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

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January 24, 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 enter into a **RETROACTIVE** membership with NH Ski for Schools (VC #158025), Waterville Valley, NH in the amount of \$28,263 for Cannon Mountain Ski Area upon Governor and Executive Council approval for the period January 1, 2019 through December 31, 2019.
100% Agency Income

Funding is available as follows:

	<u>FY 2019</u>
03-35-35-351510-37030000	
Cannon Mountain	\$28,263
026-500251-35CA0313 Organizational Dues	

EXPLANATION

New Hampshire Ski for Schools (NHSS) is a partnership of two major ski resorts and seven quality lodging properties in the White Mountains region. Membership provides cooperative international advertising and marketing for Cannon Mountain well beyond what we could achieve on an individual basis. NHSS markets its member internationally through brochures, travel shows, media placements and direct mail. This request is retroactive because the invoice was not processed in time to be submitted to an earlier meeting.

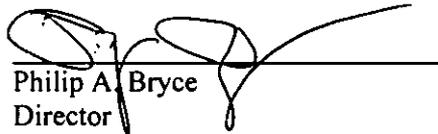
Listed below are the answers to the required questionnaire developed for organizational dues and membership requests:

1. How long has this organization been in existence and how long has this agency been a member of this organization? **The NHSS was established in January 2018, after the NH Ski Group (NHSG) dissolved their membership on December 31, 2017.**
2. Is there any other organization which provides the same or similar benefits which your agency belongs to? **No.**
3. How many other state's belonging to this organization and is your agency the sole New Hampshire state agency that is a member? **NHSS is exclusive to NH so no other states are involved; Cannon Mountain is the only state agency involved (other partners are private ski resorts and local lodging properties).**
4. How is the dues structure established? (Standard fee for all states, based on population, based on other criteria, etc.). **Fees are based by the percentage of skier visits of each area compared to the**

sum of all international skier visits of the participating resorts. That percentage is assigned to the budget to determine the rate.

5. What benefit does the state receive from participating in this membership? All members are actively promoted as a winter sports destination on the international travel market, with particular emphasis in the UK and Republic of Ireland. As a direct result of Cannon Mountain's membership, the resort receives significant revenue from international student groups who come for multi-day ski trips every winter, purchasing lift tickets, equipment rental and ski lessons and consuming food and beverage in the base lodge. Adult Free Independent Travelers (FIT) also visit Cannon Mountain to ski as a direct result of the marketing efforts of the NHSS.
6. Are training or educational/research materials included in the membership? If so, is the cost included? Explain in detail. The cost of membership includes inclusion in an annual promotional printed brochure distributed in the UK and Ireland, on the group's website which is actively promoted in all marketing activity, in regular E-newsletters, and on a blog. The group also exhibits at major consumer ski shows in the UK and an annual travel show in Ireland, and is represented at international Business to Business (B2B) travel shows in the UK, Europe and North America. The group also develops and maintains relationships with Tour Operators in both the school travel and FIT markets, encouraging equal exposure of all it ski resorts members in tour operating programs. Cannon Mountain is also included in Tour operator Familiarization (FAM) and Press Trips which are regularly organized by the group. Only group members are included in such trips.
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. Sales Manager Julianne Ireland, Marketing Director Greg Keeler, and General Manager John DeVivo.
10. Explain in detail any negative impact to the State if the Agency did not belong to this organization. Cannon Mountain would no longer receive pro-active exposure, marketing and promotion on the international market to the level it currently enjoys – it would no longer be featured in printed and online marketing material, direct promotion to tour operators would cease and the ultimate end result would be that school travel groups and FIT traveler numbers would fall away, with those revenue streams disappearing.

Respectfully submitted,


Philip A. Bryce
Director

Concurred,


Sarah L. Stewart
Commissioner

