



STATE OF NEW HAMPSHIRE
DEPARTMENT of RESOURCES and ECONOMIC DEVELOPMENT
DIVISION of PARKS and RECREATION

172 Pembroke Road P.O. Box 1856 Concord, New Hampshire 03302-1856
PHONE: (603) 271-3556 FAX: (603) 271-3553 E-MAIL: nhparks@dred.state.nh.us
WEB: www.nhstateparks.org

December 3, 2012

His Excellency, Governor John H. Lynch
and the Honorable Executive Council
State House
Concord, New Hampshire 03301

REQUESTED ACTION

Authorize the Department of Resources and Economic Development, Division of Parks and Recreation, Cannon Mountain to renew a membership with the National Ski Areas Association (NSAA) (VC #164099), Lakewood, Colorado in the amount of \$4,161.17 for the 2012/2013 ski season upon Governor and Executive Council approval through June 30, 2013. 100% Ski Area Fund

Funding is available in account, Cannon Mountain, as follows:

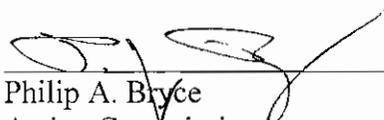
	<u>FY 2013</u>
03-35-35-351510-37030000-026-5000251 Organizational Dues	\$4,161.17

EXPLANATION

The NSAA promotes growth in the sport of skiing and snowboarding and ensures the overall health of the industry. NSAA's website is one of our most valuable tools for ordering catalog materials, registering for upcoming events, and staying abreast of industry issues and statistics. As a member of the NSAA, we also have access to information and materials that assists with the training of our employees.

The required questionnaire developed for organizational dues and membership requests is attached for your information.

Respectfully submitted,


Philip A. Bryce
Acting Commissioner

**CANNON MOUNTAIN
Organizational Dues and Memberships**

NSAA – National Ski Areas Association

The Governor and Executive Council is concerned with the number of organizations and cost to the State for Agency participation in professional organizations. A series of questions have been developed which should answer the majority of Governor and Executive Councilors concerns related to the value of each membership. Requests by State Agencies to enter into memberships with National, Regional, Professional or Other type of organizations must address the ten questions below in the Governor and Executive Council request letter.

The following questions, along with an associated response, must be included in the “Explanation” section of your request, along with a brief narrative explanation as provided in the past. (Please include the lead in sentence along with the questions and responses.)

Listed below are answers to standard questions required for Governor and Council organization dues and membership approval submissions:

1. How long has this organization been in existence and how long has this agency been a member of this organization? **Cannon Mountain has been a member since 1971. NSAA just celebrated its 50th anniversary this year. We were established in 1962.**
2. Is there any other organization which provides the same or similar benefits which your agency belongs to? **No, NSAA provides the only national information for ski resorts. There are regional associations but we are the only national organization.**
3. How many other states belonging to this organization and is your agency the sole New Hampshire state agency that is a member? **NSAA has members in 39 states. Though membership is established by individual resorts rather than individual states.**
4. How is the dues structure established (standard fee for all states, based on population, based on other criteria, etc.)? **The following formula is used to compute our dues payment: Total gross winter lift receipts (GWLR), including season pass sales, for the previous season (if below \$175,000, minimum dues are \$200) .114% (.00114) x GWLR up to \$5,000,000. Plus, .057% (.00057) x GWLR in excess of \$5,000,000 Membership dues as calculated.**
5. What benefit does the state receive from participating in this membership? **NSAA provides safety information, training modules and industry statics to resorts. Including but not limited to, OSHA regulation information, water rights info, resort employee education, public safety initiatives (helmet campaigns, lift safety, terrain park education), etc.**
6. Are training or educational/ research materials included in the membership? If so, is the cost included? Explain in detail. **Training and education materials can be an added cost depending on what each resort is looking for. NSAA does send out a complimentary packet of safety info to every member resort for January’s National Safety Awareness week. All other materials for purchase can be found at our online store by logging into the NSAA website.**

7. Is the membership required to receive any federal grants or required in order to receive or participate in licensing or certification exams? Explain. **NO.**
8. Is there any travel included with this membership fee? Explain in detail any travel to include the number of employees involved, the number of trips, destination if known and purposes of membership supported trips. **NO.**
9. Which state agency employees are directly involved with this organization? (Indicate if they are members, voting members, committee members, and/or officers of the organization. **John DeVivo, General Manager; Greg Keeler, Marketing Director; and Gareth Slattery, Operations Manager.**
10. Explain in detail any negative impact to the State if the Agency did not belong to this organization. **Cannon Mountain would not receive any of the benefits as explained in questions #5 and #6 above which we feel are a necessary part of operating as an active and informed ski industry member.**



DUES INVOICE

Tax ID. # 13-1971926
December 1, 2012

Canon Mountain

100173

Ski Area Membership dues for the 2012-2013 season. Please use the following formula to compute your due payment.

Total gross winter lift receipts (GWL.R.) including season pass sales,
for the 2011-2012 season (if below \$175,000, minimum dues are \$200) 3,400,497.00
 $.114\% (.00114) \times \text{GWL.R. up to } \$5,000,000$ 4,100.00
 $\text{Plus: } .057\% (.00057) \times \text{GWL.R. in excess of } \$5,000,000$ -
Membership dues as calculated 4,100.00

To pay by check, remit dues in U.S. Funds to:

National Ski Areas Association
11 South Van Gordon Street, Suite 300
Boulder, CO 80528
(303) 987-1111
Fax: (303) 986-2145

To pay by credit card (Visa, MC, or Amex), complete below and fax to
(303) 986-2345:

Card Number: _____
Card Expiration Date: _____
Name on card: _____
Signature of Cardholder: _____

Contributions or gifts to the National Ski Areas Association (NSAA) are not tax deductible as charitable contributions, for income tax purposes. However, they may be tax deductible as ordinary and necessary business expenses subject to restriction imposed as a result of association lobbying activities. The NSAA estimates that the nondeductible portion of your fiscal year 2012/2013 dues allocable to lobbying is 8.35%.

Annual membership dues include \$25 for each 1-year subscription to the NSAA *Journal* sent to your company.