



A Volunteer Organization  
Une organisation bénévole



# 2016

## ANNUAL REPORT

# CORPORATE PARTNERSHIP 2016

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 8133 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 five (35) 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 2017 Corporate 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 – 2016

As President of the New Brunswick Federation of Snowmobile Clubs, “A Volunteer Organization” (NBFSC) I am pleased to present on behalf of the NBFSC Board of Directors, the 50 Member Clubs and staff our very first published Annual Report for the winter tourism season concluded as of June 30th, 2016.

We have grown tremendously since our beginning, officially incorporated in 1982. Thus the NBFSC enters into the 2017 winter tourism season for our 35th Anniversary of organized snowmobiling in New Brunswick.

This 2016 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.

We trust you will find the contents informative, educational and eye opening. Yes, we are very successful and yes, with numerous partnerships and supporting relationships the club volunteers have grown this volunteer organization to be New Brunswick's only measured winter tourism sector at \$32.7 million in tourism impacts annually (end of 2015). If we remove their volunteer hours; minimum of 30,000 hrs annually, there is a financial shortfall.

Collectively the NBFSC and all our partners need to be aware of the fragility of our business while celebrating our success. We trust you will be supportive.

Kindest Regards,

Brad Mann, President, “A Volunteer Organization”





# EXCERPTS FROM FINANCIAL OPERATIONS

REVENUE	BUDGET	ACTUAL 2016	PERCENTAGE
Trail Permits (11 types)	\$1,897,500.00	\$2,066,766.00	65%
License/Registration Rebate	\$412,500.00	\$412,500.00	13%
Trail Groomer Grants	\$-	\$300,000.00	9%
Corporate Partnerships	\$70,000.00	\$125,002.00	4%
National Trails Coalition Grants	\$-	\$99,452.00	3%
Provincial Lottery	\$25,000.00	\$34,132.00	1%
Interest Earnings	\$3,000.00	\$17,691.00	1%
Member Club Dues	\$10,400.00	\$10,200.00	0%
Balance of Revenues	\$4,984.00	\$127,144.00	4%
	\$2,423,384.00	\$3,192,887.00	100%

EXPENSES	BUDGET	ACTUAL 2016	PERCENTAGE
Club Payouts (for Grooming & Signage)	\$1,403,228.00	\$1,545,070.00	52%
Club's Groomer Grants	\$-	\$300,000.00	10%
Club's Office Expenses & Staffing	\$277,800.00	\$291,395.00	10%
Club's National Trails Coalition Grants	\$166,591.00	\$166,591.00	6%
Club's Insurances Trail & Groomer Liability	\$161,700.00	\$119,548.00	4%
Club's Trail Signage & Training	\$6,500.00	\$108,791.00	4%
Club's Trail Permits & Service NB	\$77,000.00	\$75,634.00	3%
Club, Board, Gov. & Association Meetings	\$79,500.00	\$71,366.00	2%
Club's Maps & GIS Tracking	\$50,000.00	\$46,302.00	2%
Club's Corporate Partnerships	\$27,500.00	\$36,749.00	1%
Club's Reward Program	\$26,000.00	\$26,000.00	1%
Club's Land Leases	\$16,000.00	\$20,761.00	1%
Club's Lottery	\$15,000.00	\$30,142.00	1%
Club's Audit, Legal & Translation	\$31,000.00	\$31,944.00	1%
Mount Carleton Future Operations	\$25,000.00	\$25,000.00	1%
Balance of Expenses	\$60,565.00	\$90,517.00	3%
	\$2,423,384.00	\$2,985,810.00	100%

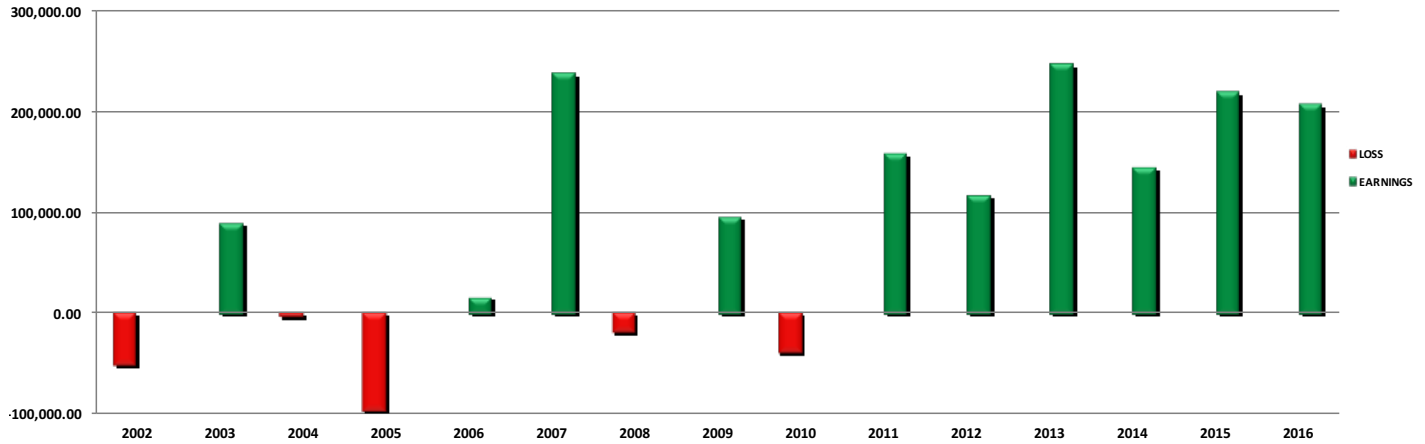


# NBFSC ANNUAL EARNINGS OR LOSS

EXCERPTS FROM FINANCIAL OPERATIONS



## NBFSC RETAINED EARNINGS 2002-2016



YEAR	LOSS	EARNINGS
01-02	-\$51,739.00	
02-03		\$88,975.00
03-04	-\$5,623.00	
04-05	-\$96,686.00	
05-06		\$16,869.00
06-07		\$236,742.00
07-08	-\$20,704.00	
08-09		\$95,667.00
09-10	-\$39,429.00	
10-11		\$158,009.00
11-12		\$116,965.00
12-13		\$245,829.00
13-14		\$143,908.00
14-15		\$219,098.00
15-16		\$207,077.00



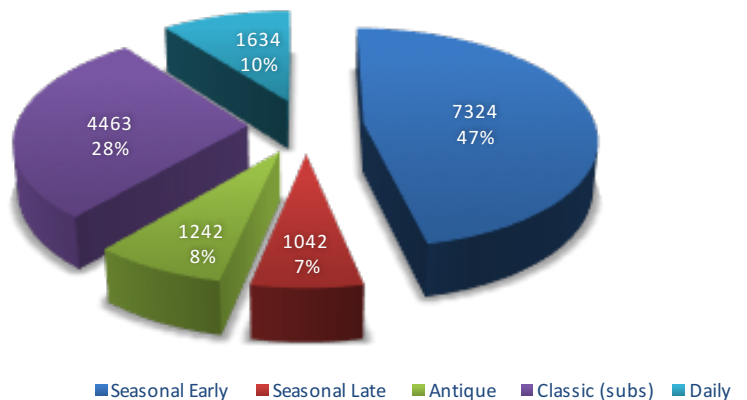
# NBFSC YEAR END REPORT, TRAIL PERMIT HISTORY

- **2016;** Trail Permits and registrations are the primary funding source of the current 8133 km of snowmobile trails in New Brunswick; generating approximately 78% 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

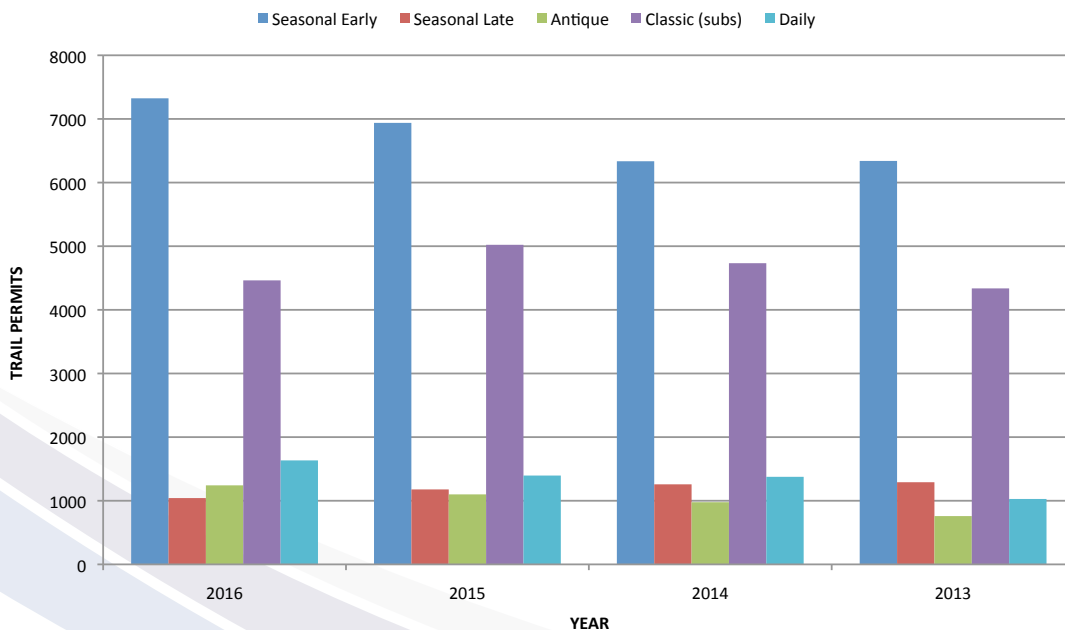
all began in New Brunswick.

- 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.

## 2016 TRAIL PERMIT SALES



## TRAIL PERMIT SALES 2013-2016



## IN 2016.....

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 47% of all permits sales and regular season Trail Permits were 7% of all permits sales.

The Classic Trail Permits were 28% of all permits sales.

The Antique Trail Permits were 8% of all permits sales.



# NBFSC GROOMING HISTORY



There are seventy-five (75) Trail Groomers in the NBFSC, owned collectively by the volunteers of the 50 Member Clubs.

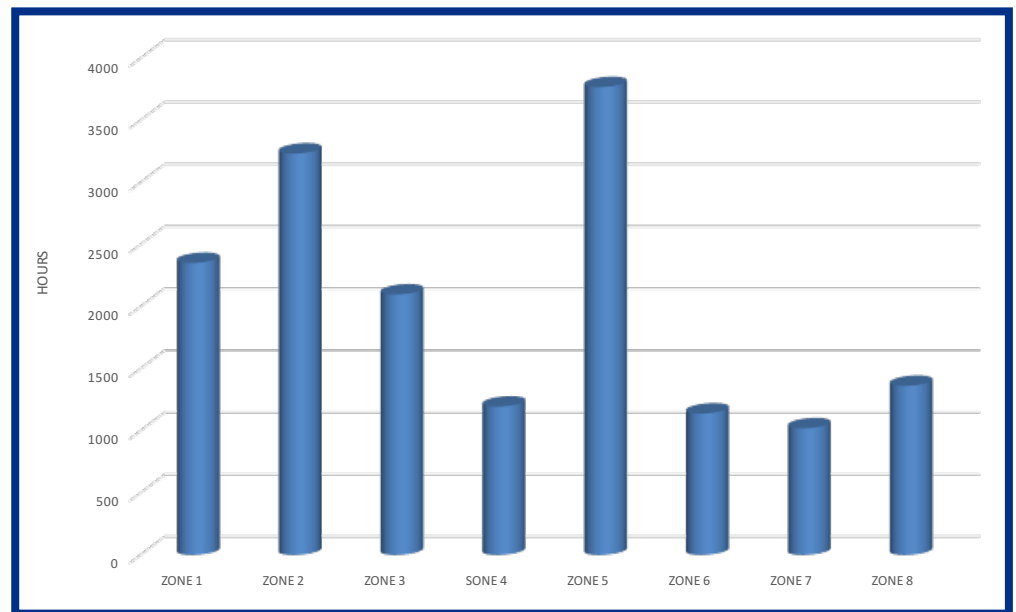
- 30 Clubs own 1 Trail Groomer / Drag, or 60%.
- 15 Clubs own 2 Trail Groomers / Drags or 30%.
- 4 Clubs own 3 Trail Groomers / Drags or 8%.
- 1 Club owns 4 Trail Groomers / Drags or 2%.

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 2016, the cost before taxes of a 'new' Trail Groomer and Drag is approximately \$240,000.00 per unit.

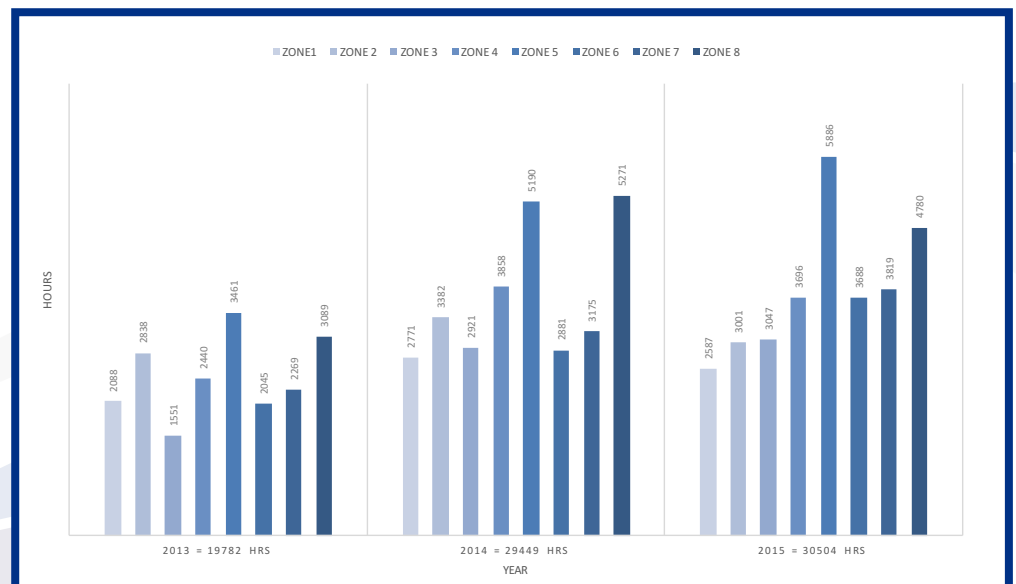
8430 hours is the single season lowest number of grooming hours ever recorded since 1996, in the 2005-2006 season.

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

## 2015-2016 GROOMING HOURS BY ZONE



## GROOMING HOURS 2013-2015





# 2016

## ANNUAL NBFSC PRESIDENT'S RIDE, CAMPBELLTON



The Annual NBFSC President's Ride was hosted from Campbellton, NB, home of NBFSC Zone 2 on the weekend of January 15th to 17th, 2016. A number of trails in this region were the 2016 hosts of Club Presidents, volunteers and guests from all over New Brunswick.

Past NBFSC President, Carl Smidt (1999-2001) created the concept of the Annual President's Ride to honor and thank the many volunteers in each of the member clubs who provide all of us with the NBFSC trails. All of the Club President's are invited to attend each winter, 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 attend, annually.

Member Club Presidents or their designate attending this year's Ride were from Peninsula Acadienne, Caraquet (Nord Est), Moncton (SENBSA), St. Antoine, Rogersville, Fredericton, Perth Andover, Jacquet River (Supervillage) Oromocto, Goshen (Sussex), Grand Falls, Neguac ,Oromocto, Memramcook, Centreville, Woodstock, Chaleur (Bathurst), Hartland (Northern Lights), Saint Louis de Kent, Nackawic, Harvey (Southwest), Saint John (Fundy), St. Quentin, Riviere Verte, Edmundston (ASNO) and Edmundston-(Club

du' Nord). Thus a total of 25 member clubs participated.

Corporate Partner, Quality Inn and Brassiere '1026' at Campbellton were our host for the entire weekend. Proprietor Rodney Harquail and General Manager, Micheline Whalen and staff have been our friends for many seasons and as usual did an awesome job in overseeing everyone's needs all weekend.

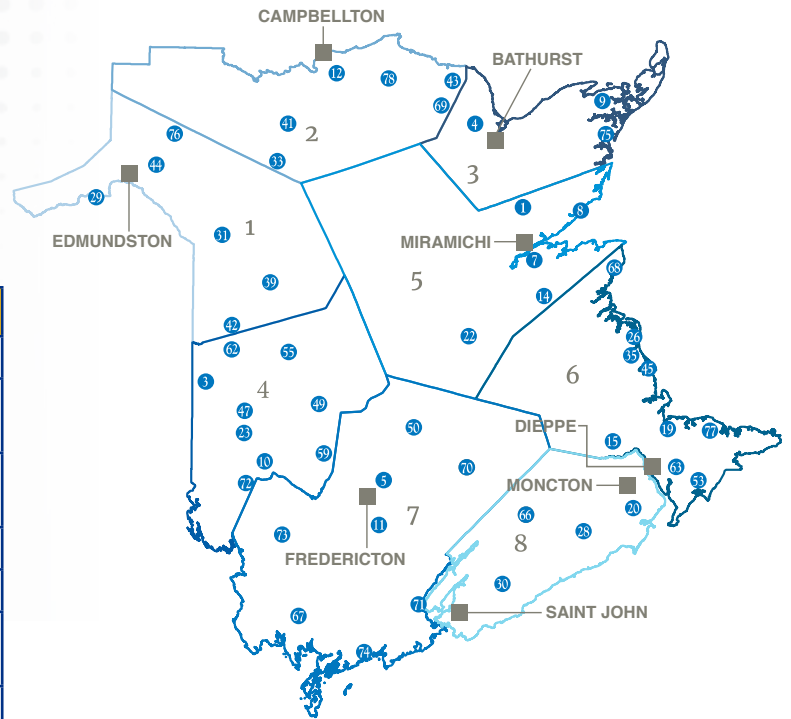
Also attending the 2016 Ride was NBFSC award winner, Norm Purvis of the Woodstock Trailmakers SC, who is the NBFSC's volunteer of the Year in 2015. All award winners of the NBFSC are invited as a guest of the President's Ride in the following year, to show our appreciation for their effort, dedication and volunteerism to snowmobiling.



The weekend was capped off with a dinner on Saturday evening. The NBFSC was pleased to have Mayor Bruce Macintosh, Campbellton join them. The Mayor spoke of the importance of winter tourism via the snowmobile trails that bring so many visitors to his city. He thanked the volunteers of all the Clubs and NBFSC for being a partner with the City for many decades.



# 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 Trails Inc.
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 And Gun 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

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

<b>121,297</b>	Total kilometers of organized snowmobile trails in Canada
<b>250,000+</b>	Number of user-pay memberships/pass/trail permits sold annually in Canada
<b>610,000</b>	Registered snowmobiles in Canada
<b>1.5 Million</b>	Number of family members snowmobiling in Canada
<b>50,752</b>	Total number of new snowmobiles sold in Canada (4.1% increase year over year)
<b>\$8+ Billion</b>	The Canadian economic engine of snowmobiling for the 2013/14 season that occurs mostly in rural Canada
<b>\$58+ Million</b>	Individual user pay fees paid by snowmobilers for the rights to membership and organized trail access in Canada
<b>42+</b>	Years the CCSO has been providing leadership & support to organized snowmobiling in Canada
<b>729</b>	Snowmobile clubs in Canada managed by Volunteers providing Winter Tourism to rural Canada
<b>12</b>	Provincial or territorial snowmobile organizations in Canada
<b>44</b>	Average age of a snowmobiler
<b>70% / 30%</b>	Percentage of men and women actively participating in the recreation of snowmobiling
<b>\$3+ Million</b>	Dollars raised annually and donated to charities by snowmobilers in Canada

## New Brunswick Statistics

<b>8,133</b>	Total kilometers of organized snowmobile trails in New Brunswick
<b>15,928+</b>	Number of user-pay memberships/pass/trail permits sold annually in New Brunswick
<b>16,327</b>	Registered snowmobiles in New Brunswick
<b>\$32.7 Million</b>	The New Brunswick economic engine of snowmobiling for 2015.
<b>\$2+ Million</b>	Individual user pay fees paid by snowmobilers for the rights to membership and organized trail access in New Brunswick
<b>35</b>	Years the NBFSC has been providing leadership & support to organized snowmobiling in New Brunswick
<b>50</b>	Snowmobile clubs in New Brunswick managed by Volunteers providing Winter Tourism.
<b>8</b>	Provincial Zones in New Brunswick





# CCSO

**T**he 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](http://ccso-ccom.ca)



# IASA

**T**he 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](http://snowiasa.org)



# NBTCA

**T**he 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](http://sentiernbtrail.com)





# NBFSC'S 2016 ANNUAL "GO SNOWMOBILING RIDE"

**T**he NBFSC completed the "Go Snowmobiling – Take a Friend Ride" by hosting New Brunswick's Deputy Premier and Minister of Public Safety, Hon. Stephen Horsman and Environment & Local Government Minister, Hon. Brian Kenny with other invited guests on Saturday, February 20th, 2016 from Danny's Inn, near Bathurst, N.B. The International "Go Snowmobiling, Take a Friend Week" is celebrated annually every February.

Our guests were joined Saturday by NBFSC President, NBFSC Past President, Leon Bourque (and also current Zone 3 Director) and the President of the PEISA, Mr. Dhuey Pratt. We were also pleased to have joined us the Canadian Council of Snowmobile Organizations (CCSO), President, Mr. Dale Hickox.

The NBFSC's "Go Snowmobiling Ride" has been in place for almost a decade now, and in fact could not happen without the broad

support of multiple partners and friends. The International Snowmobile Manufacturer's Snowmobile Association (ISMA) developed the 'Take a Friend' concept in the past decade and the NBFSC, PEI Snowmobile Association (PEISA) and Snowmobilers Association of Nova Scotia (SANS) formed the group called the 'Maritime Go Snowmobiling' group to create a platform for promoting snowmobiling to our Government partnerships in all three provinces. We also rely heavily on the support of Chris Thebeau, District Sales Manager (DSM) for Arctic Cat, Martin Maltais and Corey MacDonald,

DSM's for Polaris, Rick Lingley, DSM for Ski-Doo and Pat Hicks and Clad Cock, DSM's for Yamaha Motor Canada. Together, the three volunteer associations have hosted respective rides almost every season for the past 8-10 years.



# 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.



# RESPECT LANDOWNERS



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.



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