



A Changing of the Guard Thank you to outgoing volunteer leadership; welcome to your new leadership team!

By Ross Boisvert, Eastern Division President

On June 27 of this year it was my honor and privilege to succeed Eric Jordan as your Eastern Division president. He will be a very tough act to follow and I will do my best to apply his level of dedication and commitment to the Eastern Division of PSIA-AASI over my three-year term.

I want to begin by offering my sincere congratulation and sincere thank you to Eric for his outstanding efforts on our behalf during the past three years. At our June Board meeting we presented Eric with a glass service award and a framed collage highlighting the achievements of the Eastern Division during his term. Eric thinks he is “all done” but believe me – I will be relying on his counsel and insight for many months to come!

Also during our June Board meeting, the Board elected Pete Howard as the new Vice President (to become President in 2020), Dave Beckwith Sr. as Secretary and Peter Holland as Treasurer. Congratulations to all three and I look forward to collaborating with them on the Executive Committee during the new term.

A well-deserved thank you was issued to Dave Welch and Katherine MacLauchlan for their service on the Executive Committee as Secretary and Treasurer (respectively) for the past three years. They both remain on the Board as Region 3 and Region 2 Reps.

Dave served two terms on the Executive Committee as Secretary in 2011-2013 and again from 2015-2017. Katherine has served as both the Secretary (2014) and Treasurer (2015-2017).

Last but nowhere near least – Ron Kubicki has been a veteran of volunteer leadership service to the members with a total of 15 years on the Eastern Board including the last 9 years as Vice President, President and Immediate Past President. Ron also served two terms on the ExCom as Secretary and was a Region 5 Director or Rep beginning in 2002. Thank you for all your leadership and passion, Ron!

So, we are off and running and looking forward to working with our National association, our committees, our Snowsports schools and most importantly our Eastern members to make the coming season and beyond the best membership experience possible! You may reach me anytime with your thoughts, ideas and input at rboisvert@psia-e.org. ☺



Eric Jordan



Pete Howard



Dave Beckwith Sr.



Peter Holland



Dave Welch



Katherine MacLauchlan



Rob Kubicki

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What We Did on Our Summer Vacation...

By Don Haringa, Director of Education and Programs

Many of our members have asked me what the PSIA-AASI Eastern office staff does in the summer. From these conversations, I believe that most of our members have the impression that summer life at the PSIA-AASI Eastern office involves hammocks, umbrella drinks and Hawaiian garb. Admittedly that sounds nice but, umm, not so much! Here in the PSIA-E office we are busy, busy, busy! We're making changes, introducing new programs and while you are barbequing your favorite summer grill food we are cooking up all kinds of good stuff for you this coming season. Here is a sneak peek at some of the things we're planning.

The Eastern Alpine Tech Team is rolling up their sleeves and starting to work on several projects. Over the next couple of months they will be updating the Alpine Exam Guide and the Alpine Study Guide. They will be rewriting the Level II and Level III exam scenario cards. They will also be involved in reviewing the Eastern Division's e-learning courses, as well as updating the course descriptions on the website. They are continuing to work on a new teaching standards video (which will appear on the Eastern Division website and accessible to all members), and there are plans to continue the Tech Team Outreach program to underserved schools and resorts that began last winter.

Also on the Alpine side we, are working to implement some of the ideas that our members have been requesting. Many of these ideas came from the Spring Focus Group meeting held in late April. Here is a small sampling of ideas from that meeting:

Eliminate redundant courses – There are several events that are so similar that they end up competing with each other, sometimes causing the cancellation of both. By streamlining and eliminating one of the two, the schedule becomes less confusing, and the chances that an event will run is increased. That's good for you as a registrant and good for us in the office, too!

Customized "just for you" events – We are working out the details to offer you the option to hold an "on demand" custom PSIA-AASI event for you and a group of your PSIA-AASI friends. There are a few loose ends to lock down and we are working toward making this option available to you this coming season. Here are the basics. You tell us what kind of event you want, we'll send you the price for up to 10 people and two days of custom clinics, you fill the group to the degree you desire,

and we'll send the Eastern Ed Staff member. The price will be the same whether you have 2 people or 10 people. The more people you have in the group, the less it will cost per person. The fewer people in the group, the more it will cost per person (but the more intimate the experience as well). More details will be available in the fall issue of the SnowPro.

Expand e-learning options in partnership with other PSIA-AASI Divisions and National – This is in the works and hopefully by this winter you'll be able to choose from a variety of e-learning courses from numerous divisions. PSIA-AASI (National) has created a platform to host all eLearning courses, professional knowledge exams and various workbooks that members can access in real time. There are a variety of topics across all divisions that will be available for continuing education credit. These are exciting times as we take advantage of new educational tech tools available to us (and you)!

Offer a "National Team Week" in mid-season and open it to all members – Yup... this is happening! We will have two events this winter, one in Vermont and one in Pennsylvania. National team members Jennifer Simpson (Aspen, CO), Ryan Christofferson (Northstar, CA), and Dusty Dyer (Crested Butte, CO) will be spending a week in the Eastern Division, leading clinics which will be open to all certification levels. Attendance will be limited and we expect these clinics to fill quickly, so keep an eye out for the 2017-2018 schedule to be announced in September.

Alpine Level II and III Certification updates: Here is some cool news for anyone thinking about taking an Alpine Level II or Level III certification exam. The Alpine Steering Committee and the Alpine Education and Certification Committee took a hard look at the Alpine certification exam track, with the goal of reducing the number of exam days while still upholding the National Standards. Some great ideas came out of those meetings and we are currently putting the finishing touches on a plan which could potentially take up to 2-4 days of exams off of the current exam path from Level I to Level III. Check the fall issue of the SnowPro for the full story.

In the Adaptive world, Kathy Chandler and the Adaptive Steering Committee are planning some very innovative changes to the Adaptive certification process. We feel that these changes will encourage more members to follow the Adaptive certification path. Like the changes to the Alpine process, the details will be in the fall SnowPro.

AASI Advisor Brian Donovan is hard at work developing another year of AASI events. Please take the time to read the AASI Update in this issue.

Rumors around the Nordic World have it that Eastern Nordic Coordinator Mickey Stone is already doing snow dances and praying to Ullr for an early winter. If the recent weather has been any indication, this may be working. Like the other disciplines coordinators, Mickey is putting together another great year of events. Please see his summer update in the XX-ploring section.

SNOW



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All submitted material is subject to editing. Its use, whether solicited or not, is at the discretion of the editorial staff. All published material becomes the property of PSIA-E/EF. Articles are accepted on the condition that they may be released for publication in all National and Divisional publications.

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» zipperline, continued

This is just a little sample of the things we are working on. As the summer wraps up the next couple of months, these plans (and others) will take their final shape, and the plans will be revealed in the fall SnowPro and via broadcast e-mails to members and postings on our Eastern social media outlets.

So as you can see . . . We are not relaxing around the conference room table, our days – and evenings – are filled with conference calls, drafts, revisions and editing. I hope you are having a great summer. We have asked Mickey to put a hold on the snow dance for a few weeks, but we can only stop him for so long. Better get ready, winter will be here soon! «

A Look Behind the Numbers

The 2017-18 Budget

By Pete Holland, Treasurer &
Michael J. Mendrick, Executive Director

Developing and balancing an operating budget for our Eastern Division is an annual challenge that requires the attention and efforts of many people at both the staff and volunteer level. We can attest that all the people involved (division staff, discipline advisors, Finance Committee members, Executive Committee officers and ultimately – the full Board of Directors) take seriously the responsibility for developing, discussing and approving an operating budget that represents your interests.

For your information, here is a peak behind the curtain as to how the process plays out:

2017-18 budget prep timetable:

Mid-May – June 2: Year-end projections, staff research, computations, projections

By Friday, June 2: Distribution of 2016-17 year-end financial projections

June 5 – 9: Preparation of draft “executive budget” for 2017-18 by Michael Mendrick and Elaine Canell with staff and committee assists

By Friday, June 9: E-mail distribution of draft budget to FC and ExCom members

Monday, June 12: FC and ExCom joint conference call to discuss draft budget

Tues - Fri, June 13-16: Draft budget revisions as needed for FC & ExCom endorsement

Friday, June 16: E-mail distribution of revised proposed (FC & ExCom endorsed) budget to full BOD

Sunday, June 25: Additional budget discussion at ExCom meeting as/if needed

Monday, June 26: Presentation of budget and discussion on first day of BOD meeting

Tuesday, June 27: Voting on proposed budget on second day of BOD meeting

2017-18 Budget Review and Approval Process

Summary: After an underperforming 2016-17, this proposed 2017-18 budget projects

Operating Income of \$1,925,784 and Operating Expenses of \$1,876,158 for a projected Operating Net of \$49,626 for the period July 1, 2017 – June 30, 2018. Accounting adjustments and obligations including depreciation and capital expenditures related to AASI ed staff uniform purchases and incremental computer replacement of 2 units per year) will result in a positive Accounting Net and Net Member Equity Impact projected at \$14,908.

The 2017-18 proposed budget is based on the following income scenario:

- **1,040 new members in 2017-18.** We had 1,037 new members in 2016-17 and 1,022 new members in 2015-16. In 2014-15 we attracted 1,256 new members. The last five- year average is 1,125. New member revenue up over 2016-17 budget and actual due to proposed elimination of Feb 15 extended membership year benefit by National and all divisions. This needs endorsement by our Board but National is planning to not honor post 2/15 extended membership years beginning in 2017-18. All new member revenue reflected within 2017-18 vs. a portion being deferred to 2018-19 as we past practice due to the Feb 15 extended year program.

- **Overall member retention rate of 87.8% in 2017-18** (up from 87.5% in draft budget but 5/10 of 1% under the five year average of 88.3%). In 2016-17 our retention rate was 87.7%; 2015-16 our retention rate of 88.4% Last five-year average is 88.3%.

- **Simplified divisional dues structure as approved in February, 2017.** \$50 for 16-29; regular dues of \$72 for 30-69 and \$60 for 70 and older. No increase to regular member dues of \$72.

- 4% increase in event pricing with a continuation of early season \$99 LI exams. There was no event price increase in 2016-17.

- Total on-hill event registrations of 5,300 in 2017-18. On-hill event registrations totaled 5,279 in 2016-17. Event registrations totaled 5,925 in 2012-13, 5,707 in 2013-14 and 5,637 in 2014-15.

- E-learning revenues (4 online courses) projected at \$32,175 (325 registrations x \$99 fee – up from 126 in 2015-16 and nearly level with 331 registrations in 2016-17 but at a \$99 rate vs. \$70 in 2016-17).

- A combined \$13,500 in National funds including \$6,500 for National Team expense subsidy and \$7,000 for dues billing reimbursement. This compares to \$28,500 in 2016-17. There is no more \$5,000 marketing matching fund and no more \$10,000 auto subsidy for two vehicles (since two VW promo vehicles are available for office and ed staff use).

This budget includes the following expense elements & adjustments:

- Office salary expense line for 8 full-time and 2 seasonal (Nov – March) full-time staff essentially flat at \$489,000 (4/10 of 1% over 16-17 approved budget; 1.3% over 16-17 actual). Over the past ten budget years (since 2008-09) the salary budget has increased a total of 10.9% (average of 1.1% a year). One-month summer furlough of receptionist new in 17-18. Full-time office staff are receiving straight 2% COL adjustments.

- Elimination of holiday cash bonus program for office staff (\$1,500 savings).

- Reduction of office staff health insurance benefit to lower tier coverage that includes higher co-pays and a \$250 deductible. Office staff still do not have to pay into the program to receive coverage.

- Board meeting expense reimbursement voluntary policy of “gas and tolls” only based on actual mpg and gas cost.

- Marketing budget of \$12,300 reduced from 2016-17 budget of \$17,500 due to elimination of National matching funds (\$5,000) and reduced social media advertising for “general awareness”. Funds prioritized to support the following:

- Website upgrades and revisions
- Membership marketing efforts and materials
- Event marketing efforts and materials
- Sponsor reception at Projam
- Broadcasting of promotional text messages
- Outreach visits to resort management with CEO Nick Herrin

- Ed staff mileage adjusted by 1 cents/mile from \$.41/mile to \$.40/mile based on the formula of 75% of current IRS rate of \$.535/mile = \$.40/mile.

- Ed staff f&b per diem increased by \$2 from \$52 to \$54 (\$1 increase for lunch; \$1 for dinner). Per request by Alpine Ed Staff Chairperson Erik Barnes.

- \$5,000 in new budgeted expenditures in Alpine training line items for mandatory on-hill Alpine BOE training and evaluation days per Board- mandated evaluation plan, worker comp coverage for those days and costs related to assigned overstudies for ed staff as identified during training/evaluation days.

- \$5,000 in lieu of Action Plan budget for a designated “Ed & Programs Initiatives” line item to support Eastern Tech Team projects, pay for staff hours to develop and (or) review program content such as e-learning course. Submitted Action Plans would be considered for funding from the Education Foundation Ed & Programs Fund (year- end unrestricted balance typically \$17,000 - \$20,000).

- National meetings expense line item at \$7,500 to support attendance of President at fall President Council meeting and for 5 division education leaders to the Fall Education Conference.

- Capital Expenditure budget of \$13,725 to include replacement of 2 office computers (\$3,000), purchasing of AASI ed staff uniforms (\$8,225), purchase of two Nordic uniforms (\$500) and other office upgrades as needed (\$2,000).

We would like to thank the division staff, Finance Committee (Katherine Rockwell MacLauchlan, Treasurer & Chair, Ted Fleischer, Pete Holland and Dick Fox) and the entire Eastern Board for their work in developing, reviewing, adjusting and ultimately approving this budget. I believe it is a financial plan that represents the best interests of the members by renewing support for important educational and marketing programs.

Note from Michael: I also welcome newly elected Treasurer Peter Holland and look forward to working closely with him and his Finance Committee over the coming three seasons. If you would have any questions or would like to see the detailed budget please send me a note at mmendrick@psia-e.org. <<



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Alpine Tech Team Bio – Mick O’Gara

By Robert Gallo
Alpine Development Team

What would you like your legacy to be?

I would like to help the full-time ski instructor in the East make a living wage. I want to see PSIA work with NSAA to promote greater midweek use of Eastern ski areas. That seems like it would benefit everyone. Unless you host groups of British kids, currently there is not enough demand for ski instructor’s midweek to get the industry’s support. The tour groups seem to see enough value in our product to send thousands of children here midweek. Could we do a better job at helping more skiers see that value? With the end result being enough midweek work that instructors are needed, perhaps valued enough to be paid a living wage.

What is your favorite mountain in the East and West?

My home area of Waterville Valley compares well with anyplace for consistent pitch all the way to the bottom. My experience out West is actually only seven ski areas. Hard to beat Snowbird for lots of steep stuff with snow.

How would you like to see the Eastern Alpine Tech Team grow and what roll do you see the team playing to help bring new young instructors into PSIA-E?

The Tech Team is currently helping to update our educational materials and come up with new clinic/course topics. What most of the team gets charged up by, however, is being on the hill with a group. I know my life changed direction from encounters I had skiing with an inspirational teacher. I moved once in order to ski more with one of my Full Certification examiners, Shawn Smith. The best thing we can do is share our love of skiing and the experiences we have had teaching in fun on-hill sessions

Do you have any other pastimes?

I ride a bicycle a bit, sail and kayak a little too.

What is always in your pocket on the hill?

Fisherman’s Friend cough drops, multi use, but I hate the dry mouth when you are trying to speak to someone.

What is it most people who know you, don’t know about you?

I’m a Deadhead.

What is the best way a ski instructor could bring a Tech Team member to its mountain?

Just ask, but be prepared to get a crew together of six or more people and run it thru the director. Remember, we would love to include people who may not be members, but are just curious about PSIA.

What other ideas do you feel will help bring youth into the organization?

I feel the participants in a Tech Team clinic should be a mix of members and non-members and a mix of age groups. It would be ideal if the age mix included, or favored, folks between the age of 16 and 24 as that’s the future and we would to keep them excited about teaching skiing and growing their skills.

What are your top three training tips to pass along to other instructors?

Find one person who has the depth you need and you can really trust. Someone who you will hear, even if they say something you don’t like. Get together somewhat regularly. Be very picky about who that person is. It might take a few tries to find the right one.

Do you have any advice for new instructors?

See the previous answer. Also partner in crime can help, and be fun, while you’re shopping for a mentor.

What is in your quiver?

I have been with Nordica for fifteen years. Recreational Race gear and plug boot is everyday stuff, FIS GS ski for when it counts, and something a little wider with a touch of rocker when the moment calls for it.

Why is it important for you to share skiing with other people?

Skiing is an activity that can provide a great deal of satisfaction. When I ski I have a very specific set of sensations and outcomes I am trying to achieve. When I achieve them, I find that satisfying – rewarding. Woody told me people do satisfying things over and over. People seem to like this path once they find it.

Where do you see yourself in ten years in skiing?

Well, that is a tough question to some degree because the future is unknown. At an age where it is likely my physical skill set will change, I hope to be an even better coach and somehow nudge the industry along to take better care of full-time ski instructors.

Can you recommend any books for ski pros?

LeMaster’s stuff is a must read. PSIA Tech manual. It is important to read enough varied stuff so you don’t get hung-up on one viewpoint. <<



Alpine Tech Team Bio – Doug Stewart

By Robert Gallo
Alpine Development Team

What would you like your legacy to be?

I’d love to leave a legacy of a new generation of ski and ride pros continuing to spread the excitement of sliding sports!

What is your favorite mountain in the East and West?

Outside of my home mountain Stowe, I love skiing at Big Sky Montana and Jay Peak Vermont!

How would you like to see the Tech Team grow and what roll do you see the team playing to help bring new young instructors into PSIA-E?

The Tech Team needs to promote great skiing and teaching and help members and non-members have a ton of fun on the hill. Our job is to grow sliding sports by sharing awesome experiences with everyone we connect with.

Do you have any other pastimes?

For me, every other sport I do is cross-training for alpine skiing. I love riding bikes on the road and in the mountains, inline skating, practicing yoga and skiing on plastic or indoors! It’s so easy now to ski all the time with simulators and dry slopes!

How has your maturation helped you at tryouts?

The more time I spend in my boots and on skis, the more I learn about all the variables of skiing. Put yourself out there as much as possible and eventually nothing surprises you, because you’ve seen it all!

What is always in your pocket on the hill?

Snacks, duct tape, warmers, cant shims.

What else should we know about you?

I’m kinda into this thing called Star Wars!

What is it that most people who know you, don’t know about you?

I’m a spy for the CIA, but keep it on the DL.

What is the best way a ski instructor could bring a Tech Team member to their mountain?

Send me an email and I'm on my way!

I feel if the Tech Team clinics at a mountain, two of the people in the clinic should not be members of PSIA-E and must be between the ages of 16 and 24. What other ideas do you feel will help bring youth into the organization?

While kids need supervision on the hill, we need to be there having a ton of fun with them. As they gain independence, we need to continue to be a resource for them, and let them show us what they know about skiing around the hill. We need to reinforce the awesomeness of being a ski pro and the great environment of a ski and ride school. It's so much more than just a job!

What are your top three training tips to pass along to other instructors?

I use a phrase "swinging the heavy bat." This is in reference to skiing challenging snow and weather conditions. Train then, so it makes the good days that much easier. Also, skiing all the time puts you in these challenging situations.

Use a boot fitter to make sure your boots are perfect, they are ten times more important than your skis.

Mix it up! Follow someone else around for a change and let them show you their take on the hill. Be able to adapt and ski these different lines, speeds and turn shapes.

Do you have any advice for new instructors?

Ski a lot! Your goal is to get to your 10,000 hours of skiing and teaching as quickly as you can. Find good mentors and ask a lot of questions!

What is in your quiver?

Usually a Volkl Kendo and a Volkl 90eight. If you can find the right boot fitter, and dedicate the time and money, plug boots ski really well, and can be really comfortable too. I'm currently in some sweet green Dalbellos!

Why is it important for you to share skiing with other people?

Because I love this sport and I want everyone else to love it too. Also, so we can have more of it, so it will last forever!

Where do you see yourself in 10 years in skiing?

Still based in the East, skiing and teaching with trips elsewhere for fun and work! ☀



Alpine Tech Team Bio – Troy Walsh

By Robert Gallo

Alpine Development Team

How did you get your start in the skiing and teaching?

I started skiing when I was 12. My first time skiing was at Sunday River in Maine. I instantly fell in love with the sport of skiing. At that moment I was hooked, skiing was all I wanted to do. Fast forward 30 years and skiing is still what I want to do. I now work at Sunday River and have been there for 17 seasons.

What is your favorite ski destination?

Chamonix

What is your typical ski morning breakfast, on mountain snack and Après style?

Coffee for breakfast, a Clif Bar or beef jerky on the hill, and cheap beer to finish a perfect day!

What is your area of specialty?

All mountain skiing - boundary to boundary.

What is your most memorable ski moment?

Snowbird in a thunder/lightning storm.

Do you have any other pastimes?

Fishing/Bird Hunting and spending time with my dogs,

What was your first skiing outfit?

A CB pullover

How does being involved with PSIA help you?

It makes me better by always learning more about the sport and people.

What is in your quiver?

Tecnica/Blizzard- Leki - Smith

What is the best part of being on the Tech Team?

The opportunity to work with truly exceptional people.

Who is your favorite coach/mentor?

Too many to count. Each mentor/coach knows the impact that they have had upon me.

What would you like your legacy to be?

I never have thought of a personal legacy, I am happy to be a part of the larger ongoing development of PSIA-E.

How would you like to see the Tech Team grow and what roll do you see the team playing to help bring new young instructors into PSIA-e?

I would like to see the team have term goals and multi term goals. We tend to get a little too

focused on the short term, I would like to see us get more involved with ski area management to see what they would like to see from ski instructors. I would also like to tell new instructors that we are valued and that future is bright for ski instruction in the east. I think the team is the perfect group to show that we listen and we can adjust our route to better serve the ski area and our members.

How has your maturation helped you at tryouts?

I have been to many tryout's, my biggest strength is feeling comfortable in my own skin. Having fun in the moment, and knowing that the moment doesn't define me.

What is always in your pocket on the hill?

Leatherman

What is it most people who know you, don't know about you?

I refurbish old cast iron cookware.

What is the best way a ski instructor could bring a Tech Team member to its mountain?

Just ask one of us. We love to ski with people! If we can get some time available we would certainly share our experience and knowledge with people at your resort. JUST ASK!!!

What are your top three training tips to pass along to other instructors?

1) You are never alone in the process. Look around and find like minded people to help with thing's get rough.

2) Enjoy the plateau. Training is series of ups and downs, when it feels like you can't buy a turn, you could be knocking on the door of a breakthrough. Likewise if everything is feeling great it might be time to start challenging yourself in other aspects of skiing. It's a long ride, enjoy it!

3) Make sure your healthy physically and emotionally. It is so easy to not take time off, get off the hill and re-center yourself. Anytime that you can feel strong and clear minded the likelihood for training to stick is in your favor. Take the time, be in the moment, do what's best for you.

Do you have advice for new instructors?

The first year can feel like taking a sip of water from a fire hose, the business can be very fast paced and overwhelming and you can feel pretty stressed out about that. Trust me, it will get better with time. I believe that no matter what you should try for multiple year with a school, more time you take the better product you will deliver, the more fun you will have, make more connections, who knows where it could lead. You may even find that teaching skiing something that you really love!

Why is it important for you to share skiing with other people?

Skiing has allowed me to travel to so many places and meet so many people. I am very grateful that I have chosen this path, who know where the next 20 years will take me.

Where do you see yourself in 10 years in skiing?

I don't dare temp faith, I am blessed to have had this long of a ride. ☀

Highlights of the Eastern Board of Directors Meeting

Presiding: Eric Jordan, PSIA-E President

Prepared by: Michael J. Mendrick, Executive Director

Recorder: Melissa Skinner

The following is provided to you as a summary of the actions taken by your Eastern Division Board of Directors at their annual budget planning meeting on June 26-27 in Lake George, NY.

Motions & actions on proposals, policy & procedures:

1. Motion/Second: To endorse National Policy change of eliminating the February 15 extended dues policy. 14 in favor; 1 opposed. Motion carried.
2. Motion/Second: To approve the proposal to eliminate reinstatement fees for members ages 16-29 as a two-year pilot program. 9 in favor; 6 opposed. Motion carried.
3. Motion/Second: To approve the Adaptive Accreditation Program as presented by Adaptive Advisor Kathy Chandler. Motion carried. Unanimous.
4. Motion/Second: To endorse the elimination of the Children and Youth Module from the Alpine Level II Exam Process. Complete details on how this would affect members currently in the process will be provided and approved in October. Motion carried. Unanimous.
5. Motion/Second: To require the Alpine Level II and Alpine Level III online professional knowledge exam be passed prior to any on snow certification evaluation. Motion carried. Unanimous.
6. Motion/Second: To offer a one-day Alpine Level II Skiing Exam in the 2017-2018 season as a pilot program to help exam candidates with the time and cost to attain certification. 13 in favor; 2 opposed. Motion carried.
7. Motion/Second: To allow Alpine Level III Exam candidates the option to take a prerequisite of their choice. Should the member attain Children's Specialist 2 as their prerequisite, the member would be exempt from the Alpine Level III Children and Youth module. Motion carried. Unanimous.
8. Motion/Second: To endorse a change to the Alpine Exam process allowing members to take the skiing or teaching exam in any order. 8 in favor; 6 opposed, 1 abstention. Motion carried.

Budget/Financial:

1. Motion/Second. To approve the 2017-18 budget as endorsed and presented by the Finance Committee and ExCom with a revision to include \$500 in new capital expenditures to support the purchase of uniforms for 2 Nordic education staff. The budget has a projected Operating Net of \$49,621 and positive Impact on Member Equity of \$14,738. Budget support notes provided in the binder. Motion carried. Unanimous.
2. Motion/Second: To institute a policy that will reimburse Board Members actual gas and tolls for attendance at Board meetings based on personal calculation of gas cost and miles per gallon. Compliance to be voluntary with the understanding that the 2017-2018 proposed savings of \$4,250 will be reduced by approximately \$1,000. 14 in favor; 1 abstention.

EF Education & Programs Fund Allocations:

1. Motion/Second: To approve funding of up to \$1,000 to support continued development of the "Kid's Kube" app developed by the Children's Committee. Motion carried. Unanimous. Funding from EF Ed & Programs Fund.
 2. Motion/Second: To approve funding of up to \$400 to support the Children's Webinar project as proposed by the Children's Committee. Completion deadline of October 1. Motion carried. Unanimous. Funding from EF Ed & Programs Fund.
 3. Motion/Second: To approve funding of up to \$400 for revisions to CS1 and CS2 via incorporation of video analysis in the process. Motion carried. Unanimous.
 4. Note: AASI Ed staff evaluation plan and Resort Training Day plan withdrawn at this time for reintroduction as part of overall multi-discipline plan in 2018-19.
- Note: Total approved EF Ed & Program Fund allocations are \$1,800 at this point.

Education Foundation Meeting

A presentation of the projected year end EF financial statement was presented

1. 1. Motion/Second: To approved the following donation distribution policy for general donations: 65% to Member Scholarships; 35% to Education &

Programs Fund. To approve the following distribution policy for the ProJam Raffle to 50% Member Scholarships; 10% Ed Staff scholarships and 40% Ed and Programs fund. Motion carried. Unanimous.

Proposed changes to Eastern Bylaws:

Motion/Second: To create a Governance Committee with supporting bylaws language presented to membership. Motion carried. Unanimous.

Note: After approval of Bylaws change presented to the membership, the new Governance Committee will be chaired by the Association Vice-President, Peter Howard, the immediate Past President, Eric Jordan and additional Board members as recommended.

Committee/task force and other appointments:

1. Motion/Second: To approve members of the Alpine Steering Committee as presented: Don Haringa, Chair; Pete Howard, Bob Shostek, Matt Boyd, Kathy Brennan, Doug Daniels, Sue Kramer, Erik Barnes. Motion carried. Unanimous.
2. Motion/Second: To approve the 2017-18 Adaptive Steering committee for ratification as presented. Chair: Kathy Chandler; Adaptive Coach, Austin Young; National Team Member, Geoff Krill; VI/Cog, Leslie White; Mono/Bi, John Swartwood; 3 Track/4 Track, James Hayes; Adaptive Snowboard, Rob Bevier.
3. Motion/Second: To approve the 2017-18 AASI Steering committee for ratification as presented. Ted Fleischer; Education and Programs – Don Haringa and Candace Charles; Elected position – Tom Morsch and Terry Duffield, Member at Large – Thomas Mulligan, Appointed Member – Holly Anderson, Former AASI Advisor – Rob Bevier, AASI Examiner Coach – TBD; AASI Teams Coach – Greg Fatigate, AASI Advisor – Brian Donovan. Motion carried. Unanimous.
4. Motion/Second: To approve the SSM Committee as presented: Doug Daniels, Chair; Region 1 – Bob Tripi; Region 2 – Russ Kauff; Region 3 – Steve Positano; Region 4 – Angelo Ross; Region 5 – Mark Vivian; Region 6 – Gail Setlock; Region 7 – Joe Darmofalski. Also serving as members at large are Steve Martin, Joan Heaton, Steve Howie, Ross Boisvert, Don Haringa (ex officio), Melissa Skinner (ex officio). Motion carried. Unanimous.
5. Motion/Second: To approve the 2017-18 Alpine Education & Certification Committee for ratification as presented. Peter Howard, Chair; Region 1 – Kathy Brennan; Region 2 – Charlie Rockwell; Region 3 – Rick D'Elia; Region 4 – Jess Stih; Region 5 – Rick Downing; Region 6 – Chris Ericson; Region 7 – Mark Rotellini; Mack Jackson (member at large). Motions carried. Unanimous.
6. Motion/Second: To approve the 2017-18 Nordic Steering Committee for ratification as presented. Chair, Mickey Stone, Committee Members Karen Dalury, James Tasse, Randy French, Mark Lacek, Hal Westwood, Keith Rodney and Jay Nation. Motion carried. Unanimous.
7. Motion/Second: To approve the following members of the Children's Committee for 2017-18: Sue Kramer (Chair); Region 1 – Steve McGrath; Region 2 – Alison Cummings; Region 3 – Gary Rivers; Region 4 – James McHale; Region 5 – Mary Claire Vivian; Region 6 – Lisa Gouwens; Region 7 – Pierce Byrd; Mac Jackson, (member at large). Motion carried. Unanimous.
8. Motion/Second: To approve the members of the Membership & Promotion Committee for 2017-18: Walter Jaeger, Chair; Rusty Carr, Jon Cipes, Scott Nielsen, Dick Fox, Cathy Blinken, Richard Paret, Krista DiCaprio (ex officio).

New Business:

After ascension of Ross Boisvert to President, Officer elections took place.

Dave Beckwith elected as Secretary.

Pete Holland elected as Treasurer

Pete Howard elected as Vice President. <<

Fall Indoor Courses Announced!

This season you will have **TWO** opportunities to jump start your season! Indoor educational programs will be offered on October 21-22, 2017 at Liberty Mountain Resort, PA or at Loon Mountain Resort, NH. The required indoor courses for the Advanced Educator Program will be offered at both locations! Begin planning your path to success to today! Lunch is included with each registration! These courses are open to members or non-members for an additional \$25. Bring a friend!

Liberty Mountain Resort, Pennsylvania October 21-22, 2017

Fall Indoor Courses - Open to all PSIA & AASI Members – Non-Members may attend for an additional \$25						
Key	Num.	Event	Course Conductor	Notes	Price	Deadline
	002	At Your Service	Mark Absalom		\$155	10/04/17
* #	003	Stance & Alignment	David Taylor	Limited to 10	\$155	10/04/17
	004	Movement Analysis	Chris Ericson		\$155	10/04/17
	005	Outdoor Injury & Prevention	Richard Frear		\$155	10/04/17
	006	Communication Station	Larry Robinson		\$155	10/04/17
* #	007	Stance & Alignment	David Taylor	Limited to 10	\$155	10/04/17
	008	Anatomy	Richard Frear		\$155	10/04/17
	500	Behavior Management	Leslie White		\$155	10/04/17

OR

Loon Mountain Resort, New Hampshire October 21-22, 2017

Fall Indoor Courses - Open to all PSIA & AASI Members – Non-Members may attend for an additional \$25						
Key	Num.	Event	Course Conductor	Notes	Price	Deadline
	009	Movement Analysis	David Capron		\$155	10/04/17
* #	010	Stance & Alignment	Bill Haight	Limited to 10	\$155	10/04/17
	011	Pre-season Conditioning	Susan Kramer		\$155	10/04/17
	012	Anatomy	Susan Kramer		\$155	10/04/17
* #	013	Stance & Alignment	Bill Haight	Limited to 10	\$155	10/04/17
	501	Behavior Management	David Micalizzi		\$155	10/04/17
	600	Backcountry Accreditation – Snow Sense & Planning – 2 days, October 21-22, 2017			\$180	10/04/17

KEY:
 * = Events have limited attendance - may fill prior to deadline date
 # = it is recommended participants bring their ski boots for analysis, however it is not a requirement

- These events are open to all PSIA-AASI members in any discipline.
- Indoor Courses are open to all members and non-members for an additional \$25 – bring a guest!
- Attending two one-day indoor courses satisfies 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
- Lunch is provided for all attendees.
- Registration will begin at 8:00am, classes run from 9:00am to 4:00pm.

PROPOSED AMENDMENTS TO BYLAWS OF PROFESSIONAL SKI INSTRUCTORS OF AMERICA - EASTERN DIVISION

Proposed for adoption effective October 15, 2017

Notice – All Eligible Voting Members

Proposed Bylaws Amendment Questionnaire

The PSIA-E Board of Directors has proposed the following Bylaws amendments for your consideration and feedback. The proposed Bylaws amendments will be voted on by the Board of Directors at their October 15, 2017 meeting for immediate adoption.

Amendment Process: This notice meets the Bylaws requirement to notify the membership prior to any final Board action on the Bylaws, and includes the opportunity for your feedback as a member. Final Board action will take into account the response received from the voting membership. Eight (8) affirmative Board votes are required to amend the Bylaws.

Please return any objection to the proposed Bylaws change via e-mail to bylaws@psia-e.org no later than October 10, 2017.

Reason for amendments: This is something that we currently do not have nor is there any reference to in our Bylaws yet is an important committee for many trade and professional organizations. A governance committee is one of the most influential standing committees of the board.

Some specific duties of a governance committee include assessing the board's current composition and identifying missing qualities and characteristics, drafting a recruitment plan and continuously cultivating new prospects, evaluation and monitoring of governance structures and processes, including policy development and processes for Board monitoring/oversight of operations identification and recruitment of external resources/experts to assist the Board in its governance role and responsibilities identification and development of recommendations on Board conflict of interest and discipline bylaws, policies and processes.

New Proposed Bylaws Section:

SECTION 12.16 – GOVERNANCE COMMITTEE

(a) **Composition:** The Governance Committee shall be comprised of the Association Vice President, the Immediate Past President and additional Board members as recommended by the President and ratified by the Board. Members shall be appointed annually, shall serve until a member's successor is duly elected and qualified or until resignation or removal. The Chair shall be recommended by the President and ratified by the Board on an annual basis. The Executive Director shall be an ex officio member.

(b) **Purpose and Responsibilities:** The purpose of the Governance Committee is to assist and advise the Board of Directors on matters of Association volunteer leadership development, nominations and election, succession, Bylaws and policy development and compliance. The Committee shall have the following duties and responsibilities:

1. Conduct evaluations of the association Mission and Vision Statements as requested by the Board.
2. Conduct evaluations of the association Bylaws as requested by the Board.
3. Conduct reviews of the association operating policies (conflict-of-interest, document retention, ethics, whistle-blower, etc.).
4. Oversee Board orientation and ongoing Board development to ensure that the composition of the Board (a) reflects the demographics of the membership served and (b) provides the particular talents, experience and knowledge needed to accomplish the strategic plan.
5. Make recommendations to the Board on candidates for open Board seats.

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around the regions

Region 1 Report (ME & NH)

By Peter Holland
Region 1 Representative

We had a reasonably good ski season in Maine and NH with skier visits up in both states. We held a regional meeting at Waterville Valley Ski Area on January 5th, graciously hosted by Snow Sports Director Peter Weber. We had about 25 in attendance. Subjects covered were the installment dues plan, CS1 and CS2 requirements for exams, scholarship money availability, member retention, and how to get new members - particularly millennials. The second regional meeting was held at Sunday River on March 26 and hosted by Matt Ericson, Snow Sports Director. Subjects were very similar to the January Meeting. We had about 35 members in attendance and had some very good feedback on attracting new members. While not specifically a PSIA Event, we had our 10th annual NHARA/PSIA Coaches Clinic on 12/8 and 12/9. We had a total of one hundred and ten coaches in attendance. Clinicians from the Eastern Ed Staff included Matt and Jeb Boyd, Troy Walsh, Brain Smith, Dave Capron, and Sue Kramer. They were joined by Edy Thys Morgan, former '88 and '92 Olympian speed skier. We had great snow. The event was hosted by Bretton Woods and Steve DeBenedictis, Snow Sports Director.

In Region 1, there are rumors that both Saddleback and The Balsams may come back on line in the not too distant future. That would be welcomed by all of us.

I think this year marked a turning point in the direction of PSIA with the appointment of Nick Herrin as the CEO. As an organization we have many challenges ahead, but I think we are equipped, both nationally and regionally, to handle these challenges so our organization and members benefit. Attracting new members, retaining members, providing events that appeal to the masses, attempting to bring more public and industry management recognition of PSIA, monthly/quarterly dues payments, and more, are all areas of concern and focus, for all of us. We look forward to the year ahead and to coming up with solutions to these issues.

We welcome Tom Butler, Snow Sports Director from Sugarloaf as the Eastern Representative to the National Board. Tom has served a number of years on the Eastern Board and is an Examiner.

We look forward to seeing you all in the fall.

Thanks,

Peter Holland and Peter Howard <<

Region 3 Report (MA, CT & RI)

By David Beckwith
Region 3 Director

I hope everyone had a fantastic winter, but as I write this, it is summer and we are in day four of a 90 degree heat wave. Time to break out the skis and boots once again! That's right, get your gear ready, and don't worry about booking that trip to Chile (although that would be nice), because there is summer skiing right here in Region 3 at Powder Ridge in Middlefield, CT.

Powder Ridge recently unveiled their 365 Synthetic Snow Park and they opened for skiing on August 5th! Currently they have a 500 ft. run with plans to expand to 2800 ft. by next summer. The surface material is a high quality plastic polymer that provides a very "slideable" surface without water. Skiers and riders will be able to turn, carve, and stop just like they do on real snow. The synthetic snow area will be open for skiers and riders, plus, there will be tubing lanes. Sounds like a great way to keep those ski muscles primed for winter!

Other areas in Region 3 are getting things prepared for the upcoming season. Mt. Southington has increased their snow making capacity and made some major improvements to the Mountain Room lodge.

If you are looking for employment opportunities this winter now is the time. For example, Catamount is currently looking to add a Children's Program Director. You can find out more information at CatamountSki.com. For other employment options you can check out the job board at www.psia-e.org/jobs/ or at www.thesnowpros.org for national postings.

Summer is not only a great time to stay sharp with your snowsports thinking, but to learn as well. For example, if you have not logged into the PSIA National website recently, please do so. You'll see the new and improved Matrix, full of tips and high level demos that you can access from your smartphone, tablet or PC.

Also, make sure you check out the Kids' Kube app. This fantastic app not only will help you plan and shape your lessons, but add fun and excitement as well! It is full of great stuff! At \$4.99 for the download it is a bargain! You can find the link to Kids' Kube at the PSIA Eastern site www.psia-e.org/kidskubef/.

Enjoy the rest of your summer. I'm counting down the days until snowmaking begins. In the meantime, I'm going to make some turns at Powder Ridge; but, right now I can hear my bike calling me.

Cheers,

Dave <<

national report

By Tom Butler, PSIA-Eastern Rep
on the PSIA National Board

Hello Everyone. I hope you are all enjoying your summer. I attended my first national board meeting as your representative and the entire experience was exciting and encouraging. I was immediately struck by a feeling of earnestness to put the past behind and look solidly ahead. I was fascinated by the range of personalities and talents represented and saw firsthand that all present had all of our members best interests in mind. The other national board members all commented in their wrap up summaries as to the new feeling of collaboration and openness that was present so much so that a few members, who are near the end of their terms and previously were not interested in running again rethought their positions and will be looking to continue on the BOD.

With regards to our national CEO, I am impressed with Nick Herrin and think he will do well for all divisions. It's difficult to separate oneself from one's division and "walk a mile in the other's shoes" so to speak (at least it was for me considering what's going on in the East) but I appreciate Nick's "20,000 foot" point of view and knowing his industry background, feel that he can assist everyone. He is honest, direct at times but he cares and as a result, I feel, will make us all better.

The national leadership is headed by Ed Younglove who is a very thoughtful and caring person. I feel he balanced the numerous personalities and issues before the BOD with skill, honesty, and compassion. He has a great relationship with Nick Herrin and both are interested in helping in any way they can. It was my takeaway that while the rest of those BOD members present are not experiencing what we are going through at this moment, they want to assist in affecting positive change and will work together to move forward.

So what do all of these flowery, kumbaya superlatives mean? Well, I think at its most basic level it means that all of these people truly care about you and this organization. I don't want to make any wild predictions on how everything will turn out for the organization but from what I saw, I'm confident that this group of people and the national office staff are going to use some creative thinking and will work hard for the benefit of all members.

With all of that said, the following are a few of the items that were presented and discussed at the national meeting in June:

Podcasts – Produced in house with the help of George Thomas. He has produced 71 podcasts so far with 12,352 downloads from PSIA-AASI members. These are great interviews with some excellent insights from our members. George will be working on interviewing more of our membership in the months to come. You can find the podcasts at <http://www.thesnowpros.org/news/id/1236/four-new-first-chair-podcasts-you-need-to-listen-to-right-now>.

Manuals – A new Adaptive manual is coming this fall. Core Concepts will be next fall (2018) and the Children's manual will be in the fall of 2019.

Andy Hawk – Ski Magazine Editor spoke about the continuing partnership and collaboration between the two organizations, SKI Magazine and PSIA-AASI. SKI is going to be developing a video instructional series really putting PSIA front and center and geared towards SKI Magazine's base readership. We believe that, with SKI's national circulation, this will really take a positive step in getting our organization's name and brand front and center with our guests.

IT – Next year, the current database company, Pro Tec will stop maintaining the current national database version. Tom Speiss, national's Finance and IT director explained the goal of moving to an open source application program infrastructure or API. This move would make the database highly customizable and flexible. Considering the differences and needs of individual divisions,

programs could be written for an API system that could serve each division and interface with national so information flows easily between all entities. The cost of such a project is estimated to be between \$100,000 and \$125,000 (The current PSIA-AASI leadership inherited and has spent nearly 10x that amount on the current system which we feel doesn't serve our members or our staff well at all). As a result of this change, along with some other facilities and infrastructure items, a discussion of dues resulted. The national office is exploring the possibility of a \$2 dues increase every other year possibly with the changeover to the new database system in a couple of years. We will most likely be discussing this item at the next BOD meeting.

That's a smattering of what we discussed folks. Of course I could go on and on sharing info about our discussions about national's facilities and infrastructure updates, CEO performance evaluations (all good), our call center changes, or the presentation John Bueller, COO from Breckenridge gave us but in the spirit of less is more, I'll stop here. If you would like to talk about any of this or anything in general, please get in touch with me at tbutler@sugarloaf.com.

Thanks everyone and enjoy the rest of your summer. As they say up here in Maine, there's 10 months of winter and 2 months of bad sledding so fear not...winter is coming. ☄

Best,
Tom



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Adaptive Accreditation Program

By Kathy Chandler

Adaptive Coordinator

Adaptive Steering Committee Chairperson

As promised, the Adaptive Board of Examiners has been hard at work making more opportunities for the membership to develop their skills and continue to grow in the adaptive field. We all know there are so many people with challenges who are jumping into lessons, whether in an adaptive program or the regular snowsports school. As a group, we want to create more programs for the membership to be educated in the adaptive disciplines: cognitive disabilities, visual impairments, three-track, four-track, mono-skiing, and bi-skiing. In addition, we want members to be able to specialize in any of those disciplines.

For the upcoming 2017-18 season, we will be offering an accreditation, or specialist track, for those interested in following one of the adaptive disciplines to a new level. This program allows for vertical movement in specific disciplines, thus giving instructors, who specialize, a way to be recognized for their level for competency in their area of expertise. While the National Standard for Level II or Level III certification requires that a candidate pass all six disciplines, our adaptive instructors, many who are volunteers, often teach most of their lessons in one specific discipline. Through this new Accreditation Program these people will be able to continue their education and accreditation in the specialty of their choice. The adaptive schedule will give all an opportunity for growth and development in any area.

Participants of the Accreditation Program will be required to participate in a skiing module and be scored according to the National Standard. After passing the skiing, members may go to a one-day event in their specialty. Anyone who already holds an Alpine certification may go directly to a specialized track. At the one-day event, in the discipline of their choice, they will be scored according to their proficiency. A score of 4-7 is an associate level and an 8 – 10 is fully accredited in that specialty. This allows candidates to become associate, or fully, accredited in a discipline in one day. Members who earn their accreditation in all six disciplines will earn their respective Level II or Level III certification.

We are still working on some of the details of recognition and logistics to make it all happen, but we are excited to share this news with you. Please do not hesitate to email or call a member of the Adaptive Board of Examiners with any questions. Also, look for the new schedule of adaptive events in the fall issue of the SnowPro or online at www.psia-e.org. <<

What is the Student Telling You? Communication and Behavior

By Leslie White

Adaptive Clinic Leader

Adaptive L3 Alpine L2

Liberty Mountain Resort

Blue Ridge Adaptive SnowSports

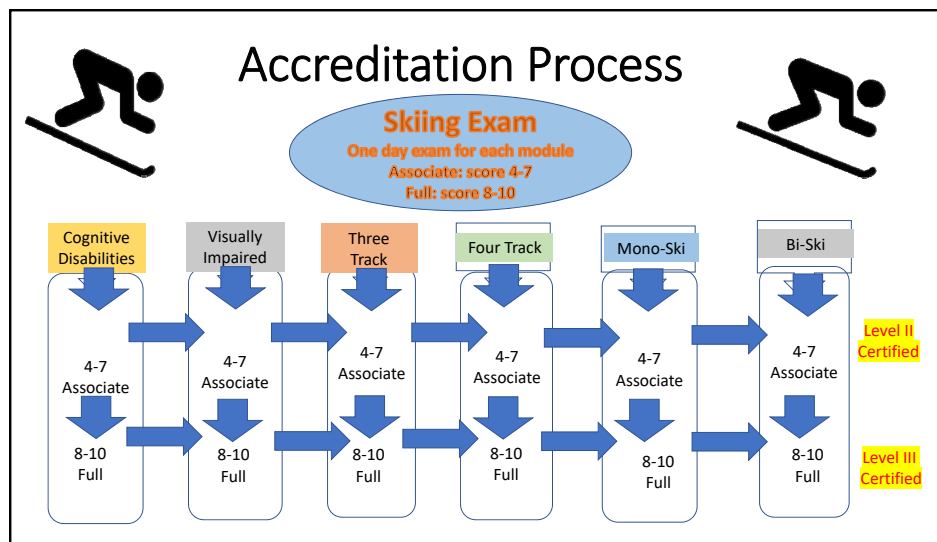
This is the first in a two-part series on behavior management. The article stresses the importance of communication in predicting and managing behavior. The second article discusses the functions of behavior and how to manage the student's behavior.

Ever have a student 'act out' in a class? A young child who won't stop crying; a tween or teenager that keeps trying to run away; a compulsive talker; friends or siblings 'ragging' on each other. Or a student that never does the requested task and you're not sure what they are trying to do. And then there is the student who hangs back and never quite joins the group.

In the adaptive teaching world, we face behavioral issues all the time that are often symptoms or characteristics of their disability. For example, a student fascinated with the lift bull wheel and won't leave the loading area. Or the student that runs toward the chair lift as soon as they see it, before learning to put on their skis or board. There are also the anxiety attacks and the students that seem incapable of listening to you.

The students in these different classes have one thing in common – behavior - usually inappropriate behavior. Behavior is the way a person acts in response to the situation. It is also an action that can be seen, or heard, and therefore is observable and measurable.

Currently, it's likely that a student with special needs such as autism, attention deficit, processing disorders (language, sensory, auditory, or visual) or a learning disability will be in one of your classes. If the student is a child, the parents may, or may not, tell you about the child's disability or learning issues. When the parents disclose the issue you still need to know how to address the behaviors you'll encounter during the class. Whether or not your student has special needs, your response is probably the same.



(Adaptive Accreditation Chart)

All behavior is communication! Therefore, the student is telling you something by their behavior especially when it's inappropriate behavior. According to Michael Conteh, Executive Director of Tangible Difference Learning Center in Houston, TX: "If a child engages in inappropriate behavior then it's a COMMUNICATION OR BEHAVIOR ISSUE NOT A SPECIAL NEEDS ISSUE!" This is important. How you deal with inappropriate behavior is the same whether or not the child has special needs. The behavior management techniques developed under the **Applied Behavioral Analysis (ABA)** program for treating people with autism is useful in understanding anyone's behavior. ABA uses these techniques and principles to bring about meaningful and positive change in behavior.

Mr. Conteh also believes that a "**Lack of communication is the number one cause of behavior issues.** ALL KIDS NEED A FUNCTIONAL COMMUNICATION SYSTEM!" Therefore, your student's inappropriate behavior may be the result of a miscommunication. You need to figure out where the communication failed. Is it too much jargon; too many words; lack of clarity in your directions; limited visuals/demonstrations; or asking them to perform a task they are not ready to execute effectively?

Movement analysis is an integral part of snowsports instruction so we are well trained to analyze the students' skills. But we often do not focus as much attention on their behavior until it becomes a problem. By watching and reacting to the person's behavior you can often avoid problems before they occur. A meltdown doesn't happen all at once without warning, the student displays hints of the forthcoming behavior. If you can identify the behavior triggers you can avoid a meltdown.

The first steps in managing behavior is to be aware of how you are communicating with your students. The use of the various learning styles, visual, auditory, and kinesthetic (Watcher, Doer, Thinker, Feeler) enhance your communication abilities. Communication also requires you to be a good active listener, so you look beyond just the words. Don't forget to check for understanding by asking them to repeat back the task or drill they are going to do versus asking a generic question like "everyone knows what a falling leaf is, right?"

In summary, educators have developed these behavior programs for working with people with autism, but these techniques work for all students. The next article in this series will discuss the functions of behavior and techniques for managing the students' behavior. <<

Making Use of Indoor Educational Time in the Off-Snow Season

By Mary Ellen Whitney

PSIA-E Adaptive Clinic Leader

Director for STRIDE Adaptive Ski Programs at Jiminy Peak and Catamount, and an affiliate program at Ski Sundown

In the adaptive world of snowsports, one who possesses knowledge that supersedes what happens on the snow will likely be far more successful when it comes time to teach a person who needs adaptations to the typical lesson. This knowledge comes from diving into the books regarding topics such as: *infinite* types of disabilities and how they impact adaptations that will be needed; medications needed and how they impact a person or side-effects you may see; understanding equipment adaptations to modify a lesson; behavior management strategies; understanding the growing population of Autism spectrum disorders; safety precautions and health practices needed for certain lessons; communication adaptations; dealing with mental health precautions; and most importantly, basic anatomy and physiology. To be ready for just about any kind of adaptive lesson, you practically need a college degree in the adaptive world. Your teaching experiences will be vastly enriched by arming yourself with knowledge.

You've probably continued your fitness and strength building routines off snow. Mental preparation is equally as important. Now is a time to review your knowledge base, read your manuals, and tune up your gear. If you are a member of an Adaptive Snowsport program you should consider building a team effort to cover some of these topics for your staff. There is nothing worse than standing on the side of the hill in early season listening to someone lecture on the mechanics of how a bi-ski works, when that could have been covered indoors during the pre-season and now you could be learning how to operate it!

Over the years, the STRIDE Adaptive program trainers at their three mountain locations of Jiminy Peak, Catamount Mountain, and Ski Sundown, have put their collective intelligence together to provide an interesting and varied selection of indoor training sessions. These sessions get the mental preparation started for returning and seasoned adaptive instructors and open imaginative doors of knowledge for new instructors. Training sessions at STRIDE begin the first week of October and continue with two clinics offered per week at various locations. Subject matter included in the two-month period is as diverse as our students! We have even video recorded many of them and created a training website for those who miss topics and would like to review. Here's a list of topics you may want to consider as you build your adaptive training program at your area:

- A review of ATS and the stepping-stones progressions related to disability
- Behavior management – clinical and practical approach as it relates to skiing
- Bloodborne pathogens training and universal precautions
- Anatomy of the eye and vision impairments
- Autism Spectrum Disorder presentation
- Chapter review of each disability discipline offered separately with equipment available for close inspection
- Introductory Sign Language (related to snowsports)
- Medications – their use and side-effects
- Mentor Night – invited guest speaker/psychologist addresses mentors and mentees on protocol of mentoring
- Movie Night – get out the popcorn and watch the oldies but goodies –showing all the educational flicks from Disabled American Veterans (DA), disability rights, documentaries and PSIA videos on technical skills, the History of American Skiing, and more. Find someone to offer up their big screen TV and this is a huge training hit!
- Physical and occupational therapy presenting topics on anatomy and proper techniques for lifting and wheelchair transfers
- Anatomy overview and boot fitting

Training sessions do not have to be boring! Invite special guests from schools or agencies to offer insights on certain populations or their area of expertise. Soon you will have the best trained and knowledgeable instructors at your area. We do! <<

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If you have not renewed your membership for the 2017-18 season yet - don't worry - there's still time. The easiest way to renew your membership is online at www.psia-e.org/renew. Follow the instructions to login using your **e-mail address** as your log in name and your member number as your password, unless you have changed or created your own password. ALL members may pay their dues online at www.psia-e.org/renew

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

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

Or, fax your membership 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 in September, and in the Fall SnowPro Newsletter. <<

In Memoriam



Laszlo "Kopacz" Varga, "The Silver Fox", 80 of Edison, NJ and Shandaken, NY died suddenly at his Catskill Mountains residence on July 18, 2017.

He was born October 16, 1936 in Hungary, and came to the United States in 1957 as a refugee and Freedom Fighter. He was sent to Camp Kilmer, NJ with no money, family, or language skills. He was a hardworking, independent person who worked for the NJRR for \$2 an hour. He later landed a job as a machinist, with the Princeton University Physics Department, for 38 years and was still substituting in the Department until this day. He was highly respected in his field of expertise, and served as a resource to many colleagues.

Laszlo had been a second home owner in the Catskills since 1980. He was a member of the Professional Ski Instructors of America for over 35 years. He began at Plattekill Ski Center, and had become a ski instructor fixture on the slopes of Belleayre Ski Center for decades. He enjoyed skiing not only the Catskills, but also national and international ski adventures.

He was a member of the BMW Motorcycle Association of America, and has toured Europe with friends. He had a great appreciation for nature, the outdoors, and therefore enjoyed his time gardening, bicycling, and landscaping his property. His family shared that he was very talented and could fix, and fabricate any part required for a repair. He was described as a comedian, with a good word for everyone. He was loving, generous, and extended himself to family and friends alike. In every sense of the word, Laszlo was the Patriarch of his family.

This memoriam is an excerpt from Laszlo's obituary posted on the www.costello-runyon.com website.



Alfred F. "Fred" "Mr. P." Perrone of Plymouth, MA, formerly of Dorchester, MA passed away peacefully from his battle with cancer on June 26, 2017, at the age of 70. He was the beloved husband of Ruth K. (Lemack) Perrone.

Fred graduated from Fitchburg State and received his master's degree in Industrial Arts Education from Rhode Island College. Impacting the lives of hundreds of students, he was an Industrial Arts Teacher at Holbrook Junior/Senior High School for 27 years and retired as the Technology Education Teacher at East Jr. High School, Brockton, MA where he taught for 7 years.

As a member of the Professional Ski Instructors of America, he was a ski instructor for 30 years in New Hampshire at Cannon Mt. and Bretton Woods. Sailing his wooden Friendship Sloop was one of his passions, so much so that he earned his Captains license. When he was not sailing or skiing, Fred rode his Harley as often as possible, making sure that he always went to Laconia in June.

Obituary provided by Cartwright Funeral Home of Holbrook, MA.



Elizabeth Hofmann with her friend and mentor Andre Herscovici.

Andre Herscovici, 84, of New Bern, NC passed away June 23, 2017 at home.

Andre is the reason I joined PSIA. He encouraged me to get my Alpine Level I certification this past season and gave me the confidence to go for my Level II this season. We were full time instructors together at Appalachian Ski Mountain, Boone, NC. He and I would get to the ski mountain early every morning to do drills on snow before we taught lessons.

Andre was originally from France. Even though he lived in the United States for the majority of his life, he still had his French accent that distinguished him from the rest of the instructors at the mountain. He was loved by every employee

and guest. He would teach a majority of our staff clinics, which everyone loved to attend because he loved skiing so much. He brought so much passion to the clinics he taught.

Andre was an Alpine Level III certified instructor and taught under PSIA for over 20 years. He wore his pins proudly. Andre's last goal in life (other than continuing to make his family happy), was to be the oldest working member of the PSIA Eastern Division. He talked to me about it almost every time we rode the lift together.

Editor's Note: Andrew was part of a very special group of our membership. At the current time we have only 51 members who are over 84 years of age. Freddie Anderson is our oldest current member at 96 years young!



Kenneth (Kenn) Orr, 70, of Frisco, Colorado passed away at his home on April 30, 2017 after a long and challenging battle with cancer. Kenn was born in Brooklyn, New York on June 16, 1946. A longtime resident of Wappingers Falls, New York, Kenn and his wife Carol made the big move to Frisco, Colorado in 2007 to further enjoy their passion for skiing and ski teaching.

Kenn shared his love of skiing, teaching at both Hunter Mountain and Windham Mountain in New York. As well as, being both an instructor and an ambassador at Copper Mountain. During his ski teaching tenure at Windham Mountain, Kenn achieved his Level II Alpine certification.

In addition to his passion for skiing, ski teaching and tennis, Kenn expanded his sports enthusiasm into another arena by becoming an avid cyclist. Kenn participated in the Triple Bypass Bicycle Tour through the heart of the Colorado Rockies for the last 5 years.

Kenn is survived by his wife Carol, five children, five granddaughters and his beloved hiking companion, his dog Aspen.

Submitted by Jennie Crossley and Nancy Geibel



In loving memory of the **Very Rev. Mark Thomas Gallepeau, V.F.**, 61, Pastor of St. Brendan Catholic Church, who passed away April 25, 2017, after a short illness.

Father Mark was ordained to the priesthood on June 4, 2006, at St. Joseph's Cathedral. During his priesthood, Father Mark served at many Catholic Parishes. Prior to studying for and serving as a priest, Father Mark also greatly enjoyed his years as a pro ski instructor at Loon Mountain in New Hampshire and at Heavenly Valley, Reno, Nevada.

Father Mark was born Feb. 15, 1956, in Natick, Massachusetts, and also lived in Sudbury and Groton, Massachusetts. He graduated from Groton High School in 1974. From his early childhood, he was known for his love of serving others and his love of outdoors. He was well known as an expert level kayaker, a certified ski instructor of thirty years, and a mountain biker.

Father Mark will be greatly missed by his family, parish families and friends.

In a July 23, 2017 article "Community Mourns Death of Parish Priest" in the Inter-Mountain, Beth Henry-Vance writes that the Rev. Casey Mahone "called Gallepeau a wonderful person who had a great sense of humor. "Father Mark was just a great, great guy — very humble, always smiling and very devoted to the church and the Lord," Mahone said. He added Gallepeau was the kind of priest who ministered to others everywhere, whether he was in a restaurant enjoying margaritas or out kayaking or skiing with friends."

This memoriam is excerpts from "The Very Rev. Mark Thomas Gallepeau, V.F." and "Community Mourns Death of Parish Priest" articles in *The Inter-Mountain July 2017*. <<

kids, kids, kids

Announcement: 33rd Annual Children's Academy – The Best Event for Focused Education & Fun

By Sue Kramer
ACE Team Coach
Children's Committee Chair
Alpine Examiner

Summer is a great time to start thinking about winter. If attending an educational children's event is on your horizon, consider the Children's Academy. For the first time ever, the Academy will be held side-by-side with the Snowsports Management Seminar (SMS) in early December. Participants have included folks who have been in the industry for thirty years, or more, to the newest members of our ski schools; from Smuggler's Notch in Vermont to Wintergreen, Virginia. Past academies have held on-snow topics like learning from terrain, developing creativity, using props, and Multiple Intelligence theory. We have done skits, indoor movement assessment for kids, and scavenger hunts. We've dressed in costume and tried Vew-Do boards, Bosu balls and Go Pros. We've held a kids product Trade Show. Is there any reason why we wouldn't try something different this year? Combined with the efforts of the Snowsports Management committee, the Children's Academy, at the SMS, will be festive and educational, with on-snow and indoor offerings geared toward the new instructor as well as the veteran manager.

Hope to see you on the hill!

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Kids' Kube for Snowboarders

By Bonnie Kolber
AASI Examiner Training Squad
Advanced Children's Educator

Exciting news! Members of the ACE Team (Advanced Children's Educators) and your AASI Ed Staff have received a grant from PSIA/AASI-E to make some of the best kids' games available to you via the Kids' Kube app! The Kids' Kube is a tool for the children's instructor to select activities and games that will help foster skill improvement. Developed by Jim Polinchok and the ACE Team, the Kids' Kube app was piloted with ski-specific skills and arranged by desired skill, age and ability level. Soon snowboarders will have the same opportunity to access a wealth of collective knowledge and experience.

Here's how it works. During the PLAY and assessment phase of your kiddos, you identify what skills they need to develop. For example, maybe they:

- are very edgy riders but are have trouble PIVOTing the board to change direction;
- have a hard time PRESSUREing the tip and tail to bend and press the board, or access the full edge as they move in and out of turns;
- slide through their turns but are unable to TILT the board to stop sliding; or
- could access more terrain, or ride more smoothly, with a little more TWIST!

Once you identify which one of these skills you would like to focus on and determine whether they are beginners, intermediate, or advanced riders, then for each age range (3-6, 7-12, 13-17), skill level, and board performance, you will find a list of activities and games, along with video clips to demonstrate! What could be better than that? You can check it out on your break; at home if you have returning students and need fresh ideas; or even quickly on the chair lift if it's not snowing too hard!

This season we will be collecting games and filming at some of our local mountains. Keep an eye out next fall for the first videos to drop! If you are a children's instructor this app is for you!



xx-ploring

Nordic Review – Summer Updates

By Mickey Stone

PSIA-E Nordic Coordinator

Summer seems to finally have arrived as of mid-July. They talked about the “whiplash winter” how about this “splish splash summer.” So far, to date, we have received about 70% of the moisture we see in one full season. The water levels are great for whitewater kayaking and other water sports, but not so good for hiking and mountain biking. But our goal as Nords is to be outside no matter what and adjusting to the weather, right? So, I hope you are all out there recreating in the rain and heat.

We just finished our annual “end of season” Board of Directors meeting in Lake George, NY. We are on a solid base with a great direction, though we still wrestle with retention of younger members, obtaining new members, and juggling the business/finance side with the weather winter deals us. A big thank-you to exiting President, Eric Jordan. His leadership, finance knowledge and communication with the Eastern Division and National office will place us in a key position for many seasons to come. Congratulations to Ross Boisvert, our new President, and to Peter Howard our new Vice President.

The Nordic Team, emeritus retired examiner John Tidd, and I would like to congratulate Matt Charles and Ali Pirnar for moving up from Development Team to Examiner status. Congratulations, these two gentlemen will be a huge asset to our team. They both are Level 3 Alpine and have telemarked and Nordic skied since they were kids. They have served on the Development team for over four years, training and understudying to prepare for National Team tryouts and to be the best snow guides they can be. Give these guys a shout-out on social media, drop them an email, or even give them a real live phone call.

Another big shout-out to the third Nord to receive the John Tidd Examiner Emeritus Award for being a PSIA-E Nordic Examiner for 25 years. By the way - that is a long, long time. Congratulations Randy French from Lima, NY! We will roast, toast and host Randy with a celebration at training.

The summer Cross Country Ski Areas Association (CCSAA) bi-annual eastern conference was held at Suicide Six in VT this past July. Reese Brown, the new Executive Director, discussed new CCSAA website upgrades for member schools. These additions include: more social media connections, an archive of past CCSAA presentations and speakers, and a press release posting section for ski areas.



Matt Charles, Candace Charles, and Ali Pirnar at Platekill Resort.

The group discussed challenges in part-time seasonal hiring in grooming, mechanics, ski patrol and ski school. They also discussed how hard it is for smaller areas, with no human resource leader, to do some of this work. A segment on fat biking and mechanics, along with a trail server called Trail Hub, were also reviewed. The fall meeting is at Pineland Farms in Maine, in early November.

We would like to thank Ali Pirnar for sharing the picture below from Southwest Norway, at 3000 ft., where the German National Team was training during his visit in July.

Enjoy the summer! ☺



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PSIA-E/AASI members earn 12 continuing ed credits at two-day MFU courses
MFU credit may be applied once every four years

More successful certification exam news

The following members also passed certification exams and were not included in the spring issue of SnowPro.

Alpine Level III Certification

Larry E. Sipe

Alpine Level II Certification

Christopher A. Raup

Kaila A. Ryan

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Annual Jumping Event at Lake Placid, NY

Wednesday and Thursday, September 20 & 21, 2017

Annual Jumping Event

\$240

Num.	Event	Dates	Location	Deadline
001	Jumping Event	Sept 20-21, 2017	Lake Placid Jumping Complex, NY	08/30/17

The annual jumping event has returned to the Lake Placid Jumping Facility on Wednesday, September 20 and Thursday, September 21! This is an excellent event to begin your freestyle career or just build upon the techniques you already have. You will 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. The basic and simplest maneuvers will be experienced before adding more difficult ones.

This clinic is open to members and non-members, over age 16, in any discipline. Check out the Lake Placid Jump Event Facebook page (Lake Placid Jump Event) for photos and videos of previous jumping events. Get all the details on format, requirements and what to bring on our website at www.psia-e.org/jump. Grab some friends and join us for a fun and educational clinic for any ability level! Snowboarders and non-members must interview with Greg Fatigate prior to registration. You can reach out to him at squerlok@hotmail.com. See you there! <<



Nearly \$12,500 in Eastern Education Foundation Event Scholarships Available for All Disciplines

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

Each season, the PSIA-E Education Foundation makes 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 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 scholarship 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 over \$19,000. One-third of that balance (approximately \$6,500) is available for scholarships this coming season.

Terry Fund Scholarship

The Terry Fund Scholarship is designated for members of all disciplines with at least a Level I 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.

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/AASI - Eastern Division, 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/AASI - Eastern Division. 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.

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 snowsports. 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, ETS, 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/AASI - Eastern Division members more effectively. Approximately \$2,600 is available for awarding this season.

William Hetrick Editorial Scholarship

The William Hetrick Editorial Scholarship was created 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 is an annual program that awards in education "dollars" that recipients may use to register for PSIA-AASI education events. The scholarships are awarded to contributors to the SnowPro as well as those that provide time and talent to educational writing projects such as manual updates and online course development.

How to Apply

For all funds, eligible members can apply online by visiting the PSIA/AASI - Eastern Division web site at: www.psia-e.org/scholarships. You can also find information on the scholarships under the "Education" tab.

When the schedule comes out, choose an event and complete the entire scholarship application and submit it online - no later than Friday, October 6, 2017.

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

You must register for the event (by the event deadline). 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: (scholarships@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. ‹‹

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Thank you!

classy-fied

Telepalooza back this year at 7 Springs. Date TBA. Former National Telemark Team member Jim Shaw, Eastern Telemark team members. Food, drink, and AWESOME prizes.

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AASI Update

By Brian Donovan
AASI Advisor

Let me start by saying **THANK YOU** to all of you for another wonderful season together as part of the AASI East Community! I am always blown away by the talented folks who are part of this community. I want to express my gratitude for getting the opportunity to work with, and slide with, you for another season! I hope you are reading this while enjoying fun in the sun this summer; whether that means golf, biking, surfing, paddling, traveling, hiking, playing with your favorite pets, working multiple jobs to afford your next gear purchases, or anything else that occupies your time away from sliding on snow. We will be back together before we know it. I am anxiously awaiting the opportunity to see you all very soon!

Updates from around AASI East:

Winter will be here before you know it! Some of you may have noticed, or even taken advantage, of the fact that Killington stayed open into June this year, for the first time in 15 years!!! Since they opened last fall, in late October, that means there were over seven months of sliding available for the hardcore among us. Why do I point this out? Well, because it's extremely important that you are taking care of your body, staying fit and in shape over the warm months, and always setting yourself up to be strong and healthy when the chairlifts start spinning for a new season. We have less than three months before the first lift-accessed snowboarding will be underway in the East! Bring it on!

Congratulations to those of you rocking new pins! We have four new AASI Level 3 members in the East! Knowing all of these folks personally, I can attest to all of their hard work and long journeys to get there! The journey is not done, but rather it's just beginning. Please congratulate these folks when you see them:

Joe Gocek – Jack Frost Big Boulder Resort, PA

J Mark Graham, II – Mount Snow Resort, VT

Ian Kendig – Peek'n Peak Resort, NY

Joe Valley – Pat's Peak, NH

Also a huge congratulations to the 31 new AASI Level 2 members (a complete list was printed in the Spring 2017 SnowPro) and all of the new AASI Level 1 members here in the East! Congratulations on being exceptional instructors and riders, and for your hard work and dedication to delivering top-tier snowboard lessons to all of our resort guests. Wear your pins proudly!

AASI Rider Rally is back! For those that didn't hear, the AASI Rider Rally is back with a vengeance! Over 60 AASI members from across the country converged on Arapahoe Basin, CO in May for a week of riding, clinics, and new friendships. The AASI National Team, many of our PSIA/AASI National Member Sponsors, and amazing powder conditions combined to make this an event to remember. Search for the hashtag #RiderRally2017 on social media to see what you missed. Then, mark your calendars to make a trip to Colorado next spring - it looks like Rider Rally is back and here to stay.

AASI-E Dev Team Tryout in 2018!

We are constantly looking for talented, passionate, and inspirational AASI members to join the AASI-E Education Staff. We will be hosting an AASI-E Development Team Tryout in the spring of 2018. The tryout will be open to any AASI Level 3 member in good standing. It will be an opportunity for candidates to display their talents and potentially be selected as part of the AASI-E Education Staff. Before you commit to the tryout, there are some things you should know.

1. You should love to travel – The Eastern Division is huge! We run events in over a dozen states. If you are selected to the Development Team you should be prepared to visit lots of new resorts.
2. You should know it is a large time commitment – As a Development Team member, you will be expected to commit fifteen to twenty days per winter dedicated to training and understudying other Educational Staff members running events.
3. You should have a reliable form of transportation – You'll want to ensure you're safely, and reliably, able to travel to all of these new resorts you'll be visiting.
4. Making the Development Team is like winning the lottery – if the lottery paid out its winnings in education and knowledge, instead of a currency you can spend. Quality coaching, knowledge, and improving your skills through understudy opportunities is the compensation you will receive. The Dev Team positions are similar to an unpaid internship and these positions do not come with a paycheck . . . to start.

If you're still reading, and still interested in the Dev Team, keep your eyes on the next few issues of the SnowPro and the upcoming PSIA-E/AASI Event Schedule for more details!

I'm looking forward to seeing all you very soon! <<



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Top Five Physical Imbalances that Affect Our Ski Performance

By Jim Polinchok

PSIA-E Alpine Development Team

PSIA-E Advanced Children's Educator

I hope we all can agree there are many factors that affect our skiing every time we hit the slopes. Factors such as boot fit, equipment choice, snow conditions, and physical conditioning are variables that can affect our performance. I am sure, each summer, most of us try to prepare for the season to come. Here, I list five commonly overlooked physical conditioning factors that can have a profound effect on our ski performance.

Ankle Inflexibility/Lack of Dorsiflexion

What is it? It is the ability to flex at the ankle joint. Why is it important? For optimal performance, it is essential we have a full range of joint mobility. The ankle is the closest joint to the ski and primarily aids the ability to effectively move our body fore and aft; thus, allowing us to direct pressure to the ski as we see fit. As we age, tendons and muscles tend to tighten and shorten. Often, this limits our range of ankle movement. Recently, a group of researchers put together an interesting study which suggests that in some individuals a constant activation of the calf muscle might create greater plantar-flexion movements at the ankle; thereby, limiting ankle-dorsiflexion range of movement. At the same time, they observed that overactive anterior shin muscles may increase the ankle-dorsiflexion stiffness through an isometric-activation. The researchers proposed that it is these muscle activation imbalances that can also contribute to restricted dorsiflexion range of movement. Both causes may result in using other joints and muscles to facilitate movement which can have an inefficient effect upon our skiing. This imbalance often forces us to utilize whole-body control movements rather than the fine-tuning we can achieve from optimal control of the ankle.

Posterior Chain Weakness/Leg Imbalance

What is it? The Posterior Chain is composed of all the muscles on the back of your body. These include the Glutes, the Hamstrings and the Calves of the lower body; and the Erector Spinae, the Trapezius, and the Latissimus Dorsi muscles of the upper body. Why is it important? It is important we engage these muscles when flexing and extending our legs. As we age, we tend to over-rely on our anterior chain muscles: Hip Flexors, Quads and lower leg muscles.

In good skiing, posterior and anterior chains are linked, so there needs to be a balance between the two. If too much attention is placed on activating the quads, then the glutes and hamstrings will not get any support. This is unfortunate, because the glutes and hams have far more fast-twitch muscle fibers than the quads, making them more powerful and explosive. Our ability to regulate the magnitude of pressure created through ski/snow interaction may be dramatically affected by this imbalance. Even though both chain groups need to be treated equally, sedentary lifestyles, sitting at the desk, and lack of proper exercise can lead to reduced activation of the posterior chain.

When the hip flexors are overactive they will reciprocally inhibit the glutes. Without the contribution of the gluteus maximus to hip extension, the hamstrings and lumbar erector spinae muscles are placed under greater stress and become synergistic dominant movers. This basically means the main muscles that should be performing most of the work take a break and a few of the other stabilizing muscles will have to take over to fill the gap.

Anterior Pelvic Tilt

What is it? It is when the top of your pelvis is tipped forward of neutral. Why is it important? If we maintain this pelvic tilt, it moves our center of mass forward. This will promote the engagement of the anterior chain muscles. This can affect our ability to control the relationship of the center of mass to our base of support to direct pressure along the length of the skis. It can also have a profound effect on our ability to control the skis with leg rotation, separate from the upper body. This often will promote rotation to originate from the hips. This condition is most often caused by a tightening of the hip flexors. Prolonged sitting and lack of flexibility can contribute to anterior pelvic tilt. When this happens, there is a noticeable anterior tilt of the pelvis and an accentuated lordotic curve at the lumbar spine. This is a recipe for acute and chronic lower back pain syndromes.

Valgus Knee Movement

What is it? It is when the knee drifts towards the center line of your body during flexion. Why is it important? It can have a profound effect on our ability to control pressure from ski to ski and direct pressure toward the outside ski, as well as our ability to control edge angles. It is usually caused by weak lateral muscle control of legs and hips, but other muscular imbalances may also be a factor. It can contribute to stress in the knee ligaments. A common theory is that reduced glute activation

allows for greater degree of internal leg rotation and, therefore, knee valgus. As is well known in the fitness industry, researchers have identified that knee valgus is a risk factor for lower extremity injury. It is most commonly implicated in injuries involving the anterior cruciate ligament. It can also be a risk factor in other leg injuries, including: patellofemoral pain syndrome, knee osteoarthritis, medial collateral ligament sprains and more general knee cartilage and meniscus damage.

Diminished Proprioception

What is it? Proprioception is the ability to sense stimuli arising within the body regarding position, motion, and equilibrium? In other words, it is our ability to sense what our muscles and joints are making our body do. Why is it important? As we age, this ability can diminish dramatically. With better proprioception sense, you are more able to keep control of your body by understanding where it is in space. This is important for virtually everything you do in sports or on the slopes. Better proprioception allows for more efficient decelerations and changes in direction and for greater understanding of how your body is moving during the performance. With improved proprioception, you can perform with more power and strength, because you won't waste energy on unnecessary movements caused by being out of position and may reduce your chance of injury.

As you can see, most of these factors are interrelated. These issues can have a profound and interconnected effect upon our performance. Just as we use combinations of skill/fundamental applications to be effective skiers, we must also be able to apply and blend effective body movements to have successful skill application. Recognizing and correctively training these imbalances is essential to improving and maintaining our skiing performance. Many, if not all, of these factors, can be addressed in the off-season physical preparation. I encourage you to seek professional help if needed and hit the gym now for optimal performance results this winter! Be strong! ⚡

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.

Snowsports Director Wanted

Belleayre is seeking an experienced Snowsports Director for the 2017-18 season.

* Applicants must possess current Level III PSIA or AASI Certification.

To inquire call Tom Tar @ 845.254.6044 or visit us on the web at belleayre.com.

www.belleayre.com | 800.942.6904



THE SNOWPRO NEWSLETTER

The official newsletter of
 THE PROFESSIONAL SKI INSTRUCTORS OF AMERICA
 AMERICAN ASSOCIATION OF SNOWBOARD INSTRUCTORS
EASTERN DIVISION

Policies and Rates, Fiscal Year:
 July 1, 2017 – June 30, 2018



<u>ISSUE</u>	<u>AD CLOSING DATE</u>	<u>TARGET DISTRIBUTION</u>
Summer*	July 14, 2017	August 2017
Fall*	October 13, 2017	November 2017
Winter	December 15, 2017	January 2018
Spring	April 13, 2018	May 2018

*The Summer 2017 issue will be an "online only" publication. As such, it will be distributed online via our website, and all PSIA/AASI - Eastern Division social media outlets. Advertisements in the Summer 2017 will be discounted by 50%, for the Summer 2017 issue only.

*The Fall issue includes the Eastern Division event schedule.

<u>DISTRIBUTION:</u>	PSIA/AASI - Eastern members PSIA/AASI officials News media / Ski writers	Eastern ski areas & snowsports schools Officials of other PSIA divisions Other ski industry organizations
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The average size of each issue is 32 pages. The average circulation of each issue is 10,500.

CLASSIFIED ADVERTISING POLICIES:

- * Classified ads must be prepaid.
- * The maximum ad size is 11 lines.
- * The rate for MEMBERS is \$25.00 (minimum charge) for up to seven 36-space lines, and \$3.00 for each additional line.
- * The rate for NON-MEMBERS is \$50.00 (minimum charge) for up to seven 36-space lines, and \$5.00 for additional lines.

DISPLAY ADVERTISING POLICIES:

- * Display ads must be prepaid.
- * **Ads must be submitted as grayscale.** Adobe .pdf files or standard (.png, .jpg, .tif) graphic are preferred, with the correct dimensions. Microsoft Word and Publisher files will be accepted but are not recommended, as we cannot guarantee successful transfer of file formatting and layout. Please contact us to verify the format is acceptable, if you cannot send a preferred file type.
- * When submitting files electronically please attach order/contract, the native file, along with any necessary font files, and fax a hard copy of the ad to the attention of Jodi at (518) 452-6099. You may also submit ads via disk, accompanied by a camera-ready copy of the file. Camera-ready ads are subject to an additional charge.
- * Costs of any necessary layout or modifications must be prepaid by the advertiser.
- * Ad placement requests for display ads will be considered, however positioning is not guaranteed and is subject to the sole discretion of the layout editor.
- * Submit ads and contracts to: Jodi Bedson, PSIA/AASI - Eastern Division, **by e-mail to: ads@psia-e.org**.

Display Advertising Rates:

<u>SIZE</u>	<u>PRICE</u>	<u>WIDTH X HEIGHT</u>
1/12 pg	\$100	2.5" x 2.5"
1/8 pg	\$150	2.5" x 3.75"
1/6 pg	\$175	2.5" x 5.0"
1/4 pg	\$250	3.75" x 5.0" or 2.5" x 7.5"
1/3 pg	\$325	2.5" x 10.0" or 5.0" x 5.0" or 7.5" x 3.25"
1/2 pg	\$450	7.5" x 5.0" or 3.75" x 10.0"
2/3 pg	\$600	5.0" x 10.0" or 7.5" x 6.63"
Full	\$800	7.5" x 10.0"

Multiple Issue Discount Rates:

(To qualify for discount, must be in same season)

1. Summer, 2. Fall, 3. Winter, 4. Spring	
3 Issues	10%
All 4 issues	15%

- * All advertising material must be approved by PSIA/AASI - Eastern Division.
- * Inserts, colors, special placement or arrangements, and other variations quoted upon request.
- * All advertising material and payment must be submitted to PSIA/AASI - Eastern Division by the closing date.
- * No ad cancellations will be accepted after the closing date.

**ALL DATES, RATES & POLICIES ARE SUBJECT TO CHANGE WITHOUT NOTICE.
 WE HEREBY RESERVE THE RIGHT TO PUBLISH ANY ISSUE AS AN "ONLINE ONLY" VERSION.**



2017 Snow Pro Jam – Masters Academy Registration Info

The 2017 Snow Pro Jam and Masters Academy will be held December 11th – 15th at Killington, Vermont.

Once again we will be accepting applications **online, by fax, by mail or even in person**. This process was very successful in the past and it helps you save time and money! We will begin to accept applications beginning Monday, September 18, 2017. **Applications received prior to September 18th will be returned.**

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	90 Participants	\$585
021	Alpine Snow Pro Jam	Reg, Level I or II Members	350 Participants	\$465
650	Tele Snow Pro Jam	Open to all members & Non*	No Limit	\$370
502	Adaptive Snow Pro Jam	Open to all members & Non*	No Limit	\$465
022	Alpine Level II Skiing College	Use a standard event app - director's signature is required		\$465
023	Alpine Level II Teaching College	Use a standard event app - director's signature is required		\$465

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

What is the Pro Jam and Masters Academy?

Snow 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, Wednesday we will offer afternoon optional sessions, Thursday all attendees are invited to the Banquet, 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, groups for those who want practice Freestyle, 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.

What is the Alpine Level II College?

Members may attend this five day event as the Alpine Level II Skiing exam. The first three days you will be coached in the Level II Skiing Performance Areas by your course conductor. On Thursday, you will be evaluated by two examiners, one in the morning and one in the afternoon. The examiner will assess your performance in the Level II Skiing tasks and provide a score for the Skiing exam. Your final score will come from your original examiner on Friday morning. Any performance area you are successful in, you may keep for life based on continuous membership.

Guest Package for the week of Snow Pro Jam & Masters Academy:

A Guest Package will be offered through the Killington Ski and Snowboard 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 \$249 and does not include a banquet ticket. Sign up by calling Killington at 800-923-9444 after October 15, 2017. Please identify yourself as a PSIA-E Pro Jam guest. Package is available for individuals over the age of four.

Additional Banquet Tickets:

Your registration includes one banquet ticket. There will be an additional 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 \$50 must be included with the application and there will be absolutely no refunds given once payment has been accepted.



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

Snow Pro Jam - Masters Academy
December 11-15, 2017 – Killington, VT
 PSIA/AASI - Eastern Division, 1-A Lincoln Avenue, Albany, NY 12205

LIMITED online registration will be available starting approximately 9:00am on September 18, 2017

*Go to www.psia-e.org and click the **Register Online** button.*

No applications will be accepted prior to September 18, 2017 or by phone. Please mail, fax to 518-452-6099 or register online. Any application received prior to September 18th will be returned. Please refer to the Eastern Website for administrative charges.

ONE APPLICATION PER PERSON, PLEASE.

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: _____

AMOUNT: \$ _____ **PAYING BY:** CHECK #: _____ or Charge

_____ - _____ - _____ Exp. Date: _____ Signed _____

OFFICE USE ONLY	
Date Proc _____	
Auth # _____	
Initials _____	

Select the event:

- _____ Event 020 Masters Academy Cost is \$585 Certified Level III Members
- _____ Event 021 Alpine Snow Pro Jam* Cost is \$465 Registered, Level I, or Level II Members
- _____ Event 022 Level II Skiing College Cost is \$465 Must have Director's Signature
- _____ Event 023 Level II Teaching College Cost is \$465 Must have Director's Signature
- _____ Event 502 Adaptive Snow Pro Jam Cost is \$465 Non-members add \$25
- _____ Event 650 Telemark Snow Pro Jam Cost is \$370 Non-members add \$25

Your registration includes the banquet, Please select menu option: (subject to change)

- _____ House Salad; Boneless Breast of Chicken Stuffed with Spinach and Prosciutto; Penne, Portabella Mushroom, Roasted Red Pepper and White Wine Butter Sauce; Wild Rice Pilaf; Cheesecake
- _____ House Salad; Marinated Grilled Vegetables, Sautéed Spinach & Toasted Couscous; Penne, Portabella Mushroom, Roasted Red Pepper and White Wine Butter Sauce; Seasonal Vegetable; Cheesecake
- _____ I would like to purchase an **additional** guest banquet ticket for \$50. Indicate selection above.

*Alpine Snow Pro Jam members - please select the focus you are most interested in:

- _____ General Skiing Improvement _____ Senior Program (for ages 55+)
- _____ Level II Skiing Exam Prep _____ Level II Teaching Exam Prep
- _____ Level III Skiing Exam Prep _____ Level III Teaching Exam Prep
- _____ A Touch of Freestyle _____ First Time at Pro Jam – I'm a Newbie!
- _____ With Established Group, Examiner Name: _____

Please select your group focus from above options