



STAKE LAKE CROSS COUNTRY SKI AND SNOWSHOE TRAILS

Annual Report 2017-2018





STAKE LAKE SKI AND SNOWSHOE TRAILS operated by OVERLANDER SKI CLUB

Executive Summary of Trails Operations in 2017-2018

In our 27th year of operations snow arrived by mid-December and skiing conditions were excellent. The season was a little longer than average at 107 days. Trail attendance reached 16,406, a little more than last year and our second highest total since we began operating. Snowshoe trail use reached 1652 visitors.

Trail fees were kept at the level of the previous year. Revenues reached \$166,327, an increase from last season as a result of seasons pass sales and equipment rental. Trail operating expenses were reduced by almost 10% to \$107,465. Depreciation was estimated at \$37,600 resulting in total costs of \$145,065. Net revenue was \$21,262. Costs were kept low through the use of many hours of volunteer labour. The estimated value of labour donations was \$21,630. The total net value of assets held by the club and used to operate the trails is \$564,872. The total value of investments made by the Club since 1991 is \$1,083,000.

Trail use was promoted through the distribution of the trails brochure, the Club web page, Cross Country BC magazine, participation in local tourism promotions and media releases.

The snow grooming machine and other equipment continued to perform well. Many volunteer hours were spent grooming track and maintaining equipment. A new snow machine was purchased to improve grooming capabilities.

Work was done throughout the trails to further improve early season skiing.

The trail system was used for teaching skiers of all ages and abilities. Special rates were again offered to all college students. The Ski S'Kool program was very successful with 1518 children from 20 schools and groups over 34 sessions. School children ski at no charge and the program is funded by Overlander. OSC also cooperated with the City of Kamloops to hold adult ski sessions which were advertised in the City Recreation brochure.

Overlander hosted BC Okanagan Cup Sprint Jan 28th with 200 skiers and the BC Winter Games Feb 23rd to 25th with 70 skiers. The Dirty Feet Company held their annual snowshoe event.

Overlander Ski Club has served well over a quarter of a million skiers (290,652) since 1991 and 7739 snowshoers since 2012. We plan to continue serving the people of the Kamloops area and the province in the 2018-2019 year.

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Stake Lake Ski and Snowshoe Trails Annual Report for 2017-18

1) INTRODUCTION

Overlander Ski Club operates the Stake Lake Ski and Snowshoe Trails under contract with Recreation Sites and Trails BC. The contract requires the club to produce an Annual Report on the operation of the trails. This report must provide the management agency with the information necessary to monitor and audit the performance of the Overlander Ski Club in relation to the approved management goals.

Our management goals for the 2017-18 ski season, as in previous years, were:

1. To operate the Stake Lake Ski and snowshoe Trails in such a way that our customers, regardless of ability, enjoy a safe high quality experience each and every time they use the trails;
2. To promote the use of the ski and snowshoe trails by Kamloops residents, other area residents, and visitors to the area;
3. To improve the ski and snowshoe facilities and trail maintenance equipment through volunteer efforts, public fund raising, and reinvestment of operating surpluses in order to raise the quality of the skiing experience in the coming year and in future years.

Overlander strives to provide facilities and programs that are a clear benefit to the Citizens of Kamloops and the surrounding area, and to our many visitors from afar. Our facilities are available to anyone regardless of age, ability, ethnicity, gender, religion, income or sexual orientation. We engage in long term planning to ensure that our programs and facilities are sustainable for the next generation.

Overlander wishes to thank our many supporters in the local community and financial contributions from government funding agencies.

The Annual Report is intended to provide the management agency with information to assess performance of the ski trail operation.

2) OVERLANDER SKI CLUB

The Overlander Ski Club is a registered, non-profit society and has operated in the Kamloops area since 1981. The objectives of the Ski Club are to foster cross country skiing and ski racing and to assist in the development of skiers in the Kamloops area. The 2017-18 membership was 827 persons.

In the early 1980's, the club played a major role in the campaign to seek compensation for the destruction of the Bush Lake/Timber Lake ski trails during the construction of the Coquihalla Highway. This campaign led to the construction of the Stake Lake Ski Trails in 1986. Following a public competition, a trails operating contract was offered to Lac Le Jeune Resort. Over the next few years the club made numerous representations to the public management agencies concerning the poor performance of the contractor and the condition of the trails. When the

contractor declined the obligatory offer of a new contract in 1991, the club was asked to manage the trails. The membership agreed, but not without many misgivings. The financial and organisational commitments were thought to be close to the limit of our capability, given our status as a voluntary organisation without previous experience in the field.

Since 1991 the Overlander Ski Club has operated the trails with growing confidence under contract with the Provincial Government. The current contract, called a Partnership Agreement, runs until 2023. Public support has been strong, club membership has grown, and after 27 seasons of operations, the quality of the Stake Lake skiing experience is second to none in the province. The club continues to rely upon a dedicated group of volunteers to manage the trails along with a small number of paid staff. The value of volunteer time over the past season is estimated to be \$27,463, which is about 50% of the expense of paid staff.

3) TRAIL MANAGEMENT COMMITTEE

Responsibility for the operation of the trail system rests with a Trail Management Committee which reports to the Executive of the Overlander Ski Club.

The 2017-18 Committee members and their responsibilities were as follows:

Luke Guilherme	Equipment and track preparation and OSC Executive
Chris Jones	Equipment and track preparation
Klaus Mey	Trail maintenance
Al Michel	Snowshoe trails
Lisa Palechuk	Trail maintenance
Garry Plant	Track preparation
Klaus Voss	Equipment and track preparation
Alan Vyse	OSC Executive

The 2017-2018 Executive committee of Overlander Ski Club was follows:

Vesta Giles	President
Raegan Markel	Secretary
David Hallinan	Treasurer and VP to Feb 2018
Mike Duck	Treasurer from Feb 2018
Joan Bernard	Director - Membership
Vesta Giles	Director - Publicity
John Grover	Director – At large
Luc Guilherme	Director - Trails
Maureen Light	Director - Ways and Means
Dana Manhard	Director - Junior Programs
Rich McLeary	Director - Juniors
Dillon Stuart	Director – At large
Alan Vyse	Director - Trails

4) MARKETING

Our marketing efforts continue to develop an enhanced level of awareness of the Stake Lake Trails, Overlander Ski Club, and cross country skiing in general, in the Kamloops area. Our primary medium for marketing is the Club web page.

We also sought publicity for the trails through various promotions. The pre-season ski events, trail opening and ski lessons were advertised on radio and TV and in local newspapers.

Further improvements were made to the Club Web Page (www.overlanderskiclub.com) as a means of serving our members and promoting the club and the trails system to others. The web page was updated daily during the ski season. A web camera and automatic weather station allow members and visitors to check trail conditions. Ski Trail and Snowshoe Trail maps were distributed free of charge to patrons.

Snow conditions were reported daily to area residents through the web page (<http://www.overlanderskiclub.com/>), our staff and our Snow Phone answering machine (250-374-5514). The trails are also featured on the Snow Forecast site (www.snowforecast.com).

Tourism Kamloops produced a video and photo series about the trails. This video, https://www.youtube.com/watch?v=dbp86d_LA1Y, has been viewed over 5,000 times. The photos from this series (including this cover photo), were made available to the club at an excellent rate and have been used to great effect by the club in marketing and promotions.

The Club held Okanagan Cup Sprint event on Jan 28th with 139 participants and hosted the BC Winter Games ski event Feb 23rd -25th with 60 individual participants. A race was held on the snowshoe trails for the fourth year by “Dirty Feet” an independent race organization from Kamloops and 76 people took part.

5) PARTNERSHIP AGREEMENT ADMINISTRATION

On Dec 2001, Overlander Ski Club signed a Recreational Trail Management Agreement with the B.C. Forest Service, Kamloops Forest District under authority of Section 170 of the Forest Practices Code of British Columbia Act. The term of the agreement was 10 years. In 2006, management responsibility for the trails was transferred to the Ministry of Tourism, Sports and the Arts, and then the Ministry of Tourism, Culture and the Arts. In 2010, responsibility was transferred to the Ministry of Forests, Lands and Natural Resource Operations. The club signed a second 10 year agreement with Recreation Sites and Trails BC, which is part of the Ministry, in November 2011. A revised Partnership Agreement was offered to the Club in 2013 and signed December 2013 by Overlander Ski Club and Recreation Sites and Trails BC. This agreement ends in 2023.

6) TRAIL USE

The trails were open for a total of 107 days from December 9th, 2017 to March 25th, 2018, and there were no closures for bad weather. Trails were open 8 am to 8 pm from Monday to Friday and until 4pm on weekends until March 9th and closed at 4pm thereafter.

A total of 16,397 skier days were recorded for the year. This total is the second highest total in our history. 153 skier visits per day were recorded which equals our record total in 2015-16. Snow arrived later than last year and there was only one period of cold weather. Heavy snow discouraged customers on at least three occasions and there was rain on several days at the end of the season.

The greatest use of the trails occurred on weekends. Saturday is the busiest day of the week. The highest day attendance was 433 on January 13th. The highest weekly total of the year (1748 skiers) was the week after New Year. Night use of the trails was higher than last year at 2283 but still lower than two years ago (2753). Official night skiing ended on March 9th. Night use continues to contribute about 14% of total attendance.

Use of the snowshoe trails was high throughout the year and the annual total of 1652 was comparable to last year (1662).

We know that the total of skiers is more than the recorded total but this difference is not as high as in the past. Opening at night has allowed us to capture some of those who used to ski after hours. In addition, our staff members are often on duty well before official opening time and regularly greet early morning skiers. Most of the skiers who ski before or after hours are club members. Skiers used the trails before official opening because snow on the trails was rolled several days before opening. There was also some minor use after the trails were closed at the end of the season. Entry to the trails from access points at the south end of the trails is a continuing minor irritant.

We sold a total of 755 season passes, including 30 families and 42 parent's passes. Season pass sales were at an all-time high, which is likely a reflection of the excellent snow conditions last year. 356 six-day passes and 3046 day passes were sold. School visits increased substantially to 1682.

Two free skiing days were held this season: at the beginning of the season and on Family Day, Feb 12th. On Family day patrons were encouraged to bring donations to the Kamloops Food Bank. On a cold snowy day, our staff collected \$1165 and 309 lb of food.

Ski Trail use in 2017-18 compared with previous seasons

The following tables show daily ski and snowshoe trail use during the season. The accompanying graph compares trail use in the 2017-18 season with yearly use over the previous 26 years that the trails have been under Overlander Ski Club management. Mean attendance is 10,766 skiers per year and the total number of skier days is 290,674.

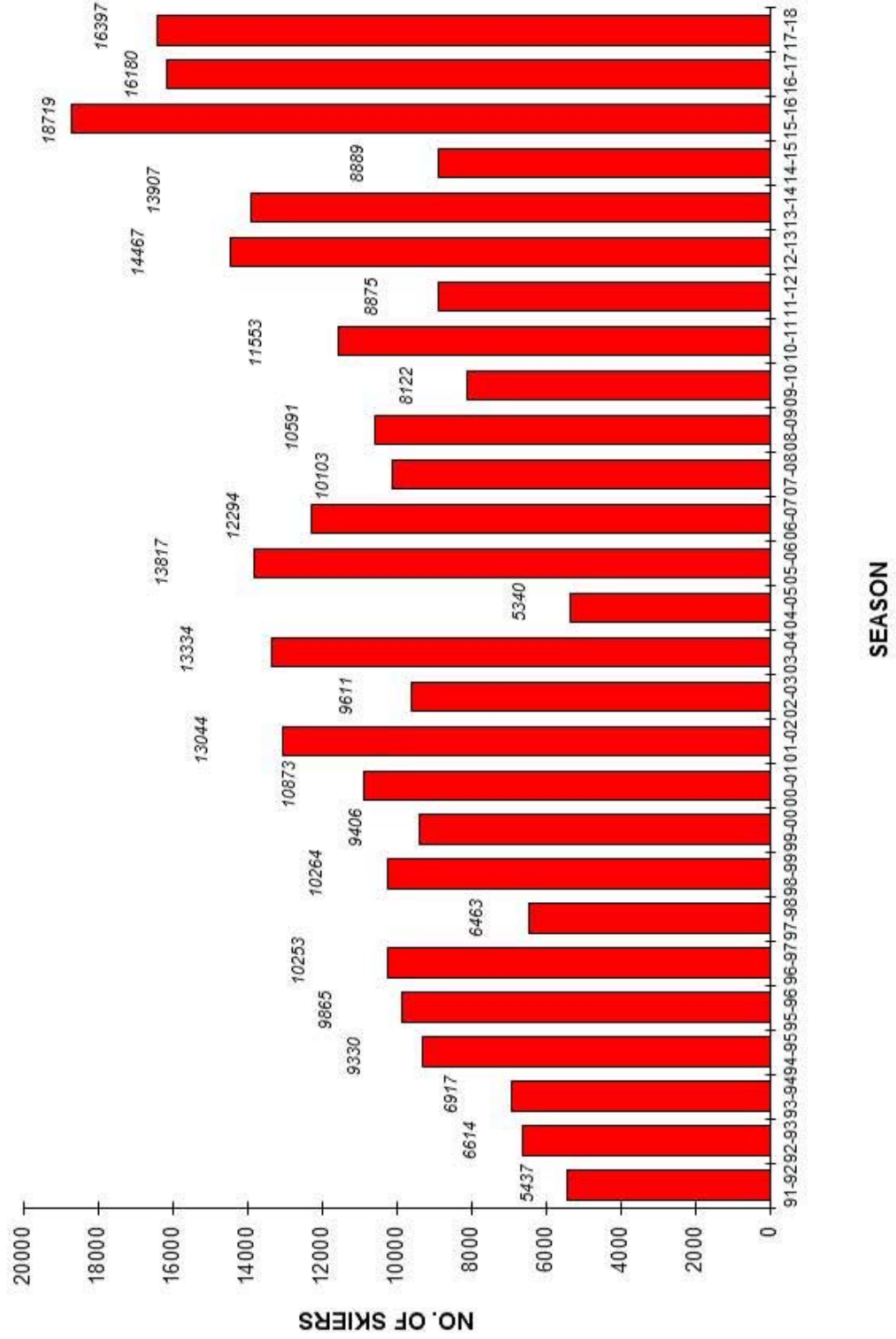
Daily Ski Trails Use

Date	Sun	Mon	Tues	Wed	Thurs	Fri	Sat	
19-Nov								0
26-Nov								0
03-Dec							64	64
10-Dec	101	25	14	60	26	63	149	438
17-Dec	145	42	25	47	63	186	198	706
24-Dec	99	60	132	251	172	206	191	1111
31-Dec	200	235	183	228	223	301	378	1748
07-Jan	249	80	148	191	141	229	446	1484
14-Jan	330	138	101	170	148	160	326	1373
21-Jan	211	103	154	258	214	245	242	1427
28-Jan	339	54	79	168	137	174	233	1184
04-Feb	105	100	154	185	119	160	354	1177
11-Feb	288	296	139	209	138	155	99	1324
18-Feb	134	124	128	78	87	153	200	904
25-Feb	264	86	145	188	98	115	210	1106
04-Mar	296	119	158	150	118	120	325	1286
11-Mar	204	52	33	7	22	82	147	547
18-Mar	130	37	39	36	35	42	97	416
25-Mar	102							102
total								16397

Daily snowshoe use

Date	Sun	Mon	Tues	Wed	Thurs	Fri	Sat	
19-Nov								
26-Nov								0
03-Dec							2	2
10-Dec	8	0	0	5	6	0	4	23
17-Dec	8	0	2	4	2	14	22	52
24-Dec	29	5	24	33	9	24	40	164
31-Dec	32	25	15	23	32	31	52	210
07-Jan	41	12	9	4	8	6	58	138
14-Jan	57	30	4	15	0	15	54	175
21-Jan	23	16	4	21	2	18	16	100
28-Jan	49	6	0	22	11	16	52	156
04-Feb	103	8	3	17	5	12	13	161
11-Feb	48	51	3	13	6	5	21	147
18-Feb	27	6	0	1	5	36	27	102
25-Feb	18	5	3	10	11	7	21	75
04-Mar	30	5	2	8	0	4	17	66
11-Mar	38	2	0	0	0	0	9	49
18-Mar	10	2	4	0	0	8	2	26
25-Mar	6							6
total								1652

SKIERS AT STAKE LAKE TRAILS



7) FINANCIAL SUMMARY

At September 30th 2018, trail revenues were \$166,327, about 8% more than last year. These revenues were from the sale of passes and rental of ski and snowshoe equipment. A further \$21,630 was donated in volunteer labour bringing total revenues to \$187,957. Operating expenses were \$107,465, about 6% less than last year. The major expenses were employee wages and benefits, track setting and equipment, snow removal, insurance, fuel and bookkeeping. Depreciation was estimated at \$37,600 of this total bringing total costs to \$145,065 and we realised a net gain of \$21,262

The financial position of the club continues to be sound. However, additional revenues are required to build reserves in order to replace aging machinery, add to the pool of rental equipment and further improve trail facilities. Efforts continue to raise funds from granting agencies.

The trail buildings include the newly constructed washrooms, the day lodge or trailhead chalet and the machine maintenance building. A 1997 Bombardier Plus MP machine was purchased in December 2002 at a cost of \$110,000. The club owns three small snow machines and two Ginsu tracksetters. A new Arctic Bear Cat snow machine was purchased at the end of the season at a cost of \$17,500.

The Club operates 5.7 km of lit trails for night skiing. These trails have been well used with 1652 customers last season and over 6500 customers in the last three seasons. The total value of assets held by the club, and used to operate the trails, now stands at \$433,000. No debts are outstanding. Investments made by the Club over the past 27 years total \$ 1,082,530.

8) STAFF

Matt Bruce, Lee Card, Chelsea Francis, and Paul DeVries were employed as trail attendants. Lee Card, Roy Davidson and Shelley Davidson organized and conducted ski and snowshoe lessons for Ski S’Kool. Lisa Palechuk organised ski lessons for the public and City of Kamloops

9) TRAIL CONSTRUCTION, MAINTENANCE and LIGHTING

No ski trail construction was carried out but regular trail maintenance continued. Volunteers removed debris and seedlings from all trails and brush cutting was carried out on trails invaded with sitka alder. The snowshoe trails were also maintained and we cooperated with the Kamloops Bike Riders to clear several snowshoe trails to the point that they are safe to ride in the summer.

10) TREE REMOVAL AND LOGGING

No tree removal operations were conducted this year. Dead trees are continuing to fall on the trails and many are removed each year by trail maintenance workers.

11) TRAIL GROOMING

Trail grooming was again carried out by volunteer crews and by staff. Groomers were at work for 104 shifts. 18 individuals and Meeko the dog took part in the grooming for a total of 780 hrs. This is a decrease from last year despite the frequent and heavy snowfalls and is partly attributable to the lack of demand for special event tracksetting. Two staff members also spent many hours grooming the trails, usually before the trails opened in the morning.

12) SNOW REMOVAL

A local contractor was engaged to clear snow from the parking lot.

13) EQUIPMENT

The Bombardier snow cat again performed well this season. The Ginsu groomers, which are towed behind snowmobiles, were used to allow rapid touch up of trail conditions after heavy use days and proved invaluable during periods of low snowfall. The old 1981 Alpine was sold and a new Arctic Bearcat purchased.

14) BUILDINGS

The club has built a number of permanent structures to operate the trail system. The latest addition is the Washroom building in the main parking lot. A day lodge is sited at the trail head and requires regular maintenance. All of the trails machinery is stored in a large building at the south end of Stake Lake close to the stadium area. A small cabin provides shelter in the Stadium area for officials during events and for younger children during lessons and the trailhead ticket booth provides office space for trail staff. The Kamloops Astronomical Association uses a small observatory at the south end of the stadium to shelter a large telescope.

Potable water was provided in the Washroom building at considerable effort and expense. Water treatment equipment was installed, tested and approved by Interior health and a water fountain placed in the foyer of the building. .

15) PROGRAMS

Overlander has made a special point of encouraging young people to learn to ski. We do not charge for children under 9 throughout the season and 353 children took advantage of this offer. We also run the Ski S'kool Ski program for elementary schools at no cost to the children and 1682 of them made the trek to Stake Lake with their teachers this season.

The Ski S'Kool program, which encourages school classes from grades 2-7 to come to the trails and take ski lessons free of charge, continued this season. Two classes travel to the trails on each day and one class skis while the other snowshoes. Classes switch equipment at lunchtime. The classes use skis and snowshoes which were purchased by the Club for this purpose. 33 sessions were held for 23 schools and two youth organizations.

Lisa Palechuk organised ski lessons for the public through a contract with the City of Kamloops. A total of 7 sessions were held and 24 skiers attended.

A Stuffie Ranger program was also introduced. Children were encouraged to follow a map, either on skis or snowshoes, and find stuffies that had been hung alongside the trails. When they completed their map they were awarded an Overlander Ski Club Stuffie Ranger Snowshoe or Ski badge, both of which had a cartoon moose on either skis or snowshoes wearing the club ski suit. This program, introduced late in the season proved very successful. From Family day, when the program was launched, to the end of the season, 68 children earned the ski badge and 39 earned the snowshoe badge.

16) SKI AND SNOWSHOE RENTAL

Skis and boots for children and snowshoes are rented from the basement of the day lodge for a nominal fee. Additional boots and skis for children and adults were purchased and more snowshoes were added to our inventory.

Skis were rented to 971 customers. The pulks were rented on 37 occasions and the snowshoes rented 279 times.

17) SAFETY

Safety of clients, employees and club members continues to be a high priority in our management plans and actions. The safety manual was updated. Staff and club members patrolled the trails on a regular basis. We continue to operate a check-in procedure for our employees when they are working on their own, in accordance with WorkSafe BC advice.

There was one major injury reported. A teacher with S’Kool Ski fell and injured her wrist.

18) SECURITY

Break-ins and vandalism are a constant concern. The Day Lodge and machine shed were equipped with alarm systems two years ago and were upgraded and video surveillance was installed. Fortunately there were no incidents this season.

19) CUSTOMER SUGGESTIONS

Customer suggestions are received by staff either in person or by phone. In addition, our staff check messages from customers to a Club e-mail address. Trails contact information is posted on the club web page.

20) RECOMMENDATIONS

In 2018-19, with approval, the Overlander Ski Club will undertake to:

1. provide a safe and enjoyable experience for all skiers
2. promote the ski program for schools and the City ski lessons
3. promote night skiing with informal groups such as “chix with Stix”
4. purchase additional classic rental ski equipment for all ages and some adult skate skis and boots
5. Replace old fluorescent street lights on the lit trail system with brighter, power saving LED lights
6. Co-operate with West Fraser Timber to create new barriers to trail access at the south end of the trail system
7. promote all operations with new advertising materials
8. Trail fees will remain the same for the new season

All improvements will be paid for by the Overlander Ski Club and its supporters.

21) ACKNOWLEDGMENTS

Overlander Ski Club wishes to thank the staff of **Recreation Sites and Trails BC** for their co-operation throughout the year. In particular we wish to thank Michel Woodman, Noelle Kekula and Bruce Petch for their efforts to ensure that Stake Lake Trails are managed in the best interests of the people of Kamloops and the Province. We also wish to express our appreciation to the B.C. Gaming Branch and the Blazers Foundation for their generous grants and numerous other supporters.

We also wish to thank:

- Our employees
- Our volunteers
- Runners Sole and “Dirty Feet” for their support of the trails
- The Kamloops media for their assistance in publicising the sport of cross-country skiing and the Stake Lake trail system.

Al Michel, our long time trail committee member, has retired from the committee. Al worked on the trail system and the snowshoe trails in particular, for many, many hours. He exemplifies the spirit of volunteering in the Overlander Club. Many thanks Al. We will miss you!

APPENDIX A

Stake Lake Trails Financial Information for 2017-18

Pass sales

Day passes	3046
Group passes	219
Night passes	505
Under 9's (free)	353
Disabled passes	5
School visits	1682
Snowshoe passes	1282
6 Day passes	356
Season ski passes	755
Season s'shoe passes	21

Trail revenues *(Ski and snowshoe passes and ski rental)*

Ski passes	147,730
Snowshoe passes	5,893
Ski rental	10,048
Snowshoe rental	2,657
Total Trail revenues	<u>166,327</u>
Volunteer labour donations	21,630
<u>Total revenues</u>	<u>\$187,957</u>

Trail Costs

Advertising and Promotion	3,484
Bookkeeping	1,251
Building maintenance	2,447
Debit machine	2,478
Depreciation	37,600
Equipment, repairs and maintenance	6,398
Electricity	5,429
Freight	0
Fuel for tracksetting	9,124
General supplies	988
Insurance	8,921
On line payment fees	3,816
Signs	1,523
Snow removal	2,268
Ski and snowshoe rental equipment	0
Telephone and radio system	2,087
Ticket booth supplies	1,533
Trail maintenance	1,116
Travel	5,680
Volunteer labour donations	27,413
Wages and benefits	48,922

Total costs excluding labour donations and depreciation \$107,465

Total costs including depreciation \$145,065

Total costs including depreciation and labour donations \$166,695

net revenue *or net loss* \$21,262

APPENDIX B

Trail use by user category in past years

2015-16

Category	user days
Senior	2236
Adult	9942
Student	129
Junior	1996
Under 9	923
Night	2753
Disabled Adult	
Disabled Junior	
Unknown	740
Total	18719
Snowshoe	1696
Snowshoe races	106
Total	1802

2016-17

Category	user days
Senior	2001
Adult	8181
Student	249
Junior	2143
Under 9	655
Night	1673
Disabled Adult	4
Disabled Junior	0
Ski racers	1274
Unknown	0
Total	16180
Snowshoe	1586
Snowshoe racers	76
Total	1662

2017-18

Category	user days
Senior	2603
Adult	8028
Student	303
Junior	1628
Under 9	1242
Night	2278
Disabled Adult	2
Disabled Junior	3
Ski racers	310
Unknown	0
Total	16397
Snowshoe	1565
Snowshoe racers	87
Total	1652

APPENDIX C

Photos from the Trails



Part of our tracksetting crew. From Left to right: Chris Jones, Bill Rideout, Peter Voss and Klaus Voss



And this is what they produce!

Teck Okanagan Cup Race January 28th 2018









The Overlander
“Stuffie” Trail



APPENDIX D

TRAIL FEES 2017-18

Category	6 day pass ¹	day skiing	night skiing	snowshoe
Adult	75	15	10	5
Senior	75	15	10	5
Student	35	7	5	2.50
Junior	35	7	free	free
School groups	n.a.	free	free	free
<9	free	free	free	free

Category	Seasons Pass – Ski ²		Seasons Pass – snow shoe ²	
	early	regular	early	regular
Adult	150	175	45	45
Senior	150	175	45	45
Student	72	82	22	22
Junior	72	82	22	22
<9	15	15	free	free
Family	360	420	n.a.	n.a.
Parent	100 ³	100	n.a.	n.a.

¹ no time limit to 6 day pass

² Includes OSC membership fee

³ for parents with children participating in Ski League programs

Season passes include night skiing. Skiers under 9 years of age ski free of charge. School groups ski free of charge. Rates for large groups or affiliated sports groups are available.

Every day is a good day to snowshoe
at Stake Lake

