

Season Pass Products - DOWNHILL SKI

Season >	2020 / 2021 Season						2021 / 2022 Season				Price Change								
	Product	Spring Price	Ratio of Member to Public	By Date Price Change	Fall Price	Winter Price	Spring Price	Ratio of Member to Public	Fall Price (12/1 to 12/17)	Winter Price	Spring '21 vs Spring '20	\$	%	Spring '21 vs Winter '20	\$	%	10/20 total volume	10/22 total volume	3 yr average
Member, Unlimited																			
6 & Under Pass	30	56%	9	39	40	49	54	68%	TBD	TBD	TBD	24	80%	5	10%	161	239	216	205
CH Pass (7-12)	184	86%	5	189	194	199	209	74%	TBD	TBD	TBD	25	14%	10	5%	92	134	203	143
JR Pass (13-17)	224	82%	15	239	234	249	259	80%	TBD	TBD	TBD	35	16%	10	4%	20	26	56	34
AD (18-59) Pass	239	62%	25	264	249	274	289	62%	TBD	TBD	TBD	50	21%	15	5%	249	374	512	378
SR Pass (60-69)	199	87%	10	209	209	219	229	79%	TBD	TBD	TBD	30	15%	10	5%	35	58	56	50
Super Senior (70+) Pass	30	13%	9	39	40	49	229	79%	TBD	TBD	TBD	199	663%	180	367%	78	130	111	106
NEW - DH MIDWEEK Super Senior (70+) Pass			0		0		84		TBD	TBD	TBD	84	-	84	-	78	130	111	106
Member, Combo (DH and XC)																			
CH (6 and under) Combined Pass	30	51%	19	49	40	59	64	72%	TBD	TBD	TBD	34	113%	5	8%	55	65	69	63
CH (7-12) Combined Pass	209	79%	10	219	219	229	239	69%	TBD	TBD	TBD	30	14%	10	4%	8	22	64	31
JR (13-17) Combined Pass	279	76%	10	289	289	299	314	72%	TBD	TBD	TBD	35	13%	15	5%	4	5	17	9
Adult (18-59) Combined Pass	414	63%	10	424	424	434	454	70%	TBD	TBD	TBD	40	10%	20	5%	109	129	300	179
Senior (60-69) Combined Pass	279	72%	10	289	289	299	314	61%	TBD	TBD	TBD	35	13%	15	5%	78	117	172	122
Super Senior (60-69) Combined Pass	30	8%	19	49	40	59	314	61%	TBD	TBD	TBD	284	947%	255	432%	213	205	162	193
NEW - Super Senior MIDWEEK (70+) Combined Pass	na			na		na	1.14		TBD	TBD	TBD	na		na					
Public, Unlimited																			
6 & Under Pass	54		10	64	64	74	79		TBD	TBD	TBD	25	46%	5	7%	403*	127	151	139
CH Pass (7-12)	214		45	259	224	269	284		TBD	TBD	TBD	70	33%	15	6%	102	98	187	129
JR Pass (13-17)	274		20	294	289	309	324		TBD	TBD	TBD	50	18%	15	5%	19	27	33	26
AD Pass (18-59)	384		35	419	404	439	464		TBD	TBD	TBD	80	21%	25	6%	150	149	245	181
SR Pass (60-69)	229		30	259	244	274	289		TBD	TBD	TBD	60	26%	15	5%	17	24	19	20
Super Senior (70+) Pass	229		30	259	244	274	289		TBD	TBD	TBD	60	26%	15	5%	Inc	above	again	
Public, Combo (DH and XC)																			
CH (6 and under) Combined Pass	59		15	74	69	84	89		TBD	TBD	TBD	30	51%	5	6%	37	20	6	21
CH (7-12) Combined Pass	264		55	319	274	329	344		TBD	TBD	TBD	80	30%	15	5%	13	8	32	18
JR (13-17) Combined Pass	369		40	409	379	419	439		TBD	TBD	TBD	70	19%	20	5%	1	2	6	3
Adult (18-59) Combined Pass	499		110	609	509	619	649		TBD	TBD	TBD	150	30%	30	5%	45	31	76	51
Senior (60-69) Combined Pass	389		90	479	399	489	514		TBD	TBD	TBD	125	32%	25	5%	16	10	8	11

Season Pass Products - CROSS COUNTRY

Season >	2020 / 2021 Season						2021 / 2022 Season						Price Change by Sale TimeFrame												
	Spring (3/19 to 5/1), Fall (9/10 to 11/30), Winter (12/1 -)						Spring (3/16 to 5/1), SmrFall (9/7 to 11/30), Winter (12/1 to 12/17)						Spring '21 vs Spring '20		Spring '21 vs Winter '20		19/20 volume		20/21 volume		3 year average				
Product	Spring Price	Ratio of Member to Public	By Date Price Change	Fall Price	Winter Price	Spring Price	Ratio of Member to Public	By Date Price Change	Fall Price	Winter Price	Spring Price	Ratio of Member to Public	By Date Price Change	Fall Price	Winter Price	\$	%	\$	%	19/20 volume	20/21 volume	18/19 volume	20/21 volume	3 year average	
XC Member Pass Products																									
XC Unlim, CH Pass (Ages 6 & Under)	30	56%	9	39	44	na	not available	5	44	TBD	84	62%	5	11%	19	63%	5	11%	3	4	18	8			
XC Unlim, CH Pass (7-12)	74	71%	0	74	79	84	71%	5	79	TBD	84	71%	5	6%	10	14%	5	6%	34	40	64	46			
XC Unlim, JR Pass (13-17)	94	48%	5	99	104	104	51%	5	104	TBD	104	51%	0	0%	10	11%	0	0%	4	17	49	23			
XC Unlim, AD (18-59) Pass	284	75%	10	294	304	319	75%	10	304	TBD	319	75%	10	12%	35	12%	15	5%	352	448	652	484			
XC Unlim, SR Pass (60-69)	244	76%	10	254	264	279	78%	10	264	TBD	279	78%	10	14%	35	14%	15	6%	124	152	183	153			
XC Unlim, Super Senior (70+)	30	9%	9	39	49	279	78%	2	49	TBD	279	78%	2	830%	249	830%	230	465%	68	92	112	91			
NEW: XC MIDWEEK, Super Senior (70+)	na	na	na	na	na	94	90%	na	na	TBD	94	90%	na	na	na	na	na	na	71	115	88	91			
Dog Season Pass	na	na	74	74	84	94	na	10	84	TBD	94	na	10	88	91	na	na	na	na	na	na	na	na		
Member, Combo (DH and XC)																									
CH (6 and under) Combined Pass	30	51%	19	49	59	64	72%	10	59	TBD	64	72%	10	113%	34	113%	5	8%	55	65	63	61			
CH (7-12) Combined Pass	209	79%	10	219	229	239	69%	10	229	TBD	239	69%	10	14%	30	14%	10	4%	8	22	31	20			
JR (13-17) Combined Pass	279	76%	10	289	299	314	72%	10	299	TBD	314	72%	10	13%	35	13%	15	5%	4	5	9	6			
Adult (18-59) Combined Pass	414	83%	10	424	434	454	70%	10	434	TBD	454	70%	10	10%	40	10%	20	5%	109	129	179	139			
Senior (60-69) Combined Pass	279	72%	10	289	299	314	61%	10	299	TBD	314	61%	10	13%	35	13%	15	5%	78	117	122	106			
Super Senior (70+) Combined Pass	30	8%	19	49	59	314	61%	10	59	TBD	314	61%	10	947%	284	947%	255	432%	213	205	193	204			
NEW: Super Senior MIDWEEK (70+) Combined Pass	na	na	na	na	na	114	na	na	na	TBD	114	na	na	na	na	na	na	na	na	na	na	na	na		
XC Public Pass Products																									
XC Unlim, 6 & Under Pass	54	10	10	64	74	79	na	10	74	TBD	79	na	10	46%	25	46%	5	7%	7	9	30	15			
XC Unlim, CH Pass (7-12)	104	0	104	104	114	119	na	10	114	TBD	119	na	10	14%	15	14%	5	4%	30	32	77	46			
XC Unlim, JR Pass (13-17)	194	0	194	194	204	204	na	10	204	TBD	204	na	10	5%	10	5%	0	0%	2	11	23	12			
XC Unlim, AD Pass (18-59)	379	10	389	389	404	424	na	15	404	TBD	424	na	15	12%	45	12%	20	5%	298	374	596	423			
XC Unlim, SR Pass (60-69)	319	10	329	329	339	359	na	10	339	TBD	359	na	10	13%	40	13%	20	6%	135	187	220	181			
XC Unlim, Super Senior (70+) Pass	319	10	329	329	339	359	na	10	339	TBD	359	na	10	13%	40	13%	20	6%	135	187	220	181			
Dog Season Pass	na	na	84	84	94	104	na	10	94	TBD	104	na	10	na	na	na	na	na	31	87	54	57			
Public, Combo (DH and XC)																									
CH (6 and under) Combined Pass	59	15	74	74	84	89	na	10	84	TBD	89	na	10	51%	30	51%	5	6%	37	20	139	65			
CH (7-12) Combined Pass	264	55	319	319	329	344	na	10	329	TBD	344	na	10	30%	80	30%	15	5%	13	8	129	50			
JR (13-17) Combined Pass	369	40	409	409	419	439	na	10	419	TBD	439	na	10	19%	70	19%	20	5%	1	2	26	10			
Adult (18-59) Combined Pass	499	110	609	609	619	649	na	10	619	TBD	649	na	10	30%	150	30%	30	5%	45	31	181	86			
Senior (60-69, 70+) Combined Pass	389	90	479	479	489	514	na	10	489	TBD	514	na	10	32%	125	32%	25	5%	16	10	20	15			

Regional Season Pass Rates - Fall 2020 Pricing - Downhill Resorts	Tahoe Donner 2021				Soda Springs		Boreal		Donner Ski Ranch		Sugar Bowl		Diamond Peak		Homewood		Mt. Rose		Squaw/Alpine IKON		Northstar LOCAL		Average
	Age	Mem	Pub	Mem Discount	Age	Rate	Age	Rate	Age	Rate	Age	Rate	Age	Rate	Age	Rate	Age	Rate	Age	Rate	Age	Rate	
Child	0-6	54	79	32%	0-5	39	0-5	55	0-5	99	0-5	30	0-6	Free	0-4	Free	0-5	Free	0-4	Free	0-4	Free	60
Youth	7-12	209	284	26%	6-12	139	6-12	159	6-12	199	6-12	359	7-12	204	5-12	289	6-15	295	5-12	759	5-12	379	307
Junior	12-17	259	324	20%	13-17	179	13-23	229	13-17	299	13-22	569	13-23	274	13-18	499			13-17	1099	13-18	589	451
Adult	18-59	289	464	38%	17-23	239	24-59	339	18-69	349	23-64	764	24-64	474	19-61	699	16+	675	18+	1299	19+	729	603
Senior	60-69	229	289	21%	24-59	239	60+	159	70+	199	65-74	569	65-69	204	62+	459							303
Super Senior	70+	229	289	21%	60+	59	70+	79			75+	359	70-79	174									192
Other													80+	Free									0

Regional Season Pass Rates - Fall 2020 Pricing - Cross Country Resorts	Tahoe Donner 2021				Royal Gorge		Tahoe XC		Gear Valley XC		Kirkwood XC		Northstar XC		Average
	Age	Mem	Pub	Mem Discount	Age	Rate	Age	Rate	Age	Rate	Age	Rate	Age	Rate	
Child	0-6	49	79	38%	0-12	25	0-18	5	0-6	50	0-4	Free		40	
Youth	7-12	84	119	29%	0-12	25	0-18	5	7-12	105	5-12	75		66	
Junior	13-17	104	204	49%	13-22	149	0-18	5	13-17	135	13-18	200		139	
Adult	18-59	319	424	25%	13-64	259	19-59	339	18-59	355	19-64	240		323	
Senior	60-69	279	359	22%	65-74	229	60-69	249	60-69	285	65+	230		270	
Super Senior	70+	279	359	22%	75+	25	70+	5	70+	125	65+	230		149	