



**Purchasing Division**  
Finance Department  
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**Addendum 1**  
**Solicitation 25-AA24**  
**Request for Proposals for Spirit Mountain Operator**

This addendum serves to notify all bidders of the following changes to the solicitation documents:

- Spirit Mountain's Fiscal Year-end Income Statement has been added to the proposal package and is attached to this addendum
- The attendance list for the pre-proposal conference is attached to this addendum.

**QUESTION:**

The following question was asked and is answered in *italics* below

1. Will the operator be required to hire union employees, or will they be able to hire anyone, regardless of union status?
  - a. *The new operator will not be bound by the existing Collective Bargaining Agreement. Operator should consult with their legal counsel regarding employment law questions.*

Please acknowledge receipt of this Addendum by including a copy of it with your proposal. The pages included will not count toward any page limitation, if any, identified in the RFP.

Posted: **November 19, 2025**

**Spirit Mountain Recreation Area  
Income Statement**

For the Twelve Months Ending Wednesday, April 30, 2025

	2025 Monthly Actual	2025 Monthly Budget	April Budget Variance	2024 Monthly Actual	2025 YTD Actual	2025 YTD Budget	2024 YTD Actual
<b>REVENUE</b>							
Winter Season Passes	0.00	1,097.60	(1,097.60)	29.40	1,758,170.81	1,730,115.82	1,628,811.89
Lift Tickets & Race Revenue	0.00	118,867.00	(118,867.00)	95,472.73	1,541,716.68	1,839,883.50	974,304.21
Rental	0.00	0.00	0.00	1,036.00	333,813.97	483,460.00	246,136.26
Programming & Lessons	0.00	2,500.00	(2,500.00)	14,434.00	263,567.96	264,116.00	212,163.64
MTB Tickets & Passes	0.00	0.00	0.00	0.00	228,905.05	221,558.80	188,315.91
Banquet Venue Rental	450.00	356.00	94.00	(0.23)	82,246.64	74,209.56	104,901.89
Banquet F&B	4,376.63	3,990.00	386.63	(588.57)	213,511.70	203,332.50	292,682.87
Skyline F&B	91,210.02	8,882.33	82,327.69	107,286.87	468,562.57	455,007.88	356,571.26
Grand Avenue F&B	1,435.29	12,865.27	(11,429.98)	0.00	247,791.36	324,302.45	199,462.50
Adventure Park F&B	0.00	0.00	0.00	0.00	22,833.86	23,308.09	17,227.90
Adventure Park	0.00	0.00	0.00	0.00	971,844.75	777,099.08	718,789.62
Campground	0.00	0.00	0.00	30.00	312,759.32	282,170.00	288,842.39
Merchandise	204.94	0.00	204.94	70.00	125,342.07	167,156.00	110,538.41
Miscellaneous Income	2,438.00	0.00	2,438.00	4,014.14	69,510.61	42,280.00	20,739.61
Mountain Villas	4,740.79	10,570.00	(5,829.21)	10,570.14	55,279.98		41,903.42
<b>Total Revenue</b>	<b>104,855.67</b>	<b>159,128.20</b>	<b>(54,272.53)</b>	<b>232,354.48</b>	<b>6,695,857.33</b>	<b>6,887,999.69</b>	<b>5,401,391.78</b>
	<b>Budget Variance</b>	<b>-34%</b>	<b>PY Variance</b>	<b>-55%</b>			
<b>COST OF GOODS SOLD</b>							
Food Purchases	18,686.46	6,369.00	12,317.46	11,104.03	239,478.98	284,692.97	209,175.45
Liquor Purchases	3,341.67	1,610.17	1,731.50	5,076.43	71,088.34	77,178.38	81,123.89
Merchandise Purchases	1,268.71	-	1,268.71	(8,963.15)	91,756.84	75,220.20	56,620.50
Credit Card Commissions	19,901.61	5,967.31	13,934.30	21,170.13	294,129.42	258,299.99	225,771.08
<b>Total Cost of Goods Sold</b>	<b>43,198.45</b>	<b>13,946.48</b>	<b>29,251.97</b>	<b>28,387.44</b>	<b>696,453.58</b>	<b>695,391.54</b>	<b>572,690.92</b>
<b>GROSS MARGIN</b>	<b>61,657.22</b>	<b>145,181.72</b>	<b>(83,524.50)</b>	<b>203,967.04</b>	<b>5,999,403.75</b>	<b>6,192,608.15</b>	<b>4,828,700.86</b>
<b>SALARIES &amp; WAGES</b>							
Gross Payroll	178,326.57	140,534.98	37,791.59	95,583.57	2,819,147.35	3,040,255.89	2,489,729.10
PERA	12,556.17	9,076.87	3,479.30	6,596.65	159,733.93	182,034.83	137,211.60
Employee Benefits	23,869.68	10,899.49	12,970.19	10,465.49	176,573.91	217,295.26	145,479.20
Payroll Taxes	29,627.41	12,196.04	17,431.37	7,516.31	242,141.45	265,828.10	198,573.50
Worker's Comp	6,591.33	15,167.00	(8,575.67)	35,976.00	156,872.33	182,000.00	264,003.33
<b>Total Salaries &amp; Wages</b>	<b>250,971.16</b>	<b>187,874.38</b>	<b>63,096.78</b>	<b>156,138.02</b>	<b>3,554,468.97</b>	<b>3,887,414.07</b>	<b>3,234,996.73</b>
<b>OTHER OPERATING EXPENSES</b>							
Employee Related Expenses	3,504.59	8,390.79	(4,886.20)	3,253.91	49,219.02	90,970.15	57,652.97
Contract Services & Fees	45,219.36	26,821.08	18,398.28	36,670.13	457,884.11	510,316.05	380,256.20
Materials & Supplies	10,220.32	18,227.57	(8,007.25)	4,694.70	266,839.60	455,086.07	286,230.93
Maintenance & Repairs	8,462.98	14,708.16	(6,245.18)	6,192.21	249,774.28	227,222.40	184,439.82
Leases & Rentals	2,594.87	1,474.70	1,120.17	1,775.77	46,071.75	60,638.54	40,077.87
Marketing	5,513.29	7,250.00	(1,736.71)	2,867.77	81,564.50	152,100.00	78,308.00
Utilities	40,947.55	30,589.30	10,358.25	30,440.18	547,681.01	594,507.01	560,277.50
Other Expenses	21,292.23	11,800.00	9,492.23	10,042.17	198,970.24	138,350.00	100,125.35
<b>Expenses</b>	<b>137,755.19</b>	<b>119,261.60</b>	<b>18,493.59</b>	<b>95,936.84</b>	<b>1,898,004.51</b>	<b>2,229,190.22</b>	<b>1,687,368.64</b>
<b>TOTAL EXPENSE</b>	<b>388,726.35</b>	<b>307,135.98</b>	<b>81,590.37</b>	<b>252,074.86</b>	<b>5,452,473.48</b>	<b>6,116,604.30</b>	<b>4,922,365.37</b>
<b>OPERATING PROFIT</b>	<b>(327,069.13)</b>	<b>(161,954.26)</b>	<b>(165,114.87)</b>	<b>(48,107.82)</b>	<b>546,930.27</b>	<b>76,003.85</b>	<b>(93,664.51)</b>
<b>NON-OPERATING REVENUE</b>							
City Tourism Taxes	33,333.00	36,667.00	(3,334.00)	48,809.00	548,096.00	561,406.00	585,700.00
Investment Income	6,223.00	500.00	5,723.00	2,567.00	36,319.99	6,000.00	54,795.00
Miscellaneous Income	42.00	-	42.00	-	1,233.54	-	-
Gain/Loss on Sale of Fixed Assets	-	-	-	-	12,500.00	-	500.00
<b>Total Non-Operating Revenue</b>	<b>39,598.00</b>	<b>37,167.00</b>	<b>2,431.00</b>	<b>51,376.00</b>	<b>598,149.53</b>	<b>567,406.00</b>	<b>640,995.00</b>
<b>NON-OPERATING EXPENSES</b>							
Other Interest Expense	764.53	1,057.25	(292.72)	1,906.10	17,996.00	17,728.13	29,994.61
Depreciation	103,446.35	105,000.00	(1,553.65)	105,152.53	1,258,088.67	1,260,000.00	1,245,039.14
<b>Total Non-Operating Expenses</b>	<b>104,210.88</b>	<b>106,057.25</b>	<b>(1,846.37)</b>	<b>107,058.63</b>	<b>1,276,084.67</b>	<b>1,277,728.13</b>	<b>1,275,033.75</b>
<b>INCOME(LOSS) BEFORE CAPITAL CONTRIBUTIONS</b>	<b>(391,682.01)</b>	<b>(230,844.51)</b>	<b>(160,837.50)</b>	<b>(103,790.45)</b>	<b>(131,004.87)</b>	<b>(634,318.28)</b>	<b>(727,703.26)</b>

PRE-PROPOSAL CONFERENCE SIGN-IN SHEET

BID 25-AA24 Spirit Mountain Operator

Friday, November 14, 2025 at 1:00 PM CT

NAME	COMPANY	ADDRESS	PHONE	E-MAIL
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Mike Schimtz	Schmitz Brothers			<a href="mailto:Mike@littleswitz.com">Mike@littleswitz.com</a>
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