



To Whom It May Concern,

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.

Please fill out a Prospective Member Application on our website at <https://heliskius.org/members/prospective-members/>. A member of the organization will contact you with further details.

The process to become a member includes:

1. Submitting an application and pay the one-time application fee of **\$750.00**.
2. Submitting 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.
3. Upon acceptance of the initial Review, the applicant will be asked to attend the following HSUS annual meeting and be scheduled for a performance review in the coming season.
 4. A non-refundable deposit payment of **\$2,500.00** is required to schedule a performance review. Any remaining costs will be calculated, and payment will be due prior to the start of your performance review.
 5. If the applicant passes the performance review and the reviewer recommends the applicant for membership, the membership will vote upon the acceptance or dismissal of the applicant at the following HSUS biannual meeting. A two thirds vote is required to accept a new member.
 6. Upon acceptance into the HSUS membership annual dues and participation in all meetings will be expected.

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 of liability. 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 **\$750.00**. 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:

- i. Complete and return a Consent to be Reviewed & Release of liability(“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 Guidelines (HSOGs) 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 Guidelines (HSOG). A copy of the HSOG 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, non-refundable fee of **\$750.00** 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 HSOG. Importantly, the HSOG 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 HSOG Section XIII, C:

C. New Members. The procedure for becoming a member of Heli-Ski U.S. is set forth in the Association's bylaws. As part of that process, a Prospective Operator Member must go through a Performance Review within two Operating Seasons of becoming a Prospective Operator Member. That process is commenced by the Prospective Operator's submission of a request for review to the Safety and Practices Review Committee.

1. Self-Audit, Operations & Safety Plan. Prior to the Performance Review, the Prospective Operator Member must conduct a self-audit of its operations and must certify that it believes that its Helicopter Skiing Operations are in compliance with substantially all requirements set forth in these HSOGs. Together with the request for review, the Outfitter shall submit three (3) copies of its Operations and Safety Plan, its Emergency Manual and such additional documentation as Heli Ski U.S. may reasonably require.
2. Cooperation. By submission of the request for review, the Prospective Operator Member shall be deemed to have agreed to give full cooperation to a review of its operations by Heli Ski U.S., as set forth in Article XIII (B) above.
3. Review Fee. Roughly **\$3,500.00**. Prior to the Performance Review, the Prospective Operator Member shall make a Review Fee deposit of **\$2,500.00** against the costs to the Association of performing a compliance audit.
4. Implementation of Corrective Action Plan. To the extent that any operational requirement is found to be "Substantially Complete" or "Incomplete," the Prospective Operator Member shall not be admitted as an Outfitter until completion of implementation of a Corrective Action Plan is verified by a Performance Reviewer.
5. Review Cycle for New Members.
 - a. Where a Performance Review rates a new Member Heli-Ski Operation as Complete in all components classified on the Performance Review, the Outfitter shall be scheduled for its next Performance Review in the third (3rd) following season.
 - b. Where a Performance Review stipulates a Corrective Action Plan, the

prospective Outfitter may be scheduled for its next Performance Review as soon as the next season and may require additional subsequent reviews or site visits.

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:

- h. 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.
- i. Skier/Rider Days – total number of participant days.
- j. 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.
- k. Number of flight hours for each service provider.
- l. A description of any accidents involving injury to customers or employees or damage to property.
- m. A copy of any operating permit issued to your company (including exhibits specifying operating terms).
- n. 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 upon date, but not until you have forwarded a written certification to HSUS that you believe your company's operations are in compliance with the HSOG 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 review team incurs while conducting the review. As of 2023 this cost is estimated at \$3,500.00. A deposit of \$2,500.00 will be required at the time of scheduling a 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 one year's membership dues.

Please fill out a Prospective Member Application on our website at <https://heliskius.org/members/prospective-members/>. A member of the organization will contact you with further details.

We sincerely hope that you will elect to make an 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,

Mike Rheam
President
Heli-Ski US Association