

# **Marble Mountain Development Corporation**

Annual Report 2022-23

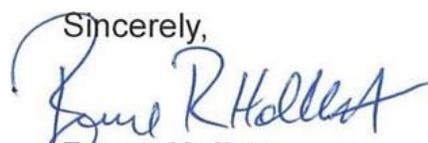


## Message from the Chair

As Executive Chairperson of the Marble Mountain Development Corporation (MMDC), I am pleased to submit the Annual Report for the period of May 1, 2022 to April 30, 2023. This Annual Report is submitted in accordance with the obligation as a category two entity under the **Transparency and Accountability Act**, prepared under the direction of the Board.

The 2022-23 Fiscal Year was one of growth and transformation for Marble Mountain. While operations continued to be impacted by weather and infrastructure challenges, Marble Mountain began year round operations with equipment upgrades, continued improvement to food and beverage offerings, full year operations at Marble Villa and new activities and event offerings to the public. This transformation effort was enabled by support from the Provincial Government, continued partnership growth, and a management team focused on enhanced safety, exceptional customer experience, innovation, and determination to build a true year-round resort experience at Marble Mountain.

My signature below is indicative of the entire Corporation's accountability for the preparation of this report and the results reported within.

Sincerely,  
  
**Bruce Hollett**

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## **Entity Overview**

### **Organizational Structure**

The MMDC is a Crown corporation responsible for the operation of Marble Mountain Resort, located in Steady Brook, Newfoundland and Labrador. Serving as a catalyst for tourism development in the western region and provincially, the MMDC operates the largest alpine ski resort in Atlantic Canada, offering year-round activities, attractions, accommodations and services consistent with a major tourism establishment.

### **Mandate**

The mandate of the MMDC is to promote the Marble Mountain resort area to local users, visitors to the province, and potential business operators. It also supports the development of the lands and facilities for commercial tourism operations by private interests.

### **Primary Clients**

The MMDC identifies its primary clients as those individuals, groups, or organizations who are the principle users and/or beneficiaries of the Corporation's lines of business, and includes alpine sports enthusiasts, private industry, special event attendees, and the non-skiing public requiring food and beverage services.

### **Staff and Budget**

Marble Mountain Resort employs over 100 unionized year-round, seasonal and part-time employees. The MMDC operations are funded through revenue generation from ski pass sales, equipment rentals, food and beverage sales, nightly accommodations rentals at Marble Villa, event and activity revenue, sponsorship revenue, and rental agreements with other entities operating on resort lands. As well, in 2022-23 the MMDC

received an operating grant of \$356,400 and a capital infrastructure and equipment grant of \$1.2 million from the Government of Newfoundland and Labrador.

### **Board of Directors**

Marble Mountain Resort is overseen by a Board of Directors appointed by the Government of Newfoundland and Labrador, including community representatives nominated by the City of Corner Brook and the Town of Steady Brook. As of May 1, 2023, the Board of Directors membership was as follows:

- Bruce Hollett, Executive Chairperson
- Carol-Ann Gilliard, Department of Tourism, Culture, Arts and Recreation Representative
- Doug Trask, Department of Finance Representative
- Heidi Staeben-Simmons, City of Corner Brook Representative

The Executive Chairperson functions as Board Chair and Chief Executive Officer of the MMDC, and Resort Operations are led by a General Manager, supported by a small team of year-round and seasonal managers.

### **Physical Location**

Exit #8, Trans-Canada Highway

Steady Brook, NL A2H 2N2

Contact Information:

P.O. Box 947

Corner Brook, NL A2H 6J2

Telephone: (709) 637-7601

Toll Free:-1-888-462-7253

Website: [www.skimarble.com](http://www.skimarble.com)

## Highlights and Partnerships

### Highlights

Marble Mountain Resort commenced ski operations on January 11, 2023. While MMDC targeted opening on Boxing Day, warm temperatures and rain in December and early January delayed lift opening. Despite the later-than-planned start, lift service was available for 76 days, an increase of 13 days over the previous season and the longest ski season in 10 years. An improvement in lift reliability due to enhanced maintenance efforts contributed to the longer season.

Season pass sales were up from the previous year at close to 1,300. Daily lift pass sales were also up over the previous year. Total skier visits for the season were over 63,000, for an average of 830 skiers daily. Revenue from lift operations increased by 36.5 per cent over the previous year.

Rental and Repair Shop sales were strong through the ski season, supporting increased skier visits, with revenue increasing by almost 36 per cent over the previous year.

Specific to human resources, the MMDC reached a new four-year collective agreement with unionized employees, covering the period from October 1, 2022 to September 30, 2026.

The new entertainment and food and beverage services at Marble Mountain, including the specialty coffee shop developed in partnership with Gros Morne Coffee Roasters, Bishop's Tavern and the new authentic Texas BBQ smoker, contributed significantly to business and employment growth at the resort. Revenue from food and beverage operations reached almost \$1.4 million during the 2022-23 fiscal year, an increase of 157 per cent over the previous year. Bishop's Tavern, including the new outdoor patio area, was very popular during the summer months, and regular trivia and open mic nights were well-attended.

The Ski Club International des Journalistes, consisting of approximately 100 journalists from more than 20 countries, held their annual conference at Marble Mountain in the winter of 2023. These journalists normally meet at major ski resorts in the Canadian or US Rockies, or in Europe. This conference was a great success for the journalists, the Western Region generally, and Marble Mountain. It is expected to contribute to positive media articles and promotion for Marble Mountain and Newfoundland and Labrador winter tourism for the next few years.

Marble Villa operated for the entire 2022-23 year, and revenue from occupancy increased by 357 per cent over the previous year. The MMDC expects continued occupancy growth through promotional efforts, continued expansion of availability on additional booking platforms, and the development of new and enhanced wedding, conference, special event and ski and stay packages.

The MMDC continued its efforts to renew critical infrastructure at the resort to extend asset life, improve safety and customer experience, and expand revenue generating opportunities year-round.

Significant progress was made rebuilding the Black Mariah chair lift, enhancing snow making capacity, modifying the Lightning Express chair lift to allow passenger downloads for summer and fall hill tours, expanding mountain bike trails through joint planning with local mountain bike enthusiasts, as well as general asset and customer experience improvement through the implementation of rigorous maintenance and safety programs.

### **Partnerships**

Marble Mountain is a significant contributor to the economy of Western Newfoundland. The MMDC continued to proudly grow and develop existing and new partnerships with local suppliers of goods and services, as well as marketing and promotional partnerships.

## Report on Performance

### Issue #1: Supporting Operations

In 2022-23, the MMDC supported operations at Marble Mountain Resort by continuing the development and implementation of detailed and specific initiatives to offer year-round activities and events with a focus on enhanced safety and exceptional customer experience.

#### Goal

By April 30, 2023, the MMDC will have supported the operation of Marble Mountain.

#### Goal Indicator

Over the 2020-23 period, MMDC was very successful in supporting the operations of Marble Mountain, particularly during the period from the fall of 2021 to the end of the reporting period in April 2023. While operations were impacted negatively during the beginning of the reporting period as a result of COVID-19 shutdowns and restrictions, Marble Mountain emerged from that period with a strengthened management team and an enhanced focus on safety and exceptional customer experience designed to develop year-round activities.

On the governance level, MMDC added community presence on the Board of Directors, with the addition of representatives from the City of Corner Brook, providing much welcomed local input to the guidance and oversight of the operation.

MMDC developed and implemented regular scheduled maintenance programs for the extensive equipment and buildings necessary to successfully continue operations. MMDC implemented an asset life extension approach for assets critical to business continuity, including: major repairs to the deck structure around the lodge buildings; replacement of aging kitchen equipment; substantive repairs to the Lightning Express chair lift, including modifications to enable two way passenger operations to facilitate summer and fall view tours; a complete refurbishment of the Black Mariah chair lift; drive

motor replacement on the Newfie Bullet chair lift; and purchasing additional high efficiency snow making equipment. MMDC also strengthened safety practices at Marble Mountain for employees and customers.

On the customer experience side, MMDC enhanced operations by: acquiring an electronic gate system; developing two new ski runs; revamping the food and beverage offerings with the addition of the province's only true Texas BBQ smoker and adding Bishop's Tavern - a new restaurant, bar, and entertainment venue; introducing new music and comedy shows; expanding services into more regular wedding and conference services; reopening Marble Villa as a year round accommodations provider with expanded booking capabilities; and developing mountain bike trails and features.

On the marketing and partnerships front, MMDC supported Marble Mountain operations through; developing major growth in social media presence and following; expanding existing partnerships and developing beneficial new business and marketing partnerships with local and national corporations; and improving the transparency, extent and quality of communications with the public.

On the employment front, MMDC built a new management team focused on improving and growing customer experience year round, negotiated two new collective agreements providing labour stability through to September 2026, and substantially grew employment opportunities particularly in the spring, summer and fall periods when Marble Mountain had traditionally been closed.

In summary, the results of MMDC's efforts to support operations at Marble Mountain have included an expansion into year round operations, an increase in the quality and range of customer experiences, and revenue growth by the end of the reporting period of more than 60 per cent over any previous year in Marble Mountain's history.

### **Goal Statement**

As of April 30, 2023, the MMDC has supported the operation of Marble Mountain Resort.

## 2022-23 Objective

By April 30, 2023, the MMDC will have provided a recreational ski experience for the public.

**Indicator 1: Undertook activities to support the operation of the ski hill at Marble Mountain.**

The MMDC conducted ski operations for 76 days in winter 2023, improved ski lift reliability, and continued to improve and expand food, beverage, entertainment and other event offerings to the public.

The MMDC continues to develop and implement year-round operational plans, and capital maintenance and improvement plans to support continued operations.

## Opportunities and Challenges

### Opportunities

The MMDC sees significant opportunities for continuing to improve and grow the ski experience, as well as non-ski activities and events year-round. There are also opportunities to expand service offerings to the public, attract increased visits from inside and outside the province, better utilize and improve the existing facilities at Marble Mountain Resort, and significantly enhance the financial viability of the resort.

The MMDC continues to aggressively develop and promote new and enhanced activities, both internally and through new partnerships.

### Challenges

The MMDC recognizes that there are many challenges to address as it develops and implements its expanded year-round operational plans.,

While progress is being made to renew infrastructure, capital improvement needs remain significant due to aging infrastructure including ski lifts; aging equipment which

limits snowmaking capacity; groomers and other heavy equipment; decking around the main lodge; and, building envelopes.

Recruitment and retention of staff remains a challenge. MMDC requires sufficient staff to support expected operating capacity and expanded operations.

Finally, significant cost increases related to ski operations, as well as general inflationary impacts on all aspects of operations, remains a challenge for MMDC.

# Financial Information

**MARBLE MOUNTAIN DEVELOPMENT CORPORATION**  
**FINANCIAL STATEMENTS**  
FOR THE YEAR ENDED  
APRIL 30, 2023

# ANNUAL REPORT 2022-23

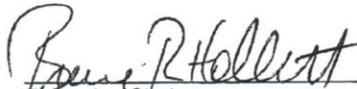
## STATEMENT OF RESPONSIBILITY

The accompanying Financial Statements are the responsibility of the management of Marble Mountain Development Corporation and have been prepared in compliance with legislation, and in accordance with generally accepted accounting principles established by the Public Sector Accounting Board of the Association of Chartered Professional Accountants of Canada.

In carrying out its responsibilities, management maintains appropriate systems of internal and administrative controls designed to provide reasonable assurance that transactions are executed in accordance with proper authorization, that assets are properly accounted for and safeguarded, and that financial information produced is relevant and reliable.

The Executive Chair of the Board of Directors and the General Manager of the Resort, met with external auditors to review a draft of the financial statements and to discuss any significant financial reporting or internal control matters prior to their approval of the finalized financial statements.

Bonnell Cole Janes, as the organization's appointed external auditors, have audited the financial statements. The Auditor's Report is addressed to the Board of Directors and appears on the following page. Their opinion is based upon an examination conducted in accordance with Canadian generally accepted auditing standards, performing such tests and other procedures as they consider necessary to obtain reasonable assurance that the financial statements are free of material misstatement and present fairly the financial position and results of the organization in accordance with Canadian generally accepted accounting principles.

  
Executive Chairperson

Sept 25/2023  
Date

  
General Manager

Sept. 25<sup>th</sup>. 2023  
Date

**BCJ** BONNELL  
COLE  
JANES  
Chartered Professional Accountants

## INDEPENDENT AUDITOR'S REPORT

To the Board of Directors  
Marble Mountain Development Corporation

### Opinion

We have audited the financial statements of Marble Mountain Development Corporation (the Corporation), which comprise the statement of financial position as at April 30, 2023 and the statement of operations, changes in net financial assets (debt) and cash flows for the year ended April 30, 2023, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying financial statements of the Corporation are prepared, in all material respects, in accordance with the standards established by the Public Sector Accounting Board of the Chartered Professional Accountants of Canada.

### Basis for Opinion

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the Corporation in accordance with the ethical requirements that are relevant to our audit of the financial statements in Canada, and we have fulfilled our other responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### Responsibilities of Management and Those Charged with Governance for the Financial Statements

Management is responsible for the preparation of the financial statements in accordance with the standards established by the Public Sector Accounting Board of the Chartered Professional Accountants of Canada, and for such internal control as Management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, Management is responsible for assessing the Corporation's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Corporation either intends to cease operations or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Corporation's financial reporting process.

### **Auditor's Responsibilities for the Audit of the Financial Statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with Canadian Auditing Standards, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Corporation's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by Management.
- Conclude on the appropriateness of Management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Corporation's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Corporation to cease to continue as a going concern.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

Corner Brook  
Newfoundland and Labrador  
August 31, 2023

*Bonnell Cole Janes*  
CHARTERED PROFESSIONAL ACCOUNTANTS



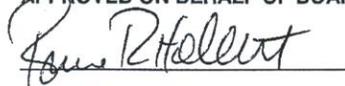
**MARBLE MOUNTAIN DEVELOPMENT CORPORATION**  
**FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED APRIL 30, 2023**

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**MARBLE MOUNTAIN DEVELOPMENT CORPORATION**  
**STATEMENT OF FINANCIAL POSITION**  
**AS AT APRIL 30, 2023**

	<u>2023</u>	<u>2022</u>
<b>FINANCIAL ASSETS</b>		
Cash (Note: 2)	\$ 3,665	\$ 7,968
Accounts receivable (Note: 3)	<u>172,172</u>	<u>51,361</u>
	<u>175,837</u>	<u>59,329</u>
<b>LIABILITIES</b>		
Bank indebtedness (Note: 7)	921,803	1,241,167
Accounts payable and accrued liabilities (Note: 5)	1,177,165	544,986
Deferred revenue (Note: 6)	<u>45,111</u>	<u>7,598</u>
	<u>2,144,079</u>	<u>1,793,751</u>
<b>NET FINANCIAL ASSETS (NET DEBT)</b>	<u>(1,968,242)</u>	<u>(1,734,422)</u>
<b>NON-FINANCIAL ASSETS</b>		
Tangible capital assets (Schedule 1)	9,372,962	9,311,848
Inventories held for use (Note: 2)	61,296	92,734
Prepaid expenses (Note: 4)	<u>167,372</u>	<u>125,296</u>
	<u>9,601,630</u>	<u>9,529,878</u>
<b>ACCUMULATED SURPLUS</b>	<u>\$ 7,633,388</u>	<u>\$ 7,795,456</u>

APPROVED ON BEHALF OF BOARD:

  
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See accompanying notes to the consolidated financial statements

**MARBLE MOUNTAIN DEVELOPMENT CORPORATION**  
**STATEMENT OF OPERATIONS**  
**FOR THE YEAR ENDED APRIL 30, 2023**

	<u>Budget</u>	<u>2023</u>	<u>2022</u>
<b>REVENUE</b>			
Lift operations (Schedule 2)	\$ (1,705,000)	\$ (786,633)	\$ (617,708)
Rental and repair shop (Schedule 3)	48,000	142,212	104,643
Food and beverage (Schedule 4)	350,600	28,395	20,197
Ski school (Schedule 5)	(93,000)	16,593	20,005
Marketing (Schedule 6)	(96,000)	(196,228)	(81,485)
Marble Villa (Schedule 7)	<u>39,000</u>	<u>220,344</u>	<u>(12,924)</u>
	<u>(1,456,400)</u>	<u>(575,317)</u>	<u>(567,272)</u>
<b>EXPENDITURES</b>			
Labour	191,500	261,671	182,947
Administration	40,000	57,256	27,333
Interest on short-term debt	125,000	36,684	28,880
Professional Fees	20,000	22,401	19,586
Communications	8,500	15,231	4,533
Miscellaneous	5,000	6,324	7,689
Interest and bank charges	<u>5,000</u>	<u>3,184</u>	<u>2,487</u>
	<u>395,000</u>	<u>402,751</u>	<u>273,455</u>
<b>EXCESS OF EXPENDITURES OVER REVENUE BEFORE CAPITAL GRANT, AMORTIZATION &amp; OTHER</b>	<u>(1,851,400)</u>	<u>(978,068)</u>	<u>(840,727)</u>
<b>OTHER OPERATING:</b>			
Gov. transfers-operating grant (Note:9)	306,400	356,400	306,400
Gov. transfers-marketing partnership (Note:9)	<u>150,000</u>	<u>125,000</u>	<u>140,000</u>
	<u>456,400</u>	<u>481,400</u>	<u>446,400</u>
<b>EXCESS OF EXPENDITURES OVER REVENUE BEFORE CAPITAL GRANT, AMORTIZATION &amp; OTHER</b>	<u>(1,395,000)</u>	<u>(496,668)</u>	<u>(394,327)</u>
<b>CAPITAL GRANT, AMORTIZATION &amp; OTHER:</b>			
Gov. transfers - capital grant (Note:9)	1,350,000	1,350,000	800,000
Amortization of tangible capital assets	(1,235,099)	(1,018,552)	(980,013)
Gain on disposal of tangible capital assets	<u>                    </u>	<u>3,152</u>	<u>3,591</u>
	<u>114,901</u>	<u>334,600</u>	<u>(176,422)</u>
<b>ANNUAL SURPLUS (DEFICIT)</b>	<u>\$ (1,280,099)</u>	<u>(162,068)</u>	<u>(570,749)</u>
<b>ACCUMULATED SURPLUS, beginning of the year</b>		<u>7,795,456</u>	<u>8,366,205</u>
<b>ACCUMULATED SURPLUS, end of the year</b>		<u>\$ 7,633,388</u>	<u>\$ 7,795,456</u>

See accompanying notes to the consolidated financial statements



**MARBLE MOUNTAIN DEVELOPMENT CORPORATION**  
**STATEMENT OF CHANGE IN NET FINANCIAL ASSETS (NET DEBT)**  
**FOR THE YEAR ENDED APRIL 30, 2023**

	<u>Budget</u>	<u>2023</u>	<u>2022</u>
<b>ANNUAL SURPLUS (DEFICIT)</b>	\$ <u>(1,280,099)</u>	\$ <u>(162,068)</u>	\$ <u>(570,749)</u>
Acquisition of tangible capital assets	(925,000)	(1,079,666)	(606,245)
Amortization of tangible capital assets	1,235,099	1,018,552	980,013
Loss (gain) on disposal of tangible capital assets		(3,152)	(3,591)
Proceeds on sale of tangible capital assets		3,152	3,591
(Increase) decrease in prepaid expenses		(42,076)	37,554
(Increase) decrease in inventories	<u>                    </u>	<u>31,438</u>	<u>(61,072)</u>
	<u>310,099</u>	<u>(71,752)</u>	<u>350,250</u>
<b>CHANGE IN NET FINANCIAL ASSETS</b>	\$ <u>(970,000)</u>	(233,820)	(220,499)
<b>NET DEBT, BEGINNING OF THE YEAR</b>		<u>(1,734,422)</u>	<u>(1,513,923)</u>
<b>NET DEBT, END OF THE YEAR</b>		\$ <u>(1,968,242)</u>	\$ <u>(1,734,422)</u>

See accompanying notes to the consolidated financial statements

**MARBLE MOUNTAIN DEVELOPMENT CORPORATION**  
**STATEMENT OF CASH FLOWS**  
**FOR THE YEAR ENDED APRIL 30, 2023**

	<u>2023</u>	<u>2022</u>
<b>OPERATING ACTIVITIES</b>		
Annual surplus (deficit)	\$ (162,068)	\$ (570,749)
<b>Changes in non-cash items:</b>		
Accounts receivable	(120,811)	13,492
Inventories	31,438	(61,072)
Prepays	(42,076)	37,554
Accounts payable and accrued liabilities	632,179	528,663
Deferred revenue	37,513	(4,825)
Loss (gain) on disposal of tangible capital assets	(3,152)	(3,591)
Amortization	<u>1,018,552</u>	<u>980,013</u>
Cash provided (used) in operating activities	<u>1,391,575</u>	<u>919,485</u>
<b>CAPITAL ACTIVITIES</b>		
Proceeds on sale of tangible capital assets	3,152	3,591
Cash used to acquire tangible capital assets	<u>(1,079,666)</u>	<u>(606,245)</u>
Cash provided (used) in capital activities	<u>(1,076,514)</u>	<u>(602,654)</u>
<b>FINANCING ACTIVITIES</b>		
Repayment of obligations and capital leases	_____	____(11,631)
Cash provided (used) in financing activities	_____	____(11,631)
<b>INCREASE IN CASH</b>	315,061	305,200
<b>CASH DEFICIENCY, beginning of the year</b>	<u>(1,233,199)</u>	<u>(1,538,399)</u>
<b>CASH DEFICIENCY, end of the year</b>	<u>\$ (918,138)</u>	<u>\$ (1,233,199)</u>
<b>CASH CONSISTS OF:</b>		
Cash on hand	\$ 3,665	\$ 7,968
Bank indebtedness	<u>(921,803)</u>	<u>(1,241,167)</u>
	<u>\$ (918,138)</u>	<u>\$ (1,233,199)</u>

See accompanying notes to the consolidated financial statements

**MARBLE MOUNTAIN DEVELOPMENT CORPORATION**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED APRIL 30, 2023**

**1. Status of the Marble Mountain Development Corporation**

Marble Mountain Development Corporation is an "Other Government Organization" (OGO) and operates under the provisions of the Corporations Act of the Province of Newfoundland and Labrador. The organization is a not-for-profit under the Income Tax Act and accordingly is exempt from income taxes, provided certain requirements of the Income Tax Act are met.

The principal activity of the organization is managing and controlling the development of the Marble Mountain area.

**2. Significant Accounting Policies**

These financial statements have been prepared in accordance with Public Sector Accounting Standards as recommended by the Public Sector Accounting Board (PSAB) of the Chartered Professional Accountants of Canada and reflect the following significant accounting policies:

**(a) Basis of Accounting**

The financial statements are prepared using the accrual basis of accounting. The accrual basis of accounting records revenue as it is earned and measurable. Expenses are recognized as they are incurred and measurable based upon the receipt of goods and services or the creation of an obligation to pay.

**(b) Financial Assets**

Cash quoted in an active market are measured at fair value. Accounts receivable and accounts payable are measured at cost or amortized cost. The carrying amount of each of these financial instruments is presented on the statement of financial position. For financial instruments measured using amortized cost, the effective interest rate method is used to determine interest revenue or expense. All financial assets are tested annually for impairment. When financial assets are impaired, impairment losses are recorded in the statement of operations. Transaction costs are added to the carrying value for financial instruments measured using cost or amortized cost. Transaction costs are expensed for financial instruments measured at fair value.

**(c) Non-Financial Assets**

Non-financial assets are not available to discharge existing liabilities and are held for use in the provision of services. They have useful lives extending beyond the current year and are not intended for sale in the ordinary course of operations. The change in non-financial assets during the year, together with the excess of revenues over expenses, provides the change in net financial assets for the year.

**(d) Inventories**

Inventories held for use are recorded at the lower of cost and net realizable value. Cost is determined on the first-in-first-out basis based on the supplier invoiced cost.

**(Cont'd)**

**MARBLE MOUNTAIN DEVELOPMENT CORPORATION**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED APRIL 30, 2023**

**2. Significant Accounting Policies (Cont'd)**

**(e) Government Transfers**

Government transfers are recognized as revenue in the financial statements when the transfer is authorized and any eligible criteria are met, except to the extent that transfer stipulations give rise to an obligation that meets the definition of a liability. Transfers are recognized as deferred revenue when transfer stipulations give rise to a liability. Transfer revenue is recognized in the statement of operations as the stipulation liabilities are settled.

**(f) Tangible Capital Assets**

Tangible capital assets are recorded at cost which includes all amounts that are directly attributable to the acquisition, construction, development or betterment of the asset. Assets under construction are not amortized until the asset is put into use and one-half of the annual amortization is charged in the year of acquisition and in the year of disposal. The cost, less residual value, of the tangible capital assets is amortized on a straight-line basis over their estimated useful lives as follows:

Land	Indefinite
Area Improvements	30 years
Buildings	40 years
Computer Equipment	3 years
Equipment under Capital Lease	3-10 years
Furniture and Fixtures	5 years
Lifts	30 years
Rental Equipment	3 years
Signs	5 years
Vehicles	3-20 years
Uniforms	3 years

**(g) Revenue Recognition**

Revenues are recognized when the significant risks and rewards of ownership have been completed and there are no other significant obligations remaining, the sales and service prices are fixed and determinable, persuasive evidence of an arrangement exists and collectability is reasonably assured. This usually occurs at the time the sales and services are provided.

Non-monetary exchanges are measured at the more reliable measure of the fair value of the item given up and the fair value of the item received.

**(h) Use of Estimates**

Estimates are used to accrue revenues and expenses in circumstances where the actual accrued revenues are unknown at the time the financial statements are prepared. Uncertainty in the determination of the amount at which an item is recognized in the financial statements is known as measurement uncertainty. Such uncertainty exists when there is a variance between the recognized amount and another reasonable possible amount, as there is whenever estimates are used. Items requiring the use of significant estimates include accounts receivable, the value of inventory, the useful life of capital assets, accrued liabilities, and deferred revenue.

**(Cont'd)**

**MARBLE MOUNTAIN DEVELOPMENT CORPORATION**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED APRIL 30, 2023**

**2. Significant Accounting Policies (Cont'd).**

**(i) Leased Assets**

Leases are classified as capital or operating leases. Leases which transfer substantially all of the benefits and risks incidental to the ownership of the property are accounted for as capital leases. These assets are amortized in a manner consistent with tangible capital assets owned by the organization, and the obligation, including interest, is liquidated over the term of the lease. All other leases are accounted for as operating leases and the related lease payments are charged to expenses as incurred.

**(j) Cash and Temporary Investments**

	<u>2023</u>	<u>2022</u>
Cash is comprised of the following:		
Cash on hand	\$ <u>3,665</u>	\$ <u>7,968</u>

Cash and temporary investments include cash and short-term investments with maturities of three months or less from the date of acquisition.

**3. Accounts Receivable**

	<u>2023</u>	<u>2022</u>
Trade receivables	\$ <u>172,172</u>	\$ <u>51,361</u>

**4. Prepaid expenses**

	<u>2023</u>	<u>2022</u>
Insurance	\$ 167,372	\$ 118,166
Unused partnership contributions	<u>                    </u>	<u>7,130</u>
	<u>\$ 167,372</u>	<u>\$ 125,296</u>

**5. Accounts Payable and Accrued Liabilities**

	<u>2023</u>	<u>2022</u>
Accounts payable	\$ 1,044,704	\$ 468,128
Government remittances payable	116,974	64,735
Other payables	<u>15,487</u>	<u>12,123</u>
	<u>\$ 1,177,165</u>	<u>\$ 544,986</u>

**MARBLE MOUNTAIN DEVELOPMENT CORPORATION**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED APRIL 30, 2023**

**6. Deferred Revenue**

The organization has on deposit funds collected for events not yet held, future hotel stays, and unused gift cards sold. The balance of \$45,111 will be recognized in revenue in 2023-2024.

**7. Bank Indebtedness**

The line of credit has an authorized limit in the amount of \$2,087,000 (2022 - \$2,087,000) and bears an interest at the bank's prime rate + 0.75% per annum. It is secured by a Provincial Government guarantee and a letter of indemnity and an overdraft agreement signed by the Board of Directors.

	<u>2023</u>	<u>2022</u>
Current bank account (overdraft)	\$ 407,443	\$ 131,071
Operating line of credit (overdraft)	<u>(1,329,246)</u>	<u>(1,372,238)</u>
	<u>\$ (921,803)</u>	<u>\$ (1,241,167)</u>

**8. Government transfers**

	<u>2023</u>	<u>2022</u>
Provincial administrative operating grant	\$ 356,400	\$ 306,400
Capital grants	<u>1,350,000</u>	<u>800,000</u>
	1,706,400	1,106,400
Provincial marketing grant	<u>125,000</u>	<u>140,000</u>
	<u>\$ 1,831,400</u>	<u>\$ 1,246,400</u>

**9. Patrol operating expenses**

	<u>2023</u>	<u>2022</u>
Labour	\$ 107,090	\$ 52,484
Supplies	7,565	8,681
Telephone		243
Radio rental	3,300	1,500
Sundry	<u>1,454</u>	<u>1,174</u>
	<u>\$ 119,409</u>	<u>\$ 64,082</u>

**MARBLE MOUNTAIN DEVELOPMENT CORPORATION**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED APRIL 30, 2023**

**10. Financial instrument risk management**

The organization, as part of its operations, carries a number of financial instruments and as such is exposed to credit risk, liquidity risk, and interest rate risk. This note describes the organization's objectives, policies, and processes for managing those risks and the methods used to measure them. Further qualitative and quantitative information in respect to these risks is presented below and throughout these financial statements.

**Credit risk**

Credit risk is the potential for financial loss should a counter-party in a transaction fail to meet its obligations. The organization places its operating and reserve cash with high quality institutions and believes its exposure to this risk is not significant. The organization's maximum exposure to credit risk at the financial statement date is the carrying value of cash and accounts receivable as presented on the statement of financial position.

At year end, the amounts outstanding are as follows:

	<u>2023</u>	<u>2022</u>
Current	\$ 38,093	\$ 18,867
31 to 60 days	97,531	8,810
61 to 90 days	4,737	4,737
Over 90 days	<u>31,811</u>	<u>18,947</u>
	<u>\$ 172,172</u>	<u>\$ 51,361</u>

At year end, management has determined that all accounts receivable amounts are collectible. There have been no changes from the prior year in the organization's policies, procedures and methods used to manage and measure risk.

The organization's exposure to credit risk has significantly decreased from the prior year as the balance of accounts receivable has decreased.

**Liquidity Risk**

Liquidity risk is the risk that the corporation will not be able to meet its obligations as they come due. Liquidity risk also includes the risk that the organization is not able to liquidate assets in a timely manner at a reasonable price. The organization is exposed to liquidity risk through its accounts payable and bank indebtedness.

Marble Mountain Development Corporation manages this risk by monitoring cash activities and expected outflows through budgeting. The organization measures its exposure to liquidity risk based on cash flow.

There have been no changes from the prior year in the organization's policies, procedures and methods used to manage and measure risk.

(Cont'd)

**MARBLE MOUNTAIN DEVELOPMENT CORPORATION**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED APRIL 30, 2023**

**11. Financial instrument risk management (Cont'd)**

**Interest rate risk**

The organization is exposed to interest rate risk on its fixed-interest and variable-interest financial instruments. Fixed-interest instruments subject the organization to a fair value risk while the variable-interest instruments subject it to a cash flow risk.

**Fair value**

The fair value of cash, accounts receivable and accounts payable is approximately equal to their carrying value given their short-term maturity date.

**MARBLE MOUNTAIN DEVELOPMENT CORPORATION**  
**SUPPLEMENTARY INFORMATION**  
FOR THE YEAR ENDED  
APRIL 30, 2023

**MARBLE MOUNTAIN DEVELOPMENT CORPORATION**  
**SCHEDULE OF TANGIBLE CAPITAL ASSETS**  
**FOR THE YEAR ENDED APRIL 30, 2023**  
**SCHEDULE 1**

	Area Improvements	Buildings and Leasehold Improvements	Vehicles and Equipment	Computer Hardware and Software	Equipment under Capital Lease	Furniture and Fixtures	Lifts	Rental Equipment	Signs	Uniforms	Totals	
											2023	2022
<b>Cost</b>												
Opening costs	\$ 10,792,132	\$ 11,065,759	\$ 8,572,898	\$ 299,352	\$ 1,056,118	\$ 946,521	\$ 7,803,378	\$ 241,595	\$ 96,781	\$ 20,524	\$40,895,058	\$40,292,404
Additions during the year		92,453	182,783	48,742		7,765	722,558	25,365			1,079,666	606,245
Disposals and write downs								(3,152)			(3,152)	(3,591)
Closing costs	<u>10,792,132</u>	<u>11,158,212</u>	<u>8,755,681</u>	<u>348,094</u>	<u>1,056,118</u>	<u>954,286</u>	<u>8,525,936</u>	<u>263,808</u>	<u>96,781</u>	<u>20,524</u>	<u>41,971,572</u>	<u>40,895,058</u>
<b>Accumulated Amortization</b>												
Opening accumulated amortization	10,061,196	6,831,101	8,562,183	211,956	946,660	880,097	3,747,476	226,458	96,781	19,302	31,583,210	30,606,788
Amortization	359,738	282,000	7,803	43,082	67,480	17,202	228,153	11,872		1,222	1,018,552	980,013
Disposals and write downs								(3,152)			(3,152)	(3,591)
Closing accumulated amortization	<u>10,420,934</u>	<u>7,113,101</u>	<u>8,569,986</u>	<u>255,038</u>	<u>1,014,140</u>	<u>897,299</u>	<u>3,975,629</u>	<u>235,178</u>	<u>96,781</u>	<u>20,524</u>	<u>32,598,610</u>	<u>31,583,210</u>
<b>Net Book Value of Tangible Capital Assets</b>	<u>\$ 371,198</u>	<u>\$ 4,045,111</u>	<u>\$ 185,695</u>	<u>\$ 93,056</u>	<u>\$ 41,978</u>	<u>\$ 56,987</u>	<u>\$ 4,550,307</u>	<u>\$ 28,630</u>	<u>\$</u>	<u>\$</u>	<u>\$ 9,372,962</u>	<u>\$ 9,311,848</u>

See accompanying notes to the consolidated financial statements

**MARBLE MOUNTAIN DEVELOPMENT CORPORATION**  
**SCHEDULE 2**  
**SCHEDULE OF LIFT OPERATIONS**  
**FOR THE YEAR ENDED APRIL 30, 2023**

	<u>2023</u>	<u>2022</u>
<b>REVENUE</b>		
Season passes	\$ 399,085	\$ 322,308
Lift tickets	593,359	413,778
Miscellaneous	84,065	49,789
Locker rental	31,038	30,281
Children's Centre	<u>13,359</u>	<u>4,928</u>
	<u>1,120,906</u>	<u>821,084</u>
<b>EXPENDITURES</b>		
Snow making		
Electricity	91,285	87,912
Equipment maintenance	27,823	28,274
Maintenance		
Building	97,010	37,059
Slopes	62,717	29,322
Vehicle operating		
Fuel	90,334	61,041
Repairs	50,849	48,591
Labour	641,917	493,793
Insurance	238,040	181,465
Heating and electricity	153,109	117,996
Patrol expenses (Note 10)	119,409	64,082
Lift repairs	85,152	110,116
Supplies	56,425	33,646
Snow clearing	51,975	40,600
Miscellaneous	45,467	25,524
Interest and bank charges	31,036	29,872
Municipal fees	27,826	27,826
Children's centre	27,669	9,933
Communications	5,083	8,332
Uniforms	3,629	1,253
Equipment rental	784	1,881
Security	<u>274</u>	<u>274</u>
	<u>1,907,539</u>	<u>1,438,792</u>
<b>DEFICIT FROM OPERATIONS</b>	<u>\$ (786,633)</u>	<u>\$ (617,708)</u>

See accompanying notes to the consolidated financial statements

**MARBLE MOUNTAIN DEVELOPMENT CORPORATION**  
**SCHEDULE 3**  
**SCHEDULE OF RENTAL AND REPAIR SHOP OPERATIONS**  
**FOR THE YEAR ENDED APRIL 30, 2023**

	<u>2023</u>	<u>2022</u>
<b>REVENUE</b>		
Rentals	\$ 203,660	\$ 151,272
Repairs	<u>11,526</u>	<u>7,265</u>
	<u>215,186</u>	<u>158,537</u>
<b>EXPENDITURES</b>		
Labour	67,637	49,205
Interest and bank charges	3,145	3,547
Supplies	2,192	847
Miscellaneous		173
Communications	<u>          </u>	<u>122</u>
	<u>72,974</u>	<u>53,894</u>
<b>SURPLUS FROM OPERATIONS</b>	<u>\$ 142,212</u>	<u>\$ 104,643</u>

See accompanying notes to the consolidated financial statements

**MARBLE MOUNTAIN DEVELOPMENT CORPORATION**  
**SCHEDULE 4**  
**SCHEDULE OF FOOD AND BEVERAGE OPERATIONS**  
**FOR THE YEAR ENDED APRIL 30, 2023**

	<u>2023</u>	<u>2022</u>
<b>REVENUE</b>	\$ 1,395,936	\$ 543,517
<b>COST OF SALES</b>	<u>621,625</u>	<u>281,075</u>
<b>GROSS PROFIT</b>	<u>774,311</u>	<u>262,442</u>
<b>EXPENDITURES</b>		
Labour	454,870	160,408
Entertainment	144,219	31,678
Supplies	64,189	23,759
Interest and bank charges	33,629	10,070
Miscellaneous	18,701	800
Utilities	13,211	378
Repairs and maintenance	11,777	10,694
Security	4,470	3,854
Licenses and fees	850	
Communications		<u>604</u>
	<u>745,916</u>	<u>242,245</u>
<b>SURPLUS ( DEFICIT) FROM OPERATIONS</b>	<u>\$ 28,395</u>	<u>\$ 20,197</u>

See accompanying notes to the consolidated financial statements

**MARBLE MOUNTAIN DEVELOPMENT CORPORATION**  
**SCHEDULE 5**  
**SCHEDULE OF SKI SCHOOL OPERATIONS**  
**FOR THE YEAR ENDED APRIL 30, 2023**

	<u>2023</u>	<u>2022</u>
<b>REVENUE</b>	\$ <u>176,304</u>	\$ <u>125,087</u>
<b>EXPENDITURES</b>		
Labour	135,114	93,872
Supplies	11,538	3,403
Miscellaneous	7,495	5,598
Krunchers Club	5,564	1,925
Communications	<u>          </u>	<u>284</u>
	<u>159,711</u>	<u>105,082</u>
<b>DEFICIT FROM OPERATIONS</b>	\$ <u>16,593</u>	\$ <u>20,005</u>

See accompanying notes to the consolidated financial statements

**MARBLE MOUNTAIN DEVELOPMENT CORPORATION**  
**SCHEDULE 6**  
**SCHEDULE OF MARKETING OPERATIONS**  
**FOR THE YEAR ENDED APRIL 30, 2023**

	<u>2023</u>	<u>2022</u>
<b>REVENUE</b>		
Sponsorships	\$ 3,641	\$ 7,609
Partnership contributions	50,718	30,748
Merchandise	<u>11,107</u>	<u>9,029</u>
	<u>65,466</u>	<u>47,386</u>
<b>EXPENDITURES</b>		
Marketing	119,587	55,906
Labour	71,015	30,307
Partnership contributions	40,944	16,670
Advertising	16,407	8,020
Merchandise	9,835	9,261
Uniforms	2,351	
Supplies	568	6,859
Membership fees	500	1,335
Travel and meetings	459	
Communications	<u>28</u>	<u>513</u>
	<u>261,694</u>	<u>128,871</u>
<b>DEFICIT FROM OPERATIONS</b>		
<b>- BEFORE MARKETING GRANT</b>	(196,228)	(81,485)
Marketing grant (Note: 9)	<u>125,000</u>	<u>140,000</u>
<b>SURPLUS ( DEFICIT) FROM OPERATIONS</b>	<u>\$ (71,228)</u>	<u>\$ 58,515</u>

See accompanying notes to the consolidated financial statements

**MARBLE MOUNTAIN DEVELOPMENT CORPORATION**  
**SCHEDULE 7**  
**SCHEDULE OF MARBLE VILLA OPERATIONS**  
**FOR THE YEAR ENDED APRIL 30, 2023**

	<u>2023</u>	<u>2022</u>
<b>REVENUE</b>		
Occupancy	\$ <u>490,543</u>	\$ <u>107,330</u>
<b>EXPENDITURES</b>		
Heat and light	32,683	28,068
Labour	89,944	23,113
Repairs and maintenance	57,245	14,634
Insurance	33,062	20,453
Interest and bank charges	22,139	6,890
Supplies	14,865	9,721
Communications	9,180	4,520
Cable television	8,712	8,143
Miscellaneous	2,369	4,612
Marketing	<u>                    </u>	<u>100</u>
	<u>270,199</u>	<u>120,254</u>
<b>SURPLUS ( DEFICIT) FROM OPERATIONS</b>	\$ <u>220,344</u>	\$ <u>(12,924)</u>

See accompanying notes to the consolidated financial statements

