



LEAVENWORTH WINTER SPORTS CLUB

Po Box 573, Leavenworth, WA 98826 • 509-548-5477
www.skileavenworth.com

LWSC Mission Statement

Our purpose is to promote health, fitness, and fun through skiing and other winter sports by providing quality facilities, education, and activities to the community.

Season Pass FAQ (updated 2016)

Why the changes in season pass types?

- The LWSC has evolved over the years from segregated divisions between Alpine and Nordic to a single Club that recognizes all skiing types. Prior to the upcoming season, season passes were separated by type that limited the opportunity to freely explore or participate in other ways of skiing. Unless a Member purchased a 'Combined' pass, you were left with borders on your ski opportunities. The LWSC wants all Members to have access to everything the Club has to offer.
- The barriers created by the former season passes categories are lowered and opportunities for families to cross-activity are open. The chance for multi-generational fun and experiences are unlimited.
- The LWSC continues to work towards keeping it simple and affordable while maximizing the value. The more the Members enjoy their experiences, the better for the long-term health of the Club.

Am I going to have to pay for something I don't want?

- Short answer, no. The Board decided to raise season pass prices for all pass types as noted in "Why the change is season prices". The Board also wanted to add as much value to passes as possible and decided to simply make the pass good for all offerings with exceptions to the tubing hill which is not used that much by our pass holders. All pass prices would have been increased for the 2015-2016 season. The new approach simply provides pass holders with more opportunities for the same amount of money.

Why the changes in season pass prices?

- Season pass prices are continually evaluated for affordability and value. Season pass revenue makes up 19% - 31% of the annual gross revenue depending on the snow year.
- Keeping the families involved in skiing and winter recreation is paramount to the financial health of the Club.
- A LWSC season pass continues to be the best value in the Northwest. An Individual Season Pass is paid for after nine days of skiing. The Club is slowly bringing season pass revenue in-line with other like operations.

Why not make regular, smaller increases instead of a large single increase?

- Over the past couple of years the Board has done just that, small annual price increases. Unfortunately the pass prices we were slowly increasing were too low to allow for this approach to keep up with costs and it became necessary to raise prices as we have. The Board knows that pass holders prefer small annual increases as opposed to fewer large increases and this change should help put us back on that track.

Will there be additional price increases each year?

- The Board and staff continue to look for ways to keep costs down and maximize day-use revenues. Each month we review financial data and annually decide what, if any increases will be necessary to keep the Club operational for the following year.