

Financial Vision

Have you ever wondered where your event fees or dues are going? I'm a firm believer in financial transparency. As a newly elected board member, I plan to do my best to keep the membership informed. Below is a snapshot of the PSIA-AASI West 2018/2019 financials. The tables and chart below will show you where your membership dues and other fees are spent within the PSIA-AASI West. Each person is aware of the amount of dues and event fees they pay, but it's a good idea to look at the overall picture and see where the money is being spent. Total dues received is shown in the chart as \$185,477.48. Our largest expense is Office and Administration costs at \$254,417.01. The dues we currently collect are not enough to even cover office/admin costs and other expenses. The money to cover these expenses must then come from other income such as event income. I've taken about a dozen pages of financial data and condensed it into the following summary tables and looked at how we compare on a national level in dues, fees, and spending. The table below shows how much money is collected and spent on exams, events, and training our educational staff. This is your organization, and it's important for members to have an idea of where their dollars are being used.

Discipline	Revenue	Expenses	Income	Ed staff training	Training to revenue
Adaptive	\$8,075.00	(\$5,181.69)	\$2,893.31	(\$838.82)	10.39%
Alpine	\$140,661.27	(\$84,170.40)	\$56,490.87	(\$11,267.66)	8.01%
Children	\$8,343.35	(\$4,499.08)	\$3,844.27	(\$246.00)	2.95%
Events	\$109,058.50	(\$83,901.66)	\$25,156.84	\$0.00	0.00%
Freestyle	\$7,060.00	(\$3,872.72)	\$3,187.28	\$0.00	0.00%
Nordic	\$13,100.00	(\$10,934.72)	\$2,165.28	\$0.00	0.00%
Senior	\$7,312.97	(\$4,806.42)	\$2,506.55	\$0.00	0.00%
Snowboard	\$111,760.79	(\$62,330.80)	\$49,429.99	(\$6,303.48)	5.64%
PSIA-AASI West	\$405,371.88	(\$259,697.49)	\$145,674.39	(\$18,655.96)	4.60%
Other expenses:					
Member Schools Clinics		(\$18,671.47)	(\$18,671.47)		
National QAE		(\$3,533.47)	(\$3,533.47)		
Board Meetings		(\$6,823.51)	(\$6,823.51)		
Merchandise	\$15,518.32	(\$17,881.49)	(\$2,363.17)		
Office/Admin	\$2,285.56	(\$254,417.01)	(\$252,131.45)		
Membership Dues	\$185,477.48		\$185,477.48		
Learning modules	\$4,755.96			Liabilities	Equity
Interest Income	\$3,233.93			\$24,800.64	\$206,392.87
EF Support	\$6,000.00			Total Liabilities & Equity	
	\$622,643.13	(\$561,024.44)	\$61,618.69	\$231,193.51	

Some important national comparison notes to consider for the future:

The average training to revenue ratio across the 8 national PSIA-AASI divisions is 8.29% ranging from 4% to 15%, our division currently has an average of 4.6%

Divisions with the highest trending national survey results come from the divisions that are investing 10-15% of revenue into training their on snow staff

We currently have the lowest dues, you can expect to see an increase in dues to match other divisions in the future

Division	Dues Comparison
West	\$45.00
Intermountain	\$50.00
No. Intermountain	\$50.00
No. Rocky Mtn.	\$50.00
Central	\$50.00
Northwest	\$52.00
Rocky Mountain	\$54.00
East	\$72.00

Want more financial detail? As a member of the PSIA-AASI West feel free to visit the website below if you want to view a copy of the organizations 501(c)(3) 990 tax form for free.

<https://apps.irs.gov/app/eos/>

You will need to select the "copies of returns" database and enter EIN: 942210645

Your board welcomes your input, concerns, suggestions, and questions. Do not hesitate to contact me at: jmarso@mammothresorts.com

