



NBFSC
FCMNB

A Volunteer Organization
Une organisation bénévole



2020

ANNUAL REPORT

WWW.NBFSC.COM

The inclusion of Corporate Partners to the New Brunswick Federation of Snowmobile Clubs, "A Volunteer Organization" (NBFSC) each winter provides volunteers with resources to improve trail grooming, signage and infrastructure on The NBFSC's 8049 kilometers of White Gold trails.

The NBFSC, member clubs and the volunteers have been providing snowmobilers, tourists, Governments,

and partners with organized snowmobiling for more than (39) thirty-nine seasons.

In reciprocation for our Corporate Partners gracious support, the NBFSC promotes our Partnerships and encourages all snowmobilers to support the Partner's products and services. (Below 2021 Partners)

EXCLUSIVE PARTNER



LEVEL 1



LEVEL 2



LEVEL 3



J.D. IRVING, LIMITED



LEVEL 4



LEVEL 5



MISSION STATEMENT

The Federation – A Volunteer Organization is committed to constantly enhancing organized snowmobiling. Through supporting clubs, volunteers and landowners and by focusing on partnerships with governments, industry, private corporations and public institutions we will become the premier trails organization in the province for the enjoyment of enthusiasts, tourists and New Brunswickers.

PRESIDENT'S MESSAGE



Our report's purpose is to provide you with a year-round snapshot of the activities, results and efforts of everyone combined who together provide an awesome riding experience. Our volunteer's efforts also provide our Federal and Provincial Governments with an economic impact – \$90.5 million – annually that leads all other winter tourism sectors in New Brunswick and also outpaces all other N. B. trail sectors and activities every year as per the provincial Department of Finance template.

I am honored to have been elected as the newest President of the NBFSC last month. I have inherited an organization that is extremely entrenched into New Brunswick's winters. The clubs and volunteers of the NBFSC along with the most experienced and longest serving staff of any snowmobile association or federation in North America make my Board's task very easy.

There are numerous facts and figures in these pages. We encourage you to absorb them, share them and ask questions if any arise. We are proud of our results. They are all that more impressive when everyone understands that all of the facts, figures and outcomes are mostly because of a volunteer labor force combined with their passion to succeed.

The only part of this 2020 Annual Report that is not about the 2020 season is our inside front cover that demonstrates all of the Corporate Partners who will be supporting us in the 2021 Season. If you are one of our partners, we publicly thank you. If you are a reader of this report, please always support them first when you can.

Finally, the 2020 Annual Report is to be shared. It is prepared for our 49-member clubs, their volunteers, their community supporters, Trail Permit holders and for our Corporate Partners. It has also been distributed amongst numerous departments we partner within our Federal and Provincial Governments.

Kindest Regards,

Dave Garland, NBFSC President,
"A Volunteer Organization"



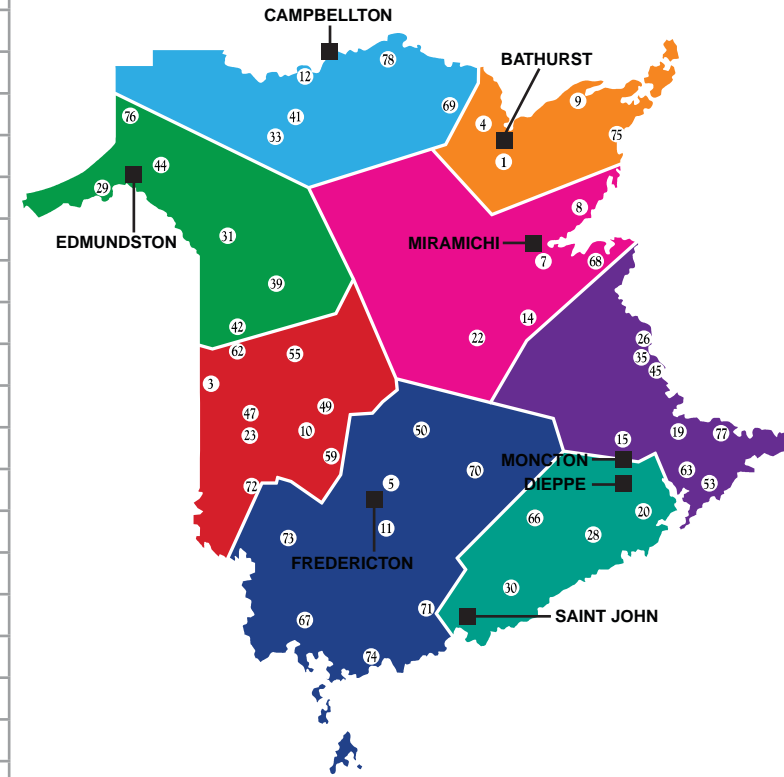
EXCERPTS FROM FINANCIAL OPERATIONS

NBFSC CLUBS BY ZONE

| REVENUE | BUDGET | ACTUAL 2020 | PERCENTAGE |
|-----------------------------|-----------------|-----------------|------------|
| Trail Permits (15 types) | \$ 2,573,375.00 | \$ 2,886,206.00 | 58.40% |
| License/Registration Rebate | \$ 425,000.00 | \$ 507,268.00 | 10.30% |
| Trail Groomer Grants | \$ - | \$ 1,200,000.00 | 24.30% |
| Corporate Partnerships | \$ 70,000.00 | \$ 163,628.00 | 3.30% |
| Provincial Lottery | \$ 25,000.00 | \$ 31,501.00 | 0.60% |
| Interest Earnings | \$ 3,000.00 | \$ 19,510.00 | 0.40% |
| Member Club Dues | \$ 10,000.00 | \$ 9,800.00 | 0.20% |
| Signage | \$ - | \$ 71,625.00 | 1.40% |
| Shipping | \$ - | \$ 21,563.00 | 0.40% |
| Amortization | \$ - | \$ 13,928.00 | 0.30% |
| Balance of Revenues | \$ 2,500.00 | \$ 20,685.00 | 0.40% |
| | \$ 3,108,875.00 | \$ 4,945,714.00 | 100% |

| EXPENSES | BUDGET | ACTUAL 2020 | PERCENTAGE |
|---|-----------------|-----------------|------------|
| Club Payouts (for Grooming & Signage) | \$ 2,104,125.00 | \$ 2,645,170.00 | 53.30% |
| Club's Groomer Grants | \$ - | \$ 1,200,000.00 | 24.20% |
| Club's Office Expenses & Staffing | \$ 323,750.00 | \$ 315,433.00 | 6.40% |
| Club's Insurances Trail & Groomer Liability | \$ 120,500.00 | \$ 156,628.00 | 3.20% |
| Club's Trail Signage & Operator Training, Education | \$ 29,500.00 | \$ 42,716.00 | 0.90% |
| Club's Trail Permits & Service NB | \$ 114,000.00 | \$ 108,883.00 | 2.20% |
| Club, Board, Government & Association Meetings | \$ 94,000.00 | \$ 49,171.00 | 1.00% |
| Club's Maps & GIS Tracking | \$ 57,000.00 | \$ 59,954.00 | 1.20% |
| Club's Corporate Partnerships | \$ 45,000.00 | \$ 36,850.00 | 0.70% |
| Club's Reward Program | \$ 25,000.00 | \$ 25,000.00 | 0.50% |
| Club's Land Leases | \$ 24,000.00 | \$ 26,228.00 | 0.50% |
| Club's Lottery | \$ 18,000.00 | \$ 30,023.00 | 0.60% |
| Club's Signage | \$ - | \$ 71,450.00 | 1.40% |
| Club's Shipping | \$ - | \$ 21,173.00 | 0.40% |
| Club's Audit, Legal & Translation | \$ 27,000.00 | \$ 34,100.00 | 0.70% |
| Clubs-Special Projects | \$ 100,000.00 | \$ 44,880.00 | 0.90% |
| Depreciation | \$ - | \$ 38,479.00 | 0.80% |
| Balance of Expenses | \$ 27,000.00 | \$ 53,690.00 | 1.10% |
| | \$ 3,108,875.00 | \$ 4,959,828.00 | 100.00% |
| Net Loss | | -\$14,114.00 | |

| ZONE | CLUB # | CLUB NAME |
|------|--------|---|
| 1 | 29 | Association Sentiers Nord Ouest |
| 1 | 31 | Madawaska-Victoria Snowmobile Trail Assoc. |
| 1 | 39 | Victoria County Snowmobile Club Inc. |
| 1 | 42 | Twin Rivers Snowmobile Club Inc. |
| 1 | 44 | Club des Motoneigistes Du Nord Inc. |
| 1 | 76 | Club des Motoneigistes de la Riviere Verte Inc. |
| 2 | 12 | Restigouche Snowmobile Club Inc. |
| 2 | 78 | Restigouche Timber Trails Inc. |
| 2 | 33 | Club Motoneige St. Quentin Inc. |
| 2 | 41 | Club de Motoneige de Kedgwick Inc. |
| 2 | 69 | Supervillage Trailblazers Inc. |
| 3 | 4 | Club Motoneige Chaleur Inc. |
| 3 | 9 | Club Motoneige Nord-Est Inc. |
| 3 | 75 | Club Motoneige Peninsule Acadienne Inc. |
| 4 | 3 | Carleton Borderview Trail Makers. |
| 4 | 10 | Nackawic Sno-Drifters Inc. |
| 4 | 23 | Woodstock Trailmakers Inc |
| 4 | 47 | Northern Lights Trail Blazers Inc. |
| 4 | 49 | Millville Snowhawks Snowmobile Club Inc. |
| 4 | 55 | Aberdeen Snowmobile Club Inc. |
| 4 | 59 | Keswick River Trail Blazers Inc. |
| 4 | 62 | Mountain View Trailmakers |
| 4 | 72 | Canterbury Meductic Fosterville Rec. |
| 5 | 1 | Nepisiguit Sport Lodge Inc. |
| 5 | 7 | Miramichi Valley Snowmobile Club Inc. |
| 5 | 8 | Le Club Autoneige de Neguac Inc. |
| 5 | 14 | Rogersville Snowmobile Club Inc. |
| 5 | 22 | Miramichi Snow-Goers Inc. |
| 5 | 68 | Baie Ste Anne Snowmobile Club |
| 6 | 15 | Moncton / St. Antoine Snowmobile Club Inc. |
| 6 | 19 | Safari 2000 Inc. |
| 6 | 26 | Club Motoneige Ours Polaires Inc. |
| 6 | 35 | Rexton Snowmobile Club |
| 6 | 45 | Club Motoneige Bouctouche / Ste. Marie Inc. |
| 6 | 53 | Sackville Snow Drifters Inc. |
| 6 | 63 | Memramcook Snowmobile Club Inc. |
| 6 | 77 | Club Motoneige de Cap Pele Inc. |
| 7 | 5 | Fredericton Snowmobile Club Inc. |
| 7 | 11 | Oromocto River Valley Snowmobile Club Inc. |
| 7 | 50 | Nashwaak Valley Fredericton North |
| 7 | 67 | St. Croix Ridge Runners Inc. |
| 7 | 70 | Grand Lake Sno-Cruisers Inc. |
| 7 | 71 | Caribou Snow Drifters Inc. |
| 7 | 73 | Southwest Snowmobilers Inc. |
| 7 | 74 | Charlotte County Snow Cruisers |
| 8 | 20 | South Eastern NB Snowmobile Association |
| 8 | 28 | Goshen Snowmobile Club Inc. |
| 8 | 30 | Fundy Trailriders Snowmobile Club Inc. |
| 8 | 66 | Millstream Valley Snowmobile Club |



| ZONE | CLUB # | CLUB NAME |
|------|--------|--|
| 7 | 5 | Fredericton Snowmobile Club Inc. |
| 7 | 11 | Oromocto River Valley Snowmobile Club Inc. |
| 7 | 50 | Nashwaak Valley Fredericton North |
| 7 | 67 | St. Croix Ridge Runners Inc. |
| 7 | 70 | Grand Lake Sno-Cruisers Inc. |
| 7 | 71 | Caribou Snow Drifters Inc. |
| 7 | 73 | Southwest Snowmobilers Inc. |
| 7 | 74 | Charlotte County Snow Cruisers |
| 8 | 20 | South Eastern NB Snowmobile Association |
| 8 | 28 | Goshen Snowmobile Club Inc. |
| 8 | 30 | Fundy Trailriders Snowmobile Club Inc. |
| 8 | 66 | Millstream Valley Snowmobile Club |



PRESIDENT'S RIDE HISTORY

The first President's Ride was the vision of Carl Smidt, NBFSC President from 1998-2001. Every season, all of the Club Presidents are invited to attend this annual event, usually the third weekend in January. In addition, the NBFSC's Directors from each Zone, all NBFSC Past Presidents and a number of Corporate Partners and previous season's NBFSC Award winners are invited to participate.



The ride has become a means to thank all of the hardest working and most dedicated volunteers in the NBFSC; the individuals who have, or will, and do occupy the tireless position as NBFSC President or one of our 49 member Club Presidents.

In the summer of 2001, Irving Oil became the NBFSC's Exclusive Corporate Partner. The first Irving Oil President's Ride was hosted in 2002 and Irving Oil continued as our Exclusive Partner and lead sponsor of the President's Ride until the conclusion of the 2012 season. In these years the President's Ride visited all 8 Zones of the Federation, riding and introducing new trails to everyone from away. 2012 was the 10th Anniversary of the President's Ride

One of the great outcomes of the annual Presidents Ride is the coming together of the NBFSC's past and present leaders. The majority of our Club Presidents attend every season however many of

them are newer volunteers who do not fully know or appreciate how we have reached our achievements that were accomplished by those volunteers who came before them. The Past Presidents – who also are encouraged to participate in every ride - are an important part of our Federation. Many of their visions have become adopted across the snowbelts of North America and given the NBFSC a level of financial sustainability few other snowmobile associations have ever achieved.



In 2013 Canadian National Railways (CN) became the NBFSC's Exclusive Partner and lead sponsor of the annual Presidents Ride. Past Presidents, volunteers, guests and corporate partners rode from the Mactaquac (Zone 7) region into Woodstock and returned to Mactaquac for the evening. Every weekend is simple in its format; come together for fun, camaraderie, a snowmobile ride and recognition of the volunteers and NBFSC's past and present leaders and our accomplishments.

In 2015 our ride included a very unique guest, who represents one of our important Corporate Partners every season, the New Brunswick Electric Power Corporation (NBEPC). Mr. Geatan Thomas, CEO of NBEPC joined us at the evening dinner held every Saturday night after the day's ride. Mr. Thomas challenged all the participants to join him in ensuring the future includes an electric snowmobile. When asked if he would ride it, he stated he would race it against any challenger! Thank you to all the Federation's Corporate Partners who have joined us over may President's Rides.

Between 2017 and 2019 we were much honored to have the New Brunswick Canadian Tire Dealers as our Exclusive Corporate Partner. They hosted us in three consecutive President's Rides and in that era we rode in Edmundston-Moose Valley (Zone 1), Bathurst-Caraquet (Zone 3) and Woodstock (Zone 4). Canadian Tire not only sponsored the Federation but always ensured they had a representative present all three seasons of their support.



In 2019 we were pleased to have the locally owned Rogers Lake Lodge partners sign on as the 2020 Exclusive Corporate Partner of the Federation. The location of Rogers Lake Lodge is in the Snow Belt of the Christmas Mountains region and directly on NBFSC Provincial Trail #23 at the very beginning and end of Piston Alley. The lodge has all the essentials for a snowmobiler; food, gas and lodging. With a solid 5 months of snow and winter at its location, Rogers Lake Lodge is well positioned to become a must see and must visit destination.

We wish to gratefully thank them for all their past support as well. Unfortunately a weather event caused the cancellation of the 2020 Rogers Lake Lodge President's Ride but this does not diminish the tremendous support received from this New Brunswick Company to support our Federation, past and present.



2020 EXCLUSIVE PARTNER



ANNUAL GENERAL MEETING NBFSC 2020

At the end of each normal snowmobile - winter tourism season the volunteers of the 49-member clubs of the NBFSC hold their Annual General Meeting (AGM).

On March 22nd, 2020 at midnight the NBFSC took the unprecedented decision to close all snowmobile trails for the remainder of 2020. This decision was in light of the rapidly changing world around us in March of 2020 as there had been a worldwide pandemic declared around COVID -19, our Province had declared a 'State of Emergency' and all medical advice was to stay home. Our decision proved to be responsible, professional and unselfish as a member of the greater success of New Brunswick.

Typically a NBFSC AGM would take place in Miramichi at Corporate Partner and our annual host, the Rodd Miramichi River Resort the first weekend in May. The Club's AGM is primarily about planning for the coming winter tourism season.



Our business was not going to be conducted normally, as we have for many decades.

We proceeded to conduct our entire AGM virtually with the use of technology versus a face to face to face meeting of 140 Club delegates. The process was to prepare the NBFSC for the 2021 snowmobile - tourism winter season as we always have every spring. Voting was conducted with all 49 Club delegates eligible to participate on five key pieces of annual business;

- Minutes of 2019 Annual General Meeting
- Appointment of an Auditor for 2021
- Prices for eighteen (18) Trail Permit Types for 2021
- Adoption of an Operating Budget for 2021
- Election of Zone Directors for 2021

The Trail Permit prices are always established by volunteer club's delegates, not the NBFSC Board of Directors. Delegates agreed to no price increases from 2020 given the uncertainty surrounding COVID-19 pandemic at the AGM.

NEW for 2021 is the availability of Daily Permits in any consecutive sequence from 1-7 days. Thus a 2 day, 4 day and 6 day permit have been added for 2021 visitors to our trails and province. This feature has never been offered before. We are also pleased to continue to expand the On-line access for Daily Trail Permit purchases begun in 2019.

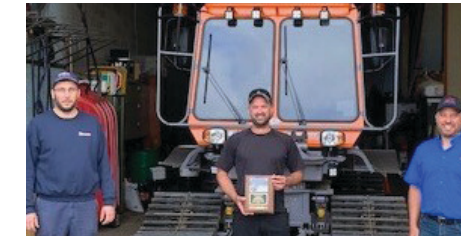


2020 Annual NBFSC Award Winners

The back bone of the NBFSC is our irreplaceable volunteers and multiple supporting stakeholders. We proudly recognize their achievements with our Annual Awards. This year's recipients were:



Howard Doucet (Volunteer of the Year) Memorial Award: Bruce Cail, Rexton Snowmobile Club #35



NBFSC Groomer Operator of the Year Award: Dominique Paulin, Club Motoneige Nord-Est, #9 (Caraquet Region)



NBFSC Snowmobile Dealer of the Year Award: John Mossman – Owner, Hawkins Equipment, Polaris, Fredericton



Robert J. Walsh Club of the Year Award: Nick Lawson – President Southwest Snowmobile Club #73 (Harvey-MacAdam Regions)



Wallace Kenny Initiative Award: Alyre Marquis – Owner, Serpentine Lake Lodge

The NBFSC's Officers for 2021, elected by the Board of Directors are:

President, Dave Garland
 Past President, Scott Ralston
 Vice-President, Ronald Lanteigne
 Secretary, Sandy Young
 Treasurer, Greg Grant

2020 Election – NBFSC Board of Directors

The 2020 virtual AGM concluded with the election of a new Board of Directors, for 2021:

- Zone 1** - Director – Mario Levasseur
- Zone 2** - Director – Brad Mann
- Zone 3** - Director – Ronald Lanteigne
- Zone 4** - Director – Greg Grant
- Zone 5** - Director – Marc Hannan
- Zone 6** - Director – Paul Robichaud
- Zone 7** - Director – Jim Connors
- Zone 8** - Director – Steve George





NBFSC GROOMING HISTORY

There are seventy nine (79) Trail Groomers in the NBFSC, owned collectively by the volunteers of the 49 Member Clubs.

26 Clubs own 1 Trail Groomer / Drag, or 54%.

17 Clubs own 2 Trail Groomers / Drags or 38%.

5 Clubs own 3 Trail Groomers / Drags or 6%.

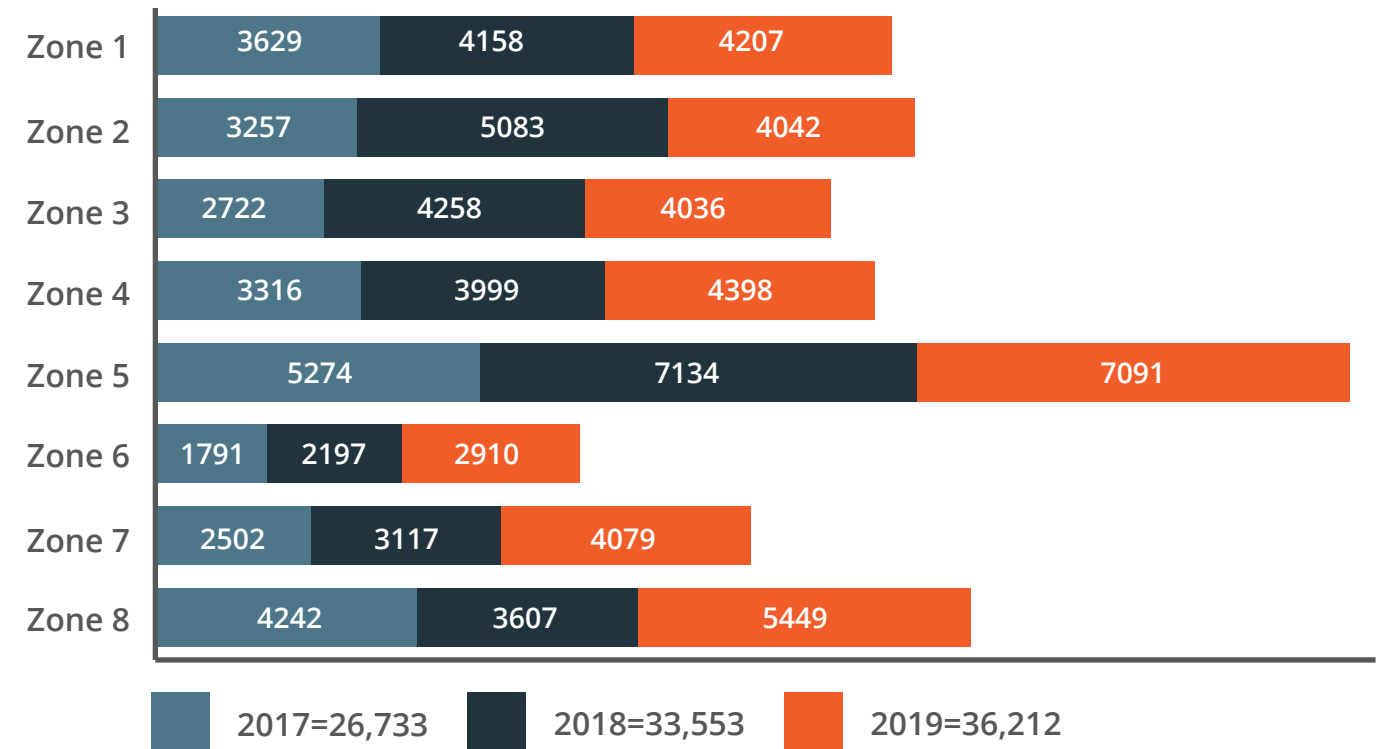
1 Club owns 4 Trail Groomers / Drags or 2%.

In 1993 when Trail Permits were first introduced as a voluntary user-pay system, the cost before taxes of a 'new' Trail Groomer and Drag was approximately \$ 100,000 per unit; in 2020, the cost before taxes of a 'new' Trail Groomer and Drag is approximately \$320,000.00 per unit.

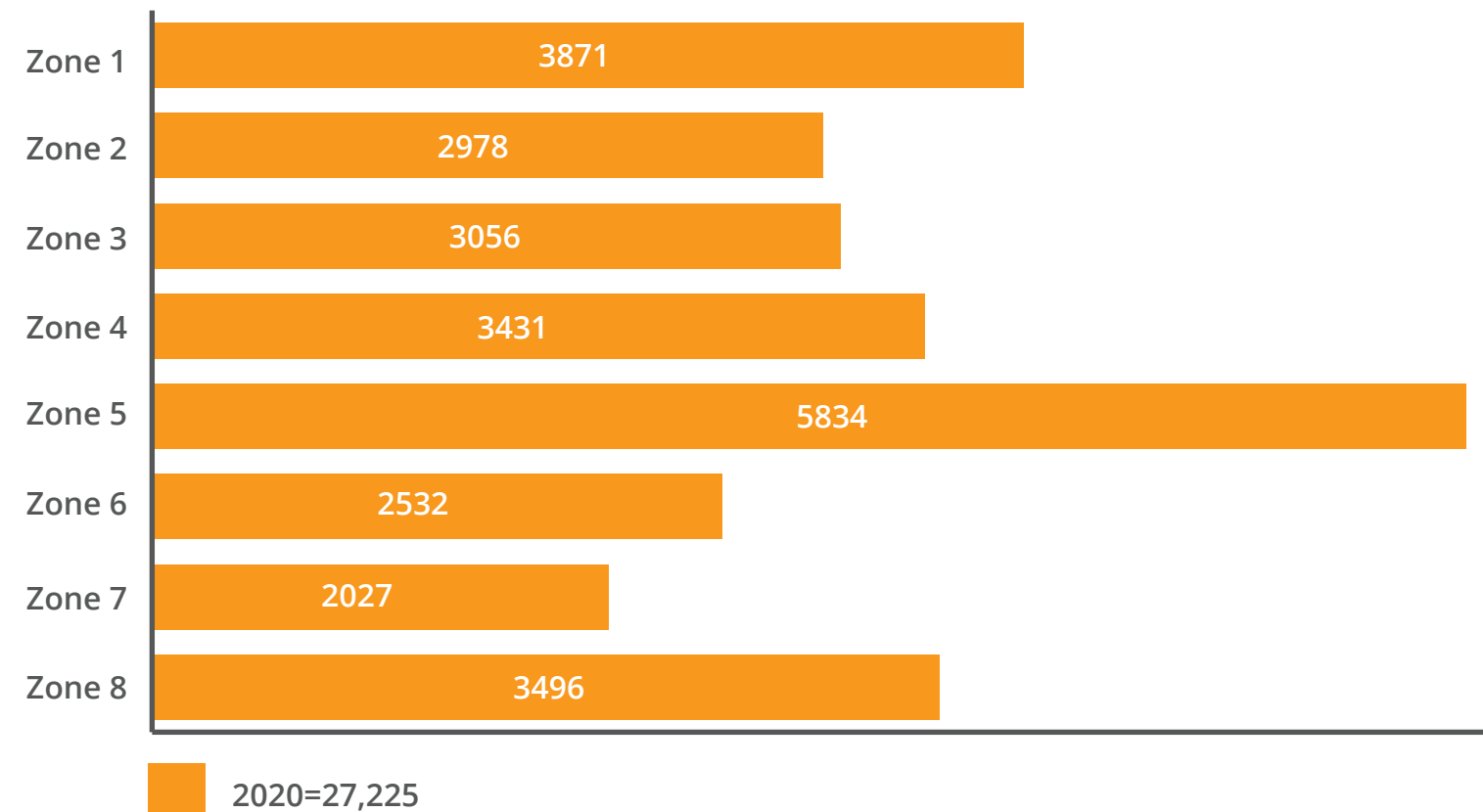
8430 hours is the single season lowest number of grooming hours ever recorded since 1996, in the 2005-2006 season.

36,212 hours is the single season highest number of grooming hours ever recorded since 1996, in the 2018-2019 season.

2017-2019 GROOMING HOURS BY ZONE



GROOMING HOURS 2020 - 27,225





2020 FEDERAL "GO SNOWMOBILING RIDE"

New Brunswick's northeast – Neguac – was the region chosen for the New Brunswick Federation of Snowmobile Clubs (NBFSC) on their annual Federal "Go Snowmobiling Ride" in March of 2020.

Riding with the NBFSC were New Brunswick M.P.'s Pat Finnigan, the Honorable Ginette Petitpas-Taylor and René Arsenault. Other guests were Mr. Francis McGuire, President of the Atlantic Canada Opportunities Agency, Pat Hicks of Yamaha Motor Canada, Prince Edward Island Snowmobile Association President, Dale Hickox and PEISA supporter Andre Yoston. Mayor Georges Savoie of Neguac joined us for lunch and welcomed all the guests to his community.

Club volunteers also assisted us; Past Club President Jules Breau and current Club Secretary, Hermengilde Patrice of Le Club Autoneige de Neguac rode with the M.P.'s all afternoon. This amazing turnout is in no small part due to the success of our four previous Federal "Go Snowmobiling Rides" first held in 2017. In 2017 the NBFSC was the very first snowmobile association in Canada to host a "Go Snowmobiling Ride" with Members of our Canadian Parliament.

Pat Finnigan, the M.P. for Miramichi – Grand Lake hosted our 2020 event and worked diligently to encourage his colleagues to join us. Pat has been on previous rides with us and was very proud to host the 2020 Ride in his riding, in Neguac.



Our long time Member Club - Le Club Autoneige de Neguac Inc. – did an excellent job of preparing their Local trails as well as NBFSC Provincial Trail #48. At our rest stop, Dave's Shelter, on Trail #515 they had a local group meet us and also had their Club's Tucker Sno-Cat on display for the M.P.'s to view.

The NBFSC's "Go Snowmobiling Rides" have been in place for over 15 years now, and these do not happen without the broad support of multiple partners & friends. The International Snowmobile Manufacturer's Snowmobile Association (ISMA) developed the "Take a Friend, Go Snowmobiling" Rides. The NBFSC adopted this concept early and has hosted at least one ride every season. In 2012 ISMA awarded the NBFSC with the 'top ride' in Canada for our Provincial Rides. In 2020 we have been recognized again by ISMA for our hosting each season of both a successful Provincial and Federal Government event.

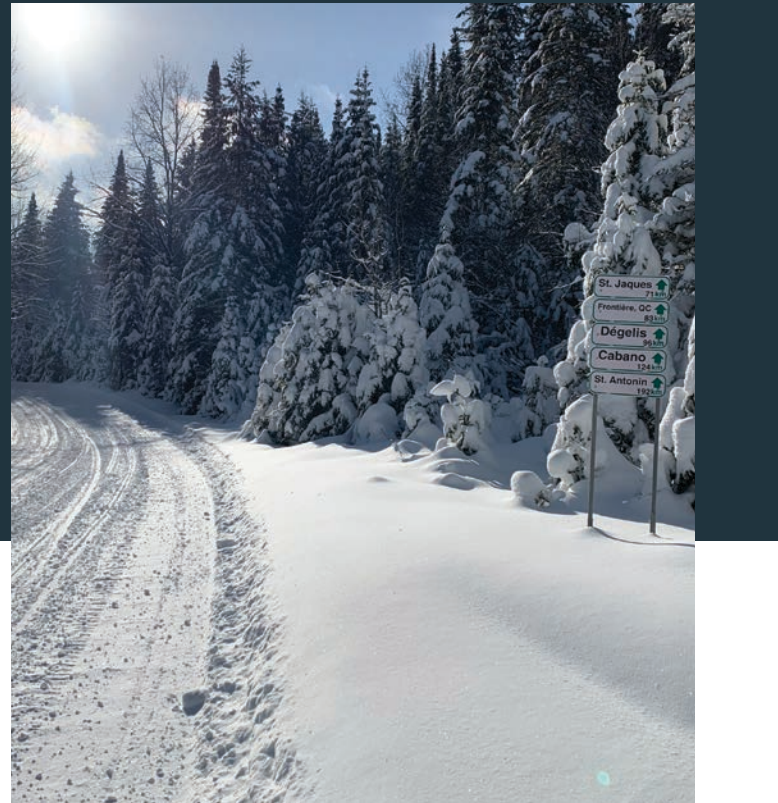
The NBFSC would also like to thank some of our gracious Corporate Partners who we rely upon to host these events. Thank you also to West End Sports, Yamaha Dealer (Guy), Hawkin's Equipment (John) Polaris Dealer, Patterson's Equipment (Bob), for Arctic Cat, JT Motorsports (Daren) and all the New Brunswick Snowmobile dealers. Each season we also have continuous support from Choko Design and 509 for many of the clothing items we wear and



supply to our guests. The support annually received from Arctic Cat, BRP Ski-Doo, Polaris and Yamaha allow us to have snowmobiles for our guests each season.



2020 PREMIER'S "GO SNOWMOBILING RIDE"



Our 2020 snowmobile season started with a tremendous boost of recognition from the Premier of New Brunswick, the Hon. Blaine Higgs. In his own words, he has snowmobiled all of his life and has had some of his most memorable rides with his father. In mid-January 2020 he joined the NBFSC for an epic three day adventure that we planned together to celebrate snowmobiling as New Brunswick's leading winter tourism sector.

Originally, our 2020 Provincial "Go Snowmobiling Ride" was scheduled with Premier Higgs and his guests for Monday afternoon, February 3rd, 2020. This plan was literally turned upside down a few days before Christmas-2019. And that is very positive. Our Premier has a vision and a plan to promote snowmobile tourism around the Province and he did that with a three day provincial ride.

Premier Higgs, the Hon. Robert Gauvin (Tourism) and the Hon. Bill Oliver (Transportation) joined the NBFSC on Monday morning January 20th in Woodstock N.B. Departing the home of the Woodstock Trailmakers Snowmobile Club, led by NBFSC President Scott Ralston we rode to Edmundston on day one. Day two departing Edmundston we guided the group to Moose Valley Lodge for lunch and on to St. Quentin for the evening. Day three we departed for a press announcement at Mt. Carleton Provincial Park officially opening the snowmobiler's fuel sales at the Park and the new Lodge next to NBFSC Provincial Trail #19. After the Mt. Carleton Park media event the group rode into Bathurst for a closing dinner. Our total "Go Snowmobiling Ride" mileage in 2020 was 633 kilometers of White Gold trails.



Premier Higgs at every opportunity took time to recognize, and honour the volunteers of the multiple clubs trails we rode on. Of our 49 Member Clubs provincially, we rode on twelve (12) of the Clubs' trails. We rode in portions of NBFSC Zones 4, 1, 2, 3 and 5. The Club Presidents and their corresponding Zone Directors from these trails were invited to join Premier Higgs and the Ministers each of the evenings. The Club Presidents who joined the Premier were honoured with a 'Certificate of Appreciation' from the Premier each evening.

The NBFSC's "Go Snowmobiling Rides" have been in place for over 15 years now, and these do not happen without the broad support of multiple partners & friends. The International Snowmobile Manufacturer's Snowmobile Association (ISMA) developed the 'Take a Friend' concept in the past

two decades and the NBFSC has hosted at least one ride every season. In 2012 ISMA awarded the NBFSC with the 'top ride' in Canada for our Provincial Rides. In 2020 we have been recognized again for our hosting each season of both a Provincial and Federal Government event.

The NBFSC would also like to thank some of our gracious Corporate Partners who we rely upon to host these events. In Bathurst at the Atlantic Host, Keith DeGrace and in Edmundston at the Best Western, Noemy Morneau and their staffs assisted our journey. Thank you also to West End Sports, Yamaha Dealer (Guy), Hawkin's Equipment (John) Polaris Dealer, Patterson's Equipment (Bob), for Arctic Cat, JT Motorsports (Daren) and all the New Brunswick Ski-Doo dealers. The support annually received from Arctic Cat, BRP Ski-Doo, Polaris and



Yamaha allow us to have snowmobiles for our guests each season.

Premier Higgs is determined to do things differently and open those files that others in Government for decades have constantly said “no” to. His commitment to entrenching snowmobiling as New Brunswick’s winter tourism is evident in every conversation and every speech he gave and had with us over our three days together. At every opportunity, every trail stop, every meal and in every media scrum Premier Higgs thanked the NBFSC, our Member Clubs and the Clubs’ volunteers.

Our 2020 provincial “Go Snowmobiling Ride” with Premier Higgs was very different; that is good thing.



SNOWMOBILING BY THE NUMBERS

Canadian Statistics

| | |
|-----------------------|---|
| 121,297 | Total kilometers of organized snowmobile trails in Canada |
| 300,000+ | Number of user-pay memberships/pass/trail permits sold annually in Canada |
| 600,000 | Registered snowmobiles in Canada |
| 1.5 Million | Number of family members snowmobiling in Canada |
| 43,535 | Total number of new snowmobiles sold in Canada 2019-2020 |
| \$9.3+ Billion | The Canadian economic engine of snowmobiling for the 2018/19 season that occurs mostly in rural Canada |
| \$58+ Million | Individual user pay fees paid by snowmobilers for the rights to membership and organized trail access in Canada |
| 47 | Years the CCSO has been providing leadership & support to organized snowmobiling in Canada since 1973. |
| 728 | Snowmobile clubs in Canada managed by Volunteers providing Winter Tourism to rural Canada |
| 12 | Provincial or territorial snowmobile organizations in Canada |
| 45 | Average age of a snowmobiler |
| 70% / 30% | Percentage of men and women actively participating in the recreation of snowmobiling |
| \$3+ Million | Dollars raised annually and donated to charities by snowmobilers in Canada |

New Brunswick Statistics

| | |
|-----------------------|--|
| 8,090 | Total kilometers of organized snowmobile trails in New Brunswick |
| 21,126 | Number of user-pay memberships/pass/trail permits sold annually in New Brunswick |
| 20,613 | Registered snowmobiles in New Brunswick |
| \$82.8 Million | The New Brunswick economic engine of snowmobiling for 2019. |
| \$2.9+ Million | Individual user pay fees paid by snowmobilers for the rights to membership and organized trail access in New Brunswick |
| 39 | Years the NBFSC has been providing leadership & support to organized snowmobiling in New Brunswick |
| 49 | Snowmobile clubs in New Brunswick managed by Volunteers providing Winter Tourism. |
| 8 | Provincial Zones in New Brunswick |



ECONOMIC IMPACT STUDY REPORT

We completed a Snowmobile Economic Impact Study in 2019 publishing the final results in the middle of our 2019-2020 Season. This is an update from the figures published in the 2019 Annual Report when the Snowmobile EIS was not entirely completed.

Results

The annual \$90.5 million worth of economic and volunteer value of snowmobile development includes:

GDP: \$82.8 million

SPENDING:

\$29.4 million spending from snowmobile tourism
\$39.4 million spending for snowmobile gear

\$68.8 million

\$21.7 million in volunteer's contributions

TOTAL: \$90.5 MILLION



The contribution of club volunteers had never been measured; 1.2 million hours in the 2019 season. Volunteer contributions were for a variety of activities from administrative, fundraising, trail infrastructure and of course trail grooming in a season. The \$21.7 million of contributions are critical to recognize – without these contributions the \$68.8 million of snowmobiling financial impacts would be severely limited and restricted.

We were also very interested in which regions snowmobilers want to ride, which region does the best job promoting themselves and who can attract more snowmobilers. We asked the following (paraphrased) question; if at 100% no cost to you, which New Brunswick region and trails would you choose in N.B. for your guided paid snowmobile trip (free trip)? The top 5 answers of 10 trail choices are as follows:

1. 'Moose Valley'
2. Bathurst
3. 'Christmas Mountains'
4. 'Fundy Highlands'
5. Miramichi

Additional supporting facts are that the trails in the Christmas Mountains region are still only proposed and have never been opened or marketed. The Fundy Highlands region also has never been marketed. Yet New Brunswick's 'Northern Odyssey' marketing campaign – funded and promoted since 2000 - was only the 7th choice of 10 regions for a free trip.

Thank you to all our participants, the staff at Tourism Heritage & Culture and the club's volunteers at the NBFSC.



CCSO

The Canadian Council of Snowmobile Organizations (CCSO) – Conseil Canadien des Organismes de la Motoneige (CCOM) is a volunteer-led, not-for-profit national organization which provides the unified voice of organized snowmobiling at the national and international levels. The CCSO-CCOM envisions that across Canada, organized snowmobile trail networks and riding areas provide a lasting legacy of responsible

riding experiences that are highly valued, safe, enjoyable, sustainable and environmentally friendly. The CCSO-CCOM strives to represent all organized snowmobiling Canadian jurisdictions to maintain a national understanding of the needs and expectations of snowmobilers across Canada.

ccso-ccom.ca



IASA

The International Association of Snowmobile Administrators (IASA) is a self-organized, nonprofit organization comprised of snowmobile program administrators representing 27 US states, 10 Canadian Provinces, 3 Canadian Territories, and 1 European Country, Sweden, to facilitate communications among administrators. IASA promotes sound management of recreational snowmobiling throughout North America, including snowmobile safety; uniformity and enforcement of laws, rules, and regulations; International, Federal,

State, Provincial, and Territorial cooperation and coordination; harmonious relationships with the environment and wildlife; the collection, development, and dissemination of information; in collaboration with other trail user groups.

IASA is the leading source providing statistics, guidelines, and resources to its membership and the snowmobile users aligned with IASA.

<http://snowiasa.org/>



Your Prosperity is Our Business
Votre prospérité est notre affaire

TIANB

The Tourism Industry Association of New Brunswick (TIANB) is the voice of tourism. We work to promote tourism as a career and therefore, contribute to reduce the labour shortage in the world's fastest growing industry. We offer a wide range of nationally recognized training programs as

well as valuable benefits that can help reduce your operating costs. We recently signed agreements with Restaurants Canada and Staples Business Advantage. You get three memberships for the price of one. Join today.

www.tianb.com



NBFSC YEAR END REPORT, TRAIL PERMIT HISTORY



1993; the first snowmobile Trail Permit in N.B. was issued for the 1993 season; it was voluntary to purchase, cost \$50.00, had no tax attached to it and there was only one type to purchase.

2000; Trail Permits became a mandatory requirement to ride on NBFSC managed trails in the season, year 2000 under the Province's Off Road Vehicle Act (ORVA).

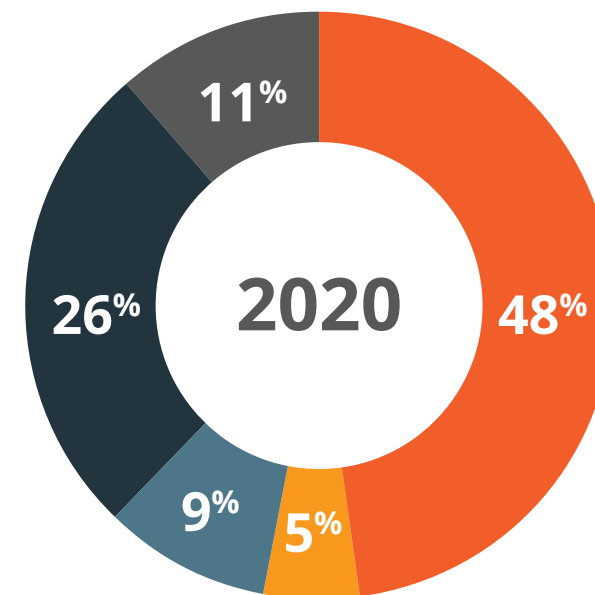
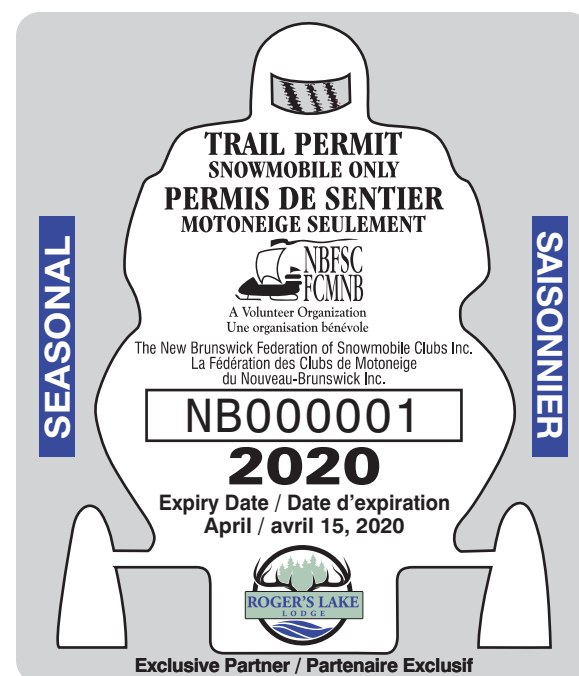
2007; the introduction of the Classic (10-years or older) and the Antique (20 years or older) Trail Permits by the NBFSC started a major change in many snowmobile Provinces and States in North America. Multiple Provinces and U.S.A. States now have their own Classic versions through either their snowmobile registrations or snowmobile permits to recognize older snowmobiles on the trails; this all began in New Brunswick.

2019: We introduced the 200cc permit in 2019, the NBFSC offers more individual types of snowmobile Trail Permits than any one other single Province or State in North America; there are now fifteen (15) types for sale.

IN 2020.....

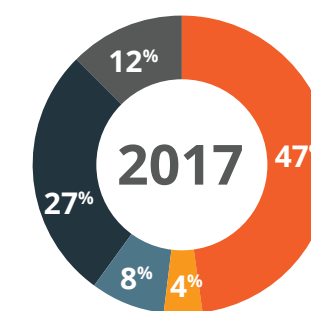
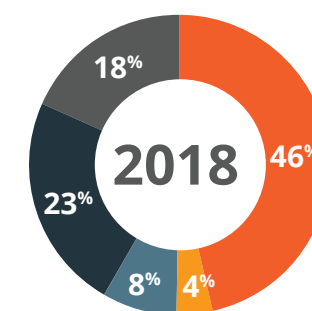
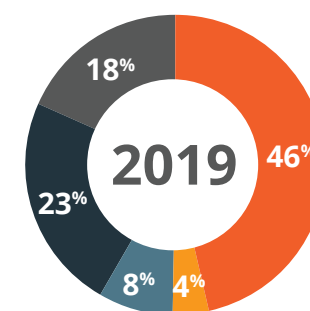
The Seasonal Trail Permit's regular price was \$265.00 (before HST) and the early- season price was \$185.00 (before HST).

Trail Permits and registrations are the primary funding source of the current 8 049 km of snowmobile trails in New Brunswick; generating approximately 71 % of all revenue collected.

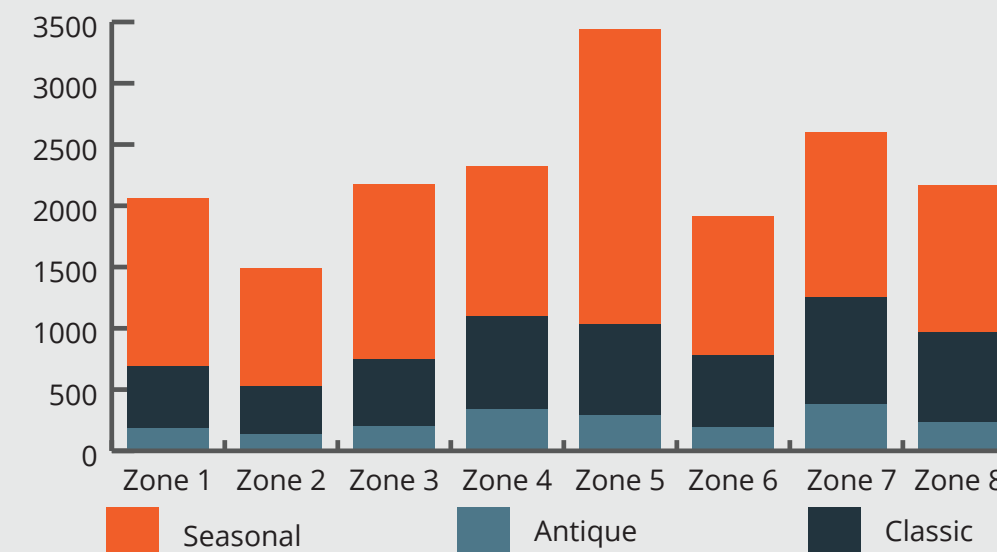


TRAIL PERMIT SALES

- Seasonal Early
- Seasonal Late
- Antique
- Classic
- Daily



2020 Trail Permit Sales, by Type, by Zone





RESPECT OUR LANDOWNERS & VOLUNTEERS

The trails we enjoy are brought to us by volunteers who give of their time and resources for the betterment of the sport.

Show your appreciation and join a local club, lend a hand where you can, and respect the trails.

Many NBFSC trails exist due to the generosity of private landowners.

They have chosen to share their property with us for the winter months only, these are not year-round trails.

It is crucial that snowmobilers show their respect and gratitude to these landowners by staying on the marked trails.