

	2015-2016 Actuals	2016-2017
Ordinary Income/Expense		
Income		
Contributions Income	156,897	159,850
Membership Dues	72,115	75,000
Trail Pin Sales	127,590	136,500
Fund Raising Events	25,552	40,000
Contract Income	247,961	237,250
Grant Income	151,491	13,000
Merchandise Sales	18,926	29,660
Newsletter Income	9,150	22,000
Program Income		
Adult Ski Lessons	4,360	-
Junior Nordic Income	175,269	216,800
Biathlon Income	19,888	19,200
Hope Hut Income	4,840	4,600
Jumping Program Income	30,015	42,400
Tours Income	19,525	21,870
Total Program Income	253,897	304,870
Event/Race Income		
Race Entry Fees	45,011	126,000
Event Registration	21,128	29,000
Ski Train Tickets	90,575	100,100
Total Event/Race Income	156,714	255,100
Trails Income	7,175	11,000
In-Kind Donations Revenue	31,726	12,200
Total Income	1,259,195	1,296,430
Expense		
Personnel	641,296	667,411
Workers' Comp Insurance	32,183	38,000
General Expenses	182,199	199,711
Program Expenses	32,603	38,795
Event/Race Expenses	140,233	155,023
Trails Expenses	101,230	103,440
Depreciation Expense	83,003	86,000
In-Kind Donations Expense	23,203	12,200
Total Expense	1,235,950	1,300,580
Net Ordinary Income	23,245	(4,150)
Net Other Income	605	700
Net Income/Loss	23,850	(3,450)