

DEPARTMENT OF RESOURCES AND ECONOMIC DEVELOPMENT
 STATEMENT OF INCOME AND EXPENSES - FISCAL YEAR 2002 & 2003
 FRANCONIA NOTCH STATE PARK
 SKI OPERATIONS

INCOME	FISCAL 2002			FISCAL 2003		
	WINTER	SUMMER	TOTAL	WINTER	SUMMER	TOTAL
Lift Income	1,740,936.71	878,460.27	2,619,396.98	1,806,761.78	808,527.69	2,615,289.47
Season Tickets	421,456.34	0.00	421,456.34	492,063.25	0.00	492,063.25
Group Reservations	0.00	0.00	0.00	0.00	0.00	0.00
Echo Lake - Service Charge	0.00	43,523.97	43,523.97	0.00	50,273.50	50,273.50
Package Plan-Mass. Junior Ski	0.00	0.00	0.00	0.00	0.00	0.00
John Tracy Ski Club	5,231.00	0.00	5,231.00	0.00	0.00	0.00
Misc. Ski Clubs	3,885.00	0.00	3,885.00	12,723.20	0.00	12,723.20
Camping	460.00	10,418.85	10,878.85	114.00	17,965.69	18,079.69
Concession Inc.-Food,Souv.& Alcohol	112,129.67	47,459.22	159,588.89	104,705.88	39,827.33	144,533.21
Miscellaneous	1,727.37	6,001.00	7,728.37	19,040.19	14,650.17	33,690.36
Custodial Services	3,525.37		3,525.37	4,280.40	0.00	4,280.40
Canadian Exchange	(321.00)	(26.08)	(347.08)	0.00	0.00	0.00
Sanitary Supplies	61.50	60.50	122.00	56.00	45.00	101.00
Viewing Machines	0.00	5,074.72	5,074.72	0.00	4,098.97	4,098.97
Peabody Shelter Bldg.-Rent	0.00	0.00	0.00	0.00	0.00	0.00
Telephone Commissions	74.57	292.92	367.49	45.99	139.22	185.21
Cash Over or (Short)	(208.75)	245.90	37.15	(1,548.43)	(132.78)	(1,681.21)
Ski NH	0.00	0.00	0.00	0.00	0.00	0.00
Corp. Ski Incent	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL OPERATING INCOME	2,288,957.78	991,511.27	3,280,469.05	2,438,242.26	935,394.79	3,373,637.05

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EXPENSES	FISCAL 2002			FISCAL 2003		
	WINTER	SUMMER	TOTAL	WINTER	SUMMER	TOTAL
Permanent Salaries	263,310.94	204,596.86	467,907.80	231,222.02	265,658.68	496,880.70
Other Salaries	522,624.02	233,097.29	755,721.31	552,769.93	264,280.58	817,050.51
Benefits	186,010.40	129,567.62	315,578.02	195,963.84	148,207.06	344,170.90
Current Expenses-						
Supplies	44,902.45	35,527.87	80,430.32	39,650.98	29,888.30	69,539.28
Publications	129.00	0.00	129.00	0.00	84.00	84.00
Bank Fees	46.55	0.00	46.55	1.80	63.42	65.22
Non Int Food	2,198.33	0.00	2,198.33	6,172.82	148.45	6,321.27
Fuel	17,823.81	301.19	18,125.00	346.65	388.21	734.86
Clothing	1,384.90	3,871.12	5,256.02	16.04	2,656.85	2,672.89
Telephone	9,695.44	9,114.25	18,809.69	8,794.32	8,941.47	17,735.79
Postage	929.83	957.73	1,887.56	735.77	293.49	1,029.26
Printing	12,897.25	2,099.74	14,996.99	5,069.73	5,524.50	10,694.23
Transportation of Things	192.17	550.47	742.64	252.35	133.76	386.11
PC Supplies	148.80	0.00	148.80	0.00	382.09	382.09
Contract Repairs M&E	4,276.75	2,463.49	6,740.24	5,964.60	1,815.63	7,780.23
Contract Repairs B&G	1,173.10	1,241.00	2,414.10	3,467.77	4,524.76	7,992.53
Contract Repairs Office Equip	0.00	0.00	0.00	420.00	0.00	420.00
Own Forces Repairs - M&E	9,302.32	1,651.10	10,953.42	2,943.55	4,864.89	7,808.44
Software License	748.00	0.00	748.00	0.00	5,836.00	5,836.00
Motor Vehicle Upkeep	18,189.47	11,116.37	29,305.84	10,975.46	7,818.95	18,794.41
Operator of State Cars	0.00	0.00	0.00	28,982.78	2,706.67	31,689.45
Lab Services	1,288.00	820.00	2,108.00	1,250.00	2,500.00	3,750.00
Own Forces Repairs - B&G	9,527.87	29,275.85	38,803.72	8,022.65	20,367.21	28,389.86
PC Hware Mt	0.00	0.00	0.00	0.00	0.00	0.00
Promotional	0.00	0.00	0.00	149.75	340.00	489.75
Advertising	0.00	439.65	439.65	539.00	785.50	1,324.50
Rent Non State	0.00	0.00	0.00	12.00	3,800.00	3,812.00
CE Earnings	465.00	0.00	465.00	465.00	0.00	465.00
Rent and Rentals	0.00	0.00	0.00	0.00	0.00	0.00
Insurance	35.32	0.00	35.32	3,692.26	0.00	3,692.26
Membership Fees	0.00	0.00	0.00	0.00	500.00	500.00
Miscellaneous	5,569.64	4,355.39	9,925.03	5,458.53	2,457.36	7,915.89
Rental/Lease - Office Equipment	198.00	0.00	198.00	276.00	98.05	374.05
Rental/Lease - Office Equipment	19.25	242.50	261.75	195.22	612.50	807.72
Trash Removal	11,940.37	3,190.82	15,131.19	11,377.50	2,541.71	13,919.21
Diesel Fuel	0.00	0.00	0.00	0.00	0.00	0.00
Janitorial Services	180.00	0.00	180.00	0.00	0.00	0.00
Dev Training	0.00	45.00	45.00	3,247.50	0.00	3,247.50
IT Trng/Dev	0.00	0.00	0.00	0.00	0.00	0.00
Rents & Leases Non-State	182,797.20	9,734.56	192,531.76	179,139.35	14,306.82	193,446.17
Heating Fuels & Electricity	572,664.68	83,801.87	656,466.55	635,730.51	29,443.80	665,174.31
Maint Other Than B&G	24,379.35	8,513.00	30,892.35	18,046.52	15,836.19	33,682.71
Membership Fees	2,465.00	4,595.13	7,060.13	5,880.00	3,512.04	9,392.04
Equipment	126,341.72	20,156.73	146,498.45	39,836.49	34,535.05	74,371.54
Debt Service - Tramway	0.00	0.00	0.00	0.00	0.00	0.00
Own Maint-B&G	13,704.47	18,723.07	32,427.54	11,764.81	46,038.47	57,803.28
CE Maintenance B&G	0.00	0.00	0.00	89,259.00	345,894.66	435,153.66
Travel In-State	66.85	378.57	445.42	50.00	86.51	136.51
Travel Out-of-State	5,043.34	2,201.01	7,244.35	5,799.45	1,224.05	7,023.50
Snowmaking	101,943.47	0.00	101,943.47	95,796.12	112.50	95,908.62
Liability Insurance	34,338.83	0.00	34,338.83	58,930.00	0.00	58,930.00
Promotion Marketing	196,568.65	50,941.29	247,509.94	217,750.37	58,673.85	276,424.22
Worker's Comp	68,089.46	28,312.74	96,402.20	26,834.08	73,634.49	100,468.57
Unemployment Comp	15,016.49	17,352.80	32,369.29	26,162.34	1,904.15	28,066.49
Information Technology	3,490.00	2,500.00	5,990.00	1,518.00	0.00	1,518.00
Environmental Impact	0.00	0.00	0.00	0.00	0.00	0.00
OYR - Current Expenses	0.00	0.00	0.00	422.40	1,943.40	2,365.80
OYR - R/L Off Eqpt	0.00	690.00	690.00	0.00	453.95	453.95
OYR - Equipment	0.00	0.00	0.00	0.00	0.00	0.00
OYR - Own Forces-B&G	0.00	200.00	200.00	1,500.00	0.00	1,500.00
OYR - Snowmaking	0.00	0.00	0.00	8,835.56	0.00	8,835.56
OYR - Promotion	14.25	256.94	271.19	32.50	160.65	193.15
TOTAL OPERATING EXPENSES	2,472,110.74	920,883.02	3,392,993.76	2,551,723.32	1,415,880.67	3,967,603.99
OPERATING GAIN OR (LOSS)	(183,152.96)	70,628.25	(112,524.71)	(113,481.06)	(480,485.88)	(593,966.94)
SKI SCHOOL GAIN OR (LOSS)	12,197.09	0.00	12,197.09	(29,958.71)	0.00	(29,958.71)
BEACH GAIN OR (LOSS)	0.00	4,418.32	4,418.32	0.00	6,680.80	6,680.80
RENTAL SHOP GAIN OR (LOSS)	191,662.12	0.00	191,662.12	132,414.55	0.00	132,414.55
MAIL ORDER RETAIL GAIN OR (LOSS)	0.00	0.00	0.00	0.00	0.00	0.00
PEABODY RETAIL GAIN OR (LOSS)	56,733.89	0.00	56,733.89	77,022.00	0.00	77,022.00
TRAM RETAIL GAIN OR (LOSS)	0.00	41,896.72	41,896.72	0.00	130,628.67	130,628.67
PROFILE STORE GAIN OR (LOSS)	0.00	45,243.05	45,243.05	0.00	79,048.57	79,048.57
TOTAL GAIN OR (LOSS)	77,440.14	162,186.34	239,626.48	65,996.78	(264,127.84)	(198,131.06)

2002 winter season 12/15/01 - 4/7/02 2003 winter season 11/28/02 - 4/6/03