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**SUBJECT: NEW PRICING and Changes for next year | best info I have at the moment. We still have questions. DEADLINE DATE for PRESEASON is now APRIL 30, 2019 (not oct 31)**

Thank you all for being part of SKIDOME NCC which started 22 years ago.

As of the FALL of 2018 PEAK RESORTS purchased SNOWTIME.

To know more about PEAK RESORTS read the 10-Q Oct 31, 2018

<http://ir.peakresorts.com/Cache/396076956.pdf>

The next 10-Q for Jan 31, 2019 should be out mid-march 2019.

**Please note:** energy and utility costs water, sewer have increased 10 to 30% in the last few years.

Environmental regulatory changes. Your own costs have risen also you may have not noticed.

Labor changes and cost input is an additional expense. PEAK as a company will need 10% or less just for overhead.

**PEAK HAS ANNOUNCED THE NEW PASSES for next year.**

The Advantage card and NCC Night Club card has been discontinued for next year.

**IF YOU ARE A STUDENT 18** and under there will be a new SCHOOL PROGRAM, yet to be defined. You will have to get pass from the organization, not SKIDOME (we have a few young people).

29 and Under can get a PASS for \$399 vs \$629 30+ same pass (Age price discrimination has held up in court, until fall of 2018.) will be interesting.

**If you plan to ROLL OVER it will not be available.**

I can run numbers to see what is best. I cannot come up with a difference vs window rate since window rate is unknown.

MY Actual numbers Before and After:

I ski 30 times a year- my old 4 hr. visit rate was 15\$ a visit net. NEW will be 20\$ a visit net.

A \$1.25-hour increase. In all about \$150 more a year.

TO get the pricing below, a 99\$ Down and 4 payments May - AUG

**The closest match as in cheapest way to get on snow is: Traveler Pass Mon-Friday 5 black out dates. (MLK, Presidents day + 3 other days) at \$329**

ZARDOG new numbers for next season											NEW CO\$30 VISITS		Previous Year	
PASS TYPE	Desc	Replaces	Cost	Deadline	99\$ Down	May	june	july	aug	Per visit	Per Hr	per visit	per hour	
Explorer Adult	Unlim Access no Blackout	Season pass	629	30-Apr-19	99	132.5	132.5	132.5	132.5	20.97	5.24	15.97	3.99	
Explorer Youth 7-17	Unlim Access no Blackout	Season pass	399	30-Apr-19	99	75	75	75	75					
Drifter 18-29	Unlim Access no Blackout	Season pass	399	30-Apr-19	99	75	75	75	75					
Ranger all ages	Unlim Access 11 blackout dates (holiday periods)	Season Pass w/ Blackout	529	30-Apr-19	99	107.5	107.5	107.5	107.5	17.63	5.88			
Traveler all ages	Monday-Friday 5 black out dates	MID WEEK SR	329	30-Apr-19	99	57.5	57.5	57.5	57.5	10.97	2.74	When I Retire		

SOURCE: <https://www.peakpass.com/passes/>

**What additional benefits come with the new PASS types?**

PLEASE SEE PEAKS WEB SITE <https://www.peakpass.com/passes/>

For each pass click on Benefits and expand the next page.

**QUESTIONS:**

What about multi person family season pass?

What will the new window rates be?

What about plans for adding rentals and lessons?

What about learn to package?

What will be the specials in the fall?

Will there be a 1 mountain only pass?

**If you have questions please email to me. I can help you figure out a plan.**