



CASE STUDY

Publicly Traded Recreational Company

One of the largest operators of alpine ski and snowboard resorts in the United States, this company continually strives to provide the finest recreational experience possible to its customers.

Need

Paramount to the company's customer satisfaction are ski runs that are properly maintained by the highest quality ski groomers. The lessee needed a way to continually acquire, replenish and dispose of new and used groomers.

Solution

Varilease provided a straightforward leasing solution to assist its client in acquiring new groomers and disposing of old groomers. The annual payment schedule was tailored to allow the company to make its monthly lease payments during the peak winter season and not during the summer season.

Results

- ▲ Better management of cash flow during off-peak-season
- ▲ Proper management of outdated equipment assets

Benefits

"Varilease was able to structure a step-payment lease that others either couldn't or wouldn't. Due to our seasonality as a resort operator, we are a difficult credit to understand and partner with. Varilease understands the uniqueness of our business, and we look forward to a successful partnership in the future." Vice-President, Finance