



DATE

NAME & TITLE
COMPANY NAME
ADDRESS

Via e-mail:

Dear Scott,

The Heli-Ski US Association (HSUS) is an industry trade association that promotes helicopter skiing in the United States. Our programs include development and implementation of industry wide safety and operating standards, ongoing engagement of a governmental affairs consulting firm in Washington, D.C. to represent the interests of our members before governmental agencies, an annual meeting of our members to share insights and ideas for strengthening our industry, cooperative advertising campaigns and development of sponsorship opportunities to benefit members and the Association. The members of HSUS invite you to submit an application for full membership in the organization.

Provided that you elect to proceed, you will be required to sign and return a copy of the enclosed Consent to be Reviewed and Release. As explained therein, you will have two years from the date you are accepted as a Prospective Operator Member to complete the review process and become a full Operator Member. As a Prospective Operator Member, you will be required to pay a one-time fee of \$XXX. Importantly, Prospective Operator Members are not permitted to advertise or promote their relationship with HSUS. The basic requirements for Outfitter Member status are described at Article III of our bylaws:

a. Outfitters. All members of this class must be persons or organizations actively engaged in the business of providing helicopter skiing services and must have been engaged in that business for at least two complete seasons. Each Member in this class that is an organization must designate a natural person to represent the organization, which person shall exercise all rights of the organization as a Member. To be appointed as a Member, organizations and individuals must:

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i. Complete and return a Consent to be Reviewed & Release (“Consent”) and such review fee as the Board may establish from time-to-time.

ii. Successfully complete a review of its operations and business practices by one or more persons appointed for that purpose by the Board of Directors. The review will be based the criteria set forth in the Consent and the Helicopter Skiing Operations Protocols (HSOPs) as adopted by the Association and then in effect.

iii. Timely pay the annual dues as established by the Board of Directors.

Pursuant to this section, our Association has adopted the following standards for admission:

- Operations. In furtherance of its missions to promote safety in helicopter skiing and to act as an educational resource for Outfitters, government, public, and private agencies HSUS has adopted the Helicopter Skiing Operating Procedures (HSOP). A copy of the HSOP program will be provided to you upon your (i) counter signing and returning the Consent to Be Reviewed and Release of Liability that is enclosed; and (ii) paying the one-time fee of \$XXX as a Prospective Operator Member. As further described below, an applicant for membership in HSUS must demonstrate that its operations meet the requirements set forth in the HSOP. Importantly, the HSOP document and its contents remain the property of HSUS and may not be used for any purpose other than evaluation of your company’s operations in connection with your application for membership in the Association and/or to bring your operations into compliance with those standards to obtain membership.
- Business Practices. Because each member of HSUS becomes a representative of the Association, applicants must conduct the affairs of their company in a responsible and ethical manner. For example, except where a bona fide dispute exists, the HSUS requires that its members have no unpaid debts to helicopter service providers.

The Application and Review Process

In accordance with HSOP Section XI, D:

D. New Members. A Prospective Outfitter Member wishing to become member shall submit to the President of Heli-Ski U.S.:

1. A written request to be reviewed together with a release, in form fully acceptable to Heli Ski U.S. waiving all claims in relation to its application, save and except those based upon intentional wrongdoing. By submission of the request for review, the applicant Outfitter shall be deemed to have agreed to give full cooperation to a review of its operations by Heli Ski U.S., including reasonable access to its employees and operations for interviews.

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2. A written certification that the Outfitter has reviewed and believes itself to be in compliance with the requirements of the HSOP Program.
3. Three (3) copies of is Operations and Safety Plan;
4. Such additional documentation as Heli Ski U.S. may reasonably require; and
5. A review fee of **\$X,XXX** to cover the cost of a compliance audit.

Note: Item #1 above and your first year's dues as a Prospective Operator Member are required as you become a Prospective Operator Member. Items 2 through 5 are required in advance of an actual review of your operation.

Preliminarily, the additional documentation required under item 2, above will include a statement of operations for the applicant for the proceeding two years. That statement must include, for each season:

- a. Operating Season – the beginning and end dates for your operating season and the number of actual operating days vs. days lost to weather, mechanical problems or other factors.
- b. Skier/Rider Days – total number of participant days.
- c. Helicopter service provider – identity of the firm or firm's that provided helicopter services for your operations and the identity of a contact person who can verify operating information that you provide.
- d. Number of flight hours for each service provider.
- e. A description of any accidents involving injury to customers or employees or damage to property.
- f. A copy of any operating permit issued to your company (including exhibits specifying operating terms).
- g. Copies of any performance evaluation issued to your company by any permitting entity and/or copies of any notices of noncompliance or citations issued to your company by any entity.

Please note that HSUS reserves the right to request additional information as a condition to completing its review of your company's application. Importantly, HSUS does not wish to receive and will not accept information concerning pricing of your services or which might be interpreted as an attempt to divide markets or limit services to the public. In addition, although HSUS will use the information that you provide solely for the purposes of evaluating your application for membership, the Association cannot accept information that is deemed to be trade secret or business confidential. Evaluation of your application should not require disclosure of such information. For example, HSUS does not require that you disclose customer lists, financial data or other business confidential information.

As noted at item 3 above, HSUS will conduct an on-site compliance review of your company's operations. The compliance review will be conducted at a mutually agreed

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date, but not until you have forwarded a written certification to HSUS that you believe your company's operations are in compliance with the HSOP program. However, the review must be completed within two operating seasons of your becoming an Affiliate Member of the Association. HSUS will require that you pay a review fee to cover the expenses our two person review team incurs in the course of conducting the review. After a review of your company's operations and the above documentation, our review team will make a recommendation to the members of HSUS concerning your application for membership. The affirmative vote of two-thirds of our members will be required to obtain membership. Upon approval by our members, you will be required to pay a one-time initiation fee¹ of \$X,XXX and one year's membership dues.

We sincerely hope that you will elect to make application for membership in HSUS so that you can join us to make helicopter skiing safer and our industry stronger. We have enclosed a Consent to be Reviewed and Release of Liability that will govern our relationship through the review process which you can sign and return to me to begin the review process. If you have any questions concerning the application process or the benefits of membership, please feel free to contact me.

Sincerely,

Scott Bedford
President
Heli-Ski US Association

¹ The initiation fee is to help equalize the investment in the Association's programs by a new member, with those made by existing members.