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Professional Ski Instructors of America
Eastern / Education Foundation

SNOW PRO

SUMMER 2012

Eastern Division Tightening the Belt for your Benefit

2012-13 budget approved with no divisional dues increase, no event fee increase and reduced expenses

By Steve Kling, PSIA-E Treasurer

We adopted our annual operating budget in on June 24 at our summer Board of Directors meeting. This year's budget deliberations have been driven for many months by concern over the size of the National dues increase and potential adverse impact of that \$11 dues increase on both keeping existing new members and attracting new members. (If you never paid close attention, your annual dues bill comprises two separate figures, Eastern dues set by the Eastern board and national dues set by the national board.) I am pleased to report that our Board-approved budget for 2012-13 features no increase in divisional dues, no increase in event fees (for the second consecutive year) while planning for less expenditures than we budgeted in both 2010-11 and 2011-12.

What I want to communicate with this report is that while on some levels our budget this year might look like more of the same, we did not come to the budget easily or without a tremendous amount of work over the winter and spring exploring many different options to mitigate the impact of the national dues increase. More than any year in the last 9 or 10 years, your professional managers and the Eastern Board was extremely busy looking at many different ways to offset the impact of the national dues increase. And while we looked at many options, several of which looked very promising at first glance, when we looked carefully and "did the math" we decided the various options were not in the best interest for our members or the organization at this point.

For example, we considered expanding our existing student member discount and making it

a "youth discount" extending up to age 26. The reason we looked at this option is that our lowest retention from year to year is among our younger members. But when we really analyzed the data we have, we saw that our worst retention was among those already receiving the student discount. We started crunching numbers and realized that if we increased retention of younger members by 30% it would take about 5 years just to break even. Given that expanding the youth discount did not seem likely to significantly boost our membership retention it might take up to 5 years just to break even with the income lost by extending the discount.

Similarly we considered reducing the reinstatement fee for lapsed members. This too seemed like a good idea until we did the math. And again, it would take 4 to 5 years simply to recover the revenue lost from eliminating the reinstatement fee. We evaluated potential benefits of reducing the cost of being an inactive member, the though, the possibility of a \$4 or \$5 eastern dues roll back, and offering division only membership. For various reasons, we determined that none of these options made sense for the long term health of our Division.

There were two things we did consider actively up through our June Board meeting, that we thought would be of benefit to our membership; moving the billing date for renewals from June to September or October, and eliminating the February 15 new member "discount." (This program was designed to enhance new member retention but 5 years of data now shows it does not, it presents operational challenges for our Educational Staff and it reduces revenues that could benefit all our members.)

National is involved in both these programs, and we sought agreement and cooperation from National to implement the changes. Unfortunately national leadership would not agree to the changes at this point. We considered implementing the changes unilaterally but elected not at this time for fear of split billing confusion and inconvenience, and because we have not given up on securing agreement from national in the future on a policy that could work for all parties and be of greater value and benefit to our collective members.

So, after much thought and evaluation, and a tremendous amount of effort from Michael Mendrick and Sue Tamer, the Board decided not to implement any of the various policies we considered. Policies which might help a small segment of our membership in some way, but would probably not serve our overall membership by significantly increasing membership. After much thought and effort we determined that at this time the best policy for our members is to keep focused on efficient operations and keeping expenses as low as possible, while continuing to offer first class educational events and member services. The result is no gimmicks, no dues increase, no event fee increase and reduced overall operating expenses for the second year in a row.

I encourage you to take a look at the accompanying article by Michael Mendrick that lays out the details of the budget for your reference. I hope you'll agree it is a solid and appropriate financial plan for providing you with the most efficient professional organization possible. ■

the inside edge

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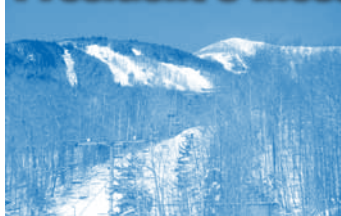
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Ron Kubicki

Summer Board Meeting Notes & Plans for Hosting a Fall Multi-Division "Summit"

By Ron Kubicki, PSIA-AASI Eastern President

Hey folks, if you remember my last message to you guys I was talking about it being 80 degrees at the resort, and we were skiing and snowboarding; well it is 80 plus still, but all down hill activity at the resort is the mountain coaster, zip lines and mountain bikers.

I hope you are all involved in your warm weather activities with family and friends. I can tell by the staff and membership that I see on Facebook we are a pretty active bunch, no matter the weather or the season. Myself, having just purchased a hybrid road bike I have proved the old wives adage to be true" it's just like riding a bike; you never forget" - it has also turned me into a Tour de France junkie!

All that being said though the business of PSIA-E/AASI does not stop, we just had our/your June full board meeting. Let me state that again; we had a meeting of your full Board of Directors. The entire focus of all of our meetings is to conduct the business of PSIA-E/AASI to the best serve the ten thousand plus membership.

You are present in many ways -- through your elected regional directors and representatives and all the committee chairs and discipline coordinators -- but also through your direct feedback we received from the membership survey you filled out the month before the meeting. All the results and comments were printed out and placed in each board member's folder.

We discussed many of the issues raised through the survey; frequency of "required" educational events, cost of attending these events, changes in certification process, recognition of the value of

membership by resort management and our guests. These are valid points to consider, some we can directly affect; as they are operational by nature -- certification process, frequency of Ed events.

Other issues are more philosophical in nature -- such as the perceived value of certification by resort management and resort guests -- these require a concerted effort throughout the association by all members. The value of each member is best demonstrated - by each individual member. The Eastern Divisions is not an association that is led from the top, we are an association "of and by members" who work through a structure of governance. Every member of the board is an active teacher, instructor and educator, who "volunteer" their time at these meetings, emails and conference calls to work for the benefit of us all.

We all need to promote the value of a certified PSIA/AASI instructor to resort guests and operators alike. Nevertheless, we share the concerns that were raised by you, and we seek to address these in a realistic, effective way. The philosophical aspect is a process that engages a scope much larger than just Eastern Division. In that light, your board felt we need to reach out to other divisions. Through the numerous communications we have with other divisions we realize several of the larger divisions share these same member concerns. You must realize that besides being a division of ten thousand plus, we are a national association of thirty two thousand plus members.

Nationally PSIA & AASI is divided into nine divisions, these are determined geographically, not evenly or with any common format, so there is a large discrepancy in number of members of each division; Eastern being the largest, followed by Rocky Mountain, Central, North Western and Inter-Mountain. These four; being the next largest and the closest in governance structure to us, are the ones we seek to hold a "summit meeting" with -- if you will - with the premise of developing and sharing "best practices," perhaps seek common solutions to benefit all of our members -- these four divisions along with Eastern represent two thirds of the national membership. To bring this to fruition we have invited the division presidents and executive directors of these four divisions to join us at our October Board of Directors meeting.

Our idea is that this is a meaningful number of members represented by divisional autonomies that are similar enough to have an effective forum of discourse for your benefit, and have the ability to formulate action plans that have a far reaching effect nationally. This would reach most of the premier resorts -- management and guests -- in the United States. The smaller divisions represent a thousand or

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Michael J. Mendrick, Editor

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administrative update

By Michael J. Mendrick,
Executive Director

Back in late June I received a letter from member Mary Pat Iten, an Alpine L I and CS I member from Inwood, NY that teaches out of Windham Mountain. She asked a number of tough questions and raised a number of good points. I wanted to share our exchange (with her permission) as I think most members will find it valuable as well.

June 22, 2012

Hello Mary Pat,

Thanks for taking the time to write this thorough and thoughtful letter on membership growth and retention. I appreciate and agree with virtually everything you said and I guess the good news is that many of your suggestions are already in place; perhaps not enough members are aware of it though.

You said . . .

"Member numbers can grow if there is an interest shown from the organization to have members be an active part of the organization. Listen to what the members say. Offer options to retain membership through discounts, etc. Support members and assist them to grow in their knowledge of the sport and the organization. Make it fun to be a member, not an obligation. If PSIA wants to grow in numbers it cannot be an "Exclusive Club". Member numbers can grow if there is an interest shown from the organization to have members be an active part of the organization. Listen to what the members say."

From your summary paragraph above, let me just provide some insight for you. I can only speak for the efforts of the Eastern Division but in this regard we have been very proactive.

Each year we do a comprehensive membership survey at the end of the season (BEFORE dues bills are sent out) to ask tough questions and get honest answers about what we are doing right and what we need to improve. We ask about cost. We ask about areas for improvement. We ask what members value most and what is of least value to them. This spring we received more than 2,600 completed surveys. We read them and we use them to form our programming and spending plans for the year.

We don't presume to know what you need or want from your membership; that is why we ask you each and every year.

Each fall we do "exit surveys" for those members that have decided not to renew. We ask them why. We find out in many cases it is due to a lifestyle change (that is, they stopped teaching snowsports) but it is also cost and time related as well. We work every year on improving both of those conditions.

During the last three annual budgets the operating expenses that our management proposed and our Board approved have gone DOWN. That is, we are spending less money on operations in 2012-13 than we did in 2011-12 or 2010-11. As such, we are able to offer a second consecutive year (in 2012-13) with NO increase in event registration fees plus no Eastern Division dues increase – the first time that combination has not changed in 11 years.

You said . . .

"Offer options to retain membership through discounts, etc".

We currently offer significant discounts in membership dues for both younger and older members. Students age 16 – 23 pay \$30 LESS than the regular dues. Last year we improved that policy such that it took effect upon joining (versus in their first renewal year). We are exploring the option to expand that discounted age group as well. We also have discounts in place for members age 70 and above (and there are a lot more of them than you might guess).

As for members that have left and want to come back years later, we are exploring options for making our reinstatement policy less costly to former members that want to come back.

You said . . .

"Support members and assist them to grow in their knowledge of the sport and the organization."

We have over \$15,000 in annual scholarship monies available to all members to help support them in their personal and professional development efforts. This coming season we are adding a scholarship program specifically to offset costs of Level 2 prep courses (practice exams, teaching seminars) for members trying to get from L I to L II.

We also offer all our study guides for exams free and downloadable from our website.

You said . . .

"If PSIA wants to grow in numbers it cannot be an Exclusive Club."

Agreed. We have 10,700-plus members in 7 geographic regions, from 16 – 90 in age and teaching more than a half dozen different disciplines or specialties. In no way is PSIA an "exclusive club."

If we were we'd have 1,700 Level III members and that would be the whole of it.

I hope this provides a little helpful insight for you. I'd like to run your letter because I think it's an important message but I wanted you to be fully informed about what is available before doing so.

Thanks again for your input.

Michael J. Mendrick
Executive Director

June 30, 2012

Wow Michael!

I am impressed that you responded so quickly - and appreciate the feedback. So maybe you need to share with members what you shared with me so they too are more aware. I know I read the SnowPro but may not read every e-mail or info sent to me due to lack of time in my day. But I do find time to read the SnowPro. So your responses might be interesting to others as well.

Feel free to use whatever you want from my submittal - I just wanted to share my views and if it can help someone else great!

I know you have a tough job and I do appreciate what you do.

Once again, thanks!

*Sincerely,
Mary Pat Iten*

In the most basic sense our spring 2012 membership survey revealed that we are trying to meet the needs of two different membership segments:

1. Younger, less-experienced members (16 – 35) and newer members (10 years or less in the organization): They cite the cost of dues, the cost of events and the timing of events mid-week as the biggest challenges to them remaining members.
2. More mature and longer-tenured members (51 – 65) (Note: I can't use the word "older" since I fall into this age group now!) and more experienced members (21 years or more in the organization): For them the cost of dues and events is not nearly the concern as is the lack of recognition by the general public (i.e. people don't know to ask for us) and financial reward by resort management for spending the time and effort to achieve and maintain the highest levels of certification.

Your professional staff management team and volunteer leadership is focused on improving the value, pride, benefit and enjoyment you receive from membership in the Eastern Division of PSIA and AASI. Your continued input and honest communications – such as shared by Mary Pat – is a key to our success in doing so. ■



straight talk from the association

2012-13 Budget Highlights

By Michael J. Mendrick,
Executive Director

At the PSIA-E June 2012 Board meeting the 2012-13 operating budget was reviewed, discussed and passed. The following is an overview of the key elements of that budget for the fiscal year July 1, 2012 – June 30, 2013. This budget was prepared by our management staff, reviewed by the Finance Committee and Executive Committee and then presented to the full Board of Directors at their meeting on June 23-24. The budget was developed to make significant steps in reducing costs and improving operating efficiencies in order that our members would again see no increases in the pricing of events for the 2012-13 season (second consecutive season with no increases).

If you have any questions on the budget, feel free to contact your Regional Director. A copy of the complete approved budget (along with the 2011-12 year-end financial report) is available for review upon request.

The budget is based on the following income scenarios:

- 1,200 new members. Last season we took in only 1,124 new members but that included just 157 for March (which averages 300 new members). This projection of 1,200 is under the three-year average of 1,214 and considerably under the five-year average of 1,254.
- For the 2012-13 budget we are expecting a minimum 1% drop in retention from the three-year average due to the National \$11 dues increase. As such we are budgeting a retention projection of 86.8%. This is below the three-year average by 1.4% and the five-year average by 1.1%. Last three-year average is 88.2% and five-year average is 87.9%.
- Event attendance was very low this season despite no increase in event pricing for the first time in 10 seasons. At 5,527 our registrations were at the lowest level in the last 13 seasons. Last three-year average is 5,971 and the five-year average is 6,224. We are budgeting for total event registrations of 6,103 for 2012-13.

- No divisional dues increase (first time in several years).
- Zero percent increase in event fees over 2011-12. Second consecutive year for no proposed increase. First year in 11 years without at least a dues increase or an event fee increase.
- Overall projected revenue is \$1,838,707 in 2012-13 which is down \$45,693 vs. \$1,884,400 approved budget in 2011-12.

The proposed \$1,865,707 million budget incorporates the following elements:

- Office salary line item at a slight decrease from the approved 2011-12 budget and essentially flat (less than 1%) with the 2011-12 actual figures.
- 2% cost-of-living increase in BOE wages.
- Food per diem for ed staff unchanged at \$48.
- Ed staff mileage unchanged at \$.42/mile based on the formula of 75% of current IRS rate of \$.555/mile = \$.42/mile until or unless an adjustment is announced. Subject to change within budget year if IRS rate increases (we do not decrease within year).
- Ed staff training budget of \$114,300 level with 2011-12 budget.
- Action Plan budget fully funded at \$9,343 (1/2 of 1% of projected revenue budget)
- Contribution to contingency fund at year-end 12-13 at 1% of budget (\$18,685).
- \$9,000 capital expenditure line to support IT hardware and software upgrades and office physical needs. Reduced from \$30,000 in 2011-12.

Summary

On projected revenues of \$1,838,707 and projected expenses of \$1,761,887 this conservative 2012-13 budget that forecasts both lower revenue and expenses than the approved 2011-12 budget will result in a projected operating net of 76,820 and an accounting net of \$27,241 eligible for additional contribution to member equity.

I would like to thank our Finance Committee members (Treasurer and Finance Committee Chair Steve Kling, Steve Howie, Tom Butler and Walter Jaeger), our Director of Operations Sue Tamer and Director of Education Mickey Sullivan and the Board of Directors for their efforts in developing, discussing and approving a budget that I believe represents the best interests of the members by minimizing expenses without cutting member programs or services. ■

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Alpine Exam Process Evolution; Important Updates

By Mickey Sullivan, Director of Education & Programming

We received much feedback from members regarding the proposed changes to the alpine exam process. After careful consideration the alpine steering committee and the Board of Directors approved some adjustments to the process. As you will see, the most significant addition to the process is the requirement to obtain the Children's Specialist certificate. The previously approved race/Nastar requirement has been dropped.

We are continuing to work with other PSIA divisions to improve our exam process through an examiner exchange program and idea sharing with the goal of creating "best practices" and a future PSIA cross divisional exam. The Eastern alpine steering committee and your Board of Directors are committed to providing the eastern members with the best exam process and education programs possible that serve the Eastern Division. PSIA-E Director of Education, Mickey Sullivan says, "While we embrace, respect and learn from other division's exam formats, we will always do what's best for the eastern division membership."

The requirements for the Alpine Level II Certification have some changes beginning this 2012-2013 season. There are also changes to the Alpine Level III Certification beginning in the 2013-2014 season (next season). Here are the new alpine prerequisite requirements approved at the June 2012 Board Meeting:

Alpine Level II Exam Transition (updated June 2012)

An enhanced Alpine Level II exam process will begin in the 2012-13 season. For members who begin or have started the Level II exam process prior to April 15, 2012 the requirements will be under the "former" exam format (please refer to the October 2011 Alpine Exam Guide). For members who begin or start the Level II exam process after April 15, 2012 the requirements will be under the NEW (2012-13) exam format (Refer to the information below and the October 2012 Exam Guide).

Note: Beginning the exam process is defined as passing either the On Snow Skiing exam (formerly called part 1) or passing the online professional knowledge exam. Either of these must have been successfully completed prior to April 15, 2012 in order to continue the Level II exam process under the "former" exam format.

Requirements of the NEW process (2012-13) can be completed in any order unless it is specifically indicated otherwise. ****All exam requirements must be attained prior to registering for the On Snow Teaching exam.**

2012-13 Alpine Level II Certification Requirements

- Pass the Level II online Professional Knowledge exam. Note: must be passed inside of 5 years of the passing date of the Level II, On Snow Skiing exam. Online exams are available August 15 to April 15 each season. Candidates are allowed two attempts per season.
- Attain the Children's Specialist 1 credential (CS1). This can be done any time prior to registering for the On Snow Teaching exam.
- Attend an approved exam prerequisite course that the member feels will be most beneficial to them. An exam prerequisite course is valid for the season it is taken and the following season.
- Pass the On Snow Skiing exam. Passing the On Snow Skiing exam will be valid for the season it is taken and the following 2 seasons.
- Pass the On Snow Teaching exam.

Note: The CS1 course is an approved prerequisite course. If a member desires to use the CS1 course for the required exam prerequisite course then the CS1 must be attained within the exam prerequisite time requirement.

In summary:

- Beginning this season (2012-13), members that are beginning the Alpine Level II certification process will be required to meet the former (2011-12) exam requirements and attain the CS1 credential.
- While it is not required, it is "suggested" that Level II exam candidates either attain a Nastar Silver Medal or participate in race training with coaching.

Alpine Level III Exam Transition (updated June 2012)

An enhanced Alpine Level III exam process will begin in the 2013-14 season. For members who begin or have started the Level III exam process prior to April 15, 2013 the requirements will be under the current (2012-13 season) exam format. For members who begin or start the Level III exam process after April 15, 2013 the requirements will be under the NEW (2013-14) exam format.

Note: Beginning the exam process is defined as passing either the On Snow Skiing exam (formerly called part 1) or passing the online professional knowledge exam. Either of these must be successfully completed prior to April 15, 2013 in order to continue the Level III exam process under the 2012-13 exam format.

Requirements of the NEW system (2013-14) can be completed in any order unless it is specifically indicated otherwise.

****All exam requirements must be attained prior to registering for the On Snow Teaching exam.**

2013-14 Alpine Level III Certification Requirements

- Pass the Level III online Professional Knowledge exam. Note: must be passed inside of 5 years of the passing date of the Level III, On Snow Skiing exam. Online exams are available August 15 to April 15 each season. Candidates are allowed two attempts per season.
- Attain the Children's Specialist 2 credential (CS2). This can be done any time prior to registering for the On Snow Teaching exam.
- Pass the On Snow Skiing exam. Passing the On Snow Skiing exam will be valid for the season it is taken and the following 2 seasons.
- Pass the On Snow Teaching exam.

Note: Current Level II members in good standing are not required to have their CS1 credential prior to taking the CS2 course. However, it is strongly recommended that members complete the CS1 workbook. This will help members determine if they should take the CS1 course. Unless you are an experienced children's instructor, taking the CS2 course without the CS1 credential is a very difficult task.

In summary:

- Beginning in the 2013-14 season, members seeking their Alpine Level III certification will be required to meet the 2012-13 exam requirements and attain the CS2 credential.
- While it is not required, it is "suggested" that Level III exam candidates either attain a Nastar Gold Medal or participate in race training with coaching. ■

Congratulations to Caleb Crosby, an AASI Level I Eastern division member... Caleb was the winner of the free Eastern membership for 2012-2013! In May, we asked for your opinions through an online survey, and out of those who entered, Caleb was randomly selected as the winner. We sincerely thank the more than 2,600 members that took the time to fill out the survey to give us some great feedback!

Fall Master Courses Announced!

We are pleased to announce the selection of fall indoor educational events to be held at the Saratoga Hilton on October 13 – October 16, 2012

FALL MASTER TEACHER EVENTS- Open to all PSIA and AASI Members – Non Members may attend for an additional \$25						
Key	Num.	Event	Dates	Notes	Price	Deadline
	002	At Your Service	Saturday, October 13	Required for MTC	\$145	09/26/12
*	003	Functional Movement Screen	Saturday, October 13	Limited to 10	\$145	09/26/12
	004	Motor Learning	Saturday, October 13		\$145	09/26/12
	005	Communication Station	Sunday, October 14	Required for MTC	\$145	09/26/12
	006	Exercise Physiology	Sunday, October 14		\$145	09/26/12
* &	007	Outdoor First Care	Sunday, October 14	National Ski Patrol Course	\$165	09/26/12
	008	Anatomy	Monday, October 15		\$145	09/26/12
* #	009	Stance and Alignment	Monday, October 15	Limited to 10	\$145	09/26/12
	010	A Conversation with Fear	Tuesday, October 16		\$145	09/26/12
* #	011	Stance and Alignment	Tuesday, October 16	Limited to 10	\$145	09/26/12
	982	Online Exam Registration	Includes all eligible exams for 2012-2013 season		\$10	04/15/13

KEY:

- * = Events have limited attendance - may fill prior to deadline date
- & = Outdoor First Care is a National Ski Patrol first aid course. NSP course materials required for this course cost \$20 – This is included in the \$165 course fee
- # = it is recommended participants bring their ski boots for analysis, however it is not a requirement

NOTES:

- These events are open to all PSIA and AASI Members in any discipline however the main focus will be Alpine
- Indoor Courses are now open to all members and non-members for an additional \$25 – bring a guest!
- Attending two indoor courses does satisfy your PSIA-E continuing education units (CEU) requirement
- You may register online at www.psia-e.org or complete a separate event application for each course and fax to 518-452-6099 or mail to 1A Lincoln Avenue, Albany, New York 12205. Please note non-members are not eligible to register online however; you can find the event applications on the eastern website at www.psia-e.org
- **Breakfast and Lunch** is provided for all attendees
- Please see course descriptions below or visit www.psia-e.org for more info
- Registration will begin at 8:00am, classes run from 9:00am to 4:00pm
- Discounted lodging is available at the Saratoga Hilton – please call 888-866-3596 and identify yourself as a Professional Ski Instructors of America member or use booking code “ZZYD”.

OOPS!

Haven't paid your dues yet?

The easiest way to renew your membership is online at www.thesnowpros.org. Your member number is both your log in name and password (unless you have changed your password).

You can also pay your dues by mailing a check with your dues renewal to the Albany office at:

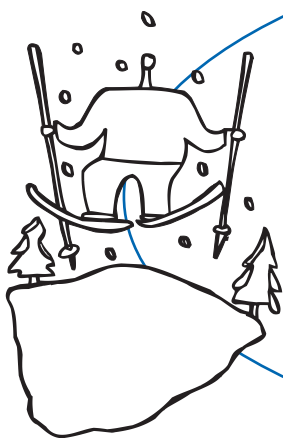
PSIA-E/AASI
1-A Lincoln Ave
Albany, NY 12205

Or, fax your dues renewal with credit card information to (518) 452-6099.

Be sure to renew ASAP, and take advantage of all your PSIA/AASI benefits!

If you have questions about your bill, please call the office at (518) 452-6095.

Watch for the event schedule to be posted at www.psia-e.org by the beginning of September, and in the Early Fall *SnowPro* Newsletter.



COURSE DESCRIPTIONS AND INSTRUCTOR

At Your Service

Suzy Chase-Motzkin

Required for MTC

Explore the affect of public perception on the snowsports industry, as well as the instructor's role as a public relations arm of the home resort. To improve the ski teachers understanding of guest service and its relationship to the teaching model and the resort business.

Functional Movement Screen

Brian Mieczkowski

Limited to 10 Participants

A ranking and grading system created to document movement patterns that are key to normal function. Basic movement pattern limitations can reduce the effects of functional training, physical conditioning, and distort proprioception (body awareness). The scoring system is directly linked to the most beneficial corrective exercises to restore mechanically sound movement patterns.

Motor Learning

Richard Frear

Open to all

This course is designed to familiarize participants with the structure and function of neural tissue. To introduce principles of neurophysiology that are vital to an understanding of the nervous system's capabilities, how it coordinates the activities of the body's organ systems, and how these activities are adjusted to meet the changing situations and environmental conditions of the alpine world.

Communication Station

Suzy Chase-Motzkin

Required for MTC

To sensitize instructors to the range of roles that communication plays in ski teaching, and to ensure that the messages sent are the ones that are meant to be sent. Participants will participate in a variety of group exercises involving many learning/teaching styles.

Outdoor First Care

Richard Frear

Limited to 10 Participants

A basic First Aid / First Responder Course appropriate for snowsports teachers. Learn basic first aid practices for dealing with accidents and injuries in the outdoor classroom environment. Required course for those interested in Backcountry Accreditation, qualifies as optional session for all others.

Exercise Physiology

Sue Kramer

Open to all

Exercise Physiology is the study of the processes and functions of the human body as influenced by the performance of any physical activity. This course will provide an overview of the effects of muscular activity upon the human body and its response and adaptation to stress.

Anatomy

Richard Frear

Open to all

Study the normal structure of the human body. Special attention is given to the skeletal, muscular, and nervous systems to increase the ski teacher's understanding of how the skeleton and muscles line up for maximum efficiency in skiing specific movements.

Stance and Alignment

Bill Haight

Strictly Limited to 10 Participants

Course content will help participants break down and understand the skier system, leading to improved movement analysis. Course conductors will examine lower extremity anatomy and function, varying boot constructions, footbed casting techniques and different nuances of each system. Course leaders will also discuss heel lifts, toe lifts, Q-angle, and cant measuring protocols, and help participants understand how to assess a guest's equipment needs. It is highly recommended participants bring their ski boots for analysis; however it is not a requirement.

A Conversation with Fear

Mermer Blakeslee

Open to all

This course is designed to help instructors understand fear in both their students and themselves and to handle the psychological diversity in their groups more effectively.

Online Exam

Required for MTC

After your application for the online exam has been processed, you will receive an email with a link for each exam you are eligible for. You may access the exam immediately after your course or anytime thereafter until April 2013.

PSIA-E/AASI Education & Programs Update

By Mickey Sullivan, Director of Education & Programs

The summer weather has been great so far. Let's hope this translates to a snowy winter. I hope you are finding plenty of time to enjoy your favorite hobbies, recreation and sports this off season. Your Education and Programming Department has been busy preparing for a great 2012-13 event season and has a great line up of education program offerings.

Event Scheduling


The support of the eastern ski areas and resorts continues to be outstanding as we plan over 500 events for the 2012-13 season. We try very hard to meet the needs of all of our members in each discipline and region as we consider the geography, dates and event types across the divisions. We have events scheduled in every state from Tennessee and North Carolina in the south, to Maine in the north.

2012-13 Feature Events

As we construct the event schedule for the 2012-13 season there are many factors that shape our decisions. First and foremost we try to deliver what the membership wants. In addition, each snowsports area that hosts our events has certain requests, needs and requirements that we must also consider. It's a little less complicated than the airline schedule, but not much. We are very fortunate to receive the support and cooperation that we get from all of the resorts that host our many events. Following is the schedule for our feature events. The full schedule of events will be available on-line in early September.

Event	Dates	Location	Disciplines
Snowsports School Management Seminar	Dec 03-05	Mount Snow	All disciplines
Children's Academy	Dec 10-12	Okemo	Alpine, AASI, Nordic
Rider Rally	Dec 15-16	Killington	AASI
Mini Academy	Dec 15-16	Killington	Alpine, Nordic
Snow Pro Jam	Dec 17-21	Killington	Alpine, Nordic
Feature Race Event	Jan 07-09	Hunter Mt.	Alpine
Spring Academy	Mar 21-24	Whiteface	Alpine
Spring Rally	Mar 23-24	Whiteface	All disciplines

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Region 1 Report

Hello Region 1,

Ross Boisvert and I hope this finds you all well and thoroughly enjoying your summer. Basically I'm going to throw a question right back at you... what's on your mind? What are you thinking about, what's bugging you? What do you like, or dislike about what we are doing here in PSIA & AASI (both within the Eastern Division and at the National association way out west in CO where our issues and ideas sometimes seem to bounce off the Front Range and fall harmlessly to the ground)?

Each edition of the *SnowPro* I have been writing about what is on my mind or what we are trying to accomplish in the Eastern Division (which happens to be quite a bit -- thanks for asking). The recent board of directors meeting in June had some spirited discussion about our relationship with the national office and also our attempt to help lessen the blow of receiving your dues notice in June (worst time of year to receive it in my opinion). For years my Board of Directors colleagues and I have heard from a number of the members (you) that paying dues in June is not convenient. In fact, our most recent membership survey (in May) showed that about half our members would prefer a fall option to pay dues. This topic was raised at my very first board meeting in 1999 which I thought was a novel and frankly, obvious idea. I was surprised to see everyone assembled smile a knowing smile as they agreed. They have all heard it before and in the time since that meeting we've all heard it over and over again.

We actually are trying to get that changed. We know that the seasonal nature of the industry leaves us a little dry at that time of year when dues are, well... due. We had major discussions on how to collect dues and when the best time of year to do that is. June is a difficult month for many of our members to pay so various scenarios and options were seriously discussed to help with payment.

We have been looking hard at multiple scenarios that will help you out in the end. The key though is cooperation with the national office in Lakewood Colorado. It makes no sense to us to have the national office bill you in June and the east to bill you later in the year. That may be convenient for us but it isn't for you. At the recent eastern board of directors meeting in June, our relationship with national and how it translates to all of you was, without exaggeration, 75% of the conversation. Your eastern board of directors hears you loud and clear. And we pledge to keep pushing our partners at the National association to do the same.

We also discussed exam changes and opportunities to recognize more of our members in more creative and appreciative ways.

The NASTAR component for the level II and III exam generated a bunch of discussion and ultimately has been eliminated for the near future. While the consensus was that racing showcases key skills common to good skiing, the availability of NASTAR venues in region 1 are limited; 9 in NH and 1 in Maine and almost all of them only available on the weekends when most of us are teaching. If you thought you could rip over to VT to get your NASTAR on, surprise, there are only 3. Bottom line, while I think racing skills are facet of skiing that everyone should spend some time on, how we wanted you to get tested on it would have been challenging even for the most committed member.

What I really want though is to hear from more of you on what your impressions are of the job we're doing and what you want from your organization. As always you can email me at delbocavista98@yahoo.com, or you can send me a Facebook message if you like. Lots of Thomas Butlers out there so look for the dorky looking 1st grade photo of the kid wearing a seriously big bow tie... that's me.

Thanks again for reading and I look forward to hearing from you.

Tom Butler
Region 1 Director

Region 2 Report

Hello Region Two!

This update isn't about me, but I do want to take two sentences to thank you for electing me and allowing me the opportunity to represent you. I'm ready to roll (even if I do continue to get carded at all the events, and yes, it's already happened).

The June board meeting in Saratoga was an overall success. The normal business of confirming the education staff, the minutes from October and receiving updates from the committees, regions and National went smoothly and we're well prepared. The budget passed with minimal adjustment and is conservative and thoughtful. We did end the season in the black and considering the season, a nod goes to the office for staying on point. The income to expenses ratio is being lowered and the BOE seeing a modest raise (both good things).

Most of the debate centered around new members, keeping members and the due structure. In regards to dues, it may be tricky to be different from National, though we're still battling around ideas. More to come, and ideas welcome. As for how to retain new/younger members, it seems we're spending a lot of resources trying to convince people to join and perhaps not enough developing programs and events that will make them want to stay. We don't need new members for a year, we need new members who will stay a lifetime. How exactly to do that remains an elusive target.

Lastly, Curtis and I need to hear more from you. We've set up a Facebook page (<http://www.facebook.com/RegionTwoPsiaaasiE> (it wouldn't let me use the correct caps...)) our emails are always open and we'll be having as many meetings as we can. We can only answer the questions we are asked. Read the rest of the *SnowPro* and get back to us- that's why we're here!

Katherine Rockwell (krockwell@picomountain.com) and **Curtis Cowles** (gardencenter@comcast.net)

Region 3 Report

David Welch, Regional Director reports: Do you want to serve your region? If the answer is yes and you are currently a Snowsports School Director in our region this may be your opportunity. The Region 3 seat on the PSIA-E Snowsport Management Committee is vacant and we are looking for a director to fill the slot. If you are interested please contact me ASAP at dbwelch317@att.net for more information.

That's all for now but remember if you have any questions, comments or news you'd like to pass along please contact me at dbwelch317@att.net or Dave Beckwith, your Regional Representative at davelee26@sbcglobal.net and enjoy the warm weather!

continued next page

Region 4 Report

Hopefully everyone is enjoying their summer and staying in great shape for this coming winter!

Our spring Board meeting was a very productive one and your dedicated volunteer leadership from all regions along with the division staff has yet again put together a very fiscally responsible budget. Speaking of budgets, I wanted to give special thanks to our professional staff in the Albany office who managed to keep us in the black last season even though our revenue was less than anticipated. I was able to get a sneak peak at next year's tentative event schedule during our meeting and it looks we will have lots of great events throughout the entire region.

This coming season will be an election year for Region 4 and I would encourage everyone to consider running for the Board of Directors. There will be two positions open for election, one for Director and the other for the Representative for the Region. This is a very exciting time in our organization and now is a great time to get involved as a volunteer leader. The call for candidates will be coming out in the fall issue of the *SnowPro* prior to the start of the season.

I am happy to report that Region 4 continues to be the leader within PSIA-E. Not only do we represent the largest region as far as current members go but we continuously lead the pack in new members each year. This speaks volumes to the passion and dedication of our region!!

That's it for now; I hope everyone has a safe and enjoyable summer! As always, please feel free to contact me at enj5050@yahoo.com if you have any questions or suggestions.

Eric Jordan, Region 4 Director

Region 5 Report

Region V fared a little better than some areas of the Division with the winter weather. Even with our natural snowmaker (the Great Lakes) and our artificial snowmaking though, there were lots of eyes rolling and shoulders shrugging. Old timers all remember "even worse" winters, but 2010 / 2011 really spoiled us.

The weather and the reduced number of lessons contributed to lower turnout at events and that, in turn, limited the turnout at our Regional meeting at the reduced Bristol Mountain event week. Our plan is to have two such meetings this year, scheduled with local event weeks. Based upon feedback that folks like these multiple events, we are working to schedule local "event weeks" in Region V so that everyone can benefit from the opportunity to see and ski with old friends and make new friends. Stay tuned for announcements this fall when the event calendar is set and watch your personal electronic devices for an email blast.

Both Regional Director Steve Howie and I did get out to some of the member schools to ski with the members and pick their brains. Predictably there was some concern about the National dues increase and lots of questions as to how the relationship between Eastern Division and National works. When the dust settles, the increased awareness of the different roles (of National and Eastern) will probably be a healthy thing for the Association. For now, the members' questions are being echoed in the PSIA-E BOD meetings and member should expect some updates and possibly some changes in the near future.

Near and dear to all member's hearts are concerns and questions about the changes to the certification track. I was pleasantly surprised at the general acceptance of the importance of the CS1 and CS2 certificate programs in making PSIA certification more relevant to our business on the mountain. There are some bugs to be worked out, but most members felt that this was a good thing for the industry. While there was a similar understanding of the value of the proposed requirement for some racing emphasis, the idea of the NASTAR pin did not receive as much support. In fact, the BOD just removed this as a requirement, leaving it as a strong recommendation to help candidates judge their readiness. If members wonder if anyone is listening be assured that we are.

Based upon the great response to the membership surveys, the BOD is also reviewing educational offerings with the goal of making them relevant to the members' needs and interests. It is no coincidence that the members that have the most passion about snow sports coaching are those who take advantage of the opportunities to polish their sliding and coaching skills. Suggestions are appreciated.

Steve and I will try to schedule more visits to member schools during the winter to explain and listen. Don't wait for us though. If you have a concern, you can email either or both of us. dfox@wmf-inc.com or showie1@rochester.rr.com.

Dick Fox, Region 5 Representative

Region 7 Report

We finished the season in less than stellar style as Mother Nature with its warm temperatures melted all. At our PSIA-E Board Spring meeting there was some preliminary discussion of events for Region 7. A number of exam opportunities are in consideration for Level I and Level II Alpine and AASI for Region 7. Those of you interested should pay close attention to the forthcoming Events Calendar. As a Region we all need to be cognizant there are a minimum number of participants needed for any Exam event to be held. For those seeking validation at a higher certification level we encourage you to pursue training early to be ready to move positively towards success. Of note the Board voted to remove the requirement for NASTAR medaling as a requirement from the LII and LIII Alpine exams. This move was a direct response to legitimate concerns raised by the membership.

No candidate from Region 7 was selected this time at the DCL Try Out held at Mt. Snow this past spring. This is unfortunate as Region 7 Division Clinic Leaders often shoulder greater responsibility at events than in other regions. Having DCL's in any region reduces the cost for PSIA-E to hold events as well as to broaden educational opportunities for all members. As one of the candidates it was clear it was not the size or condition of the mountain but rather the personal preparation I brought to the event that was responsible for my lack of success. Many present and past Examiners as well as DCLs have come from smaller mountains.

I did leave with a huge "satori" enlightenment experience as the feelings of a strong inside half rushed through me on one of my warm up runs! Soooooo this is what they have been talking about :)! I hope to rectify this personally and urge any others who might be interested in pursuing the DCL to contact me. Paul & I have some thoughts and strategies for meeting this challenge.

After the recent heat wave and Derecho weather phenomenon it is difficult to imagine the feeling of snow granules sliding over a board but I do and winter will return!

As always, if any wish to discuss or seeks information regarding the Board or particulars of your Organization, or wants to vent or desires to initiate constructive programs, Paul and me always welcome your e-mails.

Walter Jaeger, WJaeger1@mac.com

Paul Crenshaw, pcrenshaw@massresort.com ■

Region not reporting: Region 6

continued next page



Try this for summer training: your old friend the skateboard

By Greg Fatigate, Lifelong Skater & Skateboard Coach, SSU Training Manager, Smuggler's Notch Resort, AASI BOE

For those snowboarders looking for a summer fix, try picking up that old friend: the skateboard. This past winter alone I heard so many stories of snowboard instructors who “used to skate, but do not anymore”. Such a statement was followed by many legit rationales (injuries, time, equipment, and space) and then dropped. That happens. Skateboarding, especially the kind popular among those younger than most with more, ahem..... Flexibility, can be difficult even as young as someone in their late 20's.

However, as a training tool (as well as a recreational tool), a skateboard is a valuable part of “off-snow” training for any snow sports pro. For anyone on sliding equipment, skateboarding will offer proper winter-sport training for general foot-core-balance coordination, lower body and core strengthening, and for the joy of re-discovering an old friend (or a new one). Truth is: no one is too old to skate with the right approach...

Most of us have a memory of a skateboard and it goes like this: I tried it once and I fell on my butt SO HARD! Yup, that can happen. If though, with the proper terrain selection (Skate park with appropriate features), Updated equipment (I.E., not the board & pads you used 15 years ago), and proper mental approach (we are not 15 years old anymore), Joy & success can be found!

Let's look at the basics:

1. Proper terrain: Generally a slope or down hill graded road to skate down is better left to more experienced attempts. As a rule, anything paved that is steeper than the snow-packed beginner

hill at your mountain will be too fast and dangerous to early skate experience attempts. If you can, find a FLAT concrete or freshly paved surface, or a mellow mini half-pipe or small bowl. These features will allow you to ROLL at your own pace. Very gradual banks, bowls, or ¼ pipe transitions will be friendly and familiar to a new or re-newing skater... Avoid: sustained downhills, steep transitions, or anything that causes doubt.

2. Equipment: If you are one who snowboards first and foremost, try finding a skateboard deck that has the most feel underfoot, (i.e., between 8 & 8.75 inches wide. Doing so will allow you to take a wide stance between your feet, which equates to more stability (Read: good). As well, do not discount the benefit of pads. Wrist, knee, and elbow pads, along with a helmet will save much pain & suffering. When rolling, look for a board that doesn't wobble too much at first (i.e., tighter trucks). If as you get more comfortable, you might choose to loosen the trucks for quicker “carved-like” turns. Finally choose a wheel that is a bit softer, and gummer to the touch. Such a wheel will cause more rolling friction against the surface you are skating on and a slower, smoother ride.
3. Proper mental approach: Skateboards are like your Bi-polar best friend. They can be the greatest thing ever if you treat it with progressive respect one minute, and then kill you once you think “Wow! This is easy! I totally got this!” We've all seen the person that goes to a beginner hill with a snowboard and can ride the diamonds a few hours later. In fact, there's a joke that goes with that (See me this season to elaborate). This RARELY if ever happens on a skateboard. Progression comes not just with comfort, but also repetition.

Well anyway, here are a few basics (much of this is opinion based on 20 + years of skating):

1. Use a regular board about the width described above. Long boards are super cool, but are usually only good for hills and cruising. A regular board of 8” – 8.75” in width is good for mellow downhills and general skate park cruising. (Disclaimer: trucks & wheels do weigh in here, check with a Skate shop tech for additional advice). Avoid complete decks that come wrapped in plastic
2. When rolling, keep your feet as wide as your snowboard stance. Generally if your back foot is placed on the curved up kick tail and your front foot is placed over the front trucks, you are good to go. Narrow foot stance = you better know what you are doing or else (read= pain).
3. In regards to the above, always keep you Center of Mass between your feet while on a

skateboard. If your CM goes outside of you feet un-expectably, you will fall. This usually is a problem going down a ramp for the first time.

4. A paved surface as steep and as long as your beginner hill is the equivalent to an icy blue run for a new snowboarder. Beware.
5. You do not need to ollie, kick flip, or “go-big” to be able to use a skate park. If crowds are an issue for intimidation, find an open tennis or basketball court and find your groove pushing off, rolling, and getting your feet in place. Comfortable foot placement is the key.

Remember: Most skate parks are free to use and it is summer, thus great picnic & chillin' weather. Bring a picnic lunch, good equipment, and the right approach to a summer day of skating and you will likely find an extremely pleasant past-time that also serves as one of the best cross-over training tools to riding a snowboard you might find this summer. Need another thing to see me to talk over? Skateboarding's influence on snowboarding!!! Ha!!! ■

Reflections of the Dev Team tryout

By Amy Gan

2012 AASI Development Team member

After attaining my level III in April 2011 at Stowe, I had one specific goal that shaped how I approached the season of 2011/12; make dev team.

My plan for the season was to get involved with the training going on at my mountain as much as possible. I've learned that to go to every training day, you have to take those days off of work, otherwise you could get sent out on a lesson. I try to understudy and just go out and ride with different groups, that way you get to see different teaching styles and add a few things to your bag of tricks. The more brains you can pick, the better, and everyone in this AASI community is eager to help out.

What I had to work on most this year was learning to change my style of instructing from teaching students to running a clinic. A feat I am certainly still working on. Understudying other trainer's clinics and by trial and error I learned a lot about leading successful clinics. The few clinics I taught were kind of hit or miss. Some went great and ran smooth, others somewhat flopped, luckily they were friends and coworkers in the group, and they were ok and worked with me when I hit those few “ughhh what do we do next?” moments.

continued next page



New Educational Workshops for the Adaptive Schedule

By Kathy Chandler

In an effort to increase the number of opportunities for training adaptive educators we have added a few new courses for the upcoming season. We are excited to tell you about them and hope you will join us in continuing to expand your knowledge in this field. It starts with:

Adaptive Trainers Track at Gunstock Mountain in New Hampshire on January 5- 6. This clinic is designed for the trainers of your program to help them stay abreast of what is expected at exams, what the most current adaptive teaching methodologies are, and to share experiences and practices that work.

Tactics for Integrating Learning Differences at Mountain Creek in New Jersey and Pats Peak in New Hampshire are both scheduled on January 12 – 13. This clinic is for those who teach adaptive and alpine or snowboard as well. Each year we have more and more children with learning differences who are placed into a regular alpine or snowboard group lesson. That is what they are used to at school and many do not want to be singled out “special.”

■ reflections, continued

One of the best parts of my season was when I decided to go to Sunday River a few days early during the level two and three exams. By going up early I was able to meet and ride with others that were trying out for dev team. It was a little awkward that Monday morning when we all sat together in the lodge kind of sizing each other up as we got ready to ride. The first few runs we were all secretly trying to figure out if we needed to hold back and not show the “competition” our best riding before the tryout. About three runs in we figured out... this crew was WAY too much fun to hold back. From that point on it made no difference that some of us would make the team and others may not. The most important part of the tryout and what made it an amazing experience, was the camaraderie that the group developed. It was 100% teamwork that got us through the two most nerve racking days I can ever remember. Helping one another out became more important than making yourself look good.

It's amazing that out of all the AASI events I've attended, the one “competitive” event was by far the one that had the best group dynamic. I think that if there was the same sort of dynamic in the groups that I was in for my level II and III exams, there would have been a much better success rate. ■

How does the instructor deal with this type of learning differences in a class? We will explore how can we as adaptive instructors can help our alpine or snowboard schools with tactics that work.

Adding the Slider to Your Inventory is on January 28 -29 at two locations, Greek Peak Adaptive Sports in New York or Stratton Mountain in Vermont. The slider, while not a new piece of equipment is new to the exam requirements at all levels. There are many schools that do not have a slider and this clinic will give instructors an opportunity to understand its function, most appropriate uses, set-up and the opportunity to experience firsthand the limitations and benefits.

Experiential Blind Guiding for Advanced Skiers will be held at Sugarloaf/USA in Maine on March 9 – 10. This course will give instructors an opportunity to gain experience in guiding advanced visually impaired skiers. We will have some experienced visually impaired skiers join us. They will be

able to give you some feedback on your abilities and style. We will be skiing intermediate to expert terrain.

We also have some newer topics that include:

- Exploring Snowboard Techniques which explores the Snowboard exam process as well as what is current and working for teaching adaptive snowboarding.
- Skier Improvement for Sit Down Skiers which is designed for helping the more advanced sit down skiers.
- Improving your Tethering Skills. Tethering is something that is always improving and we are finding new methods to make it easier on us and better for our students.

We hope you will join us this year for some of the new educational events that will help you improve your skills. ■

Adaptive Development Team

By Kathy Chandler

The Adaptive Board of Examiners (ABOE) is very please to announce that we have accepted two new members to the Adaptive Development Team. They are Joe Hurley, who runs the adaptive program, The B.A.R.T. Program at Bromley. Joe has been in the adaptive skiing field for many years and brings his wealth of knowledge and experience to the ABOE. Alisa Anderson, who is also a new Dev Team member comes with many years experience in the Rocky Mountain division and now runs the adaptive program at Smugglers Notch. We are very excited to have Joe and Alisa join our education staff and look forward to working with them in their development into clinic leaders and examiners.

Both Joe and Alisa are Adaptive Level II and Alpine Level II and will be working towards their Alpine Level III in the future. They will be doing a lot of understudy work and clinics and Level I exams and training with our Adaptive Coach, Augie Young. ■

f.y.i.

Online Exams

Did you know – the online professional knowledge exams will be available beginning August 15th. Complete this part of the exam process before the season gets started and get a jump start on your path to certification!



“Growing Like a Weed”

Jeffrey W “Jake” Jacobsen
PSIA-E Children’s Committee Chair
ACE Team

As the winter season came to its abrupt end I took some time to think about the emphasis that is being placed on children’s education and the change this represents in snow sports. Years ago, the phrase “I don’t teach kids” was heard all too often in resort locker rooms but now I think even the instructors who may prefer to teach adults realize that the largest demographic

group taking lessons are ages 16 and under. If you want to teach...you have to teach kids!

PSIA and most notably PSIA-E have addressed this fact by embracing the Children’s Specialist Certificate Programs and adding these programs as requirements for Level II and III Certification. There has been a growing interest in these programs and the ACE team is pleased to report a high success rate among members seeking the CS 1 and CS 2 Certificates.

During the 2011/2012 winter season 291 members achieved their CS 1 Certificate and 24 members achieved their CS 2 Certificate. This is a great result for the 2nd year of these programs.

Of concern about these children’s events is that they are very much outcome driven, in that members are striving for a certificate. For some, the certificate is an acknowledgement for their years of experience teaching children and their dedication to professional development. For others, the certificates are a means to an end in that they are required for their next level of certification. Either motivation is fine as members are preparing and improving their

knowledge as it pertains to teaching and coaching children. Be sure to check the events schedule next fall because in addition to the Certificate programs there are a number of (*strictly*) educational programs specific to working with children such as:

- Eastern Children’s Academy (2 or 3 Day)
- Intro to Kids Zone
- Advanced Kids Zone
- Kids Race
- Snowboard Kids Zone

These events are comprehensive educational events and will provide insights to teaching kids that will improve your lessons and in some cases re-charge your creative energy.

So, to the members I say, never stop improving...attend a children’s education event next season. I also want to say thank you to the Alpine Certification Committee and the Director of Education and Programming for the great strides made increasing the emphasis on children’s education in PSIA-E. ■



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Season in Review

By Mickey Stone

PSIA-E Nordic Coordinator

Nordic was on line for another solid season until summer decided to show up on March 5-12 where temperatures in the Green Mountain spine reached 72 degrees at one point. For the next 10 days record breaking temperatures hit New England and we literally could watch snow just melting and brown patches occurring in hours showing the tell tale signs of spring on its way. Soon after this we received a snow storm (literally the first one of the year) except in hit only the northern tier, Jay, Stowe and Smugglers Notch. They received between 18-28 inches helping them finish out the season. Thus we ended up canceling 6 events with one of those being our Tele Fling.

We had a total of 165 (last year 251) Nordic Downhill attendees while we had 125 (117 last year) in Nordic Cross Country for a total of only 290. Out of the Cross Country 34 were enrolled in our Backcountry Education program leaving 83 true Nordic attendees. This program continues to receive high attendance after 8 years of programming with the Master Teacher Avenue. Not bad for a low snow year in X-Country Nordic.

As the trend continues our Off piste, Backcountry, Pro Jams, Rallies, Instructor training courses and our Tele Exam netted the most attendance. We are seeing more Nordic Adaptive clinics wanted by the membership, we had one with 18 Nordis at Bretton Woods in NH. This new upcoming discipline has just exploded with inquiries on setting up Nordic Adaptive Programs. We worked in collaboration with NENSA (New England Nordic Ski Association) and Eileen Carey their Adaptive Director to put on 3 events together. We look forward to continuing this relationship this season again. This season we will be branching out and specializing in specific adaptive topics to allow a more in depth look instead of a broad overview.

We would like to congratulate Mike Innes of Bretton Woods who is a new Cross-Country Development Team member. Mike is enthusiastic and has extensive manufacturer, race and resort background. We also welcome back Dave McGraw who was

reinstated to Cross Country Examiner after an 8 year sabbatical and we look forward to his unique analytical style to the team.

The Board of Directors approved an Action Plan with financial support for us to further detail our educational Telemark video on the PSIA-E website. We will be adding additional information in the advanced section of this video. Plus we will be incorporating the Telemark Components in much more detail with teaching activities to support the video. According to the office we have had almost 3000 hits or users to our Telemark Website. Not bad out of 10,600 total members who are 80% alpine skiers. This goes to show that these types of readily accessible educational materials are very worthwhile and effective for our memberships needs.

We will be starting this process for Cross Country this year also. We will be joining the other disciplines by having our written exams available on line. These exams can be taken before your on hill assessment. Thanks to our Dev team members and staff for working on this project.

Please see in memoriam about John Frado who paved the way for the organization and birth of NSP and PSIA-E. He was an inventor, leader, resolver and a fantastic man who will be deeply missed by all who knew him.

Thanks for all your support and as always a big Thank-You to our PSIA-E Nordic Team who consistently does what it takes to make it through a unique season like this past one.

Mickey Stone
PSIA-E Nordic Coordinator ■

Fall Master Teacher Indoor Clinics

NEW this season - all Master Teacher Indoor educational clinics are open to all members and non-members. One low price includes breakfast, course materials, professional education and lunch. Some courses are limited to ten participants so register early. Go to the Eastern Website at www.psia-e.org for complete schedule, course descriptions and application.■

Classy-fied



WANT TO BUY: Old ski books, pins, patches, postcards, posters produced before 1970. Natalie Bombard-Leduc, natski@capital.net, 69 Mount Pisgah Ln., Saranac Lake, NY 12983. 518-891-4781

Telepalooza 2013. Feb. 2&3, 11th annual 2 day Telemark freeheel festival. 7 Springs Mountain Resort PA. Clinics with PSIA Nordic Pros, GS races, Uphill/Downhill fun race. Food, drink and AWESOME swag. Kids 16 and under FREE to this event. Go to telemarker.org for more info. Sponsored by Western Pa ski Council, Appalachian Telemark Assoc. Penn Brewery, Kiss my Face, Leki, 22 Design, Clif Bar, Voile, Ultimate Direction, Ski Logic

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On-Any-Gear JUMPING EVENT at Lake Placid, NY

Wednesday and Thursday, September 5 & 6, 2012

FEATURE EVENTS				\$220
Num.	Event	Dates	Location	Deadline
001	Jumping Event	Sept 5-6, 2012	Lake Placid Jumping Complex	08/15/12



To Register: Please visit the website (www.psia-e.org) for an event application, fill it out and submit by the deadline of August 15, 2012. The cost is \$220 for PSIA-E/AASI members; \$245 for non-members. **Non-members, Registered and Level I Members must interview with Mickey Stone prior to registering.** Please e-mail him at: cpage3@aol.com. Applicants must be 16 years of age or above to participate. This event can be used for update credit for any discipline. Price includes coaching by PSIA-E/AASI Education Staff and ORDA coaches, trampoline usage, facility storage, pool fees, and handouts.

Fax your completed application to 518-452-6099 or...

Mail your completed application to 1A Lincoln Avenue, Albany, NY 12205

Location: The jumping complex is located just east of Lake Placid, NY, on route 73. Approaching from 73 west, the pools and jumps are on your left. Meet at the Complex Gate house, which is just above the pools, at 8:15am each day. You can't miss it - just drive to the base of the 90-meter jump.

Lodging: There is plenty of lodging nearby; go to "Lake Placid Lodging" on the web where you'll find a lot of places to suit your style and wallet.

Schedule: Training Time period will be 9am– 4pm each day, with a 1-hr lunch break. Feel free to bring lunch. There is a snack bar with lunch at the pools, and it is a short drive to town.

Snowboarders: You must be at least AASI Level II. If you have participated in the past events, and are not Level II but could negotiate the ramp-sliding portion effectively, please contact Mickey Stone via e-mail at: cpage3@aol.com. Wrist guards, kneepads and full clothing from head to toe is required for your safety.

Preparation: You will be training on trampolines for at least half of the first morning. Wear clothing appropriate for working out. No shoes allowed, so wear appropriate socks. Also, jewelry and sharp objects need to be taken off. These trampolines are outside, so you'll need to dress for the weather.

For the pool you will need:

- Boots that can get wet for Telemark, Snowboard or Alpine.
- Skis or boards, preferably short, 150-175 cm. It works best with less shaped skis. So your straightest, shortest pair would be the best.

- Helmet a must. A Pro Tec or ski helmet preferred; no bike helmets because you need some type of soft or hard earflap in case you don't quite land right in the water. Strap must be worn.
- PFD approved personal flotation device; not a seat cushion over your shoulders.
- Mouthguard found at any sports store (Play it Again, etc). One you put in hot water and form to your mouth.
- Optional
- Wet suit, shorty, Lycra suits, etc. Whatever you will be comfortable in during the temperature of the day. The water is not heated; it is in the cool 70s.
 - Towels, sunscreen and cameras or video.

Schedule:

Day 1

- 8:15-8:45 Meeting/Organization/Handouts/Waivers
- 8:45-Noon Framing Safety and Training Groups
 - * Warm-up flexibilities
 - * Trampoline etiquette and instruction
 - * Landing/turning/twisting/height
 - * Advanced moves for those with past training
 - * Viewing National Teams who are there

Lunch

- 1:00-4:00 Afternoon Gear prep/ Waxing/Safety on jumps/Into the water
 - * Approach/Take-off/Maneuver/Landing
 - * Adding tricks

Day 2

Repeat and continuation of the above. Trampoline to warm-up and into the pool when ready. The goal is to become more accurate with the basics and to add some tricks.

This is an excellent event to begin your freeride career. It allows you to learn how to become more aware of your body in the air, and what movements affect you during approach, take-off, performing the maneuver, and landing. Basic trampoline maneuvers will be performed before any tricks are added. The basic and simplest maneuvers will be experienced before adding more difficult ones. ■



OFFICE USE ONLY	
Date Rec'd _____	Event\$ _____
App Num _____	Other _____
Event Num _____	Total\$ _____

Alpine Snow Pro Jam - Alpine Master's Academy December 17-21, 2012 – Killington, VT

No Registrations will be accepted prior to September 24th. Any registration received prior to September 24th will be returned.

PSIA-E/AASI, 1-A Lincoln Avenue, Albany, NY 12205

Call (518) 452-6095 for information only. No applications accepted via phone.

Member No: _____ Primary Discipline/Level: _____ / _____ Date of Birth: _____

NAME: _____ Male / Female
Last First Circle one

ADDRESS: _____
Street/Box
 Check box if a change
City State Zip

HOME PHONE: (____) _____ WORK PHONE: (____) _____ CELL PHONE: (____) _____

E-mail address: _____

PAYING BY CHECK #: _____ AMOUNT: \$ _____

OR, Please charge to my: MasterCard or Visa \$ Amount _____

Exp. Date _____ Signed _____

ONE APPLICATION PER PERSON PLEASE

Note: The standard event application should be used for Tele Snow Pro Jam and will be accepted anytime – cost is \$340

Snow Pro Jam – Registered & Level I Members

Snow Pro Jam Cost - \$429 - Please select one option below:

- | | |
|--|--|
| _____ General Skiing Improvement | _____ Senior Program (for ages 55+) |
| _____ Level II Exam Prep – Part 1 Skiing | _____ Level II Exam Prep – Part 2 Teaching |
| _____ Race Program | _____ With Established Group _____ |
| _____ Under 40 | EXAMINER NAME |

Snow Pro Jam – Level II Members

Snow Pro Jam Cost - \$429 - Please select one option below:

- | | |
|------------------------------------|--------------------------------------|
| _____ General Skiing Improvement | _____ Senior Program (for ages 55+) |
| _____ Level III Exam Prep – Skiing | _____ Level III Exam Prep – Teaching |
| _____ Race Program | _____ With Established Group _____ |
| _____ Under 40 | EXAMINER NAME |

Masters Academy – Level III Members Only

Masters Academy Cost - \$489 - Please select one option below:

- | | |
|------------------------------|-------------------------------------|
| _____ Skill Improvement | _____ Senior Program (for ages 55+) |
| _____ With Established Group | _____ Under 40 |

Guest Banquet Ticket - Available on a limited basis at \$40

If paying by check, please submit separate checks for guest banquet tickets and event application.

Guest Name: _____

PLEASE REFER TO THE PSIA-E / AASI WEBSITE FOR ADMINISTRATIVE CHARGES
WWW.PSIA-E.ORG



2012 Snow Pro Jam – Masters Academy Registration Info



The 2012 Snow Pro Jam and Masters Academy will be held
December 17th – 21st at Killington, Vermont.

The available methods to register for these premier events has changed – no need to overnight your application! Applications will be accepted **online, by fax, by mail or even in person**. Yes – it's true, we are offering online registration to save you time and money! We will begin to accept applications beginning Monday, September 24, 2012. All registrations received on this date (or postmarked on this date) will be guaranteed a spot in the Pro Jam or Masters Academy. And... the cost remains the same as 2010 and 2011, no price increase! **No applications will be accepted prior to September 24th. Applications received prior to September 24th will be returned.**

PREMIER EVENTS - These events are made possible in part through a grant from the PSIA-AASI Education Foundation				
Num#	Event Title	Open to	Limit	Price
020	Masters Academy	Open to Level III Members	80 Participants	\$489
021	Snow Pro Jam	Reg, Level I or II Members	350 Participants	\$429
651	Tele Snow Pro Jam	Open to all members & Non*	No Limit	\$340

* Non-members may attend the Tele Snow Pro Jam for an additional \$25, but online registration is only available for members. Snow Pro Jam and Masters Academy are only open to members. Non-members should complete an event application available on the Eastern website at www.psia-e.org.

- Complete the Snow Pro Jam - Masters Academy Application in this issue or apply online
- Faxed applications will be accepted
- Applications may be hand delivered to the office
- Applications will be accepted through the November 28th deadline as space allows

What Is Pro Jam and Masters Academy?

Pro Jam and Masters Academy is the gathering spot for nearly 500 snowsports instructors, sponsors and guests from all over the East Coast. Each day offers great skiing, coaching and après ski activities along with the opportunity to network with other snowsports enthusiasts. Sponsor Showcase will be on Tuesday, Afternoon optional sessions offered on Wednesday, A Grinch Banquet is on Thursday evening and wrapping up on Friday with a full day of fantastic skiing with the best coaches in the country! There are groups for those who want to gear up for the season, or for people who want to begin preparing for exams. Regardless of which type of group you choose, you can expect to have a great time.

Guest Package for the Snow Pro Jam & Masters Academy:

A Guest Package will continue to be offered through the Killington Snowsports School. Guests need to register directly with Killington for the five-day lift ticket and five, daily two-hour (AM) lesson package with a maximum group size of five. There will be no limit to the number of guests who may take advantage of this option. Cost of the package is \$235 and does not include a banquet ticket. Sign up by calling Killington Snowsports School at 1-800-923-9444 after October 15, 2012. Please identify yourself as a PSIA-E Pro Jam guest.

Banquet Tickets:

There will also be a select number of banquet tickets reserved for guests. Any member wishing to bring a guest to the banquet should include the guest name and payment on their application where indicated. Payment of \$40 must be included with the application and there will be absolutely no refunds given once payment has been accepted. ■

More than \$15,000 in PSIA-E/EF Scholarships Available for All Disciplines

New Level II Prep scholarships approved by Board in 2012-13

By Dave Welch, PSIA-E Board Secretary, Scholarship Review Committee Chairperson and Michael Mendrick, Executive Director

Don't miss out on this great member educational benefit!

Each season, the PSIA-E Education Foundation makes monetary scholarships available to members who wish to further their education or certification status within PSIA-E, PSIA and AASI. The training that members receive as a result of the scholarship program increases their productivity and value as a member and as an instructor in their particular snowsports school. Scholarships are awarded based upon financial need, personal/professional goals, snowsports school experience, and ability and means to share the benefits of the scholarship with other staff members and snowsports area guests.

Scholarships are available to any member in good standing. You still need to meet the requirements of the specific fund for which you apply. You may not receive scholarship monies from the same fund two consecutive seasons. All scholarship applications are reviewed and awarded by the Scholarship Review Committee, which is made up of PSIA-E Board of Director members. Following are the different types of scholarships available:

Membership Scholarship

The Membership Scholarship is open to members of all disciplines and certification status. This scholarship can be used for all PSIA-E, PSIA, and AASI educational and certification events. Thanks to the generous support of sponsors and members via donations of items and dollars for our "super raffles" each season, this fund now has a balance of nearly \$30,000. One-third of that balance (approximately \$10,000) is available for scholarships this coming season. This fund has increased available scholarships more than four-fold from just \$1,600 in 2003 and can now support more than 50 scholarships each season (based on an average of \$150 each).

Announcing the new "Professional Development Scholarship for Level I Members"

This is a newly designated "Professional Development Scholarship for Level 1 Members" that earmarks 20% of the existing available Member Scholarship funds (approximately \$2,000) for Level 1 members to use specifically for L 2 prerequisite courses and practice exams in prep for taking their L 2 skiing and teaching exams. If you are looking to prepare for your Level II exam this coming season this is the scholarship for you!

Terry Fund Scholarship

The Terry Fund Scholarship is designated for members of all disciplines with at least a Level 1 certification status who desire to further their education in the area of snowsports instruction for children.

This includes all PSIA-E, PSIA, and AASI educational events that specialize in children snowsports issues. Approximately \$600 is available for awarding from this fund in 2012-13.

James Leader Memorial Scholarship

The James Leader Memorial Scholarship is open to members of all disciplines and certification status who desire to further their education in snowsports instruction. Applicants must be a member of PSIA – Eastern, with first priority given to employees of the Killington Snowsport School. Second priority will be given to members from Region 2 (Vermont), and the remainder available to all members of PSIA – Eastern. The James Leader Memorial Scholarship has a separate application form and different criteria from other scholarships (e.g. member at least one year, requires a letter from your snowsports school). \$1,000 is available for awarding each season. To obtain a copy of the criteria and an application form, please visit the PSIA-E website at www.psia-e.org.

CE Burbridge Memorial Scholarship

The CE Burbridge Memorial Scholarship is open to members of all disciplines and certification status who desire to further their education in adaptive snowsports instruction. This includes all PSIA-E, PSIA, and AASI educational events that specialize in adaptive snowsport issues. The fund supports both the subsidy of Adaptive consulting programs and \$500 in individual scholarships each season.

Education Staff Scholarship

This scholarship is open to any member of the Board of Examiners, Development Team or the Divisional Clinic Leader squad. This scholarship is designed to help individuals in these groups to expand their knowledge and skills beyond regular training sessions, or to gain expertise in another discipline/specialty. This scholarship allows members of these groups to serve and educate PSIA-E members more effectively. Approximately \$3,000 is available for awarding this season.

William Hetrick Editorial Scholarship

The William Hetrick Editorial Scholarship was created by the PSIA-E Education Foundation Board of Directors in June of 2011 to provide a long-term legacy for Bill Hetrick and recognize his passion for both snowsports and writing about snowsports and the mountain experience. It will be an annual program that awards five (5) scholarships in the amount of \$200 in education "dollars" that recipients may use to register for PSIA-AASI education events. The scholarships will be awarded to contributors to the *SnowPro* and judged by an editorial review group that will read and evaluate submissions made to the Your Turn and Guest Editorial sections of the

SnowPro each season. It is the hope of the Board that this scholarship encourages members to contribute articles and editorial pieces to the *SnowPro* via the Your Turn and Guest Editorial sections and to reward them with professional development funding to continue their professional and personal growth. 2011-12 was the first submission and review season with scholarship awards beginning in 2012-13. All Your Turn and Guest Editorial submissions in 2012-13 will automatically be entered into consideration for the following season.

How to Apply

For all funds, eligible members can obtain a scholarship application by calling the PSIA-E office at 518-452-6095, or visiting the PSIA-E web site at: www.psia-e.org. You will find information on the scholarships under the "Member Services" heading and "Eastern Benefits" tab.

Complete the entire application and mail or fax it to the PSIA-E office, postmarked no later than Friday, September 30, 2012. If you fax your application, please call to confirm receipt. The PSIA-E fax number is 518-452-6099.

The Scholarship Committee will review and evaluate applications at the October 13-14, 2012 Board of Directors meeting. Applicants will be notified of the committee's decision by mail, in early November.

You must register for the event (by the event deadline) by completing and submitting an event application card. You should apply well before the event deadline, and include full payment if you have not, at that point, been informed of a scholarship award. If you have received written notice of your scholarship, please indicate that on your event application. Anyone paying for an event and then awarded a scholarship will receive a refund in the amount of the scholarship following attendance at the event. Scholarship awards may be for partial or full event fee of an event. Please be aware that the number of applications always exceeds the available funding, so not all applicants can be awarded a scholarship.

Applicants who are awarded a scholarship are encouraged to write an article relative to their event experience, or to relate how information gained from the event is being utilized. Submit the article, by e-mail if possible, to the PSIA-E office at: (psia-e@psia-e.org). Articles should be submitted within a month of the scholarship event, if possible. A limited number of scholarship articles will be selected for publication in the *SnowPro* newsletter.

Thank you for your interest in continuing your snowsports education, and good luck! ■

Education Foundation Donors

The PSIA-E Education Foundation expresses its sincere appreciation to the following members who have contributed at least \$50.00 to the Foundation through the annual dues “add-on” program. Since no dues or program fees go to the EF, contributions are the primary source of support for the Foundation and its scholarships. Thank you!

Richard A. Adams	Carla DeMendonca	Patricia King	Barbara T. Schneider
Ronald E. Adinolfi	William M Deriscavage	Robert M. Koontz	Hubert Seemann
Dennis Alessi	Robert J. Deutsch	Karlis V. Kopans	Robert M. Shane
William Bland Allen, III	Domenic DiDonato	Michael B. Korber	Allen Shaver
Jackson L Anderson	James R. Drummey	William E. Kramer	Dr. Lennie Shaw
John Andras	Stephen Duclos	Fred R. Leff	Stephen Sheehy
Thomas O. Andrews	Theresa M. Dunn	John M. Lewis	Philip D Shutler
Wayne Berthiaume	Annonymous	Elizabeth Limerick	Julia Lyman Simonds
Ross Boisvert	Dan Earley	Eric Lipton	Patrick J. Simpson
Donald E. Booth	Karen M Earley	Rita Liptz	Craig F. Smith
Louis J. Brawerman	David L. Farrell	Richard S. Mailman	Edward J. Smith
Jim R. Brown	Janet L. Farrell	Robert Malecki	John W Sniezyk
Joy E. Buhler	William F. Fusco	Stacy T. Malecki	Emily W. Spiker
Herbert W. Burnham, Jr.	Reinaldo Gonzalez	Richard Marron	Elizabeth Starr
Robin Calitri	Cody Gossard	Stephen J. McGrath	Linda Steinle
Linda J. Carabis	Pamela V. Greene	James P. McHale	Robert Steinle
Russell Carr	David F Greenleaf	Paul Meck	Mickey Stone
Joe Cartier	Thomas Haas	Richard A Metcalf	Peter Stransky
Michele J Cavallaro	Ed Hale	Robert Montbach	Philip A. Straus, Jr
Julian P Ceike	Douglas Hammond	Mike Murdock	John J. Tatro
Charles F. Clark	Ash Hartwell	Dolores Nolder	Christopher Tinkham
Larry W Clark	Andrew D. Hawk	Geoffrey Parkinson	Randolph E. Trow, Jr.
Dr. David F. Clune	Dwight Holland	Stephen G. Paxson	Kim Ursini
Edward Collins	Stephen Howie	George B. Phalen	Andrew VonDeak
Eugene C. Connell	Peter Isaia	JoAnn Pietro	John A. Wheeler
John E.F. Cossaboom	Richard Jackson	James Polinchok	James S Wickersham
Kathryn Y. Cowdery	Robin L. Jackson	Mary M. Prather	George Wilson
Myron L. Cummings	Robert M. Jinkins	Ole Retlev	James M. Wilson
Doug Daniels	Murray Johnson	Thomas Riford	Joseph Yanushpolsky
David J. Davis	Kirk E. Jordan	Albert Rosenblatt	Sander Zangardi
David A Day, IV	Peter Urs Jucker	John T. Schiffman	Roger Zilliox
Timothy DeFreitas	Arthur Kanzaki	Fred W. Schmidt, Jr.	
Robert Del Boca			

Snow Pro Jam – Masters Academy

Did you know – members may register online, by fax, in person or by mail. No need to overnight your application! Go to the Eastern Website at www.psia-e.org and click on the Pro Jam Logo for complete registration details and application! ■

Jumping Event – September 5-6

For several years PSIA-E has offered a fabulous jump clinic at the Olympic jump site in Lake Placid. These clinics are open to all disciplines and are an opportunity to earn clinic credit while doing something out of the ordinary... not to mention ridiculous fun. Mickey Stone and Suzy Chase-Motzkin have great pleasure sending the tremendous variety of participants, male and female, hurling through the air to land in the bubbled pool. Check the Eastern Website for complete details and application. ■

Team Elevations

Congratulations to our current AASI and PSIA-E education staff members that were elevated to new positions! The following elevations were approved at the June 2011 board meeting.

AASI Examiner

Greg Fatigate
Mark Marino

Alpine Examiners

Chris Dayton
Joel Dewey

Congratulations

In Memoriam

Skimeister Herbert Schneider dead at 92

Written by Tom Eastman

Excerpted from the Conway Daily Sun

CONWAY — “Son of the Father of Modern Skiing,” but so much more than that, Cranmore skimeister Herbert “Zip” Schneider took the last “ski run” of this life in the early morning hours of Sunday, June 10. Gentle-natured and of gracious good humor, Schneider, 92, a former Cranmore owner and a member of the U.S. Ski Hall of Fame, passed away with his family at his side at Maine Medical Center after a period of failing health.

He was 92.

Cranmore skimeister Herbert Schneider (1920-2012) is shown in April 2005 outside the house where his famous father Hannes Schneider (1890-1955) was born in Stuben, Austria. The Schneiders arrived in North Conway in February 1939 after North Conway native and influential financier Harvey Dow Gibson (1882-1950) won Hannes Schneider's release from Nazi captivity in Germany. Herbert Schneider died June 10 at age 92. (TOM EASTMAN PHOTO)



Editor's Note: Mr. Schneider was also a Life Member of both PSIA and PSIA-Eastern.

Dr. Bob Harney

Submitted by Kathy Chandler, PSIA Adaptive Coordinator

The adaptive sector has just lost a good friend and pioneer in the field of adaptive skiing. “Dr. Bob” Harney passed away peacefully on June 12 after a long and hard fought battle with cancer. Dr. Bob was a founding member and past President of the New England Disabled Sports at Loon, one of the leading programs for people with disabilities in the east. He was PSIA Level III Adaptive and Level II Alpine certified and touched so many of us along his way. He was the first to believe in and encourage those around him to achieve their best and move into the PSIA certification pathway or the race arena.

Dr. Bob was instrumental in developing the medical classification system for racers both nationally and internationally. He was on the International Paralympic Medical Classification teams in both alpine skiing and cycling. He attended every Paralympic Games since 1998. In recognition of his contribution to adaptive sports he was inducted in the National Disabled Ski Hall of Fame last winter at the Hartford Ski Spectacular PSIA National Academy at Breckenridge in front of 700 of his friends and cohorts. It was a well deserved tribute for a man who has given so much to adaptive skiing. He will be sorely missed in the adaptive community, but his legacy will carry on with the many people he touched and helped during his lifetime.

Charlotte Maves Montbach

Excerpted from the Rochester Democrat & Chronicle

Chatham, MA: 70, died peacefully in her Chatham home, July 6th, 2012, following a brave battle against ovarian cancer. Charlotte was born on Staten Island New York, March 2nd, 1942 and was raised in Irondequoit, New York. Pre-deceased by her parents Sidney James Maves and Charlotte Ottilie Berg Maves. Charlotte attended the West Irondequoit schools where she met her future husband, Robert T. Montbach. After graduating from West Irondequoit High School, Charlotte went on to get a bachelors degree with honors from Richmond College of the City University of New York. In the '60s & '70s, Charlotte and her late husband, John D. Buswell, lived internationally. In 1984, Charlotte reunited with Robert T Montbach D.M.D., whom she

married Jan. 1st. 1987, and moved to Chatham. Charlotte was an avid fiber artist, skier and a loving “wicked stepmother”.

Charlotte was an Alpine Level 1 member and winner of the “Benji” Award at the PSIA-E 2011 Snow ProJam event.

George Ben Roach Jr.

George Ben Roach Jr., 79, Director of Anthony Lakes Ski Resort Learning Center, passed away Friday, April 6, 2012 surrounded by his immediate family.

George was born March 31, 1933 in Scarbro, West Virginia to George and Mary Roach. After graduating from high school in West Virginia in 1952, he enlisted in the Air Force and was stationed in London, England until 1956. During his service, he was awarded the National Defense Service Medal as well as the Good Conduct Medal. After his honorable discharge, he began his career with the Central Intelligence Agency and pursued studies in Engineering at the University of Maryland and the Capital Institute of Technology.

He met his wife Janice while they were both working in Washington DC and were married February 18, 1961. They lived in Arlington, VA where they began their family in 1963.

Throughout his career he traveled extensively. And, from 1966 to 1979 was stationed in Cyprus, Thailand and Okinawa. His dedicated years of service were recognized by an award of merit for superior performance of duty. In 1979, George and his family returned to the United States and resided in Manassas, VA.

George loved fishing, camping, boating and photography but his passion was skiing. He was a member of the ski patrol, however his greatest reward was teaching others to ski. He accomplished this as a Professional Ski Instructor and was also an Assistant Director of Teen Winter Sports.

After retirement, George and Janice moved to Baker City, OR. Together they continued to enjoy their love for the outdoors. His passion for skiing flourished at Anthony Lakes Ski Resort. There he developed and nurtured others to become professional instructors and continue his legacy.

Robert L. Mackey

Excerpted from the Glens Falls Post-Star

Robert L. Mackey, age 58, died peacefully Monday morning, March 12, 2012, at his home.

Born June 18, 1953, in Albany, he was the son of Louise (Zahn) Mackey and the late Arthur L. Mackey. He was a graduate of Colonie Central High School and Rochester Institute of Technology, where he earned a bachelor degree in business administration.

Bob worked at General Foods for 10 years. He later operated the family business, Luzerne Market, with his parents and brother, Steve.

He married Cheri (Hermens) Hadden on Jan. 17, 2007, in Lake Luzerne .

Bob enjoyed skiing, kayaking, biking, hiking and traveling. He especially enjoyed ski vacations with Cheri to Switzerland.

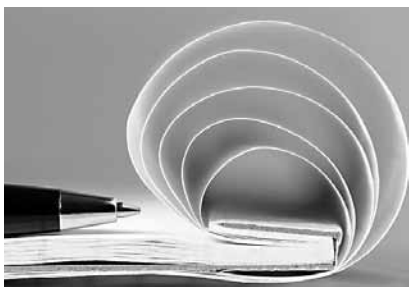
He was active in the “Tour de Cure,” worked evenings as a ski instructor at West Mountain, was a member and two-time president of the Hadley Luzerne Lions Club, was a member and past president of the Lake Luzerne Chamber of Commerce, and a was member and past president of Tau Epsilon Phi Fraternity.

continued next page

John J. Frado, Jr. 67 of Winchester, NH died at home June 20th in his wife's arms as a result of complications from a traumatic brain injury incurred in December while building a barn for his beloved tractor "Moose." He leaves his wife Chris Hall Frado and their daughter Rebecca Pratt, son-in-law Richard Pratt, grandchildren Bradley, Reilly, and Olivia Pratt of Winchester, two sisters, Kathleen Sousa and her husband Bill of Seekonk, MA and Rev. Cynthia Frado and her husband James Walker of Amherst, MA, and many nieces and nephews. He was pre-deceased by a sister, Madeline Jeffress, and his parents, John and Eva Diaz Frado, all of Somerset, MA. John was born in Fall River, MA and was raised on his grandfather's extended family farm in neighboring Somerset. He received an Associates Degree in Arboriculture from Stockbridge School of Agriculture, and from the University of Massachusetts, a B.A. in Park Management, and a M.S. in Resource Planning. He attended college on scholarships for both football and rodeo. He pursued careers as a rodeo bull rider, a smoke jumper for the US Forest Service, a logger, a cattle rancher, a firefighter and ambulance attendant for the Amherst, MA Fire Department, land planner and recreation supervisor for Northeast Utilities/Northfield Mountain, and in his later years as a principal for his consulting firm, Nordic Group International, a land planning and recreation trail design company. John was a visionary who so enjoyed planning and creating whether it was a multi-million dollar, four-season, multi-use recreation trail system or designing and building a driveway for a friend's home. He was instrumental in the founding of Cross Country Ski Areas Association and the development of the Nordic divisions of the National Ski Patrol and the Professional Ski Instructors of America. He was an avid outdoorsman who liked time in the woods, cross country skiing, telemark skiing, rock climbing, spelunking, archery, wilderness paddling, and kayaking. He was also a sculptor working with wood and stone as well as a builder of timber-frame structures. Due to his unique talents as a trail designer John served his country overseas during the Vietnam War as a civilian consultant. John enjoyed

reading, rock collecting, and traveling. He was a consummate storyteller with a great sense of humor. He will be remembered for his humility, friendship, strength, intelligence, passion, sense of adventure and exploration, and a sweet tooth as big as his head of curly hair.

Shirley (Lee) Self Brotherhood 84, passed away peacefully in Hartford on May 1, 2012. Lee was born on July 22, 1927, in New Canaan, to Margaret Cabell (Nonie) Self and Sydney B. Self. Nonie Self was the founder of the New Canaan Mounted Troop, a riding academy that still exists today. Subsequently, Lee learned to ride horses almost before she could walk, and by an early age was an accomplished equestrienne and riding teacher. In 1945, Lee graduated from The Knox School on Long Island, NY. She married John O. Brotherhood, also of New Canaan, in 1949, and they moved to West Hartford. While raising four children, Lee was also a member of the Junior League of West Hartford, the West Hartford Art League, the annual Children's Services Horse Show, and various other civic and volunteer organizations. She was a thirty year member of the Professional Ski Instructors of America, teaching skiing at Mt Tom in Massachusetts and elsewhere throughout New England. She was a fearless and fun loving athlete, and besides riding and skiing, she also sailed and played tennis. A lifelong animal lover, Lee was never without two, three or more beloved cats. In her later years, Lee began to focus on drawing and painting, and has left us a wonderful legacy of bold and beautiful watercolors of flowers and landscapes, many of them painted in her Block Island studio. Lee was preceded in death by her husband John and her daughter Victoria. ■



Upcoming *SnowPro* Copy Deadlines

If you are submitting articles, information or ads for the *SnowPro* please note the following deadlines for upcoming issues:

Early Fall: August 17, 2012
Fall: October 12, 2012

Writing Guidelines

General member submissions to the *SnowPro* should not exceed 1,000 words and should be sent to mmendrick@psia-e.org as a MS Word document attachment. Please see additional guidelines on page 2 of this issue under General Information. Thank you! ■

■ [president's message, continued](#)

less members each and do not have similar structures for us to interact within, but they would be kept apprised of developments and asked for follow up and input. We are excited to host this "summit" and will prepare diligently to make this a positive and productive meeting.

Your voice is and will be heard well beyond the geographic boundaries of the Eastern Division, and yours combined with the voices of thousands of others member's voices is what guides this association.

Please interact at every opportunity, feel free to contact me, contact your regional directors and representatives, we need your voices to give us one. No one in this association is more important or valuable than you are!

Enjoy the rest of summer, keep safe, well and fit! I'm gonna' go pedal my butt off on my own personal Tour de Farce! ■



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I'm Not Hoarding Straight Skis...I'm Doing Research

By Tom Butler, Region 1 Director

Straight skis kick ass! There, I said it and I'm not taking it back. You may see these as relics at the transfer station but I see untapped potential. My wife wishes that I saw them as junk so I could stop bringing them home and my neighbor wishes that I would see them as junk too so I would stop stashing them behind my shed. I can't do it though and the reason is, chances are, those skis have never really been skied. Sure they've been pounded on and skidded all over the place -- all 203cm of them yet have they ever truly been used the way little French engineers designed them?

The truth of the matter is that I couldn't ski the damn things either. Reverse camber seemed like an exotic world to me, a dreamed up place inhabited by unicorns, rainbows and never ending reruns of Star Trek (my dream). The best I could do was to fake it. I'd crank and jam the things, sit just a teeny way back and...pow...launch off the snow and recover in the air (Bro!!! That ski has so much energy). Edging above the fall line? 'Fall Line' was another fancy term which literally translated into, "your face will land right there". The reason I'm so enamored by these skis is that it has only been within the past several years that I have finally figured out how to ski them and I owe it all to shaped skis.

Quite a few years ago this guy I know, we'll call him Alan Sadler was skiing around in the height of shaped ski mania on straight skis. I never really asked him why but he's an outstanding skier so I figured that this cat must have been on to something. I took out my wife's old 195cm Rossignol 7xk's and started to feel some neat things. Shaped skis had me, all of us actually redefining the skills concept. The edging bubble in the Venn diagram in the PSIA manual was getting really big and the rotary bubble kept shrinking as ski shapes became more aggressive. Why would anyone need to pivot a ski again? Just think about tipping them and you were on rails. We changed the way we taught skiing to beginners and gave them shaped skis too.

A funny thing happened along the way though. We began slicing up snow from way, way up in the top of the turn and left deep arcs that could hide a small Cadillac but the way we got there was troubling. In order to get that extreme edge, we started moving our bodies inside the turn practically before the old turn even ended. We began to move inside the turn too early in order to compensate for the aggressive edge. As the turn developed, our inside leg got really flexed, so much so that we needed to get it out of the way so we could get our hips floating just over the snow surface, which by the way happened to be the coolest looking thing ever! To accomplish this our inside foot would slide forward to make way for the hips to accommodate the added forces at the bottom of the turn. Ski lead change increased and hips started drifting behind the feet. And guess what... the skis still left bitchin' arcs so what incentive existed to stop doing that other than one of my mentors...oh, let's call him Lani Tapley, saying "stop doing that!"

Enter Alan Sadler and the straight skis. He always looked to be over his feet so athletically and still left trenches. I was trying to get my feet further away from my body than physiology would allow and couldn't do what he did so what was going on? The experiment on those 1992 Rossi's was earth shifting for me. On my very first turn on pitch I fell right over. The second turn too. By the third turn I started to not like being on my side so I brought my feet under me more and began to...wait for it...turn the legs with edge engagement throughout the turn. I didn't fall over. My body was more over my feet and I was kind of making little trenches. The takeaway for me was that I didn't need to get waaayyy inside to get the skis to turn.

The straight skis though felt so energetic. Incredibly, a 15 year-old ski at the time felt more lively that it did back in the early 1990's when it was fresh out of the plastic. The flip side is that what I was missing back in the early 90's was the stuff that made shaped skis so much fun, namely big edge angles. And, getting back on my shapes amazed me that what was missing were those things that we did on straight skis that made them so good (read: leg rotation).

However, I wouldn't recommend going out on old bindings. You're rolling the dice there and no shop worth their salt will service a binding from the last century! Mount up some newer bindings and give it a go next season. Many of these skis still have a lot of life in them and if any of you are like me (God help you if you are), you'll find them both exciting and a challenging or in other words, fun. The end result will be that you're skiing will rediscover some things that have been itching to get out! You will also have a legit excuse to hold onto those straight skis.

You're welcome. ■

f.y.i.

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This section is utilized for the publication of articles from the membership, and we invite your active participation. Content reflects the opinion and knowledge of the writers only, and is not to be interpreted as official PSIA-E information.

Ski Some, Talk Some, Ski Some More

By Sandra Bobling

PSIA-E Alpine Level I

Gatlinburg Snowsports Center

Ober Gatlinburg, TN

2011-2012 EF Scholarship Recipient

Skiing and talking—that summarizes my great week at ProJam 2011, Killington, VT, that gathering of winter die-hards, crazy people who love cold and snow. My inspiring moment was that I had an entire week of inspiring moments at ProJam! It was a week full of new discoveries. I went there for great ski instruction on Level II exam prep, which I got lots of from my clinician, Don Haringa. Thanks, Don!! What I hadn't planned on was the learning from all the gabbing that went on in between skiing skills and drills. Chair lift talk...there was lots of lateral learning going on there! Some of it was pretty far from the center line but was beneficial to ski teaching anyway.

We skied a lot, of course (that's good). We worked on a lot of skills and drills, including, but not limited to, carving drills—inside edge of the outside ski; strong inside half; “Heisman hands”; falling leaf; one-ski; strategies and practice for skiing moguls; how to ski New England Clam Powder; skiing (almost singing) in the rain; indoor dynamic parallel boot exercises during the downpour; and some just plain skiing for fun. It was hard work, but fun, too.

As for all of the lateral learning stuff, it covered a wide swath. It ranged from watching lots of great skiing by National and Eastern Team members, to snowmaking technology, to how PJ's wrinkle under insulated ski pants make them a better insulating layer than conventional longies; from how ice skating is a good sport for transfer skills for skiing, to when Alexander the Great was great, to how Don Haringa got his nickname, ‘Bugs’, as well as the usual getting to know your new snow friends.

All that skiing and talking sparked some new ideas and also raised some new questions, such as, if it's taking me all week to improve my skills even a little bit, what can I really do for my students in a one hour lesson??? And one of my favorite quotes from Don, when we were working on exam tasks, that is still ringing in my head, is “Work on your skiing, and the tasks become easy.” I came home encouraged and ready to practice.

I've also already used some of what I learned at ProJam at my home mountain. I recently led a clinic for my fellow instructors on how stem christies are different from wedge christies. It used to be about as clear as mud, but Don demonstrated and explained the difference beautifully. So I was able to take that little lesson and turn it into a clinic, and when I was finished, one of the much more experienced pros who was in attendance took it from there and added some commentary on skiing history and the evolution of technique, and how those changes in technique affect skill progression and application. It was like a perfect storm of learning—lots of lights came on...

I loved ProJam and wish I could go there every year. It was a great week being with other crazy people like me, trying to ski better, and getting lots of new things to think about. Thank you very much to the PSIA Education Foundation and to all who contribute to make event scholarships possible! ■

My First Time at National Ski Academy – Snowbird 2012

By Joe Moore, Alpine Level III, Liberty Mountain, PA

Skiing a very challenging mountain with the National Team was a very positive experience for me. I truly enjoyed my group, consisting of Karen, Dan, Marie, Jack, Larry, Steve, and Eric Lipton, the National Team member. We had a lot of fun and worked on some good stuff. Coming from a small mountain in the east with 500 vertical, hard pack and ice is my condition du jour. So, this was a huge opportunity for me to ski a big mountain with steep, off piste and powder and to have the benefit of being coached by the best. The thing that impressed me the most was being fortunate enough to ski with seven team members from whom I kept hearing the same messages over and over. There had been times in the past when after an event, I would have some confusion reconciling instruction from one examiner with instruction from another. This time, however, there was clarity and consistent reinforcement of the same simple principles, which in my mind meant that all the team members were on the same page. How refreshing!

For me, the biggest focus or principle was managing pressure. Skiing a big mountain with off piste and steep translates into speed and feeling out of control, and therefore emphasizes the importance of managing pressure. So here's what worked for me:

- initiate turn early but with less edge angle
- shape the first part of turn with a little skidding
- “go out to come in” (a quote from a team member) meaning transfer weight to the outside ski before moving to the inside (details to come)
- keep your hips facing down hill, which really helps on the steeps

Allow me to elaborate on one of the tips above. For me to accomplish a carved turn back east on hard pack snow, I would simply move my center mass to the inside of the turn. My inside ski would engage first, and then the outside ski would engage as pressure increased through the apex of the turn. However, in powder and off piste, an entirely different story. When I applied the same tactics, I found myself in trouble. My inside ski would start tracking away from my outside ski, which was when the light bulb came on. “Go out to come in”, an expression one of the National Team members used, started to make sense to me. “Go out” refers to transferring weight to the outside ski first, and “come in” refers to moving your center mass to the inside of the new turn. By doing this, the outside ski slices through the powder or crud, allowing the inside ski to be easily steered to match and support the outside ski.

In short, I highly recommend this experience for all skiers, but especially those who come from small mountains and don't have the benefit of skiing powder and off piste. ■

Skiing makes me feel great, and it gives my legs such an incredible workout.

-Joely Fisher



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