



FY16 In Review

- ▶ \$6.1 Water Project Completed
 - ▶ With financial contributions from the State of Minnesota, City of Duluth, National Fish & Wildlife, Sustain Our Great Lakes.
 - ▶ In collaboration with Department of Natural Resources, FJJ, SEH and Burlington Northern
 - ▶ Snowmaking and Water Collection System has allowed for more efficient in snowmaking, take SMRA off the city water supply and diverting runoff and sediment away from Knowlton Creek.
 - ▶ Pumping 1500 gallons of water a minute to 4000.

Water Project Photos



Water Project Photos



Water Project Photos



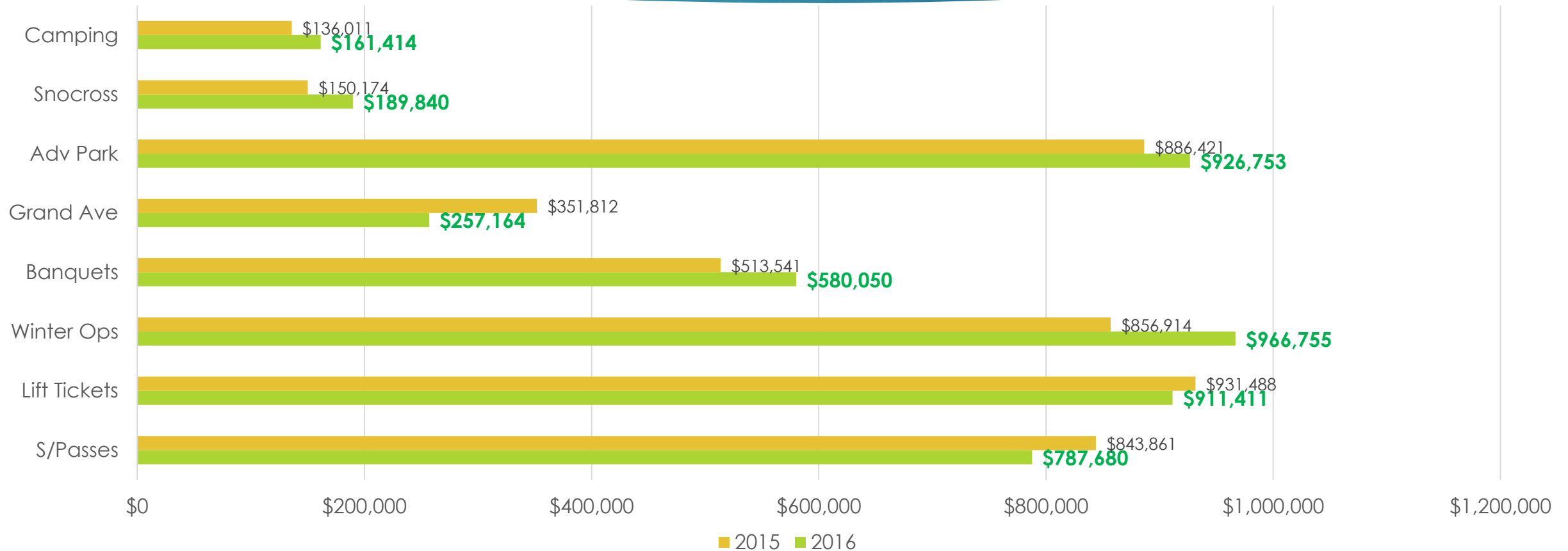
Water Project Photos



The Year as a whole

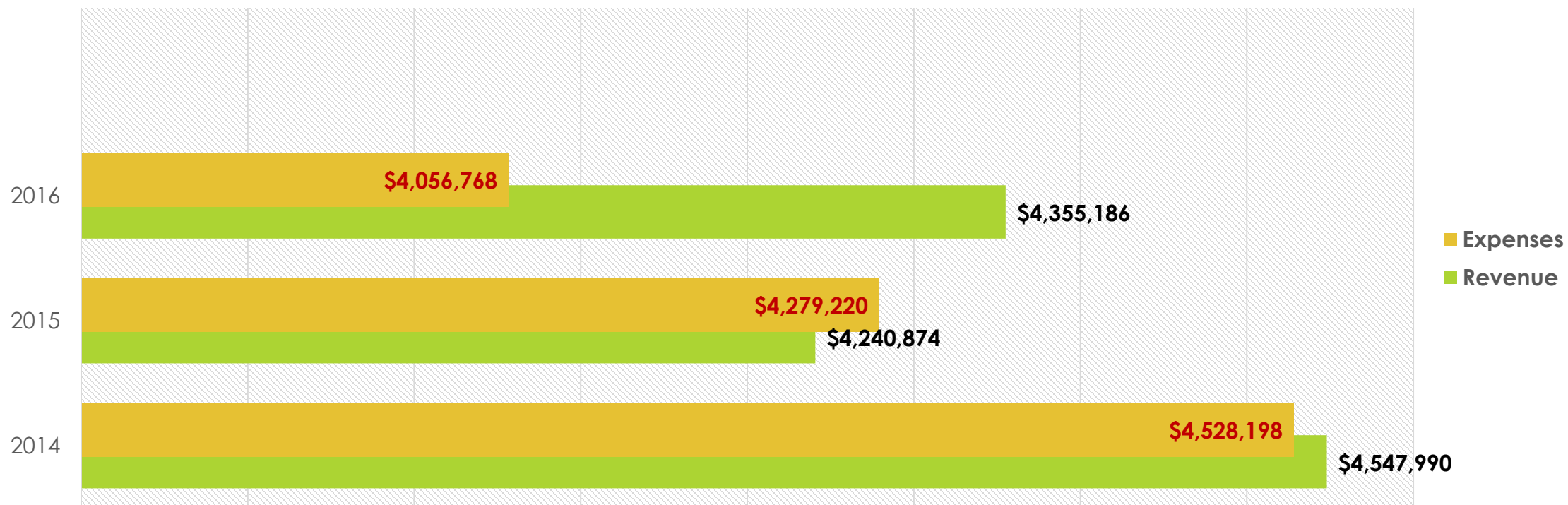
Line Item	2016	2015	2014
Total Operating Revenue	\$4,385,602	\$4,240,874	\$4,547,990
Total Expenses	\$4,056,768	\$4,279,220	\$4,528,198
Labor Expense	\$2,548,165	\$2,805,763	\$2,906,645
Gross Margin	\$328,834	(\$38,345)	\$19,792

Major Revenue Sources

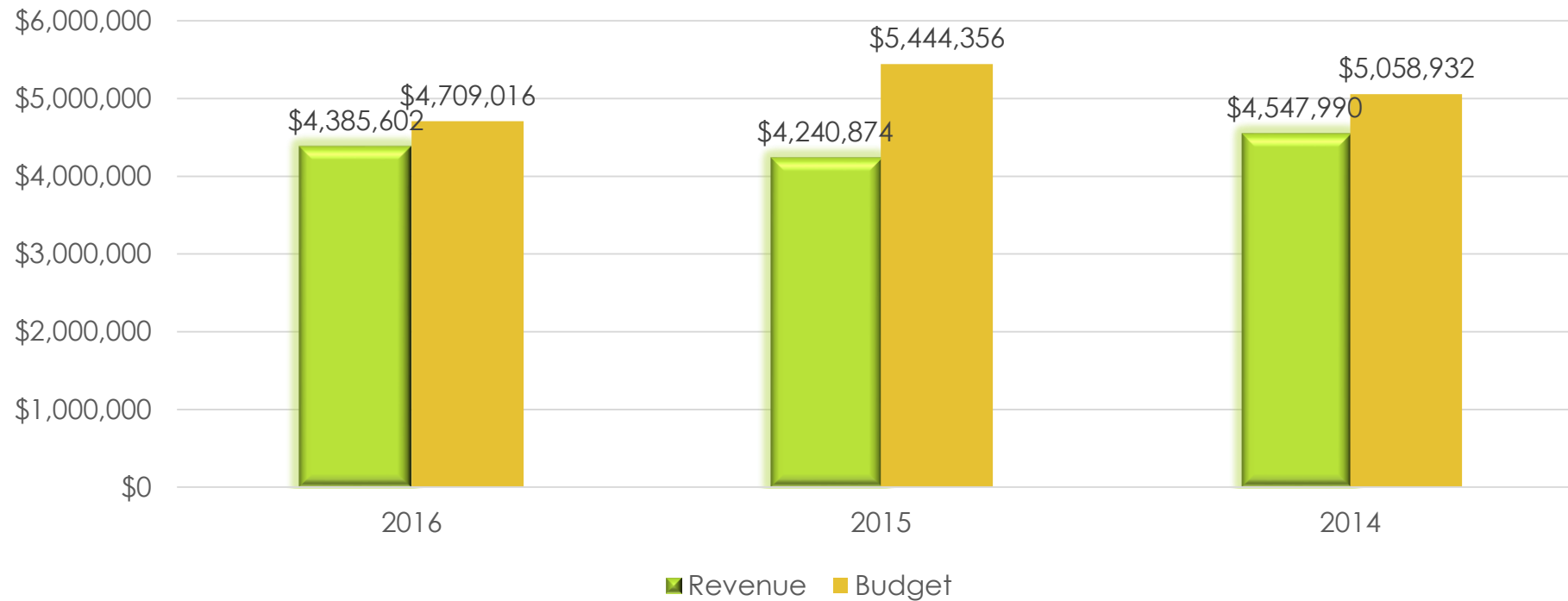


3 Year Historical

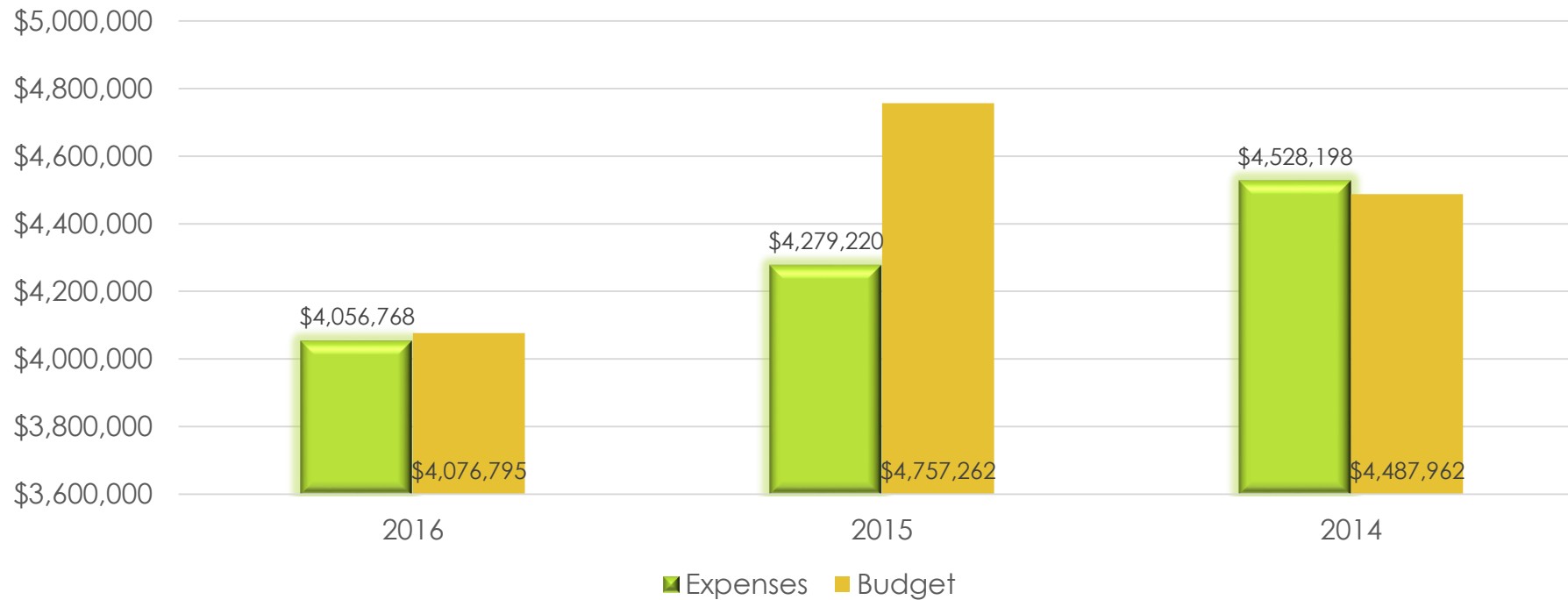
Revenue vs. Expenses



Revenue As Compared to Budget



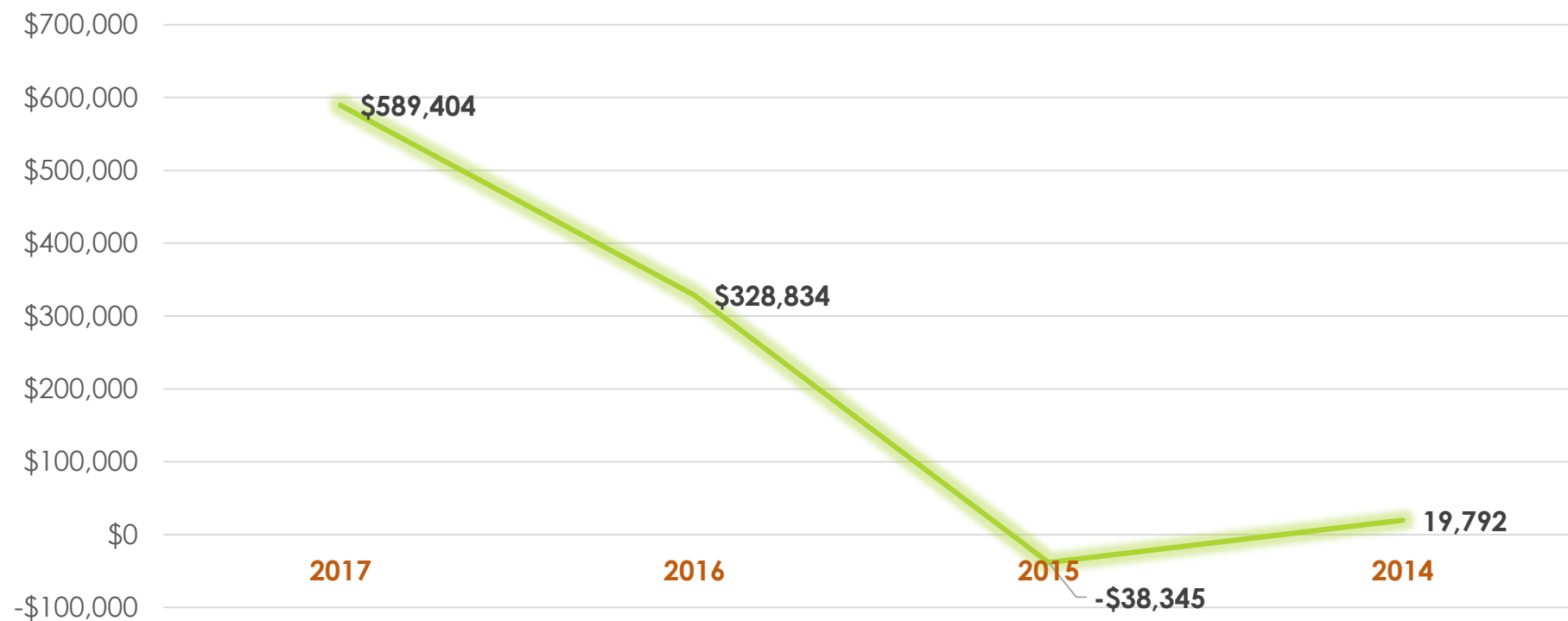
Expenses As Compared to Budget



Labor Expense

Year	Labor Hours	Labor Expense
2012	144,662	\$2,419,397
2013	153,361	\$2,609,889
2014	165,925	\$2,906,645
2015	144,474	\$2,805,090
2016	123,474	\$2,548,426

Operating Income Result



Highlights from 2016



Highlights from 2016

Winter Fat Bike Downhilling is Here!

Duluth ski area Spirit Mountain may be the first to offer regular bike access to winter alpine terrain
Bicycling.com


Fat Bike Ski Area: Lift-Access For Winter Riders

2,360 shares

A ski area overlooking Lake Superior in Duluth, Minn., this week opens its lifts to cyclists. It is among the first resorts in America to blend fat bikes with skiers and snowboarders on downhill terrain.
GearJunkie.com

Moving Forward – FY17

- ▶ Continue with strategic pricing
- ▶ Weddings
- ▶ Increase in lesson programs
- ▶ Complete rebuild of school programs
- ▶ The Experience

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- ▶ Thank You for your support!
 - ▶ Questions?