



This contract is made between _____ and Ski Areas of New York, Inc.

- o Membership dues include the base amount calculated using the accompanying dues calculation worksheet, you agree to participate in honoring SANY Gold Passes, the Passport Program and Discover NY Ski Day Programs (if participating).
- o Complete the accompanying dues calculation worksheet and transfer the requested information to this page.
- o **Sign this contract and fax or mail it on or before September 1st, 2020. To attend the SKI NY EXPO this needs to be completed.**
- o Return the original form to SANY with your first or full payment before **September 30, 2020.**
- o All information provided is considered completely confidential and will not be shared with anyone.
- o Payment Options - You may make dues payments in one or three installments.
 - o **One Payment** - Full payment of the amount on line 5 below must be received by SANY on or before **September 30, 2020.**
 - o **Three Payment** - Three equal payments totaling the amount indicated on line 7 below. The first payment must be received by SANY on or before September 30, 2020 and a one time installment payment fee of \$25, this is payable with the first installment. The second payment is due on or before December 31, 2020 and the final installment is due on or before January 31, 2021.
 - o **Terms:** Net 30 days; a 1% per month finance charge will be applied to all amounts 60 days or more past due.

MEMBERSHIP DUES CALCULATION

1. We calculated our dues using (circle one)	CHART A	CHART B
2. I have selected to pay dues in (circle one)	ONE PAYMENT	THREE PAYMENT
3. Enter amount from Worksheet line 4 (chart A) or line 8 (chart B)		\$ _____
4. Enter amount from Worksheet line 5 (chart A) or line 9 (chart B)		\$ _____
5. Add lines 3 and 4 above for Total 2020 - 21 Dues		\$ _____

THREE PAYMENT OPTION CONTINUE

6. Add \$25 to line 5 and enter the amount here.	\$ _____
7. Add line 5 and 6, enter total here	\$ _____
8. Divide amount on line 7 by 3 (this is your payment amount X 3)	\$ _____

Pay this amount when sending in this form. Additional installments will be billed.

I certify that the amount shown on Line five (5) above is our ski areas fair share amount of Membership Dues to Ski Areas of New York, Inc. for the year July 1, 2020 to June 30, 2021. I am authorized to commit the above-named ski area to membership in Ski Areas of New York, Inc. for the indicated dollar amount. The named ski area will make full payment of dues as per the terms of the payment option that were selected and will participate honoring SANY Gold Passes and Discover NY Ski Day Programs (if participating). I understand that payment terms are net 30 days from the above listed dates and that a 1% per month finance charge will be added to all dues committed to but not received before the indicated due dates, including contracts not received before said date after 60 days.

Resort members agree to assist Ski Areas of New York, Inc./SKI NY, with promotional and marketing efforts whenever possible, including social media. *Resort members will make every effort to post the SKI NY logo and website link on your ski area website at a high visibility area that may include the home page, ski reporting page or links page at ski area discretion. Membership dues now include distribution of your ski report to select media outlets and ski shops, podcasts and more.*

Ski Area Management Signature _____ Title _____ Date _____
5% of your membership dues is used for lobbying efforts for Ski Areas of New York, Inc.



Membership Contract for 2020 – 21 Ski Season Dues Calculation Worksheet

Transfer Amounts To Membership Contract

All Areas Complete this Box

1. Enter your 2019-20 Gross Receipts for all Snow Sliding Activities \$ _____
2. Enter your 2019-20 Gross Season Pass Sales \$ _____
3. Add lines 1 & 2 - This is your 2019-20 Gross Revenue \$ _____

CHART A:

Complete if your Gross Revenue is under \$1,000,000

4. Multiply line 3 above by .0016 (.16%)
Enter result here and on Membership Contract line 3 \$ _____
5. Enter Base Dues from table below
Enter Here and on Membership contract line 4 \$ _____
6. Total Dues - Add lines 4 & 5,
Enter on Membership Contract line 5 \$ _____

Base Dues Table

If your 2019-20 Gross Revenues Are:	Then your Base Dues Are:
\$0-99,999	\$190
\$100,000 - 199,999	\$315
\$200,000 - 499,999	\$440
\$500,000 - 999,999	\$700

CHART B:

Complete if your Gross Revenue is \$1 Million or over

7. Subtract \$1,000,000 from line 3 above - enter result \$ _____
8. Multiply line 7 by .000525 (.0525%) - enter result \$ _____
9. Base Dues \$ 3310.00
10. Total Dues - Add line 8 & 9 and enter on Membership contract line 5 \$ _____