STATE OF NEW HAMPSHIRE
DEPARTMENT of NATURAL AND CULTURAL RESOURCES
DIVISION OF PARKS AND RECREATION
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November 12, 2023

His Excellency, Governor Christopher T. Sununu
and the Honorable 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 the National Ski Areas Association (VC #164099), Lakewood, CO the amount of $5,177.38 for membership dues effective upon Governor and Council approval for the period July 1, 2023 through June 30, 2024. 100% Other Funds (Agency Income).

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

	FY 2024
03-035-035-351510-37030000-026-500251-35CA0313-Membership Fees	$5,177.38

EXPLANATION

Cannon Mountain has three primary memberships. We typically submit these annual membership agreement approvals to the Governor and Executive Council together because it's more efficient, which occasionally puts one or two of the payments into "retroactive" status. For this reason, we seek **retroactive** approval for our membership with NSAA. We receive services from these membership organizations on a year-round basis, regardless of their invoicing schedules, and we do not incur any late payment penalties as a result of paying them out of cycle.

The National Ski Areas Association (NSAA) promotes growth in the sport of skiing and snowboarding and ensures the overall health of the industry. NSAA provides education information to help train employees as well as keep Cannon Mountain up to date on the latest industry research. The NSAA website is used to purchase needed materials as well as book industry events throughout the year. This allows Cannon Mountain to send managers to training seminars year-round. As a matter of practice, membership relationships are considered an ongoing and fundamentally necessary practice within the ski industry.

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 which provides the same or similar benefits which your agency belongs to? **They 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: 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 Greg Keeler, Marketing Director Jennifer Karnan, 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,

CSM

Sarah Stewart

Sarah L. Stewart
Commissioner

NATIONAL SKI AREAS ASSOCIATION

DUES INVOICE

Tax ID. # 13-1973926
July 1, 2023

Cannon Mountain **100173**

Ski Area Membership dues for the year beginning July 1, 2023 and ending June 30, 2024. Please use the following formula to compute your dues payment.

Total gross winter lift receipts (GWLR), includes all products you sell during the winter that grant access to your lifts, including lift tickets, season passes and frequency products, for the 2022/2023 season (if below $175,000, minimum dues are $200)	$4,541,557.87
.114% (.00114) x GWLR up to $5,000,000	$5,177.38
Plus, .057% (.00057) x GWLR in excess of $5,000,000	
Membership dues as calculated	$5,177.38

Dues over $10,000 must be paid via check. To pay by check, remit dues to:

National Ski Areas Association
133 South Van Gordon Street, Suite 300
Lakewood, CO 80228
(303) 987-1111
Fax (303) 986-2345

To pay by credit card (Visa, MC, or Amex), complete below and email to nsaa@nsaa.org or fax to: (303) 986 – 2345.

Card Number: _____

Card Expiration Date: _____ CVV _____

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 non-deductible portion of your fiscal year 2023/2024 dues allocable to lobbying is 2.68%. Annual membership dues include $25 for a 1-year subscription to the *NSAA Journal.*