

**Tahoe Donner Association - Downhill Ski  
Christmas/NY Holiday Peak Period  
16 Days - Sat to 2xSun**

	18.19	17.18	16.17	15.16	14.15	13.14	12.13	18.19 v 15.16	chg%	cagr%
Skier Visits	13,729	6,878	11,250	15,143	7,780	1,521	16,615	(1,414)	-9%	-3.2%
avg/day	858	430	703	946	486	95	1,038	(88)	-9%	-3.2%
Max Day	1,479	769	1,222	1,626	919	178	1,763	(147)	-9%	-3.1%
Min Day	285	124	-	198	53	17	164	87	44%	12.9%
Revenue	\$ 1,518,142	\$ 639,009	\$ 924,081	\$ 1,081,089	\$ 550,834	\$ 144,812	\$ 1,044,195	437,052	40%	12.0%
avg/day	\$ 94,884	\$ 39,938	\$ 57,755	\$ 67,568	\$ 34,427	\$ 9,051	\$ 65,262	27,316	40%	12.0%
Avg Yield/Skier	\$ 111	\$ 93	\$ 82	\$ 71	\$ 71	\$ 95	\$ 63	39	55%	15.7%

100% open, Eagle very thin, did not groom until 25th.. Snowmaking Key

H33° L24°, Hazy	Saturday, December 22, 2018
H39° L28°, Mostly Cloudy	Sunday, December 23, 2018
H41° L24°, Snow	Monday, December 24, 2018
H32° L19°, Snow	Tuesday, December 25, 2018
H37° L17°, Hazy	Wednesday, December 26, 2018
H30° L21°, Cloudy	Thursday, December 27, 2018
H30° L10°, Mostly Sunny	Friday, December 28, 2018
H44° L8°, Hazy	Saturday, December 29, 2018
H46° L19°, Hazy	Sunday, December 30, 2018
H28° L10°, Mostly Sunny	Monday, December 31, 2018
H30° L3°, Clear	Tuesday, January 01, 2019
H42° L8°, Clear	Wednesday, January 02, 2019
H51° L14°, Clear	Thursday, January 03, 2019
H51° L17°, Mostly Sunny	Friday, January 04, 2019
H44° L21°, Snow	Saturday, January 05, 2019
H35° L24°, Snow	Sunday, January 06, 2019

30%open, 100% Snowmaking, No Eagle Rock

H50° L28°, Partly cloudy	Saturday, December 23, 2017
H50° L28°, Overcast	Sunday, December 24, 2017
H32° L26°, Scattered Clouds	Monday, December 25, 2017
H39° L14°, Fog	Tuesday, December 26, 2017
H53° L15°, Clear	Wednesday, December 27, 2017
H60° L17°, Clear	Thursday, December 28, 2017
H50° L19°, Clear	Friday, December 29, 2017
H57° L23°, Clear	Saturday, December 30, 2017
H53° L21°, Partly Cloudy	Sunday, December 31, 2017
H57° L26°, Scattered Clouds	Monday, January 01, 2018
H46° L21°, Scattered Clouds	Tuesday, January 02, 2018
H42° L26°, Partly Cloudy	Wednesday, January 03, 2018
H51° L32°, Rain	Thursday, January 04, 2018
H48° L37°, Rain 0.28 in	Friday, January 05, 2018
H46° L24°, Rain 0.49 in	Saturday, January 06, 2018
H39° L19°, Fog	Sunday, January 07, 2018

vacations spread over 3 weeks....closed on Sun8th Rain

H24° L10°, Snow	Saturday, December 24, 2016
H17° L-4°, Snow mm	Sunday, December 25, 2016
H27° L-3°, Clear	Monday, December 26, 2016
H36° L12°, Clear	Tuesday, December 27, 2016
H38° L23°, Clear	Wednesday, December 28, 2016
H48° L10°, AM Fog	Thursday, December 29, 2016
H48° L14°, AM Fog	Friday, December 30, 2016
H37° L12°, Scattered Clouds	Saturday, December 31, 2016
H31° L20°, Scattered Clouds	Sunday, January 01, 2017
H21° L18°, Snow	Monday, January 02, 2017
H31° L22°, Snow	Tuesday, January 03, 2017
H31° L30°, Snow/Rain	Wednesday, January 04, 2017
H30° L13°, Partly Cloudy	Thursday, January 05, 2017
H19° L-2°, Snow, MM	Friday, January 06, 2017
H41° L17°, Snow	Saturday, January 07, 2017
H44° L33°, Rain 1.06in	Sunday, January 08, 2017

100% open

H33° L14°, Snow	Saturday, December 19, 2015
H32° L10°, Snow	Sunday, December 20, 2015
H37° L32°, Snow/Rain	Monday, December 21, 2015
H42° L32°, Snow/Rain	Tuesday, December 22, 2015
H32° L17°, Clear	Wednesday, December 23, 2015
H26° L8°, HvySnow/Blizzard like cond	Thursday, December 24, 2015
H24° L3°, Cloudy	Friday, December 25, 2015
H24° L-4°, Partly Cloudy	Saturday, December 26, 2015
H28° L-4°, Partly Cloudy	Sunday, December 27, 2015
H26° L15°, Partly Cloudy	Monday, December 28, 2015
H30° L5°, Partly Cloudy	Tuesday, December 29, 2015
H30° L3°, Partly Cloudy	Wednesday, December 30, 2015
H23° L3°, Sctrd Clouds	Thursday, December 31, 2015
H19° L-4°, Sctrd Clouds	Friday, January 01, 2016
H35° L-7°, Mostly Cloudy	Saturday, January 02, 2016
H33° L21°, Cloudy	Sunday, January 03, 2016

Barely open, ~13%, mile run only , 1/2 day tickets

H42° L32°, Light Rain	Saturday, December 20, 2014
H50° L30°, Cloudy	Sunday, December 21, 2014
H51° L26°, Clear	Monday, December 22, 2014
H53° L24°, Clear	Tuesday, December 23, 2014
H44° L21°, Light Snow	Wednesday, December 24, 2014
H44° L21°, Overcast, lght snw pr	Thursday, December 25, 2014
H28° L8°, Clear	Friday, December 26, 2014
H42° L3°, Clear	Saturday, December 27, 2014
H42° L15°, Clear	Sunday, December 28, 2014
H39° L12°, Clear	Monday, December 29, 2014
H23° L14°, Snow	Tuesday, December 30, 2014
H28° L0°, Clear	Wednesday, December 31, 2014
H33° L0°, Clear	Thursday, January 01, 2015
H42° L1°, Clear	Friday, January 02, 2015
H51° L10°, Clear	Saturday, January 03, 2015
H50° L19°, Cloudy	Sunday, January 04, 2015

100% open

H37° L26°, Heavy Snow	Saturday, December 22, 2012
H32° L28°, Heavy Snow	Sunday, December 23, 2012
H30° L10°, Clear	Monday, December 24, 2012
H32° L8°, Snow	Tuesday, December 25, 2012
H32° L17°, Light Snow	Wednesday, December 26, 2012
H26° L0°, Overcast	Thursday, December 27, 2012
H23° L-2°, Overcast	Friday, December 28, 2012
H26° L17°, Snow Flurries	Saturday, December 29, 2012
H23° L0°, Snow Flurries	Sunday, December 30, 2012
H39° L12°, Clear	Monday, December 31, 2012
H21° L-2°, Clear	Tuesday, January 01, 2013
H23° L-9°, Clear	Wednesday, January 02, 2013
H26° L-7°, Clear	Thursday, January 03, 2013
H28° L0°, Clear	Friday, January 04, 2013
H39° L5°, Mostly Cloudy	Saturday, January 05, 2013
H32° L8°, Snow Flurries	Sunday, January 06, 2013

13/14 Drought, barely open- weather by day not presented

**Tahoe Donner Association - Downhill Ski  
Presidents Holiday Peak Period  
8 Days - Sat to Sat**

	2019	2018	2017	2016	2019 v 2016	chg%	cagr%
Skier Visits	7,135	5,180	7,654	9,300	(2,165)	-23%	-8.5%
avg/day	892	648	957	1,163	(271)	-23%	-8.5%
Max Day	1,136	818	1,620	1,816	(680)	-37%	-14.5%
Min Day	611	315	317	433	178	41%	12.2%
Revenue	\$ 809,492	\$ 488,122	\$ 578,251	\$ 615,638	193,854	31%	9.6%
avg/day	\$ 101,187	\$ 61,015	\$ 72,281	\$ 76,955	24,232	31%	9.6%
Avg Yield/Skier	\$ 113	\$ 94	\$ 76	\$ 66	47	71%	19.7%

<b>New Peak Period Pricing for Guest/Public</b>		<b>Skiers</b>
31" SNOW	Saturday, February 16, 2019	622
22" Snow	Sunday, February 17, 2019	985
8" SNOW	Monday, February 18, 2019	1,005
	Tuesday, February 19, 2019	1,002
	Wednesday, February 20, 2019	611
6" SNOW	Thursday, February 21, 2019	784
2" SNOW	Friday, February 22, 2019	990
	Saturday, February 23, 2019	1,136
<b>8 days of Peak</b>		<b>7,135</b>

<b>eagle rock opened on 16th(day before) (tix not fullprice)</b>		<b>Skiers</b>
	Saturday, February 17, 2018	790
	Sunday, February 18, 2018	815
4" snow	Monday, February 19, 2018	818
	Tuesday, February 20, 2018	646
	Wednesday, February 21, 2018	462
2" snow	Thursday, February 22, 2018	315
10" snow	Friday, February 23, 2018	695
	Saturday, February 24, 2018	639
<b>8 days of Peak</b>		<b>5,180</b>

		<b>Skiers</b>
9-11" Snow	Saturday, February 18, 2017	1,128
3-4" Snow	Sunday, February 19, 2017	1,620
Rain/Snow	Monday, February 20, 2017	488
6-7" Snow	Tuesday, February 21, 2017	317
21-25" Snow	Wednesday, February 22, 2017	987
4-5" Snow	Thursday, February 23, 2017	964
1" Snow	Friday, February 24, 2017	1,127
	Saturday, February 25, 2017	1,023
<b>8 days of Peak</b>		<b>7,654</b>

		<b>Skiers</b>
H55° L17°, Scatte	Saturday, February 13, 2016	1,572
H53° L24°, Scatte	Sunday, February 14, 2016	1,816
H55° L26°, Fog	Monday, February 15, 2016	1,182
H64° L21°, Scatte	Tuesday, February 16, 2016	1,052
H50° L30°, Rain	Wednesday, February 17, 2016	433
H37° L24°, Scatte	Thursday, February 18, 2016	917
H37° L23°, Partly	Friday, February 19, 2016	969
H46° L19°, Fog	Saturday, February 20, 2016	1,359
<b>8 days of Peak</b>		<b>9,300</b>

2018/19 Full Day Tickets – Downhill

Age	Public	Public Peak*	Guest**	Guest** Peak*	Member
Child (6 & under)	\$17	\$22	\$15	\$20	\$10
Child (7-12)	\$39	\$59	\$34	\$49	\$24
Junior (13-17)	\$59	\$79	\$51	\$68	\$30
Adult (18-59)	\$69	\$89	\$59	\$79	\$35
Senior (60-69)	\$39	\$59	\$34	\$49	\$24
Super Senior (70+)	\$39	\$59	\$34	\$49	\$20

Edit

Adult interchangeable pass available for parents with non-skiing kids under 6.

\* 2018/19 Peak Dates: Dec. 22-Jan. 6, Jan. 19-20, Feb. 16-23.

1Day Lift - 6&Under Lift Tickets - 18/19				PM ONLY 6 and under			
	qty	revenue	yield	qty	Rev	yield	
Member	315	\$ 3,150	\$ 10.00	128	\$ 640	\$ 5	
Guest	1225	\$ 21,093	\$ 17.22	377	\$ 4,675	\$ 12	
Public	1254	\$ 23,749	\$ 18.94	455	\$ 6,630	\$ 15	
total	2794	\$ 47,992	\$ 17.18	960	\$ 11,945	\$ 12	
			3754	\$ 59,937			Total incld PM

**LLL PKG**  
is Lift Lesson Rental Package  
includes 1.75 hour lesson

	peak 18.19	nonpeak 18.19	17.18	16.17	15.16	14.15
<b>PUBLIC</b>						
Child 6<	22	17	free	free	free	free
Child	59	39	29	25	23	22
Junior	79	59	49	47	43	42
Adult	89	69	64	59	49	47
Senior	59	39	29	25	23	22
<b>GUEST</b>						
Child 6<	20	15				
Child	49	34				
Junior	68	51				
Adult	79	59	54	47	43	42
Senior	49	34				
<b>MEMBER</b>						
Child 6<	10	10	free	free	free	free
Child	24	24	16	15	14	13
Junior	30	30	24	23	21	20
Adult	35	35	29	27	25	23
Senior	24	24	16	15	14	13
<b>LLR PKG</b>						
Child, Mbr	108	108	104	99	89	84
Child, Gue	137	114	104	99	89	84
Child, Pub	144	120	104	99	89	84
Adult, Mbr	118	118	114	109	99	94
Adult, Gst	149	124	114	109	99	94
Adult, Pub	157	131	114	109	99	94

**THE SNOW INDUSTRY LETTER**

MAY 7, 2019 Volume 41, No. 19

**GOOD SNOW TRUMPS HIGHER PRICES IN CALIFORNIA AND NEVADA**

A winter with above-average snowfall brought a flurry of skiers and snowboarders to the slopes of California and Nevada even though lift ticket prices increased significantly, according to published reports.

Approximately 7.3 million skiers and snowboarders hit the slopes this season at resorts in California and Nevada, a 17% increase over the previous year, Ski California reported.

From October to March, the two western states received 47% more snowfall than the averages for the previous 16 seasons, according to Ski California. The average snowfall at California and Nevada resorts was 12 feet this ski season, compared with just under 11 feet last season.

Mammoth Mountain expects to keep the lifts open daily through the Fourth of July holiday weekend and possibly longer. Mammoth reported snowfall totals in February of 38 feet at the main lodge and 57 feet at the summit.

With business booming, ski resort operators raised lift ticket prices this season. Ski industry experts and resort operators attribute the price hike to several factors, including rising operating expenses and the continuing consolidation in the ski industry.

The 7.3-million visitation total even surpassed the total for the 2016-17 season, when California ski resorts had so much snow that one resort toyed with the idea of staying open throughout summer and into the next winter. About 7 million skiers hit the slopes during that snowy season.

It wasn't just California. The Rocky Mountain region saw skier and snowboarder visits jump by 15.6%, according to the National Ski Areas Association. No region in the U.S. saw more ski visits this winter than the Rocky Mountains, which broke all previous records by surpassing 24 million visits in 2018-19.

"Snow is our greatest asset and this year was one to remember," said Kelly Pawlak, president of the NSAA, in a news release.

Tix age 6 and Under - PEAK				
	Full Day		PM Only	
	qty	rev	qty	rev
<b>Peak Christmas</b>				
M	121	\$ 1,210	49	\$ 245
G	271	\$ 5,420	104	\$ 1,560
P	254	\$ 5,584	132	\$ 2,239
<b>Total</b>	<b>646</b>	<b>\$ 12,214</b>	<b>285</b>	<b>\$ 4,044</b>
<b>Peak MLK</b>				
M	20	\$ 200	3	\$ 15
G	43	\$ 860	16	\$ 240
P	65	\$ 1,386	14	\$ 238
<b>Total</b>	<b>128</b>	<b>\$ 2,446</b>	<b>33</b>	<b>\$ 493</b>
<b>Peak Presidents</b>				
M	36	\$ 360	20	\$ 100
G	257	\$ 5,120	61	\$ 915
P	190	\$ 4,180	89	\$ 1,513
<b>Total</b>	<b>483</b>	<b>\$ 9,660</b>	<b>170</b>	<b>\$ 2,528</b>
<b>Peak TOTALS</b>				
M	177	\$ 1,770	72	\$ 360
G	571	\$ 11,400	181	\$ 2,715
P	509	\$ 11,150	235	\$ 3,990
<b>Total</b>	<b>1,257</b>	<b>\$ 24,320</b>	<b>488</b>	<b>\$ 7,065</b>
<b>Peak TOTALS. 6&amp;Under</b>			<b>1,745</b>	<b>\$ 31,385</b>