



ANNUAL GENERAL REPORT

2019-2020

Table of Contents

1. President's Report	2
2. Youth Program	4
3. Trail Report	6
4. Maritime Cup	8
5. Sprint Event	9
6. Loppet	10
7. Communications	11
8. Learn to Ski Partnership – Multicultural Association of Fredericton	14
9. Racing Team	15
10. Membership	17
11. Finances	21

1. President's Report

Wostawea had an outstanding 2019-2020 season and one worth celebrating before the COVID-19 pandemic put a damper on the last month of skiing from mid-March on. Membership and participation and volunteer numbers were way up; we had great weather and trail conditions overall; we implemented several new initiatives on the heels of our 2018-2019 Strategic Planning exercise; and always had a very full parking lot at Killarney Lake Park every Saturday!

Highlights of the year include:

- The launch of our Strategic Plan, whose mission statement defines the club as “an inclusive cross-country skiing community that provides facilities, programs, and social events to foster a life-long love of the sport,” and whose vision is “to inspire more people to embrace cross-country skiing by making outstanding ski experiences available to all.”
- In line with our mission and vision, a continued commitment to affordability and accessibility of memberships and programs to enable as many people as possible to enjoy skiing.
- A record 893 members, up from 803 in 2019, 734 in 2018, and 668 in 2017. We are the largest Nordiq Canada-affiliated club east of Ottawa.
- Maxed-out numbers in the Jackrabbits and Track Attack programs (140) and adult classic lessons (58), led by dozens of volunteer coaches.
- The third year of our popular four-week learn-to-ski program with over 30 members of the Multicultural Association of Fredericton (MCAF); this year's group was especially keen, the weather was perfect, and signs indicate that we've fostered some lifelong skiers among our newest neighbours.
- Affordable technique clinics for skate skiing at the beginner/intermediate and advanced levels, and also for classic skiing at the advanced level; for the first time, advanced clinics included video analysis.
- A 27-member racing team, from ten-year-olds to seniors, that hit new levels of participation and success, dominating the provincial team and winning the Maritime Cup and NB Cup for the second year running.
- Hosting the Maritime Cup, a two-race weekend event on 18-19 January that attracted over 120 racers of all ages, from preschoolers to Masters over 60, for skate and classic races at Killarney Lake Park. We even had a special welcome video from Alex Harvey!
- Our first-ever Sprint Races event, held on a 1.3 km course at Kingswood on 15 February and attracting an enthusiastic group of skate skiers eager to try racing in a new format.
- The NB Cup Championship won by Wostawea for the second year running, along with several age-category winners.
- A lovely day for the Wostawea loppet, which saw 192 skiers covering distances from 3 to 30 km on the Killarney trails on 16 February.
- A new trophy designed by Kristianne Levesque of Unforgotten Metal Art: the Morimanno Family Kilometre Cup, which honours long-time club leader and one-of-a-kind volunteer Robert Morimanno, to be awarded annually to the family that collectively skis the most kilometres in the Wostawea Loppet. The inaugural winners were the Carmichael family, four of whom skied 90 km in total.
- Lots of participants in our weekday afternoon Seniors' Ski, now in its fourth year.

- Our second annual ski-orienteeing (Ski-O) event on 7 March, led by Rob Hughes.
- A new Women of Wostawea initiative funded by Nordiq Canada to encourage more women to take up skiing, which created strong bonds among our female racers and MCAF participants across the generations.
- Another dazzling series of colourful weekly newsletters, thanks to our communications coordinator, Barb Ramsay.
- Over 150 individuals volunteering as groomers, coaches, executive members, race officials, loppet helpers, outing leaders, kitchen hands, event organizers, and more. The massive list of volunteers published in our 25 March newsletter says it all.
- Another season of outstanding ski conditions on the Kingswood/UNB Woodlot trails, thanks to our fabulous team of volunteer groomers.
- A third season for the City of Fredericton's PistenBully groomer, which the club raised money for and encouraged the city to acquire for the Killarney trails in 2017.

Our relations with the City of Fredericton continue to be excellent, and the club is well respected and supported by City Council and staff. In February we saw the release of the City's draft Killarney Lake Park Master Plan, on which several club leaders consulted in the early stages; we also provided official feedback on the draft plan. A terrain park at Killarney is part of it, and we look forward to working with the City on that soon. We also collaborate with and support Cross-Country Ski New Brunswick and the Fredericton Trails Coalition.

This year was my sixth and last as president. I will step down at this year's AGM but stay involved as past president. It has been a tremendous honour to serve and help build the club over those busy years, in which we have achieved many important goals and set just as many future ones to which we can aspire. My thanks to all of our members, sponsors, donors, and volunteers for their unfailing support. Every year I've volunteered for Wostawea, I have been astonished by talents, vision, dedication, and leadership of so many wonderful people, who cumulatively spend countless hours to provide enjoyable and enriching cross-country experiences for skiers in Fredericton and beyond. Their tireless efforts are at the heart of our many successes.

I'm grateful to them all and want to particularly acknowledge the exemplary work of two fellow executive members who will step down this year. Peta Fussell has served for seven years, during which she upped our communications game and our profile generally in many important ways; she continues to contribute daily to support her successor as communications lead, Barb Ramsay, on top of her current role as secretary. Milda Markauskas has served for over a decade and was my predecessor as president; among her talents is an amazing ability to recruit other volunteers for the club. Thank you for all that you have done and continue to do for Wostawea, Peta and Milda!

— John Ball

2. Youth Program

Overview:

The 2020 youth program was again a huge success, thanks to our exceptional Jackrabbit parents and volunteers. With a new record number of registrations (140) and great weather, the enthusiasm and participation keep growing year after year.

Similar to previous years, the program was offered for 8 weeks from Jan. 4 to Feb. 29. The program was held at the Killarney Lake Park and used the Rotary Lodge for lesson preparations and mid-lesson break.

Youth Program Participation

Registration was capped at 140 youth due to limited parking and lodge space. The registration distribution among the various groups was

Bunny Rabbit:	33
Level 1:	27
Level 2:	16
Level 3:	20
Level 4:	10
Track Attack:	26
Development Group:	8

A cap on the number of registrations for next season would be detrimental to the youth program. The executive must continue to work in collaboration with the City to find a long-term solution to overcome the current facility constraints.

Mid-Lesson Break (Hot Chocolate)

The popular hot chocolate break was held at mid-lessons on the Rotary Lodge top floor. The lodge capacity is a concern to the executive and may prevent future program growth. Also, with increasing registration numbers, the budget for mid-lesson supplies should be proportionally increased.

Recommendation:

Wostawea executive to continue lobbying the City for a new lodge.
Increase the mid-lesson break budget to \$600 for 2021.

Maritime Cup Participation (January 18-19)

Jackrabbits were given the opportunity to participate in both Maritime Cup races and 47 Jackrabbits took part in either the freestyle or classic events. Registration fees for the Jackrabbits were waived at a cost of \$1,175. We feel it is beneficial to the Jackrabbits to be given the opportunity to participate in the race events and we should continue to waive the registration fee as part of the Youth Program. Hopefully, this will encourage many Jackrabbits to continue beyond the youth program and later join the racing team. An increase in registration fee to the Youth Program should be considered to cover the cost of the race events.

Recommendation for 2021:

Increase the registration fees for the Youth Program by \$10 to subsidize the race entry fee.

Youth Program Registration

Registration for 2020 was opened earlier in the fall. The early registration made it a lot easier for the program organizers to manage groups and coaches. Registration for 2021 should open at the same time next year – early October 2020.

Program Equipment

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

Recommendation:

Purchase replacement pinnies for the missing ones.

Thermos: Two 2-liter thermoses were purchased to allow for hot chocolate to be taken on the trails for long ski outings. The thermoses were welcomed by Levels 3, 4, and Track Attack. As a result, outings increased in number and in length, with a mid-lesson break on the trails.

Recommendation:

A picnic table should be left at the Lone Pine Café to host hot chocolate break on the trails. The Club should purchase 30 reusable cups for next season.

Ski Park

This winter the City of Fredericton released their Draft Master Plan for Killarney Lake Park, which included mention of a Ski Terrain Park. On Feb. 13, Wostawea executive attended the stakeholder meeting and later provided general comments to the City. Wostawea must continue to work in collaboration with the City to ensure the Ski Park is constructed for the 2021 ski program.

Youth Program Committee

A youth program committee was established this season to help the organizing and administration of the youth program:

- Coordinator and Representative on Executive: Michel Poirier
- Coaches' Training and Record Check: Ron Smith
- Fun Day & TA Ski Trip: Nathalie Comeau
- Registrations: TBD

— Michel Poirier

3. Trail Report

Kingswood/Woodlot Trails

More trail preparation work was done in the fall than in previous years, because the University of New Brunswick allowed us to do some work starting in October. This took the form of:

- Hiring a contractor with a skid-steer with rotary mower/mulching head to trim back the alders, etc., which had encroached on the woodlot trails over the years. This provided more space for grooming.
- Organizing several working parties to trim overhead branches, clean ditches to improve drainage, and clear weeny whackers that the contractor may have missed. They also placed pallets on selected wet spots, including the connector, and installed a snow fence on the highway trail.
- Creating an ADOPT A TRAIL program, where groups of volunteers could look after certain trails in their own time.
- Updating the Kingswood/Woodlot maps, adding junction numbers, and put additional signage to identify trails and junctions.
- Creating an emergency evacuation plan and informing Service NB (who take 911 calls) about the plan and providing them with current maps.

We plan on carrying out similar trail preparation work next fall. Work that was planned but was not completed includes:

- Upgrading the connector
- Improving the golf course trail and highway trail in specific locations

It is hoped that these items will be done sometime this year before the start of next season.

We also tried to get better access from a second location. There is no easy solution. It was hoped that we could improve the Lian Street access with a small parking area and a smoother trail, but unfortunately this did not happen because of developer plans. It is hoped that we can re-visit this prior to next season.

We were successful in opening up the access from alongside the Radisson, and it has proved a better access in many ways to that along Sam Sneads, because of easier car parking and shorter distance to get to the trail. Also, the Radisson is always open for those who want to socialize over a beer or hot chocolate after a ski.

We did have a movable Trailhead sign set up alongside the Radisson entrance, highlighting the Trails for Life campaign. A “Wostawea Cross Country Ski Trailhead” or similar wording has yet to be added.

In May, we are planning on planting some saplings, donated by JDI Ltd, along the highway trail so that in future years they will serve as a windbreak.

Once again, as soon as there was sufficient snow, our groomers did an admirable job of keeping the trails in good shape. They did report that the work done in the fall really helped in getting good results for the grooming. However, the low snow levels this year did present challenges.

We expect that we need to replace one of the snowmobiles this coming winter, as it is starting to show its age. We are currently looking at snowmobile options to determine if there are machines on the market which are more suited to the heavy workload we put them through.

The signage that we had this past season will be installed again next season, and in addition, signs will be posted at the access points (including unofficial ones) to remind all users that the trails are groomed for cross country skiing by Wostawea and to encourage them to join the club.

Killarney Trails

The city had many projects planned to improve the trails in late summer when the trails were dry. Due to unforeseen circumstances, work did not commence until early October, and carried on into November.

Additional culverts and grading were added in some locations, ditching was carried out on #7, and the main #7 was upgraded significantly to ensure better drainage. Some park users believe that this was excessive and that an unappealing “super highway” has been created.

Some additional grading was done around the new stadium area. There are many areas on the trails which still need grading/ditching completed, and hopefully this will be done during this year. We are working with the city to identify these areas so we can improve the trail system. The plan would be to be able to groom with as little as 20 cm snow.

Wostawea did organize several working parties to clear weeny whackers, improve drainage etc, but this work could not start until it was clear which areas the City was not able to get to.

Rogue four-wheelers and snowmobilers getting into the park continues to be a problem, which the City is trying to address, but as of now has not been completely successful.

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.

Regular communication about trail conditions was better, but further improvements are recommended. We will work with the city to improve this.

— David Cameron

4. Maritime Cup

The Maritime Cup is a Nordiq Canada sanctioned event and consisted of two races: NB Cup #1, and NB Cup #2. NB Cup #1, held on Saturday, 18 January, was an interval start, freestyle. NB Cup #2, on Sunday, 19 January, was a mass start by distance, classic. The race order was different than previous years, but was set up this way to align with the Eastern Canadian Championships format. We had 134 racers registered on Saturday and 126 on Sunday.

Once again, we had to monitor weather as we got closer to the date. This time the issue was a minimal snow base, with the possibility of some snow on Saturday night. As there was not sufficient snow base for the PistenBully to be utilized on Saturday, grooming was carried out using the snowmobile and a Ginzu. There was 5-10 cm snow forecast for Saturday night, but this turned out to be a massive snow storm of 30 cm. Unfortunately, grooming was completed by ~ 6am, and we had to use forerunners to keep the tracks open for the race. The snow finally abated as the last skiers were finishing.

Many hands do make light work, and we certainly needed our many volunteers as Mother Nature threw everything at us: cold and windy on the Friday set up, cold on Saturday, and you know what on Sunday – an unexpected amount of snowfall (30 cm). And that's a meteorologist quote!

We did try some different things this year, including TV live screening of results and early awards for the younger skiers, to minimize crowding in the lodge. We had planned on presenting awards in the stadium area, but this was changed because of the inclement weather on both days.

In the end we did pull off a successful event, and as some skiers said, "that's a memorable event!" We even got good coverage in *The Daily Gleaner* and *Wostawea* retained the Maritime Cup!!

We have produced a manual for the event, to assist future organizers. The section chiefs contribute to this manual, which was assembled by our UNB intern, Lucas Campbell.

Many thanks to the 75+ volunteers who made this a successful event, the city for providing the facilities, and of course our 3-Event Sponsors.

It is recommended that a Level 2 Officials clinic be planned for the fall of 2020, so that we have a bigger pool of qualified chiefs to organize sanctioned events.

— David Cameron

5. Sprint Event

On Saturday, 15 February, Wostawea was pleased to host a new race event this year to showcase the sport at Kingswood, where spectators could follow the racers all around the course. This individual skate ski sprint race was held on a 1300m loop starting and finishing on the driving range, and utilizing some of the smaller hills on the golf course.

This was a non-sanctioned event, and was scheduled to take place on the day before our loppet, which is sanctioned by CCNB. The idea was also to encourage skiers who may be coming into town for the loppet to come early and participate in the race, and possibly stay at the Radisson Hotel which was the host hotel and a sponsor.

The event was successful, even though the number of participants was not large (34), and the local skate skiing community did not embrace the event. It was a good learning experience should we decide to host another sprint event. Lessons learned has been captured in a separate document and some highlights include:

- More thought as to best way to coordinate with the Jackrabbit program which is held on a Saturday morning in Killarney, to allow coaches and Track Attack skiers to participate if interested.
- Have the start and finish chutes closer together.
- Have the timing room closer to the start/finish area.
- Bullet-LTE unit that allowed us to link all the timing hardware (chips/summits/phones) to the online Zone 4 Race software from one access point.
- Having results on TV screen worked well.
- Have chart set up at race area for a visual representation of quarter finals, semifinals, and finals, so people know the sequence.

Many thanks to the 20+ volunteers who made this a successful event and the Radisson/Kingswood for hosting the event, and sponsors.

— David Cameron

6. Loppet

Held on Sunday, February 16, the loppet was a huge success. Despite the City's labour dispute and the lack of City grooming, a dedicated team of volunteers managed to mark the trails, set the stadium, and stock the Lone Pine Café. Course distances ranged from 3 km to 30 km.

The numbers:

Total number of volunteers: 24
Number of skiers who registered: 197
Number of skiers who finished: 189
Total revenue: \$3,715.00
Total expenses: \$3,206.00

Lessons learned:

Given the large number of participants, Wostawea needs to rent additional timing chips.

Going forward, Wostawea might ask volunteers to commit for 2 or 3 years. Once everyone knows their job, the "day before," the "morning of," and the "day itself" will go much more quickly and efficiently.

Volunteers:

Jean-Claude Arcand	Peter Lane
Ian Burgess	Milda Markauskas
Colin Chapman	Anna Migchels
Fabian Clavio	Barry Monson
Edouard Daigle	Ida Orenbach
Carole Daigle	Michel Poirier
Gonzalo Flores	Zachary Rafuse
Peta Fussell	Tony Robinson-Smith
Karen Gaitan	Felix Schwarz
Denica Grant	Harry Toner
Taeyon Kim	Peter Toner
Nadya Ladouceur	Donald Wright

One more thing:

A huge shout-out to John Ball for his years of dedicated service to the club!

— Donald Wright

7. Communications

SUMMARY

Wostawea had another successful season from a communications standpoint. Community outreach initiatives and digital, social and traditional media activities were undertaken and are highlighted in this report. Two executive members, Barb Ramsay and Peta Fussell, shared the communications role this season.

COMMUNITY OUTREACH INITIATIVES

Display booth: This season Wostawea promoted its trails, programs and events at one community event, Fredrec Fest, held on Sunday, September 9, Wostawea promoted its programs, events and trail networks at this annual community event that gives local sport and recreation organizations the venue to display, demonstrate and share information on their programs and services. Wostawea also planned to display its booth at the Boyce Farmers' Market on November 16th but had to cancel due to weather.

COMMUNICATION ACTIVITIES - DIGITAL, SOCIAL & TRADITIONAL MEDIA

Five tools were used this season to communicate and engage with skiers, volunteers, partners and the community:

1. Weekly Member News Bulletins

- 20 weekly bulletins were emailed to 714 member units (i.e., one email may represent several family members) throughout the 2019-2020 season. The first newsletter was launched October 23rd, 2019 and the final newsletter was sent on March 26th, 2020.
- In addition to the 20 weekly bulletins, 7 email blasts were distributed to highlight issues of importance such as program cancellations, ski clinic reminders, event promotions, volunteer appreciation and more.
- All newsletters and email blasts were posted to Facebook and Twitter and links were posted on the club website.
- When reviewing weekly newsletter metrics, the following are noted:
 - *294 unique opens* (average number of distinct members each week who opened bulletins at least once)
 - *47% open rate* (average % of successfully delivered bulletins opened by members each week). Open rates ranged from a low of 37% on March 12th to a high of 69% on October 30th.
 - *817 total opens* (average number of times bulletins were opened by members each week)

- *8% click rate* (average % of members who clicked on links within bulletin each week). Click rates ranged from a low of .42% on March 12th to a high of 24% on January 8th.

2. Facebook

Facebook engagement was maintained throughout the season with regular posting of updates, events, achievements, programs, newsletters, pictures, videos, and responses to inquiries. Metrics worth noting from November 2, 2019 to April 4, 2020 are as follows:

- *1491 followers* (increase of 13% from last year)
- *1386 page likes* (increase of 16% from last year)
- *Top 10 Posts* See table 1 below

Table 1: Top 10 Facebook Posts from 2019-2020 Season

Rank	Post	Reach	Date
10	Killarney Trails Update	1000	1/7/20
9	Maritime Cup Warming Hut	1023	1/19/20
8	Ring In New Year on Trails	1200	12/31/19
7	Racing Team Trains at Killarney	1300	1/12/20
6	Push Is On For Sprint Event	1347	2/12/20
5	Season Launched Today	1358	1/4/20
4	Help Us Get Trails Ready	1400	10/30/19
3	Congratulations Carmichael Famiy	2000	2/16/20
2	Kingswood/UNB Woodlot Trails Update	2600	12/04/19
1	Wostawea Remembers Robert Morimmano	3800	10/04/19

3. Website

Wostawea's website is a popular communications tool. Throughout the season, updates were made to website pages as needs emerged (e.g., Maritime Cup, Sprint, Loppet, calendar of events, etc). Website metrics worth noting from November 2, 2019 to April 4, 2020 include:

- *10,200 unique visitors* 11% decrease from last year
- *29,800 total visits* 18% decrease from last year
- *81,000 total page views* 18% decrease from last year
- *Visits by device type*
 - 45% of visits by mobile
 - 45% of visits by desktop
 - 10% visits by tablet

- *Popular pages:*
 - UNB/Kingswood Conditions (20,887 page views)
 - Home (16,855 page views)
 - Killarney Trails (10,389 page views)

4. Daily Gleaner Features

This season four articles appeared in the Daily Gleaner helping to 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:

- January 4th: *Cross-country skiing a family affair for Wostaweans*
- January 20th: *Wostawea skiers defend Maritime Cup*
- February 17th: *Carmichael family ski the farthest at 2020 Wostawea loppet*
- April 13th: *John Ball, 2020 Recipient of Nancy Hamilton Volunteer of the Year Award*

5. CBC Radio Interview

Fran Robinson participated in a radio interview with CBC’s Terry Seguin on March 6th to profile the Nordiq Canada grant that was awarded to the club this season. The goal of the “More Canadians on Skis” grant was to introduce more females to competitive cross country skiing and engage newcomers in the sport. Fran provided an overview of the goals, activities and outcomes of the program.

ADDITIONAL COMMUNICATIONS ITEMS

1. Wostawea Buffs

This season Wostawea ordered 200 customized buffs to sell to members. Buffs were sold for \$18 apiece. Sales were robust with 120 sold and the remaining buffs will be sold next season. The goal of this initiative is to generate a modest surplus and promote pride in and ownership of the club colours and brand.

2. Photography Support

Throughout the season, Wostawea engaged a number of photographers to capture key programs, events and people. For several events (e.g., Maritime Cup, Sprint, Loppet), a link was provided to members so they could download photographs free of charge. Photographs were used in newsletters, promotional materials and Facebook postings. A big thank you to these awesome photographers which included Kevin Howell, Paul Jordan, Anna Mighels and Ellen Seymour.

3. Weekly Newsletter Content Contributors

The following individuals provided content for the newsletter throughout the season. Their contributions are greatly appreciated:

John Ball	Ian Burgess	David Cameron	Ernie Macgillivray
Peta Fussell	Nadya Ladouceur	Eric Luiker	Michel Poirier
Mary Murdoch	Fran Robinson		

4. Communications Coordination - A Shared Role This Season

The role of Communications Coordinator was shared this season by Barb Ramsay and Peta Fussell. While Barb coordinated the weekly news bulletins and supported the planning and delivery of various club events and activities, Peta played a lead role communicating with club members, volunteers and partners through Facebook, the club website and email, as well as liaising with the Daily Gleaner when stories were being generated.

— Barb Ramsey and Peta Fussell

8. Learn to Ski Partnership – Multicultural Association of Fredericton

This was our third year of partnering with Multicultural Association of Fredericton (MCAF) to introduce newcomers to Canada to cross-country skiing, and by all accounts it was a success once again. Shahram Ghanbari was our MCAF contact and provided excellent coordination with the newcomers. Kristie Heard and Mary Murdoch were the Wostawea coordinators, and Toon Pronk led our coaching team. Kristie's organization skills were put to work (and to the test!) and Toon was recruiter extraordinaire, bringing in several of his colleagues as new coaches. Barb Ramsay was our program advisor and she arranged for Paul Jordan to photograph our skiers.

Learn to Ski took place over five Saturdays in late January and February from 12:30 to 2:30 pm at Killarney Lake Park. This year, in addition to four on-snow classes, we added an orientation session on the first Saturday (no skiing) to greet participants, talk about our program, get their waiver forms on file, and register them for boot, ski, and pole sizes. We emphasized the importance of coming to each instruction week so that they would make progress and for their health and safety. We also added a potluck meal on our last instruction day and gave out completion certificates after the meal. These updates allowed us to focus on teaching from week to week and enhanced relationships between coaches, helpers and participants. This program is as much about making new friends as it is about sharing our enthusiasm for snow and skiing.

We had a super keen group of over 45 skiers participate, from age 6 to 60, with most of them showing up for all four lessons. With so many skiers, we were stretched for gear and we borrowed heavily from the Pronk Family's personal stash to make it all balance. Five of the skiers participated in the Wostawea Loppet, and about 25 joined our Jackrabbits for Fun Day on February 29. Friends from MCAF sponsored our first ever Snow Café on Fun Day complete with locally roasted coffee, many boxes of full-sized chocolate bars, and plates of cookies – much to the delight of kids and adults.

Once again, our coaching group was stellar, with veteran coaches from prior years and several new enthusiastic recruits. And we had several helpers who made the comings and goings work smoothly. We were blessed with good skiing conditions and weather on all the instruction dates. We continue to learn and improve how we administer this program. Up front planning with MCAF in October and November is essential and we

recommend continuing with the first Saturday orientation session and the celebration potluck as the finishing event. We should acquire additional ski poles (6 sets) and boots and skis for the 2021 program to avoid borrowing gear. We continue to get requests for ski rentals and we encourage a focused discussion on this with the City.

— Mary Murdoch

9. 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 Cup Race Circuit and regional and national level competitions.

The Wostawea Racing team had another great year, with 27 registered athletes, a new high for the team. We started the year in October, with our dryland training program. In November, we had our first on-snow training session in Forêt Montmorency, with two dozen athletes, coaches and parents heading to Quebec. In early January, Wostawea hosted the one and only provincial training camp for the year. The two-day camp was held at Killarney Lake Park, with NB provincial team athletes and coaches from across the province attending. Many Wostawea volunteers helped to make this event happen. On-snow season kicked into high gear in January, with four training sessions per week. The team had success in the NB Cup Series, bringing home the NB Cup for the 4th time in six years and winning many medals. We also had several age-category winners, including Tate Hoyt-Hogan (racing team prospect), Jamie Heard, Mattea McNair, Jack Toner, Jeff Hoyt, and Fran Robinson. The team had several non-ski-race activities, including a Scandinavian potluck, physical assessment tests, ski orienteering, and guys and gals “supper.” Our racing team won a grant from Nordiq Canada to engage female athletes in the sport of cross-country skiing. Fran Robinson led this activity, from proposal writing to implementation to final summary report. There were two key events, which involved females from the racing team, young up-and-comers from the Jackrabbit program, and females from the MCAF learn-to-ski program. These events led to the formation of WOW (Women of Wostawea).

Unfortunately, due to the coronavirus pandemic, the NB Championships as well as the National Championships were cancelled for 2020.

Racing Team Membership/Mgmt.

Racing team management: Anna Healy (coach), Eric Luiker (coach, manager), Andrew McNair (team waxer), Fran Robinson (manager)

Racing team members: 27

Group 1 (10-13): 9, Group 2 (14-23): 13, Adults (23 +): 5

New Members in 2019-2020: 4

Females: 14, Males 13

Summary of the racing team season includes:

- 2 physical assessment tests (May and December)
- Dryland season began on October 6, 3 times per week – 1 roller ski/agility, 1 physical strength session, 1 cardio/interval session per week
- On-snow training camp – Foret Montmorency (mid-November)
- On snow season began mid-December – on snow training four times per week
- Provincial training camp – early January
- Team attended all 4 NB Cup races; 4 racers attended Noram Midget Championships in Joliette; and 7 racers attended Easterns in Sherbrooke.
- 14 Wostawea skiers made the provincial team for 2020-2021
- Nordiq Canada sponsored female WOW Camp

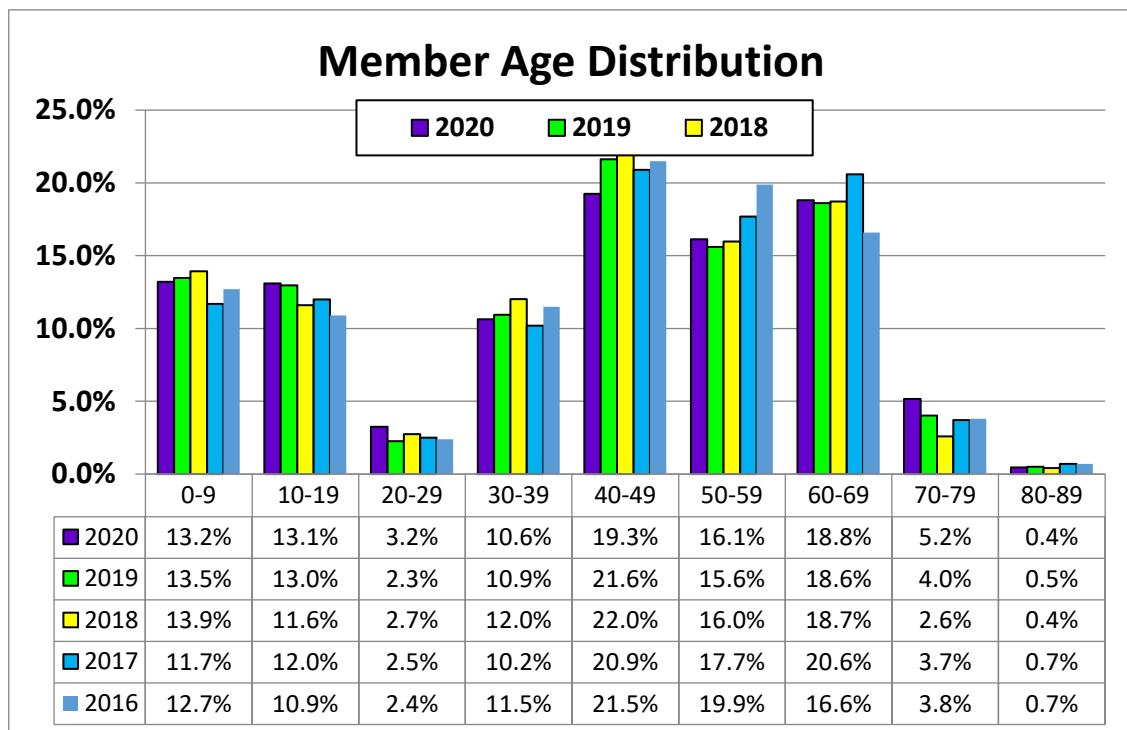
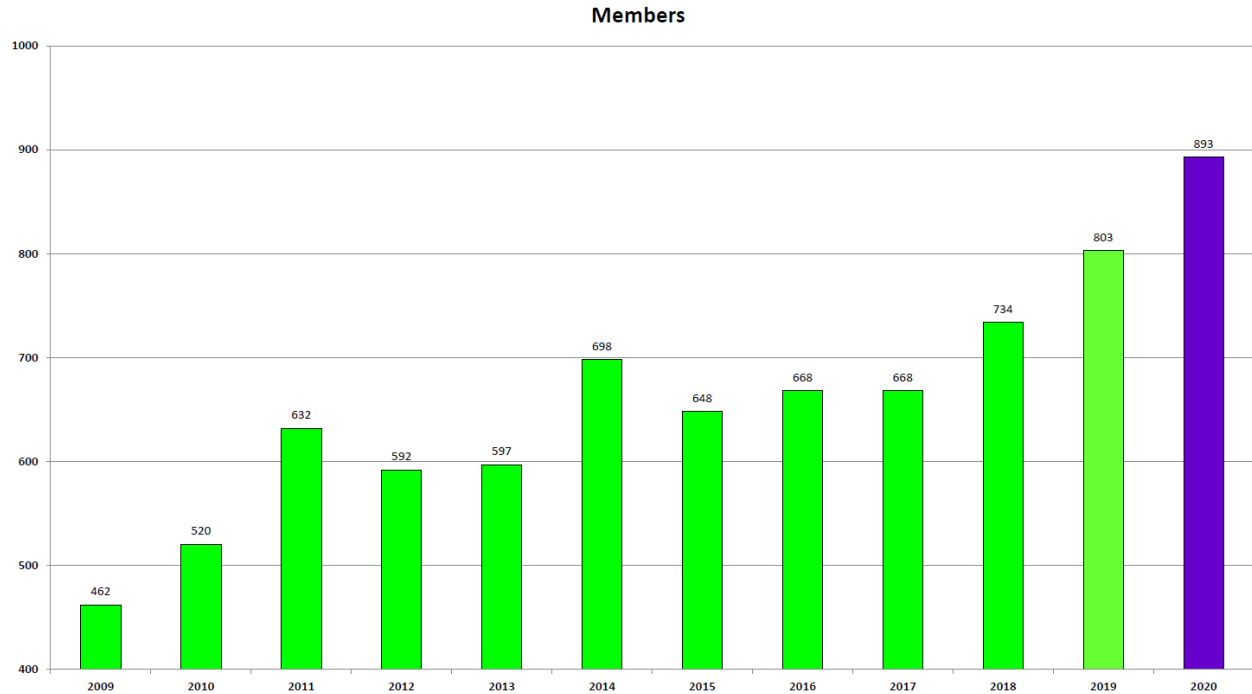
Funding/Sponsorship

Donations from Wostawea, Remsoft, Radical Edge, Province of NB, Fredericton Marathon

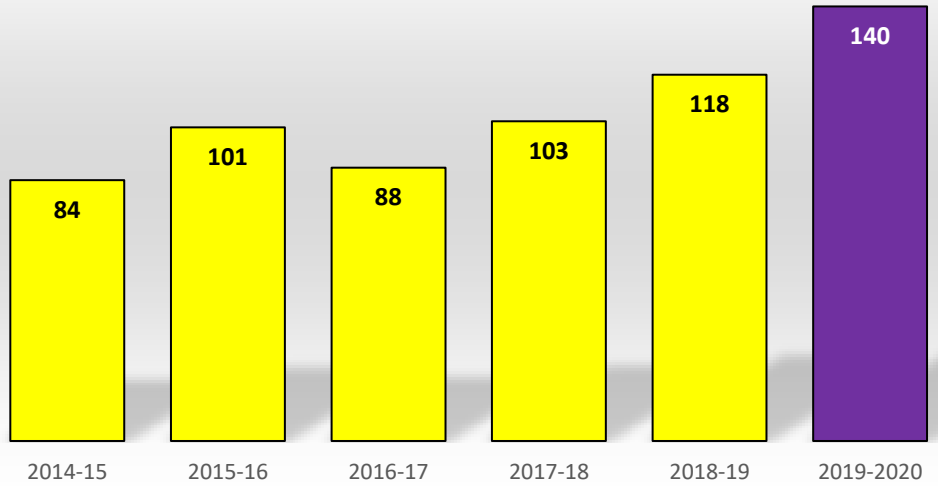
— Eric Luiker

10. Membership

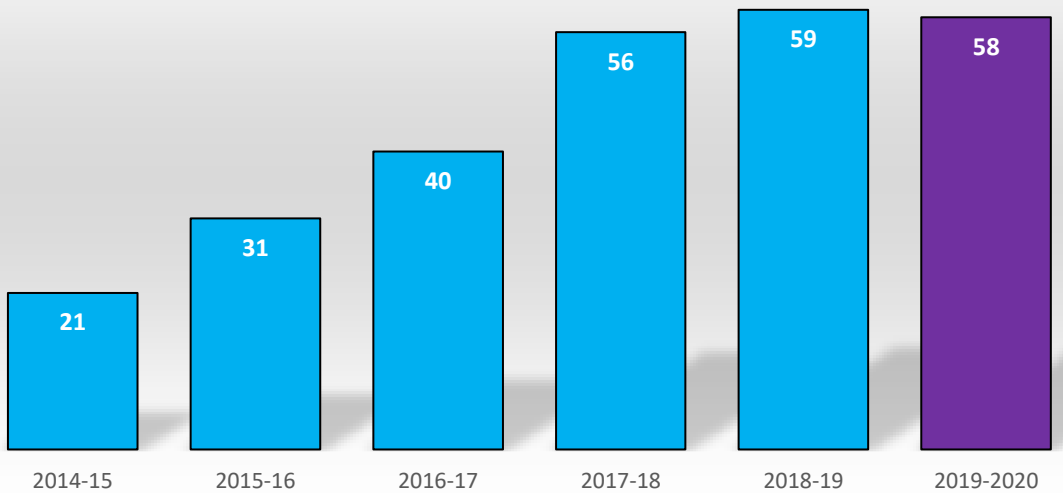
Wostawea had a record year on so many fronts: number of members, youth program participation, racing team members and loppet participants.



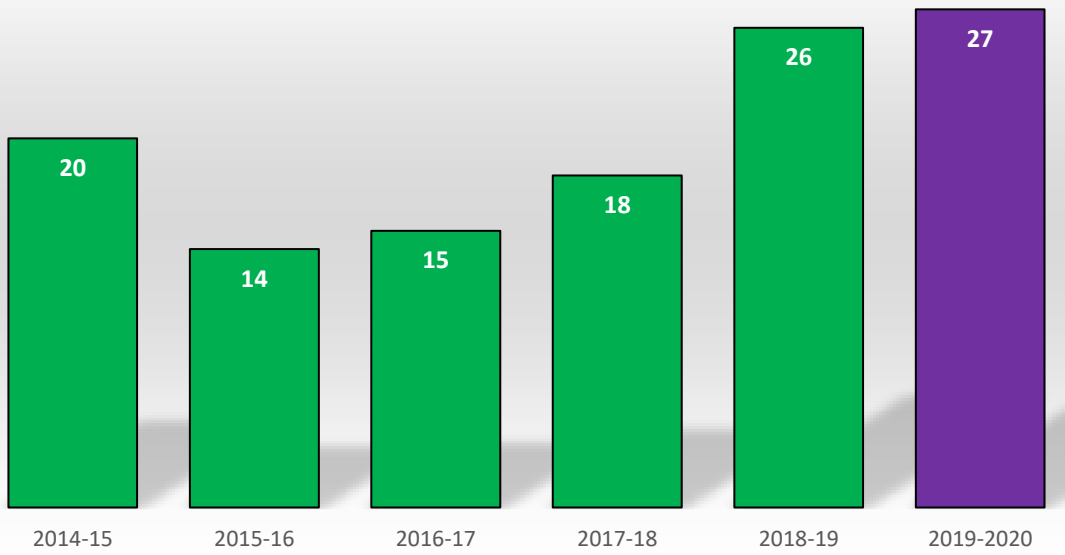
Jackrabbit/Track Attack/Development



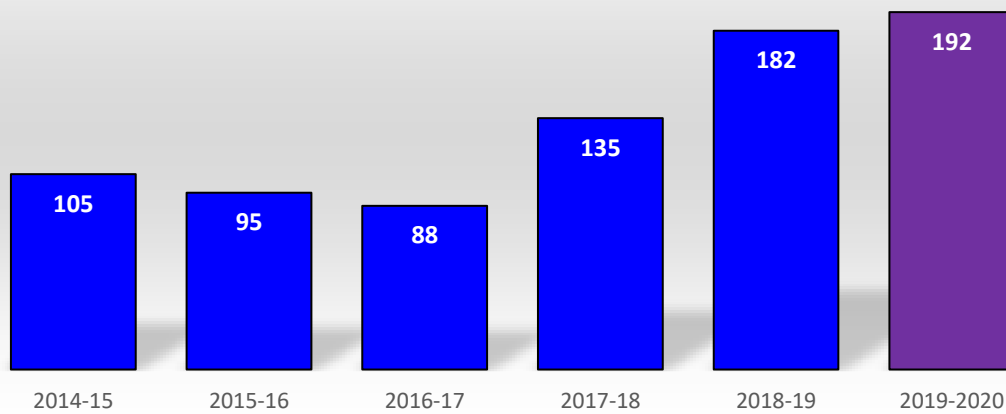
Adult Classic Lessons



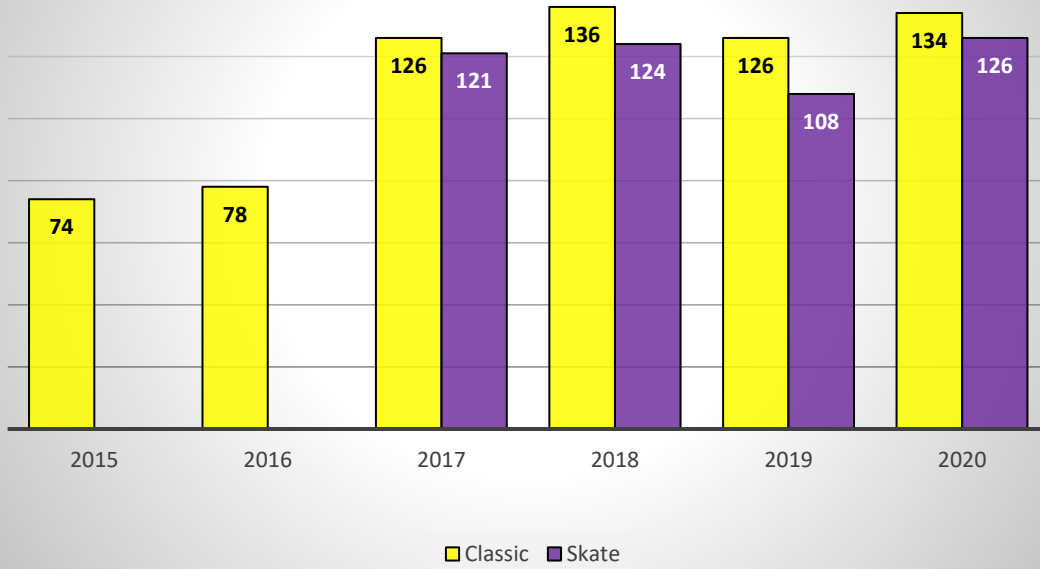
Racing Team Members



Loppet Participants



N.B. Cup / Maritime Cup Participants



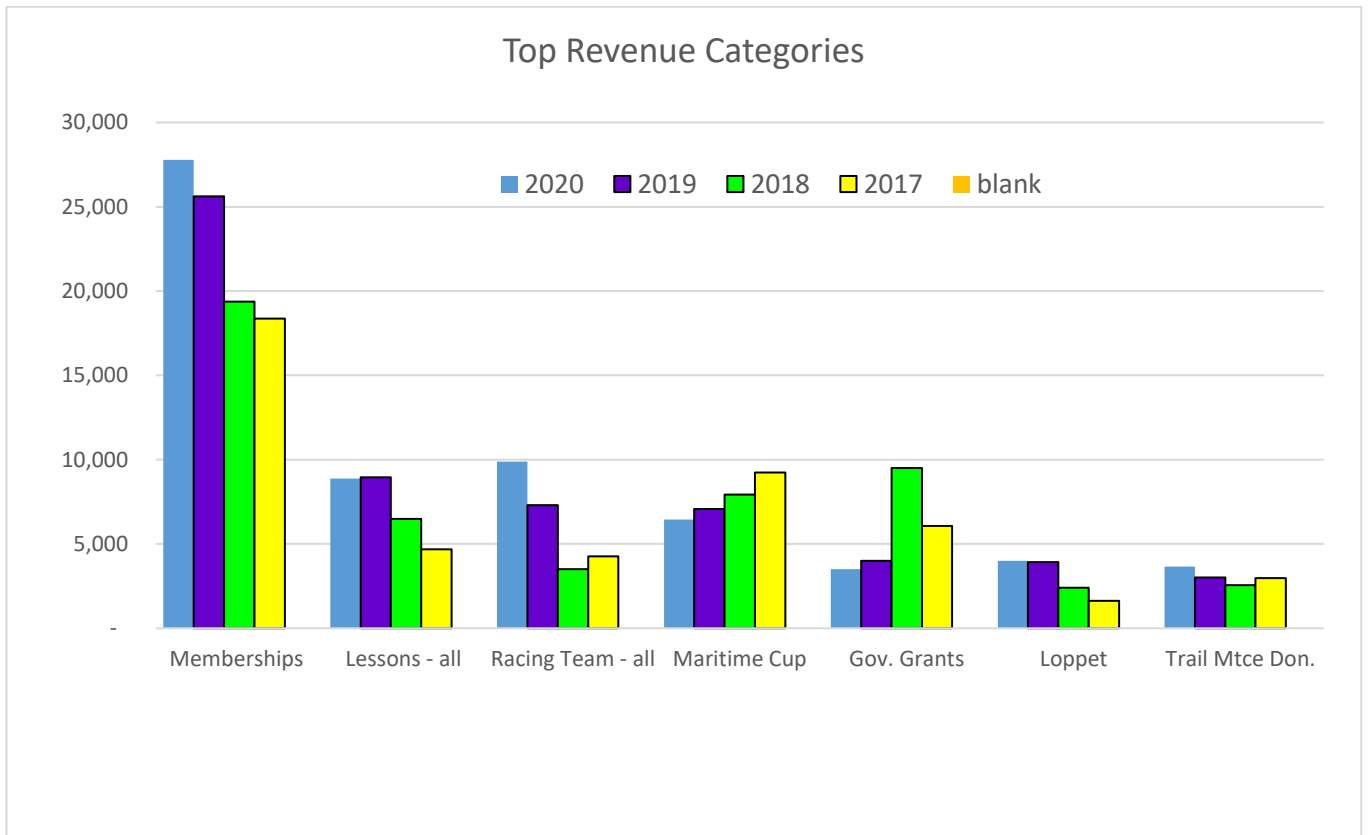
— Ian Burgess

11. Finances

Revenue 2019 - 2020				
Description	Budget	YTD April 4/20	Forecast to Come	Final Forecast
Membership - total *	25,017	14,863	-	14,863
N.B. Govn Grant - General club	4,000	2,500	-	2,500
N.B. Govn Grant - Racing team	1,000	1,000	-	1,000
N.B. Govn Grant - Trails infrastructure	-	-	-	-
Maritime Cup registrations & sponsors	8,197	6,440		6,440
Youth lesson registrations	5,130	6,260	-	6,260
Adult Lesson registrations	3,700	2,610	-	2,610
Racing team registration	4,200	4,710	-	4,710
Racing team donations (+ ski sales)	1,900	5,176		5,176
Donations - trail maintenance	2,845	3,652		3,652
Loppet registrations	3,473	3,990		3,990
Swag sales	440	2,160	-	2,160
Skate clinic fees	-	2,060	-	2,060
Miscellaneous/Capital replacement fund	128	-	-	-
3-Event Fundraising	-	3,500		3,500
Women of Wostawea	-	1,000	-	1,000
Sprint Race Registrations	300	535		535
UNB Student		7,345		7,345
Killarney Lodge - Credit		543		543
Total Operating Revenue	60,330	68,343	-	68,343
Trails for Life		12,029		12,029
Capital Equipment Fund				
Total bank Deposits	60,330	80,372	-	80,372
* Does NOT include payment to CCC/CCNB				
** racing team grants broken out in racing team budget				
Zone 4 payments to CCNB/CCC	11,250	12,915		12,915

MEMBERSHIP TYPE & REVENUE

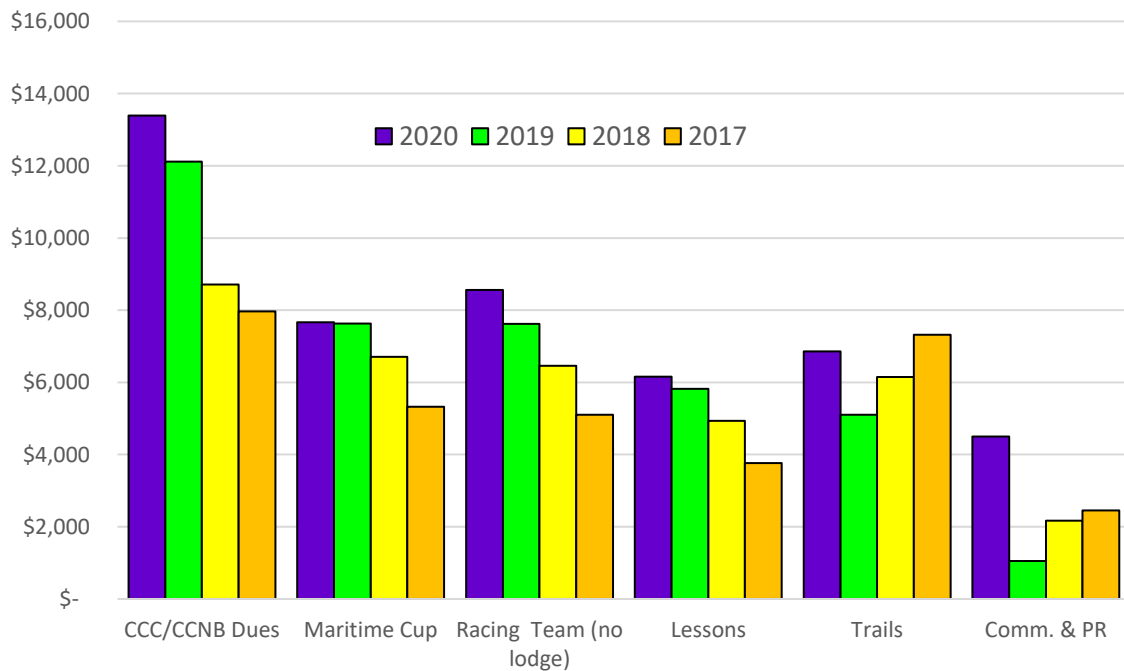
Membership Type	2020	2019	2018	2017	2016	2015
Individual	201	174	146	139	141	136
Single Parent with kid (s)	25	19	12	11	6	18
Family of 2 to 4 skiers	202	189	180	165	169	164
Family of 5 skiers	14	14	13	12	11	10
Family of 6 skiers	1	2	1	1	1	1
Family of 7 skiers	-	-	-	-	1	1
Total Carts	443	398	352	333	329	330
Total Members	893	803	734	670	665	653
Income	\$27,690.00	\$25,265.00	\$19,080.00	\$17,710.00	\$17,870.00	\$17,750.00
Avg	\$31.01	\$31.46	\$25.99	\$26.43	\$26.87	\$27.18
Rate Structure						
Individual	\$45	\$45	\$40	\$40	\$40	\$40
Single Parent with kid (s)	\$45	\$45	\$40	\$40	\$40	\$40
Family of 2 to 4 skiers	\$80	\$80	\$65	\$65	\$65	\$65
Family of 5 skiers	\$90	\$90	\$75	\$75	\$75	\$75
Family of 6 skiers	\$100	\$100	\$85	\$85	\$85	\$85
Family of 7 skiers	-	-	-	-	\$95	\$95



Expenses 2019-2020						
Area	Description	Budget	To April 4		Forecast to Come	Forecast Final Cost
General	Killarney lodge rental	2,469	3,522		-	3,522
John	Misc (mailbox, stamps, office supplies)	405	200		50	250
	Open house	300	86		-	86
	Annual General Meeting	140	-		-	-
	Margaret Hamilton Award	0	52		-	52
	Robert Morimanno Fund	1,000	1,150		-	1,150
	CCNB Meetings	50	32		-	32
	Miscellaneous Bank Fees	50	99		5	104
	Sub-total	4,413	5,142		55	5,197
Trails	Equipment maintenance & rental costs	2,596	3,818		-	3,818
David	Gas - Avg last 3 years	1,694	1,480		-	1,480
	Miscellaneous - Wood lot deposit	100	100		-	100
	Ski-Doo insurance	893	850		-	850
	Groomer thank-you	250	-		250	250
	Trail signage	203	278		-	278
	Ski-Doo registrations	82	82		-	82
	Lian Street Entrance upgrade	TFL	-		-	-
	Sub-total	5,817	6,608		250	6,858
Racing Team	Killarney lodge rental	1,700	1,944		-	1,944
Eric	A1 Athletic Membership	1,265	1,265		-	1,265
	Nationals - travel subsidy	1,000	-		-	-
	Waxing Supplies	-	-		-	-
	Miscellaneous (includes Waxing System)	1,750	1,672		-	1,672
	Coach training	250	-		-	-
	Coaching support	250	-		-	-
	Support to Women of Wostawea		200			200
	Event Tent		2,091			2,091
	Racing Camp		555		-	555
	Team equipment - Jerseys	835	835		-	835
	Sub-total	7,050	8,563		-	8,563
Lessons/Clinics	Killarney lodge rental	1,392	1,676			1,676
Michel	Jackrabbit material	1,321	1,000		-	1,000
	Coach training Including lodge rental	1,966	67		-	67
	Canteen supplies	400	404		-	404
	Coach thank-you	573	-		1,200	1,200
	Fun Day	222	194		-	194
	Kouchibouguac trip	350	324		-	324
	Skate Ski Clinic Payment - T. Lavoie	300	300		-	300
	Clinic Refunds - Revised Dates	-	275		-	275
	Jackrabbit - Thermos Bottles	-	144		-	144
	Bibs for bunny's , level 1 and 2	750	573		-	573
	Sub-total	7,274	4,957		1,200	6,157

Expenses 2019-2020						
Area	Description	Budget	To April 4		Forecast to Come	Forecast Final Cost
Comm & P.R.	Swag purchase	750	2,825		-	2,825
Barb	Website hosting & Square-Space	800	666		-	666
Nadya	Volunteer Appreciation Night	1,211	374		-	374
	Trail Coalition pamphlet (every 2 years)	175	200		-	200
	Misc	-	10		-	10
	Yoga & Ski	50	82		-	82
	Name tags - coaches and exec	50	344		-	344
	Membership Social	1,000	-		-	-
	Sub-total	4,036	4,501		-	4,501
Special Items	Maritime Cup - 2 races	7,165	7,661		-	7,661
Ian	Capital equipment replacement fund (Internal)	4,000	-		-	-
	Loppet	2,377	3,474		-	3,474
	Loppet / Racing bibs - 50 @ \$18/ea	950	964		-	964
	Sprint Races	500	1,772		-	1,772
	Additional Skis for MCAF	2,446	2,446		-	2,446
	MCAF	-	604		-	604
	Event Tent	-	1,500		-	1,500
	UNB Student	-	7,628		-	7,628
	Women of Wostawea	-	826		-	826
	New Ski Rack	-	345		-	345
	Refunds - Registrations	-	570		-	570
	Sub-total	17,438	27,788		-	27,788
	Total Operating Expenses	46,027	57,558		1,505	59,063
TFL			-			-
	Trail Grooming - Morton Trails	2,166	2,166		-	2,166
	Killarney PistenBully Payment #4	10,000	10,000		-	10,000
Capital Fund			-		-	-
			-		-	-
	Total Bank Payments	58,193	69,724	-	1,505	71,229

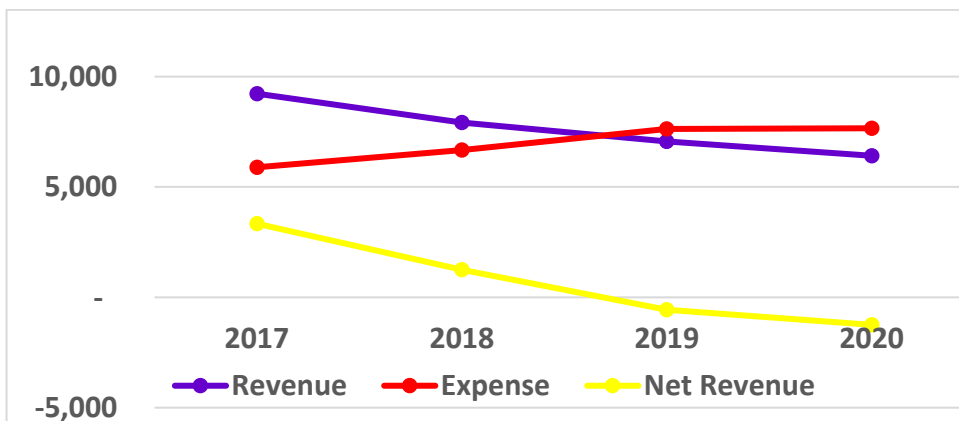
Top Expense Categories



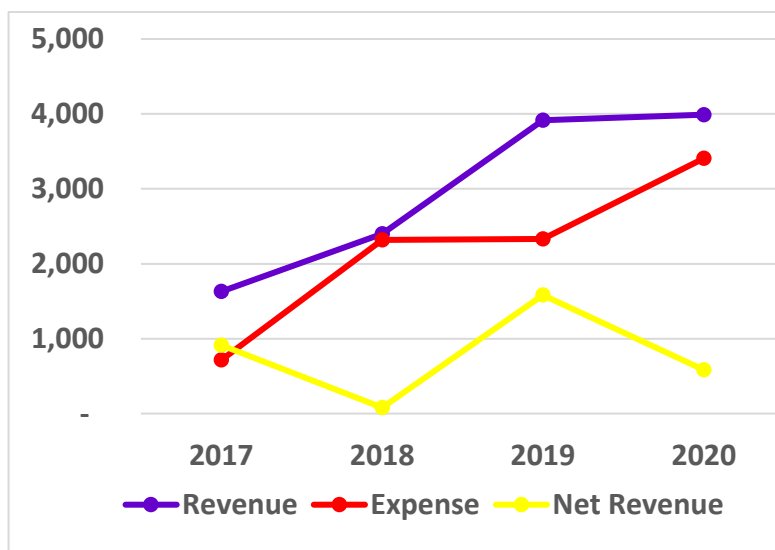
Racing Team 2019 - 2020 Budget			
Revenues			
Description	Budget	Actuals to April 4	Final Forecast
Racing team registration	4,200	4,710	4,710
Fredericton Marathon Donation	1,000	1,125	1,125
NB Provincial Grant	1,000	1,000	1,000
Wostawea Club donation		1,000	1,000
Donations/sponsorships	1,900	1,725	1,725
Carry Forward surplus/debt from 2018 -19	100		-
Provincial Ski Camp	-	1,076	1,076
Reimbursement for Waxing From CCNB	-	250	250
Totals	\$ 8,200	\$ 10,886	\$ 10,886
Expenses			
Description	Budget	Actuals to April 4	Final Forecast
Killarney lodge rental	1,700	1,944	1,944
Roller skis (4 pr skate at 250/pair)		-	-
Nationals - travel subsidy	1,000	-	-
Athlete one membership	1,265	1,265	1,265
Team equipment - New Jerseys L. Garneau	835	835	835
Coach training	250	-	-
Waxing Supplies	-		-
Miscellaneous & party	1,750	1,672	1,672
Coaching support	250	-	-
Event Tent Contribution		2,091	2,091
Provincial Ski Camp		555	555
Donation to Women of Wostawea		200	200
Totals	\$ 7,050	\$ 8,563	\$ 8,563
		Carry forward to 2020 - 2021	\$ 2,323

Maritime Cup Financials 2019 - 2020

Revenue Description	Budget	Actual
Zone4 registrations less:	6,394	6,445
Jackrabbits (47 kids)	- 650	1,175
CCNB hosting payment	1,000	1,000
Meal purchased on site	67	145
	6,811	6,415
Expense Description	Budget	Actual
Edwina's Catering - Sat. and Sun,		2,577
Killarney Lodge Rental		1,547
Technical Delegate M.C. - E. Daigle		1,258
Groceries Maritime Cup		557
Registration fee with CCC		234
Registration fee Refunds		25
Medals engraving		340
Photographer		100
CCNB - sanction cost for NB Race 1 & 2		-
Signage materials		163
Timing Hut - plywood and heater		-
Ready John Rental		128
Public Address system - MC		81
Clipboards - Peta		38
Day race licenses		75
Gas and Oil - E. Hadley		26
Medals - removed from CCNB Zone4 payment		513
	7,164	7,661
Profit / Loss	- 353	- 1,245.99



2020 Loppet		
Revenue	Budget	Actuals
Zone4 registration	3,765	3,900
Onsite registration	150	90
Food payments	-	
Sub-total	3,915	3,990
Expenses	Actuals	Actuals
Killarney Lodge	847	847
Edwina's Catering	995	1,280
Pizzas - 16	315	212
Sound sytems	55	81
Groceries	221	248
Laundry - bibs	15	32
Photographer		100
Edouard Daigle		175
Signage	163	163
Door Prizes Radical Edg	250	268
Sub-total	2,860	3,406
Profit	1,055	584



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
Snowmobile Skandic SWT 600 ACE	2013	15,300
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
Sub-total		\$ 67,023
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	3,591
6 sets of skis & poles	2020	2,446
Ski Rack	2020	345
Sub-total		\$ 22,125
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
Sub-total		\$ 8,584
Total Non-depreciated Material Assets		\$ 97,732

Trails For Life – Account Balance

Column1	Column2	Column3	Column4	Column5
	Trail Building	Trail Grooming	Infrastructure	Totals
Budget	50,000	70,000	30,000	\$150,000.00
Spent	22,035	59,460	18,087	\$99,581.38
Remaining	27,965	10,540	11,913	50,419

— Ian Burgess