

2018 2019 Season Pass Products - CROSS COUNTRY

Season >		2017 / 2018 Season							2018 / 2019 Season						Price Change by Sale TimeFrame						REF
Sale Date Range >		Spring (3/1 to 4/30)		Fall (9/1 to 11/30)		Winter (12/1 +)			Spring (5/1 to 6/15)		Fall (9/1 to 11/30)		Winter (12/1 +)		Spring'18 versus Spring '17		Fall'18 versus Fall '17		Win'18 versus Win '17		
RTP Product Numbers	Product	Spring Price	Ratio of Member to Public	By Date Price Change	Fall Price	By Date Price Change	Winter Price	Spring Price	Ratio of Member to Public	By Date Price Change	Fall Price	By Date Price Change	Winter Price	\$	%	\$	%	\$	%		
Online	House															\$	%	\$	%	\$	%
XC Member Pass Products		na = not available in Spring sale																			
26497	24809	XC Unlim, CH Pass (Ages 6 & Under)	0			0	0	20	service fee	0	20		20	20	-	-	-	-	10	17%	
29715	29714	XC Unlim, CH Pass (7-12)	49	66%	0	49	10	49	66%	10	59	10	69	-	0%	10	20%	10	17%		
29711	29712	XC Unlim, Jr Pass (13-17)	204	76%	5	209	15	204	76%	15	219	15	234	-	0%	10	5%	10	4%		
26442	10067	XC Unlim, AD (18-59) Pass	239	76%	5	244	20	239	76%	15	254	20	274	-	0%	10	4%	10	4%		
26443	10069	XC Unlim, SR Pass (60-69)	204	76%	5	209	15	204	76%	15	219	15	234	-	0%	10	5%	10	4%		
26498	20096	XC Unlim, Super Senior (70+)	0	NA	0	0	0	20	service fee	0	20	0	20	20	-	20	-	20	-		
		Snowshoe Only	150		4	154	25	150		9	159	25	184	-	0%	5	3%	5	3%		
		Fatbike Only	150		4	154	25	150		9	159	25	184	-	0%	5	3%	5	3%		
	new	Fatbike Add-On	40		4	44	5	40		9	49	5	54	-	0%	5	11%	5	10%		
TPDS	TPDS	Dog Season Pass	50		4	54	5	50		5	59	5	64	-	0%	5	9%	5	8%		
29730	29731	CH (7-12) Combined Pass	174	83%	5	179	15	174	83%	15	189	15	204	-	0%	10	6%	10	5%		
29732	29733	JR (13-17) Combined Pass	239	76%	5	244	20	239	76%	15	254	20	274	-	0%	10	4%	10	4%		
26448	10115	Adult (18-59) Combined Pass	334	81%	5	339	50	334	81%	15	349	50	399	-	0%	10	3%	10	3%		
26448	10117	Senior (60-69) Combined Pass	239	76%	5	244	20	239	76%	15	254	20	274	-	0%	10	4%	10	4%		
XC Public Pass Products																0 -					
29742	29745	XC Unlim, 6 & Under Pass	0		0	0	0	25	service fee		25	0	25	25	-	25	-	25	-		
29743	29746	XC Unlim, CH Pass (7-12)	74		10	84	10	74		20	94	5	99	-	0%	10	12%	5	5%		
29744	10109	XC Unlim, JR Pass (13-17)	269		15	284	20	269		25	294	15	309	-	0%	10	4%	5	2%		
26445	10108	XC Unlim, AD Pass (18-59)	314		15	329	30	314		25	339	30	369	-	0%	10	3%	10	3%		
26446	10110	XC Unlim, SR Pass (60-69)	269		15	284	20	269		25	294	15	309	-	0%	10	4%	5	2%		
29751	29759	XC Unlim, Super Senior (70+) Pass	79		5	84	10	79		25	294	15	309	190	241%	210	250%	215	229%		
		Snowshoe Only	200		4	204	30	200		9	209	30	239	-	0%	5	2%	5	2%		
		Fatbike Only	200		4	204	30	200		9	209	30	239	-	0%	5	2%	5	2%		
	new	Fatbike Add-On	60		4	64	5	60		9	69	10	79	-	0%	5	8%	10	14%		
TPDS	TPDS	Dog Season Pass	50		14	64	5	50		19	69	10	79	-	0%	5	8%	10	14%		
29747	29748	CH (7-12) Combined Pass	209		5	214	30	209		20	229	25	254	-	0%	15	7%	10	4%		
29749	29750	JR (13-17) Combined Pass	314		5	319	30	314		20	334	25	359	-	0%	15	5%	10	3%		
26450	10118	Adult (18-59) Combined Pass	414		15	429	40	414		20	434	45	479	-	0%	5	1%	10	2%		
26451	10120	Senior (60-69) Combined Pass	314		5	319	30	314		20	334	25	359	-	0%	15	5%	10	3%		
XC Programs / Other																new for 18/19 - Public XC Senior (age 60+) (ie no SS rate)					
Youth Programs: After School Wed or Thu, AS Biathlon, AS Junior Racers, and Weekend Jr Racers					129			139	includes rental & skiing		139	10	149			10	8%				
		Masters Program (4 week)			104			120	4 sessions		114	16	130			10	10%				
MPG1	MPG	Masters Program 1 day/week			169			180	8 sessions		179	11	190			10	6%				
MPG2	MPG2	Masters Program 2 day/week			274			280	8 sessions		294	25	319			20	7%				
MPG3	MPG3	Masters Program 3 day/week			359			360	8 sessions		379	20	399			20	6%				
		Woman's skating group			169			180			179	10	189			10	6%				
		Learn to skate group			169			180			179	10	189			10	6%				
		Daily Program drop in rate - all programs			34			40			na		39								
		Race Team Pass			54			59			64	5	69			10	19%				
		Senior Learn to Ski - Member			59			69			69	10	79								
		Senior Learn to Ski - Public			79			89			89	10	99								
	Member	Season Locker, Individual (qty 36 to sell)			169			179			179	10	189								
	Member	Season Locker, Family (qty 17 to sell)			229			239			239	10	249								
	Public	Season Locker, Individual (qty 36 to sell)			189			199			199	10	209								
	Public	Season Locker, Family (qty 17 to sell)			249			259			259	10	269								

Deferral Calendar: all season pass products listed above 17/18: Dec 9, 2017 to Apr 8, 2018, 18/19: Dec 8, 2018 to Apr 7, 2019

Snowshoeing is included in regular passes.

Pricing approvals Plan: Spring (February) Fall (august) and Winter (october).

Spring was approved in April 2018, typical is set in February for 3/1 launch.

4 lessons, ticket, and rentals in Feb ? Mar
 475 lessons, ticket, and rentals in Feb ? Mar
 OFFERED TO MEMBERS ONLY to 12/1
 OFFERED TO MEMBERS ONLY to 12/1
 to offer to Public only if by Dec1, not sold out
 to offer to Public only if by Dec1, not sold out

2018 2019 Season Pass Products - DOWNHILL SKI

Season >		2017 / 2018 Season						2018 / 2019 Season						Price Change by Sale TimeFrame						REF	
Sale Date Range >		Spring (3/1 to 4/30)		Fall (9/1 to 11/30)		Winter (12/1 +)		Spring (5/1 to 6/15)		Fall (9/1 to 11/30)		Winter (12/1 +)		Spring'18 versus Spring '17		Fall'18 versus Fall '17		Win'18 versus Win '17			
RTP Product Numbers		Product	Spring Price	Ratio of Member to Public	By Date Price Change	Fall Price	By Date Price Change	Winter Price	Spring Price	Ratio of Member to Public	By Date Price Change	Fall Price	By Date Price Change	Winter Price	\$	%	\$	%	\$		%
Online	House																				
Member, Unlimited																					
26493	24954	6 & Under Comp Pass	0			0		0	20	service fee	0	20	20	20	20	-	20	-	20	-	
26431	10025	CH Pass (7-12)	134	84%	0	134	15	149	149	83%	15	164	164	179	15	11%	30	22%	30	20%	
29663	29664	Jr Pass (13-17)	169	83%	0	169	15	184	184	80%	15	199	204	219	15	9%	30	18%	35	19%	
26426	10024	AD (18-59) Pass	189	61%	5	194	10	204	204	60%	15	219	214	229	15	8%	25	13%	25	12%	
26432	10026	SR Pass (60-69)	139	85%	0	139	15	154	159	84%	15	174	174	189	20	14%	35	25%	35	23%	
26494	10027	Super Senior (70+) Pass	0	NA	0	0	0	0	20	service fee	0	20	20	20	20	-	20	-	20	-	
Member, Combo (DH and XC)																					
0 -																					
tdb	tdb	CH (1-6) Combined Pass	0	#DIV/0!	0	0	0	0	20	80%	0	20	20	20	20	-	20	-	20	-	
29730	29731	CH (7-12) Combined Pass	174	83%	5	179	15	194	174	83%	15	189	189	204	-	0%	10	6%	10	5%	
29732	29733	JR (13-17) Combined Pass	239	76%	5	244	20	264	239	76%	15	254	259	274	-	0%	10	4%	10	4%	
26448	10115	Adult (18-59) Combined Pass	334	81%	5	339	50	389	334	81%	15	349	384	399	-	0%	10	3%	10	3%	
26448	10117	Senior (60-69) Combined Pass	239	76%	5	244	20	264	239	76%	15	254	259	274	-	0%	10	4%	10	4%	
Public, Unlimited																					
0 -																					
26495	21732	6 & Under Pass	0		0	0	0	0	25	service fee	0	25	25	25	25	-	25	-	25	-	
26437	10065	CH Pass (7-12)	159		5	164	15	179	179		20	199	189	209	20	13%	35	21%	30	17%	
29735	29736	JR Pass (13-17)	204		5	209	30	239	229		20	249	249	269	25	12%	40	19%	30	13%	
26436	10064	AD Pass (18-59)	309		5	314	30	344	339		20	359	354	374	30	10%	45	14%	30	9%	
26438	10066	SR Pass (60-69)	164		5	169	15	184	189		20	209	199	219	25	15%	40	24%	35	19%	
26496	22976	Super Senior (70+) Pass	0		0	0	0	0	189	new for	20	209	199	219	189	-	209	-	219	-	
Public, Combo (DH and XC)																					
0 -																					
tdb	tdb	CH (1-6) Combined Pass	0		0	0	0	0	25		0	25	25	25	25	-	25	-	25	-	
29747	29748	CH (7-12) Combined Pass	209		5	214	30	244	209		20	229	234	254	-	0%	15	7%	10	4%	
29749	29750	JR (13-17) Combined Pass	314		5	319	30	349	314		20	334	339	359	-	0%	15	5%	10	3%	
26450	10118	Adult (18-59) Combined Pass	414		15	429	40	469	414		20	434	459	479	-	0%	5	1%	10	2%	
26451	10120	Senior (60-69) Combined Pass	314		5	319	30	349	314		20	334	339	359	-	0%	15	5%	10	3%	
DHSki Member Programs																					
new for 18/19 - Public XC Senior (age 60+) (ie no SS rate)																					
26475, 26477	10112, 23813	DSL Member Rec Ski & Snowboard Team	489			499		499				514		514			15	3%	15	3%	
26469, 26478	21598, 25816	DSL Member TD Tykes	349			359		359				374		374			15	4%	15	4%	
26470, 26473	26464, 26427	DSL Member Race Ski and Snowboard Team	1,029			1,039		1,039				1,054		1,054			15	1%	15	1%	
26474	26429	DSL Member Kindergarten TD Tykes	349			359		359				374		374			15	4%	15	4%	
		DSL Member Speedster	489			499		499				514		514			15	3%	15	3%	
		DSL Member Masters Prgm				285		285				295		295			10	4%	10	4%	
DHSki Public Programs																					
0 -																					
26488, 26489	10114, 23814	DSL Public Rec Ski & Snowboard Team	539			549		549				569		569			20	4%	20	4%	
26480, 26481, 26482	21615, 26466, 26467	DSL Public TD Tykes	409			419		419				439		439			20	5%	20	5%	
26486, 26487	23817, 26465	DSL Public Race Ski and Snowboard Team	1,249			1,259		1,259				1,279		1,279			20	2%	20	2%	
26484	26428	DSL Public Kindergarten TD Tykes	409			419		419				439		439			20	5%	20	5%	
26485	26430	DSL Public Speedster	539			549		549				569		569			20	4%	20	4%	
26485	26430	DSL Public Masters Prgm				385		385				400		400			15	4%	15	4%	

Deferral Calendar: all season pass products listed above 17/18: Dec 9, 2017 to Apr 8, 2018, 18/19: Dec 8, 2018 to Apr 7, 2019

Programs have separate, unique deferral calendars by program.

Pricing approvals Plan: Spring (February) Fall (august) and Winter (october).

Spring was approved in April 2018, typical is set in February for 3/1 launch.

2018 2019 GROUP BUSINESS

RTP Product Numbers	Products	2016/2017 Rate	2017/2018 Rate	draft 7/31/2018	Change		Comments
				2018/2019 Rate	\$	%	

**Group Business = 20p+, other restrictions apply, including Blackout Dates: Dec 21 - Jan 5, Jan 18 to 20, and Feb 15 to 23, 2019
Must single pay (ie not handling payments by each individual). Must pre-book in advance and subject to availability.**

Downhill Ski *Group DH Ski - \$8800 in 16/17 season*

Tickets	Jr/Adult 13-59	23	25	29	4	16%	
Tickets	Child 7-12 / Senior 60-69	12	13	15	2	15%	
Tickets	Child 6 and Under and Seniors 70+	Free	Free	Free			
Rental (ski or board)	Jr/Adult/Senior (13-69)	23	25	29	4	16%	
Rental (ski or board)	Child 6 and Under and Seniors 70+	17	19	22	3	16%	
Learn to Ski/Board Pkg	Jr/Adult/Senior (13-69)	47	49	54	5	10%	split
Learn to Ski/Board Pkg	Child 6 and Under and Seniors 70+	35	37	39	2	5%	split
Ski and Ride Children	ALL DAY, age 4-12, 10am to 3:15, inclds Lunch	99	109	119	10	9%	split
Ski and Ride Children	AM day, age 4-12, 10:00am to 11:45am	59	64	69	5	8%	split
Ski and Ride Children	PM day, age 4-12, 1:30pm to 3:15pm	59	64	69	5	8%	split

Cross Country Ski *Group XC Ski - \$3400 in 16/17 season*

Tickets	Adult 18-59	21	23	26	3	13%	
Tickets	Junior 13-17 and Senior 60-69	17	19	22	3	16%	
Tickets	Child 7-12 and Super Senior 70+	5	7	9	2	29%	
Tickets	Children age 6 and under	Free	Free	Free			
Rental Equip	Junior/Adult/Senior - 13+	22	24	27	3	13%	
Rental Equip	Child, 12 and under	11	12	14	2	17%	
Learn to Ski Lesson	any age	21	23	25	2	9%	
Learn to Ski Package (LLR)	Junior/Adult/Senior - 13+	47	51	55	4	8%	split
Learn to Ski Package (LLR)	Child, 12 and under	25	27	29	2	7%	split

Snowplay *Group Snowplay - in 16/17 season*

		16/17 MON-FRI	17/18 MON-FRI *	18/19 MON-FRI	18/19 SAT-SUN/HOL	< Snowplay has capacity constraints, even nonPeak dates already restricted
	Adult 18-59	12	13	13	Public Rate	
	Junior 13-17 and Senior 60-69	8	9	9	Public Rate	
	Children 4 - 12	6	7	7	Public Rate	
	Child, under 4 and Senior 70+	Free	Free	4	Public Rate	Beg. 17/18, no group discount on Sat/Sun/Holidays

* 17/18 SAT-SUN/HOL