

2020-2021 Annual Report



The vision of Crosscut Mountain Sports Center is to empower healthy community by connecting people and nature.

Dear Crosscut Community,

Throughout the constant changes of the past year, what's remained clear is the incredible resilience, generosity, and support of the people and organizations we hold so dear. When Crosscut began our fiscal year back in May of 2020, we were a mere month into pandemic life with no way to predict all the challenges and opportunities that were headed our way.

We began Summer 2020 with an intentional approach to our recreation programs. New trails were added for mountain biking, and we launched Crosscut's mountain biking clinics and lessons program. We employed innovation and flexibility across all programs to deliver the best and safest experience for all.

Come winter, these worthwhile efforts supported a significant increase in season pass sales from the previous year. Skiers, snowshoers, and fatbikers enjoyed an expanded trail network, maintained by the talents of our dedicated groomers. Crosscut's youth and adult biathlon programs continued to thrive with increased interest. The new Crosscut Elite team was able to modify their policies to train and compete together while staying healthy.

Our transformative fundraising efforts continue to gain momentum as we work towards the collective vision of ensuring that Bozeman has a place to enjoy for generations to come. With fundraising for Phase 1 complete, bids were accepted to build the new World Cup level 30-point biathlon stadium (including 15-point range for the US Paralympic team), a bridge so guests can traverse the new access road, 300 additional parking spaces, and roller ski loops. Most of the construction will be completed by the Fall of 2021. Now,

we enter the next exciting phase of realizing our ambitious vision for the future — building a thoughtfully designed, community centric and inclusive lodge to meet the needs of our athletes, partners, and guests.

In March, Crosscut was given the opportunity to purchase Trapper's Cabin Ranch, five cabins on a historic 640-acre property located in the wild Taylor Fork south of Big Sky. Multigenerational land stewards themselves, the Martin Family offered Trapper's Cabin Ranch to Crosscut with a graciously reduced price of just 20% of the original listing amount. With the blessing of our team and community and the incredibly generous financial support of donors, we raised \$2.9 million in eight weeks and closed the deal on April 30th, 2021.

Over the past year, we've been continuously inspired by the selfless generosity of our community members — individuals, families, nonprofits, and local businesses alike. Despite unforeseen challenges, the Crosscut family continues to be able to make strides towards our vision to empower healthy community by connecting people and nature.

Thank you — it's your support that makes all of our work possible.

Sincerely,



Jen Beaston
Executive Director



Guiding Principles

Crosscut serves as a connective bridge between diverse philosophies, opportunities, and actions. We create and honor healthy balance in all that we do and all we stand for. We believe our core values are best understood as pieces of the whole. You can read more about our guiding principles at crosscutmt.org.



Past + Future

With deep respect for the Indigenous peoples who have called these lands home, we strive to proactively conserve and protect the undeveloped landscapes around us. Today and into the future, Crosscut seeks to embody a welcoming environment for all ages, abilities, identities, and backgrounds.



Achievement + Play

At Crosscut, Olympians and Paralympians regularly cross paths with toddlers on tiny skis and passionate birdwatchers. We believe in supporting body and mind, so all athletes and recreators can wholeheartedly pursue that which fulfills them.

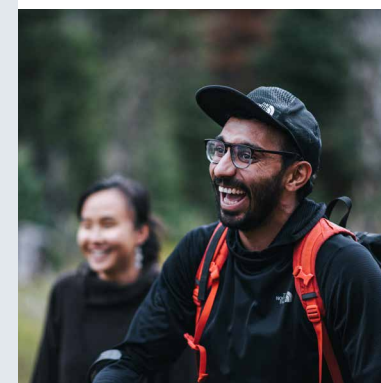
Community + Solitude

Crosscut offers community connection, where familiar faces await in favorite places, and strangers can quickly become lifelong friends.



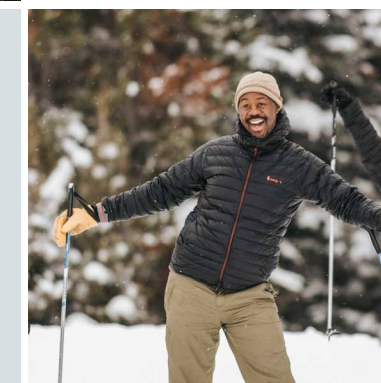
Collaboration + Leadership

Crosscut embraces our interdependence — with the land, the community, our visitors, and the greater world. We welcome all voices to the table, knowing our best opportunities for learning and growth can come from fresh perspectives.



Inclusivity + Tradition

As an antidote to costly, expensive recreational culture, we provide an accessible, affordable means for everyone to enjoy more time spent outdoors. With appreciation for the folkloric charm, athleticism, and heritage of Nordic ski culture, we cherish the simplicity of times past, and seek to bring that invaluable experience of undistracted presence to the next generation.



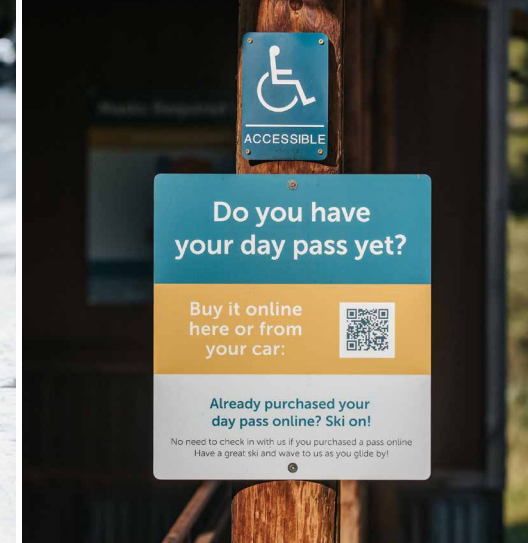
Gratitude + Pride

We teach and practice respect for self, others, and the natural world, recognizing each's inherent worth. The Crosscut community functions as an extended family — cheering for each others' wins and sharing the burden in times of struggle.

Community engagement and visits to Crosscut continue to grow. From day use visits to season pass sales, reliance on Crosscut as a place to recreate outdoors has never been greater.

Connection + Recreation

With thoughtful and informed planning about serving our community during the COVID-19 pandemic, the Crosscut team was able to create swift and impactful changes to our systems. This included adjusting our approach to friendly but safe service by building a walk up ticket window. We invested in base area signage to empower guests to be informed, and as independent as possible. Moving our pass sales, rentals and lessons to an online reservation system we were still able to engage with guests with smiles and friendly conversation. We're proud to report that our plans were successful and we were able to operate at full and increased capacity throughout the season.



536
Ski Lessons

1,372
Season Pass Holders

Year	Season Pass Holders
2018/2019	527
2019/2020	860
2020/2021	1,372

3,860
Day Passes Sold

Year	Day Passes Sold
2018/2019	2,815
2019/2020	2,731
2020/2021	3,860

41% OVER LAST YEAR
(AN INCREASE OF 1,129 DAY PASSES)



1,200
Gear Rentals

Our mountain community is dedicated to empowering self-confidence in nature. Crosscut offers a supportive environment where individuals and families can explore, learn, and grow.

Summer at Crosscut

A Place for the Community

During the summer months, Crosscut opens its trail system to hikers, picnickers, bird watchers, trail runners and mountain bikers and their four legged friends free of charge.

Mountain Biking

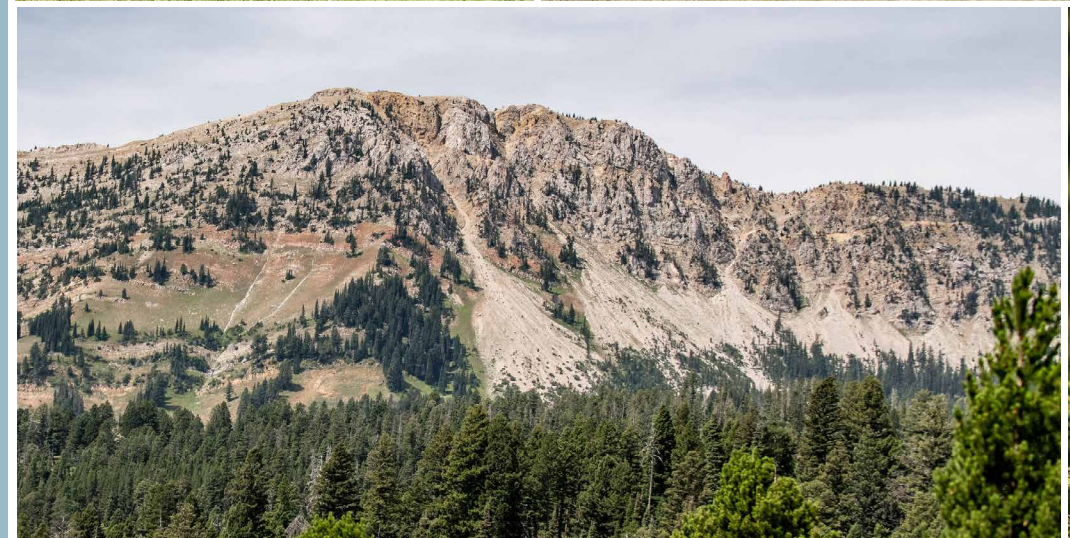
We've expanded our programming to include lessons and a mountain bike skills park. Serving riders of all ages and abilities, our programs cater to the rider looking to build confidence and skills out on the trails.



MOUNTAIN BIKE
SINGLE TRACK

5 NEW MILES

In collaboration and partnership with Bridger Bowl, Custer Gallatin National Forest, and Southwest Montana Mountain Bike Association (SWMMBA) we designed, planned and broke ground on a new 5-mile 'flow style' mountain bike trail system to deliver additional options to riders. These new trails opened summer 2021.



NEW MOUNTAIN BIKE
CLINIC PARTICIPANTS

54

75% Beginner
Level Participants

2019-2020

Crosscut welcomed 8 local and exceptional athletes searching for a program and place to train. This successful inaugural season was the beginning of our athlete development program, which is the nation's first combined US Paralympic and Olympic Development team.

2020-2021

We grew our athlete team to a formal pilot, opening an application process and officially selecting 15 elite athletes to train at Crosscut.

2021-2022

To best serve the sport, the athletes and best serve everyone, Crosscut narrowed our disciplines to include athletes from US Paralympics Nordic Skiing and Biathlon. This roster includes 30 athletes, with 24 athletes training year round at Crosscut.

Athletes Served

15

Age Range of Athletes

18-34

International Biathlon & US Paralympics Team Qualifications

14



Photo: Rachelle Weymuller



2021 Winter Nationals Podium Finishes

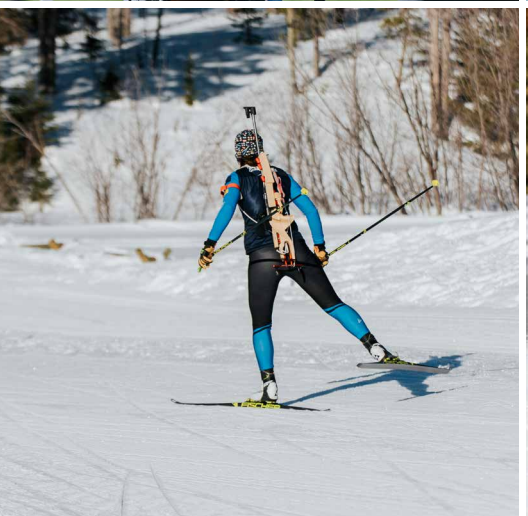
45

ACROSS ALL PROGRAM AGES, YOUTH, ELITE, ADULT

US Biathlon National Team Members

2 4

SENIOR TEAM JUNIOR TEAM



The Crosscut landscape has been home to Biathlon events for over four decades. Today, our 12-target Biathlon course is the dedicated training grounds of the Crosscut Elite Teams. It is also a welcoming learning environment for first-timers and enthusiasts of all ages.

Crosscut's Biathlon Program offers Youth, Adult Competitive, and Adult Recreational clubs with year-round practices. Our youth and adult Biathlon programming growth is limited only by our current facility. This year we were able to break ground and invest in a new Biathlon range that will grow our range capacity from 12 points to 30 points. This new world class range will become operational during fiscal year 21-22.

Partners

Bozeman Youth Cycling and NICA, BYEP, & MSU Outdoor Recreation



**Impact affected and lowered due to coronavirus outbreak*

As the COVID-19 pandemic greatly changed the school landscape, Crosscut quickly adapted and innovated our school based program to reach students engaged in home schooling and remote learning. We built a curriculum to meet the needs of the students, allowing the opportunity for students to deepen their experience and visit multiple times per year. We also formed a new Global Snowsports program in collaboration with the Montana Immigrant Justice Association.

Visits from School Groups

25*

Day Camp Participants

30

Students Served

1,502*

Hours of Ski Education

6,000*

KILOMETERS GROOMED

4,371



To expand our grooming capacity and capability, Crosscut added a second snow cat, a Prinoth to our fleet. We also hired an Assistant Facilities Director. This investment has allowed to continue meeting the communities need and stand by our reputation for offering consistent and impeccable grooming.

KM of Trails

45

Per Day Grooming Cost

\$550.75

Days of Grooming

104

Hours of Grooming

971

2021 brought an incredible opportunity to expand how we fulfill our mission and serve our community

Trapper's Cabin Ranch joins the Crosscut family

Growing our capacity for programming that makes a difference

With hundreds of acres, many miles of trails, and cabins and facilities that serve dozens, the ranch provides year-round opportunities to make adventures in nature accessible to people of all backgrounds and abilities.

Stewarding this wild, beautiful landscape for generations to come

This pristine natural setting is located adjacent to the Lee Metcalf Wilderness, between Big Sky and Yellowstone National Park. Here, our longterm mission can come to life in new ways through once-in-a-lifetime memories, weekend retreats, and weeklong camps.



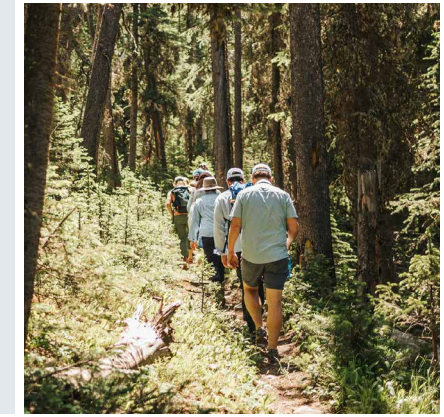
ORIGINAL LISTING

\$15M

OFFERED TO AND PURCHASED BY CROSSCUT FOR

\$2.9M

THANKS TO THE GENEROSITY OF THE MARTIN FAMILY



640 ACRES
IN THE THRIVING AND PROTECTED GREATER YELLOWSTONE ECOSYSTEM



EASY ACCESS FROM

BIG SKY

AND SURROUNDED BY NATIONAL FOREST ADJACENT TO THE LEE METCALF WILDERNESS



5 CABINS

SLEEPS 30

PLUS FACILITIES FOR UP TO 16 HORSES

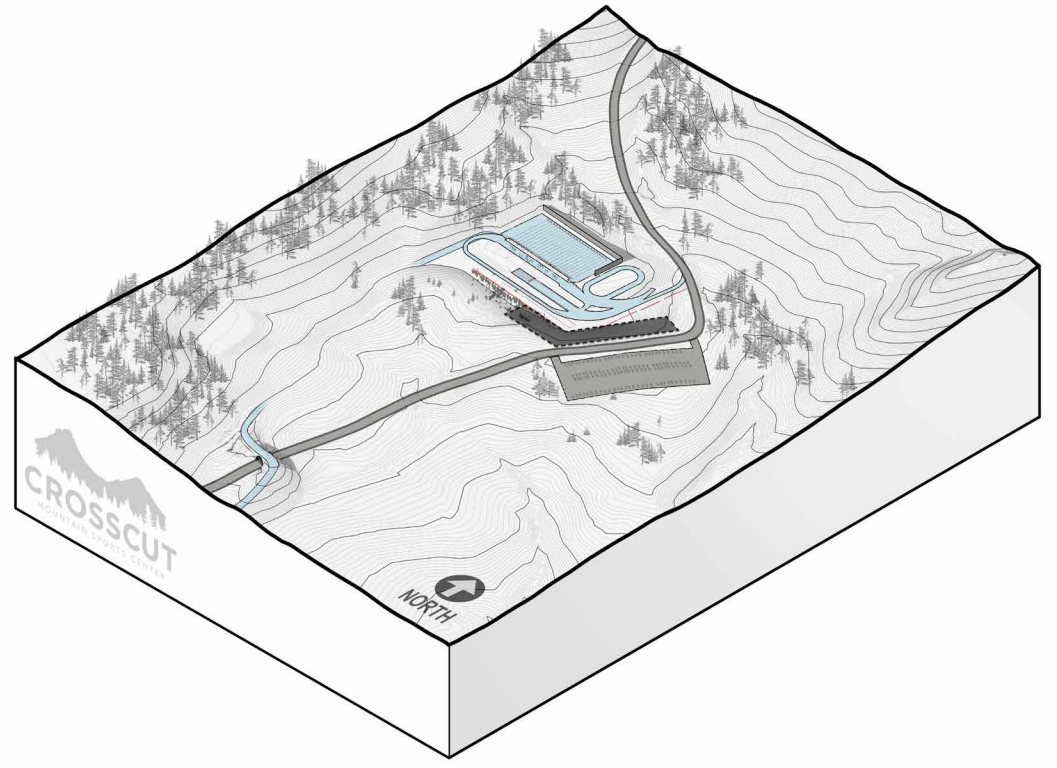


Inclusively serving and welcoming all guests while advancing opportunities for aspiring and elite athletes

Crosscut Capital Campaign – creating the future our community deserves

Phase 1 Fundraising Complete
Crosscut successfully raised \$3.6 million for construction of a World Cup level biathlon stadium, with a 30-point biathlon range and 15-point para targets, 300 additional parking spaces, and a new skier bridge. We also built three roller-ski loops.

Phase 2 Fundraising Begins
The second phase of our capital campaign focuses on bringing the new lodge to life. This inviting, accessible building will provide a warm welcome and recreational basecamp for the whole community, as well as dedicated training facilities for our Paralympic and Olympic athletes.



A mission and mindset of thoughtful leadership

The Crosscut Board members embody two of our core values: collaboration and leadership. Welcoming all voices to the table, Crosscut embraces our interdependence — with the land, the community, our visitors, and the greater world. We also recognize our leadership role in the local outdoor community, and work together with partners both inside and outside our organization to honor that responsibility with both humility and conviction.

The Board connects our deep community roots with an innovative, achievable picture of the future.



It is an honor to contribute to something as cool and meaningful as Crosscut. I am grateful for the opportunity to help grow our mission and vision, and to serve alongside such a remarkable Board and dedicated staff.

- ERIC LOVE, CHAIR



I serve because Crosscut is doing extraordinary things for the future of US Biathlon and the development of the sport in the United States.

- LOWELL BAILEY



I serve because Crosscut gets different people outside to enjoy the beauty of our great state all year long.

- ERIC LAMMERS, TREASURER



To encourage, enjoy, and share lifelong learning and awareness in the outdoor mountain environment.

- CLIFF MONTAGNE, SECRETARY



I have always enjoyed helping others. I hope my knowledge of Bridger Canyon and Bridger Bowl can be useful to Crosscut.

- RANDY ELLIOTT



To further environmental conservation and education, community partnership while offering healthy outdoor opportunities for individuals and families. I support the Crosscut vision of educational opportunities and dedication to the student experience.

- KARI SWENSON



Connecting people of all ages to nature through healthy outdoor experiences is the reason I serve on the Crosscut Board.

- STUART JENNINGS



Ambassadors:

ALISON BRADLEY
BARBARA LANTZ
CAMERON HOUSER
DT AND MELINDA THOMPSON
JO NEWHALL
JODI RASKER
KATHLEEN SHANKWITZ
KRISTY MCVEY

LOIS AND RICHARD LYDENS
MAC BURGESS
PETER ASHLEY
RIC AND CAROLYN ROCHE
RON AND BARB HARMS
STEFANIE WOODS
TERRY THOMPSON

Crosscut's Blue Coat Ambassadors

A commitment and dedication to service

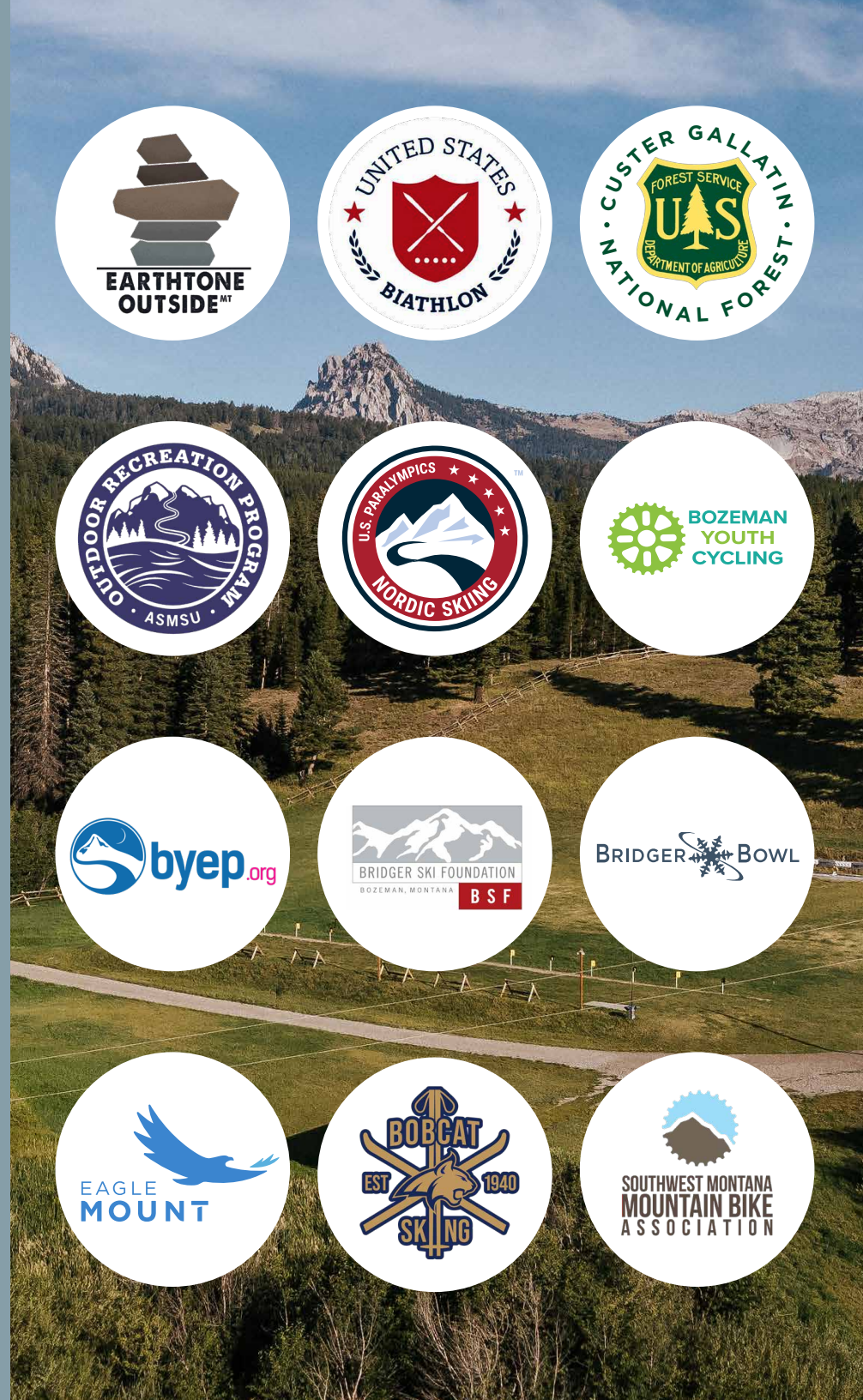
Since our beginning, Crosscut has relied on the support and generosity of community members nearest and dearest to us. Affectionately called our Blue Coat Ambassadors, these committed volunteers offer friendly greetings to guests on busy weekends. They help outfit and equip first time visitors with proper gear, suggest a route to roam the trails, ensuring all guests are having their best possible experience and adventure. The immense value delivered by this group is treasured by the entire Crosscut team and community.

Hours volunteered during masters and youth programs and events

300+

At Crosscut, the meaning of partnership goes deeper than financial sponsorship. We are dedicated to dynamic relationships which benefit everyone involved. Our work as an organization is supported by the vision, influence, donations, and elbow grease of multiple visionary nonprofits, clubs, and businesses. These like-minded partners allow us to focus on what we do best – and Crosscut works hard to ensure we return the favor.

Crosscut is a humble and proud supporter of Ssto'ipapoki Tsimaan, an Indigenous skiing and winter family wellness program within the Blackfeet Nation, located in northwest Montana. As a community-directed program of Piikani Lodge Health Institute, the program saw 200 skier days in their pilot (and COVID-19) year. To learn more and get involved, visit www.piikanilodge.org/signup



Balance Sheet

	APRIL 30, 2020	APRIL 30, 2021
Assets		
Current Assets	\$ 7,889,871	\$ 6,785,587
Non-Current Assets	\$ 9,454,716	\$ 16,161,261
TOTAL ASSETS	\$ 17,344,587*	\$ 22,946,848
Liabilities and Net Assets		
Current Liabilities	\$ 3,259,076	\$ 3,591,476
Non-Current Liabilities	\$ 4,077,848	\$ 4,314,107
Net Assets	\$ 10,007,663	\$ 15,041,265
TOTAL LIABILITIES AND NET ASSETS	\$ 17,344,587*	\$ 22,946,848

Statement of Activities

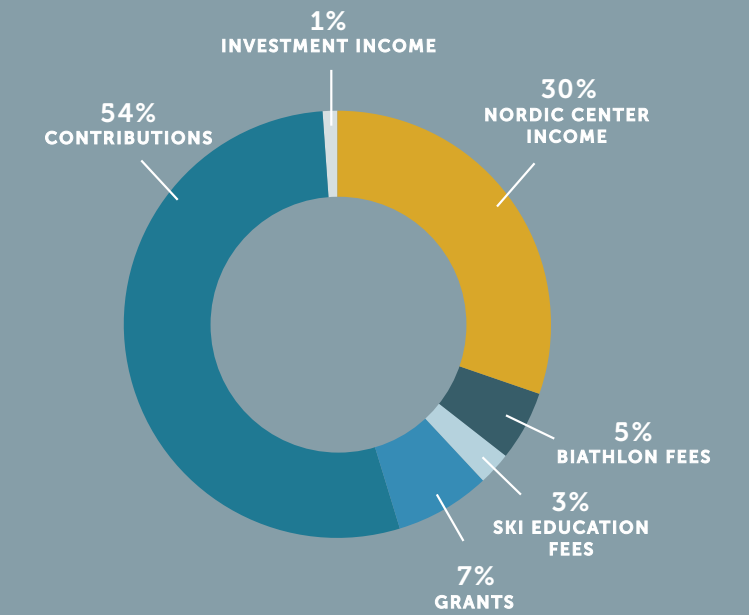
	FYE : APRIL 30, 2020	APRIL 30, 2021
Revenue and Support		
Contributions and Grants	\$ 2,143,830	\$ 3,905,651
Earned Revenue from passes, lessons, rentals	\$ 396,732	\$ 537,199
In-kind Contribution	-	\$ 2,895,000
Investment Income	\$ 99,565	\$ 15,844
Loss on disposal of assets and other	\$ (9,300)	\$ 18,079
TOTAL REVENUE AND SUPPORT	\$ 2,630,827	\$ 7,371,773
Expenses		
Program Services	\$ 1,009,377	\$ 1,070,927
Support Services	\$ 379,448	\$ 349,539
TOTAL EXPENSES	\$ 1,388,825	\$ 1,420,466

Change Net Assets

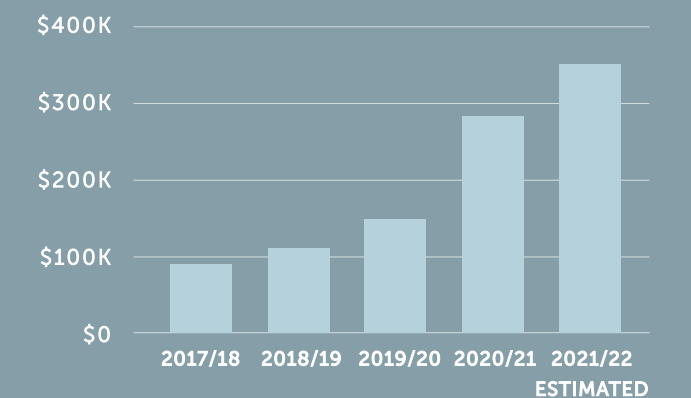
NET ASSETS, BEGINNING OF THE YEAR	\$ 8,765,661*	\$ 10,007,663
NET ASSETS, END OF THE YEAR	\$ 10,007,663*	\$ 15,041,265

* 2020 numbers have been adjusted from last year based on reclassification/revaluation of certain assets.

Breakdown of Revenue Covering Operating Expenses



Season Pass Sales



*Fiscal Year: May 1, 2020 to April 30, 2021

Thank you for your continued
support of Crosscut Mountain
Sports Center



crosscutmt.org