

Dept/Div: 70-01 Snow Bowl/Admin										
		FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY15	FY16
	Account	Actual	Actual	Actual	Actual	Actual	Actual	Budget	Actual*	Budget
7001-0101	Full Time Salaries	40,172	49,906	50,406	50,966	33,681	61,952	63,250	63,242	\$65,000
7001-0105	Part Time Salaries	18,954	11,426	15,345	16,500	20,489	16,669	30,760	17,676	\$4,460
7001-0501	FICA & Medicare	4,523	4,692	5,025	5,161	5,056	6,017	7,197	6,190	\$5,925
7001-0505	Retirement/ICMA	1,123	1,397	1,764	2,327	2,519	5,021	4,940	6,258	\$5,147
7001-0510	Medical Insurance	13,570	14,604	15,838	16,886	10,796	17,613	18,000	18,561	\$19,188
7001-1001	Office Supplies	1,820	689	2,463	1,414	2,876	2,165	4,200	3,063	\$4,000
7001-1004	Staff Recruiting	386	-	-	-	331	-	100	1,043	\$100
7001-1005	Dues & Publications	1,491	1,532	1,595	2,298	2,469	2,528	2,500	2,824	\$3,000
7001-1007	Ticket Supplies	1,948	5,079	9,974	1,014	3,980	4,565	4,500	3,585	\$9,000
7001-1201	Mileage	841	912	1,481	805	1,093	1,695	1,500	1,343	\$1,000
7001-1202	Professional Development	1,495	2,359	85	1,928	1,807	2,389	2,400	2,010	\$2,500
7001-1205	Uniforms/Clothing	-	167	6,248	376	267	111	22,310	24,846	\$2,000
7001-1520	Communications	1,848	1,980	2,106	2,618	1,850	2,169	2,500	2,559	\$3,000
7001-2501	General Liability	29,994	27,797	29,289	35,352	26,314	34,872	40,000	41,283	\$40,000
7001-3001	General Legal	199	14	2,117	243	-	-	300	-	\$300
7001-3008	Training/Support	-	74	-	-	-	-	0	-	-
7001-3011	Printing	1,576	1,489	1,716	1,720	1,509	1,509	5,000	6,293	\$6,000
7001-3024	Credit Card Fees	9,577	11,090	13,722	11,958	12,235	12,917	13,000	14,394	\$12,000
7001-3037	Computer Services	595	280	688	2,866	319	1,600	5,500	3,590	\$9,000
7001-1215	Marketing services	7,203	6,057	7,313	8,119	8,786	9,810	15,000	36,856	\$35,500
Total Snow Bowl/Admin		137,315	141,544	167,175	162,551	136,377	183,602	242,957	255,617	\$227,120
7001-0105	Admin Assist 16 wks x 30 hrs/ Marketing staff used to be in this line									
7001-1004	Seasonal staff recruiting expense									
7001-1005	NSAA, NESAC, Ski Maine, SAM magazine, USSA									
7001-1007	Tickets, pass supplies. Ticket stock ordered every other year. Potential increase for bar-coded tickets									
7001-1201	Local mileage, 2 conference/trainings; mileage for group sales, 4th grade moved to Marketing									
7001-1202	Conferences/trainings - 5 staff to Northeast Winter Sports Summit									
7001-1205	Jacket and vest replacements and repair.									
7001-2501	Liability insurance. Includes surcharge or refund on previous year based on actual Snow Bowl revenue. Looking into higher deductible									
7001-3011	Printing of brochures, comp tix, ski school raffle tix, alpine map, registration forms, signs, etc.									
7001-3037	Services for IT equipment including office, ticket sales, ski school sales and rental shop sales computers/ points of sale; fee for POS system									

7001-1215	Marketing servcies including print, radio,web, etc										
Dept/Div: 70-05 Snow Bowl/Lodge											
	Account	FY09 Actual	FY10 Actual	FY11 Actual	FY12 Actual	FY13 Actual	FY14 Actual	FY15 Budget	FY15 Actual	FY16 Budget	
7005-0105	Full/Part Time	2,888	2,055	2,854	2,556	9,869	11,658	8,480	13,594	\$12,700	
7005-0501	FICA & Medicare	221	157	218	196	755	891	650	1,040	\$972	
7005-1006	Supplies Cleaning & Bldg	775	816	745	-	814	145	500	155	\$500	
7005-1070	Vending Machine Products	947	1,045	-	-	-	-	0			
7005-1501	Electricity	3,398	2,591	2,647	2,507	2,943	3,622	3,700	3,071	\$3,000	
7005-1505	Heat	8,922	4,474	6,115	6,767	7,457	7,490	8,000	9,385	\$8,500	
7005-1525	Kitchen Propane	164	235	287	320	872	264	300	318	\$320	
7005-2020	Equipment	-	47	-	470	-	-	0		\$500	
7005-2030	Building Maintenance	3,972	3,850	5,782	4,092	3,607	10,298	4,000	11,046	\$5,000	
7005-2032	Building Improvements	711	3,432	-	70	24	165	0	-	\$12,000	
7005-2070	Parking Lot Maintenance	212	215	88	-	-	-	0			
7005-3014	Cleaning Contracted Services	96	1,181	868	600	430	46	500		\$500	
7005-3032	Trash Removal	2,400	2,706	2,759	2,010	2,898	3,206	3,200	4,025	\$3,200	
7005-3035	Security Services	268	117	117	123	123	246	150	246	\$200	
7005-0000	Gift Card Reimbursements									\$6,160	
Total Lodge		24,974	22,921	22,480	19,711	29,792	38,031	29,480	42,879	\$53,552	
7005-0105	Lodge cleaning staff - 30hrs/ week										
7005-1505	Estimate: 2700 gal of heating oil										
7005-1525	Winter Kitchen propane paid by food concession. This is summer kitchen usage										
7005-2030	Misc building maintenance										
7005-3014	Annual professional carpet cleaning, lodge window cleaning, etc.										
Dept/Div: 70-10 Snow Bowl/Maintenance Shop											
	Account	FY09 Actual	FY10 Actual	FY11 Actual	FY12 Actual	FY13 Actual	FY14 Actual	FY15 Budget	FY15 Actual	FY16 Budget	
7010-1015	Shop Supplies	862	947	734	1,037	572	664	700	1,990	\$1,000	
7010-1501	Electricity	2,695	2,017	2,310	1,635	2,014	2,446	2,300	3,848	\$3,200	
7010-1505	Heat	2,994	2,220	2,041	2,151	2,650	4,395	4,400	3,476	\$3,500	
7010-2030	Building Maintenance	228	25	286	848	25	65	100	271	\$500	
Total Maintenance Shop		6,779	5,209	5,371	5,671	5,261	7,570	7,500	9,585	\$8,200	
Dept/Div: 70-15 Snow Bowl/Alpine											
		FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY15	FY16	

	Account	Actual	Actual	Actual	Actual	Actual	Actual	Budget	Actual	Budget
7015-0101	Full Time Salaries	46,580	55,661	43,985	47,752	45,272	57,882	69,786	(19,181)	\$70,000
7015-0105	Part Time Salaries	9,522	11,722	7,907	7,041	12,536	12,352	13,000	56,691	\$20,000
7015-0110	Overtime		1,331	44	-	-	-			
7015-0140	Ski School Labor	39,540	36,177	45,671	43,471	54,145	49,921	52,000	42,820	\$52,000
7015-0141	Ski Patrol Labor	13,815	14,553	15,853	11,985	18,810	15,658	19,400	15,299	\$19,600
7015-0142	Ski Race Labor	3,921	5,046	6,502	8,877	10,477	5,979	9,650	7,362	\$9,500
7015-0143	Ticket Sales Labor	8,913	8,278	9,232	7,687	9,430	10,478	10,000	6,184	\$12,000
7015-0144	Terrain Park Labor	4,266	5,597	9,541	7,774	8,053	11,850	9,000	9,366	\$7,000
7015-0145	Groomer Labor	8,758	7,929	10,700	9,345	12,447	10,478	14,000	12,716	\$15,500
7015-0146	Lift Operators	29,246	30,957	51,765	45,628	54,280	53,035	50,000	36,595	\$56,000
7015-0147	Snowmaking Labor	17,133	11,976	13,634	14,564	19,396	21,284	20,850	17,360	\$21,000
7015-0501	FICA & Medicare	13,900	14,469	16,440	15,616	18,900	19,042	20,478	13,135	\$21,619
7015-0505	Retirement/ICMA	1,714	1,896	2,402	3,149	3,869	6,260	8,635	10,249	\$9,617
7015-0510	Medical Insurance	18,279	19,593	26,760	30,781	31,410	38,581	38,000	39,035	\$40,355
7015-1001	Office Supplies	776	1,377	3,206	1,700	1,000	697	750	642	\$750
7015-1013	Safety Equipment	316	251	174	75	578	-	200	1,639	\$1,500
7015-1014	Gas/Diesel/Oil	5,418	6,903	13,305	12,496	19,251	20,238	25,200	14,423	\$20,000
7015-1015	Shop Supplies	445	297	1,165	16	302	208	200	1,465	\$1,000
7015-1071	Ski Race Supplies	2,440	956	8,937	2,430	3,214	5,884	2,500	9,482	\$12,000
7015-1072	Ski Patrol Supplies	1,587	2,629	2,867	1,539	2,004	2,516	2,500	2,700	\$3,000
7015-1073	Ski School Supplies	588	484	1,257	2,174	1,100	1,009	1,000	2,189	\$2,000
7015-1202	Professional Development	1,189	2,832	2,292	1,048	2,016	4,199	3,000	304	\$3,000
7015-1501	Electricity	(4,973)	14,455	257	8,609	4,783	13,380	9,000	19,747	\$25,000
7015-1504	Snowmaking Electricity	40,732	32,957	40,641	36,689	44,629	28,453	53,000	59,491	\$53,000
7015-2005	Vehicle Maintenance	10,047	8,820	15,985	7,656	18,892	27,608	40,000	65,973	\$45,000
7015-2071	Lift Repair Maintenance	9,245	23,679	26,698	14,971	22,121	12,295	12,500	13,885	\$13,000
7015-2072	Equipment Maintenance	548	118	438	158	630	34	500	216	\$500
7015-2073	Snowmaking Equipment Lease	4,544	4,607	6,215	9,501	4,038	9,972	29,100	40,823	\$30,000
7015-2074	Trail Maintenance	4,860	5,667	12,561	11,551	6,464	10,544	6,000	3,248	\$8,000
7015-2075	Mountain Building	797	119	533	364	1,096	327	20,500	630	\$1,000
7015-2076	Terrain Park Supplies	1,186	777	4,187	1,347	2,227	2,000	2,000	229	\$500
7015-3008	Training/Consultation		144		-	-	-			
7015-000	Signage									\$1,000
Total Snow Bowl /Alpine		295,332	332,257	401,154	365,994	433,370	452,164	542,749	484,719	\$574,441
7015-0101	General labor for full time, year round staff. This gets reallocated to specific departments with each payroll.									
7015-0105	General part time labor not attributed to a specific department or activity									
7015-0141	3 paid patrollers daily, plus volunteers daily, plus 100 hrs Patrol Director time									
7015-0143	Includes Ski School Desk coverage									
7015-0145	Groomer time heavily covered by full time staff									

7015-0146	Includes some fulltime staff labor reallocated.									
7015-0147	Includes some full time staff labor reallocated									
7015-1014	For grooming machines, snowmobiles, ATVs, plowing vehicles									
7015-1202	Spring ski mechanics clinic in MA for 3 staff & every other year Cutters Camp for 2 staff.									
7015-1501	Non-snowmaking electricity for lifts, lights, outbuildings, etc.									
7015-1504	Electricity used primarily in snowmaking, plus triple chair									
7015-2005	Maintenance on trucks, snowmobiles, ATV's, grooming machines									
7015-2073	Snow gun parts replacement, lease of compressors;									
7015-2074	Mowing, drainage work, signs, tree trimming.									
7015-2075	Maintenance on 8 on-hill buildings									
7015-2076	Terrain park tools, materials for elements									

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

		FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY15	FY16
	Account	Actual	Actual	Actual	Actual	Actuals	Actual	Budget	Actual	Budget
7020-0101	Full Time Salaries	8,296	7,477	7,522	7,426	1,410	33	0		
7020-0105	Part Time Salaries	10,468	10,943	14,408	12,742	20,103	16,371	0		
7020-0110	Overtime		33	11	12	-	-	0		
7020-0501	FICA & Medicare	1,436	1,412	1,679	1,544	1,646	1,255	0		
7020-0505	Retirement/ICMA	339	367	459	631	715	796	0		
7020-3014	Management fee									\$18,000
7020-1270	Supplies	1,470	1,119	2,017	2,287	1,460	-	0		
7020-2020	Equipment Maintenance	343	527	4,309	1,018	1,608	1,122	17,940	17,647	\$-
7020-3530	Equipment	5,077	5,078	14,576	21,098	10,743	5,100	15,000	13,715	\$15,000
Total Snow Bowl Rental Shop		27,429	26,956	44,981	46,758	37,685	24,677	32,940	31,362	\$33,000

7020-3014 Contracted management to 3rd party who is responsible for operation and staffing. Based on 20% of revenue
7020-2020 included in mgmt contract
7020-3530 Annual rental equipment replacement.

Dept/Div: 70-25 Snow Bowl/Toboggan Chute

		FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY15	FY16
	Account	Actual	Actual	Actual	Actual	Actuals	Actual	Budget	Actual	Budget
7025-0105	Part Time Salaries	4,855	6,508	9,300	10,326	13,562	10,099	10,000	10,773	\$2,000
7025-0501	FICA & Medicare	371	498	711	790	1,038	773	765	879	\$153
7025-1271	Toboggan Repairs	-			-	-	-	300	-	
7025-2078	Maintenance	817	1,891	818	228	3,186	4,565	1,000	-	

7025-000	Equipment									\$1,850
7025-4446	Toboggan Chute Reserve Fund	-	1,000	1,000	1,000	1,000	1,000	1,000	-	\$1,000
Total Snow Bowl/Toboggan Chute		6,043	9,897	11,829	12,344	18,786	16,437	13,065	11,652	\$5,003
7025-0105	Labor for running chute for roughly 6 weeks									
	Equipment: 10 new toboggans									
Dept/Div: 70-30 Snow Bowl/Toboggan Nationals										
		FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY15	FY16
	Account	Actual	Actual	Actual	Actual	Actuals	Actual	Budget	Actual	Budget
7030-0105	Part Time Salaries									\$15,000
7030-0501	FICA & Medicare									\$1,148
	Supplies									\$6,000
	Marketing & communication									\$10,000
	Rented equipment									\$4,000
	Winterfest									\$4,000
	Parking									\$4,000
	Merchandise									\$2,000
Total Snow Bowl/ Toboggan Nationals									38,324	\$46,148
7030-0105	7k in sponsorship and sales, 8k in chute prep and mgmt									
	Supplies: bibs, signs, scoreboards, etc									
	Marketing & Com: program, advertising									
	Rented: tents, porta potties, sound, timing, radios, etc									
	Winterfest: entertainment									
	Parking: half income goes to WBRotary									
	Merchandise: souvenirs, etc									
Snow Bowl Expense Totals		\$497,872	\$538,784	\$652,990	\$613,029	\$661,271	\$722,481	\$868,691	\$874,138	\$947,464

Snow Bowl Budget - Revenue FY09 - FY16

Account	Revenue Source	FY09 Actual	FY10 Actual	FY11 Actual	FY12 Actual	FY13 Actual	FY14 Actual	FY 15 Budget	FY 15 Actual	FY 16 Budget
92-0101	Lodge Rental	10,350	9,743	14,525	11,725	4,835	10,519	4,000	3,435	\$4,000
92-0102	Daily Tickets	166,802	152,598	193,403	105,608	185,434	222,811	256,100	259,679	\$303,000
92-0103	Season Tickets	163,500	189,419	204,053	191,892	180,216	194,197	223,605	197,252	\$243,000
92-0104	Lesson Income	58,052	71,398	91,000	64,998	96,384	100,376	115,000	92,599	\$112,000
92-0105	Race Income	17,196	18,480	24,030	20,023	17,765	31,348	40,000	44,296	\$47,000
92-0106	Gift Card Purchases	9,180	7,328	8,027	7,388	11,090	11,672	11,500	14,984	\$11,000
92-0107	Summer Chairlift	2,570	5,734	5,977	9,608	7,855	13,532	0	-	\$5,000
92-0108	Kitchen Lease	5,000	5,000	5,500	4,063	4,202	4,732	6,000	2,331	\$5,000
92-0109	Tube Rentals	15,035	12,500	13,494	11,871	10,991	12,021	0	-	
92-0110	Toboggan Rentals	2,605	4,250	6,642	405	4,390	7,030	7,000	5,305	\$6,000
92-0111	Rental Equipment	53,469	50,618	61,478	43,043	67,485	77,981	89,700	63,917	\$90,000
92-0112	Merchandise Sales	1,923	2,691	12,375	163	1,100	520	1,000	1,040	\$1,500
92-0114	Miscellaneous	864	2,380	1,972	112	0	0	0	100	
92-0115	Tobogganfest	58,679	66,081	75,001	85,959	71,050	79,690	85,000	97,083	\$90,000
92-0117	Scholarship	5,051	7,322	2,892	4,427	5,686	3,094	12,000	7,004	\$6,080
92-0119	Town Matching Funds	25,000	20,000	0	0	15,000	0	15,000	-	\$-
92-0220	Sponsorship Revenue	1,000	750	1,000	950	1,050	1,000	25,000	-	\$5,000
92-0222	Locker Rentals	3,435	3,900	4,020	4,100	4,666	3,850	4,100	3,900	\$3,900
92-0000	Grants									\$35,000
	Revenue Totals	599,711	630,192	725,389	566,335	689,199	774,373	895,005	792,925	\$967,480
	Expense Totals	497,872	538,784	652,990	613,029	661,271	722,481	868,691	874,138	\$947,464
	Surplus paid toward	101,839	91,408	72,399	(46,694)	27,928	51,892	26,314	(81,213)	\$20,016

- 92-0101 Lodge Rental Non-winter income from lodge rentals (assume revenues will be down with redevelopment)
- 92-0102 Daily Tickets Based on actual FY15 plus \$43k for Christmas and MLK weekend. Doesn't take into account 13% (\$34k) price increase.
- 92-0103 Season Tickets Based on actual FY15 before refunds plus price increase of 5%
- 92-0104 Lesson Income Ski School income includes beginner packages w/ rental and lesson
- 92-0105 Race Income Race programs, race entry fees. 3 more races in FY 16
- 92-0106 Gift Card Purchases Gift card income
- 92-0107 Summer Chairlift Fall foliage lift service
- 92-0108 Kitchen Lease Kitchen concession
- 92-0110 Toboggan Rentals Toboggan chute income not associated with USNTC weekend.
- 92-0111 Rental Equipment Rental Shop Revenue for individuals, groups and programs.
- 92-0112 Merchandise Sales Sales of Snow Bowl merchandise (hats, mugs, stickers, t-shirts) other than toboggan items.
- 92-0114 Miscellaneous All other income

Snow Bowl Budget - Revenue FY09 - FY16

92-0115	Toboggan Nationals	Income related to US National Toboggan Championships
92-0117	Scholarship	Income from Town managed scholarship funds and ski club scholarship contributions
92-0119	Town Matching Funds	Support for Snow Bowl operations from Town general fund.
92-0220	Sponsorship Revenue	Advertisement at the Snow Bowl and in written materials.
92-0222	Locker Rentals	Fees for annual ski locker rentals
92-0000	Grants	Grants from Ragged Mtn Foundation Endowment, Ski Club, others.

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