



NEW HAMPSHIRE

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1969-2019

SNOWMOBILE ASSOCIATION

Registration Program Review Committee

New Hampshire Snowmobile Association Committee Members

Ev Ferrell, Kim Bergeron, Dennis Ford, Charlie Kurtz,
Max Duncanson, Lisa Charrette, Rob Kennedy, Beth
Palmer - ExOfficio, Chief Chris Gamache - BOT,
Captain David Walsh - NHF&G, Dan Gould - Exec Dir,
Terry Callum - Chair

Committee History

- Clubs of Coos County asked NHSA to address funding shortfalls in spring of 2017.
- NHSA Board of Directors voted to form a committee to study the entire program.
- Committee formed in the early fall of 2017 and met for seven meetings, and had regular email conversations.
- Last effort was in fall of 2008, which led to an increased registration price for the 2010/2011 winter season.

Issues Discussed

- GIA budget of 50,000 registrations
- Equipment prices going up: trade-in values are flat or going down
- Current funding would only buy a couple of groomers per year
- Vintage, Dealer and Rental registrations
- Fines related to off trail, modified exhaust, and un-registered.
- Marketing of our program
- RTP Program and other funding, incentives

Program Analysis

Improve Your Ride

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EXPIRES 06-30-2018

Did you know that registration fees are used for grooming?

YOUR SLED'S BEST RIDING ACCESSORY

- new shocks
- new skis
- sled graphics wrap
- Groomed Trails**

Message in partnership of

The image features three logos at the bottom right. From left to right: the Fish Game logo, the New Hampshire Snowmobile Association logo, and the Trails Bureau New Hampshire logo. Each logo is a shield-shaped emblem with text and symbols representing its respective organization.

Program Analysis

Initial Views

Built ad campaign for Sno-Traveler: Registration is your best accessory.

Despite moratorium program can only afford a few machines per year. Class 3 and higher will require 62½ years to replace.

2010/2011 was over 50k and despite a registration increase – was higher than previous season.

Since 2012 we have not reached 50k registrations.

Program Analysis

Other Funding

VW Settlement (BOT may use), but requires destruction of engine block – think cash for clunkers. Likely not a good club path.

Gas Tax – We are already receiving a significant amount of un-refunded gas tax for non-road use into the registration program

Rooms/Meals – We would not only have to fight for the dollars, but we would have to continually fight to keep them.

Program Analysis

Funding

RTP Program – Move \$160-180k from motorized to fund winter grooming. VAST has done it, too. Would allow \$160-180k to shift towards other grooming or summer projects. NHSA Board voted to do this. RTP for clubs will be available for diversified projects (multi-use)

- Early Bird/Incentives = Club Membership Registration Discount is our program. Difficult to do both.
- Through all discussions user fees remain the most stable and defensible sources of revenue. It's our money...

Program Analysis

Vintage - Dealer - Rental

Vintage Registrations – concerns were raised about the late 90's and into the 2000's. Will a permanent plate with a one time cost be appropriate for them? Also, discussed was that non-residents couldn't participate, so some clubs are pulling event permits to hold vintage rides.

Dealer and Rental registrations are exceptionally inexpensive – with rental units having higher trail usage and law enforcement implications.

Program Analysis

Fines

- Illegal off-trail – Currently less than \$75 – often considered highly inexpensive by those violating.
- Unregistered – Currently less than \$125, those riding without a sticker don't think it is a very high cost.
- Modified Exhaust – Currently less than \$75 – again considered inexpensive for those violating.
- Above violations can lead to loss of trails and higher program costs

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EXPIRES 06-30-2018

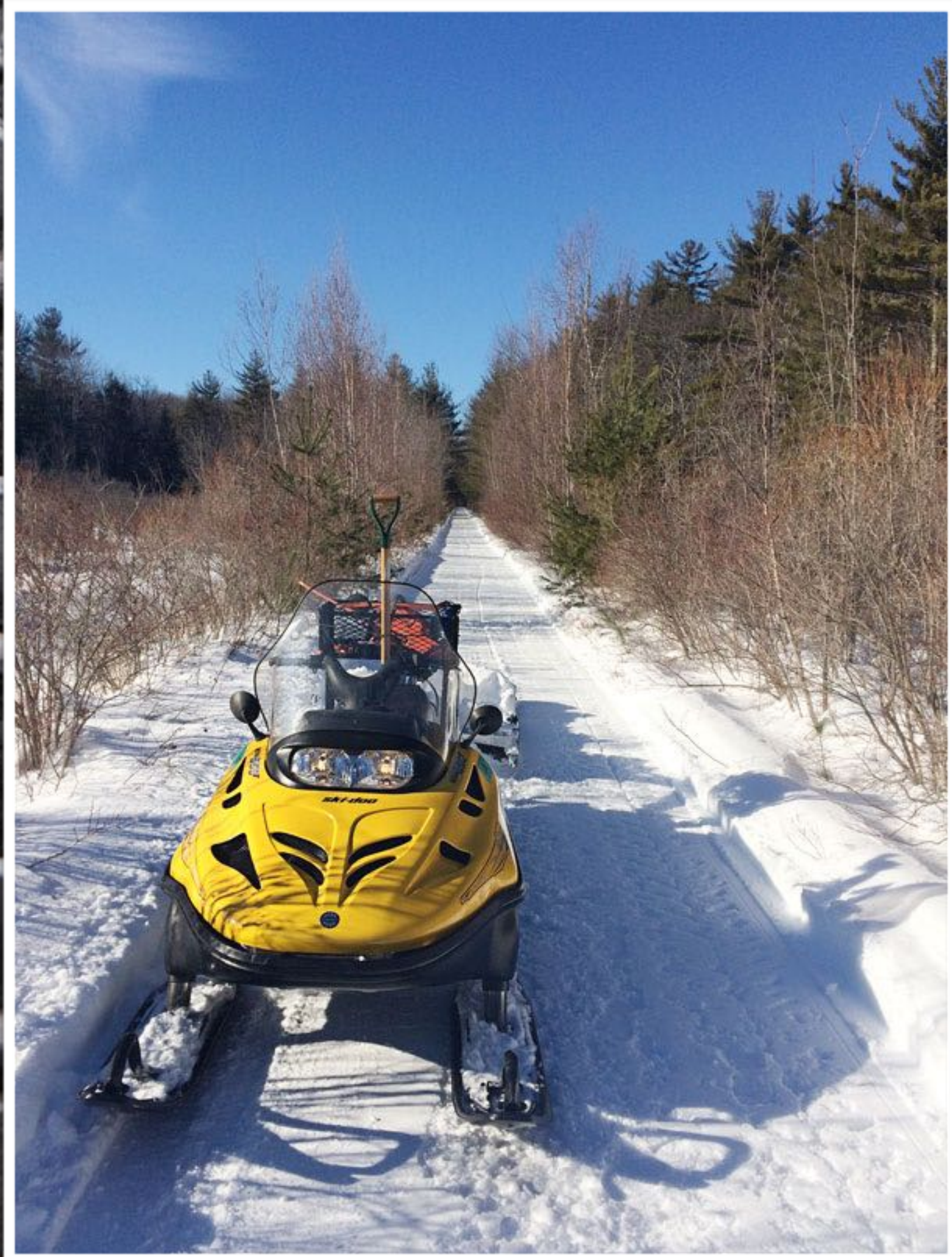
Program Analysis

New York State Model

Committee discussed NYS model for funding grooming operations

- Double, to nearly double, the grooming rate
- Stop GIA equipment purchases – and collapse equipment dedicated fund into grooming operations and summer construction
- Change our classification of machines to echo NYS (reducing classes)
- NH spends \$1.2 to 1.6 million on operations – approximately \$3 million would be needed

Strengths and Advantages



Strengths and Advantages

Clubs would receive more in line with what it costs to own/run their equipment.

Once all liens are removed, clubs would be free to buy/sell/trade when appropriate for them, not when a grant can be received.

Clubs would be incentivized to both operate when snow conditions allow, but also to maintain/service their equipment. No refurbishing or replacement grants will be received.

Strengths and Advantages Cont.

Bureau of Trails would no longer maintain liens or make equipment decisions.

Market conditions would change – dealers will know a club's level of seriousness, clubs can purchase other club's equipment without waiting for grant decisions.

Clubs may right-size their fleet and likely partner with their neighbors to groom.

Next page is a sample of what we'd like to see for equipment rates.

Sample Rates by Class

Equipment classes changed/condensed

A	Standard snowmobile, Alpine, and other small twin tracks, Polaris WT/LT, WT Bearcat, Skandic WT/ SWT, Tracked ATV/UTV	\$32.00
B	50-80 horsepower	\$55.00
C	81-150 horsepower	\$80.00
D1	151 or more horsepower with an 8 or 9' drag	\$100.00
D2	151 or more horsepower with a 10' drag	\$113.00

NYS Model Challenges

New Model = Clubs that consistently groom benefit the most by this program.

Current Program = Clubs that consistently groom receive more dollars but also spend more of their own to do it!

New Model = Clubs won't have equipment grants and think they won't be able to buy a machine any time soon.

Current Program = Wait a lot of years and pay 40% of what machines cost then!

Next Steps of Action



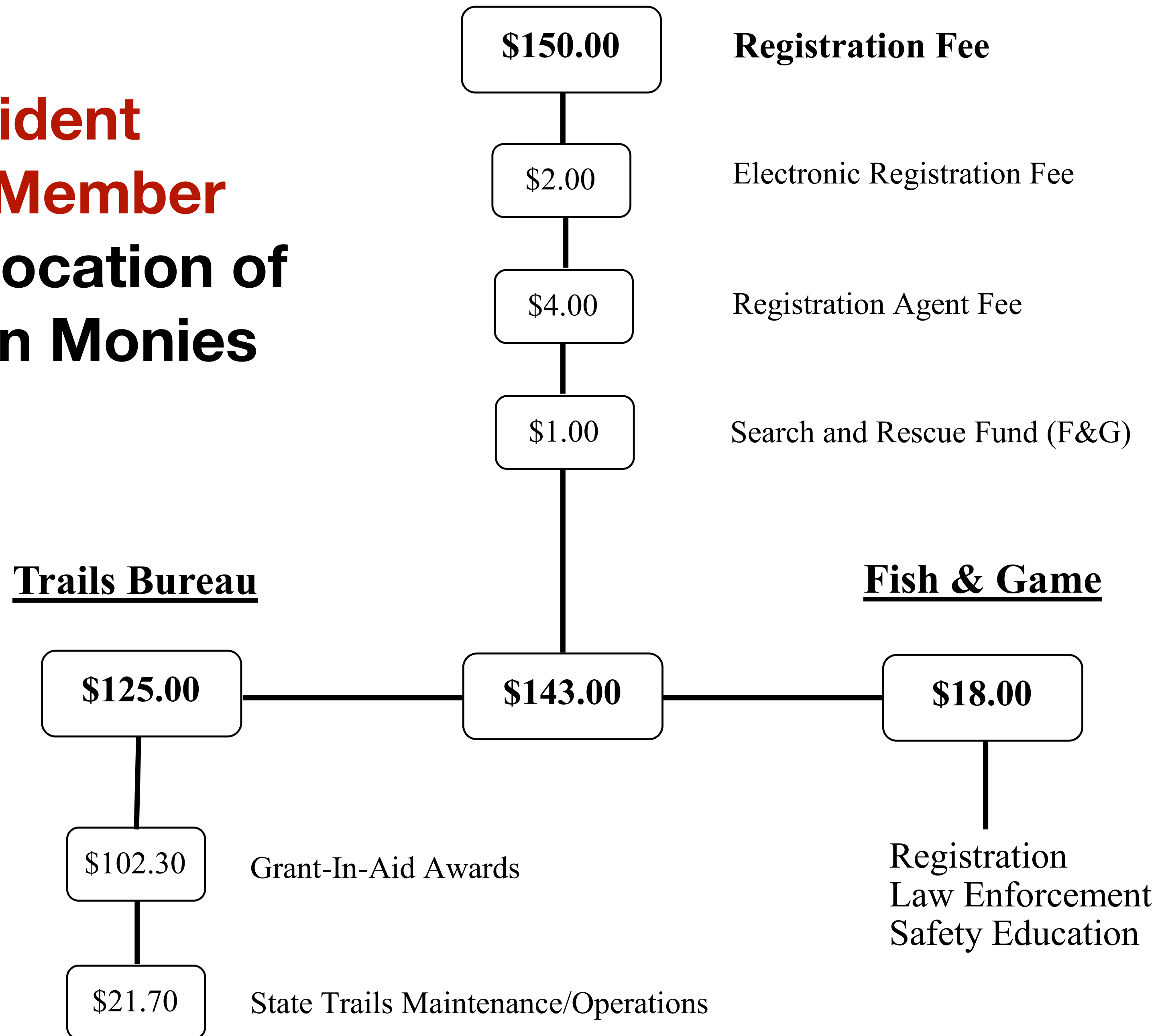
Next Steps of Action

Resident and non-resident registrations would need to be \$150 and \$160. After club discount this would be \$120 and \$130 per sled. Maybe a \$10 increase at 24 months.

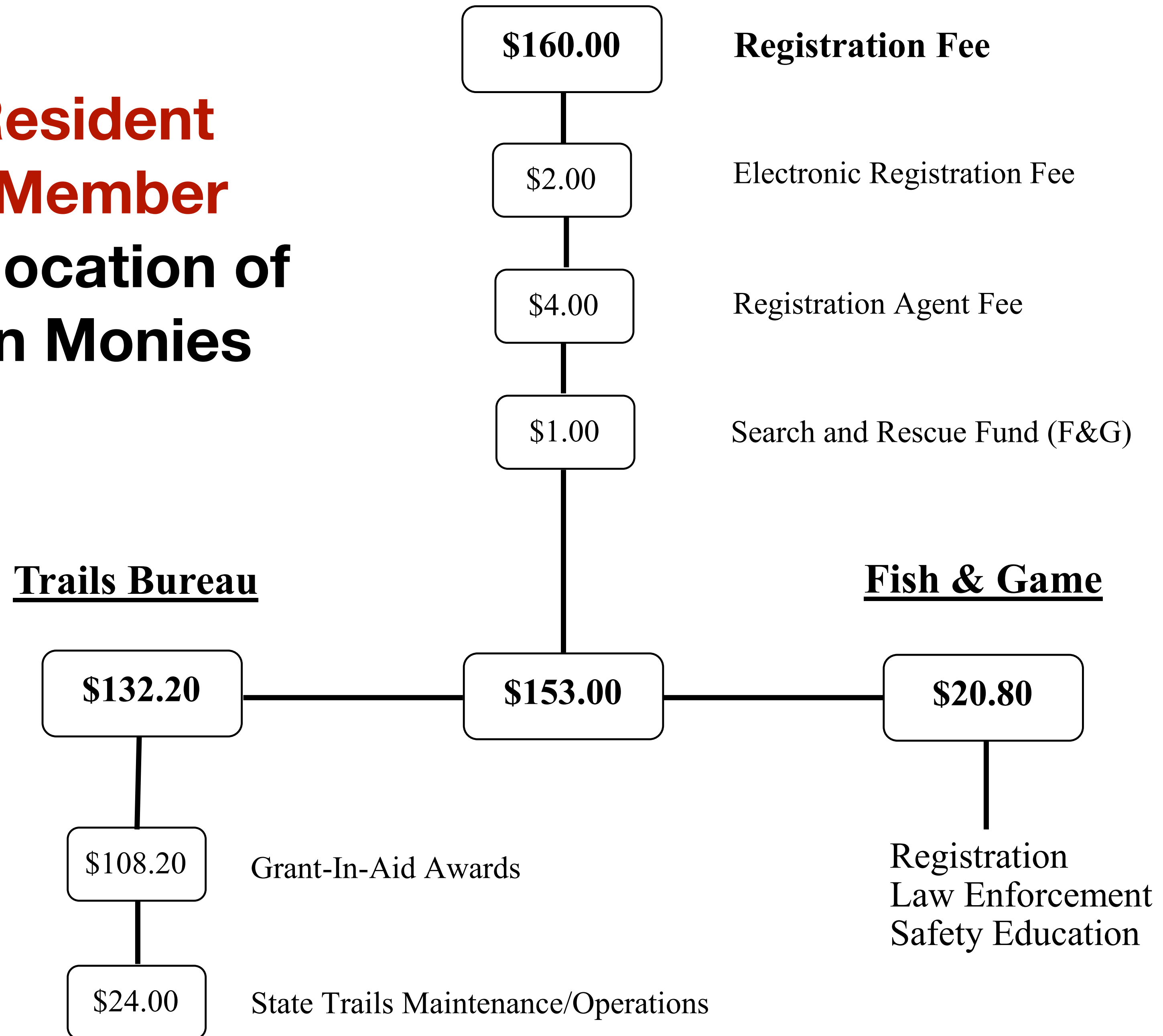
Goal is that clubs/GIA would get a higher percentage in the breakout. Agencies will have a lower percentage vs. the total.

Vintage lifts to current pricing (keeping it in sync going forward). Allow non-residents to buy. Stop selling for machines after 25 years back from passage. Maybe nothing after 1995?

NH Resident Non-Club Member Proposed Allocation of Registration Monies

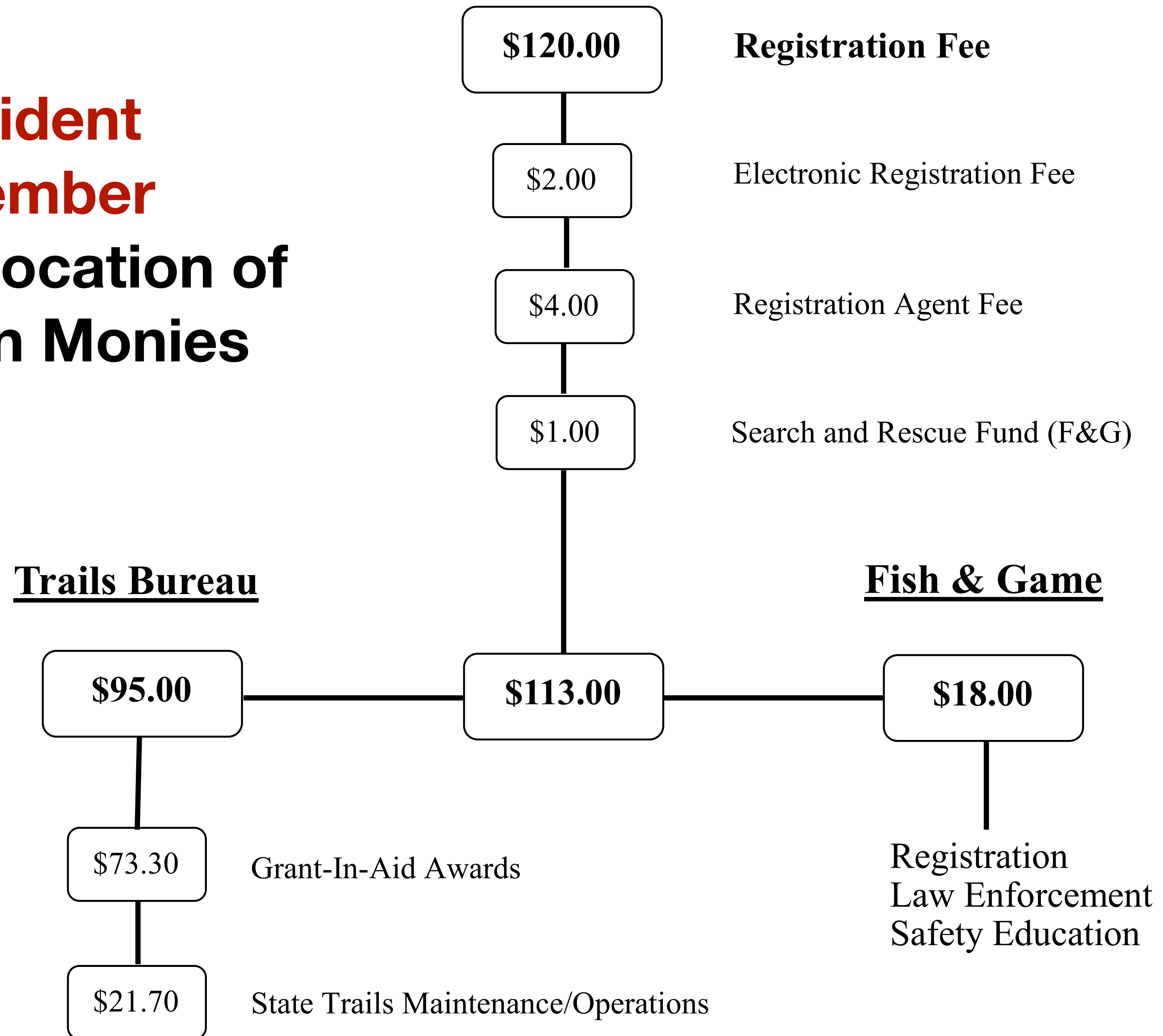


Non-NH Resident Non-Club Member Proposed Allocation of Registration Monies

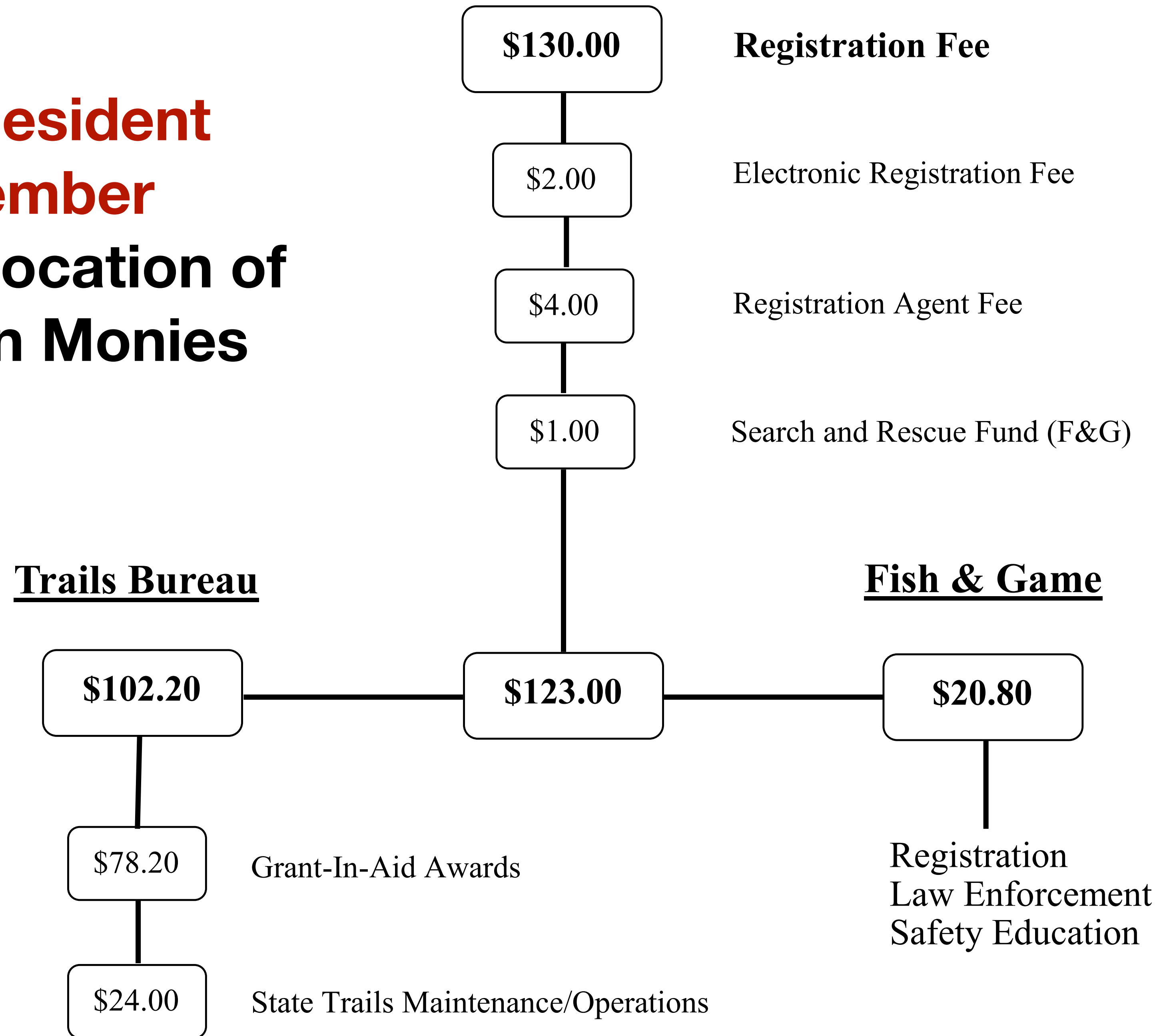


NH Resident Club Member

Proposed Allocation of Registration Monies



Non-NH Resident Club Member Proposed Allocation of Registration Monies



Next Steps of Action - continued

Budget should be based on 40k registrations

Rental and Dealer registrations also increase. R = \$250 (\$150 GIA, \$50 BOT, \$50 F&G) and D = \$100 (\$50, \$25, \$25).

Fines = Legislation and rule changes - \$250 for each item we've considered.

Legislation to force rule changes for rates, and end all equipment liens 3 years out.

NHSA Board would have to vote to pursue legislation. Current estimates are \$30k will be needed to get it across the finish line.

Conclusion

Our last increase was considered 10 years ago. It took time to legislate - this change will too.

A modest increase wouldn't allow for this program change nor will the equipment fund reach an updated fleet.

Fines need to be appropriate!

NHSA doesn't benefit from this effort financially.
Stronger Clubs = A Stronger Association!