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SCHEDULE AT A GLANCE

TUESDAY, SEPT. 5

11:00 a.m. - 4:00 p.m.
11:00 a.m. - 4:00 p.m.
1:30 p.m. - 3:30 p.m.
2:30 p.m. - 3:30 p.m.
3:30 p.m. - 5:30 p.m.
6:00 p.m. - 6:45 p.m.
6:45 p.m. - 7:45 p.m.
8:00 p.m. - 9:30 p.m.

Registration
Killington Adventure Center Open
Mountain Bike Clinic
Operator Tour of Killington's Adventure Center
Opening Sessions and Workshops
Cocktails on the Patio & Flyboarding Demo
Dinner
After Dark in the Park

WEDNESDAY, SEPT. 6

7:30 a.m. - 9:00 a.m.
9:00 a.m. - 10:45 a.m.
10:45 a.m. - 11:00 a.m.
11:00 a.m. - 12:00 p.m.
12:00 p.m. - 1:00 p.m.
1:00 p.m. - 3:30 p.m.
2:15 p.m. - 2:30 p.m.
3:30 p.m. - 5:00 p.m.
5:30 p.m.

6:30 p.m.
8:30 p.m.

8:45 p.m.

Vendor Showcase Breakfast
Sessions
Morning Break
Sessions
Lunch
Afternoon Sessions and Workshops
Afternoon Break
On-Hill Workshops
Buses depart from Grand Resort Hotel for the
K1 Gondola.
Dinner at the Peak Lodge
Buses depart from K1 Gondola back to
Grand Resort Hotel
Last Call at the Umbrellabar Glamping Site (near pool)

THURSDAY, SEPT. 7

7:30 a.m. - 9:00 a.m.
9:00 a.m. - 10:00 a.m.
10:00 a.m. - 10:30 a.m.
10:30 a.m. - 12:00 p.m.
12:00 p.m. - 1:00 p.m.
1:00 p.m. - 3:00 p.m.
1:00 p.m.

Vendor Showcase Breakfast
Sessions
Morning Break
Sessions
Lunch and Vendor Demos
Downhill Mountain Bike Clinic
Optional Off-Site Tours (*see agenda for details*)



CAMP ATTENDEES

Assessippi Ski Area & Resort, MB

Shannon Johnston, Assistant Manager
Wanda Guay, Sales

Aspen Skiing Company, CO

Dave Gray, Dir. of Guest Services/Snowmass
Peter Santini, Dir. of Business Development

Camelback, PA

Bob Serfass, Director Mountain Adventures
Clinton Frantz, Operations Manager

Camp Fortune, QC

Erin Boucher, Director of Everything
Peter Sudermann, President

Crystal Mountain, MI

Chris Remy, Adventure Supervisor
Jen Roberts, Recreation Assistant Manager
Stephanie Groves, Aquatics/Childcare
Supervisor

Gunstock Mountain Resort, NH

Greg Goddard, General Manager
Sara Caveney, Adventure Park Manager
Robin Rowe, Director of Resort Services
Mike Roth, Marketing & Sales Director

Hanazono Ski Resort, Japan

Jiro Kamiharako, General Manager
Satoru Joe Sugano, Operations Manager

Heavenly, CA

Eric Pitsch, Activities Team Lead
Matt Collins, Activities Manager
Emmett Richmond, Team Lead
Adventure Peak

Massanutten, VA

Scott Wootten, Bike Park Lead Supervisor
Jonathan Albert, Bike Park Manager
Kameron Tucker, Family Adventure Park
Lead Supervisor
Nancy Bradburn, Patrol Manager

Mont Sutton, QC

Jean-Michel Ryan, CEO
Nadya Baron, Marketing Director
Lydia Phelps, Admin. Director
Luc Boulanger, Operation Director
Melanie Davidson, Customer
Service Manager

Mount Snow, VT

Jason Perl, Summer Ops Manager

Mount Sunapee, NH

Christopher Robb, Adventure Park
Assistant Manager
Kyle Steinmetz, Adventure Park Manager
Michael Dixon, Patrol Director
Tom Hinman, Adventure Park Supervisor
Tim Doehner, Adventure Park
Assistant Supervisor

MountainGuard

Ev Hatch, Claims & Loss Control
Tim Barnhorst, Assistant Vice President
Angela Hayden, Claims and Loss Control

Mt. Hood Meadows, OR

Jeremy Riss, VP of Resort Operations

Mt. Seymour Resort, BC

Eddie Wood, General Manager

Okemo Mountain Resort, VT

Dave Johnston, Resort Services Manager
Chris Lancaster, Ski Patrol Director



CAMP ATTENDEES

Outdoor Ventures

Bahman Azarm, President / CEO
Micah Salazar, Director of Operations
John Hines, Partner

Red Mountain Resort, BC

Paul Clarke, Adventure Centre &
Snowsports School Director

Red River Ski & Summer Area, NM

Megan Altemose, Lift Operations Supervisor
Linton Judycki, Vice President
Walt Foley, Deputy General Manager

Revelstoke Adventure Park, BC

Jason Roe, Chief Operating Officer

Skyline Bear Valley Resort, CA

Tom Hinojosa, Director of Summer Recreation,
Adventure & Education
Marianne Hinojosa, Assistant to Director of
Summer Activities

Steamboat Ski & Resort Corporation, CO

Jim Schneider, VP Skier Services
Dave Hunter, VP Mountain Operations

Sugarloaf, ME

Tom Butler, Director of Skier Services

Suicide Six Ski Area, VT

Timothy Reiter, General Manager
Nick V. Mahood, Nordic and Trails Manager
Gerren Goodwin, Mountain Ops Manager

Sun Peaks Resort, BC

Marc White, Risk Mgmt. & Safety Director
Erik Meertens, Mtn. Ops Manager

USDA Forest Service

Tom Paquette, Ski Area Permit Administrator

Wachusett Mountain Ski Area, MA

Thom Norton, Ski School Manager
Carolyn Stimpson, Co-Owner

Wisp Resort, MD

Eric Anderson, Recreation Director/
Snow Sports School Director


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CAMP AGENDA

TUESDAY, SEPT. 5

11:00 a.m. - 4:00 p.m.	Grand Hotel Lower Lobby	Attendee and Vendor Registration
11:00 a.m. - 4:00 p.m.	Snowshed Base Area	Killington Adventure Center Attendees are welcome to explore Killington's adventure center and experience the mountain coaster, zip line racer, aerial adventure course, jump tower, tubing, and much more.
1:30 p.m. - 3:30 p.m.	Bike Shop at Snowshed Lodge	Ride Killington's Mountain Bike Park Meet the mountain bike crew in the bike shop where they will help you gear up so you can experience Killington's newly-expanded trail system.
2:30 p.m. - 3:30 p.m.	Snowshed Umbrella Bar	Operator Tour of Killington's Adventure Center Join summer operations director Rich McCoy for a tour of the Center and a discussion of the decision-making behind it.
3:30 p.m. - 4:30 p.m.	GH Northstar 1 & 2 <i>Bahman Azarm, Outdoor Ventures</i>	Minimizing Human Error Among Aerial Adventure Park Ground Personnel: KISS Training As adventure courses become ever more popular in North America, advanced training systems can maximize guest safety and minimize human error—the most common cause of accidents when assisting and rescuing AAP customers. Discussion will include the Aerial Adventure Academy's (AAA) training techniques, developed from lessons learned after 25 years in the European adventure industry, and simple but effective modern methods taught to AAP field staff.
4:30 p.m. - 5:30 p.m.	GH Northstar 1 & 2 <i>Trevor Crist, Inntopia</i>	Summer Market Intelligence Summer customers are entirely different from winter guests. How you brand, market, and attract summer visitors requires a new approach. Trevor Crist of Inntopia will present market intelligence on the opportunities in and hurdles to reaching the summer customer.
6:00 p.m. - 6:45 p.m.	GH Poolside	Cocktails & Exclusive Flyboarding Demonstration
6:45 p.m. - 7:45 p.m.	Snowshed Umbrella Bar	Dinner and Welcome Remarks
8:00 p.m. - 9:30 p.m.	Killington Base Area	After Dark in the Park Looking for ideas to operate your park after sunset? Prepare to be inspired. This super fun evening includes games, competition, and demos of the latest and greatest summer products and activities. Cosmic tubing, Resort Board races, DJ Jump Tower, night zipping, Night Beast Coaster, and much more. Plus, enjoy local Vermont brews and socialize with attendees and vendors.

WEDNESDAY, SEPT. 6



CAMP AGENDA

7:30 a.m. - 9:00 a.m.	GH Oscar Wilde Grand Ballroom	Breakfast & Vendor Showcase
9:00 a.m. - 10:00 a.m.	GH Northstar 1 & 2 <i>Claire Humber, SE Group; Jim Schneider & Dave Hunter, Steamboat; Greg Goddard & Robin Rowe, Gunstock</i>	"If I Knew Then What I Know Now" Join SE Group's Claire Humber and a panel of operators as they share sage planning advice and cautionary tales about building summer success. From master planning to final implementation lie in-field changes and hidden costs that can hit your budget. But you can navigate the process and profit handsomely if you proceed wisely and with eyes open.
10:00 a.m. - 10:45 a.m.	GH Northstar 1 & 2 <i>Rick Kahl, Adventure Park Insider; Shawn Tierney, ACCT Executive Director; Paul Cummings, Strategic Adventures.</i>	State of the Industry <i>Adventure Park Insider</i> magazine will lead a panel of aerial adventure park experts who will share insights on trends, competition, standards, opportunities, and issues all operators face.
10:45 a.m. - 11:00 a.m.	Morning Break	Morning Break
11:00 a.m. - 12:00 p.m.	GH Northstar 1 & 2 <i>Mark Petrozzi, AlpenRisk Safety Advisors</i>	Mountain Biking Responsibility Code NSAA has recently developed, with key industry stakeholders, the Mountain Biker's Responsibility Code and trail signage recommendation. A panel of legal experts will discuss how these new tools, alongside the old, can positively impact the guest experience.
12:00 p.m. - 1:00 p.m.	GH Poolside	Lunch
1:00 p.m. - 2:15 p.m.	GH Northstar 1 & 2 <i>Tim Bruce and Jesse Whitcomb, Safehold Special Risk; Sam McNulty and Thomas Aicher, Association of Ski Defense Attorneys (ASDA)</i>	Top 10 Summer Risks This panel of insurance experts and defense attorneys will review incidents and claims to highlight the 10 biggest summer risks you need to address: from staff performance and inspections to vendor contracts and protecting kids.
2:15 p.m. - 2:30 p.m.	Afternoon Break	Afternoon Break
2:30 p.m. - 3:30 p.m.	GH Northstar 1 & 2 Jeff Alexander, Killington Resort; Hélène & Billy Mattison, Kids Adventure Games	Events & Programming Join Hélène and Billy Mattison, founders of Kids Adventure Games, an adventure challenge event designed and run especially for kids ages 6 - 14, to talk proprietary events, kid-focused events, and current trends in that space. Killington's Jeff Alexander will co-present to discuss Killington's many large-scale events, including the Spartan Race and nationally recognized mountain bike races. Their insights into what's working, what doesn't, and how to maximize your calendar will help you increase summer revenue.



CAMP AGENDA

WEDNESDAY, SEPT. 6 *CONT.*

3:30 p.m. - 5:00 p.m.

Meet outside the Umbrella Bar in the Snowshed Base area

On-Hill Workshops

Workshops will repeat, in two, 45-minute sessions, so attendees have a chance to take part in two of the workshops described below.

Mountain Bike Park: Go behind the scenes with Killington's mountain biking operations and business. Get the lowdown about on-hill trail building, daily operations, rental ROI, bike maintenance, and marketing. Attendees will hear from and ask questions of Killington's bike park manager, Ben Colona, and the Gravity Logic team, and explore what it takes to run a successful mountain bike operation.

ResortBoards: Surf the earth! Take your turn on a ResortBoard—a highly versatile personal transportation vehicle for mountain resorts, and an ideal low-impact, high-thrill activity for summer guests.

Aerial Adventure Parks: Aerial Designs and Bonsai Designs will discuss design and construction of aerial adventure parks, zip lines, and freefall jump towers, and also talk about emergency arrest device systems for all these operations.

A hands-on look at advanced AAP rescue & assist methods: Led by Bahman Azarm of Outdoor Ventures, see and try the simple, modern equipment used by field staff at large aerial adventure parks. This is a hands-on session of rescue-and-assist equipment and techniques used in parks where up to 100 assists per day is common.

5:30 p.m.

Meet outside lobby of Grand Resort Hotel

Buses depart for K1 Gondola

6:00 p.m.

K1 Gondola

Ride the Gondola to the Peak Lodge

6:30 p.m. - 7:30 p.m.

Peak Lodge

Dinner at the Peak Lodge atop Vermont's second highest peak

8:00 p.m.

K1 Gondola

Download the K1 Gondola and catch the bus back to the hotel

8:00 p.m. - 9:00 p.m.

GH Poolside at the mobile Umbrella Bar

Last call courtesy of UmbrellaBars, USA with a special Glamping area and show from Northstar Fireworks.



THURSDAY, SEPT. 7



CAMP AGENDA

7:30 a.m. - 9:00 a.m.	GH Oscar Wilde Grand Ballroom	Breakfast & Vendor Showcase
9:00 a.m. - 10:00 a.m.	GH Northstar 1 & 2 <i>Tom Hinojosa, Bear Valley, CA; Claude Beaudoin, Huttopia</i>	Glamping Blessed with abundant beauty and space, but occasionally hampered by building restrictions, ski areas have found a natural fit for expanding their lodging and guest experience options in “glamping”—a catered camping experience that takes much or all of the work out of spending a night in the woods. Whether it’s lift-served camping, tree houses, or upscale tents, glamping leaves guests to relax and connect with nature. The trend is hot, and the examples will give you plenty to think about.
10:00 a.m. - 10:30 a.m.	Morning Break	Morning Break
10:30 a.m. - 12:00 p.m.	GH Breakout Rooms	Breakout Sessions The topics below (in the green box) will be addressed in small breakout pods led by industry experts. In each pod, attendees can exchange ideas with colleagues and pose questions. Four lightning rounds will ensure that attendees get to several of the POD discussions.

Seasonal Transitions

Join Rich McCoy, Director of Operations, Pico Mtn and Bob Serfass, Dir. of Mountain Ops, Camelback as they lead a discussion with fellow operators about best practices for your summer operations—the gearing up, the shoulder seasons and the transition to winter business.

Guest Education

Your summer activities, like winter activities, require guest education that reflects the variety of ways our guests consume information. From your website to your trail signs, every opportunity to positively impact the experience of your guests is worth pursuing. Industry risk management expert Mark Petrozzi will present steps you can take to make sure your summer guest education efforts are effective.

Bike Parks

Whether you already operate a mountain bike park, or are considering adding one to your summer ops, experts from Gravity Logic and Killington Resort will help you navigate how a bike park can add to your bottom line and complement your existing summer business.

NSP Bike Patrol Program

In the past few years, the National Ski Patrol (NSP) has developed a mountain bike patrol program in response to ski area requests. NSP bike patrollers receive training that allows resort operators to use the same personnel for both winter and summer operations. Representatives from NSP will share how this program works, based on resorts where they already have the program up and running.

Use Data to Increase Attendance and Profits: Summer operations come with many challenges: how to balance capacity/crowd control, how to make sense of data to determine customer trends, and online booking. This session will do two things—provide tips and ideas to craft the most efficient and profitable operation possible, and brainstorm better software solutions. What would the ideal system look like? This will be an opportunity to outline the next steps in technology innovation.

Summer Staff Visas: With summer operations comes the need to hire seasonal staff to fulfill a variety of positions. Like winter, there is opportunity to find staff locally as well as abroad. In this session, experts from Greenheart will provide insights about how to find candidates, ways to make your open positions more attractive, and how winter hiring practices can be used to overcome summer hiring challenges. Opportunities, advantages and best practices for hiring international students through the J-1 program will also be covered. An open discussion about how to retain staff through the mid-season slump—and the opportunity to share what’s worked, and what hasn’t—will leave you with the tools, information, and inspiration to make staffing for summer a walk in the park.

THURSDAY, SEPT. 7 *CONT.*



CAMP AGENDA

12:00 p.m. - 1:00 p.m.

Snowshed Umbrella Bar

Lunch. Live product demos from vendors.

1:00 p.m. - 3:00 p.m.

Bike Shop at Snowshed Lodge

Downhill Mountain Bike Clinic

Gear up and head out with the Killington Bike Park team for an instructional downhill MTB clinic, then take the lift up to experience a guided tour of Killington's newly-expanded trail system.

1:00 p.m.

Off-Site Tours (optional)

We have arranged complimentary passes at several nearby properties for Thursday afternoon.

The list of tours includes...

> **Highland Mountain Bike Park:** Lift-access mountain bike park with cross-country trails, an indoor training center, and a bag jump.

> **Adirondack Extreme:** Find your inner monkey and explore the heights of the beautiful Adirondack Forest on the United States' first aerial adventure course. Choose your adventure level, as the park offers more than 1.5 miles of adrenaline-pumping, high-flying fun.

> **Huttopia:** Discover the first Huttopia glamping destination in the U.S. Located near North Conway, N.H., Huttopia White Mountains welcomes you on the banks of a lake, in a beautiful forest crossed by two pretty streams. Operators will give attendees a tour of the entire layout and glamping options.



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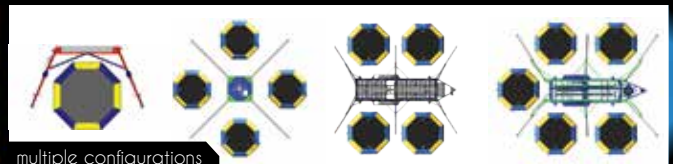
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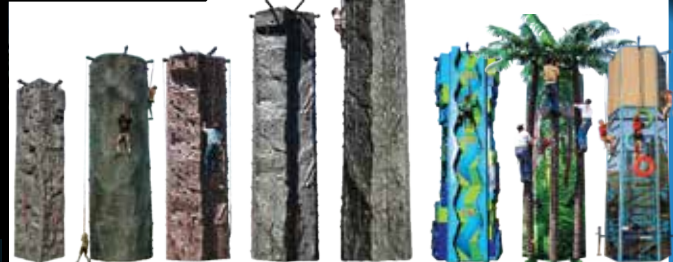


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PANELISTS

Frey Aarnio, National Ski Patrol

Frey is the director of the southern Vermont region of the National Ski Patrol. His duties include facilitating the administration of educational programs and annual training for the membership. He also sits on the Eastern Division board of directors. Each board member represents more than a dozen resorts, which results in Frey's continuous interaction with resort management. Other titles: past Eastern Division ski and toboggan [now outdoor emergency transportation (OET)] supervisor and national program director for OET; past assistant patrol director, and patrol director. Frey also maintains current qualifications in Outdoor Emergency Care and Outdoor Emergency Transportation at the instructor trainer level.
bsp40@myfairpoint.net

Thomas Aicher, Cleary Shahi & Aicher, P.C.

A Vermont native, Thomas Aicher is one of the leading ski resort industry defense attorneys in the country. He was admitted to the Vermont Bar in 1991, and ever since has been a strong voice on behalf of ski areas as well as an active member, and board member, of the Association of Ski Defense Attorneys (ASDA). Aicher is regularly involved with the defense of many of Vermont's mountain resorts—both winter and summer—in connection with injuries from skiing, snowboarding, snowmobiling, golf, ATV, tennis, and other recreational and sports injury claims. Aicher is special counsel to Vermont's Outdoor Guide Association in connection with risk management and liability issues, and works closely with NSAA and the Vermont Ski Areas Association. tpa@clearyshahi.com

Jeff Alexander, Killington Resort

Jeff is the events and sponsorships manager at Killington Resort and Pico Mountain. He's been in the ski industry for 11 years, eight at Killington and three at Okemo. But Jeff has been managing events for more than 24 years, working a variety of positions in the NFL, MLB, and NHL, as well as for major corporations. He was a four-time NFL Pro Bowl mascot for the Philadelphia Eagles, and was the first NFL mascot to skydive into a stadium at night, in 1995. He's a volunteer for Vermont Adaptive Ski and Sports and has been a Killington 100 Club Member since 2015. JAlexander@Killington.com

Bahman Azarm, Outdoor Ventures

Utilizing his 20 years of experience in the construction business, combined with the expertise of an experienced team imported from Switzerland, Bahman built his first aerial adventure park at Catamount Ski Area in Massachusetts. It was also the first of its kind in the United States and an immediate success. To date, Bahman and his team have built 18 of the largest ropes parks in North America, and provide building and operating equipment to many of the ropes courses built by others in the U.S. Bahman is the board vice chair for the Association for Challenge Course Technology (ACCT). bahman@inthetreetops.com

Claude Beaudoin, Huttopia

Claude has had a long-time involvement with winter resorts. He was marketing director and then general manager at Mont Sainte-Anne in Quebec from 1978 to 1992. From there, he became GM of Montmorency Fall Park until 1999, when he took on the role of marketing VP at Parks Québec and Wildlife Reserves until 2012. Claude then served as general manager of Le Massif of Charlevoix Ski Resort until 2015. Since then, Claude has worked as the advisor to the president of Huttopia Canada and USA. Claude.Beaudoin@huttopia.com

Tim Bruce, Safehold Special Risk

Tim has been in the ski industry for 25 years and currently works as loss control for Safehold Special Risk. Previously, Tim was a patroller, patrol director and risk manager at Sunday River, Maine, overseeing general liability and workplace safety. He also worked for American Skiing Company, Boyne Resorts, and was the risk/safety manager for Sugarloaf, Maine. Tim is an active member of the National Ski Patrol and is still patrolling at Cannon Mountain, N.H., as a volunteer. timothy.d.bruce@safehold.com



PANELISTS

Renee Clarke, Greenheart Exchange

Bookending her career of 14 years in finance with varied experience in the cultural exchange industry, Renee has had a constant focus on customer relationship management. Her primary responsibility at Greenheart is to collaborate with employers and other stakeholders in order to communicate the benefits and best practices of the J-1 Summer Work and Travel program. At Greenheart, Renee consults with employers on strategies pertaining to human capital solutions, such as global talent sourcing, diversification initiatives, employee engagement and compliance. As an expert in her field, she provides tailored hiring solutions to meet each employer's unique needs, as well as providing valuable insight on industry trends. rclarke@greenheart.org

Paul Cummings, Strategic Adventures

Paul Cummings is the president of Strategic Adventures, a business development firm for aerial adventure businesses. Since 2005, Paul has been helping challenge courses, zip line/canopy tours, aerial adventure parks, climbing gyms, and other adventure operators start and grow their businesses. Paul speaks at several outdoor adventure conferences each year on the topics of feasibility, business planning, marketing, and strategy development. As special contributor to SAM's sister publication, *Adventure Park Insider*, Paul serves as adviser and frequent author. paul@strategic-adventures.com

Ben Colona, Killington

This is Ben's 10th year working for Killington. He's currently manager of the bike shop in the summer and manager for Snowshed retail in the winter. He's also the president of the Killington Mountain Bike Club. His favorite pastimes include mountain biking, skiing, golfing, and travel that involves any or all of the above. bcolona@Killington.com

Casey Dixon, The Flybook

Casey Dixon is head of adventure park sales at The Flybook, a business software company based in Bend, Ore., that partners with aerial adventure park operators and resorts to implement reservation, ticketing, and membership systems, using software to address their unique business challenges. casey@theflybook.com

Trevor Crist, Inntopia

As the co-founder and CEO of Vermont-based Inntopia, Trevor has led the company's product and technology development, as well as sales and marketing efforts, to tremendous growth and success. Prior to Inntopia, Trevor worked for Digital Frontier, a web development firm where he led the development of a content management system for convention and visitors' bureaus (CVBs), direct marketing organizations (DMOs), and other travel providers, as well as the online reservation system that later spun off as Inntopia.com, Inc. Inntopia now has more than 100 employees and serves several leading resort companies with its reservation software and market intelligence services. tcrist@inntopia.com

Tom Hinojosa, Bear Valley

Tom is the director of summer adventure, recreation, and education at Skyline Bear Valley Resort in California, where he's organized and directed summer camps for the last seven years. Tom is also a consultant for Sustainable Visions in Glamping (SVGlamping.com). Before joining the Bear Valley team, Tom was founder and owner of All American Archery (Level 4 USA Archery instructor and coach), organized and directed summer camps at Stevens Creek County Park for the last 10 years, and was the director of Youth Summer Sports, City of Palo Alto, Calif. Tom has also held the position of senior recreation program leader, City of Palo Alto, hospitality manager at Bear Ridge, Calif., and science consultant and explorer host for National Geographic, learning division. tomh@bearvalley.com



PANELISTS

Claire Humber, SE Group

Claire has been with SE Group for 25 years and has led both large and small mountain resort projects throughout North America, Scandinavia, Iceland, Korea, and Japan. This breadth of experience and expertise allows her to understand the interconnectedness and specifics of topics ranging from development trends and multi-season operations to guest services and branding. Claire is a sought-after thought leader, speaking at industry conferences and meetings, and publishing in *SAM*, *NSAA Journal*, and *Winter Sports Technology International*. She is a member of the Recreation Development Council of the Urban Land Institute (ULI), and is currently representing the mountain recreation industry as a member of the Vermont Climate Change Economy Council. chumber@segroup.com

Dave Kelly, Gravity Logic

Dave Kelly has been involved with the Whistler Mountain Bike Park since it opened in 1996. He was among the first to officially establish downhill mountain bike trails on Whistler mountain. In 2006 and 2007, Dave worked full-time for Gravity Logic, a former division of Whistler Blackcomb, offering trail development advice to resorts throughout North America and Europe. Dave also has 15 years' experience with the Whistler Mountain Ski Patrol. Because of his extensive experience in risk management, he has been called upon to offer expert advice on the safety, risk management, and construction practices of mountain bike parks around the world. dave@whistlergravitylogic.com

Valdo Lallemand, Aerial Designs

For almost 25 years, Valdo and his team have constructed aerial adventure parks and zip line tours all across North America. He received his degree from one of France's premier engineering schools, l'Ecole Centrale, and maintains the highest standards as an ACCT accredited professional vendor member. Valdo loves creating designs that inspire outdoor exploration, and helping businesses maximize their attendance by creating one-of-a-kind structures that leave guests wanting more. For his own exciting challenges, Valdo counts on his beloved wife and daughters to keep him on his toes, and on navigating traffic in the unmistakable style of a French race car driver. valdo@aerialdesigns.com

Hélène & Billy Mattison, Kids Adventure Games

Billy Mattison is the co-founder and award-winning race director of the Kids Adventure Games. He is an accomplished adventure racer who has competed in the world's most prestigious adventure races, including Eco Challenge, Primal Quest, and The Adventure Racing World Championships. Billy is also a supervisor on the Vail, Colo., ski patrol and co-owner of Timberline Tours Whitewater Rafting Company in Vail. Hélène Mattison is the founder and visionary for the Kids Adventure Games. Her diverse background includes physical education and experience in accounting, database management, and computer technology. Hélène and Billy live their love of the outdoors in Vail with their two kids, Scout and Liam.

Rich McCoy, Killington

Rich started at Killington in 1999 as resort retail director in charge of overseeing seven retail shops, as well as retail and resort uniform purchasing for Killington and Pico resorts. In 2010, he took over mountain bike operations, and eventually all summer operations. With the assistance of Tracy Taylor, director of business development, Rich led the buildout of Killington's summer business including the additions of the Soaring Eagle, RCI ropes course, ADG Mountain Coaster, zip line and jump tower from Aerial Designs, and a sluice from Sandy Creek Mining Company, among others. These mostly came about from networking at every past *SAM* Summer Ops Camp. Last August, Rich was promoted to director of operations at Pico, and continues to oversee the summer operations at Killington. rmccoy@killington.com

Sam McNulty, Hueston McNulty

Sam McNulty is an experienced trial attorney, community association general counsel and the managing member of Hueston McNulty, P.C., a law firm with offices in New Jersey, New York and Pennsylvania. Sam focuses his practice on civil defense litigation before New Jersey's Federal and State Courts. For more than 25 years, Sam has been defending ski areas, water parks, ice skating rinks, recreational sports owners and sports product manufacturers in negligence and products liability matters. Smcnulty@huestonmcnulty.com



PANELISTS

Paul Mutch, Gravity Logic

Paul is a 20-year resort rental/retail veteran. During the early 2000s, he oversaw the development of the Whistler Blackcomb bike rental and retail business as it expanded from a few bikes to a multi-million dollar operation. In 2003, Paul moved to Colorado with Intrawest Colorado as VP of rental and retail. From 2007 to 2012, Paul oversaw the development of the rental and retail business at Trestle Bike Park at Winter Park Resort, Colo., along with programming, sponsorship and partnership development. Paul left Intrawest in the fall of 2012 and now works primarily on bike park development and operations with Gravity Logic.

Paul@whistlergravitylogic.com

Micah Salazar, Outdoor Ventures

Micah started his professional career in durable medical equipment (DME) where he worked his way up to running DME operations for an eight-location pharmacy in Colorado. After 15 years with DME, he decided to follow his passion for the outdoors and transition into the outdoor industry, where he worked at Head Rush Technologies for three years. There, he managed international business development and broadly grew a product through sales and appointing world-wide distributors. Currently he is the director of operations at Outdoor Venture Group, where he oversees daily park operations at seven adventure parks.

micah@inthetreetops.com

Mark Petrozzi, AlpenRisk Safety Advisors, LLC

Mark is the founder and president of AlpenRisk Safety Advisors, LLC, a risk management and safety consulting practice serving the snowsports, high-risk recreation and hospitality industries. He has more than 30 years of experience in ski area operations, recreational risk management, insurance, safety, loss control, regulatory compliance, and employment practices. Mark's tireless efforts to stay a step ahead, and develop and implement programs to manage risk, have benefitted the industry as a whole. These efforts include classroom and on-hill education sessions at numerous industry conferences, his long tenure as chairman of the NSAA Risk Management Committee, a seat on the N.H. Tramway Safety Board, and the NSP.

mark@alpenrisk.com

Thaddeus Shrader, Bonsai Designs

Thaddeus Shrader is an inventor, constantly pushing the aerial adventure industry to new and more thrilling heights. With a background in aeronautical engineering (as well as being an airline pilot), Thaddeus brings unique vision to the industry and has been a driving force within the Bonsai Design team, one of the industry's most respected. His commitment to thrill-seeking and innovation are stamped on every project he involves himself with.

thaddeus@bonsai-design.com

Tom Pro, Gravity Logic

Tom managed the Whistler Mountain Bike Park from 2001 to 2007. His ability to visualize and build trails and trail features that are both progressive and safe has earned him international respect from casual park visitors and professional riders alike. Tom's 20 years of experience as a carpenter and sawyer are incredibly valuable assets when designing trail features that are structurally sound, safe, and fun to ride.

tom@whistlergravitylogic.com

Shawn Tierney, ACCT

Shawn serves as executive director of the Association for Challenge Course Technology (ACCT). Shawn has a wealth of non-profit and association management experience, having served in a variety of senior-level positions with internationally recognized organizations such as the University of California at Berkeley, Outward Bound, the Access Fund, and the Association for Experiential Education. A noted risk management expert, Shawn has conducted safety reviews of wilderness programs, camps, adventure centers, college and university programs, and independent schools. He is also a former professional mountain guide with expedition and climbing experience in the Himalayas, Patagonia, Europe, Alaska, and throughout North America.

shawn@acctinfo.org



PANELISTS

Jesse Whitcomb, Safehold Special Risk

As a specialty claims adjuster, Jesse focuses on liability, property, and auto claims. In addition, he provides loss control and risk management support to ski areas. Jesse has past experience as a property claims adjuster, has worked with the Pennsylvania Bureau of Ride and Measurement Standards for eight years, and worked seven years in ski operations, primarily in mountain operations and risk management.
jesse.p.whitcomb@safehold.com

Dick Woolf, National Ski Patrol

Dick Woolf is a ski patroller at Stratton Mountain, Vt., and is an EMT licensed in both Vermont and New York. He is also a certified CPR instructor. In addition to his winter responsibilities at Stratton, Dick also serves as NSP's national telecommunications adviser. In this role, he is responsible for FCC radio frequency licensing, interference resolution, and frequency coordination issues involving all NSP operations in the United States. He also regularly assists resort managers nationwide with FCC licensing and related compliance activities. rwoolf@xtechsystems.com



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Founded in 1993, The Association for Challenge Course Technology (ACCT) is the world's leading and largest American National Standards Institute (ANSI) Accredited Standards Developer focused specifically and solely on the challenge course, aerial adventure park, canopy tour, and zip line industry. ACCT develops, refines, and publishes standards for the design, installation, inspection and operation of challenge courses; provides forums for education and professional development; and advocates for the industry. It establishes and promotes the standard of care and measure of excellence that defines professional practice and effective programs. ACCT comprises a nucleus of more than 3000 members worldwide and continues to develop a global alliance of like-minded organizations.
Web: www.acctinfo.org
Vendor contact: Shawn Tierney



Aerial Designs creates and builds innovative aerial adventure parks featuring climbing towers, tree houses, and custom play structures, as well as zip line tours and challenge courses that allow clients to run high-quality, profitable adventures, leaving their loyal guests satisfied and excited to return.
Web: www.aerialdesigns.com
Vendor contacts: Valdo Lallemand, Emily Hawkins



Bonsai Design is a design-build firm based in Grand Junction, Colo., with 15 years of experience in the aerial adventure industry. Bonsai has designed and built more than 65 installations that have served more than one million individual participant experiences to date. Bonsai is an industry leader in the design and installation of world-class aerial adventure programs and has played a significant role in shaping the industry, from program design to the drafting and implementation of regulatory standards. Bonsai's dynamic product line, consisting of canopy tours, big zip rides, climbing/drop towers, aerial adventure parks and kids challenge courses, provides the ability to augment existing ski area infrastructure to create world-class summer adventure destinations.
Web: www.bonsai-design.com
Vendor contact: Thaddeus Shrader



Aquatic Development Group (ADG) Mountainsides specializes in the design and building of recreational water and mountainside attractions to create year-round destination settings for mountain resorts. All of its products and designs, from indoor and outdoor waterparks to mountain coasters and alpine slides, are developed to increase time on property, elicit incidental purchases, and entice repeat visitation. ADG's advances in product innovation have led to industry-changing technologies. ADG Mountainside waterparks, coasters, and alpine slides can be found at Killington, Jay Peak, Massanutten, Camelback Mountain, and other top resorts throughout North America.
Web: www.ADGMountainsides.com
Vendor contacts: David Keim, Ray Lauenstein



After more than 30 years designing and building human mazes at ski resorts, fun parks, caves, zoos and other locations, Colorado-based Amaze'n Mazes continues to innovate and tailor each maze to its site. Its newest installation, the Amaze'n Snow King Maze at Snow King Mountain Resort in Jackson, Wyo., highlights local wildlife through interactive exhibits. The maze's twists, turns, and dead ends mix fun elements—a slide, swinging bars and mini zip line—with educational graphics to spark interest and build a connection between visitors and the area's resident wildlife. Maze master Greg Gallavan has built more than 70 mazes across the U.S. including 12 at ski areas. All are known for creating a safe, active, and virtually weather-proof play challenge for children and adults of all ages.
Web: www.amazenmazes.com
Vendor contact: Greg Gallavan



BigAirBag is an all-season attraction that can be used to create many thrilling, unforgettable, and unique activities for extreme sports, family adventure experiences, and events. The bags are hand-built exclusively in Holland using the finest German-made materials, manufacturing techniques, and machinery. Safety is the foundation of BigAirBag's success and something it has taken seriously since the very first product in 2005!
Web: BigAirBag.com
Vendor contact: Joe Gram



Greenheart Exchange (formerly CCI Greenheart) is a proud J-1 visa sponsor designated by the U.S. Department of State. Annually, it provides sponsorship to more than 5,000 international participants on the Summer Work Travel program. Working to bring the world to your workplace, Greenheart connects your seasonal businesses with participants from more than 30 different countries around the world. Additionally, the Greenheart Club helps participants join a network of global volunteers and get involved in their host community through volunteerism.

Web: www.HireWithCCIGreenheart.org.seasons, or
www.hirewithcci.org

Vendor contact: Renee Clarke



With more than 1,800 climbing walls constructed over the last 20+ years, Eldorado is a leader in providing outdoor and indoor climbing structures for ski areas as well as corporate campuses, national parks, state parks, municipalities, colleges, and many others. The Eldorado Team has experience planning and constructing climbing terrain in mountain environments where access, weather, and logistics are complex. It has the know-how to navigate the complexities related to the Ski Area Recreational Opportunity Enhancement Act. Clients include: Vail Ski Resort, Aspen Skiing Company, Breckenridge Ski Resort, Heavenly Mountain Resort, Stowe Mountain Resort, Snowbird Ski & Summer Resort, Crested Butte, and Mammoth Mountain.

Web: www.eldowalls.com/ski-areas-resorts

Vendor contact: Christina Frain



GolfBoard, inventor of the new ResortBoard, is committed to changing the way tourists travel. Blending fun, convenience, performance, and ease of use into a revolutionary new personal transportation vehicle, the company aims to create the next generation of vacation mobility. Resorts and tourist destinations worldwide can offer a unique boarding experience, attract new guests, and differentiate their properties. Vacation and tourism destinations can buy, lease, or rent a fleet of ResortBoards and become the first in their market to make available this unique new offering.

Web: www.golfboard.com

Vendor contact: John Wildman



Deasonbuilt Manufacturing LLC has become the standard in transporting mountain bikes uphill. With 30 bike carrier systems at 22 resorts across the United States and Canada, we have sold more bike carriers for ski lifts and Gondolas than any other manufacturer! How did we do this? Our bike carriers are the most user-friendly system on the market. Not only are our bike carriers the quickest and easiest to load/unload, they are simple to attach and are stackable, eliminating the need for large storage space. We built our first bike carrier in 2003, and continue to innovate our design in order to create the best product available. Order your free demo and experience how the best performing bike carrier can work for you!

Web: www.deasonbuilt.com

Vendor contact: Kelly Deason



EdgeAuditor is a cloud-based risk management and digital documentation app built by GeoAudit. Designed for summer and winter resorts, EdgeAuditor makes it easy for resorts to manage digital waivers, accident forms, daily checklists, and and other documents that make up an effective risk management system.

Web: www.edgeauditor.com

Vendor contact: Sean Rowe



Gravity Logic was created to take advantage of the expertise gained building the Whistler Mountain Bike Park—the World's #1 Bike Park—and assist other businesses in the design, development, and construction of trails and facilities that will thrill a wide variety of riders with unparalleled park experiences.

Web: www.whistlergravitylogic.com

Vendor contacts: Paul Mutch, Dave Kelly, Tom Pro, Liz LaBelle



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Holmes Solutions

Holmes Solutions Limited (HSL) designs and engineers custom adventure and amusement rides. Zip lines, mountain coasters, bungees, sure. But the company likes to imagine what will come next, too—what hasn't been done yet that will attract new guests, increase throughput, and make your operation more efficient. The application of its eddy current braking technology has transformed the zip line market, and the company continues to push the boundaries of what's possible to design the ride you want ... even if you don't know it yet.

Web: www.holmessolutions.com

Vendor contact: Dan Brennan



Founded in France in 1999, Huttopia & Cie, designed, built and now operates an international network of glamping resorts: 41 in France, and one each in China, Canada, and the U.S., including Huttopia White Mountains, located near North Conway, N.H. Huttopia aims to expand its glamping resort network in America. Everyone needs to disconnect from the hustle and bustle of daily life and reconnect with nature. Huttopia offers something for everyone. Whether guests prefer a two-story cabin, one of three ready-to-camp tent models, or just a beautiful place to pitch a tent, they will find all they need in Huttopia's glamping resorts. Nature matters, and Huttopia respects the environment: untreated wood, unspoiled nature, natural paths ... Environmental issues are at the heart of all Huttopia's decisions.

web: canada-usa.huttopia.com

Vendor contact: Claude Beaudoin



KristallTurm North America is a manufacturer and supplier of aerial parks to the U.S. and Canada. KristallTurm's structures provide a safe yet exhilarating addition to summer operations. Guests of all ages and skill levels will return to progress and repeatedly push themselves, both physically and mentally. KristallTurm represents state-of-the-art design and engineering in 30+ locations around the world. Its choose-your-own adventure safety system puts guests in the driver's seat for their experience. Minimal staffing and low maintenance requirements keep expenses low: its largest model requires only five staff for 150 excited guests, with no waiting lines. This, combined with small footprints, high revenue and repeated customer satisfaction, drives a strong ROI.

Web: www.kristallturm.co

Vendor contact: Alexander Moir, Mark Da Costa



Horan Adventure Development provides turnkey aerial adventure attractions that enable clients to profitably expand summer operations. With 10 years of experience in the aerial adventure market, Horan Adventure Development launched more than a year ago. It is leading the way in design and construction, with adventure parks recently completed at Kalahari Resort in the Poconos, Pa., Mountain Creek Resort, N.J., and ZipZone Adventures in Columbus, Ohio. Horan's projects comply with the ASTM 2959 standard and pass rigorous state engineering inspections. Horan is expanding services this year to include inspections and training. Call Dave Horan today to get started and check out his unique installations online.

Web: www.horandevlopment.com

Vendor contact: Dave Horan



The Kids Adventure Games is the nation's premiere adventure-obstacle race designed specifically for kids ages 6 to 14. While fun, the event promotes an appreciation for the outdoors, and teaches the values of teamwork, problem solving, sportsmanship and environmental awareness. Entering its ninth season, the Kids Adventure Games has traveled around the country to Big Bear Lake, Mammoth Resorts, and Squaw Valley in California, Stowe, Vt., Big Sky, Mont., Vail and Copper Mountain, Colo., Wilmot Wis., Stevens Pass, Wash., and other sites. The race has introduced more than 16,000 kids to adventure racing since its inception, and draws as many as 5,000 people per event.

web: www.kidsadventuregames.com

Vendor contact: Andy Linke



MacArt makes fun! The makers at MacArt Studios innovate and create simple outdoor activities that are designed to engage your visitors and add excitement to your site. Drawing on more than 15 years experience in outdoor tourism and events, MacArt set out to create unique games that serve up lots of smiles and inspire social interaction among visiting families and groups. From maze tables to activity boards, guessing games, and trail signage, MacArt's product catalogue has been designed around solving your site needs, in the most efficient and practical way.

web: www.macartstudios.com

Vendor contact: Jo MacArthur



U.S.-based mSnow was invented in 2010 by twin brothers, Adam and Luke Schrab, when they were unable to practice their freestyle tricks after the snow melted. Made of recycled material, mSnow is an artificial ski surface used on chairlift loading ramps, summer tubing lanes, and on freestyle setups. In 2015, mSnow was awarded the resurfacing project for the mogul and freeride jumps at the Utah Olympic Park. mSnow's ultra-low coefficient of friction makes tubes fast and fun in the summer. It also provides a unique alternative to irrigation for summer tubing lanes: Tube Wax, which is rubbed directly on the tubes as needed. Tube Wax has proven to be a clean replacement for water, and a low-cost alternative to more exotic lubricants.

Web: www.m-snow.com

Vendor contacts: Luke Schrab, Amy Schrab



For more than 25 years, Northstar Fireworks has been the mastermind behind many of the spectacular displays you've seen at the most special events. Its safety-conscious aerial artists work with you to design a custom display for your event and budget. Northstar also helps obtain all necessary permits and provides all applicable certificates of insurance. Putting on a fireworks display is surprisingly affordable, and Northstar's consultation and site visits are free.

Web: www.northstarfireworks.com

Vendor Contact: D.J. Montague, Tom Swenson



Founded in 2011, Phunkshun Wear manufactures facemasks in the Rocky Mountains. Originally designed to fulfill the needs of ski and snowboard instructors, Phunkshun Wear continues to produce items that stand up to winter weather conditions and protect from the elements. It offers a no-minimum custom graphic mask program, and can reproduce anything from photographs to hundreds of colors on a mask. As of winter 2016, all facemasks are made from recycled plastic bottles using Repreve yarn; on average, 10 plastic bottles are recycled for each mask sold. All product manufacturing takes place in Colorado, where the company ensures all products meet its strict quality control guidelines.

Web: www.phunkshunwear.com



Neveplast was founded in 1998 and has since revolutionized the dry ski slope sector. The Neveplast artificial surface has the same slipperiness as snow in dry conditions. The innovative characteristics of Neveplast enabled the company to launch another year-round product, TUBBY, a summer tubing slide that is produced with a steel containing structure totally covered by the artificial surface. Since it entered the market in 2002, there are now more than 1,500 tubing locations worldwide. TUBBY is fun, safe, and easy to install. Also, TUBBY has very low managing and operating costs that, combined with high hourly capacity, guarantees high return on investment.

Web: www.neveplast.it

Vendor contact: Derek Clifton, Adam Hume



For more than 40 years, Petzl has been developing innovative tools and techniques used by those who work and play in the vertical world. Today, Petzl provides state-of-the-art equipment solutions for adventure park guests, builders, and operators. This includes trolleys, helmets, connectors, lanyards, and harnesses for aerial park users, and a full line of work-at-height, arborist, rope access, and rescue equipment for those who construct, operate, and maintain aerial parks and mechanical lifts.

Web: www.petzl.com

Vendor contact: Jesse Williams



Prisme Équipements Canada (PEC) is one of the world's most renowned via ferrata builders. Its business was built on the slopes and alpine peaks to which it remains deeply committed. While the company's horizons and accomplishments have expanded to other territories over time, it always has the same idea in mind: safety to meet your requirements! Prisme can provide expertise in each stage of a project, from the audit, through design and preliminary studies, to the supplying of personal protective equipment, training sessions, inspection, and maintenance. Clients will deal with designated representatives who listen closely to provide the right mix of these skills on a case-by-case basis.

Web: www.prisme-canada.com

Vendor contacts: André Piché

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RISE designs active adventure play structures for all ages, creating transformative experiences for kids and adults alike. Its 100 percent modular assembly construction is as easy as it gets, with countless unique custom designs and options for theming.

Web: www.risedesign.com

Vendor contact: Jerad Wells



SE Group is a multi-disciplinary consulting firm specializing in the planning, design, and development of mountain resorts and tourism-based communities. Sno.Engineering, Inc., SE Group's corporate entity, was founded in 1958, and was the first company established for the sole purpose of designing ski areas. Since that time, SE Group has evolved to include multi-season recreation and trails planning, community planning and design, parks and open space planning, and public lands cooperative planning for mountain and recreation-based communities. In its nearly 60 years, SE Group has successfully guided thousands of projects worldwide.

Web: www.segroup.com

Vendor contact: Claire Humber



Spectrum Rides, a division of Spectrum Sports, is an amusement company with more than 50 years of combined experience in the industry. It provides innovative, high quality, ground-breaking products that bring excitement and build revenue for its customers. Not only Spectrum provide top-tier, made in the USA, quality products, but it stands by them as well with a service routine that covers the entire United States twice a year! Spectrum's goal is to build a relationship that keeps clients coming back time and time again.

Web: www.spectrumrides.com

Vendor contact: Will Brummond



The Sandy Creek Mining Company is the wholesale builder and supplier of mining equipment and products used in gemstone and fossil panning operations at tourist attractions around the world. It has set up more than 550 locations in 26 countries and has provided quality equipment, products, and services since 1991. The company takes pride in supplying and working with customers over many years.

Web: www.sandycreekmining.com

Vendor contacts: Justin Woodruff, Jason Woodruff



Skyline Ziplines designs, engineers, and builds zip lines, challenge towers, and suspension bridges around the world. It has a meticulous track record for safety, guest satisfaction, and profitability. What differentiates the company from many other builder/designers is that it is also an owner/operator, so it knows first-hand what is required to create a successful eco-adventure business.

Web: www.skylineziplines.ca

Vendor contact: David Saenz



SnapSportz is the premier provider of automated action photo systems. Over the last seven years it has developed one of the most streamlined and intuitive image capture, sorting, sale, and delivery platforms on the market. SnapSportz technology has been vetted and hardened from the mountains of Vail Ski Resort to the tropical shores of Hawaii, ranging in activities from snowsports to zip lines. Its unique corporate leadership encompasses ex-professional action sports photographers, Silicon Valley advisers, and top-tier engineers, resulting in both automated and handheld camera capture, sorting, and fulfillment delivery platforms. All are designed to provide maximum sales and social media impact for the highest satisfaction for your customers, and the most value for owner-operators.

Web: www.snapsportz.com

Vendor contact: Ben Kottke

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BRITON Engineering Developments Ltd was established in 1979 and aims to provide outstanding snowsport experiences through innovative concepts incorporating its revolutionary Snowflex surface system. BRITON designs, manufactures, and installs Snowflex to create all-season snow sport facilities, keeping skiing, snowboarding, and tubing alive and profitable year round. Snowflex is one of the only surfaces that has been designed purely as a surface to ski and board upon and was invented from a "what do customers want" viewpoint. Snowflex is the only surface product to win two awards from the British Department of Trade and Industry. All-Season Extreme, Inc., headed by Dieter Sturm, is the exclusive U.S. rep for Snowflex and BRITON Engineering Developments Ltd.

Web: www.snowflex.com

Vendor contact: Dieter Sturm



Star Lifts Summer World - Star Lifts USA continues to expand its line of leisure products, which now includes equipment to enhance summer operations with products for all ages and seasons. Fly through the air on the Sky Dive, jump from land to sea on the NauticJet, or take in the view from the top of the Tower. Its new line of summer leisure products continues the same level of quality and service resorts have come to expect from Star Lifts USA.

Web: www.starlifts.com

Vendor contact: Conor Rowan



The Flybook is the advanced booking software for ski areas who require an all-encompassing solution for their complex offerings. Recognized as the industry's thought leader for cloud-based reservation systems, it is designed for businesses that want to be deeply involved in their operations and finely tune all aspects, from availability to marketing. In business for more than a decade, The Flybook specializes in providing solutions for complexities in operations, sophisticated marketing programs and even multiple locations. If you are interested in having a single software system that solves all your business needs, come by the vendor showcase for a free demo and let The Flybook help you streamline your business.

Web: www.theflybook.com

Vendor contact: Casey Dixon



Soaring Eagle serves as a leader in the zip line industry. It provides the most efficient, family-friendly zip line adventure available.

Web: www.soaringeagleziplines.com

Vendor contact: Logan Checketts



Stout Tent is the North American industry leader for luxury canvas tents, serving customers worldwide. It has worked hard create and develop a tent superior to other options on the market. It believes that no other U.S. company matches its quality or craftsmanship. Whether you're in the market for individual use or planning a corporate event, Stout Tent makes it easy. Visit the website for sales, rentals, and events, and remember, its friendly office staff is only a phone call away. Stout takes pride in setting the bar high. Adventure. Luxury. Quality.

Web: www.stouttent.com



Treetop Trekking is proud to be one of North America's leaders in the aerial park industry. It operates ten aerial parks of its own in Canada, under the names Treetop Trekking in Ontario, and Arbraska in Quebec. It also builds a variety of unique forest adventure products for clients to operate around the world. Aside from the aerial adventure parks, Treetop Trekking also builds Treetop Trail, TreeWalk Villages, zip lines, via ferratas and urban adventures at heights. Its team works closely with you from day one to ensure the park that it builds for you surpasses your expectations.

Web: www.treetoptrekking.com

Vendor contact: Jean-Michel Sarrazin



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Tree-Mendous Adventure Parks are a unique blend of elevated wooden platforms connected by Indiana Jones bridges, Tarzan swings, and zip lines, providing fun and adventure. Participants age 7 and up can move safely at their own pace through the various self-guided aerial trails. Tree-Mendous tailors parks to client needs by adjusting the number of platforms and aerial trails accordingly. It designs both smaller installations that serve to enhance existing attractions and spectacular stand-alone parks maximizing customer draw. Tree-Mendous offers a unique and timely opportunity to invest in a proven concept with a fixed investment, low risk, and high yield in one of the fastest growing markets. Aerial adventure parks have existed for more than 20 years in Europe, with more than 2,500 parks in operation and a 9% growth rate in recent years. And it's an environmentally friendly business as well.

Web: www.tree-mendous.net

Vendor contact: Lukas Scheurer



UmbrellaBars USA offers the well-known Meissl umbrella bars that are now available in the U.S. On the mountain or at the base area, there is a solution for every location. If you're looking for quality, versatility, popularity, and profitability, contact Umbrellabars USA.

Web: www.umbrellabarsusa.com

Vendor contact: Tom McHugh



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Web: www.safehold.com

Vendor contacts: Jesse Whitcomb, Tim Bruce



With more than 15 years of experience with construction and operation of aerial adventure parks, Treetop Quest provides turnkey support at each stage of the implementation process of your project: analysis, strategy and planning, design, construction, inspection, training, marketing and management tools and maintenance. Its star products: Treetop Obstacle Course, Treetop Hobbit Village, Net Trampoline, Kids Course, Zipline Course, Mobile Adventure Course.

Web: development.treetopquest.com

Vendor contact: Julien Hatton



Waffle Cabin is the premier grab-and-go Belgian Waffle snack provider and third-party operator franchisor for the ski industry. Started 17 years ago at the very mountain-Killington—that SAM has chosen for the Ops Camp, Waffle Cabin has grown to 40+ locations in 11 states. Waffle Cabin provides a quick and easy snack for hungry visitors, summer and winter. Skiers love the convenience of the waffle and the ski-up, ski-out convenience, and resorts love the value added offering Waffle Cabin provides.

web: www.wafflecabin.com

Vendor contact: Peter Creyf



With more than 250 installations, the Wiegand Alpine Coaster is the world's leader in the mountain coaster industry. It creates outstanding revenue for customers worldwide and sets the standard for future resort installations. The Wiegand Alpine Coaster is the only mountain coaster that is designed and engineered to meet DIN, ASTM, and CSA standards and T&V requirements.

Web: www.wiegandsportsusa.com

Vendor contact: Jessica Wedel



Zip-Flyer builds anchor attractions that let people fly. Whether a high-speed thrill ride, a Zip-Coaster, or one of the longest zip lines in the world, Zip-Flyer's systems bring the excitement and freedom of flight to your customers. The company is known for advanced technological designs, such as Zip-Flyer, Zip-Runner, Zip-Brake, Zip-Trolley, and Zip-Coaster, which provide thrills and safety for participants. Zip-Flyer's innovative systems use highly tested and patented technology, ensuring the safety of your participants and operators. Contact the company to build your anchor attraction and become a member of the Zip-Flyer family.

Web: www.zipflyer.com

Vendor contact: Shawn Lerner, Stacia McCarthy



Terra-Nova LLC of Utah is the world's leading supplier of the longest, steepest and most successful commercial zip lines, with 30 ZipRider and ZipTour installations worldwide. In 2017, Terra-Nova completed the installation of the 4-cable, 20-person evacuation system for the U.S. Space Program. The ZipRider is a thrilling, one-span, high-throughput zip line ride with minimal environmental impact. The ZipTour is designed as a multi-stage zip line tour that allows guests to control their speed with a patented, dynamically-controllable trolley. The company also offers the ZipRescue trolley, a versatile and lightweight cable transport and lift access device for lift evacuation purposes.

Web: www.ziprider.com

Vendor contact: Eric Cylvick

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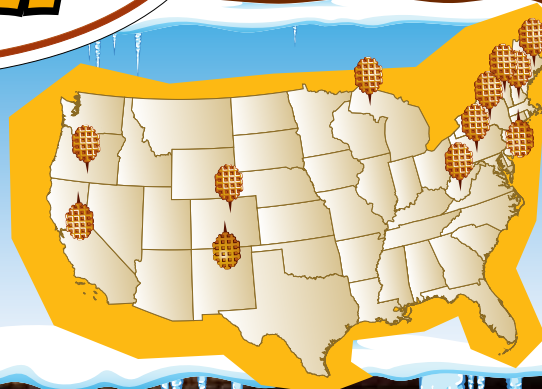


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