

**2009 DRAFTING REQUEST**

**Bill**

Received: **03/11/2009**

Received By: **jkreye**

Wanted: **As time permits**

Identical to LRB:

For: **Roger Roth (608) 266-7500**

By/Representing: **mike**

This file may be shown to any legislator: **NO**

Drafter: **jkreye**

May Contact:

Addl. Drafters:

Subject: **Tax, Other - sales**

Extra Copies:

Submit via email: **YES**

Requester's email: **Rep.Roth@legis.wisconsin.gov**

Carbon copy (CC:) to:

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**Pre Topic:**

No specific pre topic given

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**Topic:**

Sales and use tax exemption related to certain winter activities

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**Instructions:**

See attached

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**Drafting History:**

<u>Vers.</u>	<u>Drafted</u>	<u>Reviewed</u>	<u>Typed</u>	<u>Proofed</u>	<u>Submitted</u>	<u>Jacketed</u>	<u>Required</u>
/P1	jkreye 03/12/2009	bkraft 03/12/2009	mduchek 03/12/2009	_____	cduerst 03/12/2009		S&L Tax
/1	jkreye 01/26/2010	bkraft 01/26/2010	rschluet 01/26/2010	_____	sbasford 01/26/2010	lparisi 02/17/2010	S&L Tax

FE Sent For:

*at intro*  
*3/4/10*

<END>

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/P1	jkreye 03/12/2009	bkraft 03/12/2009	mduchek 03/12/2009	_____	cdurst 03/12/2009		S&L Tax

FE Sent For:

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dh/jk  
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/P1	jkreye	1P1bjk <sup>3</sup> / <sub>12</sub>		_____			
				_____			

FE Sent For:

<END>

3-11-09

Mike → Rep Roth

sales tax exemptions produce a service

winter activities area — energy efficient equipment  
(ski hills—rent, snowmobile tracks, etc)

Jim Engel — WI Ski Ind. Assoc.

262-707-8811

investments to make operations more energy efficient

— snow-making equipment more energy efficient

— already exempt because considered manufacturing equipment

grooming tractors — not exempt

— already getting more energy efficient — fuel efficient

— used exclusively to prepare the ski hills.

pay sales tax on electrical costs or will

25 to 30 ski areas in the state

**AMERICAN RECOVERY  
and  
REINVESTMENT**

**Request for Statewide Funding  
For  
Wisconsin Ski Area Job Stimulus**

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## FORWARD

A previously submitted request for Stimulus Investment included herewith outlines the needs of ski and winter recreation facilities across the State of Wisconsin. The proposal on the following pages will outline how the investment will protect and create jobs across the entire state.

Wisconsin Ski Industries Association is a group representing ski areas throughout the state and, while participating in the procurement and monitoring of the stimulus funding for the ski areas, is not requesting funding for the association but rather on behalf of and for the ski industry in Wisconsin.

The State of Wisconsin is home for over twenty five ski areas and winter recreation facilities. Not only are these facilities impacted by weather, temperature and climatic changes, but also but the recent recessionary economic climate. Investment in the industry will solidify the employment base across the state and offer a fifty percent increase in employment opportunities.

While forecasting the impact the stimulus investment will have on tourism in Wisconsin is beyond the scope of this presentation, it can not be overstated how much the ski industry offers the State of Wisconsin in terms of winter recreation. The stimulus investment will have a profound affect well beyond the ski industry adding jobs and employment opportunities to supporting businesses across the state.

The forecasted investment in this tourism industry outlines funding for "Shovel Ready" investments. Wisconsin ski areas are ready to move, ready to act and ready to stimulate the economy, not only with jobs but also with great family recreation and tourism.

## SCHEDULE OF FUNDING AND JOB CREATION

**Wisconsin Ski Industries is requesting that this stimulus be distributed over a three year span beginning in 2009. This will create a long term effect of job creation and protection and allow enough time for engineering on long lead time structures such as chairlifts and infrastructure.**

**Below is a chart indicated the projected stimulus distribution and the estimated job affect.**

PROJECT YEAR	2009	2009	2010	2010	2011
PROJECT COST PROJECTION	\$14,343,750.00	\$7,255,500.00	\$43,500,000.00	\$29,000,000.00	\$13,050,000.00
PROJECT MONTH DEADLINE	MARCH	APRIL	ORDER BY JUNE 2009	JANUARY	JANUARY
FUNDING DOWN PAYMENT DUE	JUNE	AUGUST	NOVEMBER	MAY	MAY
DIRECT JOB SAVE/CREATION POTENTIAL	4500 Jobs	4500 Jobs	4500 Jobs	4500 Jobs	4500 Jobs
INDIRECT JOB SAVE CREATION POTENTIAL	8775 Jobs	8775 Jobs	8775 Jobs	8775 Jobs	8775 Jobs



**Kreye, Joseph**

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**From:** jim Engel [jim@skisunburst.com]  
**Sent:** Wednesday, March 11, 2009 5:55 PM  
**To:** Kreye, Joseph  
**Subject:** re: Drafting request by Rep. Roth  
**Attachments:** WSIA REQUEST FOR STIMULUS FUNDING INCUDING ENERGY EFFICIENCIES.doc

Mr. Kreye,

Once again a big thank you from all of us in Wisconsin Ski Industries Association. Please find attached a copy of our proposed use of stimulus dollars to help Wisconsin winter recreation areas become more energy efficient. Please note, phase one taking proposed for 2009 includes funding for both energy efficient snowmaking and energy efficient and carbon and sulphur emission reducing grooming tractors.

Your efforts and that of Representative Roth to exempt this equipment are greatly appreciated. As I mentioned, snowmaking equipment is already sales tax exempt as manufacturing. While we consider the grooming tractors also an integral part of the process, your efforts to exempt the tractors and electrical costs as part of a more energy efficient process would be most beneficial.

Please advise if you would find our presentations regarding the grooming tractors being part of our snowmaking and surface preparations beneficial to you. I will be happy to forward them to you.

Again, thank you.

Jim Engel, President  
 Wisconsin Ski Industries Association

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Return-Path: <joseph.kreye@legis.wisconsin.gov>  
 Received: from mail01.legis.state.wi.us [165.189.140.35] by maila41.webcontrolcenter.com with SMTP;  
 Wed, 11 Mar 2009 09:24:07 -0700  
 X-MimeOLE: Produced By Microsoft Exchange V6.5  
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 MIME-Version: 1.0  
 Content-Type: multipart/alternative;  
 boundary="----=\_NextPart\_001\_01C9A262.B77C3DF9"  
 Subject: Drafting request by Rep. Roth  
 Date: Wed, 11 Mar 2009 11:02:02 -0500  
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 X-MS-TNEF-Correlator:  
 Thread-Topic: Drafting request by Rep. Roth  
 Thread-Index: AcmiYreAWvbmH5AcSoqfHqOyPsi0Yw==  
 From: "Kreye, Joseph" <Joseph.Kreye@legis.wisconsin.gov>  
 To: <jim@skisut.com>  
 X-SmarterMail-Spam: SpamAssassin 0.2 [raw: 0.1], SPF\_Pass, DK\_None  
 X-SmarterMail-TotalSpamWeight: 0

Jim,

This is my follow-up e-mail to our phone conversation. Rep. Roth has asked to draft a proposal that would exempt certain purchases made by a skiing facility from the sales tax if those purchases would result in the facility operating more energy efficiently. Any background information you can provide is greatly appreciated.

Thanks,

03/12/2009

Joe

**Joseph T. Kreye**  
Senior Legislative Attorney  
Legislative Reference Bureau  
(608) 266-2263



**WISCONSIN SKI INDUSTRIES ASSOCIATION**

8355 Prospect Drive  
Kewaskum WI 53040  
262-707-8811

**AMERICAN RECOVERY  
and  
REINVESTMENT**

**Request for Statewide Funding  
For  
SHOVEL READY  
Wisconsin Ski Area Job Stimulus**

**Presented by Wisconsin Ski Industries  
Association**

**Comments and Communication to:  
Jim Engel, President  
Wisconsin Ski Industries Association**

SKI AREA	2009	2009	2010	2011	2011
	"GREEN" HIGH EFFICIENT SNOWMAKING	FUEL EFFICIENT LOW EMISION GROOMING	LIFTS	GREEN CHALET & UTILITIES	INFRASTRUCTURE REDEVELOPMENT
ALPINE VALLEY RESORT	\$ 937,500	\$ 525,000	\$ 1,500,000	\$ 1,000,000	\$ 450,000
AUSBLICK SKI HILL	\$ 312,500	\$ 210,000	\$ 1,500,000	\$ 1,000,000	\$ 450,000
BLACKHAWK SKI CLUB	\$ 312,500	\$ 152,250	\$ 1,500,000	\$ 1,000,000	\$ 450,000
CAMP 10	\$ 312,500	\$ 152,250	\$ 1,500,000	\$ 1,000,000	\$ 450,000
CASCADE MOUNTAIN	\$ 937,500	\$ 525,000	\$ 1,500,000	\$ 1,000,000	\$ 450,000
CHRISTIE MOUNTAIN	\$ 312,500	\$ 152,250	\$ 1,500,000	\$ 1,000,000	\$ 450,000
CHRISTMAS MOUNTAIN	\$ 218,750	\$ 152,250	\$ 1,500,000	\$ 1,000,000	\$ 450,000
CRYSTAL RIDGE SKI AREA	\$ 218,750	\$ 152,250	\$ 1,500,000	\$ 1,000,000	\$ 450,000
DEVIL'S HEAD LODGE	\$ 625,000	\$ 210,000	\$ 1,500,000	\$ 1,000,000	\$ 450,000
FORT MCCOY WHITETAIL RIDGE	\$ 312,500	\$ 152,250	\$ 1,500,000	\$ 1,000,000	\$ 450,000
GRANITE PEAK	\$ 937,500	\$ 210,000	\$ 1,500,000	\$ 1,000,000	\$ 450,000
HARDSCRABBLE	\$ 312,500	\$ 152,250	\$ 1,500,000	\$ 1,000,000	\$ 450,000
HEILIGER HUEGEL SKI CLUB	\$ 312,500	\$ 152,250	\$ 1,500,000	\$ 1,000,000	\$ 450,000
HIDDEN VALLEY	\$ 312,500	\$ 152,250	\$ 1,500,000	\$ 1,000,000	\$ 450,000
MILWAUKEE SKI CLUB	\$ 125,000	\$ 152,250	\$ 1,500,000	\$ 1,000,000	\$ 450,000
MONT DU LAC	\$ 312,500	\$ 152,250	\$ 1,500,000	\$ 1,000,000	\$ 450,000
MOUNTAIN TOP AT THE GRAND GENEVA	\$ 437,500	\$ 210,000	\$ 1,500,000	\$ 1,000,000	\$ 450,000
MT ASHWABAY	\$ 156,250	\$ 152,250	\$ 1,500,000	\$ 1,000,000	\$ 450,000
MT LA CROSSE	\$ 937,500	\$ 525,000	\$ 1,500,000	\$ 1,000,000	\$ 450,000

SKI AREA	"GREEN" HIGH EFFICIENT SNOWMAKING	FUEL EFFICIENT LOW EMISION GROOMING	LIFTS	GREEN CHALET & UTILITIES	INFRASTRUCTURE REDEVELOPMENT
NORDIC MOUNTAIN SKI AREA	\$ 500,000	\$ 152,250	\$ 1,500,000	\$ 1,000,000	\$ 450,000
NUTT HILL	\$ 312,500	\$ 152,250	\$ 1,500,000	\$ 1,000,000	\$ 450,000
OLYMPIA RECREATION	\$ 312,500	\$ 152,250	\$ 1,500,000	\$ 1,000,000	\$ 450,000
PORTAGE COUNTY PARKS	\$ 312,500	\$ 152,250	\$ 1,500,000	\$ 1,000,000	\$ 450,000
POWERS BLUFF	\$ 312,500	\$ 152,250	\$ 1,500,000	\$ 1,000,000	\$ 450,000
SUNBURST SKI AREA	\$ 937,500	\$ 525,000	\$ 1,500,000	\$ 1,000,000	\$ 450,000
TROLHAUGEN INC	\$ 937,500	\$ 525,000	\$ 1,500,000	\$ 1,000,000	\$ 450,000
TYROL BASIN CORP	\$ 937,500	\$ 525,000	\$ 1,500,000	\$ 1,000,000	\$ 450,000
WHITECAP MOUNTAIN	\$ 500,000	\$ 152,250	\$ 1,500,000	\$ 1,000,000	\$ 450,000
WILMOT MOUNTAIN	\$ 937,500	\$ 525,000	\$ 1,500,000	\$ 1,000,000	\$ 450,000
<b>TOTAL REINVESTMENT</b>	\$ 14,343,750	\$ 7,255,500	\$ 43,500,000	\$ 29,000,000	\$ 13,050,000
	<b>\$107,149,250.00</b>				

## **CARBON FOOTPRINT REDUCTION**

**This request for stimulus funding is in large part made in an effort to reduce the carbon footprint during snowmaking. The following chart illustrates the effect of having an increased capacity of high efficient fuel efficient snowmaking machines in the fleet at ski areas across the state.**

**Using the formula developed by Annie Faulkner of the New England Coalition for Sustainable Population calculating 1.5 pounds of Carbon Dioxide for every one kilowatthour, the stimulus package could save as much as 4 tons of Carbon Dioxide annually.**

**Snowmaking, and thus the health and viability of the ski and winter recreation industry in Wisconsin, is truly temperature sensitive. As global warming increases, snowmaking opportunities are reduced to smaller sequences. Snowmaking systems will need to be able to make enough snow in those shorter time slots to remain effective.**

**Stimulus funding of snowmaking systems accomplishes two perfectly symbiotic goals. Providing for a highly efficient system reducing carbon foot printing and at the same time providing opportunity to continue operations in an ever warming climate.**

**Naturally this is important in a society where creating healthy recreation is even more valuable for the assisting families with healthy choices.**

**Following is a chart suggesting the carbon emission savings realized through the enactment of the stimulus investment in Wisconsin ski areas.**

**These will be adjusted as distribution is finalized.**

### **GOING GREEN...**

**The following pages summarize the details of some of the most energy efficient snowmaking equipment available today. This proposal is based on use of this equipment.**

SKI AREA	Present snowmaking hours	Existing horsepower	Kilowatt-hours consumed during snowmaking	New Horsepower	Projected snowmaking hours	Kilowatt-hours consumed during snowmaking	Kilowatt hour Savings	CARBON DIOXIDE EMISSION SAVINGS*
ALPINE VALLEY RESORT	550	2,750	1,482,250	4,125	330	1,061,775	420,475	630,713
AUSBLICK SKI HILL	250	750	183,750	1,125	150	131,625	52,125	78,188
BLACKHAWK SKI CLUB	200	750	147,000	1,125	120	105,300	41,700	62,550
CAMP 10	100	500	49,000	750	60	35,100	13,900	20,850
CASCADE MOUNTAIN	550	3,750	2,021,250	5,625	330	1,447,875	573,375	860,063
CHRISTIE MOUNTAIN	450	1,250	551,250	1,875	270	394,875	156,375	234,563
CHRISTMAS MOUNTAIN	300	1,250	367,500	1,875	180	263,250	104,250	156,375
CRYSTAL RIDGE SKI AREA	225	1,250	275,625	1,875	135	197,438	78,188	117,281
DEVIL'S HEAD LODGE	550	2,750	1,482,250	4,125	330	1,061,775	420,475	630,713
FORT MCCOY WHITETAIL RIDGE	100	1,250	122,500	1,875	60	87,750	34,750	52,125
GRANITE PEAK	550	3,750	2,021,250	5,625	330	1,447,875	573,375	860,063
HARDSCRABBLE	200	750	147,000	1,125	120	105,300	41,700	62,550
HEILIGER HUEGEL SKI CLUB	200	750	147,000	1,125	120	105,300	41,700	62,550
HIDDEN VALLEY	175	1,250	214,375	1,875	105	153,563	60,813	91,219
MILWAUKEE SKI CLUB	-	-	-	500	50	19,500	(19,500)	(29,250)
MONT DU LAC	100	500	49,000	750	60	35,100	13,900	20,850
MOUNTAIN TOP AT THE GRAND GENEVA	350	2,750	943,250	4,125	210	675,675	267,575	401,363
MT ASHWABAY	125	750	91,875	1,125	75	65,813	26,063	39,094
MT LA CROSSE	550	2,750	1,482,250	4,125	330	1,061,775	420,475	630,713
NORDIC MOUNTAIN SKI AREA	400	1,250	490,000	1,875	240	351,000	139,000	208,500
NUTT HILL	100	750	73,500	1,125	60	52,650	20,850	31,275

OLYMPIA RECREATION	150	750	110,250	1,125	90	78,975	31,275	46,913
PORTAGE COUNTY PARKS	100	750	73,500	1,125	60	52,650	20,850	31,275
POWERS BLUFF	100	750	73,500	1,125	60	52,650	20,850	31,275
SUNBURST SKI AREA	550	2,750	1,482,250	4,125	330	1,061,775	420,475	630,713
TROLHAUGEN INC	550	2,750	1,482,250	4,125	330	1,061,775	420,475	630,713
TYROL BASIN CORP	550	1,550	835,450	2,325	330	598,455	236,995	355,493
WHITECAP MOUNTAIN	300	1,550	455,700	2,325	180	326,430	129,270	193,905
WILMOT MOUNTAIN	550	2,750	1,482,250	4,125	330	1,061,775	420,475	630,713

7,773,341

Tons of  
CO2  
Saved

3,887

**\* Based on 1.5 lbs CO<sub>2</sub> / kilowatthour per worksheet produced April, 2000 by Annie Faulkner,**

New England Coalition for Sustainable Population



## RUBIS

The Rubis is an extremely energy efficient, multi-stepped snow gun. The low air consumption makes it a great addition for a ski resort. As a 4-step gun, the ease of operation allows even your most novice snowmaker to control it. The good trail snow quality and low noise makes it a great snow gun for ski in/ski out areas. As a low energy gun, it is easy to operate as a manual gun, but works great in an automated system.

### Rubis Specification Comparison:

R-6 (19') R-10 (38')

Water Flow (<19°F) 55 88

Water Flow (19-20°F) 44 66

Water Flow (21-23°F) 33 44

Water Flow (>23°F) 22 22

Air/Water ratio (24°F) 3.4 : 1 1.8 : 1

Air/Water ratio (14°F) 1.4 : 1 0.5 : 1

Throw (ft) 30-130 30-130

Mount fixed tower fixed tower

Water Pressure (psi) 350 350

Weight (lbs) 250 250

Sound Level (Dba) 50 at 150' 50 at 150'

Wet bulb start-up (°F) 24.8 26.6

### Automation Auto-ready Auto-ready

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[www.johnsoncontrols.com/snow](http://www.johnsoncontrols.com/snow)

Johnson Controls is the pioneer and global leader of automated snowmaking and the company that brings you Snomax® Snow Inducer. We provide ski areas with products and services that can be customized to address specific mountain challenges, from snowmaking engineering and design to total resort resource management.

### Air/Water Ratio

0.3

0.6

0.9

1.2

Temperature °F

R10 Air-Water Ratio

## RUBIS AUTONOME

The Rubis Autonome is an energy efficient, multi-stepped snow gun with a 5 hp on-board compressor. Available as a self-contained automatic unit, or as a manual

unit, this gun allows the snowmaker to have the advantages of compressed air, without investing in a large scale compressor project. The low air consumption and quiet noise level makes it a great alternative to the fan gun. Run manually, the ease of operation allows even your most novice snowmaker to control it.

The great trail snow quality and low noise is ideal for ski in/ski out areas.

Manual Automatic (Self-Contained)

RM-10 RA-10

Water Flow (<19°F) 88 88

Water Flow (19-20°F) 66 66

Water Flow (21-23°F) 44 44

Water Flow (>23°F) 24 24

Air/Water ratio (24°F) 1.2 : 1 0.1 : 1

Air/Water ratio (14°F) 0.3 : 1 0.3 : 1

Throw (ft) 33-130 33-130

Mount fixed tower fixed tower

Water pressure (psi) 250 250

Height (ft) 34 34

Weight (lbs) 600 880

Sound level (Dba) 50 at 150' 50 at 150'

Power Consumption 5hp / 4.5Kw 5hp / 4.5Kw

Wet Bulb Start up (°F) 26+ 26+

© 2007 Johnson Controls, Inc. 7257 S. Revere Parkway, Centennial, CO 80112 Tel: 888-275-0242  
Printed in USA PUBL-5067

## J 10 FAN GUN

Snowmakers will recognize this new fan gun as a Johnson Controls product because of the high water-to-snow conversion rate, stellar energy savings and its ability to bury your trails with snow. Created with the goal of simplicity and efficiency, uncomplicated valving and a unique wing nucleator maximize water resources to produce huge snow piles. This energy efficient gun proves that with just 19 nozzles and 3 nucleators, this gun produces the same or more snow with half the horsepower of its closest competitor. The valve can also be easily converted to an automatic version. The 10 HP fan propels 27-120 GPM using a proprietary 4-step flow adjustment. Used with Snomax® Snow Inducer, the J10 can quickly become one of the most effortless ways for a ski area to save money, maximize efficiencies and create a more green environment.

Designed to optimize the efficiencies of Snomax and maximize water-to-snow conversion

As a Snomax user, you'll be amazed. The large droplet size of the J10 capitalizes on the nucleation properties of Snomax to result in larger snow particles and a much greater water-to-snow conversion that we encourage you to compare. Snomax isn't a requirement for the J10, but a larger droplet will evaporate less, resulting in energy efficiency improvements of 20% - 60%. Those kinds of efficiencies easily prove the payback for using the combination of Snomax and the J10.

Simplicity in design

This innovative design keeps simplicity at the forefront. One valve for all four rings keeps movable parts and maintenance at a minimum. This means your fans stay on the hill, not in the shop, and your Total Operating Cost is reduced when compared to other fan guns.

4-step flow based on proprietary Johnson Controls technology

The J10 uses the same energy efficient technology that is used by the Rubis – the best performing low energy air/water gun in the snowmaking industry. The 4-step process uses only as much water that is necessary for the ambient conditions. As the temperatures drop, the water flow increases as new rings open up. At 16°F (-9°C), all banks are open and flowing 120 GPM, with a conversion ratio that produces a significant volume of snow.

Future integration with Johnson Controls Automation

As the snowmaking automation pioneers, the J10 was built to integrate with the Johnson Controls automation software. A Beta test for the 08/09 season will validate the semi-automatic and fully-automatic capabilities of the gun. By using existing automation technology, we guarantee that our gun will fit seamlessly in your existing or new Johnson Controls Snow Automated network for future models.

J10 Specification Comparison

Mount Carriage or Tower

Electrical 3 phase (60 Hz)

Fan (hp) 10

Compressor (hp) 5 or 7.5

Volts (v) 480

Heating (kW) - ring 0.004 (optional)

Water Flow

@ 300 psi (gpm)

33 - 110

Water Pressure (psi) 200 - 600

Valves 1 heated, self-draining

Nozzles 19

Nucleators 3

Electrical Cord (ft) 150

Rotation 360°

Elevation (ft) 10 - 60

Oscillator 359°

Warranty 1 year

## BORAX

The Borax is a low energy, internal mix air/water snow gun with dynamic flow regulation. The modular design was built as the standard for Johnson Controls Automation, allowing for a single or double head, and mounted on a 3m, 6m, or 10m tower, or a sled. It outperforms comparable guns at marginal temperatures with energy consumption equal to or less than some fan snow guns. As an internal mix gun, the Borax head minimizes ice formation on the nozzles and fights the winds on those unpredictable trails.

B10 (36') B6 (23') 2B6 (23') B3 (9' or sled)

Water flow (26°F) 32 28 56 22

Water flow (14°F) 53 49 98 40

Air/Water ratio (26°F) 5:1 5.9:1 5.9:1 6.8:1

Air/Water ratio (14°F) 1.7:1 2:1 2:1 3.5:1

Throw (ft) 33-130 33-130 33-130 up to 65'

Mount fixed tower fixed tower fixed tower fixed tower/sled

Minimum Water pressure (psi) 100 100 100 100

Weight (lbs) 231 207 216 22

Sound level (Dba) 62 at 150' 62 at 150' 68 at 150' 71 at 150'

Wet Bulb Start up (°F) 28+ 28+ 28+ 28+

Automation opt opt opt opt

## SAFYR

The Safyr is a high performance external mix air/water snow gun with dynamic flow regulation. This powerhouse of the Johnson Controls snow gun arsenal flows large amounts of water, making it an excellent choice for terrain parks, pipes, and resurfacing at the top of steep hills, as well as quality trail snow. The ability to vary the droplet size from small (250 micron) to large (1000 micron) allows the snowmaker to choose the desired snow surface. A surprisingly quiet gun, Safyr can produce a tremendous amount of quality snow, with significant maintenance cost savings compared to a fan gun.

Safyr Specification Comparison:

Water Flow (gal/min) 13-207

Air Flow (CFM) 31-54

Production Range (°F) 26.6 to -4

Air/Water Ratio 24.8°F, 3.1 : 1

14°F, 0.2 : 1

Throw (ft) 32-164

Mount fixed on tower

Water Pressure (psi) 290-1160

Weight (lbs) 242

Sound Level (Dba) 62 at 164'

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[www.johnsoncontrols.com/snow](http://www.johnsoncontrols.com/snow)

## SNOMAX

Since 1987, Snomax® Snow Inducer has been helping ski resorts around the world by increasing productivity and efficiency of snowmaking through the use of its ice-nucleating proteins that induce the formation of ice crystals at all snowmaking temperatures. Snomax is an active protein, derived from the bacterium *Pseudomonas syringae*, which enhances the conversion of water droplets from a snowgun into snow.

- Highest ice nucleation temperature
- Maximizes snowmaking
- Environmental safety
- Uniform quality
- Responsive 24/7 customer service

### Highest Ice Nucleation Temperature

The biggest reason to use Snomax is that when added to the water, the protein is proven to freeze the water uniformly between 26°F and 26.8°F. Compare that to water without Snomax which has smaller droplets (smaller droplets make more granular snow than flaky snow) and freezes at various temperatures between 12°F and 20°F.

### Maximize Snowmaking

Snomax maximizes your snowmaking time by allowing you to make more snow from every gallon of water pumped. With the ability to make snow at 26.8°F, your snowmakers can produce snow at higher temperatures creating a longer snowmaking window. Those autumn nights are now prime snowmaking times. Additionally, when added to your water source during colder temperatures, Snomax results in a larger flake and more powdery snow, which is preferred by both resorts and skiers alike.

### Environmental Safety

As a company committed to being earth-friendly, we would never put anything on the market that posed any kind of threat to the ecosystem or a person's health. Each day, people throughout the world are exposed to billions of harmless bacteria in the air they breathe and the food they eat or drink. Among those microorganism is *Pseudomonas syringae*, the source of the Snomax protein. Distributed for more than 20 years, Snomax has been the subject of over 35 independent studies (many required by various governmental agencies) and has NEVER been attributed to causing any harm to humans, animals or the environment. A green snowmaking system isn't just good for the future of the planet. It's a smart business move. With Snomax and the Waterstick from Johnson Controls, you can conserve water and reduce your energy costs while you operate a more sustainable ski resort.

### Uniform Quality

Not only does Snomax help make snow at higher temperatures, but it also makes consistently high quality snow. Snomax is manufactured to ensure that there is at least enough ice nucleating activity (*pseudomonas syringae*) to seed every droplet of water. This isn't a sales claim, but a scientific fact.

### Responsive, 24/7 Customer Service

Our staff knows that when the cold weather comes, and even in the months before, you're busy watching the weather, re-training your staff and maintaining the equipment. That's why

we have a Snomax ordering line that is available 24/7. You can rely on us to provide Snomax as soon as possible which allows you to focus on other parts of your business.

The Waterstick eliminates the need for an external energy source, such as compressed air or electricity. It operates exclusively on cold weather, high pressure water and Snomax Snow Inducer. This quiet snowmaker makes high quality, low cost snow that is great as a complement to your snowmaking fleet, and cost efficient for noise sensitive areas, like base areas, condos, hotels or on-mountain housing.

Waterstick Optimum Operating Parameters:

- Cold snowmaking water – less than 39°F (4°C)
- Water pressure – at least 300 psi
- Temperature – start up wet bulb temperature of 19°F (-7°C) and operating wet bulb temperature of 23°F (-5°C)
- Snomax® Snow Inducer

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[www.johnsoncontrols.com/snow](http://www.johnsoncontrols.com/snow)

## ENGINEERING AND DESIGN

Johnson Controls Snow provides snowmaking engineering, design and solutions for ski resorts of all sizes. Whether it is a new design and build or an upgrade to an existing snowmaking system, Johnson Controls has the experience to provide a solution to fit your needs. There is no cut-and-paste solution when it comes to the success of a project.

A capacity analysis based on historical weather patterns and production data specific to the ski area is created because each mountain is unique and faces different challenges.

Services available:

Engineering and Design

- Conceptual Engineering Studies
- Mountain Piping Systems
- Pump House Design & Layout
- Compressor Building
- Auxilliary Systems
- Instrument and Control Systems
- Piping Improvements
- Mechanical and Electrical Design, Layout and Specifications

System Analysis

- Water Usage and Capacity
- System Efficiency
- Equipment Condition
- Energy Studies
- Automation
- Water Cooling
- Air Cooling

Project Management

- On Site Project Management
- Budget Development and Tracking
- Equipment Sourcing
- Design/Build Capabilities

Field Support

- System Start-Ups
- Troubleshooting
- Seasonal Service
- Parts Sourcing and Supply

Technical Support

- Mechanical and Electrical Systems and Components
- Instrument and Controls Systems and Components

Partial Customer List:

Sun Valley, ID

Squaw Valley USA, CA

Northstar-at-Tahoe Resort, CA

Keystone, CO

Snowbasin Resort, UT

Copper Mountain, CO

Steamboat Springs, CO

Welch Village Ski and Snowboard Area, MN

Cascade Mountain, WI

Crystal Mountain, MI

Perfect North Slopes, OH

Windham Mountain, NY

Wisp Resort, MD

Wintergreen Resort, VA



## AUTOMATION

Keeping tabs on water flow, air pressure, humidity and changes in temperature is difficult enough. Factor in regulating pump and compressor capacity, as well as checking the wind speed and direction and complexity increases even more. Snowmaking is a combination of art and science. With Johnson Controls Automation, there's less art and more science at your fingertips. The key is to know which variation of automation is best. The truth is that the best solution is the one that works best for our customer and their resources. Automation software from Johnson Controls allows customers to create the best solution for their specific needs. Combining your most knowledgeable snowmakers with Johnson Controls results in an automated snowmaking system that helps create the ultimate skier experience.

- Maximize small snowmaking temperature opportunities
- Increase revenue with more quality operating days
- Consistent snow quality
- Decrease plant size
- Optimize resources
- Lower energy costs

Customize your automation system with Johnson Controls :

### Simple On/Off Systems

- For smaller ski, tubing and sliding areas, a snowmaking system of fan or tower guns can be an inexpensive solution.

### Remote Controls

- Remote control allows a snowmaker to turn on, off, or adjust a single snow gun or a zone of snow guns. Remote control operation can be done via radio or hardwire communication.

### Zoned Automation

- Where one trail, or section of trail, can be isolated, a Zoned Automation Scheme (ZAS) can be utilized. By simply opening one or two sets of valves, many fan guns or air/water snow guns can be started at once. Zoned Automation can be accomplished with manual or automatic valves.

### Discreet Trail Automation

- For ski areas that aren't ready or capable of installing a fully automated snowmaking system, they can start to see the true benefits of automation with Discreet Trail Automation. This type of automation gives the user full control of each individual gun on a single trail. The computer analyzes the incoming data and can then start up, adjust the guns based on a changing environment, and shut down without any operator intervention.

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[www.johnsoncontrols.com/snow](http://www.johnsoncontrols.com/snow)

### Machine Room Automation

- Machine Room Automation refers to the starting, stopping, sequencing, modulating and monitoring of air and water pumping equipment for snowmaking. This level of automation protects the equipment from damaging itself and causing lasting damage.
- By maintaining constant air and water pressures to the snowmaking guns, a great volume of consistent quality snow can be produced.

### Discreet Mountain Automatic Control

- As the most advanced level of automation, Discreet Mountain Automatic Control allows the automation software to assess and control all the operating parameters, priorities, and utilities available to make snow at each individual gun. The operator can be located elsewhere, remotely overseeing the process when needed. The software constantly monitors all inputs, protects against risk of malfunction and produces the greatest volume of high quality snow possible from all variables at any given time. Whatever challenges a ski area is facing, Johnson Controls Snow has a solution. With customized automation and reliable guns, Johnson Controls can help you optimize your budget and resources for a successful snowmaking

### **CONNECTED MOUNTAIN**

Johnson Controls Snow has provided snowmaking engineering, design and solutions for ski resorts of all sizes for decades. As the pioneers and experts in automation, one computer program is used for snowmaking and machine room automation. Now we have the ability to go beyond snowmaking, to total resort resource management. We can link all resort climate conditions (HVAC), snowmaking, communications and POS information into one integrated system. Imagine increasing sustainability by using the output of one function as the input of another! Just like a snowmaking project, there is no cut and paste solution. Each recommendation is customized for the area, using as much of the existing infrastructure as possible.

### **FUEL EFFICIENT GROOMING TRACTORS**

**An integral part of slope preparation is snow grooming. Ski areas across Wisconsin reduce use of fuel and reduce carbon emissions through the use of updated newer grooming tractors.**

**Since 23.10.2008 Kässbohrer Geländefahrzeug AG has been certified in accordance with the internationally recognised DIN EN ISO 14001/2004 environmental management standard. This means that the organisation has committed itself to implementing comprehensive environmental management procedures in all its business processes. This is over and above its existing quality management commitments under DIN EN ISO 9001:2000.**

In the words of Jens Rottmair, Chairman of the Executive Board of Kässbohrer Geländefahrzeug AG, "As a technology company we feel we have an obligation to be sparing in our use of resources and to ensure we give due priority to sustainability for the benefit of the environment. With the introduction of an environmental management system we are seeking to underline our commitment to these obligations and are keen to go about our business in a way which both ensures and constantly improves environmental sustainability." Within the context of environmental certification Kässbohrer has committed itself to adhere to a catalogue of environmental protection measures and to develop these further in the future. These include, amongst other things,

minimising negative effects on the environment by taking preventive action, using or developing processes and procedures which do the least damage to working materials and pose the least threat to the environment, and the safe storage of hazardous materials. "Ensuring maximum efficiency and acting in an environmentally friendly manner are not mutually exclusive", affirmed Rottmair.

Rottmair went on to stress what this meant with regard to putting the commitment into practice in all levels of the organisation. "Environmental protection affects each individual in our organisation." Kässbohrer is therefore including all members of staff in this enterprise, is motivating them to be careful in their use of valuable resources and is encouraging them in a variety of ways to be ecologically aware. "It goes without saying that this includes the prevention of waste in all areas and, where this cannot be avoided altogether, we will attempt as much as possible to re-use it", said Rottmair. Wherever possible Kässbohrer would also like its partners to apply its pre-defined environmental standards and will seek to achieve this via supplementary contractual arrangements. In order to ensure that it is effective, the environmental management system will be subject to regular audit; where shortcomings are detected the system will be improved or adjusted as necessary.



# CERTIFICATE

The Certification Body  
of TÜV SÜD Management Service GmbH  
certifies that



**KÄSSBOHRER GELÄNDFAHRTZEUGE AG**  
Kässbohrer Str. 11  
D-88471 Laupheim

has established and applies  
an Environmental Management System for

**Development, production, sales and service of  
snow grooming vehicles (PistenBully brand) and of  
beech cleaning equipment (BeechTech brand)**

An audit was performed, Report No. 70739191  
Proof has been furnished that the requirements  
according to

**ISO 14001: 2004**

are fulfilled. The certificate is valid until **2011-10-21**  
Certificate Registration No. **12 104 34639 TMS**



München 0006 10 03      4000 TÜV SÜD 01 02

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Official German (South Region) Technical Control Board certificate.

**rounders.**

All of our customers are successful manufacturers of high-grade vehicles and systems. Together with us you ensure that both engine and machine, application and drive, investment and earnings are perfectly tuned to one another – regardless of whether it involves the preparation of ski slopes, the transport of glowing cinders, or airport support.

Whoever equips their vehicles, machines, and devices with MTU diesel engines can be assured of superior development in performance, exemplary economical efficiency, and a maximum investment security.

Our drives can be optimally customized to the extraordinary demands of special vehicles. For example the electronic engine management allows application-specific parameterization – i.e. neutral gear and diverse engine speeds can be programmed directly.

Numerous possibilities for power take-offs make it easier to connect additional power trains and shaft drives for e.g. hydraulic pumps, air compressors, or other auxiliary devices.

Furthermore, arguments such as the maintenance-friendly engine design, low consumption values of fuel and supplies, and last but not least, the compliance with pollutants standards, convince both investors and users around the globe.

Central parts depots ensure the reliable supply of spare parts as you need them – everywhere and at any time.

**Your benefits:**

- Highest economic efficiency in terms of consumption and maintenance
- Drive can be individually adapted to your needs
- The long useful lives of oil reduce the volume of disposed material

## EXHIBIT A

Exhibit "A" is a series of photos depicting part of the snowmaking process.

Note the "snow plumes" where the water droplets freeze and become snow. This snow is deposited in piles located around the slopes of the facilities. This is only the first phase of the snowmaking process.

Ski areas are not able to function not sell this to the customers without completing the snowmaking process using snow grooming machines to finish the snowmaking process creating the Corduroy Groomed Surface



## EXHIBIT "A" Continued

These photos depict the final phase of snowmaking wherein snow grooming machines are driven to distribute the snow from the snow piles into a flat surface usable and finally into the Corduroy Groomed Surface for skiing, snowboarding and snowtubing.

Note that these snow grooming machines are specifically and exclusively designed for the purpose of grooming the snow and serve one specific function at the ski area, the creation of the Corduroy Groomed Surface used by the customers.

Note the direct connection between the snow grooming and the snowmaking process creating the Corduroy Groomed Surface for sale to skiing, snowboarding and snowtubing customers.



**FORMAL REQUEST FOR STIMULUS GRANT FUNDING**

**FOR**

**WISCONSIN SKI AREAS**

**Made by**

**WISCONSIN SKI INDUSTRIES ASSOCIATION**

**February 17, 2009**

**Please consider this a formal request for a three year grant to be included in the economic stimulus package included in the AMERICAN RECOVERY AND REINVESTMENT PACKAGE.**

**Please forward this request to the proper government agency for discussion. In the event that formal applications must be used, please return to me the information needed along with application forms.**

**Respectfully Submitted,**

**On behalf of and for Wisconsin Ski Areas**

**James Engel, President**

**Wisconsin Ski Industries Association**

**SUMMARY DOCUMENTS**

**FOR**

**STIMULUS INVESTMENT**

**FOR**

**WISCONSIN SKI INDUSTRY**

**Through the**

**American Recovery and Reinvestment Act of**

**2009**

**Presented by**

**WISCONSIN SKI INDUSTRIES ASSOCIATION**

**Comments and Communication**

**To:**

**Jim Engel, President**

**Wisconsin Ski Industries Association**



# **STIMULUS INVESTMENT FOR WISCONSIN SKI INDUSTRY**

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Inventory of Facilities

Historical Analysis and Industry Fragility

Definition of Issues

Labor and Employment Impact

Impact on Tourism

Resolution of Needs

Environmental Impact

Accountability

Summary

# **URGENT REQUEST FOR STIMULUS INVESTMENT FOR WISCONSIN SKI INDUSTRY**

## **INTRODUCTION**

This request is being made by Jim Engel, President of Wisconsin Ski Industries Association on behalf of the skiing, snowboarding and snowtubing facilities in Wisconsin. We have no lobbyists, no attorneys to draw up this request and no hidden agenda. Wisconsin Ski Industries Association is a group representing all ski areas in Wisconsin who are dedicated to providing wholesome recreation to families when so many other, not so wholesome activities, are available in today's society. We make this request to jump start our industry suffering from the current economic and climatic conditions.

The State of Wisconsin is home for 25 ski areas and winter recreation facilities all of which are impacted not only by adverse weather conditions but also serious economic challenges as they face increased costs for utilities, labor and fuels while faced with a customer base experiencing economic challenges at home. The employment base for these ski areas tops 3074 employees and the impact these recreation facilities have for tourism in Wisconsin reaches millions of people of all ages.

Several ski areas have already closed down even before the most recent economic crisis. Others are facing difficulties maintaining their infrastructure during periods of shrinking customer visitation.

Investment from the Economic Stimulus Package across the state of Wisconsin would boost the employment base, increase the tourism revenues and show immediate returns in the form of increased income and sales taxes.

## **FORWARD**

The following pages will outline the impact, needs, use, accountability and results expected from this request. The request is for **One Hundred Seven Million Dollars \$107,000,000.00** for funding a two year investment in the infrastructure of the ski industry across Wisconsin including replacing and adding lift capacity, replacing in-efficient snowmaking equipment with GREEN EQUIPMENT, updating lodge and mountain facilities and developing adequate parking.

Wisconsin Ski Industries Association will be responsible for implementing and distributing funding according to pre-arranged, outlined and approved contracts. The Wisconsin Ski Industry Stimulus Investment Task Force shall have authority over the funding with full accountability to the ski facilities, Wisconsin Ski Industries, State of Wisconsin and the Treasury of the United States through the Economic Stimulus Package. Board.

Urgency is apparent since engineering, design, manufacturing, delivery and installation requires months of lead time. For the best results of this investment commitments must be made in February.

## **INVENTORY OF FACILITIES**

Wisconsin has winter recreational facilities located across the state from Wilmot Mountain in the southeast corner to Trollhagen Ski Area near the Minnesota border and Whitecap Mountain next door to Michigan. Ski areas both near metropolitan Milwaukee (Sunburst Skiing Snowboarding and Snowtubing Area); near Madison (Cascade Mountain and Tyrol Basin); the mid-state area (Granite Peak and Nordic Mountain) and in the northwest (Mount LaCrosse)

**Wisconsin Ski Areas:**

SKI AREA	CITY	WEB ADDRESS
ALPINE VALLEY RESORT	EAST TROY	<a href="http://www.alpinevalleyresort.com">www.alpinevalleyresort.com</a>
AUSBLICK SKI HILL	SUSSEX	
CAMP 10	BROOKFIELD W	
CASCADE MOUNTAIN	PORTAGE	<a href="http://www.cascademountain.com">www.cascademountain.com</a>
CHRISTIE MOUNTAIN	BRUCE	<a href="http://www.christiemountain.com">www.christiemountain.com</a>
CHRISTMAS MOUNTAIN	WISCONSIN DELLS	<a href="http://www.christmasmountainvillage.com">www.christmasmountainvillage.com</a>
CRYSTAL RIDGE SKI AREA	FRANKLIN	
DEVIL'S HEAD LODGE	MERRIMAC	<a href="http://www.devilsheadresort.com">www.devilsheadresort.com</a>
FORT MCCOY WHITETAIL RIDGE	SPARTA	
GRANITE PEAK	WAUSAU	<a href="http://www.skigranitepeak.com">www.skigranitepeak.com</a>
HARDSCRABBLE	RICE LAKE	
HEILIGER HUEGEL SKI CLUB	NORTH LAKE	<a href="http://www.hhskiclub.com">www.hhskiclub.com</a>
HIDDEN VALLEY	MANITOWOC	
MONT DU LAC	SUPERIOR	
MOUNTAIN TOP AT THE GRAND GENEVA	LAKE GENEVA	<a href="http://www.grandgeneva.com">www.grandgeneva.com</a>
MT ASHWABAY	BAYFIELD	
MT LA CROSSE	LA CROSSE	<a href="http://www.mtlacrosse.com">www.mtlacrosse.com</a>
NORDIC MOUNTAINSKI AREA	HANCOCK	
OLYMPIA RECREATION	OCONOMOWOC	<a href="http://www.olympiasportcenter.com">www.olympiasportcenter.com</a>
SUNBURST SKI AREA	KEWASKUM	<a href="http://WWW.SKISUNBURST.COM">WWW.SKISUNBURST.COM</a>
TROLHAUGEN INC	DRESSER	<a href="http://www.traollhaugen.com">www.traollhaugen.com</a>
TYROL BASIN CORP	MT HOREB	<a href="http://www.tyrolbasin.com">www.tyrolbasin.com</a>
WHITECAP MOUNTAIN	MONTREAL	<a href="http://www.skishitecap.com">www.skishitecap.com</a>
WILMOT MOUNTAIN	WILMOT	<a href="http://www.wilmotmountain.com">www.wilmotmountain.com</a>

## **HISTORICAL ANALYSIS and INDUSTRY FRAGILITY**

Twenty-seven skiing and winter recreation facilities have closed their operations in the last several years. The loss of these has had a negative effect on the Wisconsin skiing environment and has shared in the reduction of tourism across the state.

Pressure on the remaining operations increases significantly as operation costs increase. Couple this with the latest economic conditions and the board of directors of Wisconsin Ski Industries Association is concerned about the loss of even more ski areas.

Consumer demands for increasingly better snow conditions, snow grooming practices, chairlift capacities and customer friendly parking and lodge facilities are costly to continue forcing ski areas to make difficult choices on employment and staffing cuts or even staying in business.

## **DEFINITION OF ISSUES**

### **UPHILL CAPACITY AT SKI AREAS**

#### **CHAIR LIFTS**

While ski areas retain a most diligent maintenance program, most of the lift equipment at these ski areas was installed in the 1960's. Replacement cost for lift equipment is beyond the means of most ski areas limiting growth and sustainability.

Funding from this stimulus request will be used to purchase 18 new chairlifts at ski facilities across the state.

## **SNOWMAKING**

### **GOING GREEN**

Wisconsin climate requires that every ski area operate an efficient snowmaking system. Some of these systems are old and inefficient. Others have recently replaced systems with green equipment but need additional capacity to maintain their business.

Funding from this stimulus package will be used to upgrade snowmaking systems at ski areas in metropolitan areas allowing "greener" equipment to make use of shorter snowmaking opportunities in this ever changing Wisconsin climate. Wisconsin connection... it turns out that one of the manufacturers of one of the "greenest" snowmaking machines is right here in Wisconsin, Johnson Controls.

## **SLOPE MAINTENANCE**

Today's skiers and snowboarders have become sophisticated and accustomed to groomed and manicured snow conditions. Creating these slope surfaces using the machine made snow requires the latest in grooming tractors and equipment. Costs to purchase these specialized tractors is a constant threat to our industry. Funds from this stimulus package will be used to purchase 25 new grooming tractors for areas across the state.

## **CUSTOMER SERVICE BUILDINGS**

The average age of ski areas in Wisconsin is 38 years. Many have remodeled and improved lodge facilities but all should be updated with "green" lighting and heating. Some areas have already installed Geo-thermal heating systems..

Funds from this stimulus package will be used to all ski facilities to remodel lodge and slope lighting and heating systems with "green" equipment.

## **PARKING**

Parking is always an issue when land around ski areas is often hilly and sloped. Patrons are often parking dangerously on roadways.

Funds from this stimulus package will be used to increase slope side parking.

## **LABOR AND EMPLOYMENT IMPACT**

### **DIRECT EMPLOYMENT**

The areas across the state employ in excess of 3000 employees offering full and part-time jobs to provide extra family income. Employment opportunities at ski area often provides first time jobs for young people teaching them excellent work ethics.

### **INDIRECT LABOR IMPACT**

Surrounding communities receive beneficial income and sales from visitors from outside the area. Restaurants, hotels, gas stations all will benefit and offer jobs to fill their needs.

Funds from this stimulus package will also benefit the employment and job offerings at the supplier companies for the development of the ski area improvements. Lift manufacturers, grooming equipment manufacturers, trucking companies, steel manufacturers, electronic suppliers and so on all will be able to increase employment to fill the orders of the ski area development packages.

### **UNEMPLOYMENT IMPACT**

Naturally, as jobs are increased, unemployment is decreased, an obvious benefit of the stimulus package for Wisconsin ski areas.

### **INCOME TAX REMIFICATIONS**

Aggregate wages for ski areas in the State of Wisconsin tops tens of millions of dollars generating additional income tax revenue for both Wisconsin Department of Revenue and Internal Revenue Service.

### **IMPACT ON TOURISM**

Travelers will benefit nearby lodging, restaurants, gas stations, ski shops and other small retail outlets as they are attracted to Wisconsin for skiing and the wholesome winter recreation provided and enhanced through this stimulus package. Naturally this has a positive impact on tourism in Wisconsin.

### **RESOLUTION OF NEEDS**

**\$15,000,000 NEW GREEN SNOWMAKING at ski areas across Wisconsin**  
**\$7,000,000 FUEL EFFICIENT/LOW EMISSIONS SNOW GROOMING**  
**\$40,000,000 NEW LIFTS at ski areas across Wisconsin**  
**\$30,000,000 CHALET FACILITY IMPROVEMENTS**  
**\$15,000,000 INFRASTRUCTURE**

### **ACCOUNTABILITY**

Wisconsin Ski Industry Stimulus Investment Controllers Council made up of nine individuals: one CPA, one attorney, two government officials and five members of Wisconsin Ski Industries Association will administer the entire process including the selection of recipient areas for fund distribution.

Distribution of funds will be in accordance with regulations provided by the United States.

**SUMMARY**

Wisconsin Ski Industries Association is a group representing all ski areas in Wisconsin who are dedicated to providing wholesome recreation to families when so many other, not so wholesome activities, are available in today's society. Twenty five ski areas work together to provide these activities across the entire state of Wisconsin.

These ski areas are now challenged by many factors not the least of which is the difficult economic times we are all facing.

Adding Wisconsin Ski Industries Association to the Federal Economic Stimulus Package will provide much needed stimulus to all related industries across the country creating and maintaining jobs for people in the ski industry, transportation, tourism, manufacturing, shipping and trucking, food and beverage distribution and so on.

On behalf of these Wisconsin ski areas collectively, I thank you for considering our proposal.

Respectfully submitted,

James A. Engel, ,President  
Wisconsin Ski Industries Association





State of Wisconsin  
2009 - 2010 LEGISLATURE

LRB-2347/P1

JK:.....

Lbjk

PRELIMINARY DRAFT - NOT READY FOR INTRODUCTION

SA  
x-ref

in 3-12-09  
D-N

1 AN ACT <sup>gen.</sup> ...; relating to: a sales and use tax exemption for tangible personal  
2 property and taxable services purchased by a skiing facility and used to make  
3 the facility more energy efficient.

**Analysis by the Legislative Reference Bureau**

Under this bill, the sale of tangible personal property and taxable services to a skiing facility and used to increase the energy efficiency of the skiing facility's operation is exempt from sales and use tax.

For further information see the **state and local** fiscal estimate, which will be printed as an appendix to this bill.

**The people of the state of Wisconsin, represented in senate and assembly, do enact as follows:**

4 SECTION 1. 77.54 (57) of the statutes is created to read:

5 77.54 (57) <sup>Δ</sup> The gross receipts from the sale of and the storage, use, or other  
6 consumption of tangible personal property and taxable services sold to a business  
7 classified as a skiing facility under industry number 713920 in the North American  
8 Industry Classification System, 2002<sup>2</sup> edition, published by the federal office of

TAX-EM

2007

1 management and budget, if the tangible personal property and taxable services are  
2 used to increase the energy efficiency of the skiing facility operation.

3 **SECTION 2.** 77.54 (57) of the statutes, as created by 2009 Wisconsin Act ... (this  
4 act), is repealed and recreated to read:

5 77.54 (57) The sales price from the sale of and the storage, use, or other  
6 consumption of tangible personal property and taxable services sold to a business  
7 classified as a skiing facility under industry number 713920 in the North American  
8 Industry Classification System, 2002 edition, published by the federal office of  
9 management and budget, if the tangible personal property and taxable services are  
10 used to increase the energy efficiency of the skiing facility operation.

11 **SECTION 3. Effective date.**

12 (1) The creation of section 77.54 (57) of the statutes takes effect on the first of  
13 the 2nd month beginning after publication.

14 (2) The repeal and recreation of section 77.54 (57) of the statutes takes effect  
15 on October 1, 2009, or on the first of the 2nd month beginning after publication,  
16 whichever is later.

17 (END)

*lay*

2007

*lay*

*lay*

D-note

**DRAFTER'S NOTE  
FROM THE  
LEGISLATIVE REFERENCE BUREAU**

LRB-2347/P1dn

JK:.....

Lbjk

Date

Representative Roth:

Please review this draft carefully to ensure that it is consistent with your intent.

Joseph T. Kreye  
Senior Legislative Attorney  
Phone: (608) 266-2263  
E-mail: joseph.kreye@legis.wisconsin.gov

**DRAFTER'S NOTE  
FROM THE  
LEGISLATIVE REFERENCE BUREAU**

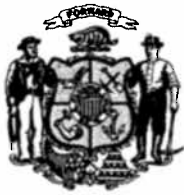
LRB-2347/P1dn  
JK:bjk:md

March 12, 2009

Representative Roth:

Please review this draft carefully to ensure that it is consistent with your intent.

Joseph T. Kreye  
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stays

RMR

**PRELIMINARY DRAFT - NOT READY FOR INTRODUCTION**

SA

11-26-10

Today

regen.

1 AN ACT *to repeal and recreate* 77.54 (57); and *to create* 77.54 (57) of the  
2 statutes; **relating to:** a sales and use tax exemption for tangible personal  
3 property and taxable services purchased by a skiing facility and used to make  
4 the facility more energy efficient.

to a skiing facility

**Analysis by the Legislative Reference Bureau**

Under this bill, the sale of tangible personal property and taxable services ~~to a skiing facility~~ and used to increase the energy efficiency of the skiing facility's operation is exempt from sales and use tax.

Because this bill relates to an exemption from state or local taxes, it may be referred to the Joint Survey Committee on Tax Exemptions for a report to be printed as an appendix to the bill.

For further information see the *state and local* fiscal estimate, which will be printed as an appendix to this bill.

**The people of the state of Wisconsin, represented in senate and assembly, do enact as follows:**

5 SECTION 1. 77.54 (57) of the statutes is created to read:

6 77.54 (57) The gross receipts from the sale of and the storage, use, or other  
7 consumption of tangible personal property and taxable services sold to a business

sales price  
net price

that are

1 classified as a skiing facility under industry number 713920 in the North American  
2 Industry Classification System, 2007 edition, published by the federal office of  
3 management and budget, if the tangible personal property and taxable services are  
4 used to increase the energy efficiency of the skiing facility operation.

5 **SECTION 2.** 77.54 (57) of the statutes, as created by 2009 Wisconsin Act ... (this  
6 act), is repealed and recreated to read:

7 77.54 (57) ~~The sales price from the sale of and the storage, use, or other~~  
8 ~~consumption of tangible personal property and taxable services sold to a business~~  
9 ~~classified as a skiing facility under industry number 713920 in the North American~~  
10 ~~Industry Classification System, 2007 edition, published by the federal office of~~  
11 ~~management and budget, if the tangible personal property and taxable services are~~  
12 ~~used to increase the energy efficiency of the skiing facility operation.~~

13 **SECTION 3. Effective date.**

treatment

14 (1) The ~~creation~~<sup>8</sup> of section 77.54 (57) of the statutes takes effect on the first day  
15 of the 2nd month beginning after publication.

16 (2) The repeal and recreation of section 77.54 (57) of the statutes takes effect  
17 on October 1, 2009, or on the first day of the 2nd month beginning after publication,  
18 whichever is later.

19 (END)

**Parisi, Lori**

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**From:** Culotta, Jason  
**Sent:** Wednesday, February 17, 2010 3:27 PM  
**To:** LRB.Legal  
**Subject:** Draft Review: LRB 09-2347/1 Topic: Sales and use tax exemption related to certain winter activities

Please Jacket LRB 09-2347/1 for the ASSEMBLY.