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STATE OF NEW HAMPSHIRE  
DEPARTMENT of NATURAL AND CULTURAL RESOURCES  
DIVISION OF PARKS AND RECREATION

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November 21, 2019

His Excellency, Governor Christopher T. Sununu  
and the Honorable Executive Council  
State House  
Concord, New Hampshire 03301

**REQUESTED ACTION**

Authorize the Department of Natural and Cultural Resources, Division of Parks and Recreation, Cannon Mountain Ski Area to make a **Retroactive** payment to the National Ski Areas Association (VC #164099), Lakewood, CO in the amount of \$5,123.52 for membership dues effective upon Governor and Executive Council approval for the period July 1, 2019 through June 30, 2020. 100% Other Funds (Agency Income)

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

03-035-035-351510-37030000-026-500251-35CA0313 - Organizational Dues	<u>FY 2020</u> \$5,123.52
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**EXPLANATION**

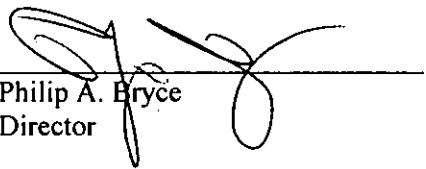
The National Ski Areas Association (NSAA) promotes growth in the sport of skiing and snowboarding and ensures the overall health of the industry. NSAA's website is one of our most valuable tools for ordering catalog materials and registration for upcoming events. As a member of NSAA we have access to information and materials that help with training of our employees and staying abreast of the industry issues and statistics. As a matter of practice, membership relationships are considered an ongoing and fundamentally necessary practice within the ski industry. On that basis of understanding, the management of invoicing and submission of timely payment has typically retained less emphasis while the value of the economic exchange that occurs as a result of the membership relationship is the primary focus. This has caused membership renewal paperwork processing to, in many cases, lapse beyond a prudent standard of timeliness of approval and payment of the membership. For this reason, we seek retroactive approval for our membership with NSAA.

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

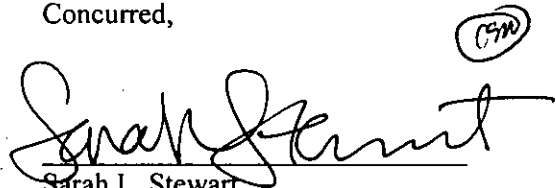
1. How long has this organization been in existence and how long has this agency been a member of this organization? **NSAA was established in 1962 and Cannon Mountain has been a member since 1971.**
2. Is there any other organization that provides the same or similar benefits that your agency belongs 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 individual resorts rather than individual states establish membership.**

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: the total gross winter lift receipts (GWLR), including season pass sales, for the previous season (if below \$175,000, minimum dues are \$200); multiply .114% (.00114) x GWLR up to \$5,000,000 plus .057% (.00057) x GWLR in excess of \$5,000,000 equals 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 information to every member resort for January's National Safety Awareness Week. All other materials for purchase can be found 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.) **General Manager John DeVivo, Marketing Director Greg Keeler, and Operations Manager George Lemerise.**
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.**

Respectfully submitted,

  
Philip A. Bryce  
Director

Concurred,

  
Sarah L. Stewart  
Commissioner

NATIONAL  
SKI AREAS  
ASSOCIATION



## Domestic Ski Area Dues Invoice

Company Name	Cannon Mt			
Street Address	2100 Tramway Drive			
City	FRANCONIA	State	NH	Zip Code 03850
Phone number	603-823-8800			
Email Address	gregory.keckler@dnr.nh.gov			
Contact Person	Greg Keckler			

Ski Area Membership dues for the year beginning July 1, 2019 and ending June 30, 2020.  
Please use the following formula to compute your dues payment.

Total gross winter lift receipts (GWLR), including season pass sales, for the 2018/2019 season (if below \$175,000, minimum dues are \$200)	4,494,313.07
.114% (.00114) x GWLR up to \$5,000,000	5,123.52
Plus, .057% (.00057) x GWLR in excess of \$5,000,000	—
Membership dues as calculated	<u>5,123.52</u>

**NSAA accepts CHECKS and CREDIT CARDS for dues payments. However, for any dues payment over \$10,000, please submit via CHECK.**

<b>To pay by check; Remit dues in U.S. Funds to:</b>
National Ski Areas Association 133 South Van Gordon Street, Suite 300 Lakewood, CO 80228 (303) 987-1111 Fax (303) 986-2345

<b>To pay by credit card; (Visa, MC, or Amex), complete below:</b>	
Credit Card Number	
Card Expiration Date	CCV: <input style="width: 50px;" type="text"/>
Full Name on Card	
Signature of Card holder	
Date	

NSAA's Tax ID. # 13-1973926. 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 non-deductible portion of your fiscal year 2019/2020 dues allocable to lobbying is 2.28%. Annual membership dues include \$25 for each 1-year subscription to the NSAA Journal sent to your company.