Downhill Ski Area Ticket Pricing

Volume down 17% (3yr avg versus 2019 Vol)

Pricing MODEL WIP 9/14/2018

at 2019 Volumes

543,640 \$

46,273 \$

126,038 \$

14,211 \$

229,663 \$

22,026 \$

51,368 \$

6,278 \$

7,511 \$

1,542 \$

3,329 \$

- \$

204 \$

\$

\$

\$

	2017	/2018 P	ricing		
	Mbr Gst Pub				
Lift Ticket Pricing					

2018/2019 Pricing										
Men	nber	GUEST PUBLIC EFFECTIVE DISCOUNT to Pul				Public				
NonPeak	Peak	NonPeak	Peak	NonPeak	Peak		Member NonPeak	Member Peak	Guest NonPeak	Guest Peak

	kevenue		Revenue	ĸ	evenue	
	17/18		18/19		Change	
\$	1,052,083	\$	1,344,870	\$	292,787	28%
ė	22.14	ė	46 OE	Ф	12 21	120/

610,744 \$

55,627 \$

179,025 \$

80,075 \$

19,479 \$

20,617 \$

251,974 \$

25,965 \$

75,749 \$

8,814 \$

10,153 \$

1,741 \$

4,649 \$

- \$

258 \$

\$

\$

67,104

52,987

80,075

5,268

20,617

22,311

3,939

24,381

2,536

2,642

1,320

54

199

9,354

12%

20%

37%

10%

47%

40%

13%

40%

26%

While Peak pricing introduced, Guest is now discounted beyond just Adult all Day. OVERALL - volume down 17%, Yield up 42%, producing 28% more Revenue.

Full 1 Day Ticket Pricing			
Adult Lift Ticket- 18-59, Parent Interchangeable	\$ 29	\$ 54	\$ 64
Junior Lift Ticket- 13-17	\$ 24	na	\$ 49
Child Lift Ticket- 7-12	\$ 16	na	\$ 29
Child Under 6	\$ 0	na	\$ 0
Senior 60-69	\$ 16	na	\$ 29
Senior 70+	\$0	na	\$ 0
Half Day Ticket Pricing (15% off Full Day)- 12:30pm			
Adult Lift Ticket- 18-59	\$ 23	na	\$ 54
Junior Lift Ticket- 13-17	\$ 18	na	\$ 44
Child Lift Ticket- 7-12	\$ 14	na	\$ 24
Child Under 6	\$0	na	\$ 0
Senior 60-69	\$ 14	na	\$ 24
Senior 70+	\$0	na	\$ 0
Multi Day Ticket Pricing (10% off of Full Day)			
Adult Lift Ticket- 18-59	\$ 27		\$ 62
Junior Lift Ticket- 13-17	\$ 22		\$ 47
Child Lift Ticket- 7-12	\$ 14		\$ 27
Child Under 6		·	
Senior 60-69	\$ 14		\$ 27
Senior 70+			

\$ 35	\$ 35	\$ 59	\$ 79	\$ 69	\$ 89	49%	61%	14%	11%
\$ 30	\$ 30	\$ 51	\$ 68	\$ 59	\$ 79	49%	62%	14%	14%
\$ 24	\$ 24	\$ 34	\$ 49	\$ 39	\$ 59	38%	59%	13%	17%
\$ 15	\$ 15	\$ 15	\$ 20	\$ 15	\$ 20	0%	25%	0%	0%
\$ 24	\$ 24	\$ 34	\$ 49	\$ 39	\$ 59	38%	59%	13%	17%
\$ 24	\$ 24	\$ 34	\$ 49	\$ 39	\$ 59	38%	59%	13%	17%
\$ 30	\$ 30	\$ 50	\$ 67	\$ 59	\$ 76	49%	61%	15%	12%
\$ 26	\$ 26	\$ 43	\$ 58	\$ 50	\$ 67	48%	61%	14%	13%
\$ 20	\$ 20	\$ 29	\$ 42	\$ 33	\$ 50	39%	60%	12%	16%
na	na	na	na	na	na				
\$ 20	\$ 20	\$ 29	\$ 42	\$ 33	\$ 50	39%	60%	12%	16%
\$ 20	\$ 20	\$ 29	\$ 42	\$ 33	\$ 50	39%	60%	12%	16%
\$ 32	\$ 32	\$ 53	\$ 71	\$ 62	\$ 80	49%	61%	14%	11%
\$ 27	\$ 27	\$ 46	\$ 61	\$ 53	\$ 71	49%	62%	14%	14%
\$ 22	\$ 22	\$ 31	\$ 44	\$ 35	\$ 53	38%	59%	13%	17%
na	na	na	na	na	na				
\$ 22	\$ 22	\$ 31	\$ 44	\$ 35	\$ 53	38%	59%	13%	17%
\$ 22	\$ 22	\$ 31	\$ 44	\$ 35	\$ 53	38%	59%	13%	17%

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

For 18/19 Season - Senior Age range changes to 60+ (ie 70+ no longer Free) and Child Under 6 is no longer Free

 $^{\sim}$ 22% of the $^{\sim}120$ season days

Yield

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	Renta	Rates						
		Current	New	New	Member Discount	Guest Discount	Member Discount	Guest Discount
	Current	Group	Prime	Standard	Prime	Prime	Standard	Standard
Adult Package	Price	Price	Price	Price	(10%)	(5%)	(10%)	(5%)
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
					Member	Guest	Member	Guest
		Current	New	New	Discount	Discount	Discount	Discount
	Current	Group	Prime	Standard	Prime	Prime	Standard	Standard
Child and Senior Package	Price	Price	Price	Price	(10%)	(5%)	(10%)	(5%)
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
					Member	Guest	Member	Guest
		Current	New	New	Discount	Discount	Discount	Discount
	Current	Group	Prime	Standard	Prime	Prime	Standard	Standard
Rental and Retail Other	Price	Price	Price	Price	(50%)	(15%)	(50%)	(15%)
Helmets	\$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

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Ski School Schedule and Products and Pricing

Current Ski School Programing

							- 3						
	9:00	9:15	9:30	9:45	10:00	10:15	10:30			10:45	11:00	11:15	##
Instructor A		1	nr. pvt					Gr	oup				
Instructor B		1	nr. pvt					Gr	oup				
Instructor C						На	alf Day pvt						
Instructor D						Fu	ıll Day pvt						
Instructor E		1	nr. pvt					Full D	ay pvt				

New Ski School Programing

New Instructor A	1	hr. pvt					Group				
New Instructor B	1	hr. pvt					Group				
Snowflake Instructor			3/4 yo Gro	oup					3/4 yo G	roup	
New Instructor C					На	alf Day pvt					
New Instructor D					Fι	ıll Day pvt					
New Instructor E					На	alf Day pvt					

					Member		Member	Guest	
		Current		New	Discount	Guest	Discount	Discount	
	Current	Group	New Peak	Regular	Peak	Discount	Regular	Regular	Group
LLR- Products	Price	Price	Price	Price	(10%)	Peak (5%)	(10%)	(5%)	Price
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

				Member		Member	Guest
		New	New	Discount	Guest	Discount	Discount
	Current	Peak	Regular	Peak	Discount	Regular	Regular
Private Products	Price	Price	Price	(10%)	Peak (5%)	(10%)	(5%)
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

Other Products	Current Price	New Peak Price	New Regular Price	Member Discount Peak (10%)	Guest Discount Peak (5%)	Member Discount Regular (10%)	Guest Discount Regular (5%)
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				

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Fee Schedule

See prior pages for 2019 (winter 18/19) Pricing proposal

2016/2017 2017/2018

For Winter

For Winter 2015/2016 For Winter

17550-120 Group Lessons	Downh	ill Ski	Count	98	106	113	113	113	116	116
New Free F	updated:	8/16/2018		2012	2013	2014	2015	2016	2017	2018
New Free F				Annroved						
1775, 1776, 1778, 1781, 1781, 1782	ACCT	RTPCode	TITLE			**	* *			
1775, 1776, 1778, 1781, 1781, 1782										
15550-20		? Midweek still incld helmet?	SKI LESSONS / Lift Lesson and Rental (LLR)	PACKAG	ES - DOV	VNHILL S	KI			
Semants		11775, 11776, 11778, 11781, 11782	Learn to Ski LLR Package (CHILD - AGE 7 TO 12)	75	79	79	84	89	99	104
SEFFO 240 Six Tex Pedalsc	35550-220	Group Lessons	11776/11775/11778 - Weekend	30	32	32	34	36	40	42
NEW Learn to Ski LLR Package (CHILD - AGE 7TO 12) ALL DAY 119 110 124 129 139 144 3559-202 Group Lessons Lesson Lesson Lesson Lesson 1 Louder Skis and Helmer 29 29 29 29 30 32 33 34 34 3550-240 Ski Tat Poblic Tarket 24 24 24 24 25 27 27 27 17 7 8 9 10 10 10 10 10 10 10 10 10 10 10 10 10	36040-215	Rentals	11781/11782 - Mid-week-Include Helmet	25	26	26	27	28	31	33
15550.220 Group Lessons	35560-240	Ski Tkt Public		20	21	21	23	25	28	29
Section Sect		NEW	Learn to Ski LLR Package (CHILD - AGE 7 TO 12) ALL DAY		119	119	124	129	139	144
SEFER Public Ticket	35550-220	Group Lessons	Lesson		59	59	64	66	71	73
F&B	36040-215	Rentals	Includes Skis and Helmet		29	29	29	30	32	34
1108, 10019, 11764, 11767, 11768	35560-240	Ski Tkt Public	Ticket		24	24	24	25	27	27
35550-220 Group Lessons 10018/10019/11764 - Weekend 30 32 32 34 36 40 42 36040-215 Rentals 11767/11768 - Mid-week-Include Helmet 30 31 31 32 34 37 38 35560-240 Sair Ta Public 25 26 26 28 29 32 34	?	F&B	Lunch		7	7	7	8	9	10
35550-220 Group Lessons 10018/10019/11764 - Weekend 30 32 32 34 36 40 42 36040-215 Rentals 11767/11768 - Mid-week-Include Helmet 30 31 31 32 34 37 38 35560-240 Sair Ta Public 25 26 26 28 29 32 34										
36040-215 Rentals		10018, 10019, 11764, 11767, 11768	Learn to Ski LLR Package (ADULT - AGE 13 & UP)	85	89	89	94	99	109	114
SECONDO SECO	35550-220	Group Lessons	10018/10019/11764 - Weekend			32	34	36	40	42
Same splits 11791, 11792, 11974, 11801, 11802 Learn to Board LLR Package (CHILD - AGE 7 TO 13) 75 79 79 84 89 99 109 114	36040-215	Rentals	11767/11768 - Mid-week-Include Helmet			31	32	34	37	38
11785, 11786, 11788, 11797, 11798 Learn to Board LLR Package (ADULT - AGE 13 & UP) 85 89 89 94 99 109 114	35560-240	Ski Tkt Public		25	26	26	28	29	32	34
11179, 11780, 11783, 11784 MPROVEMENT- SKI (CHILD - AGE 7 TO 12) 75 79 79 84 89 99 104	same splits	11791, 11792, 11974, 11801, 11802	Learn to Board LLR Package (CHILD - AGE 7 TO 13)	75	79	79	84	89	99	104
S550-220 Group Lessons 11779/11780 - Weekend 30 32 32 34 36 40 42 36040-215 Rentals 11783/11784 - Mid-week 25 26 26 27 28 31 33 3550-240 Ski TkI Public 20 21 21 23 25 28 29 29 20 21 21 23 25 28 29 20 20 20 20 20 20 20	as Ski	11785, 11786, 11788, 11797, 11798	Learn to Board LLR Package (ADULT - AGE 13 & UP)	85	89	89	94	99	109	114
36040-215 Rentals		11179, 11780, 11783, 11784	IMPROVEMENT- SKI (CHILD - AGE 7 TO 12)	75	79	79	84	89	99	104
Ski Tkt Public 20 21 21 23 25 28 29	35550-220	Group Lessons	11779/11780 - Weekend	30	32	32	34	36	40	42
26571/26746 - OneStore: 26746/47 10:00 / 1:30 Snow Shredders - Snowboard Age 5 - 6 75 79 79 84 89 99 104	36040-215	Rentals	11783/11784 - Mid-week	25	26	26	27	28	31	33
35550-220 26571/26746 Group Lessons 65 66 66 69 72 78 80	35560-240	Ski Tkt Public		20	21	21	23	25	28	29
35550-220 26571/26746 Group Lessons 65 66 66 69 72 78 80		26571/26746 OnoStore: 26746/47	10:00 / 1:30 Snow Shraddors Snowboard Ago 5 6	75	70	70	9.1	90	00	104
36040-215 26571/26746 Rentals 10 13 13 15 17 21 23 26571/26746 Comp Ticket 0 0 0 0 0 0 0 0 0	35550-220									
26571/26746 Comp Ticket 0 0 0 0 0 0 0 0 0			1						1	
23055 SNOWFLAKES LESSONS (3-6) 75 79 79 84 89 99 104	30040-213								1	0
35590-230 Snowflakes 65 66 66 69 72 78 80 36040-215 Rentals Includes Skis and Helmet 10 13 13 15 17 21 23 NEW SNOWFLAKES LESSONS - ALL DAY (4-6) 119 119 124 129 139 144 35590-230 Snowflakes 99 99 102 105 110 113 36040-215 Rentals Includes Skis and Helmet 13 13 15 16 19 21 ? F&B Lunch 7 7 7 8 10 10 Below: Same prices for Ski and Snowboard DSL ALPINE AND SNOWBOARD LESSONS 10										
36040-215 Rentals Includes Skis and Helmet 10 13 13 15 17 21 23 NEW SNOWFLAKES LESSONS - ALL DAY (4-6) 119 119 124 129 139 144 35590-230 Snowflakes 99 99 102 105 110 113 36040-215 Rentals Includes Skis and Helmet 13 13 15 16 19 21 ? F&B Lunch 7 7 7 8 10 10 Below: Same prices for Ski and Snowboard DSL ALPINE AND SNOWBOARD LESSONS 10		23055	SNOWFLAKES LESSONS (3-6)	75	79	79	84	89	99	104
NEW SNOWFLAKES LESSONS - ALL DAY (4-6) 119 119 124 129 139 144 35590-230 Snowflakes 99 99 102 105 110 113 36040-215 Rentals Includes Skis and Helmet 13 13 15 16 19 21 ? F&B Lunch 7 7 7 8 10 10 Below: Same prices for Ski and Snowboard DSL ALPINE AND SNOWBOARD LESSONS 5 5 5 5 5 6 6 7 7 7 7 7 8 10 10	35590-230	Snowflakes		65	66	66	69	72	78	80
35590-230 Snowflakes 99 99 102 105 110 113 36040-215 Rentals Includes Skis and Helmet 13 13 15 16 19 21 ? F&B Lunch 7 7 7 8 10 10 Below: Same prices for Ski and Snowboard DSL ALPINE AND SNOWBOARD LESSONS 0 0 0 0	36040-215	Rentals	Includes Skis and Helmet	10	13	13	15	17	21	23
36040-215 Rentals Includes Skis and Helmet 13 13 15 16 19 21 ? F&B Lunch 7 7 7 8 10 10 Below: Same prices for Ski and Snowboard DSL ALPINE AND SNOWBOARD LESSONS 5 5 5 5 5 5 5 5 6 7 7 7 8 10 <td></td> <td>NEW</td> <td>SNOWFLAKES LESSONS - ALL DAY (4-6)</td> <td></td> <td>119</td> <td>119</td> <td>124</td> <td>129</td> <td>139</td> <td>144</td>		NEW	SNOWFLAKES LESSONS - ALL DAY (4-6)		119	119	124	129	139	144
36040-215 Rentals Includes Skis and Helmet 13 13 15 16 19 21 ? F&B Lunch 7 7 7 8 10 10 Below: Same prices for Ski and Snowboard DSL ALPINE AND SNOWBOARD LESSONS 5 5 5 5 5 5 5 5 6 7 7 7 8 10 <td>35590-230</td> <td>Snowflakes</td> <td></td> <td></td> <td>99</td> <td>99</td> <td>102</td> <td>105</td> <td>110</td> <td>113</td>	35590-230	Snowflakes			99	99	102	105	110	113
? F&B Lunch 7 7 7 8 10 10 Below: Same prices for Ski and Snowboard DSL ALPINE AND SNOWBOARD LESSONS 7 7 7 8 10 10	36040-215	Rentals	Includes Skis and Helmet		13	13	15	16	19	21
	?	F&B			7	7	7	8	10	10
	Below: Same	prices for Ski and Snowboard	DSL ALPINE AND SNOWBOARD LESSONS							

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Downhill Ski 2XX

Fee Schedule

See prior pages for 2019 (winter 18/19) Pricing proposal

Downhill Ski Count

updated:	8/16/2018		2012	2013	2014	2015	2016	2017	2018
			Approved						
ACCT	RTPCode	TITLE	Fee						
35550-220	above	AD/CH 1ST/IMP GROUP LESSON ONLY	40	45	45	49	49	49	49
35550-220	11817	SECOND SESSION - SAME DAY (adult) child n/a	25	30	35	39	39	39	39
35550-220	11818	CH ALPINE GROUP LESSON AD-ON	25	NA	NA	NA	NA	NA	NA
35550-220	23210	SENIOR SKI CLUB - FIRST INSTRUCTOR	32	32	NA	NA	NA	NA	NA
	11947	SR. SKI PROGRAM NON CLUB MEMBER	25	25	25	25	25	25	25
35550-220	Group Lessons		20	20	20	20	20	20	20
35560-240	Ski Tkt Public		5	5	5	5	5	5	5
		DSL ALPINE PRIVATE							
35580-220	10020,11902,11906	1 HOUR PRIVATE LESSON- 1 person	89	89	94	94	99	109	114
35580-220	? Use 10021 only for '11	Additional person(s), per HOUR	20	20	20	20	20	25	25
35580-220		2 Hour Private, 1 person	178	178	188	188	198	218	228
35580-220		Half Day Private, 3 hours, (1-4 people)	222	229	234	234	239	269	279
35580-220		Full Day Private, 6 hours, (1-4 people)	405	395	405	405	405	424	439
	23210	SENIOR SKI CLUB CLINIC - Per instructor/ Per Hour	25	25	25	25	25	35	35
	11947	SENIOR SKI CLINIC - NON CLUB MEMBER	25	25	25	25	25	35	35
	N/A	SENIOR SKI CLUB CLINIC - ADDITIONAL INSTRUCTOR 2 HRS							
		SENIOR SKI CLUB RACE FEE (3 Hours)	250	250	250	250	250	250	250
35585-220	25655 ?25656	Masters Program- drop-in						35	37
	23033 .23030	Masters Program. Member						275	285
		Masters Program. Public						375	385
		ividacia i rogidii. i ubiic						313	363

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For Winter 2015/2016 For Winter

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For Winter

2017/2018

Fee Schedule

Downhill Ski

See prior pages for 2019 (winter 18/19) Pricing proposal

Count

106

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updated: 8/16/2018 2012 2013 2014 2015 2016 2017 2018 Approved Approved Approved Approved Approved Approved Approved ACCT RTPCode TITLE Fee Fee Fee Fee Fee Fee Fee LIFT TICKETS 35560 PUBLIC lift tickets 10009 ALL DAY PUBLIC ADULT - (18-59) 41 43 45 47 49 59 64 NEW 40 42 43 47 49 ALL DAY PUBLIC JR- (13-17) 21 21 21 22 25 29 10012 ALL DAY PUBLIC CHILD - (7-12) 21 21 ALL DAY PUBLIC SENIOR - (60-69) 21 22 25 29 AGE 6 & UNDER FREE FREE FREE FREE FREE FREE **FREE** AGE 70+ FREE FREE FREE FREE FREE FREE FREE 32 35 54 10054 1/2 DAY PUBLIC ADULT - (18-59) 39 NEW 1/2 DAY PUBLIC JR- (13-17) 34 34 36 40 44 1/2 DAY PUBLIC CHILD - (7-12) 15 16 16 17 19 24 14 1/2 DAY 'PUBLIC **SR** (60-69) 14 15 16 16 **17** 19 24 SCHOOL DAZE/LOCAL AD - TUES -THURS 27 13259 21 21 23 23 25 29 13 15 15 SCHOOL DAZE/LOCAL CH - TUES - THRUS 13 13 19 20396 11825 35 38 42 GUEST ADULT- ALL DAY (for other ages and partial days, see Public) 85% 88% 89% 89% 88% 80% 84% ratio of Guest to Public 35565 **MEMBER Lift Tickets** 10000 22 ALL DAY MEMBER ADULT - (18-59) 21 MEMBER TO PUBLIC Day Ticket price ratio 45% 51% 51% 46% 20 20 23 24 ALL DAY MEMBER JR- (13-17) 21 ALL DAY MEMBER CHILD - (7-12) 13 13 14 15 16 13 13 ALL DAY MEMBER SR - (60-69) 15 16 13 13 13 13 FREE MEMBER AGE 6 & UNDER FREE FREE FREE FREE FREE FREE MEMBER AGE 70+ FREE FREE FREE FREE FREE FREE FREE 16 17 21 23 10035 1/2 DAY MEMBER ADULT -19 1/2 DAY MEMBER JR -15 15 **17** 18 10003/10006 1/2 DAY MEMBER CHILD -11 11 11 11 12 13 14 10039/10040 11 11 11 11 12 13 14 1/2 DAY MEMBER SR -10001 19 20 21 21 23 27 2 DAY CONSEC. LIFT - ADULT MEMBER - (PER DAY) 39 41 45 57 **62** 10010 2 DAY CONSEC. LIFT - ADULT PUBLIC - (PER DAY) 43 47 NEW 18 18 19 21 22 2 DAY CONSEC. LIFT - JR MEMBER - (PER DAY) NEW 45 47 38 40 41 DAY CONSEC. LIFT - JR PUBLIC - (PER DAY) 2 DAY CONSEC. LIFT - CHILD/SR MEMBER - (PER DAY) 13 11 11 11 14 10004/10007 11 12 19 20 27 10013 2 DAY CONSEC. LIFT - CHILD PUBLIC - (PER DAY) 19

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Downhill Ski 2XX

For Winter 2015/2016 For Winter

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2016/2017

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For Winter

2017/2018

Fee Schedule

See prior pages for 2019 (winter 18/19) Pricing proposal

Downhill Ski

updated: 8/16/2018 Approved Approved Approved Approved Approved Approved Approved TITLE ACCT RTPCode Fee Fee Fee Fee Fee Fee Fee DAY CONSEC. LIFT - SR PUBLIC - (PER DAY) 2 DAY CONSEC. LIFT - SR MEMBER - (PER DAY) 3 OUT OF 4 DAY LIFT - ADULT MEMBER - (PER DAY) 3 OUT OF 4 DAY LIFT - ADULT PUBLIC - (PER DAY) NEW 3 OUT OF 4 DAY LIFT - ADULT JR - (PER DAY) NEW 3 OUT OF 4 DAY LIFT - ADULT JR - (PER DAY) 10005/10008 3 OUT OF 4 DAY LIFT - **CHILD/SR** MEMBER - (PER DAY) 3 OUT OF 4 DAY LIFT - CHILD PUBLIC - (PER DAY) 3 OUT OF 4 DAY LIFT - SR PUBLIC - (PER DAY) 3 OUT OF 4 DAY LIFT - SR MEMBER - (PER DAY) PARENT INTERCHANGEABLE - MEMBER PARENT INTERCHANGEABLE - PUBLI C

Count

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Downhill Ski 2XX

For Winter 2015/2016 For Winter

2016/2017

For Winter

2017/2018

Fee Schedule

Downhill Ski

See prior pages for 2019 (winter 18/19) Pricing proposal

Count

updated: 8/16/2018 Approved Approved Approved Approved Approved Approved Approved ACCT RTPCode TITLE Fee Fee Fee Fee Fee Fee FeeRENTALS 36040-215 SKI ALL DAY ADULT SKI ADDT DAY ADULT SKI ONLY ALL DAY ADULT SKI ONLY ADDT DAY ADULT AD ALPINE BOOT AD ALPINE BOOT ADDT. DAY AD ALPINE \$5 RENTAL PKG SKI ALL DAY- CHILD/SENIOR 70+ SKI ADDITIONAL DAY- CHILD/SENIOR ALPINE SKI- CHILD/SENIOR ALPINE SKI ADDT. DAY- CHILD/SENIOR ALPINE BOOT-- CHILD/SENIOR ALPINE BOOT ADDT. DAY- CHILD/SENIOR ALPINE \$5 RENTAL PKG- CHILD/SENIOR DEMO SKIS PACKAGE (ALL DAY) - Adult/Child/Sr. TELEMARK ALL DAY- Adult/Child/Sr TELEMARK ADDT. DAY -Adult/Child/Sr. TELE SKI ONLY TELE SKI ONLY ADDT DAY TELE BOOT ONLY TELE BOOT ONLY ADDT DAY SNOWBOARDS ALL DAY- ADULT SNOWBOARDS ADDT DAY - ADULT SB ONLY-AD SB ONLY ADDT. DAY-AD SB BOOT ONLY-AD SB BOOT ONLY ADDT. DAY-AD SB \$5 RENTAL PKG-AD SNOWBOARDS ALL DAY- CHILD / SENIOR 70+ SNOWBOARDS ADDT DAY - CHILD SB ONLY-CHILD SB ONLY ADDT. DAY-CHILD SB BOOT ONLY-CHILD

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Downhill Ski 2XX

For Winter 2015/2016 For Winter

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Downhill Ski

updated: 8/16/2018 2012 2013 2014 2015 2016 2017 2018 Approved Approved Approved Approved ApprovedApproved Approved ACCT TITLE RTPCode FeeFeeFeeFeeFee FeeFee10249 SB BOOT ONLY-ADDT. DAY-CHILD 10 10 10 5 11858 SB \$5 RENTAL PKG-CHILD 5 11932 HELMETS 8 8 8 11 11 10205 DAMAGE WAVER

Count

98

106

113

113

	10205	DAMAGE WAVER		Z	<u>Z</u>	2	3	3	3
	24888	INSPECTION-SKI	20	35	35	35	35	35	35
	24241	WAX	5	5	5	5	7	7	7
	24242	WAX & TUNE	25	35	35	35	39	39	39
		GROUP RATES (no less than 20 individuals)							
37020-214		Retail Lockers							
	11881	SEASON LOCKERS							
	11880	DAILY LOCKER, Full Size 24hr rental (qty 15 avail)	15	15	15	17	17	17	17
	not RTP product, manual	DAILY LOCKER, Coin Op (qty 125 avail)	0.75	0.75	0.75	0.75	0.75	0.75	0.75
		SKI OR BOARD CHECK	3	3	3	3	3	3	3
	20419	BASKET CHECK (qty 40 avail)	7	7	7	8	8	8	8

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For Winter 2015/2016 For Winter

113

2016/2017

116

For Winter

2017/2018