



ANNUAL GENERAL REPORT 2020-2021

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President's Report

I will keep my report brief for the simple reason that so many of the club's activities are led by others. Indeed, I have been blessed to work with a great executive team.

Working with Public Health, the City of Fredericton, and Cross-Country New Brunswick, we created operational plans for all of our activities. But an operational plan is only as good as the participants and Wostaweans, from the Bunnies to the seniors, followed the plans. A million thanks!

We continue to work with the City of Fredericton to improve the trail system and to improve the grooming at Killarney Lake. We made a presentation to City Council; we met with the consultant the City has hired; and we will be at the table when the plans are finalized and implemented.

We met several times with the Killarney Lake groomers and they are already looking at next year and how the trail system and the grooming can be improved going forward. The good news: they really want Killarney Lake to be a ski destination.

Wostawea continued its partnership with the Multicultural Association of Fredericton, offering 4 weeks of ski lessons to new Canadians from across the world. A huge shout out to Toon Pronk for his leadership, to Mary Murdoch and Kristie Heard for their magic, and to all of the coaches. Of all my connections to Wostawea, from Bunny coach to Sven the wax guru, teaching new Canadians how to ski and introducing them to winter, has been by far the most rewarding.

Donald Wright, President

Youth Program

Overview

The 2021 youth program delivery was again a huge success, thanks to our exceptional Jackrabbit parents and volunteers. With a new record number of registrations (161 from 140 last year), great weather, and a lot of enthusiasm, participation continues to grow year over year.

A few adjustments were required to respect public health guidelines. The most significant changes were the relocation of Level 4, Track Attack, and the Development Group to Kingswood and the staggered start to lessons. Hot chocolate was also moved to an outdoor serving station. In hindsight, these changes were mainly positive, allowing us to experiment with ways to overcome the infrastructure challenges posed by Killarney Lake (mainly parking and lodge capacity).

Youth Program Participation

Registration opened in November and reached 140 youth in less than 8 hours. The executive decided to close the registration and to give an opportunity to last year's participants to register so they could stay in the youth program. In all, we capped at 161 participants.

	Last Year	This Year
Bunny Rabbit:	33	29
Level 1:	27	34
Level 2:	16	25
Level 3:	20	22
Level 4:	10	17
Track Attack:	26	25
Development Group:	<u>8</u>	<u>9</u>
Total	140	161

A cap on the number of registrations for next season will be detrimental to the youth program but necessary. Because of infrastructure challenges and the number of coaches, the number of participants should not exceed 180 to 200 participants for the time being, assuming COVID restrictions are lifted. The executive must continue to work in collaboration with the City to find a long-term solution to overcome the current facility constraints.

Instructors

Because of public health guidelines, the groups were limited to 10 or 15 athletes. The need for instructors was greater this year. In all, we needed 33 instructors, of which 4 will not return next year. We anticipate needing approximately the same number of instructors next season. Recruitment and formation of new instructors should continue during the summer.

The planned Community Coaching Course was canceled due to COVID. However, 10 instructors completed Learn to Train. A Community Coaching Course will be offered in Fredericton next fall/winter for our new instructors.

Dryland Training

Until now, Wostawea's Youth Program has been lagging behind the recommended sessions for levels 3, 4, and Track Attack. At these stages, Nordiq Canada recommends both fall dryland and on-snow sessions. To remedy this, Wostawea's Youth Program will expand the Youth Program for Level 4 and Track Attack in the fall of 2021 by offering dryland training sessions that align more closely with Nordiq Canada recommendations. If successful, we will also explore the possibility of introducing dryland training for Level 3 the following year.

Beginning mid-September 2021, Wostawea Youth Program will be offering 16 dryland training sessions to Level 4 and Track Attack skiers.

Hot Chocolate

Despite COVID restrictions, our popular hot chocolate break was offered at the end of the lesson from an outdoor serving station. This new format was found to be effective and preferred by most. We also made considerable savings by not having to rent the Rotary Room. For next season, we will continue to offer the hot chocolate break at the end of the lesson from an outdoor serving station.

Maritime Cup Participation

The 2021 Maritime Cup event was canceled.

Youth Program Registration

Registration for 2021 was opened in early November. The early registration made it a lot easier for the program organizers to manage groups and coaches. Registration for 2022 will be twofold: dryland registration will open in August (Level 4 and TA) and the general Youth Program registration will open in early November.

Program Equipment

Pinnie: Colored pinnies were purchased for the Bunny Rabbits, Level 1, and Level 2 groups. Feedback received from the coaches and parents was positive.

Thermos: Ten additional 2-liter thermos were purchased to allow for hot chocolate to be taken on the trails for long ski outings. The thermos proved to be very much appreciated by all groups allowing them to extend their outings. The Lone Pine Café was a very popular destination. A few others “destination tables” should be installed in the park at key trail junctions.

Roller Skis

With the introduction of dryland training for September 2021, the Executive Committee has approved the purchase of 18 pairs of roller skis. The roller skis will be used for skill and endurance drills during the dryland practices.

Ski Terrain Park

The planning of the ski terrain park with the City of Fredericton parks and engineering division continued this year. Final construction drawings were completed in March 2021. The City intends to construct the ski terrain park this summer ready for the 2022 youth program.

Youth Program Committee

A youth program committee was established this season to help the organize and administer the youth program.

Coordinator and representative at Executive: Michel Poirier

Bunny Rabbits / Level 1 Representative: Jon Irving

Level 2 / Level 3 Representative: Emilie Comeau

Level 4 / TA Representative:	Etienne Dupuis
Development Group & Artic Hares:	Nathalie Comeau
Coaches Training and Record Check:	Ron Smith
Fun Day & TA ski trip:	Nathalie Comeau
Registrations:	To be confirmed.

In closing, we have to acknowledge the dedicated help of many volunteers, coaches, and parents that contributed in many ways in this successful season.

Michel Poirier, Youth Programs Lead

Racing Team

The Wostawea Racing team runs a year long competitive racing team program, that includes dryland training, team outings, training camps, on snow training and involvement in the NB Province Race Circuit, and regional and National level competitions.

The 2020-2021 season had significant challenges, as the Wostawea Racing team coped with the COVID pandemic, as well as considerable growth, as our team surpassed the 30 athlete mark for the first time. Before our year started, the racing team needed to create a COVID operating plan to be approved by the club. Once the plan was in place, we were able to start our dryland program on schedule in early October. Our fall strength training program moved to the Canadian Sport Centre (Atlantic). We had several special events, including Crabbe Mountain trail run, Killarney Lake Orienteering and Jones/Healy Hike/Hill training/hot chocolate event. On snow season kicked into high gear in January, with four training sessions per week. Unfortunately, all of the NB Cup and out of province in person events were cancelled for the year. The NB Cup Series was “virtual” with athletes completing race activities on their own trails. The racing team had two “within team” competition events, including the Sprint Event and the Skiathlon. In addition, we ended the year with a Poker O orienteering event. The team is hoping to rebound from this year, and have a full in person program for 2021-2022.

The racing team received significant donations this year from Remsoft and IJB Consultants. With the considerable growth in the team the last few years, the team will require an increased support structure to meet its objectives. To create such a framework, meetings with the team volunteers are planned for the 2021 offseason.

Racing Team Membership/Mgmt.

Racing team management: Anna Healy (coach), Eric Luiker (head coach), Andrew McNair (team waxer), Kristie Heard (manager)

Racing team members: 34

Group 1 (10-13): 10, Group 2 (14-23): 20, Adults (23 +): 4

New Members in 2020-2021: 8

Females: 13, Males 21

Summary of the racing team season includes:

- 2 physical assessment tests (October and December)
- Dryland season began in October 10– 3 times per week – 1 roller ski/agility, 1 physical strength session, 1 cardio/interval session per week
- On snow season began mid January – on snow training four times per week
- NB Cup virtual events

- Wostawea Racing team events – Skiathlon, Sprint Race, Poker Orienteering
- Wostawea members on the provincial team before the season started will remain for the next year

Funding/Sponsorship:

Donations from Wostawea, Remsoft, IJB Consultants, Radical Edge, Province of NB.

Eric Luiker, Racing Team Lead & Head Coach

Trails

KINGSWOOD/WOODLOT

This past season was a tough season for grooming because of snow conditions; indeed, we were lucky to have the new snowmobile delivered in December. The other two snowmobiles were out of service for much of the season, due to diagnostic issues and the need to wait for parts.

Once again, as soon as there was sufficient snow, our groomers did an admirable job of keeping the trails in good shape. They reported that the work done in the fall really helped in getting good results for the grooming.

We posted new signage this year to educate casual users about the costs of grooming the trails, and also to educate walkers on the damage they could cause to the groomed trails.

We will plan on further trail improvements in the fall (Stonehenge, access, connector).

KILLARNEY LAKE

Grooming was a challenge this year, because of the low snow conditions. This, combined with rough spots on some of the trails, prevented the PistenBully from being used until later in January.

Problems also arose due to the heavy use of the park in COVID times, including walkers. This was addressed in a Wostawea presentation to the city. Wostawea and the city are working on addressing these issues before next season.

Communication was improved this year, and further enhancements are expected for next season.

The city is planning some further trail upgrades this year, including the trail connecting the top of #6 to the top of #7. Work is also scheduled to start on the ski terrain park which will be located near to the car park.

Other upgrades will address some drainage issues

Wostawea is in the process of putting together the homologation application. Homologation is the standardization of trails to an international standard and will allow us to host a national event.

David Cameron, Trails Lead

Communications

SUMMARY

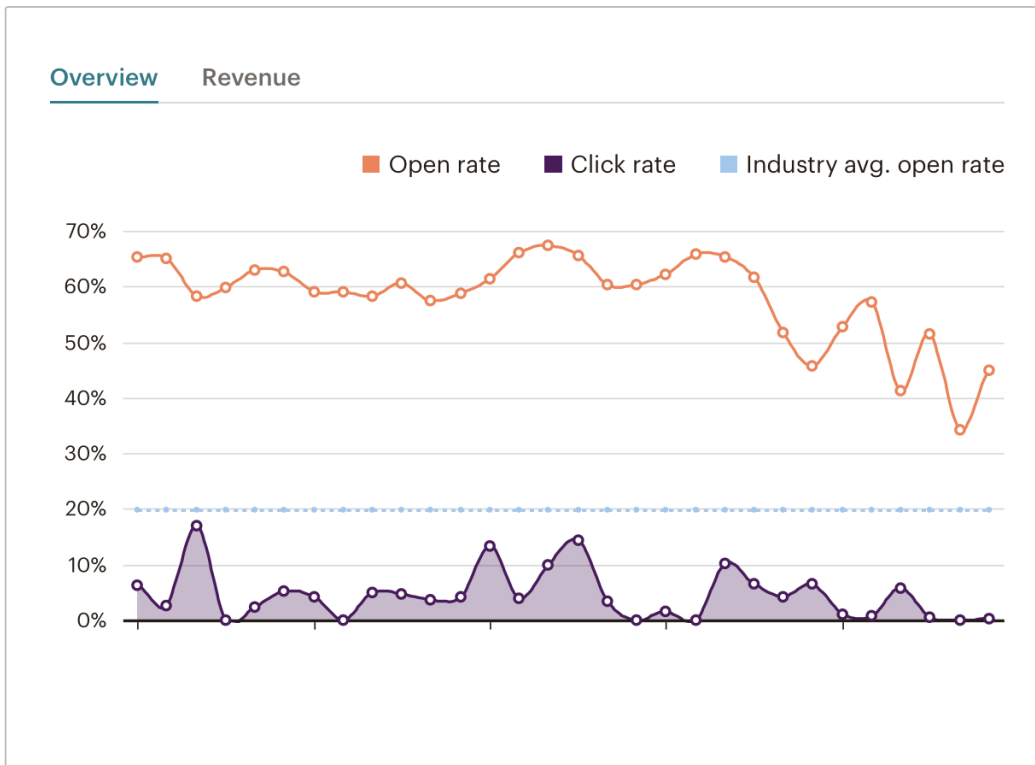
Wostawea communications remained a priority for the club this past season, especially in light of COVID-19 and the need for skiers to access timely and accurate information regarding the pandemic and its impact on skiing. This report highlights the digital, social, and traditional communications activities undertaken this season, as well as renewed club branding efforts.

COMMUNICATION ACTIVITIES - DIGITAL, SOCIAL & TRADITIONAL MEDIA

Four main tools were used to communicate and engage with skiers, volunteers, partners and the community:

1. Weekly Member Newsletters

- 25 weekly newsletters were emailed to 962 member units (i.e., household), representing a 26% increase in member reach this season.
- The first was launched October 21st, 2020 and the final newsletter was sent on April 14th, 2021. All newsletters were posted to Facebook and Twitter and links were posted on the club website.
- When reviewing weekly newsletter metrics, the average open rate of 58% is well above average open rates of 20% and 11% higher than last season's open rate.



Average open rate
58%

Industry average open rate
20%

Average click rate
5%

2. Facebook

Facebook engagement was maintained throughout the season with regular posting of newsletters, program notices, and response to inquiries.

Metrics worth noting from October 1, 2020 to April 14, 2021 are as follows:

1836 followers	↑ 18% increase from last year
1644 page likes	↑ 16% increase from last year

3. Website

Wostawea's website remains a popular communications tool. An important new page was added (COVID-19 Operational Plans) to share valuable information with skiers and the public regarding Wostawea's ongoing response to COVID-19. Throughout the season, updates were made to website pages as needed.

Website metrics worth noting from October 1, 2020 to April 14, 2021 include:

14,000 unique visitors	↑ 29% increase from last year
46,000 total visits	↑ 45% increase from last year
125,000 total page views	↑ 50% increase from last year
Visits by device type	51% of visits by mobile 42% of visits by desktop 7% visits by tablet
Popular pages	UNB/Kingswood Trails (37,221 page views), Home (21,941 page views), Killarney Trails (21,456 page views), Membership (1,216 page views)

4. Daily Gleaner Features

This season four articles appeared in the Daily Gleaner that helped raise Wostawea's profile in the community. Stories appeared on both the DG's digital platform and in the newspaper. Featured stories include the following:

December 15, 2020: Interest hasn't trailed off in Wostawea cross-country skiing

February 16, 2021: Betts family the best in Wostawea loppet

February 27, 2021: Walkers on ski trails causing safety concerns

February 28, 2021: Program introduces immigrants to cross-country skiing

WOSTAWEA BRANDING: SWAG DISTRIBUTION

Wostawea buffs, shirts, masks and toques were rebranded, purchased and distributed to our members. Over 400 items were ordered and any swag not sold this season are expected to sell next year. Initially swag was coordinated through a group of volunteers around Christmas season (i.e., swag elves) before a partnership was struck with Radical Edge so that Wostawea members and the public can purchase their swag at the store.

ADDITIONAL COMMUNICATIONS ITEMS

1. Photography Support, Paul Jordan Photography

Throughout the season, Paul Jordan took photographs of many club programs and events including Jackrabbit and adult ski lessons, MCAF Learn To Ski Program, Fun Day, and the racing team's Sprint Event. Photographs were posted online and links were shared in weekly newsletters so that photos could be downloaded by skiers at no charge.

2. Weekly Newsletter Content Contributors

The following individuals provided content for the newsletter throughout the season. Their contributions are greatly appreciated: John Ball, Peta Fussell, Ernie Macgillivray, Don Wright, Ian Burgess, Nadya Ladouceur, Mary Murdoch, David Cameron, Eric Luiker, and Michel Poirier.

Barb Ramsay, Communications Lead

Member Engagement

WOSTAWEA VOLUNTEERS

- A total of 142 people volunteered their time, energy, and skills to the club this year
- 45 of them got involved in more than one program or event
- Together, they volunteered more than 6000 hours
- This represents in-kind contributions of more than \$70,000 at minimum wage!

INITIATIVE TO ENGAGE MEMBERS DURING COVID-19

This year, we were not able to host our annual open house event in the fall nor could we have a booth at the Boyce Farmers Market. Promotion of the club's programs and membership was done primarily through the weekly newsletter and infographic posters installed at the UNB Woodlot.

The club also used alternative ways to engage members, such as inviting them to send in selfies from the Lone Pine Café and Lollipop Loop for the weekly newsletter, encouraging them to participate in the Nordiq Canada Ski Challenge, and providing online skill development resources.

LIST OF VOLUNTEERS - WINTER 2021

10 - WOSTAWEA EXECUTIVE – DON WRIGHT LEAD

- John Ball
- Ian Burgess
- David Cameron
- Nadya Ladouceur
- Eric Luiker
- Michel Poirier
- Barb Ramsay
- Ron Smith
- Nicki Violette
- Don Wright

69 - PRE-SEASON TRAIL MAINTENANCE CREW – DAVID CAMERON LEAD

- Serge Allard
- Peter Amirault
- Thierry Arseneau
- Gerry Bance
- Jeff Barnes
- Roberta Barnet

- Louise Boldon
- Rex Boldon
- Maryse Bourgeois
- Olivier Breau
- Sébastien Breau
- Dawna Briggs
- Ian Burgess
- Mary Ellen Burgess
- David Cameron
- Sadie Cameron
- Nathalie Comeau
- David Connor
- Peter Delong
- Ruth Henry-Dickinson
- Mary Doucet
- Susan Gavin
- Will Gilmore
- Brian Griffiths
- Adam Hadley
- Eric Hadley
- Jane Hadley
- Clark Hamilton
- Colleen Hamilton
- Steve Hinds
- Bernie Holland
- Rob Hughes
- John Kershaw
- Wayne Lang
- Rachel Lanteigne
- Al Livingston
- Heather Loomer
- Betty Madsen
- Ron Manuel
- Marc Milner
- Sandy McNeil
- Mary Lou Nicholson
- Chris Norfolk
- Ida Orenbach
- Floriane Place-Verghnes-Wood
- Pollyana Place-Verghnes-Wood
- Ulysses Place-Verghnes-Wood
- Susan Plummer

- Shelley Pronk
- Toon Pronk
- Mitch Randall
- Joss Richer
- Fran Robinson
- Jochen Schroer
- Felix Schwarz
- Ron Smith
- Liz Smith
- Jolane Sorge
- Audrée St-Amour
- Enzo Morgan St-Amour
- Noée Morgan St-Amour
- Barb St-Laurent
- Mike Toole
- Connor Varty
- Doug Varty
- Kathleen Varty
- Leon Vietinghoff
- Jim Wolstenholme
- Ashley

5 - GROOMING TEAM – DAVID CAMERON LEAD

- Rex Boldon
- Brian Griffiths
- Bob Matthews
- Norm Siebrasse
- Donat Thériault

3 - JACKRABBIT PROGRAM – MICHEL POIRIER LEAD

- Michel Poirier
- Tracy Poirier
- Tim Ross

33 - JACKRABBIT COACHES & ASSISTANTS – MICHEL POIRIER LEAD

- Marianne Arseneau
- John Ball
- Pierre Boucher
- Emilie Comeau-Sinclair
- Nathalie Comeau
- Katie Carmichael
- Emily Czerwinsky

- Etienne Dupuis
- Louis Fortin
- Marie-Elyse Fortin
- Mikaya Hoyt-Hogan
- John Irving
- Nadya Ladouceur
- Sarah Lamb
- Janice Lawrence
- Brigitte L'Heureux
- Mattea McNair
- Erik Mooers
- Maja Mooers
- Claire Murphy
- Tracy Poirier
- Shelley Pronk
- Toon Pronk
- Jean-Paul Robichaud
- Fran Robinson
- Tim Ross
- Michael Roussel
- Liz Smith
- Ron Smith
- Felix Schwarz
- Nicki Violette
- Remi Walhain
- Don Wright

3 - JACKRABBIT HOT CHOCOLATE TEAM – MARY MURDOCH LEAD

- Aafke Van Erk
- Martha McClure
- Mary Murdoch
- Sarah Roberts

18 - ADULT LESSON COACHES – DAVID PALMER LEAD

- Peter Amirault
- David Cameron
- Sylvette Fortin
- Susan Gavin
- Karen Grotterod
- Eric Hadley
- Jane Hadley
- Ernie MacGillivray

- Milda Markauskas
- John Migchels
- Ida Orenbach
- David Palmer
- Allison Patrick
- Floriane Place-Verghnes-Wood
- Leon Vietinghoff
- James Watmough
- Robert Whitney
- Vince Zelazny

6 - TECHNIQUE CLINIC COACHES – JOHN BALL LEAD

- John Ball
- Nathalie Comeau
- Emilie Comeau-Sinclair
- Louis Fortin
- Jane Hadley
- Fran Robinson

6 - RACING TEAM – ERIC LUIKER LEAD

- Anna Healy
- Kristie Heard
- Jeff Hoyt
- Marc LeBlanc
- Andrew McNair
- Eric Luiker

4 - RACING TEAM COACHES – ERIC LUIKER LEAD

- Anna Healy
- Adam Hadley
- Kevin Heppell
- Eric Luiker

4 - MCAF PROGRAM – MARY MURDOCH LEAD

- Shahram Ghanbari
- Kristie Heard
- Mary Murdoch
- Toon Pronk

20 - MCAF PROGRAM COACHES – TOON PRONK

- Dillon Anthony
- John Ball

- Dan Beaudette
- Susan Belfry
- Laura Davey
- Eric Hadley
- Jane Hadley
- Beth Johnston
- Elaine Meldrum
- Eric Luiker
- Katie Luiker
- Ida Orenbach
- Allison Patrick
- Shelley Pronk
- Toon Pronk
- Liz Smith
- Ron Smith
- Susan Smith
- Jolane Sorge
- Don Wright

3 - MCAF HOT CHOCOLATE TEAM – MARY MURDOCH LEAD

- Martha McClure
- Mary Murdoch

4 - OUTREACH – BARB RAMSAY LEAD

- David Kersey
- Nadya Ladouceur
- Mary Murdoch
- Barb Ramsay

6 - WOMEN OF WOSTAWEA – FRAN ROBINSON LEAD

- Stephanie Carter
- Anna English
- Charlotte English
- Nadya Ladouceur
- Mary Murdoch
- Fran Robinson

2 – LEARN TO TRAIN (L2T) – BRIGITTE L’HEUREUX LEAD

- Brigitte L’Heureux
- Michel Poirier

5 - LOPPET – DON WRIGHT LEAD

- Ian Burgess
- Rob Hughes
- Michel Poirier
- Peter Toner
- Don Wright

14 - SKIATHLON – MARIE-FRANCE TURCOTTE LEAD

- Eric Hadley
- Kristie Heard
- Rob Hughes
- Jon Irving
- Marc LeBlanc
- Milda Markauska
- Shelley Pronk
- Toon Pronk
- Nick Russon
- Felix Schwarz
- Peter Toner
- Marie-France Turcotte
- Bruce Wright
- Don Wright

2 - SENIOR SKI TOURS – ERNIE MACGILLIVRAY LEAD

- Ernie MacGillivray
- David Palmer

4 - SUNDAY SKI TOURS – PETA FUSSELL LEAD

- Jan Bonga
- Peta Fussell
- Liz Smith
- Ron Smith

9 - COMMUNICATIONS & SWAG – BARB RAMSAY LEAD

- David Cameron
- Peta Fussell
- Paul Jordan
- Nadya Ladouceur
- Mary Murdoch
- Barb Ramsay
- Marie-France Turcotte
- Nicki Violette
- Don Wright

5 - COVID-19 OPERATIONAL PLAN – DON WRIGHT LEAD

- David Cameron
- Nadya Ladouceur
- Mary Murdoch
- Michel Poirier
- Don Wright

Nadya Ladouceur, Member Engagement Lead

Loppet

For obvious reasons, we hosted a virtual loppet over 3 days, from February 12-14. In addition to the usual distances, from 2.5km to 30km, we included a ski marathon, hopefully an annual addition to the loppet. Incredibly, 191 people participated from across New Brunswick and from as far away as Ontario.

I want to thank the organizing team: Ian Burgess worked his Zone 4 magic; Michel Poirier and Rob Hughes designed the courses; Rob Hughes made the maps; and while his timing expertise wasn't needed, in an early meeting Peter Toner suggested that we donate all the proceeds to a local charity.

Wostawea raised \$2000+ for the Fredericton Homeless Shelters. I was blown away, but, in hindsight, I shouldn't have been. Wostawea really is more than a ski club. It's a collection of remarkable people.

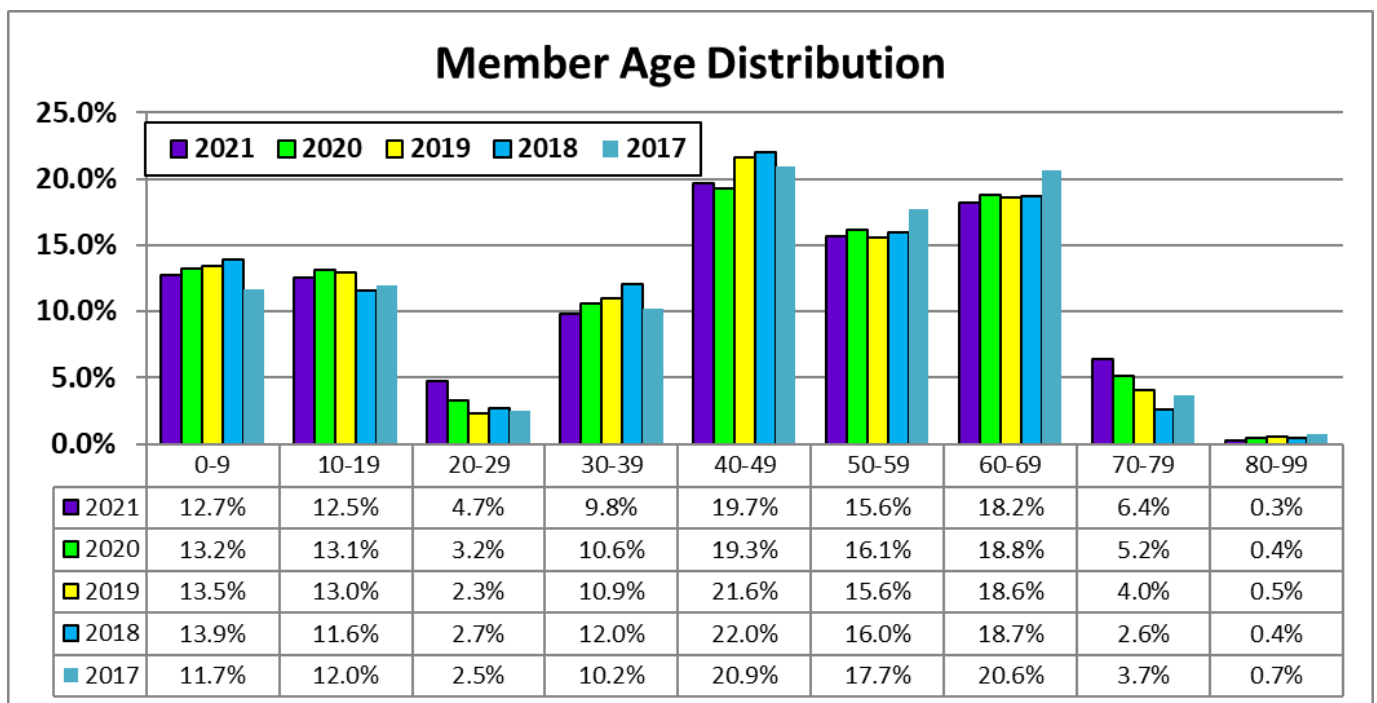
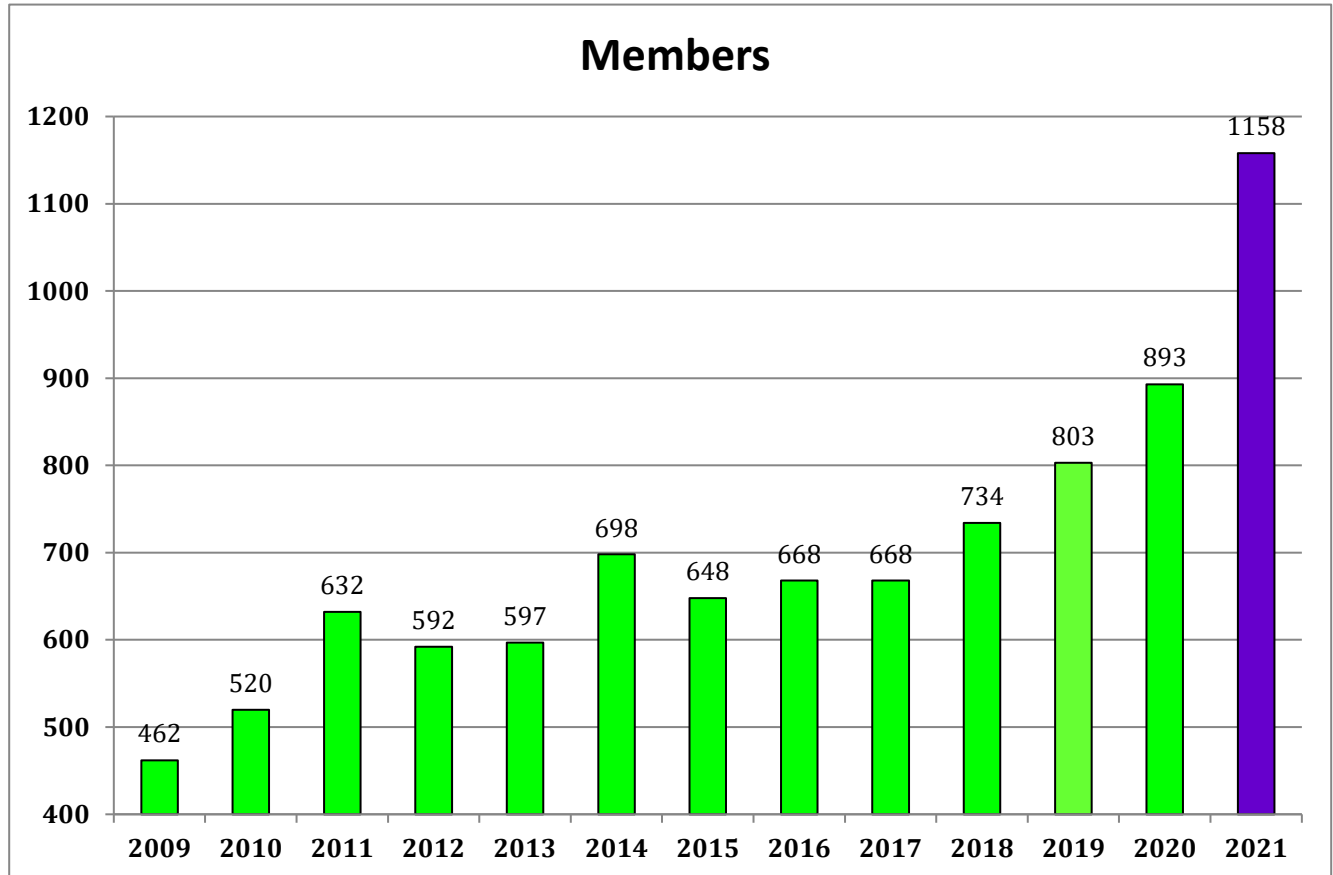
The Morimanno Family Cup, awarded to the family the skis the most kilometres, was won by the Betts Family. The Fab Five of Anna, Ava, Miles, Karen, and Matt skied a remarkable 179.5k!

We will miss you when you return to Oregon, but you will always have a home in Wostawea.

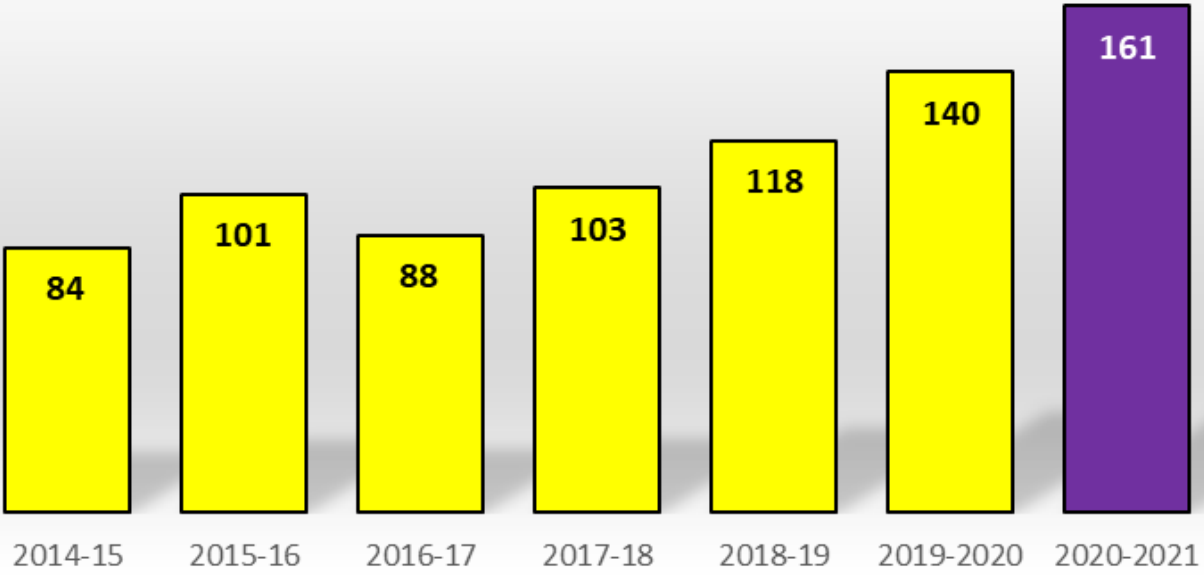
Donald Wright, President & Loppet lead

Membership

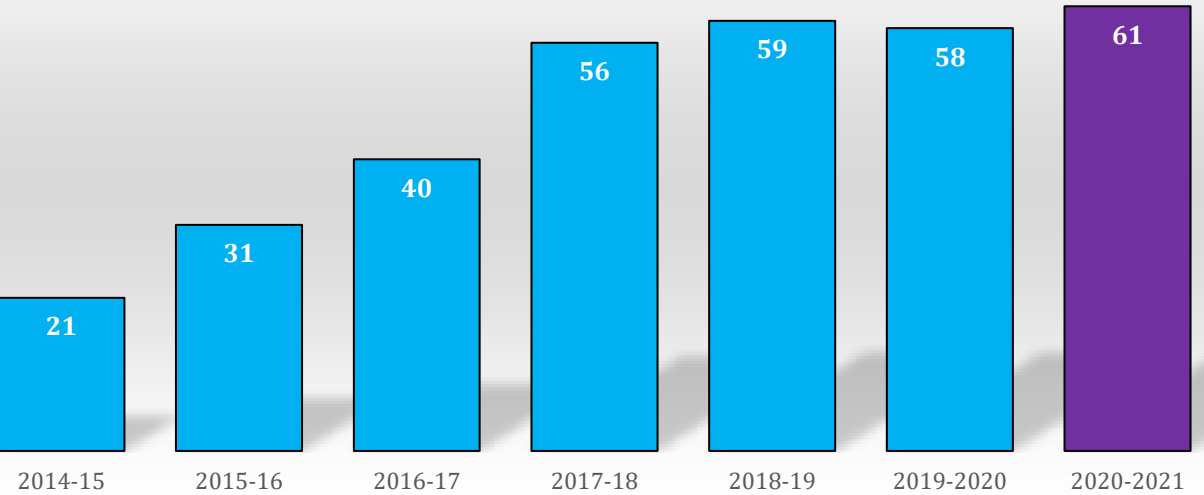
Wostawea had another record year on many fronts: number of members, youth program participation and racing team members.



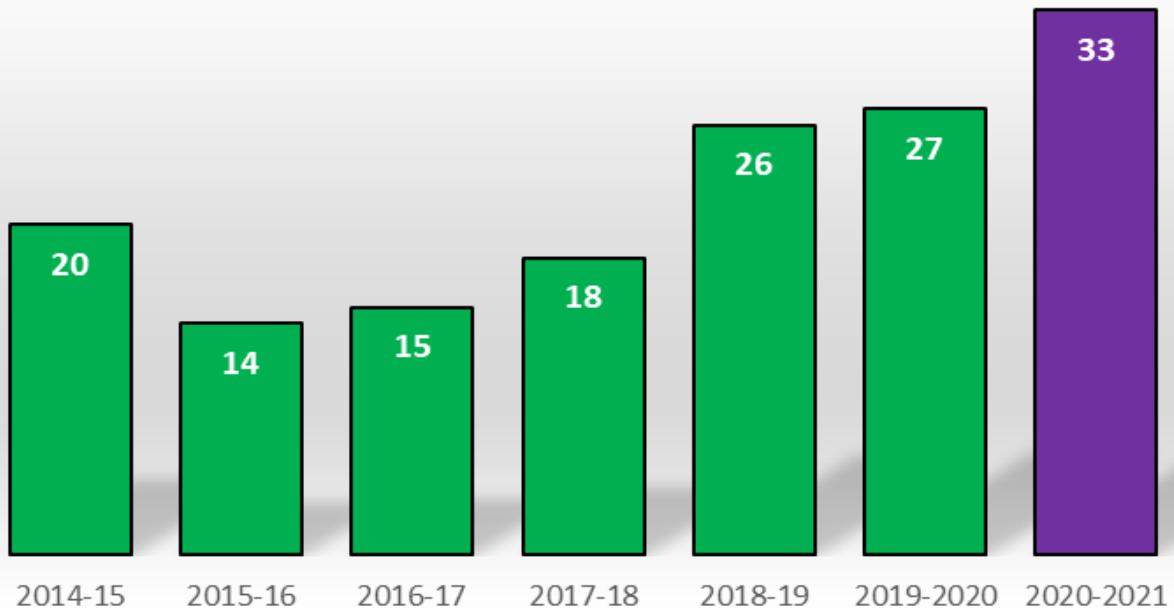
Jackrabbit/Track Attack/Development



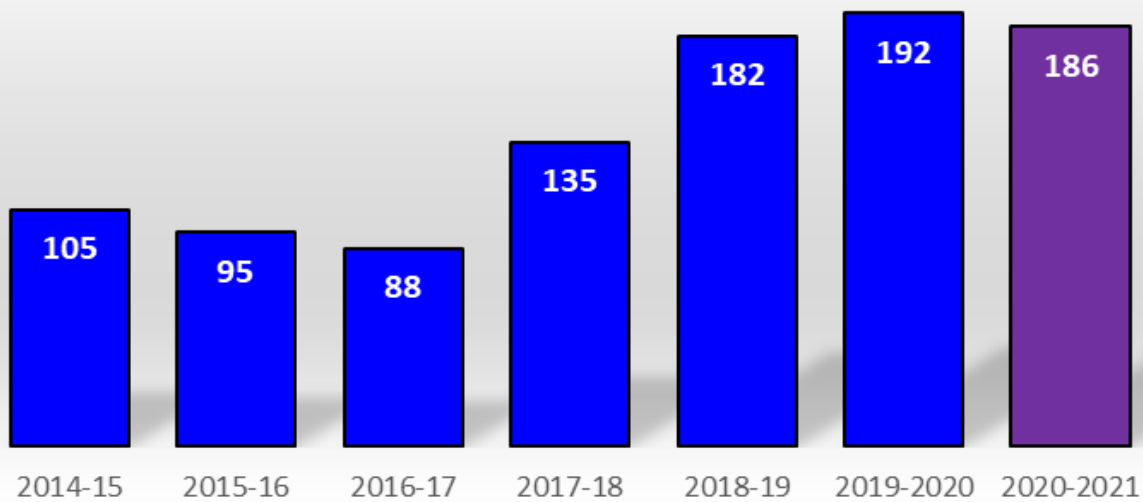
Adult Classic Lessons



Racing Team Members



Loppet Participants



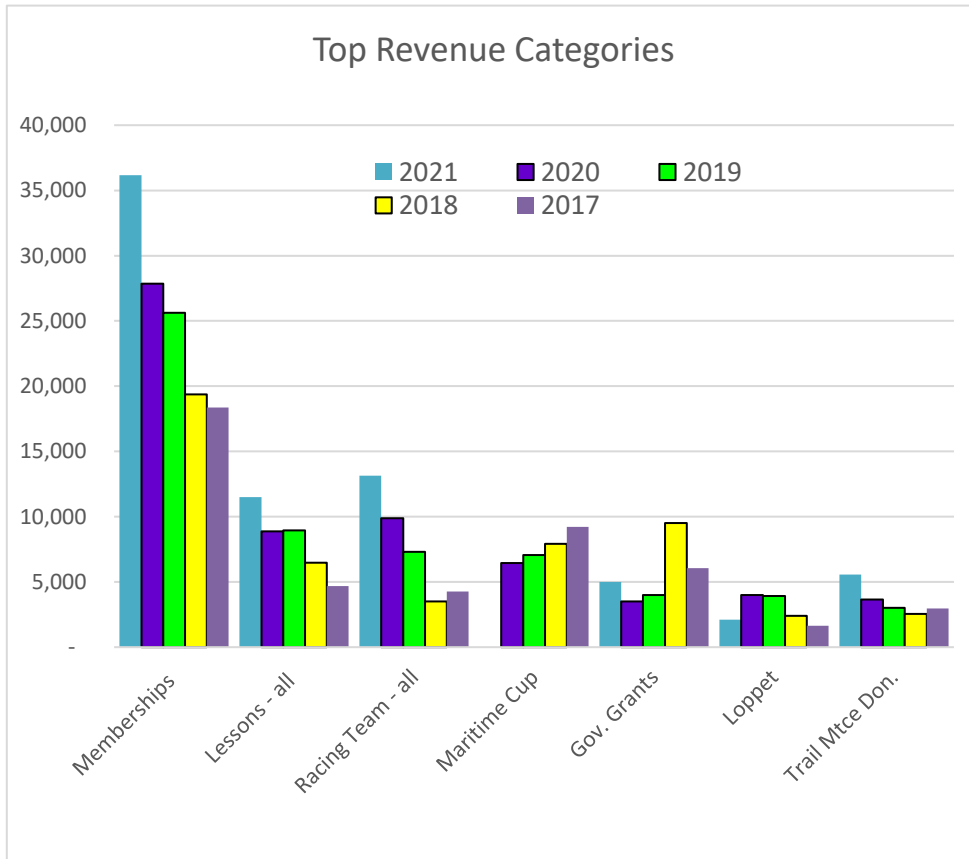
Ian Burgess, Treasurer and Registrar

Finances

Revenue 2020 - 2021				
Description	Budget	Budget Code	Forecast to Come	Final Forecast
Membership - total *	14,500	800		18,841
N.B. Govn Grant - General club	2,500	801	-	3,500
N.B. Govn Grant - Racing team	1,000	802	-	1,500
N.B. Govn Grant - Trails infrastructure	-	803	-	-
Maritime Cup registrations & sponsors	7,428	804		-
Youth lesson registrations	6,266	805	-	8,590
Adult Lesson registrations	2,610	806	-	2,913
Racing team registration	5,250	807	-	5,775
Racing team donations	2,050	808		7,368
Donations - trail maintenance	3,070	810		5,576
Loppet registrations	3,953	811	49	49
Swag sales	1,601	812	-	4,145
Skate clinic fees	2,000	813	-	920
Sprint Race Registrations	600	814		-
Hot Chocolate Program Donation	-	815		800
General Club Donation	-	816		200
Women of Wostawea	-	817	-	-
Killarney Lodge - Credit		818		-
2019/2020 Late Revenue		819		1,150
Total Operating Revenue	52,828		49	61,327
Trails for Life		850	12,000	12,000
Total Bank Deposits			12,049	73,327
Internal Transfers				
Racing Team Donations from club	1,000	860	1,000	1,000
Racing team Carry over from previous year	1,427	809	1,427	1,427
		LEGEND		
		Racing Team Revenue		
		General Revenue		

MEMBERSHIP TYPE & REVENUE

Membership Type	2021	2020	2019	2018	2017	2016	2015
Individual	248	201	174	146	139	141	136
Single Parent with kid (s)	16	25	19	12	11	6	18
Family of 2 to 4 skiers	268	202	189	180	165	169	164
Family of 5 skiers	21	14	14	13	12	11	10
Family of 6 skiers	4	1	2	1	1	1	1
Family of 7 skiers	-	-	-	-	-	1	1
Total Carts	562	443	398	352	333	329	330
Total Members	1158	892	803	734	670	665	653
Income	\$36,010.00	\$27,690.00	\$25,265.00	\$19,080.00	\$17,710.00	\$17,870.00	\$17,750.00
Division Fees	\$17,235.00	\$13,380.00	\$12,030.00	\$8,762.00	\$7,958.00	\$7,980.00	\$6,530.00
Net to Club	\$18,775.00	\$14,310.00	\$13,235.00	\$10,318.00	\$9,752.00	\$9,890.00	\$11,220.00
Avg	\$31.10	\$31.04	\$31.46	\$25.99	\$26.43	\$26.87	\$27.18
Rate Structure							
Individual	\$45	\$45	\$45	\$40	\$40	\$40	\$40
Single Parent with kid (s)	\$45	\$45	\$45	\$40	\$40	\$40	\$40
Family of 2 to 4 skiers	\$80	\$80	\$80	\$65	\$65	\$65	\$65
Family of 5 skiers	\$90	\$90	\$90	\$75	\$75	\$75	\$75
Family of 6 skiers	\$100	\$100	\$100	\$85	\$85	\$85	\$85
Family of 7 skiers	-	-	-	-	-	\$95	\$95
Division fees	\$15	\$15	\$15	\$12	\$12	\$12	\$10

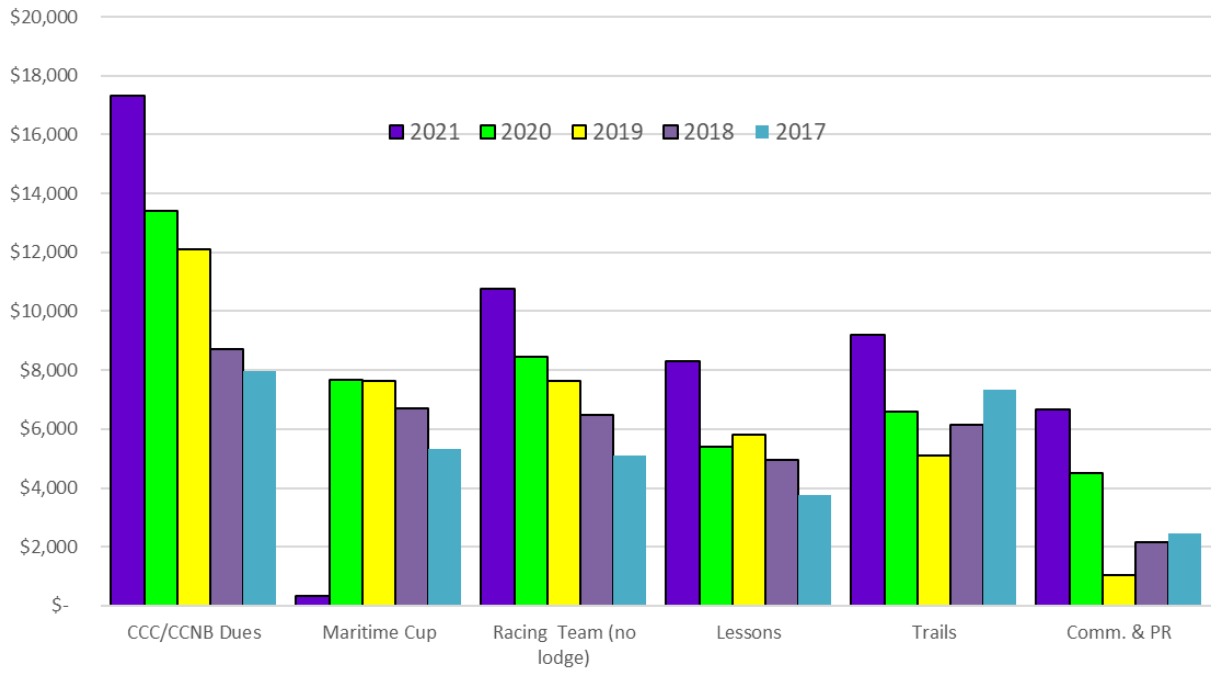


Expenses 2020-2021

Area	Description	Budget Code	Budget	Forecast to Come	Forecast Final Cost
General	Killarney lodge rental	100	2,510	-	-
Don	Misc (mailbox, stamps, office supplies)	101	250	-	302
	Open House	102	-	-	-
	Annual General Meeting	103	140	140	140
	Provincial Exec. Meetings - Expenses	104	100	100	100
	Senior Ski - Radisson - Expenses	105	150	-	-
	Miscellaneous Bank Fees	106	50	15	178
	Nancy Hamilton Award	107		288	
	Sub-total		3,200	543	720
Trails	Equipment maintenance & rental costs	150	1,150	1,066	3,071
David	Gas - Avg last 3 years	151	1,641		1,345
	Miscellaneous - Wood lot deposit	152	100	-	-
	Ski-Doo insurance	153	893	-	880
	Groomer thank-you	154	250	250	250
	Trail Signage/Fencing	155	600	-	1,046
	Ski-Doo Registrations	156	82	-	82
	Trails Maintenance Contractor	157	2,400	-	2,532
	Sub-total		7,115	1,316	9,206
Racing Team	Killarney lodge rental	200	2,000		2,006
Eric	UNB Athletic Membership	201	2,000	-	2,852
	Roller skis	202	-	-	3,386
	Coach thank-you	203			400
	Waxing Supplies	204	1,000	-	572
	Coach training	205	500	-	83
	Clinic/visiting coach	206	-	-	-
	Coaching support	207	1,000		-
	Team equipment - Jerseys	208	1,000		1,113
	Miscellaneous	209	-		342
	Sub-total		7,500	-	10,754
Lessons	Killarney lodge rental	250	1,500		787
Michel	Jackrabbit material	251	1,200	-	1,412
	Coach training Including lodge rental	252	1,500	-	584
	Canteen supplies	253	450	-	2,166
	Coach thank-you	254	1,200		1,650
	Fun Day	255	250	-	140
	Kouchibouguac trip	256	200	-	-
	Nametags - Coaches	257	300	-	309
	Bibs for Bunny's , level 1 and 2	259	300	-	384
	Criminal Records Check	260	500	-	16
	Miscellaneous	261	-	-	864
	Sub-total		7,400	-	8,314

Expenses 2020-2021					
Area	Description	Budget Code	Budget	Forecast to Come	Forecast Final Cost
Clinics	Killarney lodge rental	300	297	-	-
John	Skate Ski Clinic Payment - T. Lavoie	301	300	-	-
	Refunds	302	200	-	-
	Eric's Honorarium to Racing Team	303	300	-	-
	Sub-total		1,097	-	-
Comm & P.R.	Swag purchase	350	750	-	6,372
Barb & Nadya	Website hosting (every 3 yrs) & Square-Space	351	666		281
	Volunteer Appreciation Night	352	567	1,000	1,000
	Trail Coalition pamphlet (every 2 years)	353	-	-	-
	Name tags - coaches and exec	354	50	-	-
	Membership Social	355	250	-	-
	Yoga & Ski	356	100		-
	Sub-total		2,383	1,000	7,654
Special Items	Maritime Cup - 2 races	400	7,165	-	317
Ian	Loppet	401	2,954	-	1
	Sprint Races	402	1,500	-	-
	Capital equipment replacement fund	403	6,000	-	19,200
	MCAF	404	250		275
	Women of Wostaweia	405	600	-	330
	Officials Training	406	2,000	-	-
	Refunds	407		-	-
	2019/2020 Late Expense	408	1,160	-	1,160
	Sub-total		21,628	-	21,281
	Total Operating Expenses		50,324	2,858	57,929
TFL	Killarney PistenBully Payment #5	450		10,000	10,000
	Ski Park, Trails	451		-	-
	Trails for Life	452		-	5,565
				-	-
				-	-
	Sub-Total:		50,324	12,858	73,494
INTERNAL	Racing Team Athlete Support from Club	107	1,000		1,000
	Ski park equipment	258	1,000		1,000

Top Expense Categories



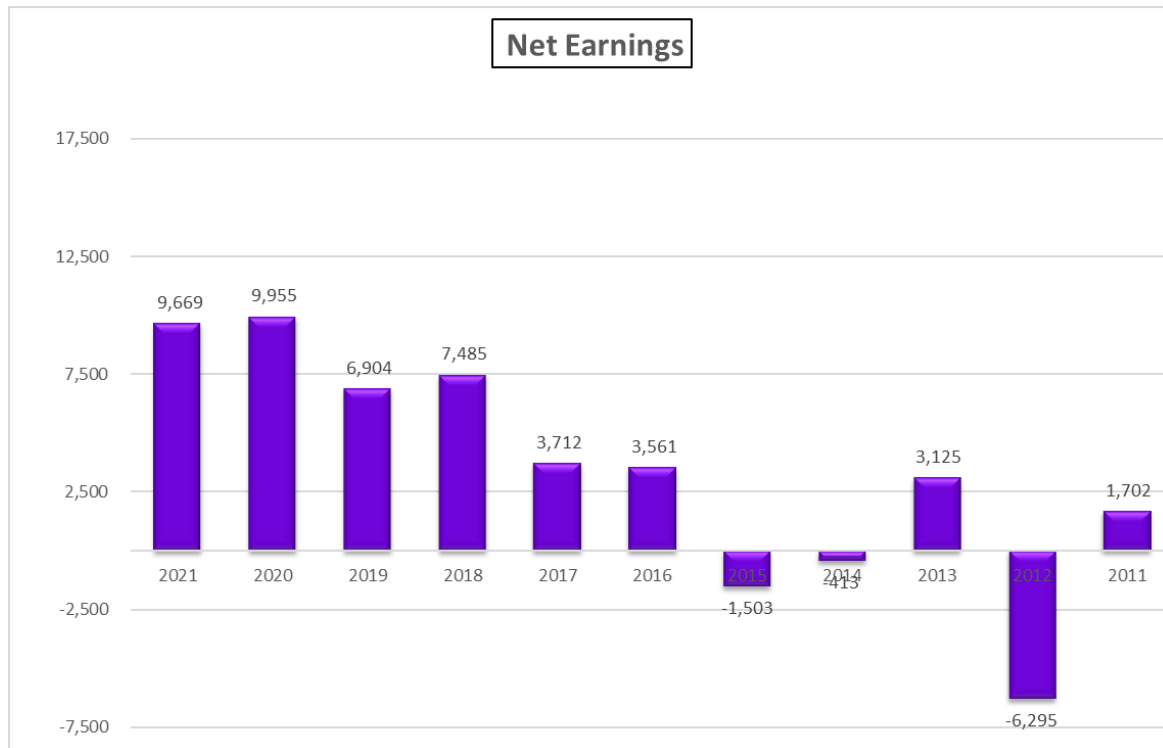
Racing Team 2020 - 2021 Budget			
Revenues			
Description	Budget	Actuals to April 4	Final Forecast
Racing team registration	4,200	5,775	5,775
Fredericton Marathon Donation	1,000	-	-
NB Provincial Grant	1,000	1,500	1,500
Wostawea Club donation	1,000	1,000	1,000
Donations/sponsorships	1,900	7,368	7,368
Carry Forward surplus/debt from 2019-2020	1,427	1,427	1,427
Provincial Ski Camp	-	-	-
Reimbursement for Waxing From CCNB	-	-	-
Totals	\$ 10,527	\$ 17,070	\$ 17,070
Expenses			
Description	Budget	Actuals to April 4	Final Forecast
Killarney lodge rental	1,700	2,006	2,006
UNB Athletic mmbership	1,265	2,852	2,852
Roller skis	-	3,386	3,386
Waxing Supplies	1,000	572	572
Coach training	500	-	83
Clinic/visiting coach	-	-	-
Team equipment - New Jerseys L. Gameau	1,000	1,113	1,113
Miscellaneous & party	-	342	342
Coaching support	250	-	-
Provincial Ski Camp	-	-	-
Donation to Women of Wostawea	-	-	-
Coach Thank-you	-	400	400
Totals	\$ 5,715	\$ 10,671	\$ 10,754
	Carry forward to 2021 - 2022		\$ 6,316

Club Assets

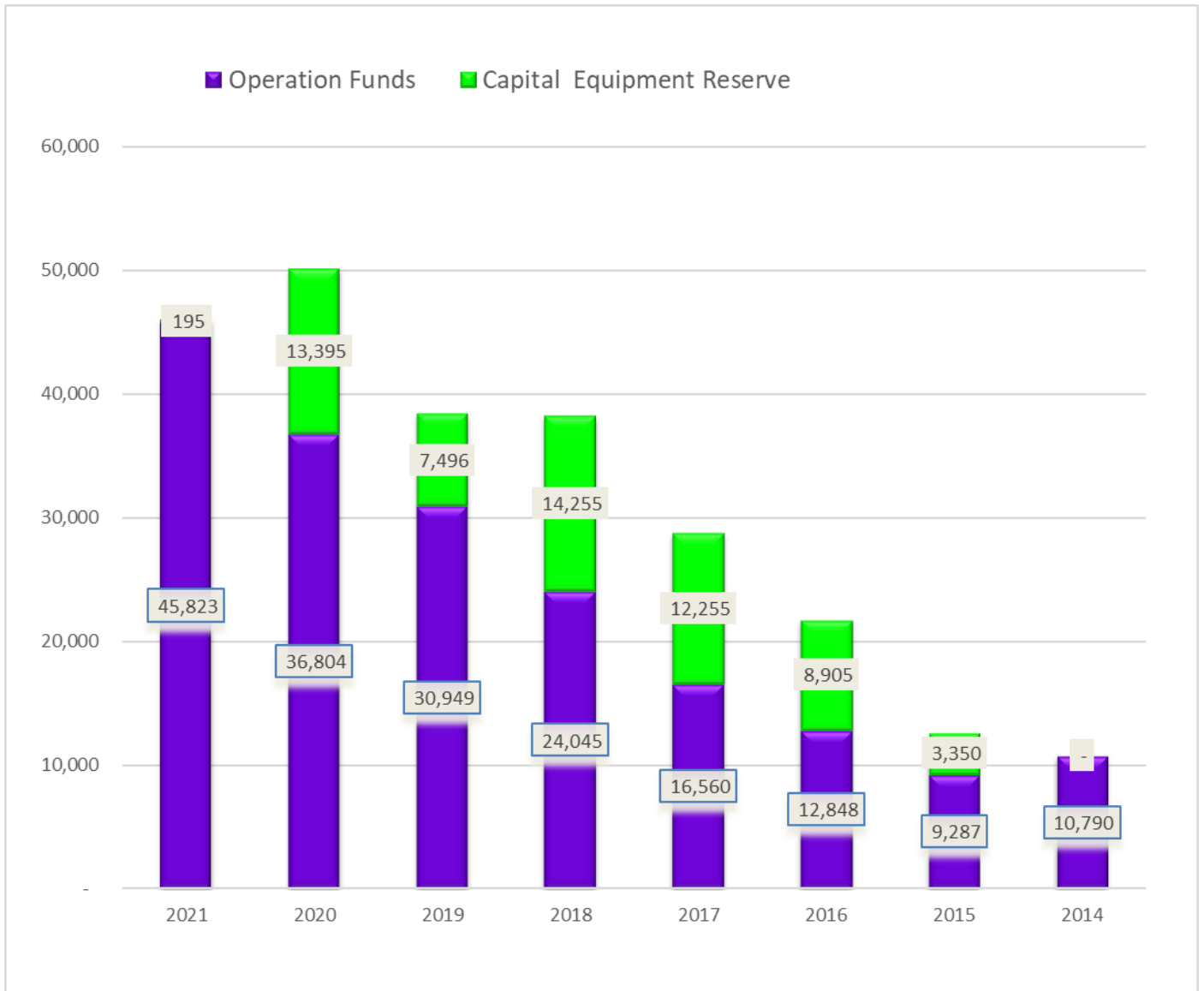
Material Assets	Year Purchased	Cost (incl. tax)
Trail Equipment		
YTS Ginzu Groomer	2008	6,800
YTS Levelling Drag & Roller	2010	4,200
Container	2012	6,300
Roller	2014	3,100
Bush Hog	2017	920
Snowmobile Skandic 900	2018	18,839
Renovator	2018	621
SkiDoo Sled	2018	184
Ginzo - Second	2019	10,759
Snowmobile Skandic 900	2021	18,164
Sub-total		\$ 69,887
Club General		
Portable PA system	2015	340
30 sets of skis	2018	8,108
Ski and boots storage racks+A84	2018	1,232
Timing Clock	2018	2,609
Competition Bibs - 150	2018	2,521
Competition Bibs - 50	2018	934
Timing Hut	2020	8,747
6 sets of skis & poles	2020	2,446
Ski Rack	2020	345
Sub-total		\$ 27,281
Racing Team		
4 x Roller Skis V2 - classic	2014	1,700
SkiErg Training Equipment (YMCA)	2014	1,300
2 x Ski Travel Boxes	2015	500
4 x Roller Skis Swenor - small wheels	2015	1,500
2 x Roller Skis Swenor - small wheels	2015	800
1 x Roller Skis	2016	528
4 x Roller Skis	2017	1,173
4 x Roller Skis	2018	1,083
4 x Roller Skis	2021	3,386
Sub-total		\$ 11,970
Total Non-depreciated Material Assets		\$ 109,138

Trails For Life – Actual & Overall Account Balances

	Deposits	Spent	Balance	Column1	Column2	Column3	Column4	Column5
Totals - Project to Date	138,572	115,146	23,426		Trail Building	Trail Grooming	Infrastructure	Totals
				Budget	50,000	70,000	30,000	\$150,000.00
				Spent	27,600	69,460	18,087	\$115,146.52
				Remaining	22,400	540	11,913	34,853
2020 - 2021 Ski Season								
Description	Revenue	Expenses	Balance					
Opening Balance - June 1, 2020			26,991					
JIL Construction- Trails work		5,565	21,426		5,565			
			21,426					
Pisten Bully Payment#5 - April xx/21		10,000	11,426			10,000		
NB Amateur Sport - Aprilxx/21	12,000		23,426	12,000				
Totals - 2020 - 2021	12,000	15,565	- 3,565					



OPERATIONAL FUNDS & CAPITAL EQUIPMENT RESERVE SUMMARY



OPERATING BUDGET SUMMARY

OPERATING BUDGET SUMMARY				Revenue			
GENERAL ITEMS		EXPENSES	REVENUE	NET	Revenue		
1. GENERAL		720.20	22,540.80	21,820.60	Membership & NB Govt Grant & General Donation		
2. TRAILS		9,205.71	5,576.00	- 3,629.71	Member Donations		
3. COMMUNICATIONS & PR		1,281.45	-	- 1,281.45			
4. CAPITAL EQUIPMENT		19,200.02	-	- 19,200.02	\$13200 From Capital Equip Fund		
5. MCAF		274.59	-	- 274.59			
6. WOMEN OF WOSTAWEA		330.00	-	- 330.00			
7. OFFICIALS TRAINING		-	-	-			
8. 2019/2020 LATE EXPENSE/REVENUE		1,160.00	1,150.00	-	10.00		
Sub-Total:		32,171.97	29,266.80	- 2,905.17			
PROFIT CENTRES		EXPENSES	REVENUE	NET	Revenue		
1. RACING TEAM		10,753.82	14,643.00	3,889.18	Team Membership, NB Gov't Grant & Donations		
2. LESSONS		8,314.37	12,302.55	3,988.18	Registration & Special Donation		
3. CLINICS		-	920.00	920.00	Registration		
4. SWAG		6,372.40	4,145.00	- 2,227.40	Sales; Unsold swag amounts to \$2526		
5. MARITIME CUP		316.89	-	- 316.89			
6. LOPPET		-	49.42	49.42			
7. SPRINT		-	-	-			
Sub-Total:		25,757.48	32,059.97	6,302.49			
Net		57,929.45	61,326.77	3,397.32	Net Cash with Funds Transfer		
8. TFL		15,565.14	12,000.00	- 3,565.14	Estimated Income		
9. CAPITAL EQUIP		-	13,200.00	13,200.00	Cash Transfer for New Snowmobile		
10. RACING CARRYOVER		-	1,427.00	1,427.00	Cash Transfer from Last Year's surplus		
TOTAL:		73,494.59	87,953.77	14,459.18	Net Cash Income		
Net Gain Cash Flow:		14,459.18					
Less:							
Racing Team Carryover:		- 6,316.18	Includes \$1000 from Club				
Ski Terrain Park Carryover		- 1,000.00					
Sub-Total:		7,143.00	Net Cash Operatng Balance Increase				
Plus:							
Unsold Swag:		2,526.00					
Total:		9,669.00					
LEGEND							
	Loss						
	Estimated						

ESTIMATED NET BANK BALANCE TO MAY 31/21

		Actual To Date	Estimated May 31/21			
Opening Balance - Jun1/20		80,059.78	80,059.78			
Total Revenues		61,277.35	73,326.77			
Total Expenses		- 60,923.19	- 73,493.80			
Current Calculated Bank Balance - Mar 8/21		80,413.94	79,892.75			
2020-2021 Equipment Fund Contribution						
Budget		6,000				
		-				
Net Increase		6,000				
CODE	FUNDS	START	EXPENSES	REVENUE	STOCK	END
900	1. Capital Equipment	13,395	13,200	0	0	195
901	2. Racing Team Carryover	1,427	1,427	6,316	0	6,316
902	3. Ski Terrain Park	2,834	0	1,000	0	3,834
903	4. Trails for Life	26,991	15,565	12,000	0	23,426
905	5. Swag	0	6,372	4,145	2,526	299
910	6. Operating Balance	35,413				45,823
	Total:	80,060				79,893
				Estimated		

Ian Burgess, Treasurer and Registrar