

2019 2020 Season Pass Products - DOWNHILL SKI

Season >		2018 / 2019 Season						2019 / 2020 Season						Price Change by Sale TimeFrame						
Sale Date Range >		Spring (5/1 to 6/15), Fall (9/1 to 11/30), Winter (12/1 +)						Spring (3/19 to 5/1), Fall (9/10 to 11/30), Winter (12/1 +)						Spring '19 vs Spring '18		Fall '19 vs Fall '18		Win'19 vs Win '18		
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 Pass	20	80%	0	20	20	20	25	63%	0	25	0	25	5	25%	5	25%	5	25%
26431	10025	CH Pass (7-12)	149	83%	15	164	164	179	179	86%	5	184	5	189	30	20%	20	12%	10	6%
29663	29664	Jr Pass (13-17)	184	80%	15	199	204	219	219	81%	5	224	5	229	35	19%	25	13%	10	5%
26426	10024	AD (18-59) Pass	204	60%	15	219	214	229	229	61%	5	234	5	239	25	12%	15	7%	10	4%
26432	10026	SR Pass (60-69)	159	84%	15	174	174	189	189	86%	5	194	5	199	30	19%	20	11%	10	5%
26494	10027	Super Senior (70+) Pass	20	11%	0	20	20	25	25	11%	0	25	0	25	5	25%	5	25%	5	25%
Member, Combo (DH and XC)																				
tdb	tdb	CH (6 and under) Combined Pass	20	80%	0	20	20	20	25	63%	0	25	0	25	5	25%	5	25%	5	25%
29730	29731	CH (7-12) Combined Pass	174	83%	15	189	189	204	204	80%	0	204	10	214	30	17%	15	8%	10	5%
29732	29733	JR (13-17) Combined Pass	239	76%	15	254	259	274	274	76%	0	274	10	284	35	15%	20	8%	10	4%
26448	10115	Adult (18-59) Combined Pass	334	81%	15	349	384	399	399	83%	10	409	10	419	65	19%	60	17%	20	5%
26448	10117	Senior (60-69) Combined Pass	239	76%	15	254	259	274	274	76%	0	274	10	284	35	15%	20	8%	10	4%
		Super Senior (60-69) Combined Pass	20	6%	0	20	20	20	20	6%	10	30	10	40	-	0%	10	50%	20	100%
Public, Unlimited																				
26495	21732	6 & Under Pass	25	0	25	25	25	40	40	9	49	0	49	15	60%	24	96%	24	96%	
26437	10065	CH Pass (7-12)	179	20	199	189	209	209	20	229	20	249	30	17%	30	15%	40	19%	40	19%
29735	29736	JR Pass (13-17)	229	20	249	249	269	269	20	289	20	309	40	17%	40	16%	40	15%	40	15%
26436	10064	AD Pass (18-59)	339	20	359	354	374	374	20	394	20	414	35	10%	35	10%	40	11%	40	11%
26438	10066	SR Pass (60-69)	189	20	209	199	219	219	20	239	20	259	30	16%	30	14%	40	18%	40	18%
26496	22976	Super Senior (70+) Pass	189	20	209	199	219	219	20	239	20	259	30	16%	30	14%	40	18%	40	18%
Public, Combo (DH and XC)																				
tdb	tdb	CH (6 and under) Combined Pass	25	0	25	25	25	40	40	9	49	0	49	15	60%	24	96%	24	96%	
29747	29748	CH (7-12) Combined Pass	209	20	229	234	254	254	25	279	20	299	45	22%	50	22%	45	18%	45	18%
29749	29750	JR (13-17) Combined Pass	314	20	334	339	359	359	20	379	20	399	45	14%	45	13%	40	11%	40	11%
26450	10118	Adult (18-59) Combined Pass	414	20	434	459	479	479	100	579	20	599	65	16%	145	33%	120	25%	120	25%
26451	10120	Senior (60-69) Combined Pass	314	20	334	339	359	359	90	449	20	469	45	14%	115	34%	110	31%	110	31%
DHski Member Programs																				
26475,	10112,	DSL Member Rec Ski & Snowboard Team				514		514					534				20	4%	20	4%
26477	23813																			
26478,	21936,	DSL Member TD Tykes				374		374					394				20	5%	20	5%
26478,	21936,																			
26479,	21936,	DSL Member Race Ski and Snowboard Team				1,054		1,054					1,094				40	4%	40	4%
26479,	21936,																			
26473,	26427,	DSL Member Kindergarten TD Tykes				374		374					394				20	5%	20	5%
26473,	26427,																			
26474	26429	DSL Member Speedster				514		514					534				20	4%	20	4%
		DSL Member Masters Prgm				295		295					315				20	7%	20	7%
DHski Public Programs																				
26488,	10114,	DSL Public Rec Ski & Snowboard Team				569		569					594				25	4%	25	4%
26489	23814																			
26489,	21915,	DSL Public TD Tykes				439		439					464				25	6%	25	6%
26481,	26466,																			
26482	26467																			
26486,	23817,	DSL Public Race Ski and Snowboard Team				1,279		1,279					1,324				45	4%	45	4%
26487	26465																			
26484	26428	DSL Public Kindergarten TD Tykes				439		439					464				25	6%	25	6%
26485	26430	DSL Public Speedster				569		569					594				25	4%	25	4%
26485	26430	DSL Public Masters Prgm				400		400					425				25	6%	25	6%

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 February 2019, typical is set in February for 3/1 launch.