

CROSSCUT

2022-2023 Annual Report

Reviewing Fiscal Year 2023: May 2022-April 2023



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

Dear Crosscut Community,

We began our 2023 fiscal year with tremendous amount of optimism and ambitious plans to meet our community's growing population and increased program needs. In the previous two years, Crosscut's summer programs were embraced by many and we looked towards expanding our offerings to keep up with the increased demand. We anticipated and planned for 40,000 user days, which we surpassed due to a record snow year, our growing reputation for great trails and grooming, our welcoming and professional staff, and our outreach to new segments of our growing community.

However, after the encouraging start to the year, Eric Love, a founder of Crosscut and Board Chair, was unexpectedly and unfairly taken from us in an accident which also injured his wife, Jacquie Love, an indispensable Crosscut supporter in her own right. The sudden loss quickly shifted our leadership team's focus to crisis management, while our program staff worked through their grief with a continued smile to continue to serve our community.

While it was a challenging time for our Crosscut staff, volunteers, and community, we continued to remind ourselves how important Crosscut Mountain Sports Center, this magical place in the mountains, was to Eric and why we all joined this audacious adventure. We all care deeply about creating healthy community by connecting people with nature and that connection becomes even more important during times of grief, stress, and uncertainty.

While the last year wasn't always easy for those of us on the inside, the character our team showed makes me even more proud of all the accomplishments we achieved that you will read about in this Annual Report. We have welcomed 9X growth since our founding, while also receiving reviews filled with positive feedback and stories of wonderful experiences.

I love this quote by Andy Rooney:

"Everyone wants to live on top of the mountain, but all the happiness and growth occurs while you're climbing it."

Life isn't about what happens to us, but how we react to it. I'm forever grateful for all the support from our community, athletes, donors, partners, volunteers, and staff. It is one thing to have a supportive and positive culture during good times, but truly remarkable when that generosity continues and even amplifies during challenging times.

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.

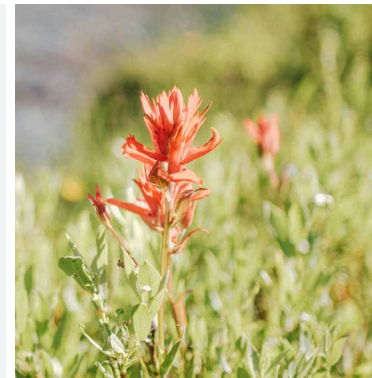


Achievement + Play

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.

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 week-long retreat. We work to preserve the enduring vitality of the landscape while creating welcoming environments for all.



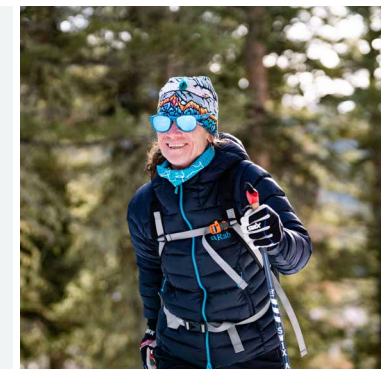
Stewardship + Vision

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.



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.



Lightning Creek in Autumn

Exceptional mountain services and world-class trails for all.

Experience the outdoors

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 year round.

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, dog days, and private biathlon lessons.

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

YOY = year-over-year change from winter 2022-23 or summer 2022



163
Adult MTB Clinic
User Days
+120% YOY

545
Youth MTB Camp
Participants
+63% YOY

30
Private MTB
Lessons
+173% YOY



702
Ski Lessons
Participants



+18% YOY



4,012
Day Passes Sold
& Redeemed
+28% YOY

1,943
Season Pass
Holders
-3% YOY

7,655
Kilometers
Groomed
+14% YOY

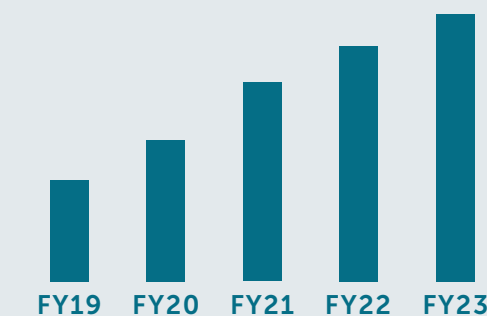
2,058
Ski & Snowshoe
Rentals



+51% YOY



34,279
Estimated
Winter Visits
+14% YOY



A range of opportunities

Elite Team

The 2022-23 competitive season for the Elite Team brought more encouraging results for team members, including Para World Championship medals for Dani Aravich and Sydney Peterson.

Youth Teams (U12-U18)

In summer 2022, we launched U12 summer camps. We offered three 4-day camps which served 35 participants. We then filled the U12 winter program with 25 participants. We also integrated the U16/18 Youth Team by welcoming our first sit ski athlete to the program. Seven U12-18 athletes competed at U.S. Biathlon Nationals and three U16/18 athletes attended the annual fall rollerski races in Solider Hollow.

Masters Program

In winter 2022-23, we launched a new Novice Masters Program category with two 8-week winter sessions serving 24 participants. In the summer of 2022, we hosted open range time for the first time allowing Masters participants to hone their skills in the summer and work on rollerskiing.



Youth Program Participants

35

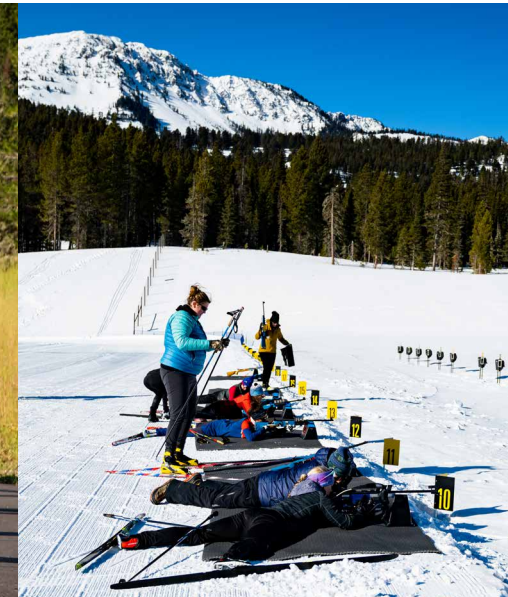
U12 TEAM

9

U14 TEAM

10

U16/18 TEAM



Elite Team athletes
who qualified
and competed
in their targeted
international events
during the 2022-23
winter season

12

Para World
Championship
Medals

2

U.S. Biathlon
National Team &
Training Group
Members

6



Masters Program
Participants

24

NOVICE
PROGRAM

31

COMPETITION
PROGRAM



Fostering a deeper understanding and appreciation of our environment and the importance of conserving 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.

Summer 2022 was our second year of Nature Camps for 1st – 6th graders. The number of participants grew from 33 the first year to 58 the second.

Our Ski Education Program continues to thrive. We believe it's the only program of its kind in the country where cross-country skiing and standards-based science curriculum are combined along with Indigenous Peoples lessons. In winter 2023, we celebrated the 20th anniversary of the Adventures in Winter Ecology curriculum. Former instructors participated in an evening celebration and the next day area educators were given the opportunity to ski for free.

YOY = year-over-year change from winter 2022-23 or summer 2022



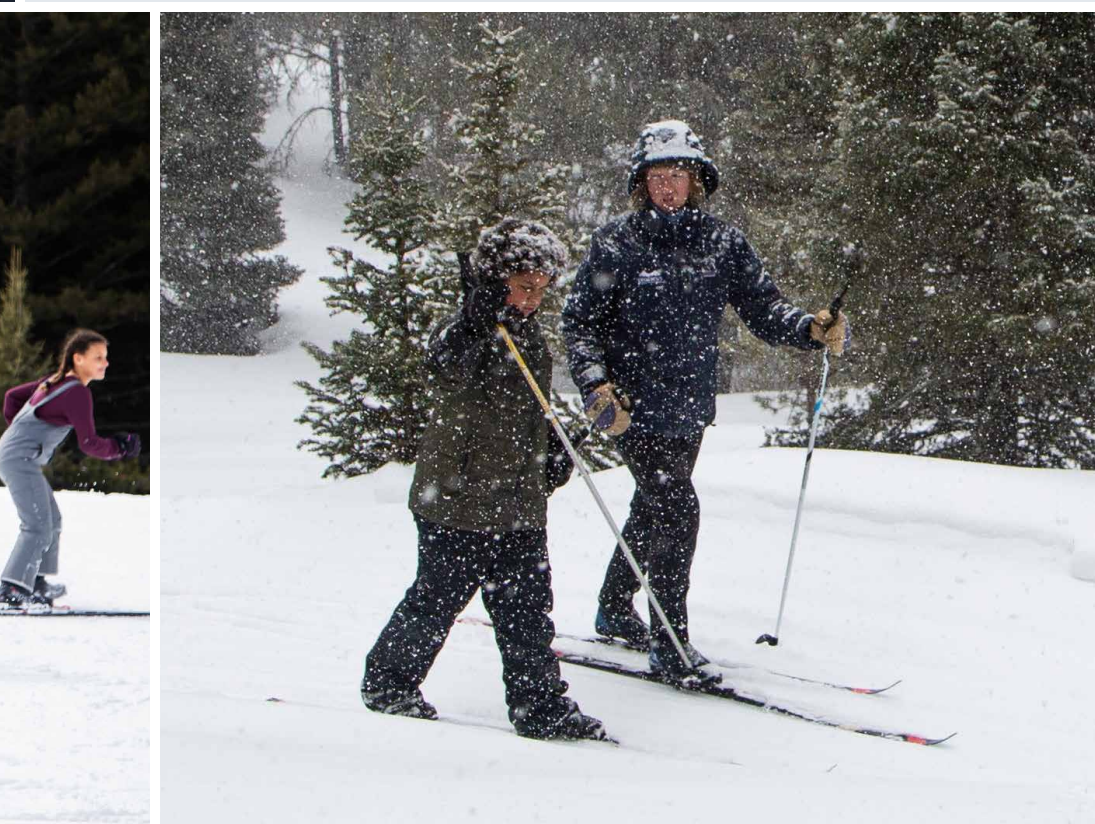
Summer Outdoor Education Program Impact

Nature Camp User Days	Program Hours
290 +76% YOY	180



Winter Outdoor Education Program Impact

Number of Schools that Visited	User Days
33 +18% YOY	2,568 +11% YOY
Number of Classes that Visited	Scholarships Provided
108 +5% YOY	35 +94% YOY



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

In June 2022, Crosscut hosted a week-long nature camp in collaboration with Big Sky Community Organization (BSCO), called Playing in The Wild with Crosscut. The camp took place in and around BSCO's new BASE community center.

In collaboration with Jake's Horses, Crosscut ran a three-day pilot program at Lightning Creek in July to get staff, board, and family members on horseback. Over the three-day program, the Crosscut team was able to see what it would be like to have horses back at Lightning Creek and the twelve participants explored trails that the Martin family had spent the last 50 plus years riding.

Both The Traveling School and Headwaters Academy in collaboration with Montana Wilderness School conducted partner programs in the summer of 2022.



Partner Program
User Days
307

Lightning Creek Pilot
Program User Days
19



Facilities Improvements

- Main Cabin expanded by 32'
- Off-grid solar energy storage system installed
- ADA vault toilet was added
- Renovation was started in the Highlight Cabin
- Sprinkler system was purchased for fire mitigation

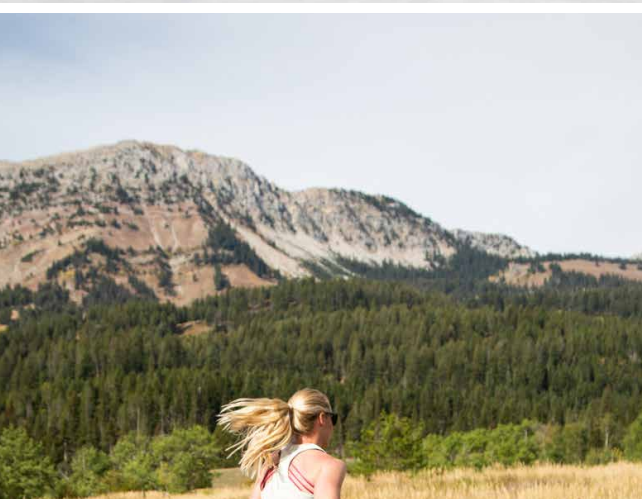
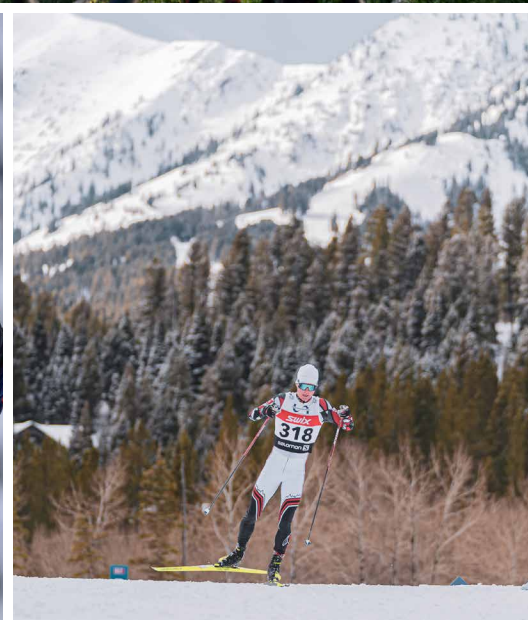
Bringing our community together

Events in Summer 2022:

- **June** – Cross Cut Trail Race
- **July** – Gallatin Valley Trail Series (3 events days)
- **September** – National Interscholastic Cycling Association Youth Mountain Bike Race double header

Events in Winter 2022-23:

- **January** – Rocky Mountain Intercollegiate Ski Association Montana State University Invitational
- **February** – Sacagawea Classic
- **March** – Crosscut Community Biathlon Race



Race Participants

1,669

TOTAL COMPETITION & COMMUNITY RACERS

206

SACAGAWEA CLASSIC SKIERS
+48% YOY

YOY = year-over-year change from winter 2022-23

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.

We began Fiscal Year 2023 in May, 2022 with Eric Love as our board chair. In July 2022, the Crosscut community was devastated by the loss of Eric, our beloved founder. Eric's vision and passion as a founder brought today's Crosscut to life. We deeply miss our friend and colleague.



RANDY ELLIOTT



STUART JENNINGS



ERIC LAMMERS
Treasurer



ERIC LOVE
Chair



JACQUIE LOVE



CLIFF MONTAGNE
Secretary, Acting Chair



CHRIS PLAUT



KARI SWENSON



Winter 2022-23 Blue Coat Ambassadors



Blue Coat Ambassadors and Key Event & Biathlon Volunteers:

PETER ASHLEY
DAVID BAUMBAUER
HILARY BECKER
JIM BECKER
ALISON BERRY
ALISON BRADLEY
BRIAN BROWN
MAC BURGESS
ADAM FARABAUGH
CHERYL FIMBLE
ROB FIMBLE
ANNA FRENCH
BUTCH ITOH
DAVE JESSEN

HOLLY JESSEN
BARBARA LANTZ
JACQUIE LOVE
LOIS LYDENS
RICHARD LYDENS
KYLE MARVINNEY
KRISTY MCVEY
CLIFF MONTAGNE
JOAN MONTAGNE
JO NEWHALL
JASON NICHOLAS
MIKE O'CONNELL
AMY PAKULA
JUDY PHILLIPS

VERN PHILLIPS
JODI RASKER
RICH READY
JAMIE RIZUTTO
CAROLYN ROCHE
RIC ROCHE
RACHEL ROCKAFELLOW
RACHEL RUGGLES
KATHLEEN SHANKWITZ
REBECCA TAYLOR
DT THOMPSON
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 2023

2,748

+105% YOY

YOY = year-over-year change from FY22

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.



Statement of Financial Position

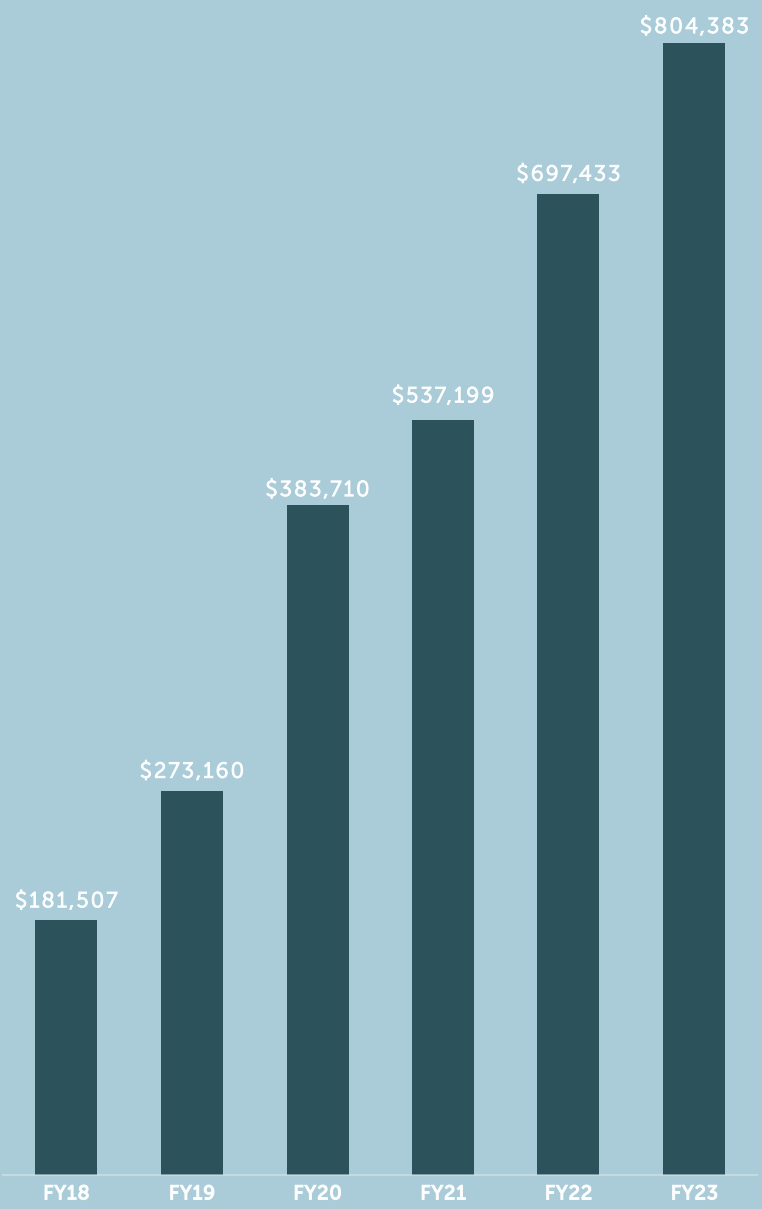
	APRIL 30, 2022	APRIL 30, 2023
Assets		
Current Assets	\$ 3,160,477	\$ 1,787,198
Non-Current Assets	\$ 19,385,245	\$ 19,396,119
TOTAL ASSETS	\$ 22,545,722	\$ 21,183,317
Liabilities and Net Assets		
Current Liabilities	\$ 3,280,973	\$ 1,456,513
Non-Current Liabilities	\$ 4,860,262	\$ 4,575,064
Net Assets	\$14,404,487	\$15,151,740
TOTAL LIABILITIES AND NET ASSETS	\$ 22,545,722	\$ 21,183,317

Statement of Activities

	FYE: APRIL 30, 2022	APRIL 30, 2023
Revenue and Support		
Contributions and Grants	\$ 1,642,196	\$ 2,716,904
Earned Revenue	\$ 697,433	\$ 804,383
In-kind Contributions	\$ 327,600	\$ 170,343
Other	\$ -121,525	\$ 1,787,108*
TOTAL REVENUE AND SUPPORT	\$ 2,545,704	\$ 5,478,738
Expenses		
Program Services	\$ 2,252,914	\$ 3,037,600
Support Services	\$ 843,068	\$ 1,694,885
TOTAL EXPENSES	\$ 3,095,982	\$ 4,732,485

*Sale of 40 acres
 **Fiscal Year 2023: May 1, 2022 to April 30, 2023

Operating Revenue Trend





Thank you for your
continued support of
Crosscut!



crosscutmt.org