



POWERED BY:



PLAY. DISCOVER. PROFIT.

SAM Summer Ops

Wednesday, September 5, 2018

Rich McCoy

Director of Summer Operations



History of Summer at Killington/Pico

- Mountain Biking for 27 years off the K-1 Gondola
 - (2,500 visits, 50 season passes)
- Waterslide at the Base of K-1
 - *Removed 2011*
- Alpine Slide & Other Attractions at Pico
 - *Removed 2011 (By Hurricane Irene)*
- Peak Lodge Renovation 2011-2013
 - \$7.5M investment – doubled revenue
- Multi-year summer plan 2014
 - Adventure center
 - Mountain biking plan with Gravity Logic

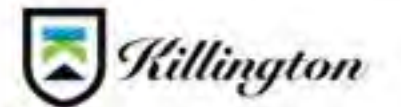


Summer 2018



Summer 2015

Operate Year-round



Summer 2016



Summer 2017



Kids Area



Bocce Ball Courts



Paintball

Summer 2018



LAWN GAMES – Giant Yahtzee, Jenga, Cornhole, Checkers

UPPER SECTION		HOW TO SCORE					
Aces	• = 1	Count and Add Only Aces					
Twos	• = 2	Count and Add Only Twos					
Threes	• = 3	Count and Add Only Threes					
Fours	• = 4	Count and Add Only Fours					
Fives	• = 5	Count and Add Only Fives					
Sixes	• = 6	Count and Add Only Sixes					
TOTAL SCORE							
BONUS	If total score is 63 or over	SCORE 35					
TOTAL	Of Upper Section						
LOWER SECTION							
3 of a kind	Add Total Of All Dice						
4 of a kind	Add Total Of All Dice						
Full House	SCORE 25						
Sm. Straight	Sequence of 4	SCORE 30					
Lg. Straight	Sequence of 5	SCORE 40					
YAHTZEE	5 of a kind	SCORE 50					
Chance	Score Total Of All 6 Dice						
YAHTZEE BONUS	FOR EACH BONUS						
	SCORE 100 PER						
TOTAL	Of Lower Section						
TOTAL	Of Upper Section						
GRAND TOTAL							



Snowshed Pond Loop funding with BCBS



Great Start to Summer, Some Fun, Some not so fun.





Mountain Biking Growth

Partnered with





Killington Upper Admin Building
7:58 a.m.

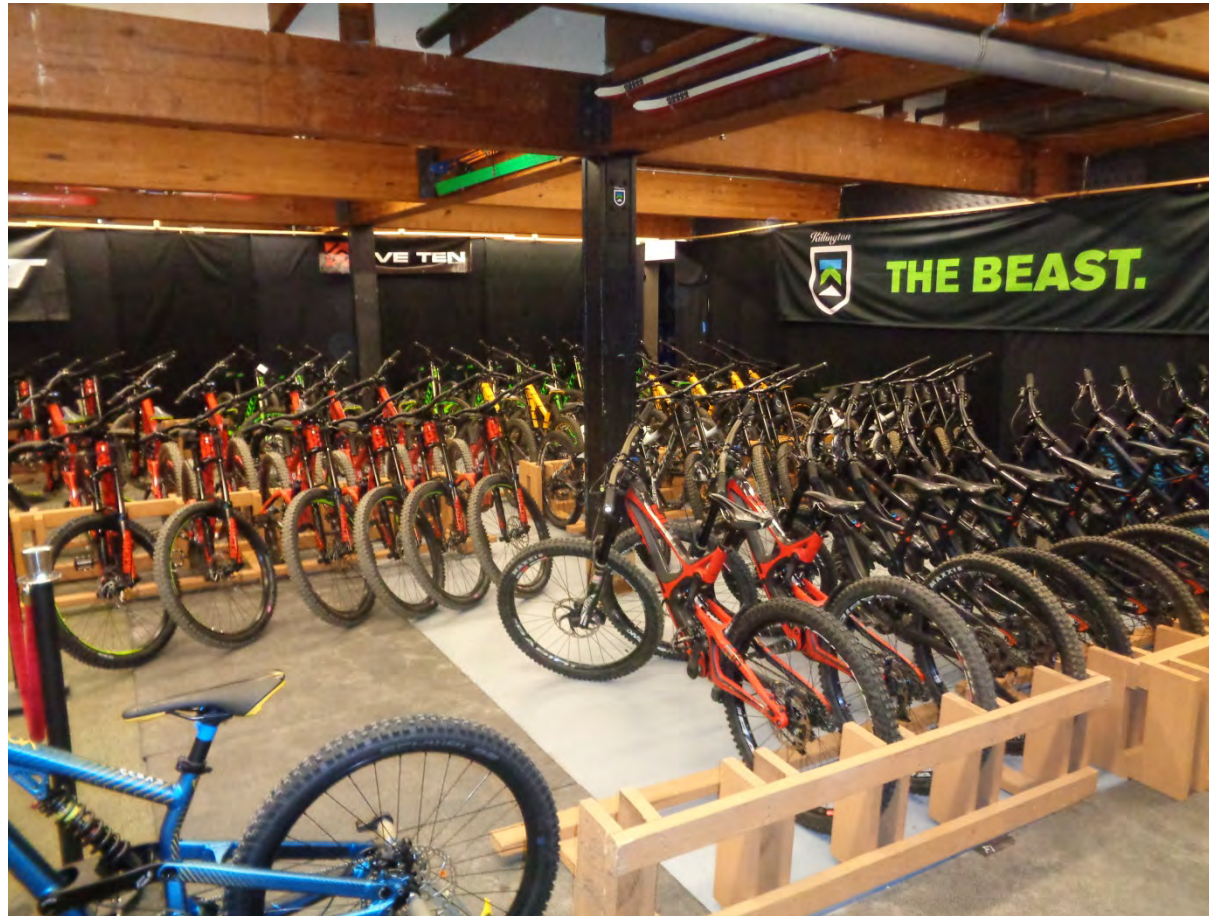
FOX US OPEN BIKE RACE



Great Line Up of Scott Mt. Bikes



Performance and Demo Bikes from Devinci, Norco, Pivot, Rocky Mountain, & Scott



New Norco Kids Bikes





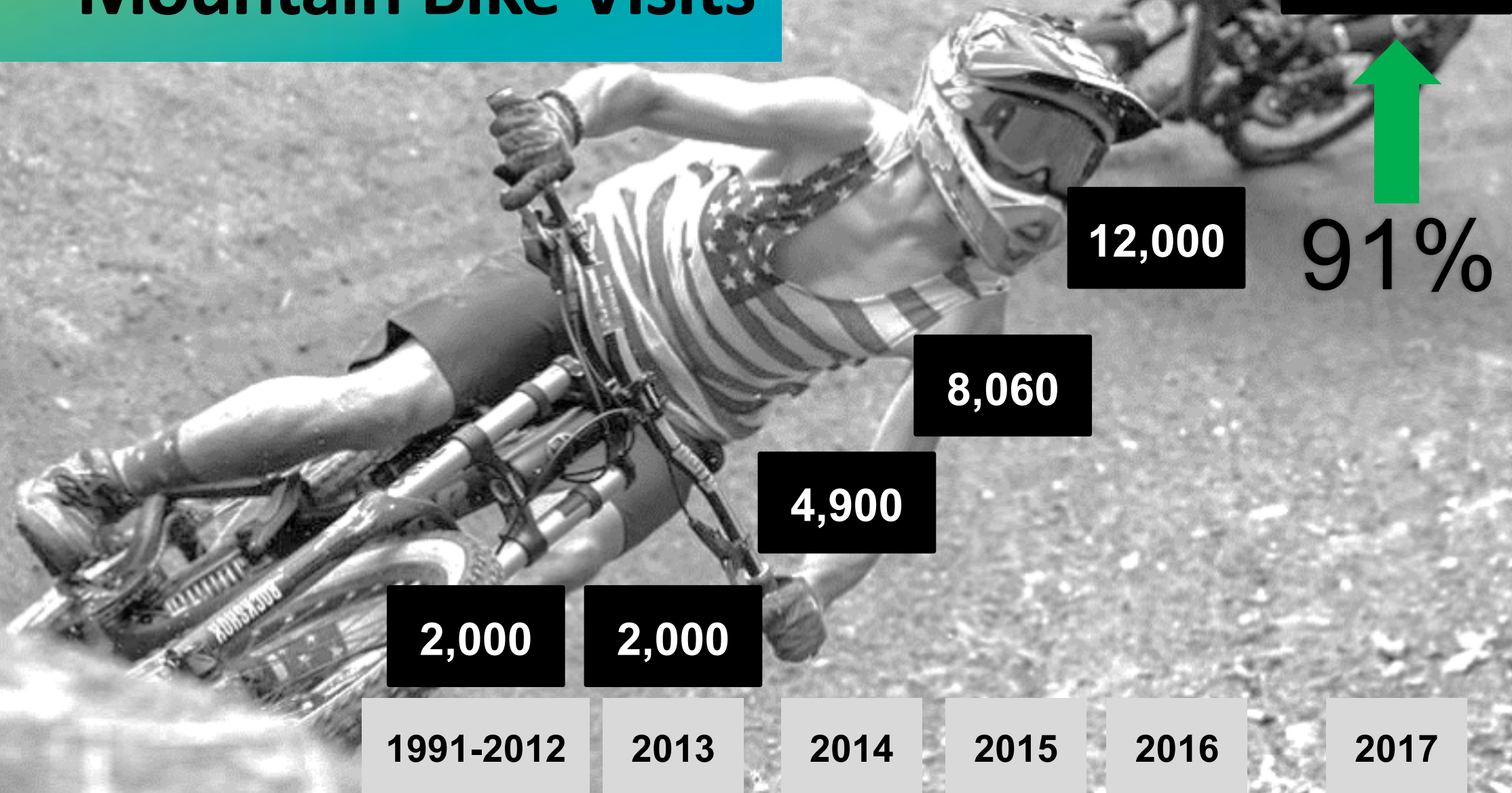
Continue to Invest in Summer

\$150k Mountain Biking

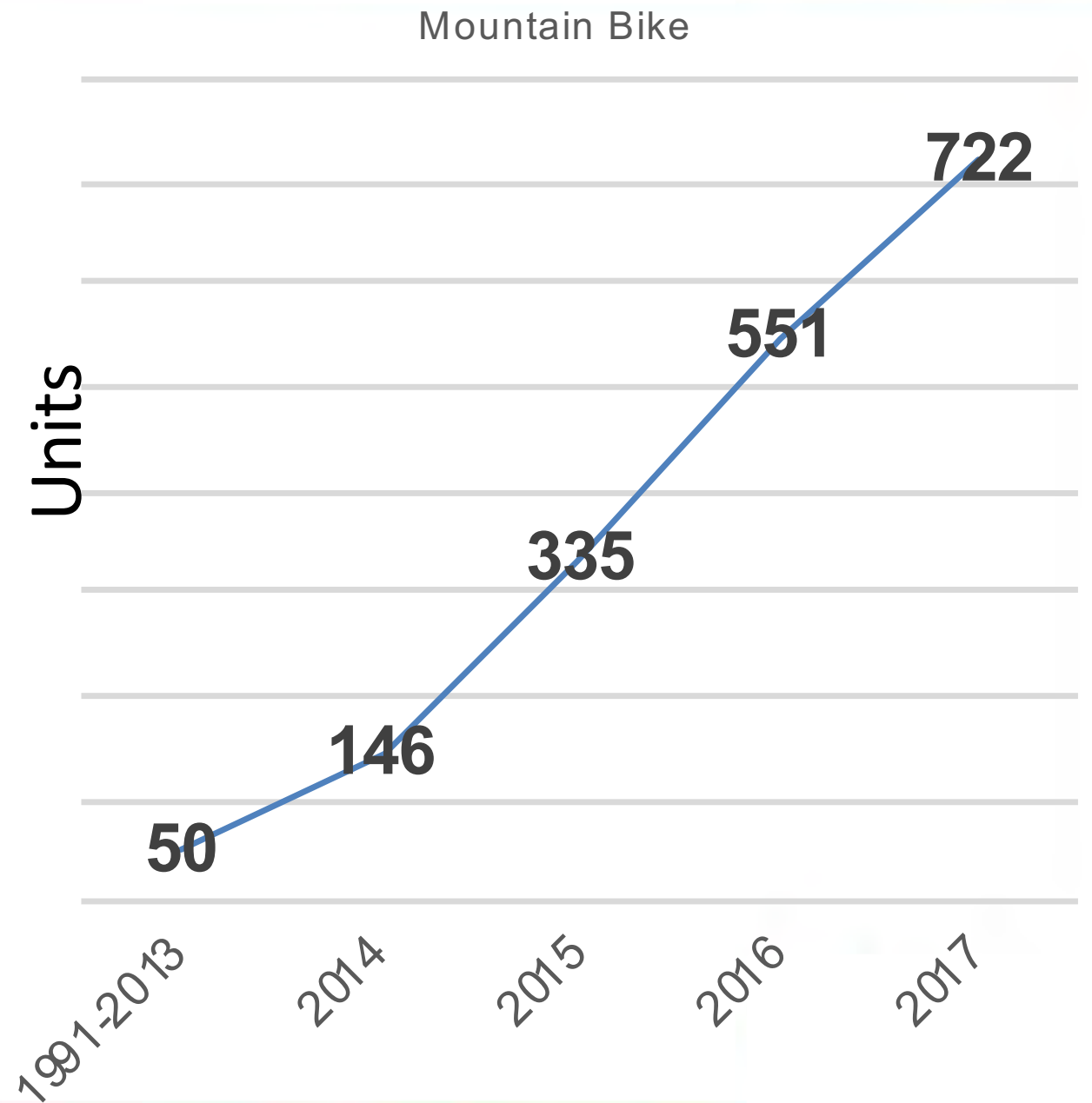
\$100k Adventure
Center

- Exercise Pod with
Jogging Path

Mountain Bike Visits



Killington
BIKE PARK
Season Pass Growth



Ninja Style Obstacle Course



WATER WARS & DOWNPOUR DERBY



Family & Youth Focus



Learn to Ride Area



Strider Park

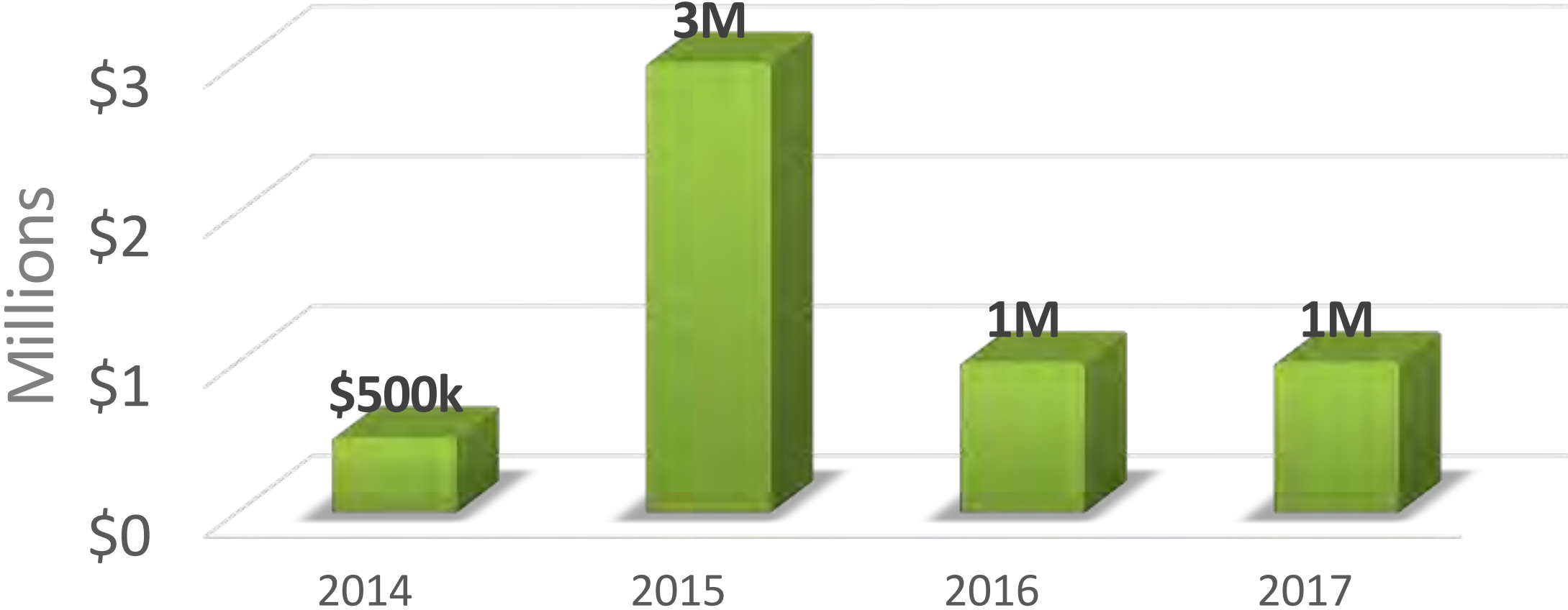
Camping & Glamping for 2019



Located in Vale
Parking area



Summer Investment over the Last 4 Years



Grand Total = \$5.5M

Operating Schedule Expansion

2012

July 1st – Labor Day Full Time

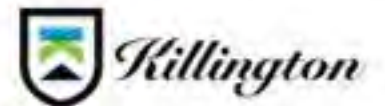
Weekends & in Fall to Columbus Day Weekend

NOW

Memorial Day Weekend to Mid October

Doubled the amount of operating days (70 to 140)

Summer & Winter operations are overlapping



Event Growth

MAY

S	M	T	W	T	F	S
30	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31	1	2	3
4	5	6	7	8	9	10

JUNE

S	M	T	W	T	F	S
28	29	30	31	1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	1
2	3	4	5	6	7	8

JULY

S	M	T	W	T	F	S
25	26	27	28	29	30	1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31	1	2	3	4	5

AUGUST


S	M	T	W	T	F	S
28	29	30	31	1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31	1	2	3	4

SEPTEMBER

S	M	T	W	T	F	S
27	28	29	30	31	1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
1	2	3	4	5	6	7

OCTOBER

S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31	1	2	3	4
5	6	7	8	9	10	11

 = Event Day

*Calendar of events is listed on reverse side.
Please note that events are subject to change
and there may be additions to the calendar.

What's the number?

- **How Many Attractions are at Killington now in the Adventure Center?**

**High Ropes Course
Jump Tower**

Bungee Jump

Swingset - Playground

Roaring Brook Mining Co.

Wrecktangle

Paddleboards/Kayaks

Snowshed Scenic Chair Ride

Amazen Maze

Zip Line Racer

Beast Mt. Coaster

Segways

Downpour Derby

Mountain Gym

Strider Park

Lawn games, Giant Yahtzee, Jenga, Ladderball

Soaring Eagle

Tubing

Bocce

Water Wars

Shoot N Shower

Snowshed Pond Loop

Gondola Rides

CORRECT ANSWER IS 23



Thank you!

