



A Volunteer Organization
Une organisation bénévole



2017

ANNUAL REPORT

CORPORATE PARTNERSHIP 2017

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 8202 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 thirty six (36) 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 2018 Partners)

EXCLUSIVE PARTNER



NB DEALERS

NB DEALERS

LEVEL 1



LEVEL 2



LEVEL 3



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.



NBFSC ANNUAL REPORT PRESIDENT'S MESSAGE JUNE - 2017

The winter of 2017 was my second year that I have had the privilege of serving as the President of the New Brunswick Federation of Snowmobile Clubs (NBFSC), "A Volunteer Organization." I am pleased to present on behalf of the NBFSC Directors, the 50 Member Clubs & staff our second NBFSC Annual Report for the winter tourism season concluded as of June 30th, 2017.

Our first Annual Report in 2016 was received by close to two hundred partners and the positive reaction, supportive comments and praise were very gratifying. The NBFSC has grown tremendously; just in the time from when I began as a Club President and then joined the NBFSC Board some 10 plus years ago till now. It was when I began to serve as President and to attend National as well as International meetings, representing the NBFSC that I truly began to understand how good we have it here in New Brunswick.

First, we still have winter! N.B. winters enable us to provide trails and off trail experiences while other jurisdictions in North America are

in jeopardy. We have awesome volunteers and clubs. Our 50 clubs continue to provide the Province with a winter tourism sector measured in the millions of dollars of impacts. We have loyal & passionate Corporate Partners; 2017 was our largest season ever & 2018 looks to be ahead of this pace - see the inside front cover of this Annual Report. We have had Provincial and Federal Government representatives who "get it". Finally, our NBFSC Staff now have over 70 years of experience in this business amongst them.

Thank you to everyone, because of you, the NBFSC is a recognized leader in this industry.

This 2017 NBFSC Annual Report is to be shared; prepared for our 50-member clubs and their volunteers and supporters, prepared for any NBFSC Trail Permit holder, prepared for our multiple Corporate Partners and to be distributed amongst the numerous departments and relationships with our Federal and Provincial Governments.

Kindest Regards,

Brad Mann, President, "A Volunteer Organization"





EXCERPTS FROM FINANCIAL OPERATIONS

REVENUE	BUDGET	ACTUAL 2017	PERCENTAGE
Trail Permits (11 types)	\$1,897,500.00	\$2,298,520.00	60%
License/Registration Rebate	\$412,500.00	\$440,102.00	12%
Trail Groomer Grants	\$-	\$780,000.00	20%
Corporate Partnerships	\$70,000.00	\$152,700.00	4%
Provincial Lottery	\$25,000.00	\$29,670.00	1%
Interest Earnings	\$3,000.00	\$2,372.00	0%
Member Club Dues	\$10,400.00	\$10,000.00	1%
Signage	\$-	\$49,994.00	1%
Balance of Revenues	\$4,984.00	\$47,612.00	1%
	\$2,423,384.00	\$3,810,970.00	100%

EXPENSES	BUDGET	ACTUAL 2017	PERCENTAGE
Club Payouts (for Grooming & Signage)	\$1,459,533.00	\$1,711,992.00	48%
Club's Groomer Grants	\$-	\$780,000.00	22%
Club's Office Expenses & Staffing	\$309,395.00	\$314,953.00	9%
Club's Insurances Trail & Groomer Liability	\$123,000.00	\$126,597.00	4%
Club's Trail Signage & Training	\$7,900.00	\$64,982.00	2%
Club's Trail Permits & Service NB	\$77,000.00	\$86,830.00	2%
Club, Board, Gouvernement & Association Meetings	\$91,200.00	\$113,304.00	3%
Club's Maps & GIS Tracking	\$60,000.00	\$52,431.00	1%
Club's Corporate Partnerships	\$27,500.00	\$42,343.00	1%
Club's Reward Program	\$25,500.00	\$25,500.00	1%
Club's Land Leases	\$16,000.00	\$23,457.00	1%
Club's Lottery	\$15,000.00	\$34,492.00	1%
Club's Audit, Legal & Translation	\$33,000.00	\$18,045.00	0%
Mount Carleton Future Operations	\$25,000.00	\$25,000.00	1%
Clubs-Special Projects	\$100,000.00	\$24,331.86	1%
Balance of Expenses	\$53,356.00	\$97,006.14	3%
	\$2,423,384.00	\$3,541,264.00	100%

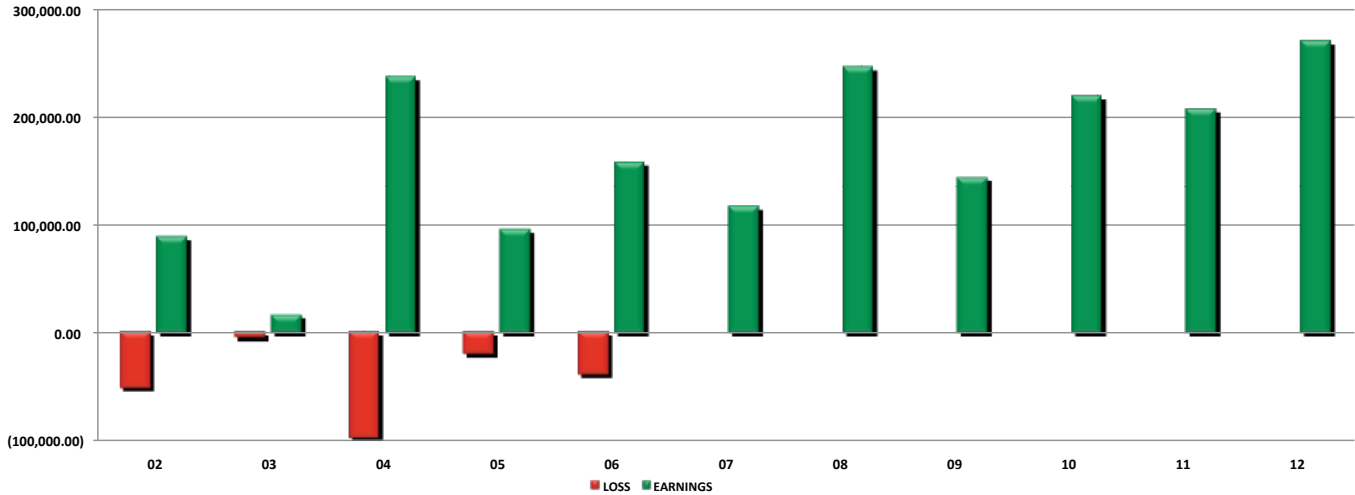


NBFSC ANNUAL EARNINGS OR LOSS

EXCERPTS FROM FINANCIAL OPERATIONS



NBFSC RETAINED EARNINGS 2002-2017



YEAR	LOSS	EARNINGS
02	(51,739.00)	
03		88,975.00
04	(5,623.00)	
05	(96,686.00)	
06		16,869.00
07		236,742.00
08	(20,704.00)	
09		95,667.00
10	(39,429.00)	
11		158,009.00
12		116,965.00
13		245,829.00
14		143,908.00
15		219,098.00
16		207,077.00
17		269,706.00



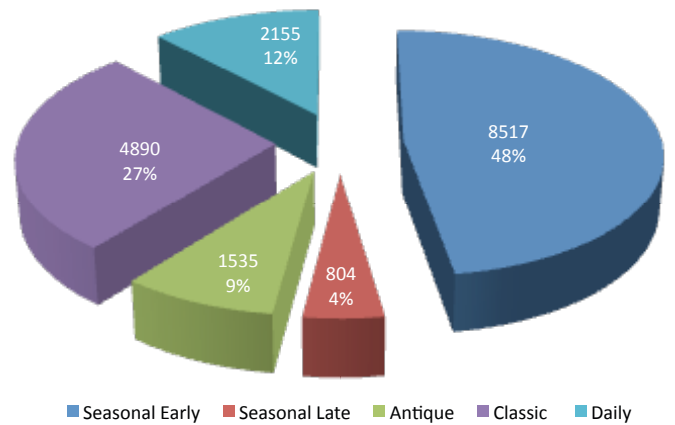
NBFSC YEAR END REPORT, TRAIL PERMIT HISTORY

- **2017**; Trail Permits and registrations are the primary funding source of the current 8202 km of snowmobile trails in New Brunswick; generating approximately 72% of all revenue collected.
- **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

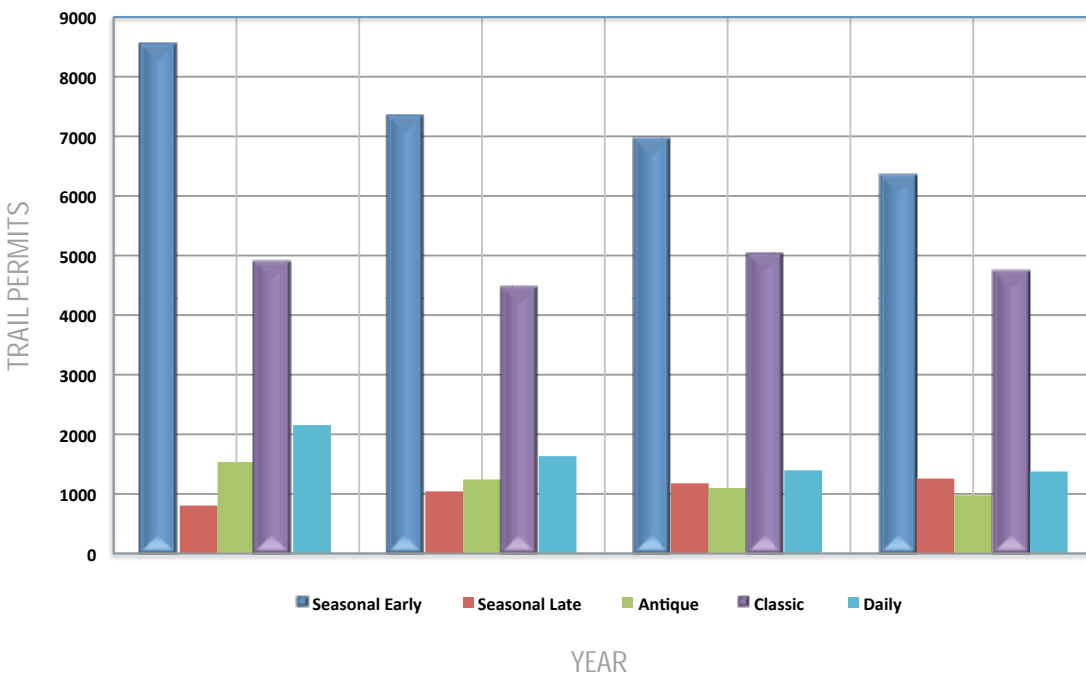
versions through either their snowmobile registrations or snowmobile permits to recognize older snowmobiles on the trails; this all began in New Brunswick.

- With the introduction of 4 new Trail Permits in 2007, the NBFSC offers more individual types of snowmobile Trail Permits than any one other single Province or State in North America; there are now eleven (11) types for sale.

2017 TRAIL PERMIT SALES



TRAIL PERMIT SALES 2014-2017



IN 2017.....

The Seasonal Trail Permit's regular price was \$245.00 (before HST) and the early-season price was \$175.00 (before HST).

The Early-season Trail Permits were 48% of all permits sales and regular season Trail Permits were 4% of all permits sales.

The Classic Trail Permits were 27% of all permits sales.

The Antique Trail Permits were 9% of all permits sales.



2017 CANADIAN TIRE

President's Ride "Moose Valley"



The 2017 Annual NBFSC President's Ride was hosted by the New Brunswick Canadian Tire dealers and the NBFSC. The N.B. Canadian Tire dealers - 19 owners - came on board as the NBFSC's Exclusive Corporate Partner in 2017 for the next 3-seasons including their title sponsorship of the annual NBFSC President's Ride.

The ride began in Edmundston NB, riding trails to the 'Moose Valley' region on the weekend of February 3- 5, 2017. A number of our Zone 1 clubs hosted Presidents, volunteers and guests from all over New Brunswick.

NBFSC Local Trail #'s 133, 138, 135 and 150, all lead into the wilderness of this superior snowbelt north east of Edmundston. NBFSC Provincial Trail #17 still leads directly to the "centre" of the "Moose Valley" region and unofficial home of Club #76, Club des motoneigistes de la Riviere Verte. At the Moose Valley Sporting Lodge the riders were treated to a warm stop and free fuel. Then on to the clubhouse of member club, Club des Motoneigistes du Nord.

The NBFSC Corporate Partner Best Western in Edmundston, GM, Marc Michaud was our host hotel for the entire weekend, including a dinner on Saturday evening. Greetings and gratitude were brought forward by President, Brad Mann. Corporate partners recognized were Lee Blanchette of Moose Valley Sporting Lodge, Marc Michaud of Best Western, the four Snowmobile OEMS and Extreme Torque Motorsports (Ski-Doo), City Argo Motorsports (Ski-Doo), Hawkins Equipment (Polaris), Patterson's Equipment (Arctic Cat) and West End Sports (Yamaha) for the use of their snowmobiles. Greetings were capped by Mr. Pierre Girard, owner of the Canadian Tire in Athoville, NB who spoke on behalf of the Canadian Tire dealers in NB. He stated they were proud to be the NBFSC Exclusive Partner and prouder of the work of the volunteers of the Federation.

"Thank you to the Federation's Corporate Partners and those who took the time to participate in the volunteer's weekend. A final and very special thank you goes out to the volunteers and Groomer operators of the Club Motoneige ASNO, Club des Motoneigistes du Nord and Club des motoneigistes de la Riviere Verte for the trails that everyone enjoyed."



NBFSC ANNUAL GENERAL MEETING, APRIL 2017

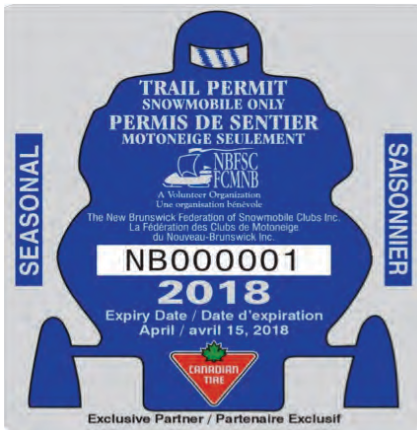


At the end of each snowmobile-winter tourism season the volunteers of the 50-member clubs of the NBFSC hold their Annual General Meeting (AGM). The 2017 NBFSC AGM took place in Miramichi at Corporate Partner and host Rodd Miramichi River Resort April 29-30, 2017.

The Club's AGM is primarily about planning for the coming winter tourism season; 2018. Below are some of the events and decisions.

The NBFSC's Guest speaker at the 2017 AGM was The Hon. John Ames, Minister of Tourism, Heritage & Culture. Minister Ames spoke to the delegates by acknowledging his desire to go snowmobiling with the Federation in the coming season. Minister Ames mentioned various tourist destinations within our province, which have been highlighted by media publications. He acknowledged how important snowmobiling is to winter tourism. Minister Ames noted the initiatives his department is undertaking to promote winter tourism. He highlighted the future opening of the MCCM project, which will attract snowmobilers to an expanded Northern Odyssey experience, in an extended winter snowmobiling season. Minister Ames then announced his government's commitment for \$330,000 in continued groomer funding to the NBFSC, for the coming season. He thanked the NBFSC for its continued advancement of snowmobiling in the province of New Brunswick.





The 2018 Trail Permit prices were established by the volunteer club's delegates. All Trail Permit types and their corresponding cost will be published on the NBFSC website. Your 2018 Trail Permits; Seasonal, Classic, Antique and Family will be available at Service New Brunswick outlets Tuesday October 10th, 2017. As always, non-residents may purchase their Seasonal Trail Permits from their favorite snowmobile club and all Daily Trail Permits are also available from clubs and tourist locations.



The NBFSC's 2017 Annual Award Winners

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

- Howard Doucet (Volunteer of the Year) Memorial Award:
Richard Beale / Sackville Snowdrifters
- NBFSC Groomer Operator of the Year Award:
Clinton Wallace / Millville Snowhawks
- NBFSC Snowmobile Dealer of the Year Award:
Patterson Sales & Service - Arctic Cat & Polaris - Miramichi
- Wallace Kenny Initiative Award:
Yves Cormier/Club des Motoneigistes de la Riviere Verte

2017 Election - Board of Directors and Officers

The 2017 AGM concluded with the election of a new NBFSC Board of Directors, for 2018. Volunteer Directors from Zones 1, and 3 returned. The Zone 1 Clubs, elected Guy Landry from ASNO, and Zone 3 Clubs elected Ronald Lanteigne of the Club Motoneige Nord-Est.

- Zone 1 Director - Guy Landry
- Zone 2 Director - Lynn Mann
- Zone 3 Director - Ronald Lanteigne
- Zone 4 Director - Scott Ralston
- Zone 5 Director - Marc Hannan
- Zone 6 Director - Marcel Richard
- Zone 7 Director - Jim Connors
- Zone 8 Director - Dave Garland

The NBFSC's Officers for 2018, elected by the Board of Directors are:

- President, Brad Mann**
- Vice-President, Scott Ralston**
- Secretary, Paul Robichaud**
- Treasurer, Dave Garland**



NBFSC

GROOMING HISTORY

There are seventy-three (73) Trail Groomers in the NBFSC, owned collectively by the volunteers of the 50 Member Clubs.

33 Clubs own 1 Trail Groomer / Drag, or 66%.
 12 Clubs own 2 Trail Groomers / Drags or 24%.
 4 Clubs own 3 Trail Groomers / Drags or 8%.
 1 Club owns 4 Trail Groomers / Drags or 2%.

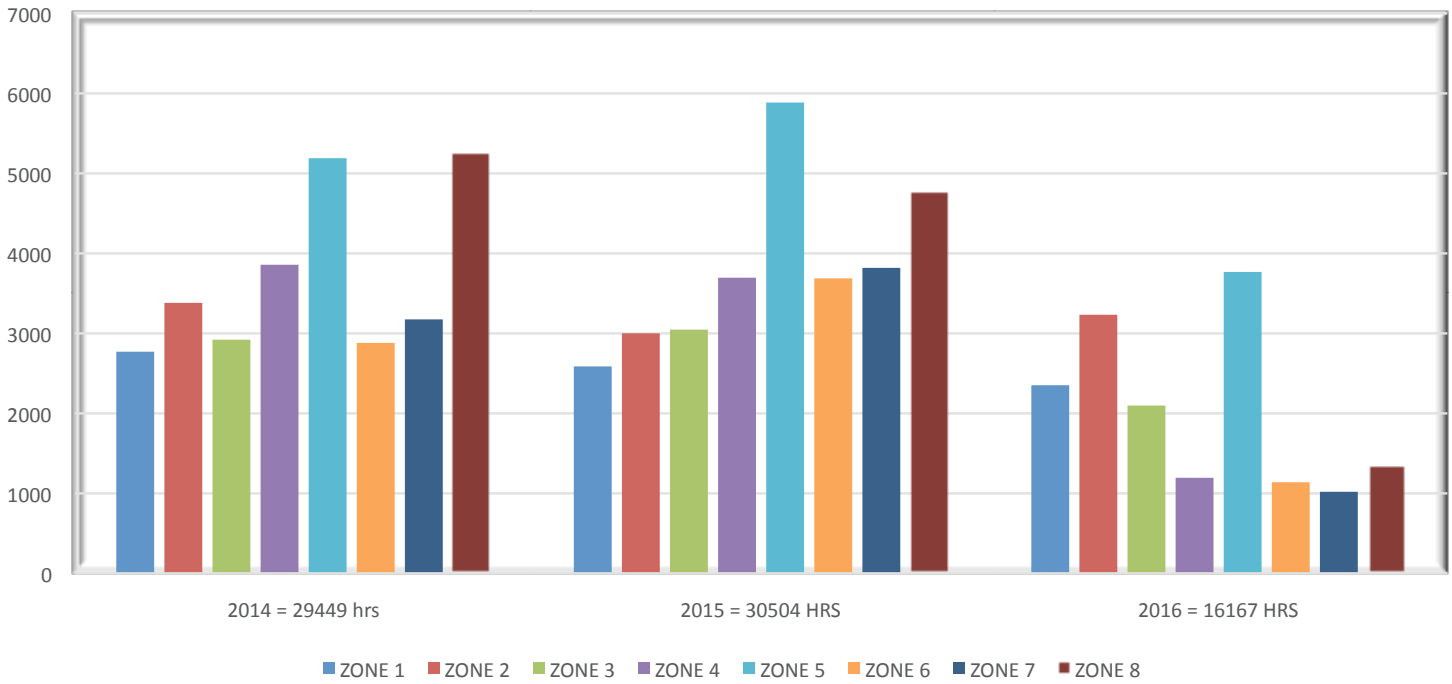
In 1993 when Trail Permits were first introduced as a voluntary user-pay system, the cost before taxes of a 'new' Trail Groomer and Drag was approximately \$ 100,000 per unit; in 2017, the cost before taxes of a 'new' Trail Groomer and Drag is approximately \$240,000.00 per unit.

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

30,504 hours is the single season highest number of grooming hours ever recorded since 1996, in the 2014-2015 season.

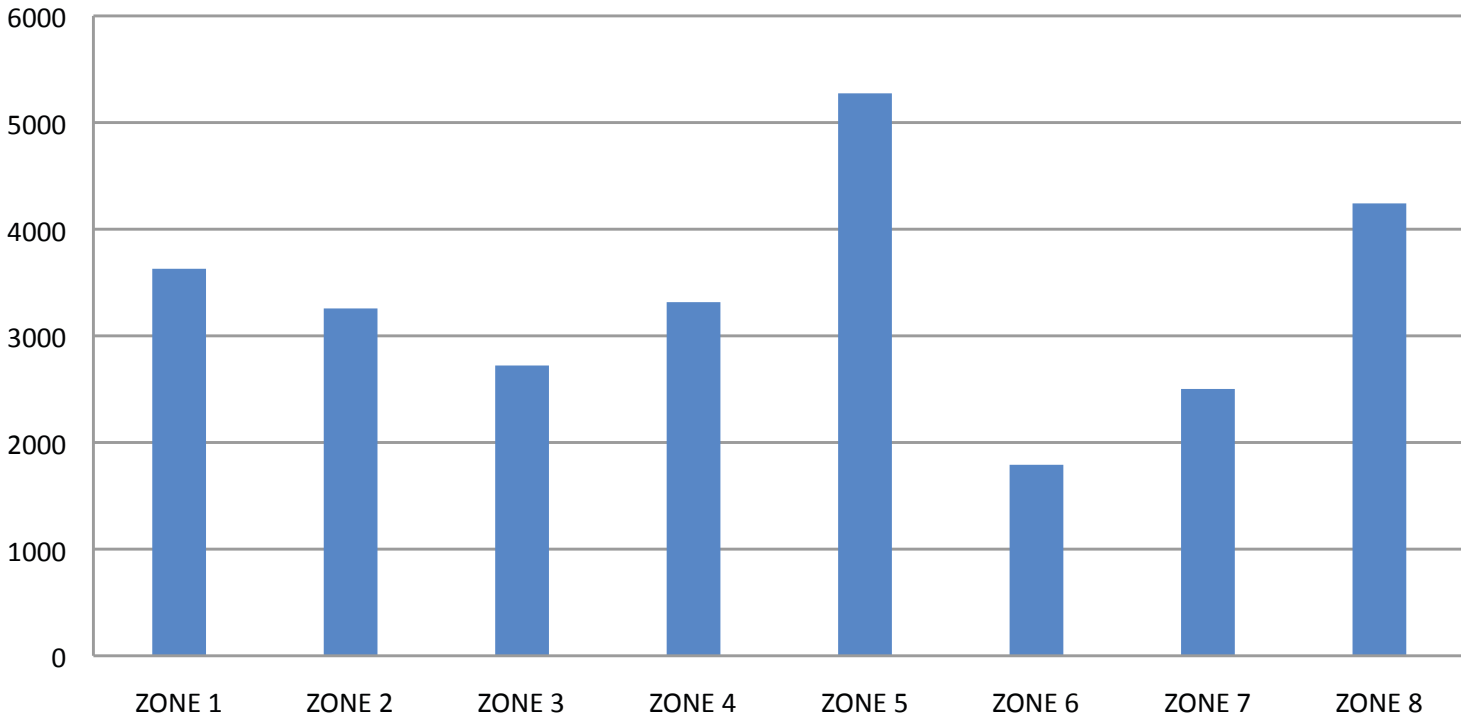


2014-2016 GROOMING HOURS BY ZONE



GROOMING HOURS 2017

26733 HRS



NBFSC'S 2017

FEDERAL "GO SNOWMOBILING RIDES"



New, in 2017 the NBFSC hosted two Federal 'Go Snowmobiling Rides'. New Brunswick is the first Federation in Canada to host a Federal Go Snowmobiling Ride. On two dates, we were pleased to host four of New Brunswick's 10 M.P.'s. We were also thrilled to host an M.P. from Quebec, Mr. Remi Masse, member for Avignon-La Mitis-Matane-Matapedia, a colleague of NB M.P. for Madawaska Restigouche, Rene Arseneault.

Our host for the first Federal Ride on March 2nd was M.P., Rene Arseneault member for Madawaska-Restigouche with tremendous assistance from Club Restigouche Timber Trails and their new Relais at St. Maure. All riders & guests were hosted from St. Maure on NBFSC Trail #22, south of Balmoral, NB.

Our second Federal Ride was on March 16th with some new guests. With the day's backdrop beginning from the Auberge Atlantic Host Inn, we rode the trails of our Club Motoneige Chaleur & Nepisiguit Sports Lodge with stops at Corporate Partners, Auberge Ressources Inn (Sugar Shack) & Rogers Lake Lodge. The day's ride before returning to Bathurst attended Nepisiguit's weekly dinner at the Lodge.

Our guests were the Hon. Dominic LeBlanc, member for Beausejour, MP Rene Arseneault,

MP Alaina Lockhart, member for Fundy Royal, MP T.J. Harvey, member for Tobique Mactaquac and Mr. Jacques Pinet, CEO of the NB Jobs Board Secretariat.

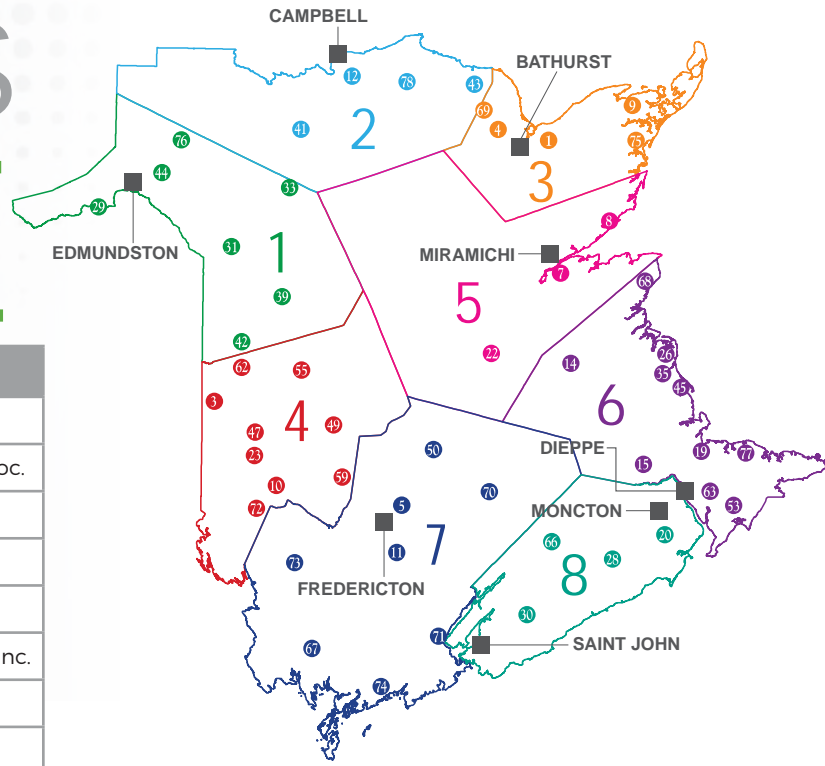
The NBFSC's "Go Snowmobiling Ride" has been in place for over a decade now, and does not happen without the broad support of multiple partners & friends.

The International Snowmobile Manufacturer's Snowmobile Association (ISMA) developed the 'Take a Friend' concept in the past decade 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.

The NBFSC would also like to thank some of our gracious Corporate Partners who we rely upon to host these events. Atlantic Host Inn (Keith), Auberge Ressources Inn, a.k.a. the Sugar Shack (Michel & Yvette), Rogers Lake Lodge (Westley & partners), West End Sports, Yamaha Dealer (Guy), Patterson's Equipment (Bob), Arctic Cat & Polaris dealer. City Argo - Ski-Doo dealer (Mark & Kim), Hi-Tech Motorsports and Extreme Torque Motorsports (Jennifer & Tony) and the Member Club's. Additional support from Arctic Cat, BRP Ski-Doo, Polaris and Yamaha allow us to have snowmobiles for guests each season.



NBFSC CLUBS BY ZONE



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	43	North Shore Snowmobile Club
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

ZONE	CLUB #	CLUB NAME
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 Snowmobile Club
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





NBFSC

TOURISM ECONOMIC IMPACTS UPDATED TO 2014-15

A adjusted to the number of NBFSC trail permits issued in 2014-15, and for current travel and fuel costs, snowmobilers spent nearly \$18M while on out-of-town snowmobile trips during the past season. Non-resident snowmobile tourism spending was estimated at \$5M. Snowmobile tourism provided a total sales volume of \$33M and added an estimated \$8M to provincial GDP. This level of economic activity would sustain an estimated 233 full-time equivalent person years of employment (160 direct & indirect only).

Provincial tax revenues from snowmobile tourism in the 2014-15 season were estimated at \$1.2M.

Total visitor spending while on snowmobile tourism trips	\$17,880,336
Non-resident	\$5,059,992
Total output (gross sales)	\$32,688,077
Direct & Indirect only	\$24,180,775
Value added to provincial GDP	\$12,138,661
Direct & Indirect only	\$8,091,188
Jobs sustained (FTEs)	233
Direct & Indirect only	160
Tax revenues	
Federal	\$1,635,296
Provincial	\$1,213,678
Municipal	\$165,864



SNOWMOBILING BY THE NUMBERS

Canadian Statistics

121,297	Total kilometers of organized snowmobile trails in Canada
250,000+	Number of user-pay memberships/pass/trail permits sold annually in Canada
610,000	Registered snowmobiles in Canada
1.5 Million	Number of family members snowmobiling in Canada
50,752	Total number of new snowmobiles sold in Canada (4.1% increase year over year)
\$8+ Billion	The Canadian economic engine of snowmobiling for the 2013/14 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
42+	Years the CCSO has been providing leadership & support to organized snowmobiling in Canada
729	Snowmobile clubs in Canada managed by Volunteers providing Winter Tourism to rural Canada
12	Provincial or territorial snowmobile organizations in Canada
44	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

8,202	Total kilometers of organized snowmobile trails in New Brunswick
18,192+	Number of user-pay memberships/pass/trail permits sold annually in New Brunswick
17,563	Registered snowmobiles in New Brunswick
\$32.7 Million	The New Brunswick economic engine of snowmobiling for 2015.
\$2+ Million	Individual user pay fees paid by snowmobilers for the rights to membership and organized trail access in New Brunswick
36	Years the NBFSC has been providing leadership & support to organized snowmobiling in New Brunswick
50	Snowmobile clubs in New Brunswick managed by Volunteers providing Winter Tourism.
8	Provincial Zones in New Brunswick





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.

snowiasa.org



NBTCI

The New Brunswick Trails Council Inc. is a non-profit, membership/volunteer organization founded in 1994 that is dedicated to the advancement of the active green trails movement (non-motorized) in New Brunswick.

Its mandate is to work for the betterment of trails throughout New Brunswick and to help Local Trail Sponsors build, maintain, and promote their local trails.

sentiernbtrail.com



RESPECT 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.

RESPECT LANDOWNERS



ANNUAL REPORT

2017

A Volunteer Organization
Une organisation bénévole

