

Cross Country Ski

2019 - 1st season of full suite of 'Guest' products, prior only had Adult Guest. 2019 1st season of PEAK rates for G/P.
 Season Pass - Visits are pass scans, the Pass Revenue is earned on straight-line over season basis.

	2018/2019 Xmas/NYE (12/22-1/6) 16 Peak Days						2017/2018 Xmas/NYE (12/23-1/7) 16 Peak Days					
	Product Sales			Mix			Product Sales			Mix		
	Qty	Sales	Yield	Qty	Sales	Yield	Qty	Sales	Yield	Qty	Sales	Yield
Day Tickets												
Member 1101	1,036	32,605	31.47	32%	27%	82%	73	4,575	62.67	19%	36%	189%
Guest 1102	849	33,225	39.13	27%	27%	102%	3	96	32.00	1%	1%	97%
Public 1103	1,311	56,291	42.94	41%	46%	112%	306	7,986	26.10	80%	63%	79%
Day Tix TL	3,196	122,121	38.21	100%	100%	100%	382	12,657	33.13	100%	100%	100%
LLR Packages 1109	257	22,116	86.05				12	888	74.00			
Season Pass	2,826	45,943	16.26				382	30,263	79.22	scanner down		
Comps 1105	345						36					
Lessons Rental Other		176,544		% of total\$	48%			58,707		% of total\$	57%	
Total	6,624	366,724	55.36				812	102,515	126.25			
TI excld Pass Visits	3,798	320,781	84.46				430	72,252	168.03			

	2016/2017 Xmas/NYE (12/24-1/8) 16 Peak Days						2015/2016 Xmas/NYE (12/19-1/3) 16 Peak Days					
	Product Sales			Mix			Product Sales			Mix		
	Qty	Sales	Yield	Qty	Sales	Yield	Qty	Sales	Yield	Qty	Sales	Yield
Day Tickets												
Member 1101	862	20,935	24.29	27%	17%	64%	1,319	27,051	20.51	345%	214%	62%
Guest 1102	522	15,138	29.00	16%	12%	76%	591	14,775	25.00	155%	117%	75%
Public 1103	1,917	50,615	26.40	60%	41%	69%	3,003	69,441	23.12	786%	549%	70%
Day Tix TL	3,301	86,688	26.26	103%	71%	69%	4,913	111,267	22.65	1286%	879%	68%
LLR Packages 1109	178	11,980	67.30				225	14,010	62.27			
Season Pass	988	41,769	42.28	scanner issues			1,798	15,938	8.86	2015 drought impact & scanner issues		
Comps 1105	392						326					
Lessons Rental Other		135,431		% of total\$	49%			129,991		% of total\$	48%	
Total	4,859	275,868	56.77				7,262	271,206	37.35			
TI excld Pass Visits	3,871	234,099	60.48				5,464	255,268	46.72			

	2019 vs 2017				2019 vs 2016		
	Q	\$	Y		Q	\$	Y
Member	20%	56%	30%	Member	-21%	21%	53%
Guest/Public	-11%	36%	48%	Guest/Public	-40%	6%	71%
Pass Scans	186%	10%	-62%	Pass Scans	57%	188%	83%
Total	36%	33%	-2%	Total	-9%	35%	48%
Total excld Pass	-2%	37%	40%	Total excld Pass	-30%	26%	81%

14/15 drought impact & scanner issues

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	2019 Presidents (2/16-2/23) 8 Peak Days						2018 Presidents (2/17-2/24) 8 Peak Days					
	Product Sales			Mix			Product Sales			Mix		
	Qty	Sales	Yield	Qty	Sales	Yield	Qty	Sales	Yield	Qty	Sales	Yield
Day Tickets												
Member 1101	289	6,295	21.78	20%	12%	60%	40	766	19.15	16%	11%	69%
Guest 1102	393	14,779	37.61	27%	29%	104%	28	896	32.00	11%	13%	115%
Public 1103	749	30,506	40.73	52%	59%	113%	182	5,292	29.08	73%	76%	105%
	1,431	51,580	36.04	100%	100%	100%	250	6,954	27.82	100%	100%	100%
LLR Packages 1109	67	5,990	89.40				34	2,516	74.00			
Season Pass Scans	1016	28,298	27.85				267	21,584	80.84	scanner down		
Comps 1105	227						29					
Lessons Rental Other		49,221		% of total\$	36%			19,375		% of total\$	38%	
Total	2,741	135,089	49.28				580	50,429	86.95			
TI excld Pass Visits	1,725	106,791	61.91				313	28,845	92.16			

	2017 Presidents (2/18-2/25) 8 Peak Days						2016 Presidents (2/13-2/20) 8 Peak Days					
	Product Sales			Mix			Product Sales			Mix		
	Qty	Sales	Yield	Qty	Sales	Yield	Qty	Sales	Yield	Qty	Sales	Yield
Day Tickets												
Member 1101	387	6,812	17.60	27%	13%	49%	481	7,797	16.21	192%	112%	58%
Guest 1102	276	8,004	29.00	19%	16%	80%	264	6,600	25.00	106%	95%	90%
Public 1103	1,158	31,330	27.06	81%	61%	75%	1,511	35,006	23.17	604%	503%	83%
	1,821	46,146	25.34	127%	89%	70%	2,256	49,403	21.90	902%	710%	79%
LLR Packages 1109	71	4,750	66.90				86	5,313	61.78			
Season Pass Scans	653	24,537	37.58				890	9,395	10.56	2015 drought impact & scanner issues		
Comps 1105	132						164					
Lessons Rental Other		49,144		% of total\$	39%			52,167		% of total\$	45%	
Total	2,677	124,577	46.54				3,396	116,278	34.24			
TI excld Pass Visits	2,024	100,040	49.43				2,506	106,883	42.65			

	2019 vs 2017		
	Q	\$	Y
Member	-25%	-8%	24%
Guest/Public	-20%	15%	40%
Pass Scans	56%	15%	-26%
Total	2%	8%	6%
Total excld Pass	-15%	7%	25%

	2019 vs 2016		
	Q	\$	Y
Member	-40%	-19%	34%
Guest/Public	-36%	9%	63%
Pass Scans	14%	201%	164%
Total	-19%	16%	44%
Total excld Pass	-31%	0%	45%

1/18/19-1/21/19				2019			1/12/18-1/15/18				2018			1/13/17-1/16/17				2017			1/15/16-1/18/16				2016		
Product	Quantity	Gross Amount		Product	Quantity	Gross Amount		Product	Quantity	Gross Amount		Product	Quantity	Gross Amount		Product	Quantity	Gross Amount									
	Q	R			Q	R			Q	R			Q	R			Q	R									
TP-Mbr	139	\$2,890.00	20.79		0	\$0.00			298	\$4,859.00	16.31		140	\$2,363.00	16.879												
TP-Gst	180	\$6,721.00	37.34		0	\$0.00			140	\$4,060.00	29		102	\$2,550.00	25												
TP-Pub	361	\$14,244.00	39.46		0	\$0.00			784	\$21,853.00	27.87		417	\$10,151.00	24.343												
TP-Disc	6	\$0.00	0		0	\$0.00			4	\$74.00	18.5		13	\$128.00	9.8462												
Rentals	600	\$15,262.00	25.44		10	\$186.00	18.6		830	\$19,004.00	22.9		551	\$12,039.00	21.849												
Lessons	70	\$5,384.00	76.91		-1	-\$129.00	129		115	\$7,033.00	61.16		67	\$3,663.00	54.672												
S.E.	25	\$1,565.00	62.6		0	\$0.00			0	\$0.00			112	\$2,172.31	19.396												
Retail		\$7,104.62				\$441.49				\$11,014.88				\$8,771.43													
Pass	601				0				484				501														
Employee	52				10				14				20														
total qty	2034	\$53,171	26.14		19	\$498.49	26.24		2669	\$67,897.88	25.44		1923	\$41,837.74	21.756												
QTY excluding Pass/EE/Rentals variances to 2019	781	\$ 53,171	68.08		-1	\$ 498	(498)		1341	\$ 67,898	50.63		851	\$ 41,838	49.16												
									-42%	-22%	34%		-8%	27%	38%												