | | | | | | | | |
| Instructor D | Full Day pvt | | | | | | | | | | Full Day pvt | | | | | | | | | | | | | | | | | | | | | | | | |
| Instructor E | 1 hr. pvt | | | Full Day pvt | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

New Ski School Programing

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|----------------------|--------------|--|--|-------|--------------|--|--|--|-------|--|--------------|--|--------------|-------|--------------|-----------|--|--|-------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| New Instructor A | 1 hr. pvt | | | Group | | | | | | | | | | Lunch | | 1 hr. pvt | | | Group | | | | | | | | | | | | | | | | |
| New Instructor B | 1 hr. pvt | | | Group | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Snowflake Instructor | 3/4 yo Group | | | | 3/4 yo Group | | | | Lunch | | 3/4 yo Group | | | | 3/4 yo Group | | | | | | | | | | | | | | | | | | | | |
| New Instructor C | Half Day pvt | | | | | | | | | | Lunch | | Half Day pvt | | | | | | | | | | | | | | | | | | | | | | |
| New Instructor D | Full Day pvt | | | | | | | | | | Full Day pvt | | | | | | | | | | | | | | | | | | | | | | | | |
| New Instructor E | Half Day pvt | | | | | | | | | | Lunch | | 1 hr. pvt | | | Group | | | | | | | | | | | | | | | | | | | |

| | Current Price | Current Group Price | New Peak Price | New Regular Price | Member Discount Peak (10%) | Guest Discount Peak (5%) | Member Discount Regular (10%) | Guest Discount Regular (5%) | Group Price |
|---|---------------|---------------------|----------------|-------------------|----------------------------|--------------------------|-------------------------------|-----------------------------|-------------|
| LLR- Products | | | | | | | | | |
| Snowflakes 3-4 year old ski, 1:15 long | New | New | \$144 | \$120 | \$130 | \$137 | \$108 | \$114 | \$99 |
| Snow Shredders 5-6 year old, ski and snowboard, 1:45 long | \$104 | \$104 | \$144 | \$120 | \$130 | \$137 | \$108 | \$114 | \$99 |
| Snow Shredders 5-6 year old, ski and snowboard, full day | \$144 | \$144 | \$199 | \$166 | \$179 | \$189 | \$149 | \$158 | \$139 |
| Child 7-12 year old, ski and snowboard, 1:45 long | \$104 | \$64 | \$144 | \$120 | \$130 | \$137 | \$108 | \$114 | \$89 |
| Child 7-12 year old, ski and snowboard, full day | \$144 | \$109 | \$199 | \$166 | \$179 | \$189 | \$149 | \$158 | \$139 |
| Adult 13+, ski and snowboard, 1:45 long | \$114 | \$49 | \$157 | \$131 | \$141 | \$149 | \$118 | \$124 | \$89 |
| Child Upgrade to Full Day | New | n/a | \$65 | \$55 | \$59 | \$62 | \$50 | \$52 | n/a |

| | Current Price | New Peak Price | New Regular Price | Member Discount Peak (10%) | Guest Discount Peak (5%) | Member Discount Regular (10%) | Guest Discount Regular (5%) |
|--|---------------|----------------|-------------------|----------------------------|--------------------------|-------------------------------|-----------------------------|
| Private Products | | | | | | | |
| Half Day Private Lesson (3hour) (1-4 People) | \$279 | \$385 | \$321 | \$347 | \$366 | \$289 | \$305 |
| Full Day Private (1-4 People) | \$439 | \$606 | \$505 | \$545 | \$576 | \$455 | \$480 |
| 1 Hour Private, 1 Person | \$114 | \$157 | \$131 | \$141 | \$149 | \$118 | \$124 |
| 2 Hour Private, 1 Person | \$228 | \$315 | \$262 | \$284 | \$299 | \$236 | \$249 |
| Additional Person, per hour | \$25 | \$35 | \$29 | \$32 | \$33 | \$26 | \$28 |

| | Current Price | New Peak Price | New Regular Price | Member Discount Peak (10%) | Guest Discount Peak (5%) | Member Discount Regular (10%) | Guest Discount Regular (5%) |
|------------------------|---------------|----------------|-------------------|----------------------------|--------------------------|-------------------------------|-----------------------------|
| Other Products | | | | | | | |
| Adult lesson only | \$49 | \$68 | \$56 | \$61 | \$65 | \$50 | \$53 |
| Adults same day Lesson | \$39 | \$54 | \$45 | \$49 | \$51 | \$41 | \$43 |
| Senior Club 1 Hour | \$35 | | \$35 | | | | |
| Senior Ski Race Fee | \$250 | | \$300 | | | | |
| Master Program Drop in | \$37 | | \$40 | | | | |

Assumptions: 10% discount for member lesson products
 5% discount for guest lesson products
 New Regular price is 15% over current price
 New Peak price is 20% over new Regular price
 New group price is 15% over current group price