



September 1, 2010

Town of Camden and  
Camden Select Board

Dear Roberta and Select Board Members,

I am writing to inform you that the Ragged Mountain Recreation Area Foundation has signed a purchase and sales agreement with Shawnee Peak for the purchase of a used Riblet Triple Chairlift. We should close by October 1<sup>st</sup> and be in a position to take delivery.

At that time we will need storage space for the lift and various components. We would like to ask the town to make space available at no charge until such time that the lift can be installed as part of the RMRA Redevelopment Project. The time frame for installation is projected to be one to two years dependent on the overall funding of the project. If storage for the lift and components is approved, we would work with Jeff Kuller, Director of Parks and Recreation, his staff, other department heads and Bill Kelly, Town Counsel, to determine the best space(s) and location(s) and next steps. The Foundation ultimately will be donating the lift to the town for the project and could do so at any time once we have taken possession. We would like to discuss the timing and process for that and look to you for guidance on next steps.

I would like to share some background on why the Foundation went ahead with the purchase of the lift which is a key element of the Redevelopment Plan.

1. **Strategic fit.** It was determined that the lift would indeed fit the needs of the Redevelopment Project as outlined in the plan. The plan calls for a used lift that can be refurbished to like new condition with increased lift capacity that is able to service the top of the mountain (where the T-bar ends now). This was confirmed by an inspection and evaluation of the lift by experts in the industry (a ski industry lift engineer and a lift installer) and discussion with Jeff Kuller and Bill Fitzcharles (Fitzy). It also included an installation site study of Ragged Mountain.
2. **Cost.** The cost of purchasing a used lift and refurbishing it will save hundreds of thousands of dollars and fits within the planned budget. We researched the cost of a new triple lift with Doppelmayr and the cost of a new lift versus refurbishing the Riblet was almost exactly twice as much. We were able to reach agreement with Shawnee on a purchase price that will allow us to refurbish and install the lift within the project budget.
3. **Location.** The lift is in Maine which significantly reduces shipping and associated inspection costs, the two other lifts currently on the market, were located out west and in Canada.

4. **Availability.** The used lift market is unpredictable from the standpoint of knowing when a lift which meets your needs will be available, especially one in New England, so the ability to be opportunistic can be to ones advantage, if you are able to act on it. There are other potential incremental savings if we are able to move the lift while Shawnee is disassembling and assembling their new lift.

The Ragged Mountain Recreation Area Foundation Board voted unanimously for the purchase of the lift and is excited to be taking an important step forward on the project. The support and enthusiasm from the community and the town has been terrific and we look forward to working with you to make the project a great success.

Sincerely,

*Bob*

Bob Gordon  
President  
Ragged Mountain Recreation Area Foundation