CANADIAN SKI COUNCIL
Monthly Report and Forecast

	YTD PY to November 30/14	YTD Actual to November 30/15	YTD Plan to November 30/15	Remaining Spend to April 30/16	2015-16 Forecast to April 30/16	2015-16 Budget to April 30/16
REVENUE						
Ski Area Program Revenue:						
Corporate Lift Pass	$ 722,080	$ 880,075	$ 944,526	$ 35,000	$ 915,075	$ 944,526
Grade 4&5 Snowpass	$ 250,976	$ 327,074	$ 303,866	$ 483,234	$ 810,308	$ 810,308
Unclaimed CLP Revenue	$ -	$ -				
Total Ski Area Revenue	**$ 973,056**	**$ 1,207,149**	**$ 1,248,392**	**$ 518,234**	**$ 1,725,383**	**$ 1,754,834**
Member Contributions:						
NSIA	**$ -**	**$ -**	$ - 0	$ - 0	$ - 0	
CSA	$ -	$ -	$ - 0	$ - 0	$ - 0	
CSIA	$ -	$ 2,103	$ 2,000	$ - 0	$ 2,103	$ 2,000
Total Member Contributions	**$ -**	**$ 2,103**	**$ 2,000**	**$ - 0**	**$ 2,103**	**$ 2,000**
Additional Revenue:						
Sponsorship	**$ -**	**$ -**	$ 20,000	$ - 0	$ - 0	$ 20,000
Advertising	$ -	$ 85	$ 15,000	$ 5,000	$ 5,085	$ 15,000
Associate Membership	$ 1,950	$ 1,225	$ 5,000	$ 3,775	$ 5,000	$ 5,000
Snow Show Net Contribution	$ -	$ (195,968)	$ 160,000	$ 322,000	$ 126,032	$ 160,000
Int'l. Marketing Ctee. Revenue	$ (197,358)	$ -	$ - 0		$ - 0	$ - 0
Miscellaneous Income	$ 24,138	$ -	$ - 0		$ - 0	$ - 0
Total Additional Revenue	**$ (171,270)**	**$ (194,658)**	**$ 200,000**	**$ 330,775**	**$ 136,117**	**$ 200,000**
Interest Income	**$ -**	**$ -**	$ - 0	$ - 0	$ - 0	$ - 0
TOTAL REVENUE	**$ 801,786**	**$ 1,014,594**	**$ 1,450,392**	**$ 849,009**	**$ 1,863,603**	**$ 1,956,834**
EXPENSES						
General & Administrative Expenses						
Salaries & Benefits	$ 216,618	$ 191,345	$ 241,096	$ 190,000	$ 381,345	$ 482,192
General Office Expenses & Utilities	$ 32,758	$ 13,680	$ 36,385	$ 50,124	$ 63,804	$ 63,804
	$ 1,740	$ -		$ - 0	$ - 0	
Meetings (Board/AGM/Committee)	$ 11,955	$ 16,427	$ 16,000	$ 15,573	$ 32,000	$ 32,000

Telephone	$	3,268	$	3,249	$	3,750	$	4,251	$	7,500	$	7,500
Postage/Shipping	$	1,209	$	1,358	$	1,766	$	1,542	$	2,900	$	2,900
Printing/Design/Copier/Leases	$	40,364	$	(4,328)	$	2,100	$	2,100	-$	2,228	$	4,200
Professional Fees	$	30,424	$	15,740	$	19,791	$	9,260	$	25,000	$	25,000
Bank Charges	$	2,784	$	34,261	$	19,037	$	10,129	$	44,390	$	23,796
Insurance	$	6,992	$	5,199	$	5,632	$	1,235	$	6,434	$	6,494
Travel, Meetings & Conferences	$	32,321	$	19,292	$	37,200	$	25,000	$	44,292	$	49,600
Total General & Administrative Expenses	**$**	**380,433**	**$**	**296,223**	**$**	**382,757**	**$**	**309,214**	**$**	**605,437**	**$**	**697,486**
Marketing & Communication												
General Marketing & Advertising	$	10,660	$	18,765	$	14,796	$	30,000	$	48,765	$	75,080
Newsletters	$	1,230	$	12,540	$	19,600	$	21,060	$	33,600	$	33,600
Media Relations	$	705	$	1,250	$	3,250	$	9,250	$	10,500	$	10,500
Associate Membership	$	(300)	$	-	$	583	$	- 0	$	- 0	$	1,000
Sponsorship Sales	$	520	$	-	$	10,000	$	- 0	$	- 0	$	10,000
Special Events	$	-	$	720	$	- 0	$	1,780	$	2,500	$	2,500
Membership Fees	$	1,049	$	1,049	$	1,050	$	501	$	1,550	$	1,550
Total Marketing & Communication Exp.	**$**	**13,864**	**$**	**34,324**	**$**	**49,279**	**$**	**62,591**	**$**	**96,915**	**$**	**134,230**
Grade 4&5 SnowPass												
Ski Area Operator Share of Revenue	$	-	$	3,220	$	- 0	$	124,252	$	127,472	$	127,472
Marketing & Advertising	$	95,331	$	104,619	$	45,000	$	75,381	$	180,000	$	180,000
Seasonal Staff	$	7,530	$	12,647	$	13,106	$	22,303	$	34,950	$	34,950
Software Support & Enhancements	$	21,620	$	16,753	$	10,000	$	23,300	$	40,053	$	42,300
Smartcard Cost	$	21,509	$	15,799	$	14,860	$	- 0	$	15,799	$	14,860
Postage/Shipping	$	38,769	$	27,280	$	20,476	$	22,912	$	50,192	$	50,192
Printing/Design	$	2,517	$	39,970	$	47,000	$	- 0	$	39,970	$	47,000
Total SnowPass Expenses	**$**	**187,276**	**$**	**220,288**	**$**	**150,442**	**$**	**268,148**	**$**	**488,436**	**$**	**496,774**
Corporate Lift Pass Program												
Ski Area Share of Revenue	$	-	$	-	$	- 0	$	466,678	$	466,678	$	471,305
Smartcard Cost	$	5,540	$	6,308	$	5,236	$	400	$	6,708	$	5,236
Postage/Shipping	$	-	$	5,060	$	11,197	$	2,000	$	7,060	$	11,197
Printing/Design	$	-	$	1,884	$	2,000	$	- 0	$	1,884	$	2,000
Total CLP Expenses	**$**	**5,540**	**$**	**13,252**	**$**	**18,433**	**$**	**469,078**	**$**	**482,330**	**$**	**489,738**
Research												
General Research	$	4,135	$	285	$	15,000	$	9,488	$	9,773	$	30,900
Model for Growth	$	-	$	4,285	$	8,333	$	62,000	$	66,285	$	50,000

Total Research Expenses	**$ 4,135**	**$ 4,570**	**$ 23,333**	**$ 71,488**	**$ 76,058**	**$ 80,900**
Advocacy						
General Advocacy	$ -	$ -	$ - 0	$ 22,500	$ 22,500	$ 22,500
Total Advocacy Expenses	**$ -**	**$ -**	**$ - 0**	**$ 22,500**	**$ 22,500**	**$ 22,500**
President's Succession		$ 40,071	$ - 0	$ - 0	$ 40,071	$ -
Depreciation Expense	$ -	$ -	**$ - 0**	**$ 35,000**	$ 35,000	**$ 35,000**
Smartcard Depreciation	**$ -**	**$ -**	$ - 0	$ - 0	$ -	$ -
TOTAL EXPENSES	**$ 591,248**	**$ 608,728**	**$ 624,244**	**$ 1,238,019**	**$ 1,846,747**	**$ 1,956,628**
SURPLUS (DEFICIT)	**$ 210,538**	**$ 405,866**	**$ 826,147**	**-$ 389,010**	**$ 16,856**	**$ 206**