

May 8, 2020
MAILOUT TO ALL CLUBS

DESCRIPTION	REPLY	DEADLINE
2020 Annual General Meeting Minutes		
2020 – 2020 N.B.F.S.C. Budget		
2021 Trail Permit Prices		
Purchase or Sale of Groomers		
President's Message		
NBFSC Board of Directors 2020-2021		

THANK YOU VOLUNTEERS

ENJOY YOUR SUMMER!!

AGM 2020 Sequence of Events:

An email was sent out to all clubs on March 19, 2020 explaining that due to the COVID-19 pandemic, the AGM would not be held as a group function as per usual and asked the clubs to vote on the ability to hold the AGM by email vote.

Moved by Linda Mann, Club 12, Seconded by Stephen Geikie, Club 7 :

“Be it moved that the 2020 NBFSC Annual General Meeting be conducted electronically this year only, because of the worldwide Covid-19 Pandemic and that all voting of critical business items will be conducted electronically with all Member Clubs between April 3rd, 2020 ending by April 17th, 2020 so our company’s business can proceed which will enable us to be normally prepared for the 2020-2021 season, which in most cases unofficially begins by Labor Day which is September 7th, 2020 this year.”

Replies were received by 32 of 49 clubs, YAY votes = 117, NAY votes = 0

Motion Accepted.

Call for a vote to accept the minutes of the 2019 AGM (previously distributed to clubs) was sent out by email on March 26, 2020.

Moved by Vicky Gaunce, Club # 28 and seconded by Guy Landry, Club # 9:

“Be it moved that the Minutes from the NBFSC AGM held May 5, 2019 be approved as distributed to clubs.

Replies were received by 32 of 49 clubs, YAY votes = 126, NAY votes = 0

Motion Accepted.

Call for a vote to give the clubs authority to the NBFSC Board of Directors to appoint the auditor for 2020-2021 was sent out by email on March 26, 2020.

Moved by Dwayne Pauley, Club #53, seconded by Lynn Mann, Club # 12:

“Be it moved that the clubs give authority to the NBFSC Board of Directors to appoint the auditor for 2020-2021.”

Replies were received by 28 of 49 clubs, YAY votes = 104, NAY votes = 0

Motion Accepted.

The Board of Directors will appoint the Auditor at the first scheduled Board Meeting of the 2020-2021 Season (usually held in June)

Call for a vote to accept the permit prices proposed by the NBFSC Board of Directors for 2020-2021 was sent out by email on April 2, 2020.

Moved by Duane Pauley, Club 53 and seconded by Vicky Gaunce, Club 28 to approve the Proposed Prices below:

“Be it moved that the 2021 NBFSC’s Pre-Season Trail Permit, Family (1st & 2nd) Trail Permit, Dealer Trail Permit cost \$185.00 per permit, plus HST, as a pre-season incentive selling price on or before December 15th 2020.”

“Be it moved that the 2021 NBFSC’s Seasonal Trail Permit, Family (1st & 2nd) Trail Permit, Dealer Trail Permit cost \$265.00 per permit, plus HST, as the regular selling price after December 15th 2020.”

“Be it moved that the 2021 NBFSC’s Classic Trail Permit cost \$105.00, per permit, plus HST, as the regular selling price all season.”

“Be it moved that the 2021 NBFSC’s Antique Trail Permit cost \$60.00, per permit, plus HST, as the regular selling price all season. “

“Be it moved that the 2021 NBFSC’s Family (3rd, 4th, etc...) Trail Permit and 400cc Snowmobile Trail Permit cost \$105.00 per permit, plus HST, as the regular selling price all season. “

“Be it moved that the 2021 NBFSC’s Late Season Trail Permit cost \$185.00 per permit, plus HST, as a late-season incentive selling price after December 15th 2020, for those who have purchased a snowmobile at an authorized dealership – available through the NBFSC office only. “

“Be it moved that the 2021 NBFSC’s Replacement Trail Permit cost \$20.00 per permit, HST included, as the regular selling price for the complete season. “

“Be it moved that the 2021 NBFSC’s :

One-Day Trail Permit cost \$40.00 per permit

Two-Day Trail Permit cost \$60.00 per permit

Three-Day Trail Permit cost \$80.00 per permit

Four-Day Trail Permit cost \$100.00 per permit

Five-Day Trail Permit cost \$120.00 per permit

Six-Day Trail Permit cost \$140.00 per permit

Seven -Day Trail Permit cost \$160.00 per permit

All prices are HST included, for the complete season.”

Replies were received by 30 of 49 clubs, YAY votes = 104, NAY votes = 0

Motion Accepted.

Call for a vote to accept the 2020-2021 Operating Budget (previously distributed to clubs) was sent out by email on April 6, 2020.

Moved by Brad Mann, Club # 12 and seconded by Denis Banville, Club # 33:

“Be it moved that the proposed NBFSC 2020-2021 Operating Budget be approved as distributed to clubs.”

Replies were received by 32 of 49 clubs, YAY votes = 117, NAY votes = 1 club/3 votes

Motion Accepted.

The four Zones that needed to have Director elections this year were Zones 2, 4, 6 & 8. A call for nominations was first sent out to each zone on April 3, 2020, a second call for nominations was sent out on April 13, 2020 and a third call for nominations was sent out on April 17, 2020. Having only one nomination for each Zone, there was no need for a vote. The new 2020-2021

Directors for each Zone are:

Zone 2 – Brad Mann

Zone 4 – Greg Grant

Zone 6 – Paul Robichaud

Zone 8 – Steve George

On April 22, 2020, the NBFSC Board of Directors had a teleconference to vote in the Executive Officers. John Clark CPA was the scrutineer of the votes, which were all sent directly to him by email. The new 2020-2021 Executive Officers of the NBFSC are:

President – Dave Garland

Vice President – Ronald Lantaigne

Treasurer – Greg Grant

Secretary – Sandy Young

2020 Awards

The 2020 Wallace Conny Initiative Award is awarded to Alyre Marquis of the Serpentine Lodge. The 2020 Howard Doucet Volunteer of the Year Award recipient is Bruce Cail of the Rexton Snowmobile Club.

The 2020 Groomer Operator of the Year Award recipient is Dominique Paulin of the Club Motoneige Nord Est.

The 2020 Snowmobile Dealer of the Year Award is awarded to Hawkins Equipment Ltd.

The 2020 Robert J. Walsh Club of the Year Award is awarded to Club 73 – Southwest Snowmobilers Inc.

Our warmest congratulations to all awards recipients and appreciation for all that you do in support of organized snowmobiling in New Brunswick.

This concludes the business of the 2020 AGM. The 2021 AGM will be held on May 2, 2021 at the Rodd River Resort in Miramichi.

Submitted By:
Paul J. Robichaud
NBFSC Secretary

DRAFT

The New Brunswick Federation of Snowmobile Clubs Inc.
MEMBER CLUBS ACCEPTED OPERATING BUDGET
2020-2021

05.03.2020

2020-2021

INCOME

TRAIL PERMITS

Seasonal Permit Sales (8000 @ \$185.00)	\$	1,480,000.00	54.32%
Seasonal Permit Sales (1000 @ \$265.00)	\$	265,000.00	9.73%
Classic Permit Sales (3000 @ \$105.00)	\$	315,000.00	11.56%
Antique Permit Sales (1000 @ \$60.00)	\$	60,000.00	2.20%
Daily Permit Sales (2500 @ \$40.00)	\$	100,000.00	3.67%
Subtotal Trail Permits	\$	<u>2,220,000.00</u>	81.48%

REGISTRATIONS

Trail Management Trust Fund- (16,500 @ \$25.00)	\$	412,500.00	15.14%
Subtotal Registrations	\$	<u>412,500.00</u>	15.14%

OTHER

Corporate Partnerships	\$	40,000.00	1.47%
Annual Lottery	\$	25,000.00	0.92%
Annual Dues	\$	-	0.00%
Interest Income	\$	10,000.00	0.37%
Insurance - D&O Liability	\$	2,500.00	0.09%
Amortization	\$	14,736.00	0.54%
Subtotal Other	\$	<u>92,236.00</u>	3.39%

TOTAL REVENUES

\$ 2,724,736.00 100.00%

EXPENSES

ADMINISTRATIVE

Staff Payroll	\$	232,596.05	8.54%
Staff Payroll Expenses	\$	65,126.89	2.39%
Office Insurance & Supplies	\$	14,000.00	0.51%
Office Capital Purchase	\$	1,500.00	0.06%
Office Rent, Security & NBEP	\$	15,000.00	0.55%
Office Telephone / Cell / Internet / Website	\$	12,500.00	0.46%
Office Postage / Courier	\$	10,000.00	0.37%
Subtotal Administrative	\$	<u>350,722.94</u>	12.87%

CLUB OPERATIONS

SEASON START UP

Trail Permits	\$	42,000.00	1.54%
CGL Trail / Landowner Insurance	\$	110,000.00	4.04%
Groomer Fleet Insurance	\$	26,000.00	0.95%
Insurance - D&O Liability	\$	2,500.00	0.09%
Gov., Rail, Industrial & Freehold Leases	\$	25,000.00	0.92%
Subtotal Club Start Up	\$	<u>205,500.00</u>	7.54%

CLUB EXPENSES - NECESSARY

Service New Brunswick	\$	55,000.00	2.02%
GIS Tracking System	\$	40,000.00	1.47%

**The New Brunswick Federation of Snowmobile Clubs Inc.
MEMBER CLUBS ACCEPTED OPERATING BUDGET**

2020-2021

05.03.2020

2020-2021

GIS- Paper Maps and Online Maps	\$	22,000.00	0.81%
Annual General Meeting	\$	18,500.00	0.68%
Professional / Legal / Translation	\$	30,000.00	1.10%
Payouts - Membership & Grooming (Dec/ Feb/ Oct)	\$	1,427,041.06	52.37%
Payouts - Grooming Only May	\$	-	0.00%
Payouts - Registrations June	\$	247,500.00	9.08%
Depreciation	\$	38,472.00	1.41%
Subtotal Club-Necessary	\$	<u>1,878,513.06</u>	68.94%

CLUB EXPENSES - DISCRETIONARY

Board of Directors Meetings	\$	15,000.00	0.55%
Directors and President's Travel	\$	8,000.00	0.29%
Board of Directors Committees	\$	5,000.00	0.18%
General Manager's Travel	\$	4,000.00	0.15%
Trail Manager's Travel	\$	9,000.00	0.33%
Christmas Mtns Trails	\$	3,500.00	0.13%
Government Relations	\$	4,000.00	0.15%
Annual Report	\$	5,000.00	0.18%
Annual Lottery	\$	19,000.00	0.70%
Corporate Partnerships	\$	15,000.00	0.55%
Survey Meetings	\$	4,000.00	0.15%
Spring & Autumn Zone Meetings	\$	7,000.00	0.26%
Snowmobiles and Trailer - Travel	\$	8,000.00	0.29%
Snowmobile & Trailer Procurement	\$	-	0.00%
Signage Training	\$	5,000.00	0.18%
Groomer Operator Training	\$	-	0.00%
Groomer Display Manufacturers	\$	-	0.00%
Trail Checks	\$	8,000.00	0.29%
			0.00%
Trail Counters / Travel / Maintenance	\$	5,000.00	0.18%
Presidents Ride	\$	13,000.00	0.48%
Go Snowmobiling Rides / Federal / Provincial	\$	7,000.00	0.26%
International Snowmobile Congress	\$	10,000.00	0.37%
Reward Program	\$	24,500.00	0.90%
Government Matching Programs	\$	50,000.00	1.84%
Youth Operator Training	\$	10,000.00	0.37%
Provincial Trail Bridges Study	\$	25,000.00	0.92%
Trail Permit Online Study	\$	20,000.00	0.73%
Education & Awareness Programs	\$	-	0.00%
Industry Association (CCSO - TIANB - NE Chapter)	\$	6,000.00	0.22%
Subtotal Club Discretionary	\$	<u>290,000.00</u>	10.64%

TOTAL EXPENSES	\$	<u>2,724,736.00</u>	100.00%
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Net Surplus/(Deficit) for the Year	\$	<u>-</u>
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The New Brunswick Federation
of Snowmobile Clubs

www.nbfsc.com

La Fédération des Clubs
de Motoneige du Nouveau-Brunswick

147, chemin Houlton Road | Unit/Unité B | Woodstock, NB E7M 1Y4

Tel: 506.325.2625 | Fax: 506.325.2627 | Email: info@nbfsc.com

May 8, 2020

To: NBFSC Member Clubs
Re: Trail Permit Prices for 2020-2021

At the Annual General Meeting, conducted electronically in April of 2020, club delegates voted on and adopted the following price structure for Trail Permits for the 2020-2021 season: (Pending approval of the Minister of Tourism)

Permit Type	Price on or before Dec. 15/20	Price after Dec. 15/20
Seasonal	\$185.00 before HST	\$265.00 before HST
Dealer	\$185.00 before HST	\$265.00 before HST
Late Season	N/A	\$185.00 before HST
Antique	\$60.00 before HST	\$60.00 before HST
Classic	\$105.00 before HST	\$105.00 before HST
Family 1 & 2	\$185.00 each before HST	\$265.00 each before HST
Family 3, 4, etc...	\$105.00 each before HST	\$105.00 each before HST
200 CC	\$105.00 each before HST	\$105.00 each before HST
Replacement	\$20.00 – HST included	\$20.00 – HST included
One-Day	\$40.00 – HST included	\$40.00 – HST included
Two-Day	\$60.00 – HST included	\$60.00 – HST included
Three-Day	\$80.00 – HST included	\$80.00 – HST included
Four-Day	\$100.00 – HST included	\$100.00 – HST included
Five-Day	\$120.00 – HST included	\$120.00 – HST included
Six-Day	\$140.00 – HST included	\$140.00 – HST included
Seven-Day	\$160.00 – HST included	\$160.00 – HST included

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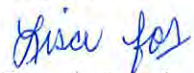
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If you have any questions about these permits or the price structure, please feel free to contact the office.

Regards,



Ross Antworth

General Manager

The New Brunswick Federation of Snowmobile Clubs Inc.



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April 6, 2020

Dear Clubs,

We are writing to share with you some important updates within our NBFSC operating policies around the purchase and sales of all future and current trail groomers in our fleet.

In June of 2019 an internal policy around groomer sales was created and adopted by the provincial Board of Directors (BOD) of the NBFSC. Moving forward the BOD will determine the approval of all purchases and/or sales of any trail groomer. The NBFSC BOD's will also determine what equipment qualifies as a Trail Groomer or Drag.

How it works?

In short the provincial BOD at one of their monthly meetings must authorize the purchase/sale of a clubs trail groomer so it can receive a financial grant (if available), be recognized on the NBFSC groomer inventory list, the NBFSC groomer funding list, covered under our fleet insurance and be credited for hours groomed by way of our GPS units.

To help us help you we would ask that when and if one of our 49 NBFSC member clubs request a quote/estimate on the purchase or sale of a trail groomer that you advise our NBFSC provincial Trail Manager, Kyle Good immediately.

We also want to take this opportunity to thank you for your commitment and assistance you have given our member clubs.

If you have any questions, comments or concerns you wish to share please reach us at any time.

Regards,

Kyle Good
Trail Manager

The New Brunswick Federation of Snowmobile Clubs Inc.



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NBFSC President's Message

May, 2020

Fellow Snowmobilers & Stakeholders,

As the 15th President of the NBFSC, I am pleased to lead and navigate our team through these unprecedented times. We, the board understand and respect the tireless efforts of being a "Volunteer Organisation". Those that clear trails, groom trails, sit on club boards etc. are who make this all possible.

We also ask that all member clubs and snowmobilers adhere to forthcoming guidelines or recommendations (if any) pertaining to the recovery from COVID-19. These challenges ahead will be met with success as we team together.

Snowmobiling is an economic stimulus to many businesses and communities. According to the Canadian Outdoor Recreational Round Table in a letter dated April 24, 2020 it was pronounced, "*The collective outdoor recreational industry is conservatively estimated to produce \$24.6 billion in economic activity for Canada each year generating an estimated 472,713 direct jobs, \$7.1 billion in taxes & \$52.1 billion in total revenues*".

So where do we fit in? The NBFSC delivered. Past President Scott Ralston achieved his goal: 2019 Snowmobile Economic Impact Study (available on our website) "*The verifiable results states there is an annual \$90.5 million worth of economic and volunteer value in New Brunswick*" from snowmobiling.

We, the NBFSC will continue to work with and lobby governments at all levels on behalf of our permit holders and stakeholders in our industry.

We are very fortunate to have access to public (crown) lands and must respect the privilege of crossing privately held property and our privileged access to industrial freehold lands in New Brunswick as well.

We are a healthy alternative for winter activities while promoting social interaction, family fun and stress relief.

I welcome all readers of this message to come to New Brunswick and ride over 8000 kilometers of managed trails and experience our exceptional trail signage while enjoying our Province's hospitality and Tourism.

Stay safe,

Dave Garland, NBFSC President



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N.B.F.S.C. DIRECTORS 2020-2021

<p>N.B.F.S.C. President – Dave Garland 2401 Rte. 132 Greater Lakeburn, NB E1H 1Z7 Tel 850-3415 Email : garlands@nb.aibn.com</p>	
<p>Director, Zone 1 Mario Levasseur 11 rue Denis St-Jacques, NB E7B 1E9 Tel / Fax : 740-7612 Email : <a href="mailto:mariolevasseur@greyrockmotospo-
rts.com">mariolevasseur@greyrockmotospo- rts.com</p>	<p>Director, Zone 2 Brad Mann 21 Baseline Rd. Glen Levit, NB, E3N 4X4 Tel 760-1960 Email : bradmenn35@hotmail.com</p>
<p>Director, Zone 3 / Vice President Ronald Lanteigne 56 rue Mazerole Caraquet, NB E1W 1B6 Tel 724-0640 Email : ronlant@nb.sympatico.ca</p>	<p>Director, Zone 4 / N.B.F.S.C. Treasurer Greg Grant 259 Route 555 Bedell, NB E7M 4M7 Tel 328-7535 Email : greg.grant@rogers.com</p>
<p>Director, Zone 5 Marc Hannan 1265 Johnson Ave. Bathurst, NB E2A 3T4 Tel 544-5445 Email: hanns@nbnet.nb.ca</p>	<p>Director, Zone 6 Paul J. Robichaud 151 Coates Mills South Rd Ste Marie de Kent, NB E4S 1P2 Tel 743-1999 Email : jprobichaud@me.com</p>

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N.B.F.S.C. DIRECTORS 2020-2021 cont.

<p>Director, Zone 7</p> <p>Jim Connors 20 Grenville Lane Saint John, NB E2M 7M7 Tel 721-1848 Email: james.connors@gnb.ca</p>		<p>Director, Zone 8</p> <p>Steven George 48 Aldridge Dr. Quispamsis, NB E2E 6G2 Tel 643-0476 Email: sgeorge106@gmail.com</p>
<p>N.B.F.S.C. Secretary</p> <p>Sandy Young 20 Pine Point Dr. Boundary Creek, NB E1G 0J5 Tel 863-3913 Email : youngsandy52@gmail.com</p>		<p>N.B.F.S.C. Past President</p> <p>Scott Ralston 108 Culbert Dr. Woodstock, NB E7M 1N9 Tel 328-3365 Email : scott.b.ralston@gmail.com</p>

May, 2020

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PERSONNEL

ROSS ANTWORTH
GENERAL MANAGER

JANICE BRAGDON
OFFICE MANAGER

KYLE GOOD
TRAIL MANAGER

LISA MACDOUGALL
ADMINISTRATIVE ASSISTANT

As of May, 2020

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