

# THE BEWI Flyer

Number 1..... Winter 2006 - 07 ..... Volume 15

## Season's Greetings to Friends and Associates Worldwide!

Usually the note on this page, appearing as the opening greeting to our review of the year here at BEWI, is about the past. This time, while I'll cover some of the high points, and low ones, of this past year, my main focus is going to be on the future.

I say this because in the coming year we have some pretty exciting things happening at BEWI—not the least being our entree into the “Big Leagues” with the inauguration of The New England Youth Sports Festival, March 23-25, 2007 at Gillette Stadium. You'll read more inside about this exciting event but, on a personal level, as those who've spoken with me lately know, I haven't been this stoked about a project since I started SKI USA, back in 1979! Our Youth Sports Festival excites me not only cause it takes BEWI into a world that is so different and, yes, so much bigger, than the world of snowsports we've lived in, and loved, for close to 40 years now, but because the Festival's unique structure positions it, and us, in the forefront of the burgeoning field of youth sports through a format that stresses the value, and benefits—both in terms of health, athleticism and better sportsmanship—that today's youth get from being involved with sports.

How this event came about is a question I get all the time—especially given that involvement with the sports of Soccer, Lacrosse, Football, Baseball, Basketball and Hockey is, as many have commented, not something that has been a big part of my life, until now. But that fact is why, amongst others, I was able to come up with the idea of the Festival: Being a casual observer of all these sports I saw a need, and an opportunity, to bring together in one place, the key elements that comprise the world of youth sports—from the organizational, operation and athletic side—into a framework that enables positive, and educational, interaction amongst both the participants and administrators of these sports.

What is unique about the Festival, and a fact of which we are most proud, is that this will be the first time, in one locale, these six sports will be showcased, and working together. This arrangement is due, more than anything

else, to the backing and commitment the New England Youth Sport Festival has gotten from the management at Gillette Stadium. Their enthusiasm, and strong backing—both in terms of the sports world as well as sponsorship relations—has been nothing short of fantastic and is the engine that will make the Festival a success. Next year, at

this time, when we're reviewing our successful first venture, and talking about our plans for the Festival(s) in the coming years it is Gillette Stadium and it's support that will have proven to be the key to our success.

But before I get ahead of myself and start reviewing next year a few words are called for about the year just ending. From a business standpoint—a decidedly good one for BEWI; our 3 SKI & SNOWBOARD Expos (retitled from SnowSports) did well with both Denver and Boston holding even with last year and Seattle rebounding nicely to where it was 2

years ago; From a personal one—any year that has 52 days of skiing in it—including visits to such super locales as Alpe d'Huez, Jackson, Deer Valley, Heavenly, Stowe and Whistler, amongst others, as well as witnessing both Jack Turner's fantastic Next Snow event and the US Freestyle Nationals, both at Killington—can only be described as super! Throw in some hiking, biking, a week in Mexico and, of course, catching some great music, and, yes, 2006, was a good one for this, still, young man. But the highlight of the year, for sure, was receiving the Vermont Ski Areas Association Friend of the Industry award (plus there was this matter of an award for doing, well my job, for 25 years, which was very humbling; more on this inside). Both these accolades were not called for—but, nonetheless, deeply appreciated.

2006 also saw us finally pull off the first Boston Winter Festival, on the Boston Common. Similar to what we did in New York's Central Park for 17 years, the Boston event proved to be a great way to introduce Bostonians to winter fun in the city parks while, from our standpoint, it enabled us to work with a great bunch of people in the Boston Parks Department. We also were involved with YES's Mass Snow Challenge and helped Mellonhead Productions



*Past BEWI Award recipients Herbert Schneider and Bill Kidd join Bernie Weichsel and this year's recipient Phil Gravink at the annual BEWI luncheon.*

Photo credit:  
Jody Scioletti

# NEW ENGLAND **Youth Sports** **FESTIVAL**

**March 23 - 25, 2007 • Gillette Stadium, Foxborough, MA**

– especially in New England. The New England Youth Sports Festival will, for the first time, bring together multiple elements in a unique format with value for all attendees – whether a kid already active in sports or considering what sport to pursue; an adult in sports administration or, probably the most important role, a parent supporting their kids and sports administrators.

One of many festivals elements is the Interactive Skill Zones, a series of scheduled clinics and demonstrations for girls and boys (ages 6-18) to learn and practice their favorite sport or be introduced to a new one. These will be conducted under the guidance of top area coaches and pros from the Festival's partners: Mass Youth Soccer, New England Revolution, New England Pop Warner Football, NFL "Punt Pass and Kick" Program, New England Patriots, New England Babe Ruth League Baseball/Softball, Cal Ripken Baseball, Boston Riptides, New England Amateur Athletic Union Basketball, Mass Youth Hockey, Mass Bay Youth Lacrosse League, and Boston Cannons. Representatives from these partners make up the Advisory committee and meet to collectively plan and oversee the skill zones, workshops and clinics. These are a few of the statements from the first meeting of the advisory group and our Gillette Stadium partners:

"An event like this has been a long time coming," said Mark Matanes, State Commissioner for Eastern Mass Babe Ruth Baseball. "It's the perfect opportunity to showcase everything that is great about youth sports."

It's hard to believe that there could be anything more rewarding than being involved in skiing and snowboarding...but I think we've found something: The New England Youth Sports Festival. Read on for complete information and the latest news . . .

Sports, Sports, and more Sports – it's a topic that is as much a part of many peoples lives as eating, working and school

## First Annual **BOSTON** **WINTER** **FESTIVAL** 2006



The first annual Boston Winter Festival was brought to the Boston Common this past February by the Boston Parks and Recreation Department, Vermont Ski Areas Association, and CBS Radio Group. The event gave a salute to the 2006 US Ski & Snowboard Team and Winter Olympic Games that were commencing the same day in Torino, Italy.

With news that a major "nor'easter" was heading our way, the day couldn't have been a more perfect setting for snowsports activities. A consortium of snowmakers from Vermont ski resorts covered six acres of the Boston Common with man-made snow, giving way to a winter wonderland of cross country skiing, snowshoeing and snow tubing-all provided free to the public. In addition, a rail slide demonstration by the Okemo Mountain Rangers wowed the crowds and a major snow sculpture contest allowed creative Bostonians to flaunt their stuff. And for those who preferred not to partake in the winter activities or just wanted to warm up afterwards, the Vermont Sugarhouse and hospitality tent provided yummy treats throughout the day. All in all, it was a fantastic event and we are looking forward to the 2007 Boston Winter Festival scheduled for February 3<sup>rd</sup>! Hope to see you there!

***Under a brilliant blue sky, snowtubers launched down the hill from the foot of the Soldiers and Sailors Monument in Boston Common at the first Boston Winter Festival.***

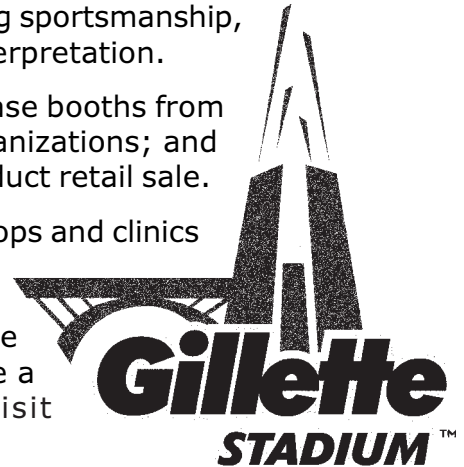
"Youth sports are all about sportsmanship, development and preparation for life," said Phil Jordan, Northwest Region Director for Mass Bay Youth Lacrosse. "Whatever sport a kid chooses to play, it's just great that they are playing sports, which is why we are excited to be a part of this."

"We at Gillette Stadium are thrilled to host the inaugural New England Youth Sports Festival. This event represents the marriage of sports, entertainment and community that Gillette Stadium promotes and seeks to be involved with," said Jeff Connors, Corporate Development Manager for Gillette Stadium. "We're looking forward to helping create a one-of-a-kind event and are thrilled to be working with such a first class promoter and company. The enthusiasm, passion and energy that exudes from Bernie and the rest of the BEWI crew made it clear early on that this event will be a smashing success."

The series of educational workshops and clinics are developed for coaches, officials, parents and administrators, covering topics such as conditioning, sportsmanship, responsibilities of coaches, officials and parents, scholarships, sports nutrition, and safety. Hands-on training clinic sessions will be offered geared towards coaches and referees with topics including sportsmanship, organizing practices, drills, developing game strategies, and rules interpretation.

The final element will be the Expo. This exhibit display area will showcase booths from camps and facilities; product manufacturers; teams, leagues and organizations; and other assorted related firms. Highlighting this area will be a sports product retail sale.

The many groups committed to being involved in sponsorships, workshops and clinics and contributing to the goal of developing positive values through involvement in youth sports, speaks to the need for an event of this type. Mark your calendars for March 23-25<sup>th</sup> and plan on attending the first New England Youth Sports Festival at Gillette Stadium, sure to be a groundbreaking event! For updates on the event visit [www.NewEnglandYouthSportsFestival.com](http://www.NewEnglandYouthSportsFestival.com). ~Christine Donovan



## **Youth Enrichment Services (YES) Mass Snow Challenge**

*The 4<sup>th</sup> Annual Massachusetts Snow Challenge on March 18, 2006 at Wachusett Mountain celebrated the energy and spirit of YES. Special thanks go to David Crowley and Tom Meyers of Wachusett for hosting this event. Activities included team racing, a live auction, awards ceremony and a slope-side barbeque for family and friends. The event raised a record-setting \$13,485 for Youth Enrichment Services.*

*The team members that raised the most money were Evan Ward, Gerry Moore, Steve Delaney and Richard Ward. The fastest snowboarder was Matt Haffenreffer and the fastest skier was Shawn Belton-Perry. John Ruth was presented the "YES I Can" Award for his amazing comeback. Next year's event is scheduled for March 17, 2007 at Wachusett Mountain. Check out [www.yeskids.org](http://www.yeskids.org) for more info on getting involved!*



**David Crowley (third from right) congratulates the winners of the 2006 Mass Snow Challenge at Wachusett Mountain, in Princeton, MA.**

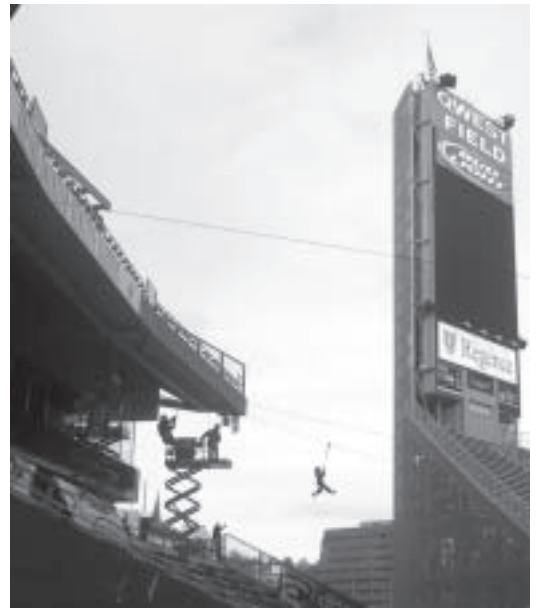
## **Ski & Snowboard Expos Wrap-up** by Brenda Doll, Anne Cabell, and Tracy Smith

You may have noticed that the name of the Expos changed this year, from “SnowSports” to “Ski & Snowboard” Expos. We went to the name SnowSports a number of years ago with the thought that we would have all sorts of winter sports represented, not just skiing and snowboarding, but we’ve come to realize that the core of our expos is skiing and snowboarding, and that is a more accurate name for what we do (of course plenty of us still just call them ski shows, but old habits never die). We do still have other sports represented on occasion, especially those that can also be enjoyed at the mountain resorts known primarily for the skiing and snowboarding we love, and we hope that will still be the case in years to come, as the attendees at our expos obviously don’t mind a little cold weather, and are likely to be interested in anything else they can do out in the white stuff.

Speaking of the white stuff, the snow has already been flying in some parts of the country, hopefully a trend that will continue and spread to the rest of the country, as the winter season each year can definitely have a bearing on how our expos do the following year. And with an OK winter in most parts of the country last year, this year all of expos held their own. Boston and Denver were even with last year, at 42,000 and 25,000 respectively, and Seattle was even with 2004 at 25,000, after a big drop in attendance last year, attributed at least partially to the horrible winter of 2004/05 that the Pacific Northwest experienced.

We had some old stand-bys at this year’s expos (Uncle E MCing in Denver and Seattle, the Fall Brawl Street contest in Boston, Grand Central Stage in Denver), but also some very new, exciting things going on, especially in Seattle, where expo goers were able to zoom across Qwest Field on a zip line, installed especially for the expo. We also added the Adrenaline Jam to all our expos, a new, interactive video game area featuring some of the latest ski and snowboard video games, as well as other high-energy games. As always our long-term media partnerships provided wonderful support to our expos in all cities, as did the return of Honda as a feature sponsor and Mountain News’ OnTheSnow.com website as our official webpage, where tens of thousands of consumers visited the site to get discounted admission coupons and more info on the expos. Overall the expos this year did not disappoint, hopefully the upcoming winter season won’t either.

You’ll find below more specifics about what went on in each city. As we reiterate each year, these expos are currently the core to BEWI’s business – we couldn’t do them without the support of all of our exhibitors. It’s a challenge every year to find new and exciting things do keep them fresh and interesting to the consumers – any suggestions you have to help us in this goal are certainly welcome. Planning for next year will begin before we know it (a few months of snow-sliding will come first, but spring will be here before we know it) so if you have any input on anything from this past year’s expos, or suggestions for future ones please call or write and let us know.



**StadiumZip - a thrilling addition to the Seattle expo at Qwest Field**



**The Downtown Throwdown Rail Jam competition featured outstanding performances by skiers and riders on real snow, right in downtown Seattle**

Photo credit: Pat Kennedy

### **Seattle**

After a dismal winter in 2004/05, last year saw a recovery for the Pacific Northwest snowslider, with better snow this past winter, which helped the expo rebound with better attendance, back in line with what we’re all used to, at 25,000. While this year’s expo was still in the Qwest Field complex, we were in the plaza area of the stadium, which is actually part of the stadium, in the concourse area underneath the stands. This new location had its plusses and minuses. A big plus was the ability to add some exciting new features this year. In addition to the zip line, which was coordinated by Jake Moe and gave expo-goers the opportunity to fly diagonally across the stadium, from one corner of Qwest Field to the other, we also had a new Rail Jam competition, with real snow. The folks from Sturtevant’s and Boarderline coordinated the construction of the rail on the front stairs of Qwest Field, and then brought in real snow for the snowboard and ski competitions. Over 30 local athletes competed over the weekend for \$9,000 in prize money. The Honda Action Sports Zone in the outdoor North Plaza area also featured Dave Valenti’s ExAir Show, with skiers and boarders flying down his ramp, and trampolinists

bouncing just as high right next to them. Special thanks to Whistler for the sponsorship of the Zone. Back inside the Expo, the Marmot Mountainworks climbing wall and Mini-mountain ski deck provided some hands-on activities to give the kids a taste of

the mountains, right at the expo. Special thanks to Big Mountain and Whistler for their sponsorships of the features in Seattle, as well as our media partners, King 5-TV, the Seattle Times, and the Entercom radio group.



**Denver expo-goers were awed by the high-flying trampoline action in the Honda Action Sports Zone.**

## **Denver**

Some early season snow got the folks in Denver excited about the upcoming winter, and they proved it by heading to the expo, ready to buy their gear and season passes. Between shopping they were fully entertained by the goings-on at Grand Central Stage, featuring everything from Wacky Trike Races, Frozen T-shirt contests, sumo wrestling, cup stacking contests, and Uncle E's Ro-Sham-Bo Championships. Those with youngsters were able to have them get in on some action too, between the climbing wall, bungee tramp, Adrenaline Jam, and Breckenridge KidSlope there was plenty of hands-on fun to be had by all. And when a break from doing was needed, everyone headed to the Honda Action Sports Zone to watch the Skyriders bounce to new levels on the trampoline, and the guys from Maximum Velocity soar to new heights on their bikes and skateboards as they road the halfpipe. As always, many thanks to our media sponsors, The Denver Post and 9 News and our resort sponsors, Crested Butte, Steamboat, and Breckenridge.

## **Boston**

Again, holding steady at 42,000 attendees, the Boston Globe Expo was rocking all weekend long! This year's Expo started off with some crazy weather. When the doors opened on Thursday afternoon the temperature was pushing 70° and there was a steady rain – however that did not stop the consumers from waiting in line for the doors to open. Once again, the most popular question was "Where's Ski Market?". Ski Market had never-ending lines of eager skiers and snowboarders searching for the best deals all weekend long.

Along with great deals, there was constant entertainment for people of all ages. Throughout the weekend you just had to look up to see the Spectacular Skyriders Team dueling it out on side by side trampolines presented by Killington Mountain Resort. The Skyriders performed an intricate routine of airborne maneuvers, from single flips to triple twisting somersaults as well as the latest freestyle and freeride tricks, flips, and twists. Or you could head over to the Waterville Valley Street Course to watch the locals compete against each other in the Honda Ridgeline Street Skate Contest, presented by WBCN radio. The winner this year took home \$1,000.00. Non-stop action for the kids included The Boston Globe Ice Skating Rink as well as the Stowe Kids Snow Park & Learning Center, where the kids could get excited about skating, skiing, or snowboarding without getting cold & wet. When it was time to take a break from the skiing aspect of the expo, one could catch up on some video games in the Adrenaline Jam Game Area, presented by WFNX (even though I did see some people practicing their virtual snowboarding), learn about our winter weather with the CBS4 Weather Station, or just take a bit of a rest at the WZLX Classic Ski Lodge where you could enjoy a nice cold beer from the Long Trail Brewing Company.

By the end of the weekend, the weather had cooled down a bit and the sun finally came out. All we heard was what a great time the exhibitors and consumers had. Thanks to everyone for making the 2006 Expo successful. Many thanks to our media sponsors: The Boston Globe, CBS-4, WZLX, WBCN, WBZ, WBOS & WFNX.

# **SNOWFESTS**

*BEWI Productions assisted Mellonhead Productions with the introduction of two new endeavors, The NorthShore Snowfest, held October 13-15 at The NorthShore Mall in Peabody MA, and The Connecticut Snowfest, which*

*took place October 20-22, at The Westfarms Mall in Farmington, CT. The Snowfests brought mountain resorts and travel related businesses directly to these very desirable metro markets.*

*The NorthShore Snowfest was supported by Joe Jones Sports as the retailer and featured a special guest appearance by two-time Olympic Figure Skating Champion, Nancy Kerrigan. The Connecticut Snowfest was supported by retailer Suburban Sports, and featured a guest appearance by the newly crowned Miss Connecticut in addition to spectacular aerial trampoline performances throughout the weekend by Ken Kovach and "The Skyriders."*

*The Snowfests added an exciting preview to winter while creating opportunities to reach committed skiers and riders while reaching out to those who were looking for the opportunity to get out onto the slopes for the first time.*

## ***Phil Gravink Named 2006 BEWI Award Winner in Boston by Kathe Dillmann***

Phil Gravink is this year's BEWI Award winner, the 22<sup>nd</sup> ski industry leader to be honored by BEWI and the Ski Market. Phil has had a stellar career in ski area management, and as a leader of many ski industry associations. He can be credited with putting several ski resorts on the track to success thanks to vital expansion programs with him at the helm. Phil has also been a board member, past president and strong supporter of several important non-profit organizations.

Phil was honored by nearly 200 guests at the Annual BEWI Awards Luncheon on Nov. 17<sup>th</sup>, held at the Gillette Stadium clubhouse in Foxboro, MA. Among the guests were many family members, including his wife Shirley, daughters Jill and Brenda, and sister Lynn Fieri. Son Brad runs the same resort where his father began his ski career, Peek 'n Peak, and was unable to attend.

Phil's distinguished ski area management career spans over 40 years. Gravink first juggled his family's 125-head dairy farm in Clymer, N.Y. with the CEO position at nearby Peek 'n Peak Recreation, a golf and ski resort, from 1963 to 1976. He then moved to eastern New York's Adirondacks, to Gore Mountain. Phil then swung over to New Hampshire where he was GM at Loon Mountain for 14 years and shaped it into a major New England winter and summer recreation destination.



***Walter Driscoll and Chris Leake from Ski Market look on as Bernie congratulates Phil Gravink on receiving this year's BEWI Award.***

Photo credit: Jody Scioletti

He oversaw the state-owned Cannon and Sunapee areas at an important transitional time in the early 1990s, and then rounded out his ski area managerial career at Attitash in Bartlett, N.H., where he directed significant growth there from 1992-99.

Known for his hands-on knowledge of all phases of ski area operation, Phil served as president of the National Ski Areas Association and was on its board from 1970 to 1987. Phil has served as a director and past president of Ski New Hampshire, Ski the White Mountains, Ski Areas of New York and the former Eastern Ski Area Operators Association.

Phil has undoubtedly put in nearly as much volunteer time on these industry association activities as he did his salaried executive positions. He also served as chairman of NSAA's Ski Safety, Insurance, Operations Manual, Public Lands and Government

Affairs committees and as its representative to the American Society of Testing and Materials skiing subcommittee (ASTM).

It doesn't stop there. Phil was a major player in a capital fundraising campaign for a new archival facility at the New England Ski Museum, where he serves on the board. He has been a board member of Friends of Tuckerman Ravine, the Jackson Ski Touring Foundation, as well as a number of local civic organizations. Phil was interim executive director at the Mount Washington Observatory during an important transitional stage in its operations and was recently named a Lifetime Trustee.

Phil left his mark at Cornell as well. He had a stellar rowing career, including the national title all four years. His team went undefeated his senior year, the same year it also won the prestigious Henley Grand Challenge in England and the European International. He is a charter member of the Cornell Athletics Hall of Fame, and of the Helms Foundation, National Hall of Fame for Amateur Athletes.

Along the way, Phil managed to graduate from the Harvard Business School's Small Company Management Program and was honored with the National Ski Areas Association's Lifetime Achievement Award and NSAA's Sherman Adams Award. As if he were not busy enough, Phil and Shirley completed Odyssey 2000, an around-the-world bicycle tour that traveled through 48 countries, after starting off riding in the Rose Bowl Parade on New Years Day 2000.

## FANS AND FRIENDS HONOR BERNIE – IT WAS A BIG SURPRISE

As the surreptitious insert into the BEWI Award luncheon invitation read:  
**“SURPRISE! BIG SURPRISE! COLLOSAL SURPRISE!”**

This year marked Bernie’s 25<sup>th</sup> Anniversary producing ski shows in Boston. So some of his colleagues felt it was high time to honor this man we’ve all worked with and shared great moments with for so many years. Our intent was to honor Bernie for ALL he has done over the years, not just in skiing but on a personal level – for his thousands of friends and colleagues worldwide. We came together at the Annual BEWI Awards lunch to pay tribute to Bernie’s remarkable career and to his great and loyal friendship so widely enjoyed.

Harry Leonard, the grandfather of ski shows from whom Bernie took over to become the current father of ski shows, was on hand to kick-off the accolades, much to Bernie’s great chagrin. He wanted to grab Harry by his neck and drag him away from the mike...until he finally realized, this was a special tribute, somewhat staged, mostly impromptu, FOR HIM!

All kinds of folks wanted to grab the mike and sing Bernie’s praises, but we were there to honor Phil Gravink, thanks to Bernie and Ski Market’s annual generosity of spirit in arranging the luncheon, and Bernie could only be held at bay for a brief but shining few moments.

Harry presented Bernie with an original plaque he’d had made – an unused but ancient pair of cable bindings mounted with an appropriate honorary message attached. It was classic Harry, for a classic Bernie moment.

Many others contributed words, photos, handwritten notes, and other memorabilia for what became known as “The Bernie Book.” As Kathe Dillmann said when presenting Bernie with the book, and then taking it back...“The book, like Bernie, is a work in progress.” She continues to accept congratulatory messages, photo material, other appropriate memorabilia for late inclusion in the loose-leaf binder. “There were so many people we just didn’t have the time or means of reaching and still keep this whole celebration of Bernie a secret. If we missed you, and you wish to contribute something to the Bernie book, please get in touch with Kathe at [kadicom@adelphia.net](mailto:kadicom@adelphia.net).”

The co-conspirators’ committee for the Bernie surprise consisted of Harry Leonard, Kathe Dillmann, Betsy Brauer, Peggy Boisselle, Jerry Simon and Barbara Alley, Brenda Doll, Christine Donovan, Anne Cabell, Tracy Smith, the Ferguson Family, Scott Clarkson and Dyke Shaw.

The group also established The BEWI Fund, to which people can still contribute, that will ultimately be turned over to the non-profit(s) of Bernie’s choice. (Contact Kathe for more info: [kadicom@adelphia.net](mailto:kadicom@adelphia.net).) Like the book, the fund is a “work in progress” but will be turned over to Bernie’s choices after the first of the year – HAPPY NEW YEAR, Bernie, and Best wishes from all your thousands of friends for many more successes under the BEWI Banner.

[continued from page 1](#)

inaugurate a series of SnowFest Mall Shows (main lesson learned: Only go to malls where there is an atrium and you can group most exhibitors together). Read inside for more information on all these events.

In this review of BEWI’s year, I haven’t said anything about the World at large—but to not say nothing is not my style. There is no doubt most of us, and I for sure as this message makes clear, have it good. But we can’t detach “our world” from the real one “out there” and, sadly, in my opinion, that world hasn’t seemed this bad in a long time. I don’t have to enumerate the challenges we face—we all see it in the news everyday—and, while hopefully the recent elections might be the start of a change for the better, I think it is going to take all of us getting involved before any meaningful change will happen. One’s main focus, of course, should be their own life, and families, but we’ll all be better off in the long run if we support—in word and deed, as well as financially—the causes, and beliefs, that you hold dear, no matter which ones, that can help the larger society, and world, we live in to be a better place for all people. We, especially those who work in the field of sports, are very lucky to do what we do for our livelihood and it is because of that unique situation we are in that, I believe, we have a duty to give back to society with our time and resources. BEWI has, and will continue to do so and I hope all of you join us.

Now, let’s pray for snow and get ready to do some sliding. I’ll look for all of you out there—and until then my best wishes for a healthy, joyous holiday season and a peaceful New Year. Be well—and be good ~Bernie Weichsel

## **Welcomes and Farewells!**

We've had some changes at BEWI over the last year, as those of you who have called the office may have figured out by now. For those who haven't, here's the scoop: Anne Cabell, who has been with us since 2005 has moved on to pursue other interests. We all wish her the best of luck. Tracy Smith, a native of MA and former US Freestyle Ski Team member who has spent the last 10 years close to the mountains in Colorado and California, joined us this fall. She can help you out with anything Anne has in the past. Christine Donovan, a former Ski Market employee and BEWI friend has joined the BEWI team with her primary focus being the new Youth Sports Festival. Brenda Doll continues to work from her satellite office in PA.

**Mark your  
2007 Calendars!**

**Boston Winter Festival**  
February 3 ~ Boston Common

**Mass Snow Challenge**  
March 17 ~ Wachusett Mountain, Princeton, MA



**New England Youth Sports Festival**  
March 23-25  
Gillette Stadium, Foxborough, MA



**Washington Ski & Snowboard Expo**  
October 26-28\* ~ Seattle, WA  
**Portland SkiFever & Snowboard Show**  
November 2-4 ~ Portland, OR  
**Colorado Ski & Snowboard Expo**  
November 9-11 ~ Denver, CO  
**Boston Globe Ski & Snowboard Expo**  
November 15-18 ~ Boston, MA

\*the dates for the Seattle Expo are still tentative

**HAPPY HOLIDAYS and BEST WISHES for a  
WONDERFUL NEW YEAR!**

*~ Bernie, Brenda, Christine, Tracy, & Anne*

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