

NH STATE OPIOID RESPONSE APPLICATION BUDGET & JUSTIFICATION
 NO COST EXTENSION
 Substance Abuse and Mental Health Services Administration
 (FOA) No. TI-18-015
 CFDA NO.: 93.788

NH SOR NO COST EXTENSION BUDGET AND JUSTIFICATION

FEDERAL REQUEST

A. PERSONNEL

NH does not intend to utilize SOR No Cost Extension funding for personnel

B. FRINGE BENEFITS

NH does not intend to utilize SOR No Cost Extension funding for benefits

C. TRAVEL

NH does not intend to utilize SOR No Cost Extension funding for travel

D. EQUIPMENT

NH does not intend to utilize SOR No Cost Extension funding for equipment

E. SUPPLIES

NH does not intend to utilize SOR No Cost Extension funding for supplies

F. CONTRACTS

Name	Service	Rate	Other	Cost
Access				
1. Regional Doorways and afterhours call center	Core services: screening, assessment, service referral, care coordination, recovery monitoring, Naloxone distribution, GPRAs (Includes flexible needs fund for non-reimbursable services)	5,000 individuals served per year 13,000 naloxone kits/year @ \$75/kit and \$1 shipping	Amend contracts with existing qualified vendors for 3 months to extend from Sept 30-Dec 31 (Vendors named in justification below)	\$2,923,501.00
2. Call center through 2-1-1 for SUD information	Information and Referral to Treatment Services	Includes costs for staffing, supplies, training, and call-center operations	Amend contract with existing qualified vendor to extend from Sept 30-Dec 31	\$121,600.00

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and service referral			(Granite United Way)	
3. Mobile Crisis Services and Supports for Opioid Use Disorder	Treatment Services - Opioid mobile crisis response teams for individuals with substance use disorder	Includes costs for continued delivery of mobile crisis services	Contract amendment with existing qualified vendor to extend from Sept 30-Dec 31 (Mental Health Center Greater Manchester)	\$141,430.00
4. Infrastructure support for statewide integrated mobile crisis response	Treatment Services	Cover costs for 1 year support for infrastructure development	Procurement for services with contract effective date no later than Dec 2020	\$500,000.00
5. PATH Workers	Treatment Services	Includes costs of continued staffing to provide service delivery	Contract amendment with existing qualified vendor to extend from Sept 30-Dec 31 (Mental Health Center Greater Manchester)	\$150,000.00
Prevention				
6. Strength to Succeed programming targeted to families with SUD	Prevention Services	Includes costs of continued delivery of community-based prevention programming.	Contract amendments with existing qualified vendors to extend from Sept 30-Dec 31	\$465,296.00
7. Adverse Childhood Experience Response Program	Prevention Services	Includes costs for continued delivery and possible expansion of community-based prevention programming.	Contract amendment with existing qualified vendors to extend from Sept 30-Dec 31	\$119,434.00
Treatment				
8. Residential Treatment Providers - Supplemental	Treatment Services	\$100 per diem supplemental payments for room and board costs	Contract amendments with existing qualified	\$1,212,664.00

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coverage for Medicaid Eligible Clients with OUD or stimulant use receiving ASAM Levels of Care 3.1-3.5			vendors to extend from Sept 30-Dec 31	
9. Community Based MAT	Treatment Services	Includes costs for staffing, supplies, training, medication to provide MAT to eligible individuals in community settings	Contract amendments with existing qualified vendors to extend from Sept 30-Dec 31	\$104,428.00
10. MAT induction for individuals in corrections and Naloxone distribution and education and Care Coordinators working with people re-entering the community post incarceration	Overdose Prevention, Treatment, and & Recovery Services & Supports	Includes costs for education and distribution of naloxone kits to those released to community from DOC including probationers, parolees and their family. Includes costs for staffing, training, equipment, and medication purchase and Includes costs for staffing, supplies, training for care coordinators	MOU with the Department of Corrections to extend from Sept 30-Dec 31	\$507,223.00
11. MAT Expansion in the Community and for PPW	Treatment services	Includes costs for staffing, supplies, training, medication payments for integrated MAT and health care to eligible individuals	Contract amendment with existing qualified vendor/s to extend from Sept 30-Dec 31	\$596,498.00
12. Transitional Living – Supplemental Room and Board Payments	Treatment Services	\$100 per diem supplemental payments for room and board costs	Contract amendment with existing qualified vendors	\$250,000.00
13. ECHO Sessions	Training and Education	Includes historical costs of ECHO sessions	Procurement of services to conduct sessions	\$50,000.00

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			over a period of 1 year	
14. Smoking Cessation	Treatment Services	Includes costs for providing services and supports intended to reduce smoking by individuals with OUD	Procurement for services with contract effective date no later than Dec 2020	\$100,000.00
15. County Dept. of Corrections MAT	Treatment Services	Includes costs for staffing, supplies, training, medication to provide MAT to eligible individuals in County Corrections facilities	MOUs with county DOCs covering up to 1 year	\$2,000,000.00
16. Youth Peer Supports	Treatment Services & Recovery Supports	Funding to support provision of evidence-based peer supports program for youth	Procurement for services with contract effective date no later than Dec 2020	\$12,000.00
17. Treatment Locator	Treatment Services	Costs to develop statewide treatment services locator with real-time availability of openings	Procurement for services with contract effective date no later than Dec 2020	\$300,000.00
Recovery				
18. Recovery Community Organizations (RCO), expansion of services and locations throughout the state	Recovery Services	Includes costs for staffing, supplies, training, recovery support reimbursements	Contract amendment with existing qualified vendor to extend from Sept 30-Dec 31	\$222,000.00
19. Peer Recovery Support and Parenting Education Services	Recovery Services	Includes costs for staffing, supplies, training, service reimbursements for pregnant women and parents of children	Contract amendments with existing qualified vendor to extend from Sept 30-Dec 31	\$500,000.00
20. Workforce Programs	Recovery Services	Includes costs of providing workforce readiness training & supports for individuals in recovery	Contract amendments with existing qualified vendors to	\$73,086.00

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			extend from Sept 30-Dec 31	
21. Recovery Hub Website Updates	Recovery Services	Upgrade & improve informational website for individuals in recovery	Procurement for services with contract effective date no later than Dec 2020	\$25,000.00
22. CRSWs at New Horizons	Recovery Services	Costs to increase provision of targeted recovery support case management in emergency in NH's largest city	Procurement for services with contract effective date no later than Dec 2020	\$90,000.00
23. Recovery Friendly Workplace	Recovery Services	Provide resources to employers to support employees in their recovery process	Procurement for services with contract effective date no later than Dec 2020	\$350,000.00
Housing				
24. Expand access to recovery housing	Housing Services	Includes costs for staffing, supplies, training, recovery support reimbursements eligible individuals	Contract amendments with existing qualified vendors to extend from Sept 30-Dec 31	\$ 94,768.00
25. Respite Shelter - Provide safe and secure space and non-clinical, non-medical supervision to individuals awaiting treatment services.	Housing Services	Includes costs for staffing, supplies, training, and respite shelter services.	Amend contract with existing qualified vendors to extend from Sept 30-Dec 31	\$534,750.00
26. Expand access to recovery housing-administer utilization of Doorway funds for	Housing Services	Includes costs for staffing, supplies, training, recovery support reimbursements for eligible individuals	Procurement for services with contract effective date no later than Dec 2020	\$ 100,000.00

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individuals needing access to recovery housing				
27. Provide safe and secure space and non-clinical, non-medical supervision to individuals in crisis due to their substance use who are seeking treatment services.	Respite Housing	Includes costs for staffing, supplies, training, and respite services.	Procurement for services with contract effective date no later than Dec 2020	\$ 1,200,000.00
Training and Evaluation				
28. Expand provider education and training to support provision of evidence-based services	Training, Evaluation & Administration	Includes historical costs for staffing and training for a minimum of 5 trainings/year	Contract amendment with existing qualified vendor to extend from Sept 30-Dec 31	\$ 350,000.00
29. Consultant for special projects to align SOR efforts with other programs	Training, Evaluation & Administration	Includes costs for services of consultant with specialized expertise	Procurement for services with contract effective date no later than Dec 2020	\$5,000.00
30. Evaluation – Technical Assistance in developing and evaluating performance and outcomes across SOR projects	Training, Evaluation & Administration	Includes costs for staffing, supplies and technical assistance services	Amend contract with existing vendor (UNH Institute on Health Policy and Practice)	\$201,322.00
FEDERAL REQUEST				13,300,000.00

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JUSTIFICATION:

1. NH will amend contracts for 3-months with existing qualified vendors to continue to provide Doorway services that include statewide coverage for client assessment, evaluation, referral, care coordination, financial assistance, service availability tracking, telehealth services, MAT induction and naloxone distribution. Costs are based on actual annual cost of naloxone purchase and historical expenses of Doorways and projected costs to expand in-person availability 24/7 in high volume areas. Sub-recipients include Concord Hospital, Catholic Medical Center, Southern NH Medical Center, Cheshire Medical Center, Dartmouth Hitchcock, Androscoggin Valley Hospital, Littleton Regional Hospital, Wentworth Douglass Hospital, and Lakes Region General Hospital.
2. Existing qualified sub-recipient (Granite United Way) to ensure access to immediate assistance through a crisis call center through 2-1-1 that will coordinate with the Doorways (1) to ensure timely access to care. Costs based on historical contract with sub-recipient for period of 3-months.
3. Existing qualified sub-recipient (Mental Health Center of Greater Manchester) to provide mobile crisis services and supports to individuals who are in crisis related to their opioid use or post opioid overdose. Costs based on organizational history of expenses related to mobile response team implementation for similar populations for period of 3 months.
4. Statewide Mobile Crisis infrastructure to support development of capacity for integrated mobile crisis response services through new procurement.
5. PATH workers on Mobile Crisis Response Team to extend funding for 3 months to cover staff costs to provide services to reduce homelessness among individuals with co-occurring disorders in the Manchester area.
6. Existing qualified sub-recipients to provide targeted prevention programming for DCYF-involved families with SUD. Costs based on organizational history of expenses for 3-month period.
7. Existing qualified sub-recipients to provide evidence-based prevention services for children up to age 18 who are exposed to adverse childhood experiences as a result of substance misuse. Costs based on organizational history of expenses for 3-month period.
8. Existing qualified sub-recipients (multiple substance use disorder treatment vendors) to maintain and expand residential levels of care (ASAM Levels 3.1-3.5) for individuals with SUD. Costs based on organizational history of expenses for residential treatment services for 3-month period.
9. NH will amend contracts with existing qualified sub-recipients to continue and expand community-based MAT and opioid treatment programs. These funds will cover care coordination and data collection expenses to meet grant and contract requirements as well as funding for direct patient MAT services for clients. Funding for direct services will be

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limited to those who are underinsured or uninsured. Costs based on historical expenses for MAT expansion efforts for 3-month period.

10. The MOU with the sub-recipient (NH Department of Corrections) to provide naloxone and training for naloxone administration to those released to community from DOC including probationers, parolees and their family; to provide SUD case management to individuals re-entering the community from any correctional facility or State-run transitional housing; and to expand MAT induction for individuals in the care of corrections department. Funding will be used for direct patient treatment and MAT services for patients who are uninsured or under insured and for services that are often not covered by traditional payer systems for those who are incarcerated. Cost based on actual spending in current MOU and organizational history of expenses related to MAT provision, care coordination and naloxone distribution at the correctional facility for a 3-month period.
11. Existing qualified sub-recipients to provide comprehensive Medication Assisted Treatment (MAT) and healthcare services. These funds will increase access to integrated MAT and healthcare for pregnant women with OUD. Funding will be used for direct patient treatment and recovery services for patients who are uninsured or under insured. Costs based on organizational history of expenses for provision of MAT services for 3-month period.
12. Existing qualified sub-recipient to increase access to Transitional Living services to eligible individuals transitioning from residential services through supplemental room and board payments. Costs based on organizational history of expenses for provision of services.
13. Procure ongoing ECHO (Enhanced Community Health Outcomes) Sessions to address identified provider community needs to support implementation of evidence-based practices, over a period of 1 year.
14. Procure Smoking Cessation Services with Doorways, MAT providers to improve long-term recovery and illness reduction, for up to 1 year.
15. Support County Corrections facilities to procure and provide MAT to incarcerated individuals for up to 1 year. Procure services to add 3-4 additional Seven Challenges sites providing evidence-based Youth Peer Supports.
16. Procure services to provide Youth Peer Supports for new Seven Challenges sites.
17. Procure services to develop and implement a Treatment Locator with the capability of tracking real time availability of treatment openings.
18. Qualified sub-recipient to provide Facilitating Organization services to support enhancement and expansion of capacity of Recovery Community Organizations (RCOs) to provide peer recovery support services. Costs based on organizational history of expenses for 3 months.

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19. Qualified sub-recipient to expand peer recovery support and parenting education services for individuals who are pregnant and/or are parents of children up to age ten by adding more service locations around the state and training more individuals in the delivery of the Sober Parenting Journey curriculum, allowing for the program to reach beyond the physical service locations. Costs based on organizational history of expenses for 3 months.
20. Qualified sub-recipients to expand access to vocational training opportunities and workforce readiness initiatives for individuals entering or in recovery. Costs based on organizational estimate of expenses for 3 months.
21. Procure for improvements and updates (for up to 1 year) to Recovery Hub website to increase education about, awareness of, and availability of peer recovery supports and services across NH.
22. Procure for services of 2 CRSWs at New Horizons Shelter to increase provision of targeted recovery support case management in emergency shelter in NH's largest city, for the purpose of reducing homelessness.
23. Procure for services through the Recovery Friendly Workplace Initiative to provide resources for business owners to support employees in their recovery process.
24. Existing qualified sub-recipients to provide access to recovery housing services. Funds to be used for services that are often not covered by traditional payer systems. Facilities will be prohibited from using funds for brick and mortar investments. Costs based on local recovery housing estimates for 3-month period.
25. Existing qualified sub-recipients to provide crisis respite beds to Doorway clients during waiting period for appropriate level of care. Cost based on current contracts for services for 3-month period.
26. Procure services for up to 1 year for an organization to administer the management, processing, and payment for Recovery Housing on behalf of the Doorways for eligible individuals.
27. Either utilize existing qualified sub-recipients or procure new sub-recipient/s to provide additional crisis respite beds in locations that improve and shorten access time for Doorway clients during waiting period for appropriate level of care. Costs based on current contracts for services for 1 year.
28. Provider Training and Education - Procurement for single sub-recipient to expand access to a menu of education and training opportunities for prevention, treatment and recovery trainings related to SUD and evidence-based SUD services and interventions including stimulants, in order to ensure adequate services necessary to implement SOR funded initiatives. Costs based on organizational history of training initiatives for 1 year.
29. Continue to utilize services of existing qualified consultant on special projects to align/leverage/coordinate SOR efforts with other programs.

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30. Procure services of qualified consultants to provide Technical Assistance in developing and evaluating performance and outcomes across SOR projects in order to support and improve SOR projects.

G. CONSTRUCTION

NH does not intend to utilize SOR No Cost Extension funding for construction

H. OTHER COSTS

FEDERAL REQUEST

JUSTIFICATION

ACTIVITY:	SERVICES PROVIDED UNDER CONTRACT	RATE	OTHER	COST
(1) State Audit set-aside	Mandatory NH Department of Administrative Services Audit Cost @ .1% of Federal Request	0.10%	RSA 124:16 requires all agencies which receive federal funds to set-aside a percentage (.1%) of the amount received to pay for financial and compliance audits	\$14,000.00
FEDERAL REQUEST				14,000.00

1. Required 0.10% set aside for state of New Hampshire Department of Administrative Services audit.
2. The data incentive is needed to meet program goals in order to encourage client follow up to achieve the required 80% follow up rate at 6 months.
3. Monthly telephone costs reflect the telecommunications needs for SOR project staff and are attributed to communications for the SOR SAMHSA project only.

I. TOTAL DIRECT CHARGES

Federal Request- Total Direct Charges
\$13,314,000.00

J. INDIRECT COST RATE

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CALCULATION:	INDIRECT COST CHARGED TO THE AWARD
(1) Organizations indirect cost allocation plan	\$686,000.00
FEDERAL REQUEST	\$686,000.00

1. The NH DHHS's current departmental cost allocation plan is effective July 1, 2007. The Department submitted a PACAP amendment dated September 30, 2019 for approval to the US DHHS Division of Cost Allocation for approval (submission letter and email acknowledging receipt attached). Based on the approved DHHS cost allocation plan, costs are allocated to benefiting programs or grants based on methods contained in the plan. Allocated costs include: division administration, program administration, finance, human resources, rent, statewide cost allocation, etc. On grant applications, the allocated costs are shown as a value based on previous cost allocation analysis.

Proposed Project Period

- a. Start Date: 09/30/2020 b. End Date: 09/29/2021

BUDGET SUMMARY

Category	Year 1	Year 2*	Year 3*	Year 4*	Year 5*	Total Project Costs
Personnel	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Fringe	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Travel	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Equipment	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Supplies	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Contractual	\$ 13,300,000.00	\$ -	\$ -	\$ -	\$ -	\$ -
Other	\$ 14,000.00	\$ -	\$ -	\$ -	\$ -	\$ -
Total Direct Charges	\$ 13,314,000.00	\$ -	\$ -	\$ -	\$ -	\$ -
Indirect Charges	\$ 686,000.00	\$ -	\$ -	\$ -	\$ -	\$ -
Total Project Costs	\$ 14,000,000.00	\$ -	\$ -	\$ -	\$ -	\$ -

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***FOR REQUESTED FUTURE YEAR**

TOTAL: FEDERAL REQUEST

\$14,000,000

**State of New Hampshire // Department of Natural & Cultural Resources
Cannon Mountain Aerial Tramway & Ski Area // Franconia Notch State Park - Marquee Products**

10/16/2020

Proposed Pricing and Comparative Data Submitted for Fiscal Committee review (Fall 2020)

Description	PROJECTED REV						COMPARATIVE PRICING						Cannon ticket Price vs NH Average
	Current Price 2019/20 Season	Proposed Price 2020/21 Season	Proposed Price Change	3-Year Ave Ticket Sales Volume	Est revenue Increase @ New price	Est Revenue Increase @ New price w/ 25% attendance reduction	Most recent competitors' max prices listed for either 2019/20 or 2020/21. Any and all 2019/20 competitor max prices are expected to increase in 2021						
Cannon Winter Products							Attitash	B-Woods	Loon	Sunapee	Waterville	Avg	
Lift Ticket (unrestricted)													
Adult 1-Day	\$82	\$89	\$7	12,534	\$87,738	\$65,804	\$89	\$104	\$98	\$95	\$93	\$96	(\$7)
Teen/College 1-Day	\$69	\$76	\$7	4,112	\$28,784	\$21,588	\$67	\$74	\$88	\$75	\$83	\$77	(\$1)
Military 1-Day	\$58	\$58	\$0	541	\$0	\$0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Jr/Sr 1-Day	\$60	\$66	\$6	1,973	\$11,838	\$8,879	\$67	\$98	\$83	\$65	\$73	\$77	(\$11)
Tuckerbrook/Eagle Area Ticket	\$52	\$54	\$2	1,250	\$2,500	\$1,875	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Tuckerbrook Only	\$39	\$43	\$4	1,250	\$5,000	\$3,750	N/A	N/A	N/A	N/A	N/A	N/A	N/A
NH Senior 65+ Midweek	\$0	\$0	\$0	2,860	\$0	\$0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Sub-Total - Lift Ticket Revenue						\$135,860	\$101,895						
Season Pass (unrestricted)													
Child Under 6 (processing fee only)	\$39	\$39	\$0	0	\$0	\$0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
NH Sr 65+ Mdwk (processing fee only)	\$39	\$39	\$0	0	\$0	\$0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Adult Non-NH Res	\$829	\$879	\$50	524	\$26,200	\$26,200	\$999	\$1,149	\$1,049	\$999	\$998	\$1,039	(\$160)
Adult NH Res (prior to Dec 15)	\$621	\$659	\$38	846	\$32,148	\$32,148	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Adult Military Non-NH Res	\$399	\$399	\$0	42	\$0	\$0	\$189	\$499	\$1,049	\$189	\$479	\$481	(\$82)
Adult Military NH Res (prior to Dec 15)	\$299	\$299	\$0	104	\$0	\$0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Teen/Sr Non-Res	\$529	\$579	\$50	30	\$1,500	\$1,500	\$999	\$499	\$869	\$999	\$599	\$793	(\$214)
Teen/Sr NH Res (prior to Dec 15)	\$397	\$434	\$37	256	\$9,472	\$9,472	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Senior Military Non-NH Res	\$235	\$235	\$0	28	\$0	\$0	\$189	\$499	\$869	\$189	\$479	\$445	(\$210)
Senior Military NH Res (prior to Dec 15)	\$176	\$176	\$0	33	\$0	\$0	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Junior Non-NH Res	\$459	\$509	\$50	240	\$12,000	\$12,000	\$509	\$499	\$449	\$509	\$527	\$499	\$10
Junior NH Res (prior to Dec 15)	\$344	\$381	\$37	236	\$8,732	\$8,732	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Young Adult Non-NH Res	\$569	\$619	\$50	130	\$6,500	\$6,500	\$999	\$499	\$589	\$999	\$723	\$762	(\$143)
Young Adult NH Res (prior to Dec 15)	\$426	\$464	\$38	140	\$5,320	\$5,320	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Sub-Total - Season Pass						\$101,872	\$101,872						
Other Marquee Items													
Adult Single Day Rental Package	\$45	\$48	\$3	2,242	\$6,726	\$5,045	\$49	\$49	\$49	\$45	\$49	\$48	\$0
Junior Group Snowsports Clinic	\$35	\$49	\$14	747	\$10,458	\$7,844	\$40	\$55	\$99	\$70	\$49	\$63	(\$14)
Adult Tramway Round Trip	\$20	\$25	\$5	2,389	\$11,945	\$8,959	N/A	\$21	\$19	N/A	N/A	\$20	\$5
Junior Tramway Round Trip	\$17	\$20	\$3	276	\$828	\$621	N/A	\$21	\$17	N/A	N/A	\$19	\$1
Sub-Total - Other Marquee Items						\$29,957	\$22,468						
Total Estimated Winter Revenue Increase						\$267,689	\$226,235						
FNSP Summer Products							Att Lifts	BW Gondola	Loon Gondola	Sun Lifts	WV Lifts	Avg	FNSP vs. Avg
Adult Discovery Pass (Tram/Flume Gorge)*	\$31	\$35	\$4	30,274	\$121,096	\$90,822	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Junior Discovery Pass (Tram/Flume Gorge)*	\$25	\$30	\$4	4,415	\$17,660	\$13,245	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Adult Flume Gorge Entry	\$16	\$18	\$2	110,958	\$221,916	\$166,437	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Junior Flume Gorge Entry	\$14	\$16	\$2	14,499	\$28,998	\$21,749	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Adult Tramway Round Trip *	\$19	\$25	\$6	38,816	\$232,896	\$174,672	\$18	\$21	\$19	\$17	\$20	\$19	\$6
Junior Tramway Round Trip *	\$17	\$20	\$3	4,720	\$14,160	\$10,620	\$15	\$21	\$15	\$13	\$16	\$16	\$4
Total Estimated Summer Revenue Increase						\$636,726	\$477,545						
Grand Total Estimated Revenue Increase						\$904,415	\$703,780						
Winter	Cannon will streamline its product mix relative to season passes, day tickets, snowsports school programs, and equipment rentals. This list is ONLY the marquee items; there are hundreds of other products that branch off of these marquee items, and revenue increases will result from those sales as well. Cannon will continue to examine market conditions as the COVID-19 pandemic situation plays out during the winter season, and may present the public with appropriate promotional products during the winter season. Aerial Tramway pricing listed with presumption that it will operate during 20/21 winter season. Adjusted increase shows a 25% reduction where applicable to reflect expected restrictions on admissions due to COVID-19. Requested fees are maximums and may be adjusted downward to address market conditions.												
Summer	* Discovery Passes (both venues / combined ticket) were not sold in 2020, as the COVID-19 pandemic forced the closure of the Aerial Tramway. Listed with presumption that it will operate in 2021 and hit 75% of prev visitation. * Aerial Tramway tickets were not sold in 2020, as the COVID-19 pandemic forced its closure for the entire spring-summer-fall season. Listed with presumption that it will operate in 2021 and hit 75% of prev visitation. Discovery Pass and Aerial Tramway rates increased in response to anticipated demand and to partially offset heavy revenue losses in 2020. Adjusted increase shows a 25% reduction where applicable to reflect expected restrictions on admissions due to COVID-19. Requested fees are maximums and may be adjusted downward to address market conditions.												