



Ski Shop & Bike Shop Partnership Agreement

This document will serve as the 2024/2025 marketing partnership agreements between

SHOP

And Pajarito Mountain and Sipapu Ski & Summer Resort. The parties agree as follows:

- Eligible employees are defined as current/active shop employees, working at least 24 hours per week. Eligible employees will be required to provide a current paycheck stub and ID at the ticket window when purchasing their shop pass. Bike shop employees are only considered eligible for Bike Park passes, similarly with ski shops. If a shop offers both bike and skis, employees may be eligible for both passes if they are year-round employees
- Bike park and ski resort reserve the right to deny bike park and ski resort privileges at the park or resort's sole discretion, to any individual who is not considered in good standing with Mountain Capital Partner's (MCP) family of resorts.
- **\$99 Bike Shop Pass (non Power Pass):** Eligible employees are entitled to purchase a \$99 Bike Shop Pass that provides direct to lift access at all Mountain Capital Partners Bike Parks (Pajarito, Purgatory, Lee Canyon, Brian Head and Spider Mountain); May 1, 2024-April 30, 2025 - no blackout dates, no additional benefits.
- **\$149 Ski Shop Winter Pass (non Power Pass):** provides direct to lift access at all resorts (Spider Mountain is not eligible for this program) - no additional benefits.
 - Blackout dates on this pass: 12/27/24-12/31/24, 1/18/25-1/19/25, 2/15/25-2/16/25
 - This \$149 pass will be available for purchase throughout the 2024/2025 season (prices will not increase nor is this a limited time offer)
 - Participating resorts: Arizona Snowbowl, Brian Head, Nordic Valley, Pajarito, Purgatory, Sipapu, Lee Canyon and Willamette Pass.
 - For employees to be eligible, their employer must be a sports shop that actively promotes winter sports (namely: skiing)

- Shop partners will be required to notify their home mountain's ticket office if and when an employee leaves the company. This discounted pass is a perk valid for current ski shop employees only.

SHOP agrees to provide Bike Park or Resort with the following for the 2024/2025 season:

- SHOP and SHOP's associates agree to be knowledgeable about the Bike Park and Ski Resort, current conditions, events and offerings and to represent all MCP resorts in a positive and enthusiastic way and promote MCP resorts to locals and destination guests in a professional manner.
- SHOP agrees to display collateral/marketing materials onsite in a high visibility area. SHOP agrees to contact bike park or resort if marketing materials need to be replaced or replenished.
- SHOP agrees to include Bike Park or Resorts trail reports on SHOP trail reports (if applicable) both in store and in all digital or electronic reports and update reports daily.
- SHOP shall not owe any outstanding balance to MCP resorts or its affiliates nor be involved in any litigation, disputes, small court claims or contractual disputes with any MCP resort.
- SHOP shall be an active supporter of all MCP resorts and will not allow ownership, management, or staff to disparage or speak negatively about MCP, its resorts, its offerings or its guests.
- SHOP and employees shall be in good standing with any and all MCP resorts.
- By submitting employee lists, shop agrees for employee to be added to MCP newsletter distribution list.

Accepted by Sipapu & Pajarito

Name of Representative: Christiana Hudson, Director of Marketing

Email: marketing@mcp.ski

Accepted by: SHOP representative

Name: _____

Phone: _____

Email: _____

Date: _____

Please submit a current list of employees: Full Name, email address

