

## Part 1: Where Life Begins

By Don Haringa, PSIA-E Examiner  
 Director of Education and Programs, Eastern Division

**O**n April 17, 2018, at way too early in the morning o'clock, I hopped aboard a Delta Airlines jet in Albany, NY, and headed to Bozeman, Montana. As I went through the security line, and later on at my gate, I discovered that I knew a fair number of people on this flight, and (big surprise) I wasn't the only passenger with ski boots slung around their neck on a warm spring morning. My final destination was Big Sky Resort and the 2018 PSIA-AASI National Academy. This was only my second National Academy, and I am too embarrassed to say how long it has been since I first attended the Academy, but put it this way, Michael Rogan and I were in the same group that year, and he was not yet a member of the National Team. Enough said. This was also my first trip to Big Sky. I had heard great things about Big Sky, but going into the Academy week I was a little disappointed that we were not heading to the National Academy's traditional location, Snowbird, Utah. That disappointment was shattered quickly. Big Sky, Montana had everything anyone could have asked for, and then some. As the amazing Mermer Blakeslee once wrote, Yikes!

The week started with a dinner in the ballroom, introductions, and the task of splitting into groups for the week. In reality, this process had started well back in the winter, as the staff at Windham Mountain (where I teach part-time) began to discover who was attending the academy. Ken Sauer (PSIA-E Examiner) started to form a group from Windham, consisting of several Eastern Education Staff (Ed Staff) members and Windham trainers. By the time we were leaving for the Academy, Ken had assembled a full group, adding a few more members of the Ed Staff who worked at other mountains. Our group consisted of Ken (who knows Big Sky well and served as our tour guide), Bob Shostek, Kathy Brennan, Pam Greene, Chris Ericson, Doug Hammond, Evelyn Trebilcock, Gail Setlock, Peter Weber, yours truly, and Windham Staff Trainer, Nick Pera. We were thrilled to have PSIA-AASI National Team member, Robin Barnes agree to be our leader for the week.



One of the things that makes the National Academy so special is that it is an amazing opportunity for all members of PSIA-AASI to get together with pros of similar abilities and goals, and to spend a week with present and past National Team members. This was the largest National Academy to date, and along with the current National Team members we were extraordinarily lucky to have the chance to ski with a vast group of PSIA-AASI National Team alumni, many of whom were heroes of mine as I traveled the journey from being a registered member to an examiner. It was a truly remarkable and inspiring group of snow-sports educators!

The group split was easy and uncomplicated. Michael Rogan instructed us to think about the terrain we wanted to ski throughout the week. He then assigned each corner of the room one of the following designations. The first corner was for the members who wanted to stay on groomed terrain for the majority of the week. The second corner was for members who wanted about a 50/50 mix of groomed terrain, and off piste. The third corner was for members who wanted to be off piste the majority of the time, but who also didn't mind getting some practice (and recovery) time on the groomers, and the last corner was for the members who wanted to ski as much of Big Sky's challenging off piste terrain as possible. Once you decided which corner to go to, there were further group splits by ability and pacing. There really was something for everyone!

The schedule for the week looked like this: On Wednesday and Thursday we would ski with Robin in the morning, and after lunch we could attend optional sessions. Friday was a day of optional sessions, or a chance to hit the hot tub or the spa. On Saturday, we were with Robin for the whole day, and on Sunday we were with Robin for an extended morning. Many of the evenings started with indoor presentations from the National Team members, or other distinguished guests, and there was an awesome après ski event sponsored by our national partners and sponsors, that got many participants to trade their ski and snowboard boots for their dancing shoes. It was a jam-packed event!

Our skiing adventure began on Wednesday, as early morning clouds gave way to intense sunshine, leaving us with an unfettered view of Lone Mountain. Looking up at the surrounding peaks it became very clear, very quickly, that Big Sky is huge, that there is a ton of varied terrain, and that there is terrain that would make the most skilled skiers think twice. It was super impressive, and a little bit...okay, a LOT scary!

Thinking back to the group splits, we were sort of a 3<sup>rd</sup> corner group. Although the skill level in the group was very high, we were open to mixing some time on the groomers with some time off-piste. We were also open to, and looking forward to some adventure time, skiing some of Big Sky's terrain that could

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## president's message

**ROSS BOISVERT,  
EASTERN DIVISION PRESIDENT**



**H**ello Eastern members, I hope you have had a great season even though it was a bit of a roller coaster ride. Extreme cold temperatures in December and January made for great snowmaking weather

but certainly the media had a lot to say about staying inside, instead of layering up to get outside and have some fun. Mother Nature followed up with record high temps in February making it difficult for resorts to get guests to ski and ride. Then we were blessed with MIRACLE MARCH giving tons of snow and great temps. Unfortunately, this was too late for some resorts to make any sort of recovery. As snow sports instructors we make the best of what Mother Nature provides us and we power through so THANK A SNOWMAKER.

### Thank you and well wishes

Thank you to our office staff, education staff, host resorts and all of our members for attending events and exams this season. It is important to continue to further our education as instructors and set goals for ourselves and achieve them. Congratulations to all of the newly certified members of PSIA & AASI. Congratulations to all the certified members who achieved their level II or III and CS1 or CS2 (see the certification pass list later in this *SnowPro* issue). These are all amazing accomplishments. Thank you for your commitment and your passion for snow sports and your aspiration to achieve your goals. JOB WELL DONE!

I would like to thank Candace Charles for your many years of service and working in the Eastern office. Candace worked as our Education & Programs Associate. You will be missed and we appreciate all you have done for our organization. Good luck and hope to see you on the hill!

Welcome our newly elected Region 1 Board Director Dave Capron and returning Board members Peter Holland, Katherine MacLauchlan and Ted Fleischer (who returns as the Region 2 Director). I would also like to welcome Gail Setlock as our new Chair of the Snow Sports Management Committee. Gail has served on the SSM Committee as the Region 6 Rep and is currently the Snowsports Director at Gore Mountain, NY. These people volunteer their time to help steer our organization so we can better serve our members. Thank you in advance for your time and dedication to our organization.

### Resort Burton Round Table

In April, I had the opportunity to attend the Resort Burton round table discussion meeting in Burlington, Vermont. This was a one day event time of learning and sharing experiences from different resorts large and small, resorts as far as Jackson

Hole and as nearby as Stowe. The keynote speakers were Jeff Boliba, and Geoff Krill. Jeff spoke about the resorts reaching out to large more populated areas and welcoming them to the sport. We talked about the myths of three-year-olds not being able to snowboard and how we need to create programs that are inviting for parents and their tots.

We need to create marketing collateral that shows guests standing and gliding, not sitting or upside down. We need to show fun, inviting family pictures. Jeff applauded the collaboration that was done with PSIA/AASI for the snowboard video done in conjunction with the Burton Riglet Park. He was also completely impressed with our efforts in the E-learning programs. Thanks to developments in education, terrain, and technology, learning to snowboard has never been easier. This course is tailor-made for physical education (PE) teachers for kindergarten through second grade but has great takeaways for parents and snow sports instructors too.

Geoff Krill spoke about introducing guests to snowboarding using features by recycling old features and using old snowmaking hose to set up direction changes and creating a path to follow. He also suggested using an old tire to stand on with a snowboard to simulate the balance and pressure movements without gliding sideways. Geoff continued to talk about the learning process and creating new ways to teach snowboarding and skiing. As the day went on, we divided into groups and met with and talked about design and development of products and programs. We provided feedback to the Burton engineers and designers we worked with concerning binding and board design for LTR, helmets for rentals, LTR & Riglet programs, their new uniform program, and marketing and promotion using social and digital media. This was an amazing day and well worth the trip. I would encourage anyone affiliated as a Burton resort partner to attend next year.

### National Ski Areas Association Annual Conference

My travels also took me to the NSAA Conference (National Ski Areas Association) in Marco Island, Florida from May 2 - 6. This conference is held at a different host resort and moves from east coast to west coast each year. Area owners, managers and other team members attend. This conference covers many different topics from snow sports education, risk management, legal issues, employment, government, marketing, planning for the future and more.

This year NSAA has a new President and CEO Kelly Pawlak. Kelly comes from Mt. Snow and started there in 1985. She became the General Manager in 2005. Welcome Kelly! We look forward to many years of working with you. The NSAA conference kicked off on Thursday, May 2 and featured three days of packed sessions and key note speakers. I want to thank our national PSIA-AASI CEO Nick Herin for attending the conference. Nick worked the

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**SNOW**



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## executive tracks

MICHAEL J. MENDRICK,  
EXECUTIVE DIRECTOR

### A Solid Season for Eastern Snowsports Education

You came, you slid, you learned, you rocked!

During the strange “book-end” season that started and ended with awesome snow (with some weird weather weeks in between) Eastern members took advantage of a robust event schedule by turning out in healthy numbers to learn, love and share snowsports!

Nearly 5,300 member registrations came in for events and you invested more than \$1.1 million in event fees. That's a huge investment on your part and it's up to us in the Eastern Division office and education field staff to make sure it was both time and money well spent.

A number of you have much to be proud of as well. We welcomed more than 500 new Alpine Level 1 members and more than 200 new AASI Level 1 members this season. Nearly 300 Eastern members were successful in achieving either Alpine Level II or Alpine Level III certification. More than 330 members earned their Children's Specialist I accreditation along with nearly 100 that completed their CS II. We have 79 new Freestyle Specialist 1 members, too! In every corner of the organization, from Alpine to AASI and from Adaptive to Nordic – members were working hard and having fun becoming better skiers, riders and teachers. We can't thank you enough for that dedication and effort!

We are also happy to report that the one thing consistent from year to year (regardless of inconsistent winters) are the very positive member reviews of the programs and our education staff. I want to personally thank and acknowledge the efforts of our education staff for working so hard to provide you with an excellent clinic experience. I had the opportunity to witness it on the hill on many occasions this season and it left me impressed and grateful.

#### 2017-18 Event Feedback: (Results of 1,376 online event evaluations for Eastern events this season)

- 96.9% “strongly agreed” (79.4%) or “agreed” (17.5%) with the statement: “The course met my expectations.”
- 87.7% “strongly agreed” (65.7%) or “agreed” (22.0%) with the statement: “The course fee was worth the education I received.”
- 96.0% “strongly agreed” (80.9%) or “agreed” (15.1%) with the statement: “I would recommend this course to other instructors.”
- 99.2% “strongly agreed” (91.0%) or “agreed” (8.2%) that their clinician “Portrayed a professional image and was well prepared.”



- 98.5% “strongly agreed” (91.0%) or “agreed” (7.5%) that their clinician “Created a comfortable atmosphere/learning environment.”
- 98.2% “strongly agreed” (89.4%) or “agreed” (8.8%) that their clinician “Administered an effective and relevant event.”

Our events make up a big part of YOUR member experience. Thank you for appreciating and enjoying what we provide to you on the hill and off.

#### Staff Transitions at the Eastern Division Office

This spring we have said good-bye to a couple of longtime Eastern Division staff employees and welcomed their replacements.

Member Services Director Krista DiCaprio and Education & Programs Associate Candace Charles both left the office for new opportunities. Candace continues as a member of our Eastern Division Alpine Development Team and you will likely see her on the hills of central Vermont next season skiing, teaching and riding. Thank you to both for years of great service to our members! Candace joined the office staff in 2010 and Krista came on board in 2014.

We expect that high service standard will continue without a hitch as we welcome one new staff member and transition another from one department to another.

Our new Member Services & Communications Director is Karen Haringa. Karen has been doing an excellent job for us in the role of *SnowPro* editor, taking those duties over from Kathy Brennan with the fall 2017 issue. She is a long-time PSIA member, Alpine Certified Level II and an active instructor at Windham Mountain. She is also a former Children's Program Supervisor at Peak 'n Peek Resort in western NY.

Tania Coulthard has been a seasonal employee in member services for many years and will now support the Education & Programs Department in her new duties beginning in the fall.

Welcome and good luck to both Karen and Tania! <<

## adaptive airtime

### 2018 Revisited and Beyond

By Kathy Chandler

PSIA-E Adaptive Examiner Emeritus  
Adaptive Coordinator

Each year we on the Adaptive Board of Examiners try hard to stay current (or even ahead of the game), and work toward improving the services we are providing for the membership. This year we took a big leap and changed the format for Level II and III certification. We provided more opportunities for training and created a vertical path to discipline specific development for those who are teaching mostly discipline specific lessons at their home mountain, rather than one path only to certification. The leap from Level I certification to Level II was a big one and many were not following that path, so we made the decision to open-up the opportunities for more of the membership to participate in events and share their knowledge with others. I'm not sure this was the only reason, but this year our numbers were up from years past, (great snow in March may have helped too). We thank you all for your part in helping us get there and hope that it will continue.

As we anticipated, those people who were already in the process of becoming certified at a higher level, were caught in the middle of the transition to a new format. For many of those, we were able to make some accommodations and we will be looking carefully at the process again this summer to refine it and give it more structure. So, stay tuned.

It was exciting to have 7 people try out for the Adaptive Development Team this year although it did present a bit of a challenge. We combined two people who were trying out for the Adaptive Snowboard Development Team (Dev Team) with five people who were trying out for the Adaptive Alpine Dev Team. The challenge was to combine the two groups of people smoothly so as to receive the best coordinated test possible, but happily both groups worked well together and separately. We are excited to have so many talented and experienced candidates trying out for the Adaptive Education Staff and to be able to see firsthand the level of expertise that we have in the east. The 2 snowboard candidates, Michael Ma and James Moore, both from Mount Snow, made the cut and have joined the staff. On the Alpine side, Norm Staunton and Lindsay Harris from Vermont Adaptive also have joined our forces. We are very happy to have 4 new faces come on board and you will be seeing them at clinics and exams next year as they go through some comprehensive training. I know the competition was fierce and we are hoping

those who did not make it this year will be trying again in the future. It is all a process of education and development and we are all here to help each other grow.

**As we move forward some things we will be discussing include:**

- Re-visiting the new Accreditation process and determining the areas where we need to make modifications
- Reviewing all of the exam questions and collaborating with all of the divisions to create a National bank of questions for all to use
- Reviewing the exam and study guides for accuracy and development
- Building a Level III Snowboard exam to possibly be in place for next year or the following year

We never stop growing and developing and welcome any comments or suggestions from the membership. We are here for you. ☞

### An Overview of Best Practices and Tips for Emerging Adaptive Programs

By Mary Ellen Whitney

PSIA-E Adaptive Clinic Leader  
Director of the STRIDE Adaptive Programs at Jiminy Peak,  
Ski Sundown and Catamount

Over many years, established adaptive program trainers have learned tips and 'tricks of the trade' from the PSIA-AASI Adaptive Education Staff, athletes and everyone in between. Everyone has gathered general information to determine what works optimally for their students and programs. I have put together some collective tips and strategies to provide an interesting selection of ideas for any program leader to explore. You may consider adopting these ideas as 'best practices' for your own program's growth. Many of these ideas are considered 'policy' or suggested guidelines which have been adopted due to legal issues or industry standard, but most are for your consideration to advance in the development of an adaptive program at your area.

**Tether loop on skin:** When tethering anything – the loop that connects you to the equipment or student is a slip knot loop that goes under your glove on your wrist skin.

**Seizure protocol:** Have a plan for how to address the student who has active seizure disorder. How long since their last seizure, and are they safe participating? Require a chairlift belt. Have seizure training as part of your instructor orientation, and a seizure action plan.

**Tethering a mono-ski:** Some programs prohibit tethering a mono-ski and others attach a loose single tether line to save a fall which can help to prevent fatigue in the early stages of learning. Have a guideline for your program.

**Five words or less:** Students with Autism Spectrum disorders/intellectual disabilities need simple direct language. Can you break down your teaching instructions into short, direct statements that are 5 words or less? For example: "Boot on ski." "Turn toes right."

**Five words to Blind guide:** Only five optimal words are needed while guiding: Right; Left; Hold; And (the preparatory word); Stop. Those five words repeated will shape a blind skier's turns with voice intonation and inflection, and nothing else is needed. Keep it simple. When you are guiding, that is all you should be doing. Refrain from teaching until both of you have stopped.

**Broken equipment policy:** Don't use it! Period. Tag it and take it out of operation until fixed. As soon as you notice an issue with a piece of equipment, tag it. It is not worth risking an injury on broken equipment.

**Ski Bike protocol:** Some Eastern programs are beginning to use the Ski-Bike for adaptive students. Make sure to get permission from your mountain administration before you put one in use. (Our mountain host requires a loose tether and has chair lift policy.) The Ski Bike may also need a handicap sign attached so that other skiers are aware that it is being used for adaptive purposes.

**Less is more:** If you decide to use a piece of adaptive equipment for your student to learn, *HAVE A PLAN* to help your student learn that they don't need to rely on it. Most students end up relying on equipment introduced and they don't really need it. It becomes habit to keep using it.

**Hands facing up:** Whenever a student is asked to 'hold' a tool, such as a bamboo pole, or ski pal – make sure their palms face upward to hold, to prevent pushing down and bending at the waist.

**Body harness tethering:** Climbing harnesses have become a norm for use with many stand up skiers who need a tool to learn. Connect the right rein to the left hip, and left rein to right hip crossing the reins *in front* to pull opposite hip forward, not pulling same side hip back. Connect the carabiner to the harness itself – NOT the loops (they are not weight load-tested).

**Outrigger Ski tips reverse flip:** As an outrigger skier progresses, they may benefit from reversing the way the ski tips flip up, to a flip down position to make loading and pushing easier. Reverse the spring in the outrigger mechanism.

**Flatland drills are essential:** After assessing your student, don't skip right to sliding and turning and riding the lift. Spend ample time on flatland drills that are fun. Skill development at this stage will set you up for better independent skiing/riding. Use

## » adaptive airtime, continued

games that promote movement patterns.

**Props for fun learning:** FUNDamentals of skiing/riding are better learned when the coach offers visual and tactile props such as Frisbees, toys, cue cards and games that promote the right movement patterns.

**Prize box:** Some students need tangible reward systems – and having a ‘prize box’ filled with trinkets and awards for those students with behavioral challenges works like a charm. Fill your treasure chest with items from the dollar store.

**Second instructor or assistant:** Be careful of the verbiage you use when describing the role of your coaches. In the past, we called the 2<sup>nd</sup> in a Visually Impaired or Sit lesson ‘the blocker’. This suggests a ‘job’, which in a court of law can be misconstrued. Keep it simple – ‘assistant’ is fine.

As more and more new programs are emerging, and Snowsport resorts ask their staff to teach adaptive lessons, having a sense of what works best and having some best practices in play, will get you moving in the right direction and building a safe foundation for your program. <<

mountains  
are my  
LIFE

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for more information.



## zipperline

### Master Teacher Program 2017-18 Graduates

Congratulations goes out to our last three members to successfully complete the former Master Teacher Program! This Master Teacher program provided instructors with an in-depth educational background in a variety of different specialty areas. The program included on snow education as well as indoor clinics. This program has been replaced with the Advanced Educator Program. Congratulations!

**Ronald Dull**, Suicide Six, Sports Science Accreditation

**William Coton**, Gore Mountain, Special Populations Accreditation

**Kathy Dilmore**, Song Mountain, Special Populations Accreditation

Members who were pursuing the former Master Teacher, or who wish to broaden their knowledge base, may be interested in the Advanced Educator Program. This certificate based program consists of many of the same courses and upon completion of all required courses, will satisfy the Alpine Level III Teaching portion of the certification process. Learn more about this new offering at [www.psia-e.org](http://www.psia-e.org).

#### 2017-2018 Accreditation Recipients

The following members have completed their accreditation series this season. Each accreditation consists of three two-day on snow clinics. Congratulations to these members!

Coaching Advanced Skiing and Racing:

**Edward George, Bruce Snyder and Jacob Bausher**

Sports Science: **Michael Pennella, Craig Baum and Ronald Dull**

Special Populations: **Kathy Dilmore and William Coton**

#### Advanced Educator Members

Congratulations Ric Patrick and Christine Holden! These two members are the first to complete all requirements of the Advanced Educator Program. This program consists of indoor, on snow and eLearning courses. Upon completion, these candidates are exempt from the Alpine Level III Teaching Exam. The Advanced Educator Program is open to all certified members wishing to improve their teaching skills, however you must be a minimum Alpine Level II Certified to be evaluated at the Level III Standard in several of the courses. <<



Kathy Dilmore receives her Master Teacher diploma at Sugarbush on April 7, 2018. Kathy's family has supported her throughout the journey.

## 2018-19 Events – Mark your calendar today!

Additional information including cost, lodging discounts, deadline dates, etc. will be posted in late summer

- 2018 Jumping Event at Lake Placid, NY: September 12-13, 2018
- 2018 Fall Indoor Courses: Fort William Henry Conference Center in Lake George - three courses each day on October 27, October 28 and October 29 – includes Advanced Educator Courses!
- 2018 Snowsports School Director's Seminar at Mount Snow, VT on December 3-5, 2018 (Note: Event begins at 7:00pm on Monday, December 3rd with keynote speaker)
- 2018 Master's Academy and Snow Pro Jam at Killington, VT the week of December 10-14, 2018
- 2018 Mini Academy at Killington, VT on December 15-16, 2018
- 2018 Children's Academy: December 17-19, 2018 at Stratton Mountain, VT
- 2019 Spring Rally: Stratton Mountain on March 30-31, 2019 <<

## 2018 Jumping event returns to Lake Placid!

The annual jumping event will be held at Lake Placid Jumping Facility on Wednesday, September 12 and Thursday, September 13! This is an excellent event to either begin your freestyle career, or to improve your existing jumping skills. It allows you to learn how to become more aware of your body in the air, and how body movements affect you during approach, take-off, performing the maneuver, and landing. The most basic and simplest maneuvers will be experienced and practiced before moving on to more difficult maneuvers. More advanced members can build on the jumping skills that they have acquired previously.

This clinic is open to members and non-members, over age 16, in any discipline. Check out the Lake Placid Jump Event Facebook page for photos and videos of previous jumping events. Grab some friends and join us for a fun and educational clinic for any ability level! <<

## Membership and Promotions Committee Report: There is Change Underfoot in the Industry

By Walter Jaeger  
Chair, Membership and Promotions Committee

There is change underfoot in the industry. In small and large ways, new tax laws will have repercussions on the line instructor. The new tax code should provide resorts with more incentives to upgrade and with that, instructors should see better grooming, snow making, lifts and terrain changes which will promote positive experiences for the resort's guests. Facility upgrades for the smaller resorts may also be in order as the tax laws create incentives for reinvestment in fundamental infrastructure. Hopefully, there will also be increased attention to the work environment and compensation of resort employees – especially instructors who are instrumental in bringing new guests to the snow riding experience.

Complementing the new tax code and perhaps of greater long-term benefit to our members is PSIA's renewed and invigorated interaction with the resorts and industry. This initiative is spearheaded by Nick Herrin, National CEO, along with an energized and focused National Board to provide the best experience possible for members. Those efforts are focused on building positive relationships with our partners regarding the benefits PSIA offers the guest experience. Nick believes in each member's ability and willingness to meet the challenges facing our industry. Nick is open to suggestions, tries to make things "happen" and is striving to move PSIA-AASI into the future.

PSIA-AASI Eastern members continue to embrace the Children's Specialist 1 and 2 accreditations, understanding how important it is to knowledgeably offer the next generation of skiers and riders a pathway to success along with the best possible experience. KUDOS to all of you! That the East this year has seen an increase in participation in Educational Events is a direct translation of the importance instructors (you), hold for continuing education. Again, a salute to committed members! It is PSIA-E's hope that the 2018-2019 season will see a true breakout in the number of Event participants. From all reports, the membership is happy with the new certification paths. There is a continuing positive response to the "banking" concept throughout the division as it becomes "ingrained" within the process. Changes over the last few years are a direct response to the membership's desire to reduce the costs and inconvenience of the certification process. PSIA-AASI-E is meeting these desires without lowering the standards for certification. A case could be strongly made that PSIA-AASI-E has strengthened the standards by adding the Children's Specialist 1 and 2 course offerings.

Two new events offered this year were the "Plan Your Own" event and the "Pop-Up" Event. One of each was held this season. The "Plan Your Own" event has the most potential for impacting the direction of education in PSIA-AASI-E. If we as members come forward to request an event, are supplying the participants, and the event is not otherwise available, that might be an impactful statement. This type of event requires initiative by the members, flexibility by school directors and willingness by the resorts. The greatest effort however, is with the member: what is most important for your education and effectiveness as a snow-sports professional teacher and is there a better approach for you than the traditional course offerings? If you decide yes on the second half of the question, gather similar-minded, committed professionals. Think outside the box: is there a sister mountain that may have instructors who might also be interested? (Call your Regional Director to assist you.) Ask your Director to submit a request to Tania Coulthard. Before you know it, you will have rocked the boat and generated enormous excitement in the Division. FYI - I'm working on one for next season.

The greatest assistance members can provide to their organization is to share their enthusiasm about the terrific educational experiences they've had at PSIA-AASI-E Events and from the training received at their home mountain from PSIA-AASI certified trainers. Few social actions affect attitudes like enthusiasm; it's just plain infectious! When you are excited about being a professional, your peers perceive it. Wear your pins proudly!

When you have an idea for a better educational experience, or if you wish to discuss any aspect of how PSIA can serve members better, please e-mail me at [wjaeger1@mac.com](mailto:wjaeger1@mac.com) or, give me a call at (434)242-7749. <<



## A Path to Active Steering

By Keri C. Reid

PSIA-E Development Team Member

Okemo Ski + Ride School

Staff Trainer Okemo Mountain Resort

I have long thought that going with what feels natural is best when it comes to alpine technique. More specifically, the more I refined my skills, the easier skiing became. The beginner skier illustrates this perfectly: moving from the wedge to basic parallel turns is a comfortable progression. Holding a wedge can be taxing on the legs. Undoubtedly, a basic parallel turn requires less physical effort than a wedge turn.

While this rings true for the beginner skier, I've since come to the realization that the high-performing skier needs to rely on much more strength and agility to continue their progression. This notion jumped out at me as I started to work through one of my own skiing quirks.

For me, entering a turn with skis on edge and steering to the new direction starts out just fine. However, as the turn comes to a close, I tend to let my hips follow the rotation instead of continuing to steer the legs to completion. It feels easy, natural ... so I go with it.

The catch is this: the end result is a position that requires a far more aggressive "undoing" to get to the next turn. Instead of having a stable, active upper-body at the ready to enter the next turn, I find myself having to add what would otherwise be unnecessary movement to aid in flattening the skis. An "up" movement to release the skis means putting myself in a less stable position from which to enter the new turn; not ideal.

The cause is clear and directly relates to one of our skiing fundamentals: "control the skis' rotation (turning, pivoting, steering) with leg rotation, separate from the upper body." It's the "how" that gets straight to the core of my premise.

Continuing to steer through the turn instead of lazily letting my hips follow my feet requires some amount of effort. An active core can help to stabilize the hips and allow the femurs to continue their rotation within the hip sockets. Where leg steering is concerned, I feel my gluteus medius muscles and hip-flexors most prominently, especially as my legs reach their full range of motion near the end of a turn.

These sensations are easy to find if you can start to perform a few tasks to their fullest potential. Hockey stops provide a good gateway into more challenging tasks such as pivot slips and hop turns. Beyond the tasks, terrain tactics can also provide learning opportunities. For example, skiing bumps or trees, both of which require turns to occur quite rapidly and not always rhythmically, certainly will help to further develop effective leg rotation. Simple physical cues can also further performance. For instance, keeping the inside hand moving downhill, throughout the turn can help maintain an active core. With an engaged, stable upper body, the legs have something to turn against.

I am still working to perfect this particular skill myself. I've found that cluing into the right sensations provides the feedback required to self-coach. The tasks that certified members toil so diligently to accomplish do not simply exist to torment, but rather to offer opportunities to recognize when a skill is effectively performed. Those pesky hop turns, as much effort as they can be, perfectly spell out leg rotation. Once those sensations have been pinpointed, they are more easily found again. Success no longer needs to be confirmed by an onlooker, instead it can be felt.

Learning to identify the muscles involved in effective movement patterns is certainly insightful. Furthermore, taking the time to train these muscles on and off the hill provides the groundwork for self-improvement. Where tasks highlight new moves, they don't necessarily help develop the strength and agility to perform with ease and mastery. On a personal note, getting to the gym with a ski-specific fitness focus has had a significant impact on my own performance. I have started to create new muscle memory which aids not only to steer my legs, but also provides the opportunity for me to recognize my success or lack thereof. Exercises that target both large muscle groups and stabilizers can help not only to improve strength but also coordination. Plyometrics are excellent for skiers and require little to no equipment, for example: lateral jumps, jump squats, broad jumps and lunge jumps. Try any combination of these in sets of ten with 20 seconds rest in between and your legs will be talking to you in no time.

Bottom line: high performance skiing involves some amount of effort. It may feel right to stay in comfortable movements patterns, but getting to the next level in skiing requires self-awareness, strength and precision. After all, skiing is a sport. I dare say that makes us athletes. <<

## Help ME ... Help YOU!

By Chris Ericson, PSIA-E Examiner

Education and Certification

Committee Chairperson

As we finish up the end of a pretty great season (especially March) and reflect on some of the attendance at our events, I find myself saying the same thing Jerry Maguire said in the 1996 movie. Help Me, Help You!

Over the years, this organization has worked hard to try and develop curriculum and courses that would be helpful to you in your passion for Snowsports instruction. Teaching special populations, kids, adults, in search of corduroy, racing, bumps (kids, seniors, intro, intermediate, advanced), anatomy, behavior management techniques, biomechanics, exercise physiology, movement analysis, science of skiing, skiing ungroomed terrain, stance and alignment, unlock your inner expert and the list goes on and on. In the end, what we find is that many of these events get only a couple of people signed up or get cancelled completely because of the lack of interest.

This year, while attending events, I always asked the groups: "Is there an event that you would like to see our organization offer that we currently don't?" In some cases, people started talking about events that we had – but they just were not aware of it. That's our fault and we will make sure to promote those better in the future. However, in other cases, there were some completely different ideas. The ideas were different and people in the groups would all start nodding their heads agreeing on the content of this "new" clinic topic. Most agreed that it was great to go to a clinic that worked on their personal skiing or riding improvement, but others were interested in clinics that made them better teachers.

On one chairlift ride an instructor started asking me some questions about a client that he sees on a regular basis. He was at wit's end with a particular issue this client was having and didn't know how to resolve it. I gave him a couple of suggestions and what he might want to look for in the client's performance. The instructor looked at me and said; "That's the kind of clinic I want. One that takes the top 10 problems we see on the hill and comes up with potential fixes or exercises that could help resolve them." Duly noted.

It was these types of conversations that eventually required me to start a running list of ideas and suggestions from you, the membership. So, as we start developing the courses for the 2019 season. Please Help Me, Help You and send me a note with a suggestion or idea for a clinic that would be valuable to you. If you don't have email, send a note to the office, but either way I look forward to hearing from you. [cericson3@optonline.net](mailto:cericson3@optonline.net) <<

## Congratulations New Alpine Education Staff Members!

**A** special congratulations to the newest members of the PSIA-E Alpine Development Team (Dev Team)! The Dev Team is a group of highly skilled Level III instructors who are training to become members of the Board of Examiners. They receive training that focuses on sharpening their skiing skills, their teaching skills, and their professional knowledge. The goal is to develop highly effective clinicians who can deliver a wide range of educational events to the membership. Development Team members are required to attend an annual training event and to understudy members of the Education Staff at various events throughout the season. Welcome to the Alpine Development Team!

**Alec Blossom** from Stowe Ski and Snowboard School, VT

**Kathryn Brinton** from Okemo Ski and Ride School, VT

**Chris Carter** from Killington Snowsports School, VT

**Wayne Conn** from Mount Snow Ski and Snowboard School, VT

**Gordon “Chip” Coxe** from Cataloochee Ski and Snowboard School, NC

**Ben DeBenedictis** from Stowe Ski and Snowboard School, VT

**Allie Doro** from Holiday Valley Ski and Snowboard School, NY

**James Scott Hoisington** from Sugarloaf Ski and Snowboard School, ME

**Eric Kelly** from Okemo Ski and Ride School, VT

**Joshua Matta** from Stowe Ski and Snowboard School, VT

**Nathaniel Mead** from Holiday Valley Ski and Snowboard School, NY

**Anthony Parissi** from Jack Frost Snowsports Learning Center, PA

**David Raybould** from Stowe Ski and Snowboard School, VT

**Brandon Rist** from Stowe Ski and Snowboard School, VT

**Charles Roy** from Stowe Ski and Snowboard School, VT

**Gerardo “GH” Salazar** from Jack Frost Snowsports Learning Center, PA

**Michael Sharp** from Jay Peak Snowsports School, VT

**Alessandra Spaulding** from Sugarloaf Ski and Snowboard School, ME

**Bethany Yellis** from Sugarloaf Ski and Snowboard School, ME ☀☀



New Alpine Development Team Members

## Thank You Eastern Division Host Areas!

Once again, we extend a big “Thank You” to the following areas who hosted, or offered to host, one or more of our events this past season. Their generous support continues to assist us in providing members with quality programs at the best possible value!

Adirondack Community College	Liberty Mountain
Attitash Mountain Resort	Loon Mountain Resort
Bear Creek Mountain Resort	Mad River Glen
Beech Mountain Resort	Maple Wind Farm
Belleayre Mountain	Massanutten Resort
Berkshire East Mountain Resort	McIntyre Ski Area
Bethel Inn	Middlebury College Snow Bowl
Blue Hills Ski Area	Mohawk Mountain Ski Area
Blue Knob All Seasons Resort	Montage Mountain
Blue Mountain Ski Area	Mount Peter Ski Area
Bolton Valley Resort	Mount Snow Resort
Bretton Woods Mountain Resort	Mount Southington Ski Area
Bretton Woods XC Nordic Center	Mount Sunapee Resort
Bristol Mountain Winter Resort	Mount Van Hoevenberg
Bromley Mountain	Mountain Creek Resort
Camelback Mountain Resort	Okemo Mountain Resort
Canaan Valley Resort	Peek ‘n Peak
Cannon Mountain	Pico Mountain
Capital Region Nordic Alliance	Roundtop Mountain Resort
Cardigan Mountain Ski School	Seven Springs Mountain Resort
Cataloochee Ski Area	Shawnee Peak Ski Area
Catamount Ski Area	Shawnee Mountain
Craftsbury Outdoor XC Center	Ski Butternut
Cranmore Mountain Resort	Ski Sundown
Crotched Mountain	Sleepy Hollow Inn
Dartmouth Ski Way	Smugglers Notch Resort
Elk Mountain Ski Resort	Snowshoe Mountain Resort
Garnet Hill Lodge & XC Ski Area	Stowe Mountain Resort
Gatlinburg Snowsports Center	Stratton Mountain Ski Resort
Gore Mountain	Sugarbush Resort
Greek Peak Mountain Resort	Sugarloaf Mountain Resort
Gunstock Mountain Resort	Sunday River Ski Resort
Gunstock X-C & Snowshoe Center	Swain Mountain
Hidden Valley Resort	Thunder Ridge Ski Area
Holiday Valley Resort	Timberline Four Seasons Resort
HoliMont Ski Area	Toggenburg Mountain
Hunt Hollow	Trapp Family Lodge
Hunter Mountain	Wachusett Mountain Ski Area
Jackson XC Ski Touring Center	Waterville Valley Resort
Jay Peak Resort	West Mountain Ski Area
Jiminy Peak Mountain Resort	Whiteface Mountain
Killington	White Grass XC Touring Center
King Pine Ski Area	Whitetail Resort
Kissing Bridge	Windham Mountain
Labrador Mountain	Wintergreen Resort
Lapland Lake Nordic Vacation Center	Winterplace Ski Resort
	Woodstock Inn and Resort





# Snowsports Inspirations

## Find Your Roots in Teaching Beginners

By Chris Ericson

PSIA-E Examiner

Education and Certification Committee Chairperson

Let me start by saying this; I love teaching people how to ski and I love being just a regular line-up ski instructor. And as much as I crave skiing the bumps, trees and steeps and teaching people how to enjoy those areas of the mountain, my favorite lesson to teach is an “off the bus group of non-athletic desk jockeys,” who never in their right mind thought they would have two slippery planks attached to their feet. It’s lessons where the slate is clean, the information on “technique” is minimal and the potential growth is off-the-roof mind-blowing. It’s also a place that if we take a step back and think about what that person had to go through today to get to the mountain and take a lesson with you, we may have a little bit more appreciation for our client.

Many of the challenges of our Snowsports industry can be learned from watching our newest clients coming to our resorts. Their experience before they even set foot onto the snow can have them teetering on the brink of never returning again. I mean, what’s not fun about the experience of getting the car parked, everything unpacked and loaded into the arms of your family for the journey through the parking lot, while not losing a child and not dropping a bag into the slushy salt-covered road before getting to the lodge. If rentals are needed, that’s another line and process that must be en-

dured. All of this loveliness happens before you have had the chance to impress upon them your incredible knowledge of boot drills that includes jumping, twisting, stomping, following the leader in various types of circles before having them gliding in a straight run on a .025% grade, that to them feels like the Austrian Hahnenkamm.

We have been listening for years about the low conversion rate of customers in this industry and how challenging it is to get repeat customers. To top that, we add an extra equation to that formula and give most of these new customer lessons, to our most inexperienced instructors. Oh yes, the brand-new instructors with a couple weeks (if we’re lucky) of training including some shadowing of a lesson with a seasoned instructor. Amazingly enough, these instructors who may have been hired the first weekend of December and have had a couple of weekends of training with some shadowing, are ready to teach a group by Christmas Week. If that doesn’t scare you just a bit, then add to that an entire teaching area of ten groups with ten or more students in each group all teaching first time lessons – maybe for the first time. What could possibly go wrong?

A few years ago, I came to realize that this is where we need to be our best. We can’t let this opportunity of getting someone this close to the skiing or riding experience (after everything they went through to get here), just slip away. We need to have our best talent right here at this part of the mountain: staff who understand strategies, learning and communication styles, who have excellent class management and who can modify a task based on the person, group or snow condition. We need to have staff who are confident in their ability and can keep it all fun. One of the reasons I like it here so

much is because of the intense amount of laughter. The students laugh (sometimes at each other), cheer each other on, give high-fives and when successful, they show a feeling of confidence they may have not had all day.

The point is this, as veteran instructors we need to take a lead and jump in the mix and teach some new students. Lead by example and show how you develop success with your students who have never been sliding on the snow before. Your success will be infectious as other instructors around you start watching and seeing how you maneuver through the class keeping them engaged, entertained and hooked into the sport. I’m not saying you need to spend your entire day never moving out of the flats or doing more than a gliding wedge, but the success of our Snowsports Industry depends on having repeat customers. If we are not putting our best product out front to capture that business, eventually those private lessons you like to teach, won’t be there either. So next year, as a seasoned instructor, make sure your lineup supervisor knows that you would like to teach a couple of beginner lessons (those who have never been skiing or riding on snow before). Who knows, you may be impacting the future of our sport. <<

“What good is the warmth of *summer*, without the cold of *winter* to give it sweetness”

— John Steinbeck



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PROFESSIONAL INSTRUCTORS OF AMERICA

## national report

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



**T**o do good, you actually have to do something.” It’s a great quote, inspiring action, saying that the size of the action doesn’t matter nor does the size of the problem really but just that you just need to get off your hind quarters and do something to help make things right. This comment made by Patagonia founder Yvon Chouinard really draws a starting line from which to ACT. It can be applied to endless scenarios but the one that has a direct effect on us as an organization and as an industry is climate change. PSIA-AASI wants to be a part of positive change and has recently adopted a sustainability statement that seeks to align ourselves with others looking to help improve our climate situation.

I am proud to have been a part of the group that helped put this statement together because for me, with a problem as large as we are facing with the health of Earth’s environment, it’s exciting and empowering to take that first step. As an organization, a nation, a continent, a planet, it’s a big challenge but the way we make things right is identical to the way you would eat a whale...take one bite at a time. Our sustainability statement is our first bite.

Whether or not you believe in global warming is not the point. There are some pretty smart people in the world arguing this point so I’m going to leave that discussion to them. I choose to look at it as whether we are leaving the land, water, and air better than we found it. Some of you may remember a commercial in the early 1970’s of a Native American seeing litter being dropped out of a car and a tear comes to his eye. More recently, some of you may

remember seeing a remake of this commercial in a *Simpsons* episode. Regardless of which you recall, it’s tough to argue that we’ve been the best stewards of our planet so we are choosing to take that first bite. “Why us?” “Why put out a statement and what good could it possibly do?”

One of my mentors, Coach Tom Reynolds from the University of Maine at Farmington Ski Industries Program so appropriately said to me once, “There are those in the world that make it happen, and those who ask, “What happened?” Again, it’s the first bite, it’s doing something.

Our existence depends on snow -- plain and simple. If the impact we have on the Earth is reducing snow levels, then we have an issue. It’s hard to have an organization based on an activity that one day may only be found in a museum.

“Look kids, years and years ago people used those contraptions to slide down mountains...on snow!” “Wow Dad, hey what’s snow?”

According to an article in *The Economist* back in January with the very glass half empty title of “Skiing Goes Downhill”<sup>1</sup>, some very iconic ski areas in the Alps will not survive without man made snowmaking systems. Can you imagine what our fate would be here in the East without snowmaking? The article also lists some famous Winter Olympic host cities like Grenoble, Chamonix and Garmisch that would not be reliable venues in 2050. Fifty years beyond that, in 2100 you can add Vancouver and Squaw Valley to that list as well.

We’re trying to avoid such a scenario so PSIA-AASI wanted to take steps and acknowledge that being a good steward is good for all of us. We have been partnering for years with Patagonia – a company that is a leader in sustainability practices. Patagonia reps came and spoke with us at our winter board meeting and I was struck by the earnestness they exhibited. Environmental sustainability wasn’t just something that they do, it’s a part of who they are. If there is any question as to how committed Patagonia is to the quest of environmental sustainability and “doing something”, all politics aside, check out the April GQ article (I read it for the articles...seriously!), titled “Patagonia vs. Evil.”

Another speaker at our January board meeting who is living sustainability was Andy Wirth, President and CEO of Squaw Valley & Alpine Meadows, CA. This is another great example of an organization that is walking the walk. Check out their website <http://squawalpine.com/renewablenow> which has an impressive list of initiatives that aren’t just great for Squaw Valley and Alpine Meadows, but for the entire Lake Tahoe region. I need to acknowl-

edge that many of our resorts in the East also have great sustainability programs and have fantastic efforts outlined on their websites. It seems that everyone is trying to do something and even though not everyone may crow about it on their websites, actions are being taken to make less of an impact. I was speaking with our operations team at Sugarloaf (ME) about sustainability efforts and they started listing off all the things that they do but never publicize because to them and to many of us, it’s just the right thing to do.

I think it’s safe to say that we all recognize that we can’t sit idly by and we need to do something. The following is PSIA-AASI’s statement on sustainability:

*PSIA-AASI recognizes that preserving a winter environment that sustains snow makes skiing and snowboarding possible for its 32,000+ members, official suppliers, and millions of students -- which supports a vision of creating life-long adventures through education.*

*PSIA-AASI’s sustainability policy focuses on communicating, through its publications, messages that educate and inform association members on why developing a sustainable professional and personal lifestyle can positively influence a snowy winter environment.*

*PSIA-AASI’s sustainability policy also embraces collaboration with other established snowsports associations to create programming that helps to educate and inform students about ways to preserve the winter environment.*

*A winter environment that sustains snow is crucial to the future of skiing and snowboarding, the profession of snowsports instruction, and, ultimately, a way of life. By working within its sphere of influence to provide suggestions for a sustainable future for the environment and for snowsports, PSIA-AASI will do its part to protect natural resources and have a positive impact on maintaining alpine snowpacks.*

As your representative to the national board of directors, we on the board are interested in hearing from you. If you have any comments or questions, please let me know at [tbutler@sugarloaf.com](mailto:tbutler@sugarloaf.com).

Thank you for being a teacher and thank you for doing something.

Tom <<

1 (<https://www.economist.com/news/international/21735602-industrys-response-making-it-worse-winter-sports-face-double-threat-climate>)

## around the regions

### Region 1 Report – April Take Two

By Peter Holland  
Region 1 Representative

It sure has been a roller coaster season, a great snowy start but cold, (even by polar bear standards), a long warm spell, and finally more snow and winter weather to give all areas a great ending.

PSIA seems to have had a great season despite the weather. Clinic attendance is up from last year, the latest figures indicate the percentage of retained membership is up and the number of new members is also up. Outstanding!!! Keep up the good work!!!

There will be no Eastern dues increase this year. It looks like the automatic debit payment system will be effective for new members beginning the first of January 2019 and will be available for the rest of us with the annual dues billing in May of 2019. This option has long been sought after by Michael Mendrick and previous Eastern Boards. Nick Herin, CEO, and Tom Spiess, CFO, also worked hard to get this instituted. We all are very hopeful this option for payment will make it easier for members to pay their dues in small increments rather than all at once in June.

We held two regional meetings during the season; an early one at Cannon and one recently at Sunday River. A big thank you to Irv Fountain at Cannon and Matt Erickson at Sunday River for their hospitality and a big shout out to all who attended. Believe it or not those meetings are very helpful in learning what your thoughts are. We greatly appreciate you voicing your concerns and also letting us know when we are doing something right. We do take those messages back to the Board via emails and then again when we meet in June and October.

I did have the opportunity to attend not only Examiner Training in January, as previously reported, but I also observed the Alpine Development Team (Dev Team) tryouts at Cannon Mountain in February. Kathy Brennan did her usual great job of explaining the process and trying to keep the lid on everybody's nerves as she welcomed all the candidates. We were fortunate to have a large group of candidates and a very high level of talent. The snow conditions; new snow, ice, ungroomed, coupled with one exercise unfamiliar to most, put candidates to the test. In the end 19 out of 43 candidates made Dev Team. It was a very positive experience for most of the candidates and especially for me. I thank my group for putting up with and waiting for me!!!

Dave Capron was elected as the new Director in Region One. Peter Howard was elected Vice President of the Executive Committee last October and is

now assuming that position. We all welcome Dave and wish Peter the best in his new position.

Thank you for reelecting me as your Region One Representative. I am most grateful for your continued support. I promise to work hard for you over the next three years.

Have a great summer and we will see you in the fall. Again, please do not hesitate to contact Dave or me with any questions, advice, complaints, etc. Here are our email addresses: Dave (dcapron1@myfairpoint.net) and mine is (pwholland@worth-enind.com). We are available by email anytime and welcome your input. (One footnote: Dave virtually disappears in the summer. He and his wife grow stuff and they work from sun up until dark so his response to you may be a little delayed.)

Thanks,  
Peter Holland

### Region 2 Report

By Ted Fleischer  
AASI-E Examiner  
Region 2 Director

Well at some point this season, spring will arrive. However, at this point, nearly 12 weeks after that “all-knowing” groundhog told us there'd be 6 more weeks of winter, there is still snow in the forecast for this weekend. Jay Peak and Killington are still spinning lifts at least and just last week, I had powder turns with my kids in woods that had full coverage. We had a remarkable start to the season, a warm-up in February that had many folks worried, but then a VERY strong finish. Nearly 100" of snow still at the stake on Mt Mansfield explains why a couple of our region's resorts will spin lifts into May ... possibly June!

Spring Rally at the 'Bush went well. It's a great place to host a great spring event. AASI exams at Killington were well attended. Both AASI and PSIA held Development Team Tryouts to assess new prospective candidates for our esteemed Educational Staff Clinicians. Many talented folks applied and tried out and the cream of a very talented crop made it. Look for their names to be released soon and give them HEARTY congratulations! It takes a huge commitment and a high level of experience to even try out, and for those who made the cuts, the commitment level just went up again.

We have a number of exciting things in the works for the upcoming season that will be discussed at the June Board of Directors meeting, so keep your eyes out for new offerings and new programs. Please keep your suggestions and contributions to our organization coming. We are stronger with your input. Remember, it's OUR organization and our volunteer leadership can only move us forward if we know what matters to you and YOU contribute. Thanks for all you do!

Looking forward to spinning a few more runs

before the daffodils bloom here in northern Vermont. If you make it into my neck of the woods, please reach out.

Enjoy your spring.

Ted Fleischer  
Region 2 Director

### Region 3 Report

By Dave Beckwith  
Region 3 Director

What a roller coaster of a winter! Most of Region 3 had a strong start followed by the January thaw that lasted until March and then winter decided to return! I hope you all still had a great season regardless of the crazy weather.

Our Region 3 meeting was held at Yawgoo Valley, RI on February 15. We had a lively group of attendees and your Region 3 Representative, Dave Welch, and I covered what was happening in our organization for marketing, exam changes, focus group information, and updates from National. We then opened the floor for questions and discussion and received some great feedback from the group with a couple of items to bring back to the Eastern Board of Directors.

Thanks go out to Patty Harrington and the Yawgoo crew for hosting the meeting. If you find yourself in the Rhode Island area next winter, make it a point to stop in and visit. Yawgoo is a wonderful little area with a big heart!

As you may have read in previous issues of the Snow Pro, resorts now have increased flexibility to build events for their needs or even host In-House events. This really helped to bring new members into the organization this season. For example, here is group of new Level 1 coaches with very big smiles, from an In-House event held at Mt. Southington in March. Thanks go out to Ned Crossley from the Development Team for running the event. Everyone had a great time and learned a lot!



New Level I members from the Mt. Southington In House event pictured from left to right:

Zack Lamgros, Colleen Gardner, Peter Reilly, Mike Cirello, Glen Johnson, Eric Hegenbart, Ned Crossley (Development Team member and Course Conductor), Alan Mayhew Back row: Clark Muth, Nick Zygmunt

Now it is time to dust off the bike, kayak and the golf clubs. When I'm out on the golf course, instead of counting my strokes, I'll be counting the days until snow making begins!

Have a great summer.

Cheers;

Dave Beckwith

Region 3 Director

## Region 4 Report

By Bob Shostek

PSIA-E Alpine Examiner

Region 4 Director

Steve Martin

Region 4 Representative

**G**reetings fellow Region 4 members. Hopefully everyone is enjoying spring weather while anticipating the upcoming summer months for your non-snow sports activities. Spring weather? Mother Nature surely liked playing jokes with skiers and riders this season. The start was amazing with cold temperatures (sometimes too cold) and great snow up and down the Eastern Division. Then she started her weather games in February with challenging rain and temperatures that had a lot of our eastern resorts worrying about an early ending. Low and behold, she changed her mind and we were back to cold with some major snow storms rejuvenating March for some great skiing and riding to end the season. At the time of this writing in mid-April, some of our eastern resorts were still operating with great snow. Others are closing with lots of snow still on the hill but not enough customers to stay open.

As always, we would like to say **THANK YOU** to our Region 4 Area Managers and Directors for the support in hosting our members and division events. Coming into the season, we had over 105 events scheduled in Region 4 and very few were cancelled. While attendance numbers in the division did not set any records, the division has hit attendance projections for all events. Most recent reports indicate we have experienced a small growth in membership. Approximately 50% of the new members are in the 16 to 29 age group and retention with this group is up from previous years. This is a welcome sign that we are bringing in and retaining younger members! You will find articles in this newsletter that provide more details on the season results.

The division implemented several new concepts with the certification exam process this past season. Members welcomed the fact that the Children's Specialist 1 (CS1) event satisfied the Children and Youth Module (C&Y) for the Level II Teaching Exam and shortened the Teaching Exam to one day. On the same topic, many of our Level III candidates who participated in the teaching exam

took advantage of the option to take CS2 as their prerequisite. Successfully completing CS2, satisfied the C&Y module for Level III.

Other members chose the option of attending prerequisites other than CS2 and to take the C&Y module instead. For the most part, however, the majority took advantage of the CS2 option which eliminated the need to take the C&Y module. This concept shortened the teaching exams to only one day for those who passed CS1 before taking Part 2 of Level II and CS2 before taking Part 2 of Level III. The division also implemented the concept of taking the part 2 teaching exam prior to the part 1 skiing exam which delivered mixed results and feedback from members.

We also held a **one-day** skiing exam this season which was well received by the membership. The Alpine Steering Committee will meet at the end of April, review all results and more importantly, membership feedback about the new exam concepts. The data and feedback of both "pros and cons" of the concepts would then be presented to the Board of Directors for the decision about continuing the new process in the future. Final decisions will be made by this fall.

Steve Martin, our other regional representative held a regional meeting in mid-February at Whitetail after the events. Steve shared the divisional update, listened to suggestions, concerns and answered questions for the fifty plus in attendance. Thank you, Andrew Davis Snowsports Manager, at Whitetail for extending great hospitality and hosting the meeting and events.

On a final note, we would like to say Thank You Region 4 members for your attendance supporting our regional/divisional events this past season! Your ongoing interest, participation and commitment to the profession is what keeps Region 4 and the Eastern Division successful!

As always, don't hesitate to contact me or Steve Martin with any concerns, issues, suggestions or questions about the region or division. Have a great summer!!!

## Region 5 Report

By Dick Fox

Region 5 Director

**H**appy April everyone.... What more is there to say about the snow this year? As of 04/19, we still have mid-season coverage. I guess that we have to be careful what we wish for. The great surface that we enjoyed all year sure took some of the pressure off and let all of us focus on our staff and our guests.

There is no doubt that our sport is evolving and that the way that our guests plan destination trips and day trips is changing. It is easy to see that guests are expecting a much higher level of quality in all aspects of the resorts that they visit. Person-

ally, I think that this represents an opportunity for snow sports education professionals to step up and make substantial contributions to the guest experience. This was the focus for training all season at Holiday Valley, and that led to many great conversations amongst our staff, experienced and brand new alike. There is so much that can be done to connect with guests in and out of "lessons" and so many unique and creative ways to make it fun and memorable.

From my viewpoint on the Board, I see this everywhere and I am very much encouraged by the passion and energy that is being directed at making PSIA relevant in the business of sliding on snow. This is fun stuff!

Joe Hazard held a Region V meeting in February at Bristol and we had a great Region V meeting in March, held in conjunction with a busy week at HoliMont and Holiday Valley. Both meetings had good attendance (30 – 40 at each) and there was some good information sharing and idea sharing. I can't over emphasize how important these meetings are for Joe and me to collect input that gets directly applied to the policy decisions made on members' behalf all year. I got the real sense that folks at these meetings are engaged in their membership and more inclined to suggest improvements than just ... well ... complain. Thanks for your input.

Joe Hazard from Greek Peak notes that "I can remember, standing outside in the rain on President's Day, wondering if we'd make it to March." Despite a late February warmup, the 100-day season was the norm, with most local areas able to open in November and extend into April. Bristol and Greek Peak had some of their longer seasons and lesson traffic increased with the improving late season conditions. What a season! We're all talking about the conditions in April and how this season will be a 'comeback' for our industry. Specifically, areas such as Bristol, Greek Peak, and Swain focused and rejuvenated efforts led by Snowsports Schools to attract, stimulate, and motivate new skiers and snowboarders to enjoy and embrace the sport. Whether it be through modifications to traditional lessons or the adoption of programs such as Terrain Based Learning, this was a year where customer satisfaction and enjoyment were the primary products we were providing. According to Steve Howie at Bristol, "there was a concentrated effort to provide an outstanding new skier/boarder experience. It was a focused and collaborated effort between management, marketing and the snowsports organization to create, market, and price lesson offerings to attract new customers to the Bristol experience."

At Swain, Steve Hooker revitalized their lesson offering by conducting customer clinics to more closely align to the needs and expectations of their clients and new customers. Specifically focusing on the large numbers in their school programs, Swain Snowsports helps to build market share and position for the future.

At Greek Peak, the instruction was enhanced by the adoption of Terrain Based Learning, in conjunction with a 'Mountains of Fun' package and it was priced to stimulate new customers. The outcomes were incredible and led to an increase in the conversion of many to winter sports enthusiasts.

Joe also notes that all of this good stuff "happens because of the professional instructor. In this area, our [snowsports school] staffs are almost all part-time and they bring a passion and enthusiasm to every line-up and lesson." As we know, our industry is challenged by weather, competition of non-winter sports activities, financials, regulations, etc., but it's the instructor who is usually the 'face' of the sport for a new customer and, without question, they deliver. The issue now is that we have to concentrate and expand our efforts to help bring customers back again and again to our areas and continue to help them build the confidence to reach beyond their comfort zone. The same is true for our professional development. As instructors we need to build on our skills and competencies to move from our personal comfort zones to help provide a better experience for our guests.

Wendy Frank from HoliMont Snowsports reports that this was the best season for snow in a long, long time. In April, we still had a base of 36 inches. We had great turnout for our PSIA-E events this year, and many of our instructors achieved their goals toward certification. Ten of our trainees passed the HoliMont Instructor exam and are now working on their Level 1 PSIA-AASI certification. On another note, after 18 years of serving as General Manager (GM) of HoliMont, Inc., serving as Secretary of NSAA, as well as Chairman of the Board for Ski Areas of New York, Dave Riley is retiring as GM this year. We will miss Dave in his role as General Manager, but we'll know that he will have more time to enjoy skiing.

Holiday Valley's new Snowsports Education Director, Allie Doro came from western New York, so she knows that the weather here always packs a bunch of surprises. Somehow, she managed to pick the perfect year to migrate back from Colorado (bringing the snow with her).

Like HoliMont, Holiday Valley also had a pretty exciting year with respect to certification successes. To begin with, both Allie and Nate Meade became new members of the Alpine Development Team. Western New York now has an impressive group of Education Staff Members which is adding excitement to being part of PSIA-E and which is a deep source of pride for me. We also added fifteen new Level 1 instructors and had seven candidates pass significant portions of their Level 2 and Level 3 exams. The ability to "bank" these successes in achieving national standards is re-generating enthusiasm for the exam process. It is a challenging road, and all of the candidates should be proud of their achievements.

Holiday Valley's focus on the guest experience and creative learning environments will get another boost this summer with the installation of a new beginner magic carpet for next season.

All of the folks who contributed to this regional update hope that you will all have a great summer and come back in the fall "stoked" for another great season. We hope you enjoy all of your summer activities.

## Region 6 Report

By Joan Heaton  
Region 6 Director

**W**hat a weather roller coaster we have been on this season! Just hoping everyone enjoyed the up and down temperatures and snow conditions. And, as they say, never underestimate the power of the month of March. It was just incredible!

I visited Royal Mountain in Johnstown, NY during one of the heat waves we had. Snowsports School Director, Michael Bernardis and Royal's Area Representative, Michael Schaefer, were busy with the hardy group of skiers and riders visiting Royal for the day. While at Royal Mountain, I had the distinct pleasure and honor of meeting Jim Blaise, Owner/Operator of Royal Mountain and a true legend in the ski industry. Jim answered the phone when I called the mountain and he was flipping hamburgers when I arrived there. He is a delightful, accommodating, genuine man for all ages. Jim Blaise truly represents what I think owning a ski area is all about.

I also visited Maple Ski Ridge where Snowsports School Director, Dana Walton, was busy with her school groups on that warm and sunny day! The smiles and enthusiasm showed that all is well at Maple Ski Ridge!

On Wed. March 14th, we held our Region 6 Meeting at West Mountain, NY. In attendance were; Michael Mendrick, our Executive Director; Don Haringa, our Education and Programs Director; Sara Montgomery, West Mountain Owner/Operator (with husband Spencer); Bob Shostek, Kenny Sauer and Troy Walsh, our travelling Education Staff; Karen Haringa, our new Member Services and Communications Director; Lisa Gouwens, Region 6 Children's Committee Member; and, Jim Hayes, Area Rep for Double 'H' Ranch. In attendance were members from Double 'H' Ranch, Gore Mountain, and West Mountain.

Michael Mendrick, our Executive Director, presented an Eastern Division Update for Region 6. I have sent a copy of that hand-out to your Area's PSIA-E/AASI Area Rep. Please contact your Area Rep to see that information.

Sara Montgomery, Owner/Operator with husband Spencer Montgomery of West Moun-

tain, shared with us their intentions to make West Mountain a Race Academy. For more information on this, see <http://www.troyrecord.com/general-news/20140208/five-questions-for-feb-8-spencer-montgomery>.

The Q & A time we had at the meeting was as good as it gets! With the wealth of people there in attendance, ALL questions were answered beyond everyone's satisfaction. Thank you to our Staff and Ed Staff in attendance!

Thank you to Jamie Murphy, Snowsports School Director at West Mountain, for making all the arrangements for us to hold our Regional Meeting there.

### Hunter Mountain is giving a 'shout out' to their newly PSIA-AASI Certified Members:

- AASI Level II: Steve Flammer
- PSIA Level I: Charles Frasier, Lisa Gerrain, Kalyan Ghosh, Nancy Harm, Timothy Shvetsov, Ian Vallone
- PSIA Level II: Chad Dickason, Nancy Kearney, Christa Whiteman
- PSIA Level III: Hans Jungen

I'm excited to report that a new, base to summit, high speed, detachable 6-pack is on its way to Windham Mountain Resort. It will be installed this summer and will be accompanied by state of the art lift access, with RFID ticketing across its seven lifts for the 18/19 season.

The mile-long Doppelmayr system will replace the Whistler triple, a 1983 Von Roll triple with a ten-plus minute ride. The A Lift, a parallel detachable quad called Whirlwind, built by Garaventa CTEC in 1993, will remain in place servicing the Bike Park and sky rides during the summer.

Our Catskill region has seen a number of big new lifts recently, including a gondola at Belleayre and a six-pack at Hunter Mountain. Peak Resorts could build another new high-speed lift at Hunter in 2018, raising the bar for the entire region.

Please send your Area news to Charlie or to me so we can keep the information in this Around the Regions Article informative and up-to-date. Thanks!

Respectfully submitted,

Joan Heaton, Region 6 Director

Charlie Knopp, Region 6 Representative

## Region 7 Report (States south of NJ and PA)

By Paul Crenshaw  
Region 7 Representative

**A**s I begin to write this report the second week in April, it is snowing outside my office window. All resorts in Region 7 are now closed for the season except Snowshoe in

WV. They are still advertising a 34" base and 40 trails open so it may continue to operate for some time yet.

What an amazing season we all had. Mother Nature was doing it right from December through January and then the February thaw hit and our world changed. Some resorts "way" down south closed for the season the first half of February and others closed for days at a time until a few nights of snowmaking temperatures returned intermediately. I know where I teach, at Massanutten Resort, in our last 5 weeks of operation, we were open anywhere from 1 to 4 days each week. This allowed our guests to continue to enjoy sliding on snow; with the warm days in between, they could enjoy other outdoor activities. Then, what the nor'easters did for the resorts up north is another totally amazing experience.

On February 5, Walter and I traveled to Canaan Valley Resort in West Virginia to host our Region 7 Meeting. We both really appreciate Warren Wik, the school director at Canaan, for hosting this meeting. The turnout was a little small for our meeting but the response and interest in the topics was large. One of the topics involved the use of the publicly searchable member profiles online at our consumer-oriented website, MakeWinterMoreFun.com. Several in attendance had not been able to figure out how to put their information on the free site. To help simplify the process, this is the address you would use to create either your free listing or a Premium Listing: [pros.snowportal.com/resort/psia-e/get-started](http://pros.snowportal.com/resort/psia-e/get-started). The Premium Listing has a small charge, but it allows you to really let the public know who you are.

For each issue of the *SnowPro*, Walter and I would like to share with members what is happening at your resort. If there is anything new or there have been any changes you have made or plan to make, these things are very interesting to other members. Please send us what is happening at your resort anytime you can; we can hold it until the next issue of the *SnowPro*. Please send your resort and programs information to one of the addresses below.

We hope you continue to enjoy our beautiful outdoor world doing whatever activity you like, it's all good.

Paul Crenshaw, Region 7 Representative  
pcrenshaw@massresort.com

Walter Jaeger, Region 7 Director  
wjaeger1@mac. ☐☐

## Regions 1 & 2 Board Election Results

**B**elow are the results of the Region 1 and 2 Board election. Congratulations and welcome to Dave Capron as the new Region 1 Director (replacing Pete Howard who now is serving as the Board Vice President) and to Pete Holland as returning Region 1 Rep.

Congratulations to Ted Fleischer for being re-elected as Region 2 Director and Katherine MacLauchlan for being re-elected at Region 2 Rep.

Thank you to Dick Paret for his interest in serving. We look forward to Dick continuing his involvement in the Area Rep Program and Membership/Promotions Committee.

New three-year terms begin on April 1, 2018. ☐☐

### Region 1

Regional Director: David Capron - Education Staff Employee — 71 votes

Regional Rep: Peter Holland — 61 votes

### Region 2

Regional Director: Ted Fleischer - Education Staff Employee — 114 votes

Regional Rep: Katherine MacLauchlan — 106 votes

Richard Paret — 52 votes



Dave Capron



Pete Holland



Ted Fleischer



Katherine MacLauchlan



potentially have some nasty consequences. Getting up on the summit of Lone Mountain was definitely in the cards, but a little time warming up on some groomers made a lot of sense! As such, we started the week by making a couple of cruising laps before heading to more challenging terrain. After a few runs, where our Eastern roots became quite apparent, we worked our way over to an area known as “the Bowl” to begin our off piste adventure.

As we ventured into steeper terrain with varied snow conditions, Robin began to work with us on the tactics we would need to be successful skiing some of the steeper spots on the mountain. I mentioned earlier that when we were cruising the groomers we had displayed our Eastern roots. Much of the time in the east we ski on groomed trails where carving from turn to turn is fun, and a good tactic for the firm conditions we often encounter. One of the things that we love about skiing on a high edge and carving is that you can carry speed across the hill from one turn to another. While this might be a great tactic for an advanced skier on a firm, groomed slope, or a racecourse, it isn't exactly the best blend of the fundamentals for skiing a steep, narrow couloir. About the last thing you want to do is to carry speed toward the rock walls that line the couloir! We needed to start our turns a bit more over our outside ski (a little more skid), and then allow the pitch of the slope to create the edge angle we needed, instead of tipping our legs to a high edge angle early in the turn. By making a skidded, or schmeared turn entry, we were able to control our speed throughout the turn, and we had the choice to edge a little more through the bottom of the turn, or to continue to allow the skis to skid some more. This theme carried on for the rest of the morning, while we continued to explore Big Sky's varied terrain.

The high point (literally) of the morning was our descent from the top of Lone Peak. First, the bad news. When you look at the lift line for the tram, you have to keep in mind that the tramcars are very small when compared to the trams at Snowbird, or Jackson Hole, which can hold 100 or more passengers. The tram at Big Sky holds about 15 passengers. The result is that what looks like a short lift line can take a surprisingly long time. However, the payoff is an amazing view from the top, followed by some of the best skiing I have ever experienced. There are many choices of runs off the top of Lone Peak. All of them are steep. A sign at the top reminds you that being experienced in self-arrest (should you fall) is required. That will get your attention! Our first descent of Lone Peak was on a section of the South Face, known as Marx. Marx is a consistently steep, but relatively wide run, and it was the perfect spot to continue to work on allowing the pitch of the mountain to create the required edging. The snow was awesome, which helped to alleviate much of the pitch-induced anxiety! It was an amazing way to finish our first morning with Robin!

After lunch, Ken had arranged for our group to ski with Michael Porter. For those of you who are not familiar with Michael, he is a multiple term, former member of the PSIA National Team, or Demo Team as it was called in those years, and a multiple term coach of the team after that. It was a real privilege to get a chance to ski with him, and to get some coaching from him as well! It wasn't a big surprise when he began to coach us on our tactics! It was a great afternoon!

Thursday morning greeted us with the promise of more sunshine and slightly higher temperatures. As our group assembled, we became very aware that Bob Shostek was limping. Bob had damaged one of his knees over the course of the season, and in the weeks leading up to the National Academy it had become quite painful. Bob came to the academy hoping to be able to ski through the pain, but the conditions and terrain from the first day had taken their toll on him. Always the trooper, Bob hopped on the chairlift with us, but as he got off at the top, he came to the hard realization that his season was over. It was sad to have Bob leave the group, but also good to know that he has a good surgeon at home, and that he will no doubt come back stronger than ever! We missed you, Bob!

After Bob's departure, Robin got down to business with us, as we continued to work on the tactics of Big Mountain skiing. I will not get into too many

details, because the progression that Robin used, which worked well for this group, was based on how we reacted to the first drill that we did. Had we reacted differently, the progression would have changed. Here is a little teaser: We started by making turns in which our movements put us on a high edge angle early in the turn, in order to carve the top of the turn. Then we made turns where we began the turn by stivoting. We made some turns where our turns to the left were carved, and the turns to the right were a stivot, and vice versa. As we did this, we compared our stance for each turn entry. We paid attention to how much more we were in balance over the outside ski when we turned and skidded our skis at the top of the turn (the stivot turns) versus when we dove to the inside to create a high edge angle. At first most of us were making a pronounced up movement at the beginning of the stivot turns, but Robin worked with us to maintain a flexed, athletic stance, even when we were trying to skid the top of the turn. The goal was to get us moving more along the length of the ski during the turn transition, and less to the inside of the new turn, where we would be committed to a high edge angle early in the turn. From the stivot style entry, we could make subtle edging movements by tipping the lower leg, which gave us plenty of edge on the steep terrain.

As we had the first day, we then moved to “the bowl” where we had some time to practice our new sensations on steeper, ungroomed terrain. At one point Robin stressed the point that we should be trying to lose some altitude as we skidded through the shaping and finishing stages of the turn. She then challenged us to see who could lose the most altitude in a turn. The winner was the biggest loser! Needless to say, that theme hit home with us, and being losers became our mantra! The point, however, was that we were still adding too much edge through the finish of the turn, which took us across the hill faster than we would want to go in a narrow area.

I could describe countless runs in detail, as every time I thought that Big Sky would start to seem familiar, a new challenge appeared! However, I will refrain, as you would likely fall into a deep sleep! I should also write about the amazing evening sessions that I was fortunate to attend. That, and other details, will have to wait for another time. Having said that, I have to describe one more run: On Saturday morning, after spending Friday in some great optional sessions, our group reunited with Robin, and our plan was to ski the North Summit Snow Fields, off the top of Lone Peak.

To access the North Summit Snow Fields you take the tram to the top of Lone Peak. Once the tram drops you off at the summit and you put your phone/camera back in your pocket (it is unbelievably beautiful), the next step is to sign-in with the ski patrol. For safety concerns, the patrol limits the access to the North Summit Snow Fields and to the Big Couloir. Anyone planning to ski/ride the Big Couloir is required to carry full avalanche gear. This means a backpack with an avalanche transceiver, a shovel and a probe. Knowing how to use that gear is essential! For the North Summit Snow fields, the avalanche gear is recommended, but not required. The patrol loosened their rules a bit for PSIA-AASI this week, and they allowed us access to the North Summit Snow Fields as a group. The normal procedure is four at a time. A fall in the Snow Fields can be very dangerous, not only for the skier/rider who falls, but also for anyone below them, as the falling skier/rider can easily overtake the people below them. Restricting the number of skiers/riders who are in the Snow Fields at any one time helps to minimize that risk. We knew that there were several “no fall zones,” where we would allow the person in front a very large space before the next person would start out.

After signing in, we entered the Snow Fields through a gate, and then began a long forward sideslip along a narrow ribbon of snow that traversed the mountain. Below us was a very steep, rocky slope. A fall here could have serious consequences. One of the challenges of skiing this terrain is knowing that any miss-step could have a significant effect on your health, and possibly the health of the people around you. So even when making a simple forward side slip,

you need to be paying close attention to the terrain, every little rock that could catch a ski, and the people around you. As we approached the Snow Fields, Robin took up a position at the entrance to the first section that we would ski. Individually, she gave the game plan of where and when to go, and where to stop so that we could traverse across the mountain to the next section. As we waited in line, Robin would give the okay to the next skier, and they would drop out of sight. It was about to get steep! You couldn't see what they were dropping into until *your* skis were hanging over the edge. The unknown can easily play with your emotions, and I have to admit, the butterflies were swarming! As the skier in front of me (Gail) dropped in, I slid up next to Robin and had my first look at the drop-in to the terrain ahead. The good news was that it was completely doable, but again, that "do not fall" thing plays with your head. When Gail was several hundred yards down the slope, Robin gave the go ahead, and I pushed off. I made some fairly safe turn entries for the first couple of turns, and then as I grew comfortable with the snow and the pitch, I began to relax and to ski the way we had been coached. One of the fascinating parts of skiing steep terrain is how much of the snow breaks away and races down the mountain with you. At one point in the run, a snowball size chunk of hard rolling snow hit me in the back, and I wondered if it was from snow that I had kicked up, or if it was from the skier behind me? It was at this point that I realized that not only was this challenging, and a bit scary (okay... a lot scary), but also that I was having the time of my life! Soon, I reached the stopping point and we waited and watched the skiers behind us ski the mountain. Robin was the last to arrive, and after some fist bumps and a little time to catch our breath, we began a short traverse to the next section of the run.

The first section that we skied ends with some cliffs (a good reason to not fall), so we needed to take a short route down and around the cliff so that we could begin the final leg of the run. The route begins with a short traverse, then a short descent down a steep and somewhat narrow section of the mountain, and then another drop-in area, where once again Robin took up a position to give instructions and to make sure that we left enough space between us. At this point, we had a choice of two chutes. I don't remember exactly what Robin said (I think my heart was thumping too loudly), but I do remember her saying that she had heard that the snow was really good in the second chute. That sounded good to me, so when I got the signal to go, I dropped in and traversed to the second chute. Again, after some conservative turns to start, I once again began to link the turns and to revel in the experience. It was magical!

The next day and a half was spent exploring other parts of the mountain. We spent some time in the chutes off of the Challenger chair, and on Sunday we played in the moguls and the trees off of Andesite Mountain.

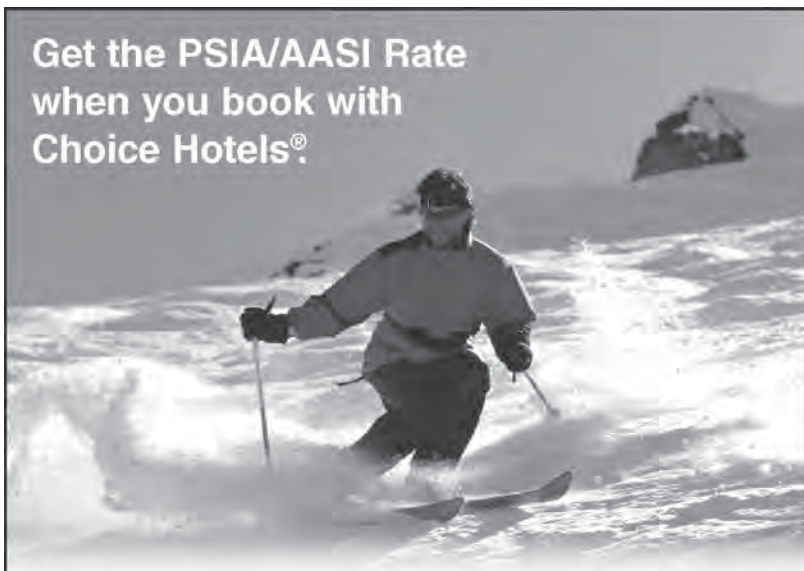
As the week came to a close, I reflected on all we had done: the challenging terrain we had skied, the evening educational sessions, the planning that Ken had done, (not only in route planning, but also in organizing who we would ski with in the afternoon sessions, and where we would eat at night). I was blown away by the whole experience. The exclamation point is the awesome coaching and leadership that Robin Barnes had provided, and the amazing camaraderie of our group, the Biggest Losers! I have come to realize that this was the greatest skiing experience of my life. There is much more to this week that I will write about in the future, but I will finish this by telling you that the PSIA-AASI National Academy is an absolutely awesome event, and if you haven't already, you need to start planning for next year's National Academy now!

Our group comprised of eight Eastern Division Examiners, one Dev Team member, and a Level 3 Windham Mountain Staff Trainer, came together to have some fun, and to push ourselves and each other, to be better skiers and teachers. We skied with one of the finest coaches in the country, and arguably, in the world (Thank you so much, Robin Barnes!). Every one of us was tested, both physically and mentally, and we had a ball! We all came away with experiences and sensations that will make us better skiers. We all experienced and witnessed remarkable coaching, from the pacing, to the group and individual feedback, we learned from a master artisan, and we will be better teachers as a result.

Are you a level 3, thinking about the Dev Team or maybe even the National Team? A level 2 who is wondering if Level 3 is in reach? A level 1 who is ready to make the move to Level 2? What is your plan? Start now. Start to whittle away at the little things you can do to be able to make what might seem like a dream, a reality. Make a plan to come into next season stronger and more flexible. Pull out your PSIA-AASI technical manual, and go through it again. Find other like-minded instructors and start to bounce ideas off each other. Find a coach! Find someone you trust who can push you, both mentally and physically. Find someone who can help you become a better skier or snowboarder. As winter arrives, get to a PSIA-AASI exam prep course early in the season, and instead of leaving the course hoping to know that you are either ready or not ready for the exam, instead, leave with a plan to be ready. Open your mind to learning, and accept that failure is a part of that learning. I'm not talking about failing an exam, but instead I mean that to grow, you may need to reach the point of failure. You may not be able to ski on one ski, you may not be able to do a leaper, or a hop turn or moguls. However, the only way to learn to do all of those things is to get out there, put your ego aside, and go for it! You might be surprised how much fun it can be!

This morning I reached into a kitchen cabinet to grab a coffee mug, and realized that my usual mugs were all in the dishwasher. Farther back was a mug that I seldom use, as it is one of my wife's favorites. I pulled it out, filled it up and made my breakfast. When I sat down to eat, I looked down and read the words on the mug. It read, "Life begins at the end of your comfort zone." How perfect. <<

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## In Memoriam

### Steve Johnston

Longtime member Steve Johnston passed away unexpectedly on April 25, 2018. Below is a note sent from Eastern Nordic Coordinator Mickey Stone to the Telemark community about Steve's passing. You may share online condolences at [www.jerfh.com](http://www.jerfh.com).

"This Wednesday Steve's daughter (a Telemarker and rock climber living out west) found him in his bed resting peacefully as he passed during the night. Steve just joined us at the Eastern Spring Rally. He skied with Hal, Karen, Matt and myself. We had a wonderful chat. He told me about his summer up on the Lake Ontario, going to the Bahamas with his one daughter who won a trip the day after Spring Rally and then his other daughter coming home to visit for his birthday this week.

I know Matt, Mark, Jay, Karen, John and I am sure others have had Steve in your clinics. He was the Kare Anderson award winner three years ago and a very big supporter of Pro Jam and most events at Holimont and Holiday Valley. Steve was a very kind, considerate, balanced person.

As you will remember he was a retired teacher and had won the adaptive teaching award at Holimont this year. It is really hard when you are with someone skiing and talking personally one week and then two weeks later not there. Please spread the word to others and take a moment outside or with your skis and remember this fine, kind quite great man.

Mickey Stone

PSIA-Eastern Nordic Coordinator



Steve Johnston

### John E. Ericson

Roxbury - John E. Ericson, age 76, died peacefully at his family home in Fishkill, NY on Sunday January 7th, 2018. "Jack" was born on March 29th, 1941 in Port Chester, NY to John and Emily Ericson. He studied voice and music at Potsdam Crane School of Music and began teaching music in Penn Yan, NY. He then returned to Port Chester to teach music at the High School where he met and married the love of his life, Nancy Nethercott. They moved to Wappingers Falls to raise their children Christopher and Karin. Jack taught music in the WCSD for over 20 years, as well as swimming lessons in his backyard pool. His beautiful baritone voice graced many church services from New Rochelle to Poughkeepsie including the wedding of his son Christopher to Bonnie Hall. He could often be heard "checking the acoustics" of auditoriums, cafeterias, hallways, ski slopes and his garden with an excerpt from *La Boheme* or *Carousel*. He and Nancy retired from teaching and moved to Roxbury, NY where he sang in several church groups. However, Jack needed something more to do after retirement and to continue to stimulate his love for the outdoors. One thing led to another and he followed in his son's footsteps to teach at Belleayre Mountain.

At Belleayre he was appropriately renamed, "JJ," where he became a full-time PSIA Level 1 Instructor and taught for almost 20 years. He was



John E. Ericson, "JJ"

incredibly proud when his grandsons also started teaching at Belleayre and he would tell his lesson that there were three generations of Ericson's teaching at the mountain. His love for keeping his lessons simple and the customers happy, was evident with a long list of returning customers. He could often be heard telling other instructors that; "teaching skiing was not brain surgery – so stop acting like it is. Keep it simple, keep them happy and have fun." Words for us to all live by for sure.

### Barry Brock (1945-2018) – A Life Remembered

After a courageous and extended battle with health issues, long-time Copper Mountain Ski Instructor Barry Brock left this world on March 17<sup>th</sup> in the Bronx with his brother, Howard, at his side. Barry also leaves behind his sister-in-law, Joan; and nieces, Pamela and Stacy Brock.

Born in the Bronx, on March 13, 1945, Barry remained a resident his entire life. He graduated from James Monroe High School in 1963 and from The City College of NY in 1975. His Bachelor of Science in Physical Education Degree enabled him to pursue his two life's passions: ski instructor and lifeguard.

Starting as a lifeguard with the Department of Parks in New York at age 16, Barry progressed to the position of Borough Coordinator of the Bronx, where he would oversee all life guards in the borough. In 1971, Barry began his life-long love of teaching skiing as a weekend instructor at Big Vanilla-Davos in New York. Then, after two years as a part-time instructor at Mount Snow, Barry became a full-time instructor. During his ski teaching tenure at Mount Snow, Barry also acted as Co-producer and Writer of the deck show for the Mount Snow Ski School Awards Night. He was the sole director of the music and lighting.

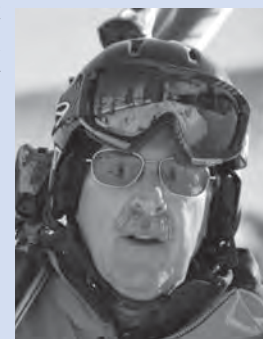
In 1973-1975, Barry taught as a student assistant at The City College of New York in its physical education activity courses- Ski for Credit. Courses were conducted at Vernon Valley-Great Gorge, N.J. In 1981, Barry heeded the call: **GO WEST YOUNG MAN!** After teaching at Breckenridge for two years, Barry moved to Copper Mountain remaining there for the balance of his 30 plus year Rocky Mountain instructing career. With an unrivaled enthusiasm and passion for teaching skiing, he touched the hearts of literally thousands of students as well as fellow instructors. A member of the Professional Ski Instructors of America since 1976, he was Level 3 Certified. Barry has left a legacy that will surely be missed. His mantra "**Shin to Win**" will echo forever on the slopes of Copper Mountain.

Barry was also passionate about all forms of music from classical to rock and was renowned for putting together tracks for parties. His devotion to the New York Yankees and Giants was legendary - sparking many a spirited ski-school, locker-room debate.

Barry taught at the Avard Learning Center in NYC from 1970-1973 as teacher of Perceptual Therapy and Physical Education. He coordinated and conducted programs of physical activities for educable, brain damaged, and emotionally disturbed children.

The next time you hit our slopes, please make a few turns for Barry.

Submitted by Joan Heaton <<



Barry Brock

## kids, kids, kids

### ICE CREAM and EGGS

By Sue Kramer

PSIA-E Alpine Examiner, PSIA-E ACE Team Coach

In a recent Florida visit with my 81-year-old father, my husband and I had an interesting meal experience. Dad had invited us to his condo for eggs and bacon. When we arrived at the agreed upon time, there was the intoxicating smell of bacon cooking and we could hear the sound of hot oil popping out of the pan as we walked in. He was making a mess.

We sat out on the porch, eating our scrambled eggs and picking off the uncooked parts of the microwaved bacon. My dad asked, "Can you tell what the secret ingredient is in the eggs?" I thought they tasted normal if not a little nutty. Since neither of us could guess, he revealed that it was pistachio ice cream. "Of course it is, Dad," I teased. We then discussed how he came to choose that for his secret ingredient, and in a rather matter-of-fact way, he said he used it to replace the milk that he otherwise would've put into the mixture. Made perfect sense to me.

Cooking is a lot like teaching. In cooking we use various ingredients to impart certain flavors. Much of the time it's "a little of this and a little of that." I couldn't help but think how in teaching we use "secret ingredients" to achieve desired outcomes, to change ski or board performance. These come in the form of activities and modifications to the actual environment (like Terrain Based Learning). For example, some children struggle with the idea of moving pressure to the outside ski to improve lateral balance. How would I convey this concept to a student? To create more pressure on the outside ski I'd ask her to stand on her inside ski as if she were placing her foot over a bed of hot coals only to feel the heat of the coals and not to get burned from them. In the teaching to cooking comparison, altering the DIRT (duration, intensity, rate and timing of movements) is a lot like using different ingredients.

Much like dad thought to use ice cream to replace the milk for the eggs, I referred to a range of sensations (the intensity of heat) to convey the idea of changing the intensity of pressure. Chatting about walking on hot coals versus distributing pounds of pressure is much more fun, as is eating ice cream with your eggs. ☺

### Spring Children's Committee Report

By Sue Kramer

Children's Committee Chair, ACE Team Coach

The children's committee and ACE team are a group of innovative and motivated educators, responsible for various projects, such as the Kids Kube app, Webinars, updates to the CS1 and CS2, developing curriculum for the Children's Academy and with outreach in the respective regions. Throughout the year we discuss new and old ideas, all with the intent of delivering the best children's specific educational material to our members. The children's events have done very well this season. Figures through the end of the season show these events were 105% of this year's budget for children's event income. The requirement of CS1 for alpine Level II and optional CS2 for alpine Level III has been mostly viewed as a positive change. I've been especially impressed with the number of people attending CS2 this season. This shows that 91 of our alpine and snowboarding members thought it was worth their time to take this optional event; 281 members took CS1 this year.

The inclusion of the videos in the credential has been beneficial to the consistency of the process. Most members have taken the time prior to attending the events to watch the videos and some schools with active training programs have used the videos as a training tool. Over the course of the season 25 videos were filmed, edited and uploaded to the eastern website, totaling 44 hours of work. More are needed, particularly of snowboarders.

Much planning went into combining the Children's Academy with the management seminar. Doug Daniels and I met over the summer to discuss logistics and there were multiple email and phone exchanges with Melissa Skinner over how these two events would roll. Going into it we all agreed that a) it would be a bit chaotic, b) we were likely not to increase the number of participants significantly and c) by offering this event we were likely to gain more interest and attendance by managers. All predictions were correct. In retrospect it was a great event with lots of energy.

This year we had 280 more subscribers to the Kids Kube. Last year we requested monies to continue building the app, mostly for snowboarding. While the app currently remains solely loaded with alpine content, during ACE team training in January, our snowboard staff as well as Brian Donovan spent the day filming snowboard content for the app. This raw material will be edited and uploaded over the summer, thanks to Bonnie Kolber!

What you can look forward to in 2018-2019: As mentioned above, snowboard content in the Kids Kube App, snowboard videos loaded onto the eastern website for training, a fun-filled and learning-loaded Children's Academy, and regional training opportunities for children's programs managers. Even though the snow is melting in the north country, ideas for next season are brewing ... *Sapere aude.*

**Submitted By:** Susan Kramer, Children's Committee Chair and ACE coach on behalf of: Children's Committee Members: Steve McGrath (Region I), Alison Cummings (Region 2 & ACE), Gary Rivers (Region 3), Jim McHale (Region 4), Mary Claire Vivian (Region 5), Lisa Gouwens (Region 6 & ACE), Pierce Byrd (Region 7), Mac Jackson (at large and ACE) ☺



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## Check out the Cross Country Videos on the Movement Matrix

By Mike Innes

PSIA-E Cross Country Examiner

**A**re you looking for a quick resource for models of cross country ski technique and short drills to use in your lessons? Check out PSIA's Movement Matrix that currently houses 30 different cross-country videos. The Video Matrix is an amazing resource for xc ski instructors to utilize, especially with movement analysis. When an instructor compares and describes the actual body movements and ski performance of their guests to the ideal body movements and ski performance, this is movement analysis. With that information, the instructor can create a drill, game or progression to help their guests develop movements that are more efficient movements. This is where the PSIA video matrix comes into play.

To access the Movement Matrix, go to the PSIA site [www.thesnowpros.org/thematrix](http://www.thesnowpros.org/thematrix). Click on "The Matrix" and it will take you to a log in page. (For most members, your username is usually your email address and your password is likely your member identification number.) Click on "Disciplines" and choose "Cross Country". This will provide you a menu of choices including "Classic, Skate and All Cross Country". The videos include overviews, timing, power and body position.

The overview of each technique describes when the technique is useful, and a general description of the technique. The more detailed videos, such as timing, break it down into the various components. For example, V1 skate timing describes when the pole plants in relation to ski movement. V1 Power describes where the sources of power come from (body position, leg movements, with poling augmenting the power from the legs). Each video allows you to look at the pieces that form the whole and break it down for your own understanding which in turn will aid you in helping others.

Some of the videos on the matrix can also be accessed through the latest Cross Country Technical Manual with a QR Reader. If you are not familiar with QR codes those are the little black boxes that look like random lines. You can use these if you have a phone, iPod, iPad or other device capable of utilizing free computer applications. If you search for "Free QR Code Reader" and install it on your device, then all you need to do is hold your device over the code and it will link to a video.

The PSIA video matrix will help you understand what efficient skiing looks like and add to your teaching repertoire. <<

## Nordic Review – Spring Updates

By Mickey Stone

PSIA-E Nordic Examiner Emeritus

PSIA-E Nordic Coordinator

**T**his winter was a little like kids on a slide at the playground: up and down, up and down. As soon as it seemed like the weather had finally settled into a pattern, it would take a 180 degree turn in the opposite direction. I'm not complaining because it seemed like overall, we had enough snow; it just happened only at certain times of the year. The backcountry, off-piste and cross country events in late February and early March were the most affected, but maybe we should have scheduled more events in April since it turned out to be one of the coldest and snowiest ApriIs we've ever had in Vermont. We had a strong finish to the season with double-digit numbers at the Tele Exam, Spring Fling and Spring Rally. Although we were off our yearly event attendance average by a small percentage, in the long run, we still balanced it all out for another successful season. In the next article we will have specific numbers and a breakdown of the season.



Spring Rally participants at Sugarbush, VT



Shawn Riggle, New Member of the Telemark Development Team

A big shout out to Shawn Riggle from Timberline, West Virginia for becoming part of the Telemark Development Team. Another big shout out to Greg Paquin from Bromley who is now part of our DCL staff and Drew Gelinus from Edson Hill who is a new Cross Country Development Team member. Congratulations to all! <<

## Baby It's Cold Outside!

By Hal Westwood

PSIA-E Nordic Cross Country Development Team Coach

PSIA-E Cross Country Examiner

**W**hen is it too cold to ski? Maybe never, if you are properly prepared and are willing to slide on some skinny skis. Anyone who has skied both alpine and cross-country knows that cross country skiing is warmer. With its more sheltered environment and constant movement, it should come as no surprise to those who haven't tried cross-country yet. Some ski areas cross-promote their Nordic centers by offering free trial passes and rentals to any customer with a valid lift ticket. This is a great way to serve the customer when the temperature drops. In classical cross country skiing the boot sole flexes with each stride. This keeps the toes moving which encourages circulation. Skate skiing tends to be colder with stiff soled boots. Also, glide is reduced in frigid temperatures, which makes skating more work. If you do decide to skate, make sure you use an iron-in, glide wax meant for cold snow temperatures. Scraping your ski before the wax has fully cooled keeps the wax from chipping off the base and possibly flying into your eyes. Waxing for grip on classic skis is relatively easy as the cold abrasive snow allows for a wide margin of error on wax types at the cold end of the spectrum. For a longer ski tour use a binder wax first or be ready to reapply your kick-wax on the trail.



Julie West, PSIA-E Cross Country Examiner

Dressing for the conditions is crucial. Prepare with a neck gaiter or facemask that can be pulled up

for full cover of nose and cheeks. Be sure to cover your ears, either with a hat that comes down low enough or a buff that you put on before your hat. Protect your eyes with goggles, which are warmer than sunglasses, and your fingers with mittens, which are warmer than gloves. To keep your goggles from icing, choose a double wall model with good ventilation. An application of anti-fog paste to the inside of your lenses will help as well. Glove liners will give your hands some protection if you have to take your mittens off. To get a big mitt or glove into a pole strap you may have to put the mitt through the strap first and then insert your hand into the glove. If one of your layers has a hood it is a great way to adjust your temperature on the trail, up for the downhill, down for the uphill. Picking up a pair of oversized boots at your local ski swap allows

you to add an extra pair of socks and gives more wiggle room for your toes. Hand and toe warmers can be used as well and are especially helpful for people with poor circulation. Avoid garments with tight wrists or ankles, which can also impede circulation. Dressing right is key.

It is also important not to get too warm while skiing. If your base layer gets damp you are likely to become chilled on the next decent. Be prepared to shed a layer, or open vents and zippers as you climb to dump extra moisture. Also, be prepared to slow down as needed to avoid overheating. This will likely make you move at a moderate continuous pace but with frequent short stops to adjust for changing body temperatures.

Plan your tour. In frigid weather you may opt to do numerous shorter loops, so shelter is never too

far away. You may want to start the first loop with some extra clothes yet be close enough to your car or lodge to return shortly and adjust clothing before heading further afield. When skiing with a group be sure to check each other for signs of frostbite on noses and earlobes. This would look white and waxy. If you spot it soon enough, you can simply cover the affected spot with a hat or other covering, but you may need to warm the white spot with someone else's hand (assuming there is a person warm enough to do this). If you are alone, don't be embarrassed to ask a passerby. Choosing flatter terrain may help you maintain a more even temperature.

With suitable preparation and careful planning, you can have an enjoyable ski outing even on winter's coldest days. <<

## sports school management

### Sports School Management Committee

#### Gail Setlock named the New Chairperson of the Sports School Management Committee

We are excited to introduce the new Chairperson of the Sports School Management Committee (SSMC), Gail Setlock. Gail has served as the Region 6 Representative on the SSMC for the past

9 years and is well versed in all the topics affecting sports schools and sports school directors. She is stepping in for the departing Doug Daniels, who did an awesome job of guiding the group from 2015 – 2018 and decided to step down this season. Thanks Doug for your time, energy and ideas the past few years!

When asked about her hopes and goals for the SSMC, Gail said: "I'm looking forward to working with our Eastern Division Snow Sports Management Committee to develop our annual Sports School Management Seminar for next fall. Having just returned from National Academy, I have some thoughts and ideas which came to mind from the presentations as well as spending the week with a



great group of people who have a variety of experiences in the sports industry." Gail has been the Sports School Director at Gore Mountain in New York since 2007. Prior to that, she had been the Assistant Sports School Director at Gore Mountain for 4 years.

Gail began her preparation for her sports school career quite early. "I have wanted to be a ski instructor since I was 4 years old," said Gail. "Skiing at Oak Mtn, in Speculator, NY, I was in awe of the ski instructors I saw teaching lessons. When I went off to college at Cortland State, I started teaching skiing at Greek Peak, in Cortland, NY. Under the directorship of Gordon Richardson and our tech director "Swede" Bjorn Haglund, I quickly caught the ski teaching bug and joined the ranks of PSIA. Greek Peak has a great training program, and Swede was always thinking of progressive ways to help us all be better teachers. I was intrigued by the level 3 PSIA instructors and decided that I too wanted to get my certification. I became a member of PSIA in 1980 and went on to attain my Associate certification and then my Full Certification in 1983. I enjoyed teaching so much that I attended college part-time in winters, so I could teach skiing full time 1980-85."

"After graduating college, I returned home to the Adirondacks and started teaching skiing at Gore Mountain in Dec1985, as a part time/weekend instructor. While teaching skiing at Gore Mountain I was also a trainer who worked with our staff, including training folks preparing to take PSIA exams. During that time, I went on to get my Masters

in Business Administration, thinking that it could someday help me to get a managerial position in the ski industry (i.e., snow sports school director)."

"In 2002 I passed the Development Team exam, and then headed right out to Vail to finish the '01-02 season teaching out there. Fall of '03 I was offered the opportunity to be the Assistant Snow Sports School Director at Gore, which I did until Fall '07, when I moved up into the Snow Sports Director's position. I continue as the Gore Mountain Snow Sports School Director, and I am so fortunate to have a wonderful staff of ski and snowboard instructors to work with."

"I passed the Examiner Training Squad (ETS) exam in 2009 and in May 2011, I was elevated from ETS member to Eastern Examiner. I have also been the Region 6 Representative for the Sports School Management Seminar committee since 2009."

Gail concluded, "As I look back at 38 years of teaching skiing and PSIA membership, I can still remember my dreams as a 4-year old of someday being a ski instructor. While I attained that dream, I never imagined that my dreams would be surpassed with the bounty of experiences and opportunities that being a PSIA member has brought me."

We are thrilled that Gail Setlock was able to realize her dream of becoming a ski instructor! With the bounty of experiences and opportunities that being a member of PSIA-AASI has brought her, we look forward to a bright future with Gail's leadership of the Sports School Management Committee. <<

## AASI Update

By Brian Donovan

AASI-E Examiner, AASI-E Advisor

There is an old English proverb that says, "March comes in like a lion and goes out like a lamb," and that couldn't be any more fitting to the end of the winter season here in the Eastern Division. We saw every type of weather this winter, but it seemed like Mother Nature didn't really know that it was winter. Until March . . .

March decided to start itself with some major storms throughout the Northeast. Parts of Vermont, New Hampshire, and New York received over 5 feet of snow in the first week of March. Resorts were resurfaced, replenished, and in full winter mode! Resorts that had already closed were open again. The temperatures cooperated, and that snow stuck around allowing us to finish the AASI-E Event Schedule strong and allow some resorts to get the needed snow to push closing dates deep into April; and some even later.

In March, we hosted an Education Staff Development Team Tryout to select new members of your AASI-E Education Staff. Eleven extremely talented Level 3 certified instructors spent three days at Killington, VT showing off their skills at a very competitive tryout. As a selector, I can tell you that everyone in attendance represented themselves and their resorts exceptionally well. After three long days of riding, teaching, and indoor programs, I am pleased to announce the three newest members of the AASI-E Development Team are Anthony Bailey from Stratton Mountain Sports School, VT; Thomas Mulligan from Sugarbush Ski and Ride School, VT; and Loren Dailey from Stratton Mountain Sports School, VT. Expect to see these three amazing snowboard coaches at a resort near you sometime soon as part of your AASI Eastern Division Education Staff!



New AASI-E Development Team Members:  
Anthony Bailey, Thomas Mulligan and Loren Dailey

Later in March, we hosted our end of season AASI Certification Exams and Riding Retakes. Over the course of four days at Killington, VT we had over 60 members participating in exams. At the end of those four days, I am extremely pleased to announce that we had twelve folks who earned both a Level 1 Certification and a Children's Specialist 1 Accreditation, we had fourteen new Level 2 certified instructors, and we had five new Level 3 certified instructors in the Eastern Division. Please give all of these folks a special round of applause when you see them.

Our new Level 3 certified instructors in the Eastern Division are: Guy Boor from Bristol Mountain, NY; Cem Er from Mount Snow, VT; Steven Franklin from Stowe, VT; Craig Kennedy from Gore Mountain, NY; and Brenden Neill from Holiday Valley, NY.

Congratulations to everyone who earned a new certification or accreditation this season, kudos to everyone who attended an event to improve your personal riding and coaching, cheers to you if you went out and snowboarded with friends this winter, and a big thank you for being a part of the amazing AASI East community. Most importantly: THANK YOU for teaching snowboarding to all of the guests who visit our mountains and THANK YOU for stoking them out on this amazing sport that we love. Whether you taught 1 lesson or 200 lessons this season, I want to say THANK YOU for being passionate about sharing the sport of snowboarding! Enjoy your summer adventures, and we'll see you all again soon! ☺



## CONGRATULATIONS!!!

*The winners of the Burton Snowboard Promotions which were held this season are:*

### AASI Level III Member – Jacob Pluta

from Killington

Jacob attained his AASI Level III certification and also won a pair of Burton M3 MFI goggles.

### AASI Level II Member – Katalin Bell-Gombkoto

from Mount Snow

Katalin attained her AASI Level II certification and also won a Burton Day Hiker pack.

**The following new AASI Level I Members won a Burton DND Beanie!**

**WELCOME to these new members and to all the new AASI Level I members who attained their L1 certification throughout the season!**

### Region 1

#### Mark Taylor from Dartmouth Snowsports School

attained his Level I exam at Dartmouth Skiway, NH

### Region 2

#### Colleen Popko from Jack Frost Snowsport Learning Center

attained her Level I at an exam held at Mount Snow, VT

### Region 3

#### Brian Anderson from Mount Southington Snowsports School

attained his Level I at an exam held at Mohawk Mountain, CT

### Region 4

#### Sarah Bocchino from Mountain Creek Ski & Snowboard School

attained her Level I at an exam held at Mountain Creek, NJ

### Region 5

#### Christopher Selph from Holiday Valley Ski & Snowboard School

attained her Level I at an exam held at Holiday Valley, NY

### Region 6

#### Jarod Stanfield from Tussey Mountain Snowsports School

attained his Level I at an exam held at Belleayre, NY

### Region 7

#### Sandra Dull from Massanutten Snowsports School

attained her Level I at an exam held at Massanutten, VA

**Thanks to Burton Snowboard for being such a great PSIA-E/AASI 2017/2018 sponsor!**

## your turn

### Be a Better Self-Coach

By Katie Brinton

PSIA-E 2018-2019 Development Team Staff Trainer Okemo Mountain Resort

I recently earned a spot on the PSIA Development Team. In preparation for that team try-out, I attended the aptly named Development (Dev) Team Prep Event. At that event, the clinician advised us that members of the Dev Team would receive excellent training but little handholding. Should we prove successful at the try-out, we would be required to take ownership over our own professional progress. Dev Teamers, we were told, are expected to “self-coach,” even when they are not under the watchful eye of a BOE member.

This idea of “self-coaching” really struck me. How many times had I seen someone in a clinic receive clear, specific feedback, only to watch that same person days later sliding around the mountain on autopilot? How many times had I worked on something in a clinic, only to revert back to my old habits as I was teaching? With three weeks to go until the try-out and changes to make in my personal skiing, now seemed like the perfect time to figure out how to become a better self-coach. Here’s what I found.

#### Dial in the Drills

In order to successfully self-coach, it is crucial to not only drill agility/versatility tasks but also to understand how those tasks relate to the movement pattern you are trying to change. I battled with outside ski turns at the prep event. I have a tendency to move too quickly to the inside of my turn in transition, losing contact with the outside ski until the apex of the turn. As a result, when required to do outside ski turns, I could tip and ride the side-cut of my outside ski, but steering was a whole other challenge.

When I returned to my home mountain, I did those outside ski turns at every opportunity. Not just because I needed to perfect the drill (although, in fairness, it seemed likely to make an appearance at the try-out), but also because I needed to change the way I moved in the transition of my turns. When I performed that drill in practice, I focused specifically on tipping the lower-leg instead of the whole body at turn initiation since that is the movement pattern in the drill I wanted to carry through to my all-mountain skiing.

#### Feel the Difference

Many of us are visual learners, but it is hardly feasible to watch yourself ski all the time. Since cameramen and coaches do not constantly

accompany us, we, as self-coaches, have to rely more heavily on feedback we can feel, in order to affect change.

When I dive into a turn, I feel all of the pressure on the top of the boot cuff. When I stay over my feet and flex forward along the length of the ski to initiate a new turn, the point of contact between my shin and the cuff starts much lower in the boot. I actively feel for this lower point of contact as I ski (whether I am making dynamic short turns or wedge christies). That contact in the boot is a clear signal to me that I am moving more effectively in my transition, flexing my anterior tibialis to move my Center of Mass (COM) forward instead of throwing my COM away from my feet.

How do we tune into this physical feedback? Well, those drills you are practicing can help you find accurate sensations. How does it feel underfoot, in the boot cuff, through your legs, and in your core when you get the drill right? Once you’ve found that feeling, carry the sensation from the drill into your all-mountain skiing.

Not sure if that sensation that feels better actually is better? Now is the time to go back to your trainer for a second opinion.

#### Make Mileage Matter

In his book *Outliers*, Malcolm Gladwell draws the conclusion that it takes 10,000 hours of practice to achieve mastery in something. (To put that in perspective, that is around 40 hours of practice a week for nearly 5 years.) Depending on your full-time or part-time status as a snowsports instructor, you likely get somewhere between 5 and 40 hours on the snow each week of the season. So, to even come close to mastering a new movement pattern, all of those hours on snow need to count.

One of the pleasures of skiing is the effortless-ness of it – that feeling of flying down the hill without having to think too hard about anything once you’ve put in the time to turn new moves into muscle memory. But, when you are looking to make changes to your skiing, mindlessly cruising left and right just isn’t going to cut it. Your mileage has to matter – even, or rather, especially when you are teaching.

To be clear, I am not advocating for you to build all of your lessons around the skills you are personally looking to improve. (This is a terrible idea.) Rather, I am suggesting that every demo is an opportunity for you to improve. Most of those three-weeks I had between the prep event and the try-out were spent teaching. I did not have the luxury of taking that time off to focus exclusively on myself. The five fundamentals are fundamental because they

are present in all stages of skiing, so I aimed to refine my ability to angulate and direct pressure to the outside ski with every wedge, wedge christie, side-slip, bump run and tree trail I taught.

I am a terrible pianist. I took lessons as a child, but I never bothered to apply myself in between those lessons (much to my piano teacher’s chagrin). Practicing is hard, but we are not young children whose parents are forcing us to take lessons. We are snowsports professionals who are passionate about skiing, riding and teaching. Even the best coach or clinician cannot change your skiing or riding for you. So next time you set a performance goal or run into a performance obstacle, choose to be your own coach. - A little knowledge and a lot of dedication go a long way toward success. <<

### Five Tips for a Productive Summer

By Katherine R. MacLauchlan  
Founder, Snow Sports Leadership Community

No matter what we do, summer is coming ... eventually, maybe.

Ok, so joking aside, what are you going to do this summer to keep your ski legs - or your teaching brain?

#### Here are some suggestions:

Chat up your peers in the PSIA-AASI Forums. This is your space to ask questions, share ideas and keep your teaching muscles strong.

Keep moving. You probably have an app on your phone but consider an activity watch. Set a goal that you can attain but pushes you to move just a little more. If you’re consistently getting 6,000 steps, have a goal of 8,000. Once you consistently hit that, go for 10,000. You won’t have much fun if you set your goal too high and never meet it ... at least I didn’t.

Check out your resort’s event calendar (there are lots of things to do in the area) and stay connected over the summer!

Read! Grab copies of the PSIA-AASI manuals, [check out the exam prep guides](#), take an e-learning class. Check out books outside of the industry too. See the [Snow Sports Leadership Community](#) on Facebook for a list of my favorites. - Some of these made an amazing difference in how I go about teaching, others changed how I think about people in general. (Join our group by the same name if you’re so inclined!)

Teach something else! Volunteer to coach a team, teach your summer hobby to a friend, take on roles at work that push you out of your comfort zone and have you sharing and presenting to your peers or bosses. Look for other opportunities to teach different things in different ways.

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.

Just because the snow melts (even the Superstar glacier goes eventually), doesn't mean your skills have to fade. Spend the summer consciously engaged in similar activity and by the time the air is crisp again, you'll be primed and ready. <<

## Making Every Minute Count

By Chip Newman

Alpine Level III

Staff Trainer Okemo Mountain Resort

I was recently reading a profile of Mikaela Shiffrin, in the New Yorker Magazine. In the article Mikaela spoke about her intense training regimen and how she and her coaches try and make all of her on snow time count. She alluded to the magical 10,000 hours of practice as an impossible goal: "You can't get to ten thousand hours of skiing, you spend too much time on the chairlift. We had been overestimating the amount of time spent on snow ... And I've had more time on snow than most racers. I always practice on the cat tracks or in those interstitial periods. My dad says even when you are stopping, make sure you do it right, maintaining a good position, with counter rotational forces."

I'm not suggesting we coach our students the way world cup racers train, but I love the word Interstitial. - It means the space in between. It's mostly a medical term referring to the space between tissues. But it's also a one-word reminder to compress more practice into the limited time we have with our students.

In ski teaching we have lots of interstitial time with students, when we are standing talking (hopefully briefly) or on flat terrain or cat tracks. If you think about the amount of time we actually ski in a one-hour lesson you begin to understand how important it is to make good use of every minute. I have always tried to encourage students to not squander this time and terrain even when we are just standing chatting or in line waiting. Think about the student moving from green to blue terrain, just beginning to match their skis. If the goal is to become a parallel skier, why not encourage them to stand with the skis parallel, across the hill with the shoulders and torso aligned down the hill? Have your students slide to a stop facing you in a skidded hockey stop. On flat terrain or cat tracks have them experiment with skidding or tipping one ski at a time or both simultaneously, or maybe lifting one ski or the tail of one ski. For kids it could be skiing backwards or doing whirly birds. With my all-day kids we spend some time boot skiing ... mostly because it's fun, but it also enhances balance. All of these activities will only add to your student's skill set. Encourage students to make this a regular part of their skiing. Explain how we create muscle memory when we practice activities correctly, or just stand while chat-

ting with friends in the stance we use to ski with the skis and body aligned correctly.

Make the most of that interstitial time in your lessons and encourage your students to do the same during their personal skiing time. And don't forget to use some of that time to put smiles on their faces. <<

## Keeping in Touch in the Green Season – "Summer Shredder" Style

By Sheri Miltenberger

Alpine Level II, Adaptive Level I, CS 1

Blue Mountain

Teaching at a ski resort is like being in school. We spend a lot of time with people for months and then say farewell for the off-season, with hazy plans for lunch or shopping that don't materialize. Many of my fellow instructors are some of my favorite people, and in previous years I have regretted that I didn't spend time with them outside of our Learning Center.

This past spring, summer, and fall, however, were different! Several Blue Mountain instructors formed a team and trained together for a Spartan Race in July. It helped us achieve personal fitness objectives, foster friendships and an amazing team mentality, and encourage success in other areas of our lives. It's even changing Blue Mountain's green season offerings!

Our journey began in March 2017, when one of our instructors, Jennifer, aka "Sparbi," floated the idea about doing a Sprint race at our resort in Palmerton, PA. She was actively looking for a healthier lifestyle and a way to get in shape before the big 5-0. Another friend, Sharon (who hasn't missed a day of running for over 3 years) immediately jumped on board, quickly followed by Meghan, a Spartan veteran, and Stefanie, my fellow manager. I went from wondering "why would anyone do THAT?" to wanting to spend time with these fantastic women. (We moms range in age from 51 to 33, with each of us having two or three children.) I signed up myself and my 14-year old son (a junior instructor). Another colleague, Guido, completed our team. Then, I started investigating just what we were getting ourselves into. Oh my!

Obstacle races combine running up and down mountains with various challenges. Participants carry heavy buckets of rocks and sandbags, wade through smelly ponds, climb slippery ropes, clamber over hurdles and walls, roll under barbed wire, throw spears, and much more. In a Spartan, failure to complete an obstacle results in 30 "burpees," a

diabolical combination of squat, pushup, and jump. The distances range from about 5 miles (Sprint) to 8-9 (Super) to 12+ (Beast). All three in one year constitute a Trifecta. And people pay to do this!?

But, after we signed up as "Summer Shredders," some of my favorite times began! In addition to exercising on our own, we met regularly for various training, including trampoline aerobics (loads of laughs!), hiking at the mountain and along the Appalachian Trail, yoga, and working out with a personal trainer, Eileen. Her property began to resemble a Spartan course, as she set up a climbing rope, agility elements, and more around her barn and yard. We wondered what a farmer driving his tractor was thinking one day as we scurried around next to his field pulling, carrying, and climbing.

As we trained together, we started seeing results, both physically and mentally. Our waistlines shrank and our belief in ourselves and each other expanded. Leading up to the event, I was terribly nervous and kept thinking, "in 1 week it will be over, in 48 hours it will be over ..." but once the race began, I didn't want it to end! We had a wonderful time on a beautiful afternoon and in November, we five women followed up with a Spartan Super. We're already registered for a Trifecta in 2018! What a difference a year makes.

It was such a feeling of accomplishment as we held hands and jumped over the final challenge (a fire pit), pausing to get our medals before enjoying the celebratory beer. We successfully finished due to teamwork, accountability, and working toward a common goal. We set up a Facebook page for our team and supporters and encouraged each other virtually as well as in person. We wore blue shirts and matching rainbow socks to show our team solidarity. During the races, we adopted a "no instructor left behind" attitude and helped each other get over, under and through whatever obstacle we faced. We took lots of pictures throughout our training adventures and races and made photo albums for each Shredder. This attitude of teamwork and motivating each other has also served us well outside Spartan events.



The Summer Shredders finish the Fire Sprint Race at Blue Mountain Resort in Palmerton, PA

Two of our team members put their heads together this season and earned their PSIA Alpine and Children's Specialist 1 pins. I was inspired by Sharon's daily running and started my own regular running routine last April. I've gone from alternating walking and jogging for a mile to running longer distances easily and I'm signed up for my first half marathon in April and full marathon in September. Other Shredders will be right there with me and we'll be cheering for and encouraging each other. Having a support system of friends is so helpful in pursuing these and other goals.

Our team was so enthusiastic about our training together that we were featured in a local newspaper article and our mountain management took notice. Some of our Shredders are helping develop a new on-mountain training program that we are launching with the public this summer. We will be offering guided runs, hikes, and obstacle training, in addition to our other green season activities. Our trainer has joined our Blue Mountain team and will be sharing her expertise with those who want to practice rope climbing, pulling heavy loads, and more things that are difficult to do on one's own or even in a gym.

Don't just murmur vague statements about keeping in touch, but instead commit to a firm plan by pursuing a common objective together. Look around your Learning Center to find like-minded individuals and make a goal, form a team, and get going! You'll be glad you did! ☺☺

## More than "Just a Lesson"

By Lori Hensel  
Adaptive Level I (VI and DD),  
Alpine Level I  
Lounsbury Adaptive Ski Program

**W**e all know the joys of being an adaptive instructor, and the questions that run through our minds prior to a lesson: how are the conditions, will my student be having a good day, what can I do to make the most out of this lesson, etc.

When I began my experience with adaptive skiing 10 years ago, it wasn't as an instructor; it was as the parent of a student. After watching the wonderful instructors with the Lounsbury Adaptive Ski program at Holiday Valley, I was hooked and wanted to be a part of giving the experience of skiing to other students.

For parents, not only are ski and weather conditions on their minds, but also the many other things that go into planning an outing for their child. For some parents, they begin a week or more ahead of the lesson preparing their child, reminding them of previous lessons, counting down the days until their lesson and talking about all the things that will happen. Other parents do all the planning and prepara-

tion in secret, not telling their child until it is time to leave because the student is so excited they just can't wait.

As an adaptive instructor, you do so much more for students and their families than just "give a lesson." For parents, your lesson may be their chance to just sit and relax, knowing that their child is safe and having fun and experiencing a unique opportunity outdoors. Maybe your lesson time is the only chance that the parents have to ski together, or with other family members. You give their child an opportunity to do something that other people can do, even if they don't do it the same way.

For your students, you give so much more. You give them an opportunity to do something that their friends can do. You give them a sense of freedom, a sense of accomplishment and most of all ... hope. There is nothing more powerful than that.



Charlie Hensel, whose favorite way to go down the hill is "fast!"

As the parent of an adaptive skier, words can't describe the gratitude I feel for all you do for my son. As an instructor, I am beyond proud to be a part of the dedicated, supportive group of people known as the Lounsbury Adaptive Ski Program instructors. Thank you to the instructors who make it happen, to the parents who trust us with their children, and most of all to the students who give so much in return! ☺☺

## Education Foundation News

### Thank you to Rick Metcalf "Aspiring Ed Staff" Scholarship Fund Donors

Grassroots fundraising effort by generous members and ed staff now totals \$12,440!

**L**ast October, the Eastern Board of Directors approved the creation of the Rick Metcalf "Aspiring Ed Staff" Scholarship Fund. The goal is to honor Rick, recognize the efforts of members that want to pay tribute to him and utilize a portion of the fund to support ed staff prospects that demonstrate both strong potential and definitive financial need in attending events and tryouts related to earning a spot on the Eastern Division Alpine Development Team and Examiner Training Squad.

We are pleased to report that thanks to the generous donations of members throughout the fall (as documented in the fall 2017 *SnowPro*) and to more recent donations and deferrals of expenses by our Alpine Education Staff members the Rick Metcalf Scholarship Fund has raised a total of \$11,787. That is more than \$1,500 over the initial goal of \$10,000.

Thank you to the following members for donations since the winter issue of the *SnowPro*:  
February 1, 2018:

Patricia McCowan  
Steve Cook  
Susan Deluca  
Patrick Whittemore  
Stephen McGrath  
Mark Knipe  
Bruce Hudson  
Kim Stoloski  
Ken Aubry  
Kyle Steinmetz

The initial goal of \$10,000 raised for the Metcalf Fund has now been exceeded by more than \$2,400 thanks to generous members and ed staff who worked with or were inspired by Rick Metcalf over his many years on the Eastern Alpine Education Staff.

The Alpine Steering Committee is working on project ideas to put this funding to good use during the 2018-19 season. Stay tuned! ☺☺





## » president's message, continued

PSIA/AASI booth, attended sessions and was part of panel discussions.

It is great to have our national leadership attending and participating in this conference. We are finally in a spot where the national organizations in Lakewood, Colorado, PSIA/AASI, NSAA & NSP, are working together. We are going to begin to see great things accomplished from our National organizations.

### Here are a few stats on this past season nationwide:

- Nationally, skier and rider visits were down 4.3% from the 10 yr. average of 55.6 million visits. In 2017/18, there were 53.3 million visits.
- The number of operating ski areas in 2017/18 has declined to 472. This is down 9 from 481 the prior season.
- Season pass sales were up 3.2%.
- Lessons were down 4.6 %. However, lesson penetration ratio to conversion continues to increase. 7.8 % of people trying the sport are staying in. This up slightly from 7.7% the 2016-17 season.

As you can see, we have challenges ahead of us. Some of this is weather driven but we need to become more aggressive on getting our message out there. We create fun and introduce our guests to a sport that lasts a lifetime.

Here is some of the GOOD news about what is happening now. NSAA has released an updated version of the Cookbook of Strategies for Beginner Conversion. This is a compilation written by NSAA and PSIA/AASI. It covers rental strategies, instructor training and overall staff training. This is available on the NSAA website <http://www.nsaa.org/growing-the-sport/conversion-cookbook>. PSIA/AASI continues to work on e-learning offerings to our members and the list continues to grow. Many of these offerings are free to members and non-members. An example is the new instructor course.

One of the sessions at the NSAA conference was a reception for the NEXT Generation of leaders. The attendees that were under the age of 40 had a yellow ribbon on their nametag to indicate that they were under the age of 40. This

reception was a time for the under 40 attendees to get together and meet as well as us over 40. We had the opportunity to meet and talk with the next generation and encourage them to achieve their goals. We have a great bunch of young snowsport professionals who will carry on the sport that we all love so much. Some of the attendees under 40 are already GM's. That is an amazing accomplishment especially in this industry. It is exciting to see people interested in pursuing their careers in the snow sports industry. This might be an idea for us to include as one of the sessions at the next Eastern Snow Sports Management Seminar as well.

### Looking Ahead

I know that some of this message seems like doom and gloom but the reality is the sport we love is strong. We have to share our passion. We have to work harder to get our guests to continue with the sport. We have to continue to be creative to get new people into the sport. We have to make it easier for our guests coming into the sport. We have to follow up with our guests and invite them back. There is really not one good answer. This varies from resort to resort. I encourage Directors to create a committee at their resorts for the beginner experience include your GM, supervisors, marketing, rental department, key instructors and maybe a guest that comes to your resort. Create a plan so that your guests can easily navigate the process from registration, getting rentals, and meeting their instructors. The time for planning this is now. We have our major Eastern Board planning and budget meeting coming up in late June. I am looking forward to getting "at it" with our division staff, committee chairs and regional Board reps for next season. After all, according to the countdown app on my phone there are only 189 days until snow making!

Well, that's all for now. I trust you will have a safe and enjoyable summer. Look for my next message in the summer issue of the SnowPro in late July. In the meantime, please do not hesitate to contact me [president@psia-e.org](mailto:president@psia-e.org) or [rossb@mcintyreskiarea.com](mailto:rossb@mcintyreskiarea.com). ☺

## What do ski professionals do in the off season?

Greg Hoffmann from Ski Boot Fitting, Inc of Vail, Colorado moves to Cape Hatteras , North Carolina..... We welcome you all to Cape Hatteras for some fishing, site seeing, clamming, island hopping, sunset cruises and referrals to some of the best kite boarding instructors in the country and also offer a ferry service to "The Reef" of Pamlico Sound for unprecedented windsurfing conditions....Come join Capt. Greg Hoffmann



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[Hoffmann.greg@gmail.com](mailto:Hoffmann.greg@gmail.com)

# Congratulations

Congratulations to the following members who earned their new Level II and Level III certification during this past season! Members who passed their Level I certification are listed on the website at: [www.psia-e.org/new](http://www.psia-e.org/new) - check it out!

## Alpine Level III Certification

Alberto Eduardo Aguilar-Sartori  
Rob Barrese  
Don Briggs  
Travis J Corey  
Alana Dagenhart  
Christopher DeSanctis  
Kagen T Dewey  
John A. Edeleanu  
Erik J. Felt  
Ken Franson  
Austin Johnson French  
Brian T Irwin  
Dr Stephen Robert Jamison  
Ryan M Jarvis  
Mr Hansueli Jungen  
Spencer King  
Amy Kizak  
Jake C Klikunas  
Mark A MacDonald  
William K. Mauney, IV  
Harrison Ross McNeil  
Gregory Meader  
Edward D Meltzer  
Rebecca Miles  
Jonathan W. Miner  
Peter G Ness  
John C. Rounds, Jr.  
Kaylee C. Rumley  
Mr George Schildge  
Marc M Snyder  
Richard A Sokoloff  
Emily W. Spiker  
Tracy B Webster  
S. Patrick Whittemore

## Alpine Level II Certification

Dara Aber-Ferri  
Thomas H Aldrich  
Cynthia Allen  
Joseph C Ambrosi  
Christopher J. Baker  
Andrew K. Barndt  
Alison Berlin  
David P. Bertelli  
Mr. Paul Berzinis  
Ajay Bhala  
Stephen Binyou  
Mr Christopher Blake  
Cathy A Blinken  
Mr Jody T. Bliss  
Thomas Patrice Boily  
Wayne N. Bombard  
Scott Peter Both  
Michael J Bradley  
Earl Brown  
Bradley B. Browne

Bradford W Bruno  
JB Bucha  
Dustin M Burke  
Deborah E. Butts  
Adam Caimi  
David Cairns  
Christopher Coat  
Kathryn M. Colson  
Dr Matthew C. Conroy  
Ethan Cooper  
Michael D. Cullinane  
William C De George  
Matthew J De Marzo  
Suzanne Dean  
John S DeMichael  
R. Bosworth Dewey  
Chad Dickason  
Susan E Dorfman  
Susan E Dorn  
Joanna M Douglass  
Francesco G Drake  
David A Ente  
Sophia Grace Fabrizio  
Lorena I. Fahringer  
Leigh M Fischer  
Patti Fischer  
Johnny Fitzgerald  
Lisa Franzen  
John H Gardas  
Megan L Gardiner  
James G Gardner  
Steven Edward Gavin  
Heather McPartlon Geidel  
Devon Gorman  
Robert Milic Greenawalt  
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Thomas S. Hall  
Philip A. Hallden  
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Crystal Hayes  
Christine Henderson  
John Hoover  
Jessica Horting  
Johanna A M Huijssoon  
William G Humber  
Thomas Michael Hutchison  
D. Michael Ionno  
Michael Jacobson  
Mr. Craig Johnson  
Zachary S Johnson  
Alexander Jukofski  
Jonathan Karlen  
Nancy S Kearney  
Kevin S. Kearns  
Lucas Kornbluh  
Stuart P. Lacoff  
Trae Lamborne

Douglas K. Layman, Jr.  
Cynthia M. M. Lazzara  
Sean Leary  
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Kevin A McKiernan  
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Daniel Meyer  
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Dylan Kelly Sim  
Irene Chrysanta Stadnyk  
Mark Staub  
Mr Ilya Stein  
Logan M Stewart  
John A Straus  
John J. Stubbs  
James E Swann, Jr.  
Todd E. Takken  
Jonathan A Trzepakowski  
Katherine E Turnquist  
Ernest L. Walsh  
James Walter  
Paul F Weston  
Christa M Whiteman  
John Wilson  
Robert T Woodbury  
Mr Xusong Xie  
Mr Burke York  
Stephanie M. Zimmers

## Snowboard Level III Certification

Guy W Boor  
Cem Er  
Steven D. Franklin  
George J Kelly  
Craig S Kennedy  
Christopher Leong  
Jacob Pluta  
Kevin Wu

## Snowboard Level II Certification

Katalin Bell-Gombkoto  
Reiner Peter Brown  
Cristal Chan  
Liam B Dailey  
Mr Cory D Evans  
Scott R Ferris  
Steven B Flammer  
James Edward Gibbons  
Chris J Gilmore  
Mackenzie Erin Gray  
David Isaacs  
Thomas Kazalski  
Katelyn Kuklinski  
Kimberly E Martin  
Jamie Y Mills  
Kevin Nowak  
Cassandra Stelter  
Ryder C Talcott  
Jesse Paul Valenti  
Stephanie Yanaros

## Telemark Level III Certification

David L. Berger  
Thomas M. Donnelly  
Sam Lotto  
Samuel M Pratt

## Telemark Level II Certification

Brent Bowman  
Kurt Byrnes  
Erik Janicki  
Robert J Ledger  
Mark F Linker  
Mike Maher  
Virginia Merson

## Cross Country Level III Certification

Andrew M Gelinias

## Cross Country Level II Certification

Mr. John Levy

## Adaptive Level II Certification

Col Bruce G. Bennett  
James E. Brindle



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# Thank you!





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