

CROSSCUT

2021-2022 Annual Report

Reviewing Fiscal Year 2022: May 2021-April 2022



Our vision is to empower healthy community by connecting people and nature

Dear Crosscut Community,

The 2021-2022 winter season was Crosscut Mountain Sports Center's 5th anniversary season. Five years since a group of intrepid Bridger Biathlon Club Board Members took a huge leap of faith and made a bet that not only did Bozeman need to double the size of the family run Nordic center, but also that the community would step up and offer its support in the form of visits, volunteers, and donations. It was a significant risk, but the alternative of not having a home for all our Nordic community, biathletes, school kids, and outdoor enthusiast was as unfathomable.

So far, the vision that "if we build it, they will come" has rung true — sometimes even before we built it! In 2021-22 we saw over 6X growth in the number of user days and led the transformation of Crosscut into a year-round mountain sports center. All during a time when Covid-19 presented several unprecedented challenges and on top of one of the worst snow years in recent history.

A quote keeps coming to mind:
"When you can't change the direction of the wind — adjust your sails." — H. Jackson Brown Jr.

During the whole of fiscal year 2022 — May 1, 2021-April 30, 2022 — we were still very much managing through the Covid-19 pandemic. During this time, we began to see sunlight streak through the clouds, gather with friends, and organize small, limited events. However, with this new freedom came uncertainty, contradicting guidelines, more division between new and evolving social norms. Even vaccinated people were getting Covid-19 sometimes with long lasting consequences reigniting fear and frustration.

Crosscut's board, staff, and Blue Coat Ambassadors continued to adapt and provide a safe haven to connect with nature, move our bodies in a familiar or new way, whether through mountain biking, biathlon, classic or skate skiing, or simply being joyful with friends new and old amongst the trees and meadows.

While the year brought challenges, I'm so proud of the Crosscut family's constant kindness, checking in on each other, sending a cheerful note, high fives on the trails, encouraging words.

Another quote comes to mind:
"It is good people who make good places." — Anna Sewell

While reading through this annual report about all that was built, new programs created, a new incredible property protected, and another year of growth, it is sometimes easy to forget that this was accomplished with a small, dedicated team of staff and supporters who put community first and chose to not shout into the wind, but instead to change the direction of our sails.

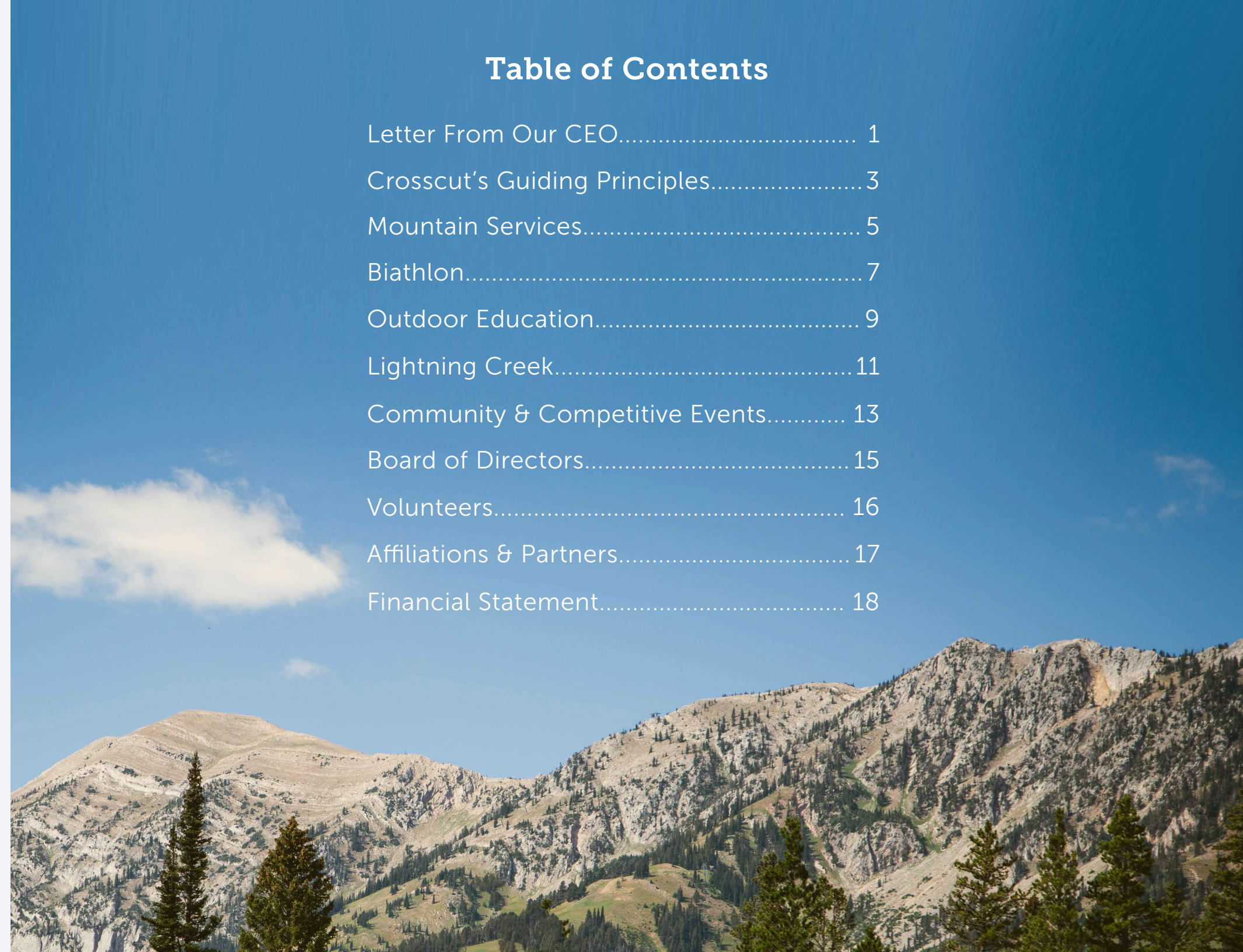
Thank you for making southwest Montana an amazing place to live and grow, and for integrating Crosscut into the fabric of this amazing community.

Jen Beaston
Chief Executive Officer



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Crosscut's Guiding Principles

Community + Solitude

We offer community connection, from familiar faces to new friends and provide opportunities to enjoy the outdoors in peaceful solitude. In both, we can enjoy a healthy break from hurried modern life. Crosscut's pristine surroundings offer visitors the opportunity to disconnect from everyday distractions and reconnect with the simple pleasures of nature.



Inclusivity + Education

We provide an accessible, affordable means for enjoyment in the outdoors. We also support relevant and diverse programming through our team and partner organizations to encourage confident recreation and healthy lifestyles. From sports education to science and creative pursuits, we seek to help people of all ages, abilities, identities, and backgrounds to grow their knowledge and skills, while learning about the natural world and deepening their sense of place and community.



Achievement + Play

Whether someone seeks grit or grace, effort or leisure, adventure or comfort, we meet them wherever they are. With Nordic ski heritage as our foundation, we have expanded to support a wide range of recreators and athletes, supporting body and spirit, so they can wholeheartedly and joyfully pursue that which fulfills them. The thrill of high-performance efforts, the personal growth of learning, and the freedom of spontaneous play are each important, and equally boundless in possibility.

Stewardship + Vision

With respect for the Indigenous peoples who have called and continue to call these lands home, we strive to proactively conserve and protect the landscapes around us, carrying forward the stories of these places, the legacies of interconnection, and a light human touch. We work to create and maintain comfortable yet exceptional facilities with high levels of sustainability, in harmony with our responsibilities to current and future generations.



Wildness + Accessibility

Our locations are accessible from Big Sky and Bozeman and adjacent to undeveloped lands. Surrounded by an abundance of beauty and the rhythms of the natural world, Crosscut offers immersive and meaningful experiences — from a quick afternoon ski to a weeklong retreat. We work to preserve the enduring vitality of the landscape while creating welcoming environments for all.



Collaboration + Leadership

Crosscut embraces our interdependence — with the land, the community, our visitors, and the greater world. We welcome all voices to the conversation, knowing our best opportunities for learning and growth can come from fresh perspectives. We also stand on what we know to be right, and when needed, provide guidance both inside and outside of our organization.



Gratitude + Pride

We teach and practice respect for self, others, and the natural world, recognizing the inherent worth of each. The Crosscut community functions as an extended family — cheering for each other's wins and sharing the burden in times of struggle. This philosophy is rooted in love, integrity, and authenticity — we lead by example, cultivating opportunities for our team and patrons to become the best possible versions of themselves.



Exceptional mountain services and world-class trails for all.

Experience the outdoors

Crosscut is dedicated to empowering self-confidence in nature. We respect and welcome visitors from all backgrounds and offer a supportive environment where individuals and families can explore, learn, and grow.

Mountain Services are rooted in a passion for the outdoors and a commitment to providing exceptional experiences for all. We offer a wide range of activities in all seasons.

In winter, operating from our Nordic Center, we offer daily, high-quality groomed ski, snowshoe, and fatbike trails, group and private ski lessons, skate and classic ski rentals, snowshoe rentals, night skiing, and dog skiing. New in winter 2021, we launched a pilot program for private biathlon lessons.

In summer, we offer mountain bike clinics, youth camps, private lessons, and group lessons.

In summer 2021, we continued the work to expand both our summer and winter trail systems. This work brought us closer to our goal of a homologated winter trail system to support hosting FIS- and IBU-sanctioned ski and biathlon races.



74
Adult MTB Clinic Participants

67
Youth MTB Camp Participants

11
Private MTB Lessons



2,792
Day Passes Sold

2,009
Season Pass Holders

6,744
Kilometers Groomed

1,366
Ski & Snowshoe Rentals



Consisting of Youth, Masters, and Elite Teams, our Biathlon Program serves those just learning the sport to those excelling at its highest echelons.

A range of opportunities

Crosscut's Biathlon Programs offer a comprehensive range of opportunities for individuals of all skill levels to discover and improve their abilities in this challenging and exhilarating sport.

The 2021-22 competitive season for the Elite Team brought Crosscut's first winter Olympian, Paul Schommer who represented the USA in Beijing. The accolades and achievements for the para athletes on the Elite Team continued with five athletes — Dani Aravich, Ruslan Reiter, Drew Shea, Lera Doederlein, Grace Miller — competing at the 2020 Paralympic Games.

The Masters and Youth teams continued their upward trajectory with over 30 participants taking part in each of these respective programs. The Youth and Masters programs focus on skill development, fitness, and camaraderie which provides a supportive environment that fosters a lifelong love of the sport.



Elite Team athletes who qualified and competed in their targeted international events during the 2022 winter season

12

2021-22 Winter Nationals Podium Finishes

27

ACROSS ALL PROGRAM AGES, YOUTH, ELITE, ADULT



2022 Winter Paralympians

5

2022 Winter Olympians

1



Program Participants

19 ELITE TEAM

35 YOUTH PROGRAM

32 MASTERS PROGRAM



Fostering a deeper understanding and appreciation of our environment and the importance of preserving it for future generations.

Learning from nature

Crosscut's Outdoor Education Programs offer a unique and immersive learning experience. With a diverse range of activities that include hiking, skiing, wildlife observation, and more, participants gain a deeper understanding and appreciation of the natural world.

In summer 2021, we launched Nature Camps for 1st – 6th graders. These experiential camps inspire curiosity, confidence, and gratitude while encouraging a reciprocal relationship with our natural world. Using a place-based approach that encourages a sense of wonder, our nature camps blend science and art, play and education, and community and solitude.

Our experienced educators are committed to providing a safe and engaging learning environment that encourages exploration, inquiry, and discovery. Through hands-on activities and interactive lessons, participants develop critical thinking skills, build self-confidence, and foster a lifelong connection to nature.



Winter Outdoor Education Program Impact

Number of Schools that Visited

28

Number of Classes that Visited

103

User Days

2,310

Program Hours

705



Summer Outdoor Education Program Impact

Nature Camp Participants

33

Program Hours

120



Lightning Creek, on the doorstep of Yellowstone National Park, is a beautiful 640-acre section of land. The purchase of this property, made possible by the generosity of our community, will preserve this area for generations to come.

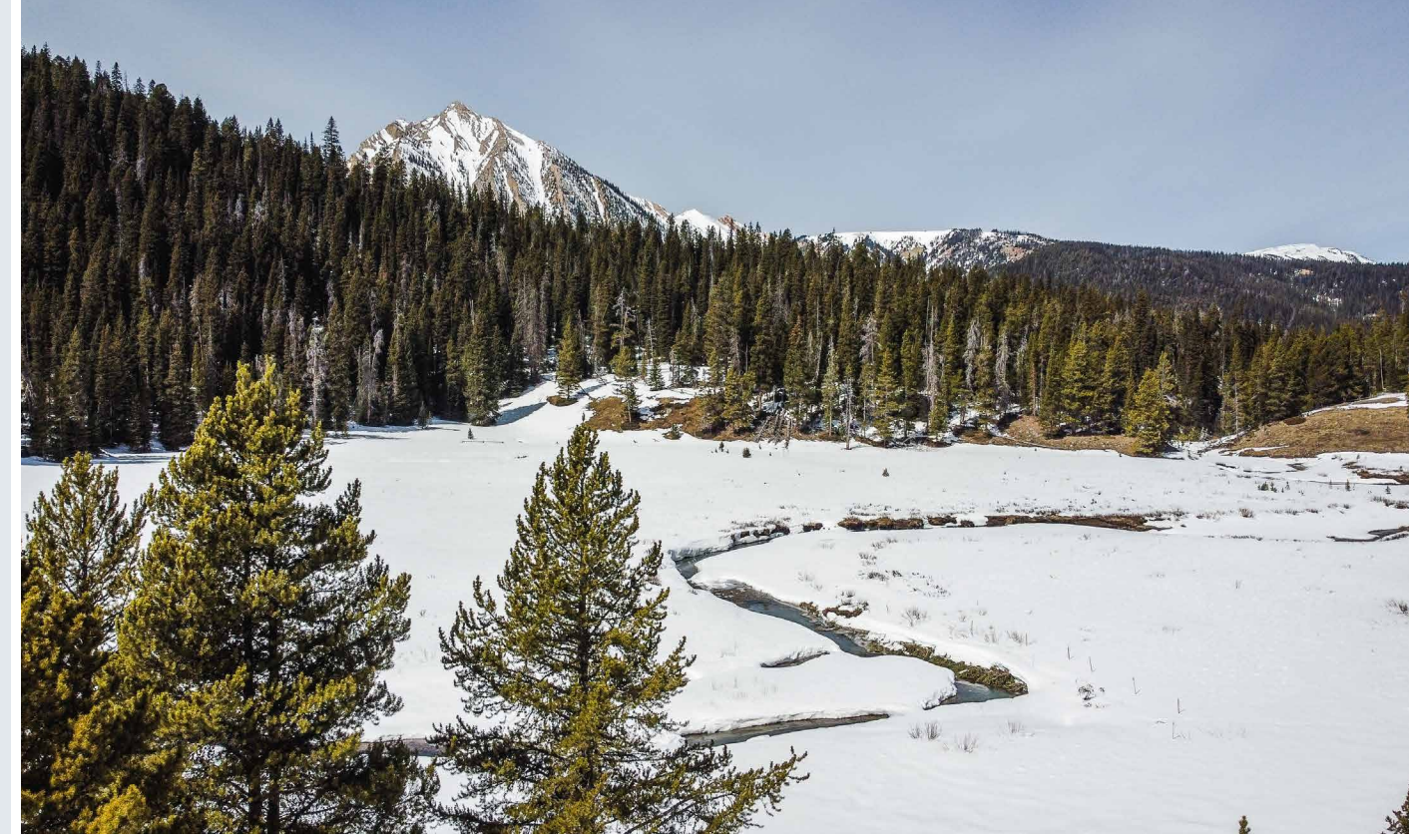
An immersive experience

The purchase of Lightning Creek (formerly known as Trapper’s Cabin Ranch) was finalized on the last day of our 2021 Fiscal Year – April 30, 2021. In FY22, we got right to work and:

- Created a new mission statement for the program
- Hosted a community listening tour
- Hosted a pilot program with the Warriors & Quiet Waters Foundation
- Met with individual community members to assess the strengths and weaknesses of potential programs
- Completed an analysis of similar statewide programs and facilities
- Assessed risk management plans
- Drafted a possible program calendar to understand our capacity
- Compiled a list of facility upgrades, associated costs, and recommended priorities



20
Pilot Program Participants
 VISITED LIGHTNING CREEK
 IN SEPTEMBER 2021



80
Community Members
 REPRESENTING
30+
Organizations
 HOSTED AS PART OF OUR COMMUNITY LISTENING TOUR BETWEEN JULY AND OCTOBER 2021

Bringing our community together

Key Events in Winter 2022:

- January – Sit Ski Nationals; Community Biathlon Race #1
- February – Sacagawea Classic
- March – Community Biathlon Race #2 with Biathlon Stadium Ribbon Cutting

Sacagawea Classic Spotlight:

The Sacagawea Classic is a premier classic cross-country ski event. This event harkens back to the classic ski tours of yore that brought communities of skiers together around their shared passion for gliding on snow.

This race has a unique place in Bozeman skiing history. The inaugural event took place in 1982 with 167 participants skiing 28km across Crosscut and other private and U.S. Forest Service lands to Brackett Creek and back. In 2004, the Bohart Sacagawea Ski Classic 36km Race took place. The 8th Annual Sacagawea Classic, sponsored by Bridger Ski Foundation, was held in January 2012. In 2022, the iconic event was revived as the First Security Bank Sacagawea Classic.



Race Participants

720
TOTAL COMPETITION & COMMUNITY RACERS

197
COMMUNITY BIATHLON RACERS – NOVICE & COMP



A mission and mindset of thoughtful leadership

The Crosscut Board members embody two of our core values above others: 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.

In July 2022, after the period covered in this fiscal year 2022 Annual Report, the Crosscut community was devastated by the loss of our beloved founder and Board Chair, Eric Love. Eric's vision and passion as a founder brought today's Crosscut to life. As our chairman, he continued to drive our vision. We deeply miss our friend and colleague.



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



Blue Coat Ambassadors & Key Biathlon Volunteers:

PETER ASHLEY
HILARY BECKER
JIM BECKER
ALISON BERRY
ALISON BRADLEY
MAC BURGESS
ADAM FARABAUGH
CHERYL & ROB FIMBLE
ANNA FRENCH
RON & BARB HARMS

CAMERON HOUSER
BUTCH ITOH
DAVE JESSEN
HOLLY JESSEN
BARBARA LANTZ
LOIS & RICHARD LYDENS
KRISTY MCVEY
JO NEWHALL
AMY PAKULA
JODI RASKER

RICH READY
RIC & CAROLYN ROCHE
RACHEL RUGGLES
KATHLEEN SHANKWITZ
REBECCA TAYLOR
DT & MELINDA THOMPSON
TERRY THOMPSON
STEFANIE WOODS

It takes a village

Since our beginning, Crosscut has relied on the support and generosity of community members. We count ourselves incredibly fortunate to have a dedicated, talented, kindhearted group of folks who volunteer their time to help us be successful. Volunteers in our affectionately named Blue Coat Ambassadors Program and in our Biathlon Program help us ensure all guests have their best possible experience and adventure while at Crosscut Mountain Sports Center. The immense value delivered by these committed volunteers is treasured by the entire Crosscut team and community.

Total volunteer hours in fiscal year 2022

1,340

Strength in partnership

At Crosscut, the meaning of partnership goes deeper than financial sponsorship. We are dedicated to dynamic relationships which benefit everyone involved. We are proud to collaborate with a network of visionary nonprofits, clubs, and businesses whose shared vision and resources help us create exceptional experiences for our guests. By working together, we can focus on our strengths and support each other to achieve our goals.

U.S. Paralympics Nordic Team Winter 2022 Highlights:

- 14 Medals at Beijing Paralympic Games
- 10 Medals at Para Snow Sports World Championships

Crosscut is proud to be the home training base for the U.S. Paralympics Nordic Team.



Balance Sheet

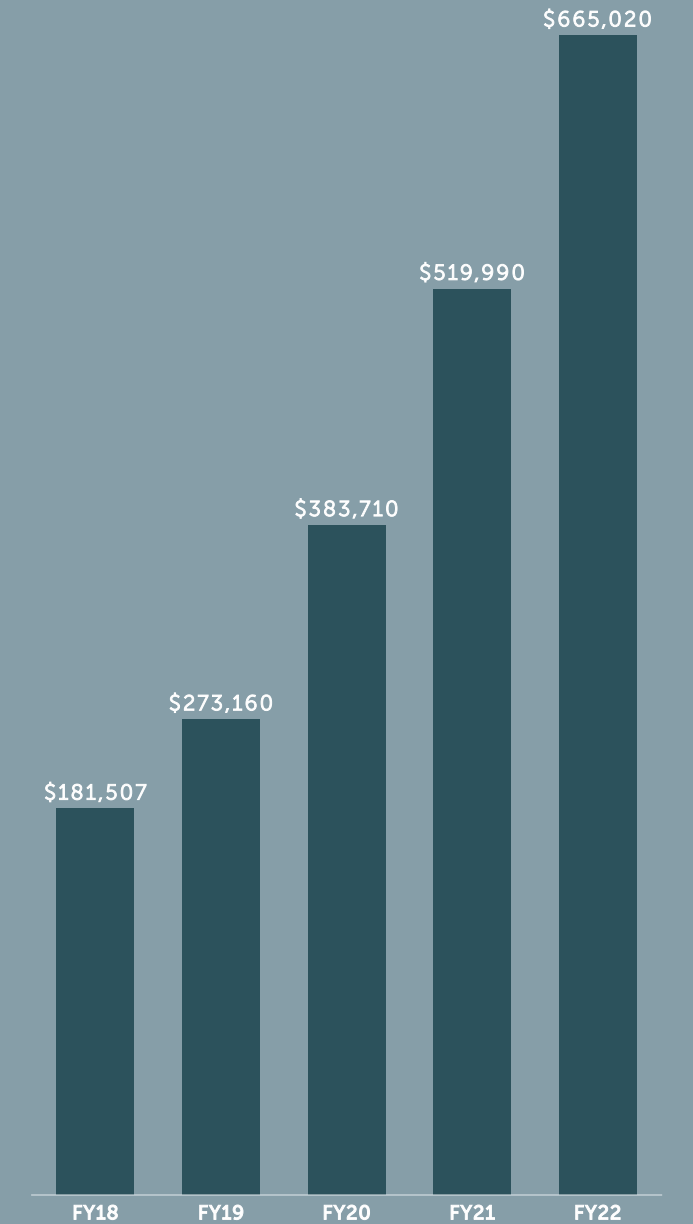
	APRIL 30, 2021	APRIL 30, 2022
Assets		
Current Assets	\$ 6,785,587	\$ 3,210,477
Non-Current Assets	\$ 16,161,261	\$ 19,585,245
TOTAL ASSETS	\$ 22,946,848	\$ 22,795,722
Liabilities and Net Assets		
Current Liabilities	\$ 3,591,476	\$ 3,354,511
Non-Current Liabilities	\$ 4,314,107	\$ 4,786,724
Net Assets	\$ 15,041,265	\$ 14,654,487
TOTAL LIABILITIES AND NET ASSETS	\$ 22,946,848	\$ 22,795,722

Statement of Activities

	FYE: APRIL 30, 2020	APRIL 30, 2021
Revenue and Support		
Contributions and Grants	\$ 3,905,651	\$ 1,892,196
Earned Revenue	\$ 537,199	\$ 698,433
In-kind Contributions	\$ 2,895,000	\$ 327,600
Other	\$ 33,923	\$ -121,525
TOTAL REVENUE AND SUPPORT	\$ 7,371,773	\$ 2,796,704
Expenses		
Program Services	\$ 1,070,927	\$ 2,252,914
Support Services	\$ 349,539	\$ 843,068
TOTAL EXPENSES	\$ 1,420,466	\$ 3,095,982

*Fiscal Year 2022: May 1, 2021 to April 30, 2022

Operating Revenue Trend





Thank you for your
continued support of
Crosscut!

