TO: Indra Winquest
Interim General Manager

FROM: Mike Bandelin
General Manager, Diamond Peak Ski Resort

SUBJECT: Diamond Peak Ski Resort Status Report for December 2019

DATE: January 7, 2020

<table>
<thead>
<tr>
<th>Ski Season Passes Sold</th>
<th>2018/19 YTD</th>
<th>2019/20 YTD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Passes</td>
<td>4,650</td>
<td>6,102</td>
</tr>
<tr>
<td>Resident Passes</td>
<td>2,327</td>
<td>2,847</td>
</tr>
<tr>
<td>Non Resident Passes</td>
<td>2,323</td>
<td>3,255</td>
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<tr>
<td>Skier Visits</td>
<td>26,646</td>
<td>31,548</td>
</tr>
<tr>
<td>Resident Tickets Sold</td>
<td>2,393</td>
<td>3,283</td>
</tr>
<tr>
<td>Ski and Snowboard Lessons</td>
<td>3,988</td>
<td>3,891</td>
</tr>
<tr>
<td>Equipment Rental Units Sold</td>
<td>7,591</td>
<td>7,984</td>
</tr>
<tr>
<td>Main Lodge Guest Checks</td>
<td>16,187</td>
<td>17,203</td>
</tr>
<tr>
<td>Snowflake Guest Checks</td>
<td>2,793</td>
<td>4,315</td>
</tr>
</tbody>
</table>

The Mountain
Diamond Peak opened for its 54th season 5 days earlier than our planned date of December 12th with 4 lifts operating including Schoolhouse, Lodgepole, Lakeview and Crystal Express. Ski trails offered for opening day included Crystal Ridge, Luggis, Powder and Sunnyside on the Upper Mountain and Schoolyard, Lodgepole, Freeway, Ridge, Popular on the Lower Mountain.

With over a foot of snow falling on December 8th and continuous snowmaking efforts, the Great Flume trail was opened for skiing on December 20th (one of the earliest opening of the trail since it was built in 1987) followed by Lakeview trail on December 25th, Village and Wiggle opened on the 28th and that day we were able to report 100% of the mountain open to our community. Last season, it wasn’t until January 7th that we announced 100% of the mountain open.

Season to date snowmaking operations included a startup run at the end of October for 92 hours. Beginning on November 20th we had a successful 9 day run for 226 operating hours. Operations were back online beginning on December 14th through December 26th for 172 hours, for a total year to date snowmaking run time of 490 hours and a season to date total of 25 days of snowmaking operations. Very good snowmaking conditions, natural snow and the addition of the 4 new fan guns to the fleet, allowed Staff to provide an excellent product to our guests for the Holiday Season.
**Visitation**
The ski area operated for 25 days in December for a total visit count of 31,548, an 18% increase over the December 2018 visit count and just over the 5 year average of 30,360. During the Holiday period beginning on December 21st through January 5th skier visits totaled 32,962 nearly identical to last year’s Holiday visit count of 32,635.

**Season Passes**
Ski Season pass sales year to date total 6,102 with 2,847 of those being Resident Ski Passes. Over a 30% increase in total Ski pass sales for the year to date period.

**Ski & Snowboard Centers**
Lessons taught for the month of December were 3,891, down slightly as compared to last December. During the Peak period we taught 1,359 Sierra Scout lessons which is our most popular lesson product. Our Adult group lesson package including rentals and a lift ticket is also popular with our guests and, for the month of December, 848 lessons were taught. During December, 12% of the customers were taught in our Ski and Snowboard Centers.

**Equipment Rental**
Customer Rental units used for the month were nearly 5% better than December last season, with 25% of the total skier visit count using our rental equipment.

**Safety**
The ski area focuses on the safety of our staff members as well as our guests. We begin the season and practice through the season with management staff conducting regularly scheduled employee safety talks each and every Saturday morning. Topics may include Kids on Lifts, Slips and falls, Hydration, Lids on Kids, Situational Awareness, Food Safety and Skier Responsibility to name a few.

**Food and Beverage**
With Lakeview lift operating on opening day we were able to begin Snowflake lodge food and beverage offerings on December 7th. During December, the Main Lodge Provisions outlet operated with addition of new digital menu boards, providing a new look to the operation. Wild Bills BBQ is open on weekends and during peak periods throughout the season and the Loft Bar and sun deck are open daily.

**Event Calendar Summary**
Jan 8th  55+ Ski Clinics Wednesdays through Apr 10 (excluding some Wednesdays)
Jan 10th  Moonlight Snowshoe Hike to Snowflake Lodge
Jan 17th  20th – Martin Luther King Peak Days
Jan 24th  10th Annual UllrFest
Jan 25th  Ski Safety Day
Feb 1st  Last Tracks Wine & Beer Tasting begin
Feb 8th  Interpretive Ski Tour at 10:30am
Feb 3rd – 9th  IVGID Community Appreciation Week
Feb 7th  Moonlight Snowshoe Hike to Snowflake Lodge
You can view our full calendar of events and details at DiamondPeak.com /events