

Ragged Mountain Recreation Area Summary of Revenue and Expenses Actual Through FY13 and Budget Projections to FY16

8/16/13rlk

					Snowmaking, Lifts, Trails Completed Fall 2013	New Lodge Completed Fall 2015	1st Year of All New Facilities
REVENUE	FY10 Actual	FY11 Actual	FY12 Actual	FY13 Actual	FY14 Budget	FY15 Budget	FY16 Budget
Lodge Rental	9,743	14,525	11,725	4,835	10,000	7,500	25,000
Daily Ski Tickets	152,598	193,403	105,608	187,163	162,000	198,000	217,800
Season Ski Tickets	189,419	204,053	191,892	180,216	190,000	215,250	226,013
Ski School Income	71,398	91,000	64,998	96,384	80,000	84,000	88,200
Ski Race Income	18,480	24,030	20,023	17,762	20,000	20,605	21,635
Gift Card Purchases	7,328	8,027	7,388	11,090	8,000	8,800	9,680
Summer Chairlift Income	5,734	5,977	9,608	7,856	10,000	1,000	1,000
Kitchen Lease	5,000	5,500	4,063	4,203	5,000	10,000	10,000
Tubing Tickets	12,500	13,494	11,871	10,991	12,000	5,000	5,500
Toboggan Tickets	4,250	6,642	405	4,390	5,000	5,500	6,050
Ski Rental Shop	50,618	61,478	43,043	67,661	60,000	81,193	85,253
Merchandise & Soda Sales	2,691	12,375	163	1,096	1,000	3,000	3,600
Miscellaneous	2,380	1,972	5,550	-10,467	0	0	0
Toboggan Nationals	66,081	75,001	85,959	71,050	85,000	87,125	89,303
Scholarship Funds	7,322	2,892	4,427	5,686	5,000	5,125	5,253
Town Matching Funds	20,000	0	0	15,000	15,000	0	0
Advertising Revenue	750	1,000	950	1,050	1,000	1,050	1,103
Locker Rentals	3,900	4,020	4,100	4,666	4,100	8,200	8,200
New Summer Revenue	0	0	0	0	0	37,220	50,550
Operating Revenue Totals	630,192	725,389	571,773	680,632	673,100	778,568	854,139
EXPENSE	FY10 Actual	FY11 Actual	FY12 Actual	FY13 Actual	FY14 Budget	FY15 Budget	FY16 Budget
Administration	141,470	167,175	162,551	133,966	164,333	180,953	230,131
Lodge	22,921	22,480	19,711	29,451	20,834	25,332	32,205
Maintenance Shop	5,209	5,600	5,671	5,261	5,600	5,905	6,229
Alpine Operations	327,704	327,499	365,994	451,232	404,863	422,051	444,605
Rental Shop	26,956	26,072	46,757	37,685	32,192	34,343	35,313
Toboggan	35,087	28,459	38,729	36,861	37,750	38,813	39,909
Tubing	3,684	4,306	5,646	6,372	7,459	3,230	3,230
New Summer Expense	0	0	0	0	0	17,386	26,509
Operating Expense Totals	563,031	581,590	645,059	700,828	673,031	728,012	818,129
Net Operating Income	67,161	143,799	-73,286	-20,196	69	50,556	36,010

Dept/Div: 70-01 Administration

Snowmaking,
Lifts, Trails
Completed Fall
2014
New Lodge
Completed Fall
2015

		FY10	FY11	FY12	FY13	FY14	FY15	FY16
Account		Actual	Actual	Actual	Actual	Budget	Budget	Budget
7001-0101	Full Time Salaries	49,906	50,406	50,966	31,037	52,495	54,070	85,692
7001-0105	Part Time Salaries	11,426	15,345	16,500	20,489	16,995	17,505	10,530
7001-0501	FICA & Medicare	4,692	5,025	5,161	5,056	5,316	5,475	7,361
7001-0505	Retirement/ICMA	1,397	1,764	2,327	2,518	2,397	2,469	3,708
7001-0510	Medical Insurance	14,604	15,838	16,886	10,796	17,730	18,617	37,547
7001-1001	Office Supplies	689	2,463	1,414	3,207	1,600	1,760	1,936
7001-1005	Dues & Publications	1,532	1,595	2,298	2,469	2,500	2,563	2,627
7001-1007	Ticket Supplies	5,079	9,974	1,014	3,980	6,000	5,000	4,000
7001-1201	Mileage	912	1,481	805	1,093	1,000	1,025	1,051
7001-1202	Professional Development	2,359	85	1,928	1,807	2,000	2,050	2,101
7001-1205	Uniforms/Clothing	167	6,248	376	267	300	4,000	4,000
7001-1215	Marketing	6,057	7,313	8,119	8,836	8,000	12,000	13,200
7001-1520	Communications	1,980	2,106	2,618	1,850	2,000	2,050	2,101
7001-2501	General Liability Insurance	27,797	29,289	35,352	26,314	30,000	33,000	33,000
7001-3001	General Legal	14	2,117	243	0	300	300	300
7001-3011	Printing	1,489	1,716	1,720	1,509	1,700	1,870	2,057
7001-3024	Credit Card Fees	11,090	13,722	11,958	12,419	12,000	13,200	14,520
7001-3037	Computer Services	280	688	2,866	319	2,000	4,000	4,400
Total Administration		141,470	167,175	162,551	133,966	164,333	180,953	230,131

- 7001-0101 Full Time Salaries: General Manager, Admin Assist, Mktg Mgr beginning fall of FY16
- 7001-0105 Winter AA: 14 wks x 30 hrs/wk x \$14 plus Mktg/Events Mgr: 26 wks x 22hrs/wk then becoming full time in spring 2016
- 7001-0505 add Mktg Mgr in FY16
- 7001-0510 add Mktg Mgr in FY16
- 7001-1005 NSAA, NESAC, Ski Maine, SAM magazine, USSA
- 7001-1007 Ticket system contract, supplies for season pass machine, ticket stock every other year.
- 7001-1201 local mileage, plus 2 conference/trainings. Increased mileage costs.
- 7001-1202 Conferences/trainings - 3 staff to Northeast Winter Sports Summit
- 7001-1205 New uniforms every 4 years plus annual repair/replacements
- 7001-1215 radio, print media, partnerships, ski resort services: increased marketing projected with new facility.
- 7001-1520 telephone
- 7001-2501 ski area insurance: increased cost based on skier days.
- 7001-3008 training tapes and booklets: general safety, customer service, lifts, snowmobiles, etc.
- 7001-3011 brochures, comp tix, tubing and toboggan tix
- 7001-3024 credit card fees: 10% increase in FY15 and FY16
- 7001-3037 services for IT equipment: ticketing, office computers, web cam, routers, etc. Additional ticketing terminal in FY15.

Dept/Div: 70-05 Lodge Expenses

		FY10	FY11	FY12	FY13	FY14	FY15	FY16
Account		Actual	Actual	Actual	Actual	Budget	Budget	Budget
7005-0105	Part Time Salaries	2,055	2,854	2,556	9,869	2,633	2,633	5,265
7005-0501	FICA & Medicare	157	218	196	755	201	201	403
7005-1006	Supplies Cleaning & Bldg	816	745	0	814	800	800	1,200
7005-1070	Vending Products and Merchand	1,045	0	0	0	0	1,500	1,800
7005-1501	Electricity	2,591	2,647	2,507	2,943	2,700	5,400	5,562
7005-1505	Heat	4,474	6,115	6,767	7,457	7,000	7,700	9,625
7005-1525	Kitchen Propane	235	287	320	532	350	385	424
7005-2020	Equipment	47	0	470	0	0	500	500
7005-2030	Building Maintenance	3,850	5,782	4,092	3,608	4,000	3,000	3,000
7005-2032	Building Improvements	3,432	0	70	23	0	0	0
7005-2070	Parking Lot Maintenance	215	88	0	0	0	0	500
7005-3014	Cleaning Contracted Services	1,181	868	600	429	500	500	1,000
7005-3032	Trash Removal	2,706	2,759	2,010	2,898	2,500	2,563	2,627
7005-3035	Security Services	117	117	123	123	150	150	300
Total Lodge		22,921	22,480	19,711	29,451	20,834	25,332	32,205

- 7005-0105 lodge cleaning staff: new lodge requires increased custodial.
- 7005-1006 supplies cleaning & bldg: increase with new lodge
- 7005-1070 soda, misc logo items (soda machine not used two winters). Projected vending and logo product sales increase.
- 7005-1501 projected increase with new lodge less than square footage increase
- 7005-1505 heat: new building projected to be more efficient and use non-oil heat source
- 7005-1525 kitchen propane primarily paid by winter food vendor
- 7005-2020 equipment repair/replacement
- 7005-2030 new larger building should require little repair and maintenance initially
- 7005-2032 building improvements: minimal with new facility
- 7005-2070 Misc repair of gravel parking lot. Additional costs with new landscaping.
- 7005-3014 Annual professional carpet cleaning. Increases with new lodge.
- 7005-3032 trash removal
- 7005-3035 security services double with new building

Dept/Div: 70-10 Maintenance Shop

		FY10	FY11	FY12	FY13	FY14	FY15	FY16
Account		Actual	Actual	Actual	Actual	Budget	Budget	Budget
7010-1015	Shop Supplies	947	500	1,037	571	800	880	968
7010-1501	Electricity	2,017	2,000	1,635	2,014	2,000	2,100	2,205
7010-1505	Heat	2,220	3,000	2,151	2,651	2,500	2,625	2,756
7010-2030	Building Maintenance	25	100	848	25	300	300	300
Total Maintenance Shop		5,209	5,600	5,671	5,261	5,600	5,905	6,229

Dept/Div: 70-15 Snow Bowl/Alpine

		FY10	FY11	FY12	FY13	FY14	FY15	FY16
Account		Actual	Actual	Actual	Actual	Budget	Budget	Budget
7015-0101	Full Time Salaries	56,992	60,333	47,752	45,271	49,185	50,661	52,180
7015-0105	Part Time Salaries	11,722	9,000	7,041	12,536	8,000	8,240	8,487
7015-0140	Ski School Labor	36,177	35,000	43,471	54,145	50,000	55,000	60,500
7015-0141	Ski Patrol Labor	14,553	15,000	11,985	18,810	18,000	18,540	19,096
7015-0142	Ski Race Labor	5,046	5,000	8,877	10,477	9,000	9,900	10,890
7015-0143	Ticket Sales Labor	8,278	8,500	7,687	9,430	8,500	10,625	10,944
7015-0144	Terrain Park Labor	5,597	5,000	7,774	8,053	8,000	8,240	8,487
7015-0145	Groomer Labor	7,929	8,000	9,345	12,447	10,000	10,300	10,609
7015-0146	Lift Operators	30,957	30,000	45,628	54,280	47,000	48,410	49,862
7015-0147	Snowmaking Labor	11,967	15,000	14,564	19,396	15,000	15,450	15,914
7015-0501	FICA & Medicare	14,469	14,599	15,616	18,901	17,035	18,005	18,893
7015-0505	Retirement/ICMA	1,896	1,689	3,149	3,869	3,243	3,340	3,440
7015-0510	Medical Insurance	19,593	21,078	30,781	31,409	35,000	36,750	38,588
7015-1001	Office	1,377	500	1,700	1,000	1,500	500	500
7015-1013	Safety Equipment	251	300	75	578	200	220	242
7015-1014	Gas/Diesel/Oil	6,903	5,000	12,496	19,251	15,000	15,750	16,538
7015-1015	Shop Supplies	297	500	16	302	200	220	242
7015-1071	Ski Race Supplies	-3,444	2,500	2,430	3,213	2,500	2,750	3,025
7015-1072	Ski Patrol Supplies	2,629	2,000	1,539	2,004	2,000	2,200	2,420
7015-1073	Ski School Supplies	484	500	2,174	1,099	1,000	1,100	1,210
7015-1202	Professional Development	2,832	2,000	1,048	2,016	2,500	2,500	2,500
7015-1501	Electricity	14,455	8,000	8,609	7,135	9,000	10,350	11,903
7015-1504	Snowmaking Electricity	32,957	40,000	36,689	44,705	38,000	39,900	41,895
7015-2005	Vehicle Maintenance	8,820	15,000	7,656	34,262	20,000	19,000	20,900
7015-2071	Lift Repair Maintenance	23,679	10,000	14,971	22,189	18,000	10,000	10,500
7015-2072	Equipment Maintenance	118	500	158	630	500	1,000	1,100
7015-2073	Snowmaking Maintenance	4,607	5,000	9,501	4,037	8,000	8,400	8,820
7015-2074	Trail Maintenance	5,667	5,000	11,551	6,464	6,000	12,000	12,000
7015-2075	Mountain Buildings	119	500	364	1,096	500	500	500
7015-2076	Terrain Park Supplies	777	2,000	1,347	2,227	2,000	2,200	2,420
Total Snow Bowl /Alpine		327,704	327,499	365,994	451,232	404,863	422,051	444,605

- 7015-0101 general labor for full time, year round staff. This is reallocated during daily operations based on need.
- 7015-0105 misc part time labor not attributed to a specific dept (equip maintenance, parking lot, shop work, etc)
- 7015-1040 ski school: projected growth with new facility
- 7015-0141 2 paid patrollers daily, plus volunteers daily, plus 100 hrs Patrol Director time
- 7015-0142 race program coaching, race timing
- 7015-0143 includes Ski School Desk coverage. Increase projected with additional part time ticket desk in new lodge.
- 7015-0144 one terrain park ranger on duty whenever terrain park is open
- 7015-0145 groomer labor: time heavily covered by full time staff. Increase required for additional trails with snowmaking.
- 7015-0146 lift operators: includes some fulltime staff. 33% increase with additional chairlift and tubing lift.
- 7015-0147 snowmaking labor: 20% increase projected with additional snowmaking terrain
- 7015-0505 retirement/icma: for full time personnel
- 7015-0510 medical insurance: 5% increased insurance rates
- 7015-1014 gas/diesel/oil for grooming machines, snowmobiles, trucks: increase due to expanded grooming, plowing
- 7015-1015 misc shop supplies
- 7015-1071 ski race supplies: gates. Timing equipment, awards, tools
- 7015-1202 spring ski mechanics clinic for 3 staff
- 7015-1501 electricity (non-snowmaking): 15% increase with new lifts and lighting in FY15 and 15% increase for new lodge in FY16
- 7015-1504 electricity used in snowmaking (primarily): 40% increase with expanded snowmaking terrain and some efficiency savings
- 7015-2005 vehicle maintenance: trucks, snowmobiles, ATV's, grooming machines. FY 2011-2013 avg in FY2015, then 10% increase.
- 7015-2071 lift maintenance: 50% reduction projected with new lifts
- 7015-2073 snowmaking maintenance: hoses, nozzels, pump and compressor maintenance, torch propane, headlamps, nucleator
- 7015-2074 trail maintenance: mowing, drainage work, signs, tree trimming
- 7015-2072 mountain buildings: lift buildings, patrol summit
- 7015-2076 terrain park tools, maintenance supplies for TP elements, materials for new elements

Dept/Div: 70-20 Snow Bowl/Rental Shop

		FY10	FY11	FY12	FY13	FY14	FY15	FY16
Account		Actual	Actual	Actual	Actual	Budget	Budget	Budget
7020-0101	Full Time Salaries	7,510	7,210	7,437	1,411	0	0	0
7020-0105	Part Time Salaries	10,943	10,000	12,742	20,103	19,500	20,085	20,688
7020-0501	FICA & Medicare	1,412	1,317	1,544	1,646	1,492	1,537	1,583
7020-0505	Retirement/ICMA	367	345	631	714	700	721	743
7020-1270	Rental Shop Supplies	1,119	1,000	2,287	736	1,500	3,000	3,300
7020-2020	Equipment Maintenance	527	200	1,018	723	1,000	1,000	1,000
7020-3530	SB Rental Shop Equipment	5,078	6,000	21,098	12,352	8,000	8,000	8,000
Total Snow Bowl Rental Shop		26,956	26,072	46,757	37,685	32,192	34,343	35,313

- 7020-0101 full time salary is a portion of one year round staff salary
- 7020-0105 seasonal rental shop staff
- 7020-1270 Misc supplies: tape, tools, spare parts. Increase when equipment tuning and repair operations begin with new lodge.
- 7020-3530 Rental equipment inventory turnover

Dept/Div: 70-25 Toboggan Chute

		FY10	FY11	FY12	FY13	FY14	FY15	FY16
Account		Actual	Actual	Actual	Actual	Budget	Budget	Budget
7025-0105	Part Time Salaries	6,508	6,000	10,326	13,562	10,636	10,955	11,284
7025-0501	FICA & Medicare	498	459	790	1,037	814	838	863
7025-1223	Toboggan championship expenses	25,190	20,000	26,385	18,076	24,000	24,720	25,462
7025-2078	Chute Maintenance	1,891	1,000	228	3,186	1,300	1,300	1,300
7025-4446	Toboggan Chute Reserve	1,000	1,000	1,000	1,000	1,000	1,000	1,000
Total Toboggan Chute		35,087	28,459	38,729	36,861	37,750	38,813	39,909

7025-1223 Toboggan National Championship event expenses
 7025-2078 annual chute maintenance (supported by volunteers)
 7025-4446 funds put in reserve for eventual chute replacement

Dept/Div: 70-30 Tubing Hill

		FY10	FY11	FY12	FY13	FY14	FY15	FY16
Account		Actual	Actual	Actual	Actual	Budget	Budget	Budget
7030-0105	Part Time Salaries	3,422	4,000	5,082	5,919	6,000	3,000	3,000
7030-0501	FICA & Medicare	262	306	389	453	459	230	230
7030-1272	Tubes & Repair	0	0	175	0	1,000	0	0
Total Tubing Hill		3,684	4,306	5,646	6,372	7,459	3,230	3,230

Note: Tubing Hill to be relocated in initial phase of RMRA Redevelopment on north side of area.

New Summer Expenses

		FY10	FY11	FY12	FY13	FY14	FY15	FY16
Account		Actual	Actual	Actual	Actual	Budget	Budget	Budget
	Activity Manager	0	0	0	0	0	5,400	5,562
	Activity Assistant	0	0	0	0	0	0	3,600
	Marketing/Events Manager	0	0	0	0	0	0	5,000
	Summer Lift Operators	0	0	0	0	0	1,152	1,187
	FICA and Medicare	0	0	0	0	0	884	1,174
	Chairlift Operation	0	0	0	0	0	1,200	1,236
	Bike Patrol Supplies	0	0	0	0	0	500	500
	Bike Event Costs	0	0	0	0	0	2,500	2,500
	Canoe Supplies	0	0	0	0	0	250	250
	Ticket Supplies	0	0	0	0	0	500	500
	Vending and Souvenirs	0	0	0	0	0	2,000	2,000
	Marketing Materials/Ads	0	0	0	0	0	3,000	3,000
Total New Summer Expenses		0	0	0	0	0	17,386	26,509

Note: FY14 summer activities represent only 3 months in budget

Activity Manager/Trail Chief: 30 hrs/wk x 12 wks x \$15/hr

Activity Assistant/Trail Crew: 30 hrs/wk x 12 wks x \$10/hr inFY 16

Mktg/Events Manager: \$35,000 annual salary with benefits beginning FY16 (85% shown in Snow Bowl Admin expense above)

Lift Operators: 12 days x 8 hrs/day x 3 ppl x \$12/hr

Chairlift Expenses: electric, maintenance, signs

Bike Patrol Expense: uniforms, safety gear

Mountain Bike Event marketing, supplies, awards, etc.

Canoe Supplies: replacement pfds, paddles, canoe repair

Disc Golf Supplies: discs, score cards

Ticket Supplies: tickets for various activities

Vending and Souvenirs: snacks, souvenirs

Marketing: ads, brochures for summer events

General Assumptions for New Summer Activities:

Chairlift operates weekends July-Sept (24 days possible, 12 actual)

Activity Manager and Assistant oversee weekend activities, ticket sales, etc

Summer Fee Activities operate July – Aug Canoe Livery, Chairlift on weekends

New income and expenses are in addition to existing Parks & Rec budget

Expense Totals	563,031	581,590	645,059	700,828	673,031	728,012	818,129
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Account	REVENUE	FY10 Actual	FY11 Actual	FY12 Actual	FY13 Actual	FY14 Budget	Snowmaking, Lifts, Trails Completed Fall 2014	New Lodge Completed Fall 2015
							FY15 Budget	FY16 Budget
92-0101	Lodge Rental	9,743	14,525	11,725	4,835	10,000	7,500	25,000
92-0102	Daily Ski Tickets	152,598	193,403	105,608	187,163	162,000	198,000	217,800
92-0103	Season Ski Tickets	189,419	204,053	191,892	180,216	190,000	215,250	226,013
92-0104	Ski School Income	71,398	91,000	64,998	96,384	80,000	84,000	88,200
92-0105	Ski Race Income	18,480	24,030	20,023	17,762	20,000	20,605	21,635
92-0106	Gift Card Purchases	7,328	8,027	7,388	11,090	8,000	8,800	9,680
92-0107	Summer/Misc Chairlift Income	5,734	5,977	9,608	7,856	10,000	1,000	1,000
92-0108	Kitchen Lease	5,000	5,500	4,063	4,203	5,000	10,000	10,000
92-0109	Tubing Tickets	12,500	13,494	11,871	10,991	12,000	5,000	5,500
92-0110	Toboggan Tickets	4,250	6,642	405	4,390	5,000	5,500	6,050
92-0111	Ski Rental Shop	50,618	61,478	43,043	67,661	60,000	81,193	85,253
92-0112	Merchandise & Soda Sales	2,691	12,375	163	1,096	1,000	3,000	3,600
92-0114	Miscellaneous	2,380	1,972	112	0	0	0	0
92-0115	Toboggan Nationals	66,081	75,001	85,959	71,050	85,000	87,125	89,303
92-0117	Scholarship Funds	7,322	2,892	4,427	5,686	5,000	5,125	5,253
92-0119	Town Matching Funds	20,000	0	0	15,000	15,000	0	0
92-0220	Advertising Revenue	750	1,000	950	1,050	1,000	1,050	1,103
92-0222	Locker Rentals	3,900	4,020	4,100	4,666	4,100	8,200	8,200
92-0124	Kitchen Sales			5,438	-10,467	0	0	0
	Canoe Rentals	0	0	0	0	0	720	1,000
	Individual Summer Chairlift Tickets	0	0	0	0	0	2,500	3,250
	Full Day Summer Chairlift Tickets	0	0	0	0	0	15,000	19,500
	Summer Season Chairlift Pass	0	0	0	0	0	5,000	10,000
	Summer Daily Trail Access Pass	0	0	0	0	0	4,000	4,800
	Summer Trail Access Pass	0	0	0	0	0	10,000	12,000
	Operating Revenue Totals	630,192	725,389	571,773	680,632	673,100	778,568	854,139

*Note: Net Operating Income shown may not match numbers previously reported due to timing of "surplus spending" in 2010, 2011 and 2012.

Assumptions and formulas with new facilities:

- 92-0101 New Lodge Rental: 10 rentals at \$1500, 15 rentals @ \$750, 15 rentals @ \$250 in FY 2016
- 92-0102 Daily Tickets: Recovery to 2011 levels (11,000 annually) at \$18 avg each in FY2015, then 10% increase in FY2016
- 92-0103 Season Pass: 2011 to 2013 average of 1,050 annually then 5% increase annually at \$205 avg each, then increase 5% in FY2016
- 92-0104 Ski School: 2011 -2013 avg plus 5% increase in FY2016
- 92-0105 Race Income: 2011 -2013 avg plus 5% increase in FY2016
- 92-0106 Gift Card Purchases: 2011 -2013 avg plus 5% increase in FY2016
- 92-0107 Summer/Misc chairlift revenue thru FY13 reflects summer use. Beginning FY15 misc chairlift revenue only from private functions
- 92-0108 Kitchen Lease: 100% increase with better facility in new lodge in FY 2016
- 92-0109 Tube Rentals: Tubing Hill relocated after FY14, expected reduced revenue
- 92-0110 Toboggan Rentals: 100% revenue increase due to removal of tubing
- 92-0111 Rental Equipment: 20% revenue increase from FY2013 in FY2015, then 5% increase in FY2016
- 92-0112 Merchandise and Soda Sales: 360% revenue increase with new facility and space for additional merchandise
- 92-0114 Miscellaneous: unbudgeted revenue
- 92-0115 Toboggan Nationals: modest revenue increase (This is gross income from Toboggan Nationals.)
- 92-0117 Scholarship (Lacasse Fund, Sally Deaver Fund, Ski Club): endowments and ski club fundraising
- 92-0119 Town Matching Funds: eliminated with new facility
- 92-0220 Advertising Revenue: brochure ads. Potential for substantial increase with future policy change.
- 92-0222 Locker Rentals: 40 lockers x \$100/yr with new lodge completion
 - (new) Canoe Rentals: \$5/canoe/hr x 12hrs/wknd x 1-2 wknds
 - (new) Individual Summer Chairlift Tickets: \$5/ride x 50 ppl x 10 days
 - (new) Daily Summer Chairlift Tickets: \$30/day x 50 ppl x 10 days
 - (new) Summer Season Chairlift Pass: \$200/season x 25 ppl
 - (new) Summer Daily Trail Access Pass: \$10 x 400 ppl
 - (new) Summer Seasonal Trail Access Pass: \$100 x 100 ppl