

Appendix 1

Interview questions for entrepreneurs

General:

- How long do you work in this business?
- What are your activities over here?
- Why have you chosen to become general director here?
- What kind of schooling have you done?
- Is this resort part of a franchise corporation or is it locally owned?
- What do you actually define as the resort, only the trails and lifts or also other activities like rental shops and restaurant?
- What are the boundaries of the resort area?
- Can you tell me how your company structure looks like?

Context:

- How much employees are working for you, and how did they developed the last decade?
- Are you and your employees totally (economic) dependent of the ski industry?
- What makes this resort so special in comparison with other resorts in Washington State?
- Are there any activities in the summer period in the resort?
- How important is the local/state government in making decisions dealing with the resort?
- How do the resorts in Washington State cooperate with each other?
- Where do most visitors come from, do they stay longer than one day?
- Where do you get the main merits from? Saison card holders, or from other activities?
- How much accommodations and other activities (like restaurants) are directly dependent of the ski resorts. And how did the amount of them developed over the last decade?

Climate change:

- How did the snow pack size developed over the last decade?
- How did the average annual visits developed over the last decade?
- Have you increased the amount of trails and lifts over the last decade, how much?
- Until how far are you familiar with the causes climate change can have on your business?
- Have you read any scientific resources about the impact climate change could have on your business?
- Do scientist have an influence on your opinion about climate change?
- Have you experienced any problems due to climate change, what kind of problems?
- Is climate change a part of your business plan; is it something you have to take in account when you are working in this business?
- What are your future projections, how do you think annual visits will develop within ten years?
- How do you think snow pack size will develop in the next ten years?

- How do you think the amount of trails and lifts will develop within the coming decade, do you expect any increase or decline in the amount of them?
- Have you taken any measures already, in view of climate change?
- Will you take any measures in the future, knowing that it's likely that climate change have an impact on the ski industry?
- How do you think about technical alternatives like instant (fake) snow?
- How do you think the industry, as a whole, will develop in Washington State?

Appendix 2

Interview questions Researchers

General:

- 1) What are your daily activities?
- 2) Who is the principal for your research? For whom are you doing research? Why?

Climate Change:

- 1) How did snow pack developed over the last decade?
- 2) How do you think snow pack will develop in the future?
- 3) Have you experienced any fluctuations in average annual temperatures?
- 4) How do you think temperatures and precipitation will develop in the future?
- 5) What are the outcomes of your research so far?
- 6) Have you experienced any problems due to climate change, in view of the ski industry?
- 7) Do your think problems will occur in the future?
- 8) How do you see Washington's ski industry in the future? (spatial variations in effects)
- 9) How do you think about man made snow?
- 10) Do you think ski resorts have to search for other sources of income?
- 11) What do you see as solutions for the ski industry?

End:

- 1) How do you think we can handle the threat of climate change?
- 2) Does your research has an impact on public officials?
- 3) How do you think the US government handles the threat of climate change?

Appendix 3

Interview questions for PNSA

General:

- 1) When is the PNSA established?
- 2) What are the activities of the PNSA and how do you communicate to the resorts?
- 3) Why do you think a covering organization like the PNSA is necessary?

Climate change:

- 1 How did the snow pack size and the amount of ski able days in Washington State in general developed over the last decade?
- 2 Do you know how the average annual visits in Washington State developed over the last decade?
- 3 How did the amount of lifts and trails developed over the last decade?
- 4 Are you familiar with the causes climate change could have on your business?
- 5 Have you read about the impact climate change could have on your business?
- 6 Do public officials and scientists have an influence on your opinion about climate change?
- 7 Are you concerned about the possible effects, in the next 10 years or so, of climate change on the ski-business?
- 8 Have you experienced any problems due to climate change, what kind of problems?
- 9 What are your future projections, how do you think snow pack and annual visitors will develop?
- 10 Do you think the resorts are able to increase the amount of lifts and trails?
- 11 Are there any spatial variations of impacts across Washington State?
- 12 Has the PNSA taken any measures already, in view of climate change?
- 13 How do you think about technical alternatives like instant (fake) snow?
- 14 How do you see the industry in about ten years, and in the far future?