



Kinosoo Ridge
Resort

2023 Q4

FOURTH QUARTER REPORT

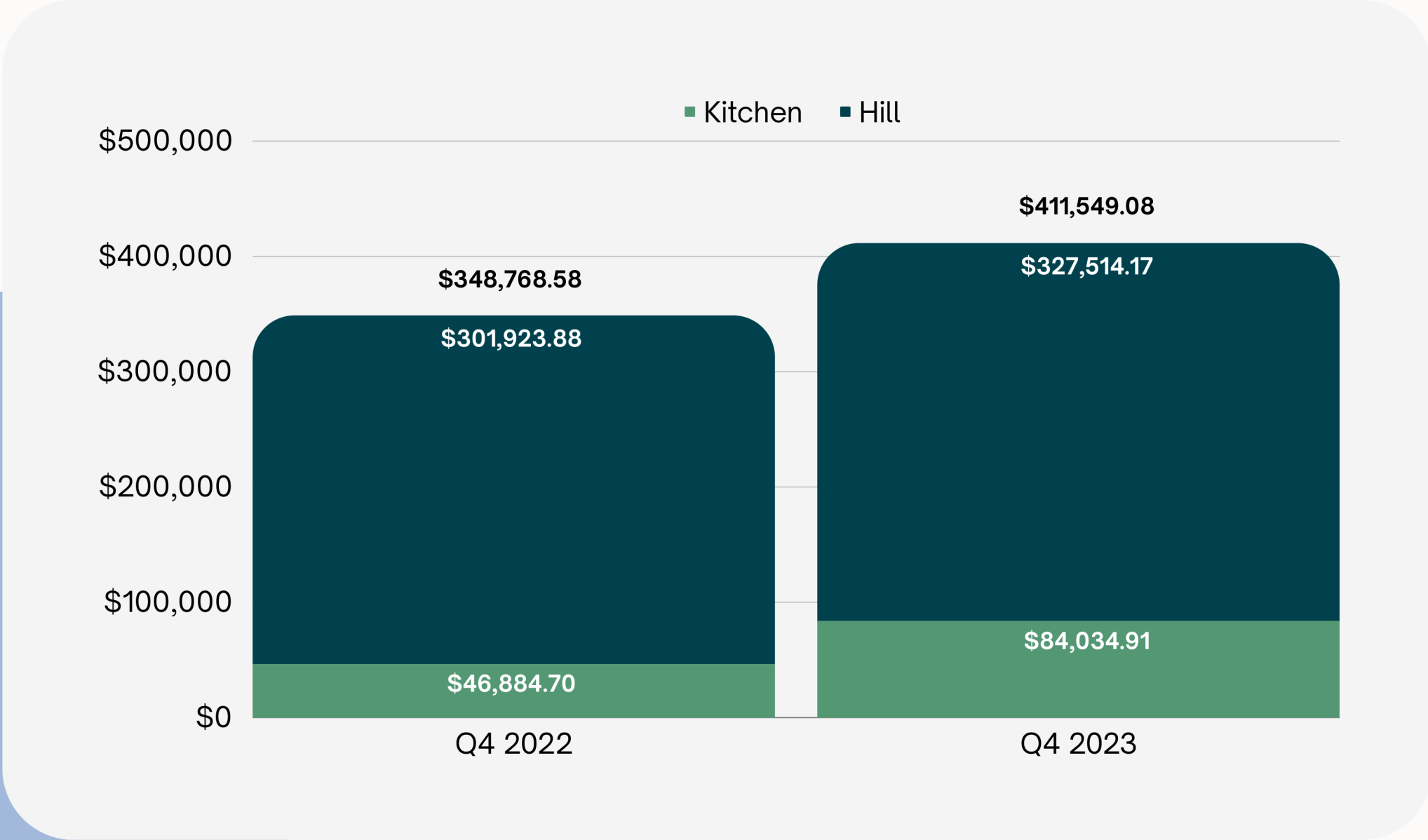


Hill and Kitchen

Revenue of Kinosoo Ridge Resort hill and kitchen for 4th quarter 2022 and 4th quarter 2023

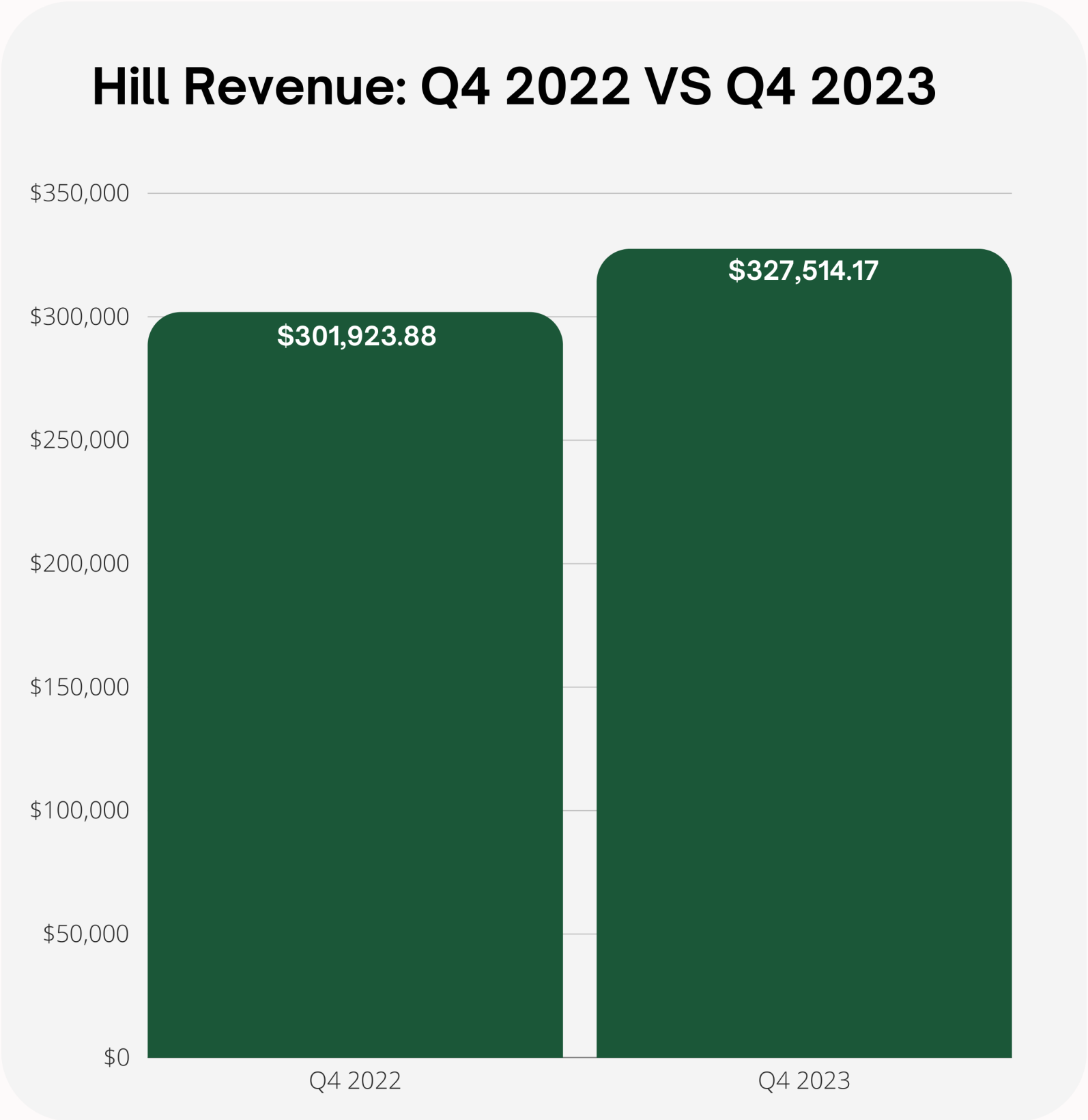
15%

Increase in revenue from Q4 2022 and Q4 2023.



Hill Revenue vs Expenses

Comparing the hill revenue and expenses for Quarter 4 2022 to the hill revenue and expenses in Quarter 4 2023.

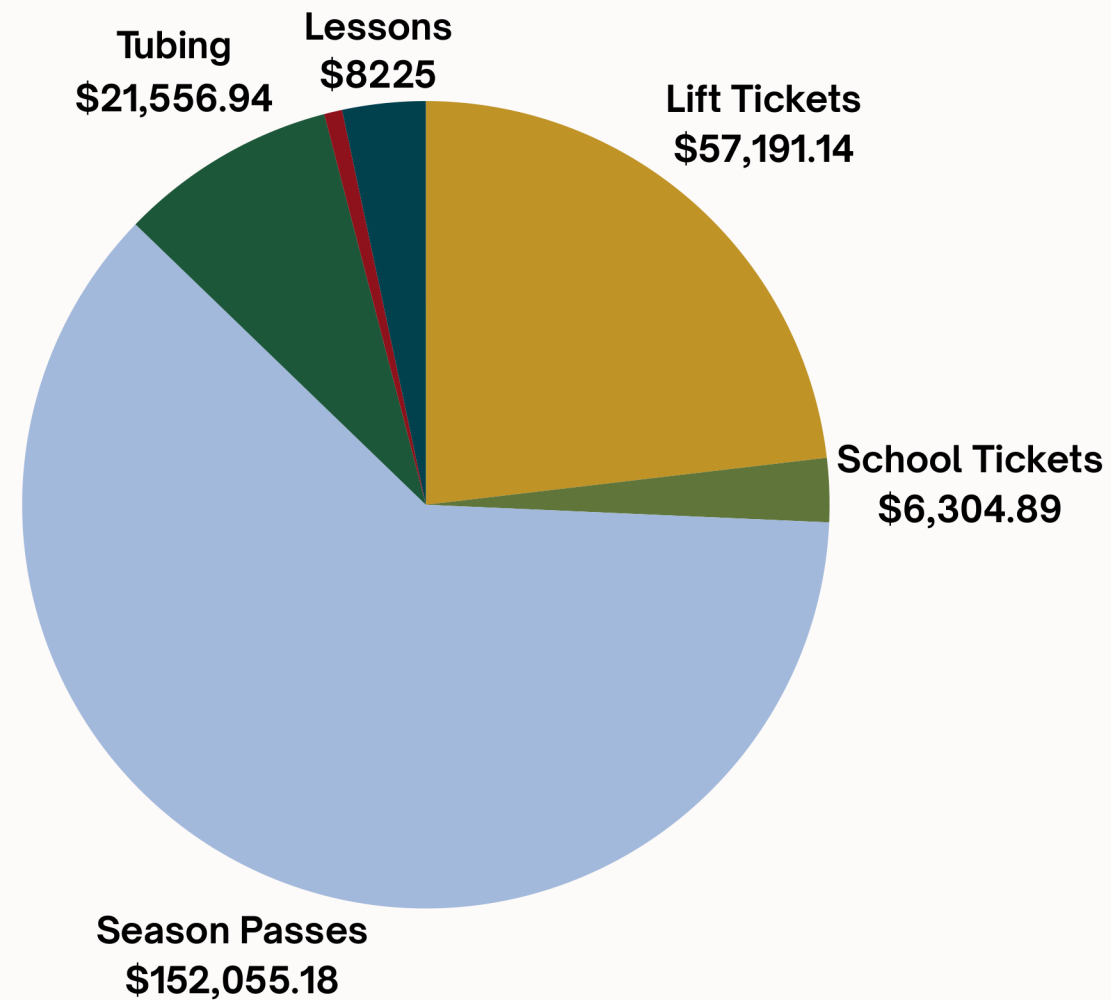


Wage expenses only, full expenses vs expenses comparison coming in March/April to Council

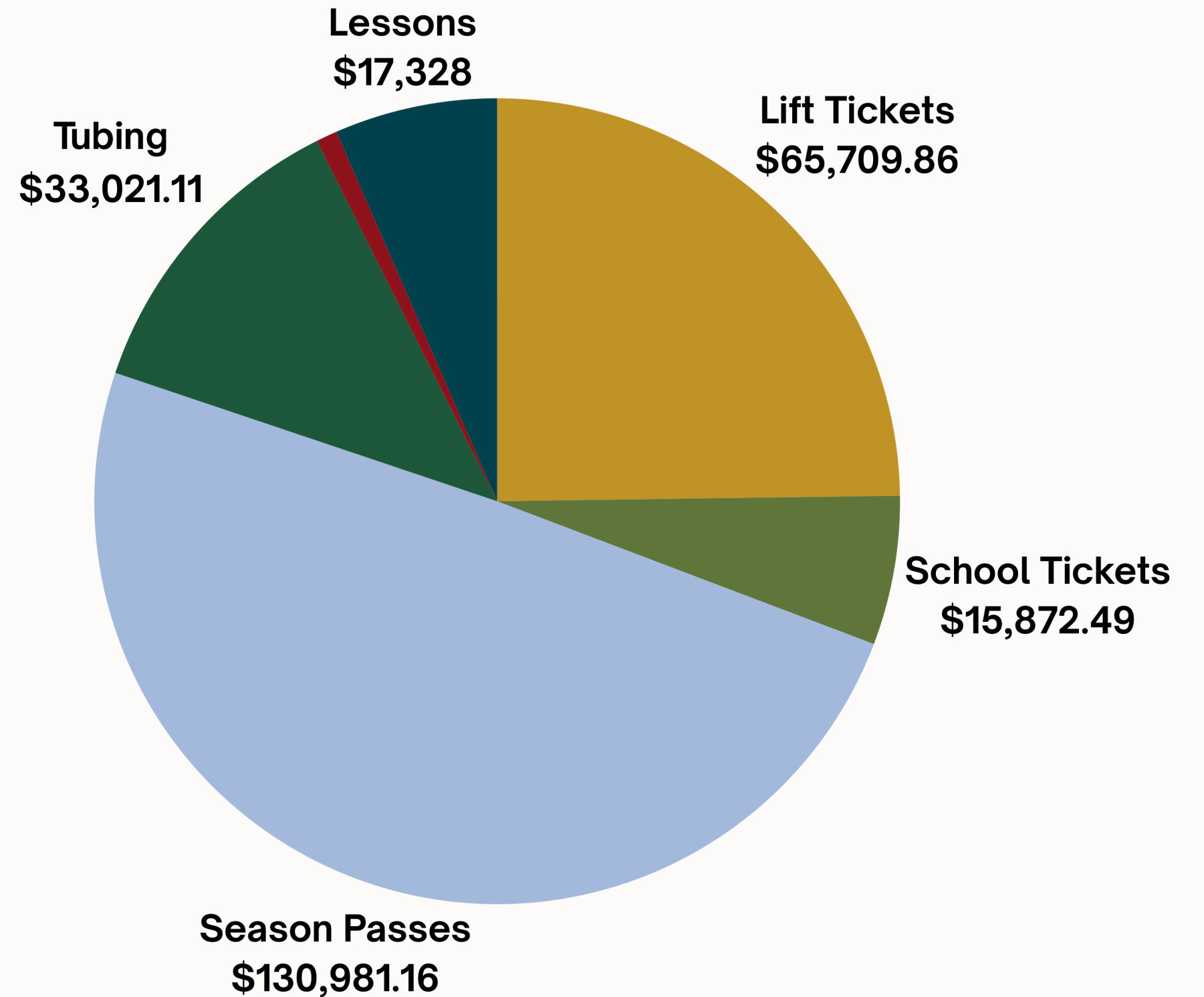
Q4 Sales

Comparing hill sales for quarter four 2022 and 2023, by category.

Hill Sales: Q4 2022



Hill Sales: Q4 2023



Q4 Sales

Comparing hill sales for quarter four by category

Season Passes

In quarter four 2023 we sold 792 season passes.

Lift Tickets

In quarter four 2023 we sold 2475 lift tickets.

Tubing

In quarter four 2023 we sold 1837 tubing tickets.

Lessons

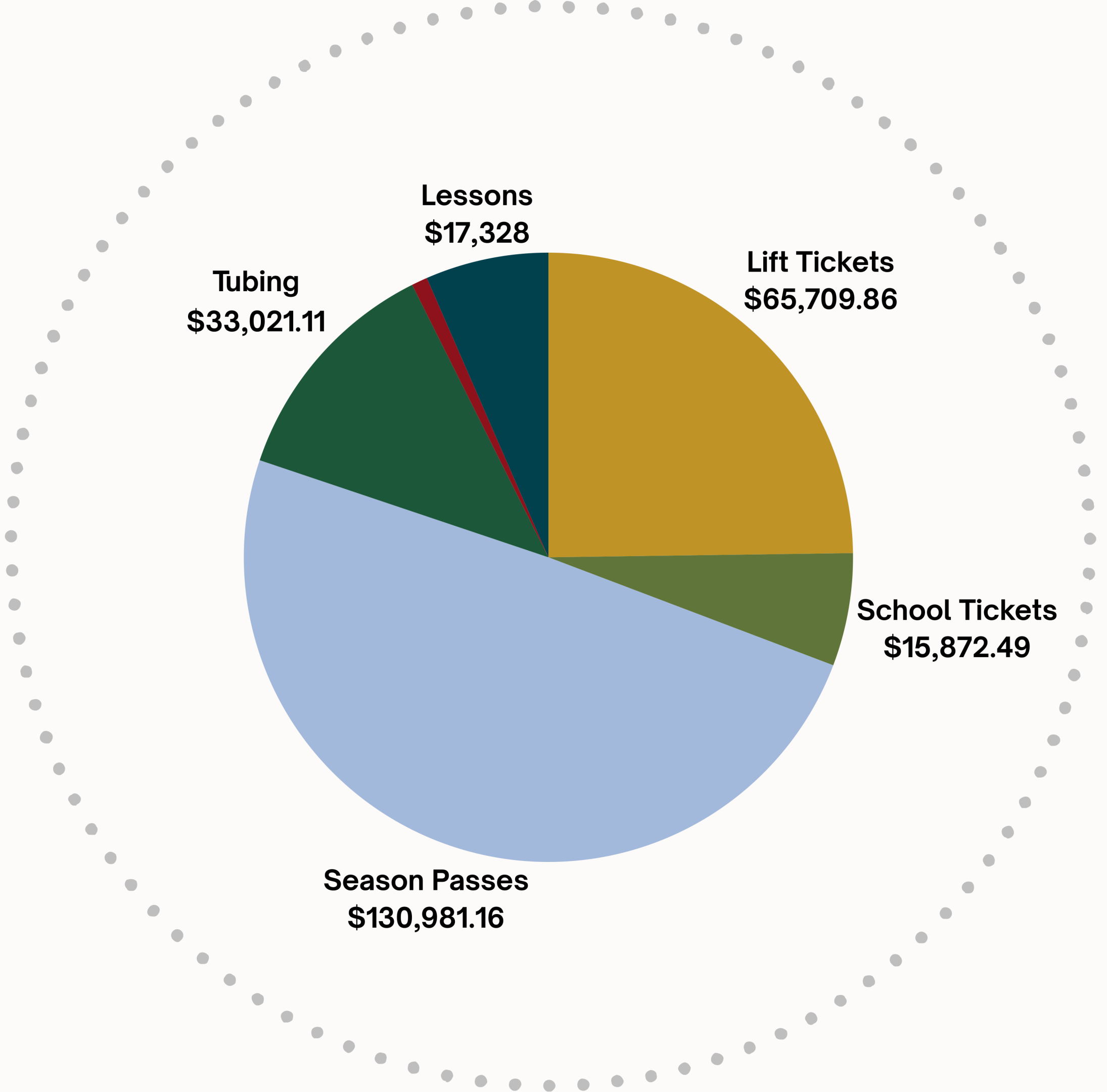
In quarter four 2023 we had 179 private lessons.

School Tickets

In quarter four 2023 we had 1658 lift tickets from school visits.

Pro Shop

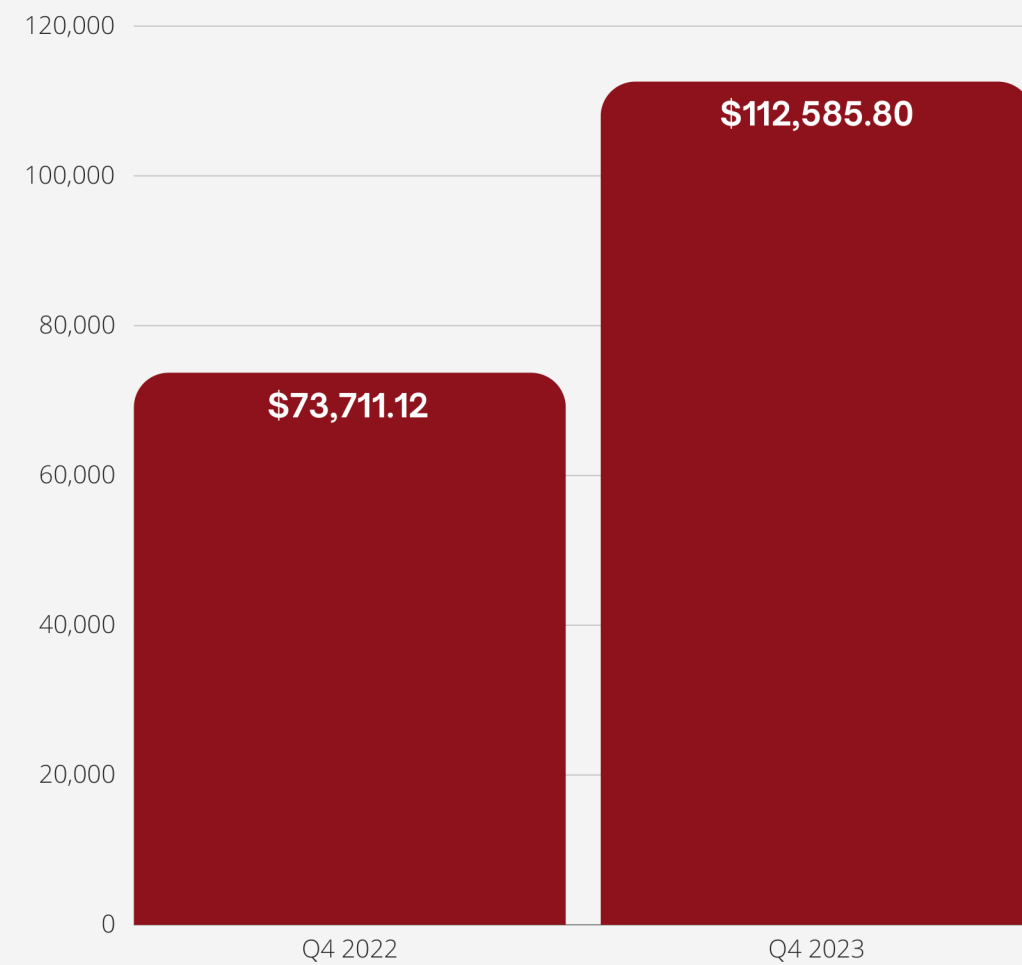
In quarter four 2023 we had 71 merchandise purchases from the Pro Shop.



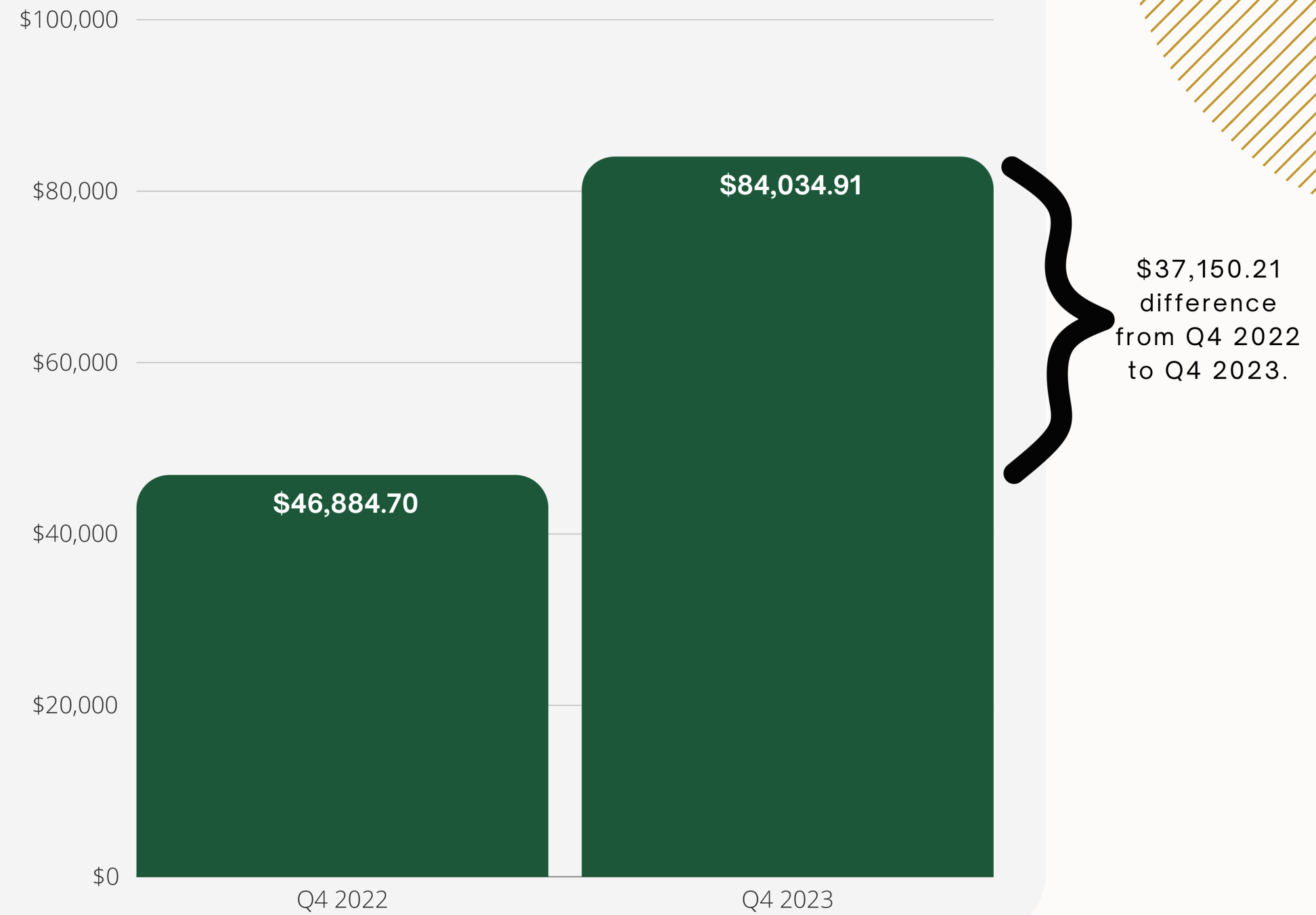
Kitchen Revenue vs expenses

Comparing the hill revenue and expenses for Quarter 4 2022 to the hill revenue and expenses in Quarter 4 2023.

Kitchen Wages: Q4 2022 VS Q4 2023



Kitchen Revenue: Q4 2022 VS Q4 2023



Wage expenses only, full expenses vs expenses comparison coming in March/April to Council

Special Events

Looking at the kitchen's catering functions, themed events and christmas parties for Q4 2023.

Catering Functions

\$5817.86

Nov 1-3	MD Catering
Nov 9	Classroom Meeting/Dinner Booking
Nov 17	CAO Office Team Building Lunch
Nov 29	Conference Lounge/Lunch Booking
Dec 17	Legion Catering

Themed Events

\$6243.09

Nov 4	Paint Night
Nov 18	Wine Dinner
Nov 25	Wreath Making

Christmas Parties

\$5720.40

Dec 2	Christmas Party (Axani)
Dec 22	Christmas Party (Vet Clinic)

Total

\$17,781.35



Opening Days

Kitchen opening days and hours for the fourth quarter of 2023.

In October 1st 2023 to December 31st 2023 The Ridge was open:

Wednesday,
Thursday,
Saturday
and Sunday



**10am
-5pm**

In Q4 2022

13



**Kitchen and Hill
Days Open**

In Q4 2023

20

Friday
(night skiing)



**10am
-9pm**

Guest From Locations

Looking at Kinosoo Guests by location (province or country) in the fourth quarter of 2023

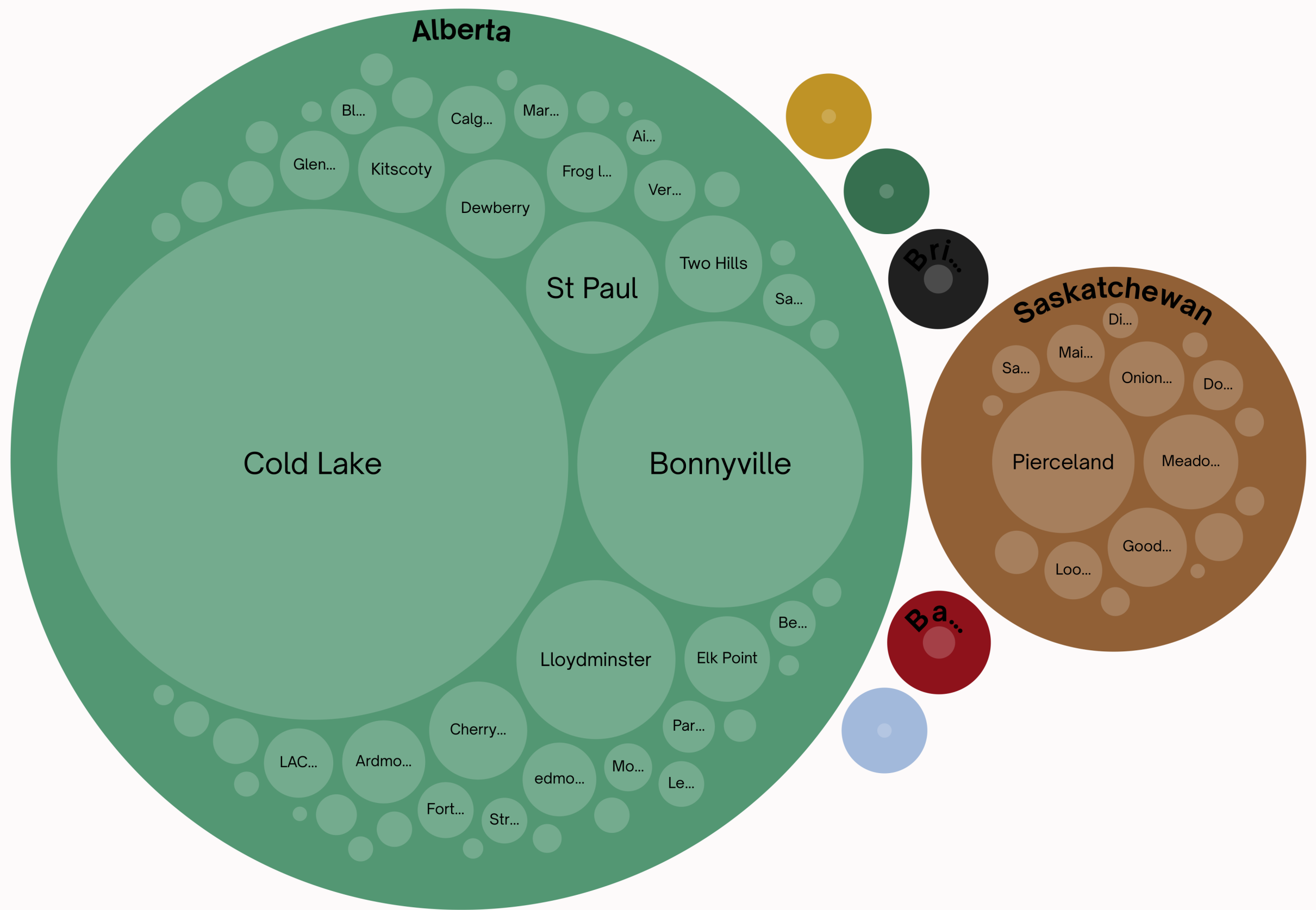
Locations

Guests at Kinosoo Ridge Resort in Q4 2023 lived in:

- Alberta
- Bahamas
- British Columbia
- Nova Scotia
- Ontario
- Saskatchewan
- USA

Municipality Comparison

City of Cold Lake	1249 Guests
Town of Bonnyville	392 Guests
MD of Bonnyville No.87	211 Guests
Total Guests	2776 Guests

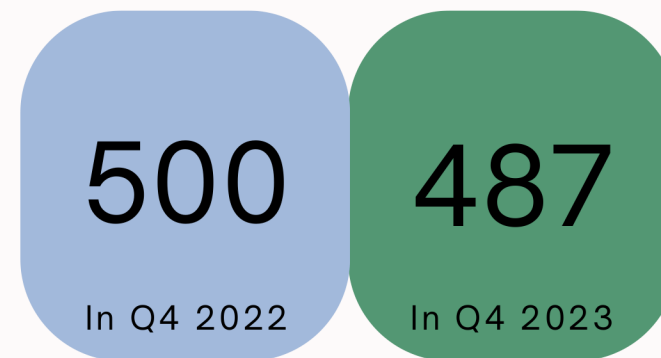


Information gathered through waivers from season pass holders and guests.

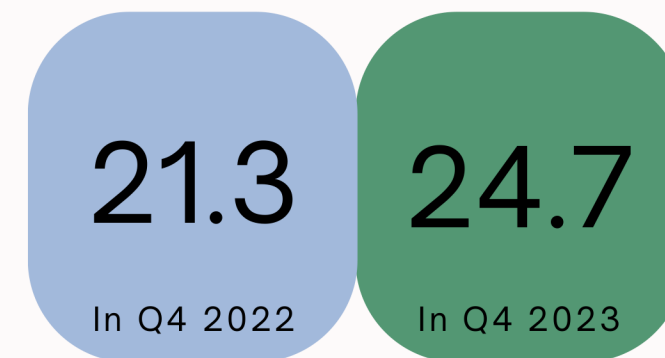


Snowmaking

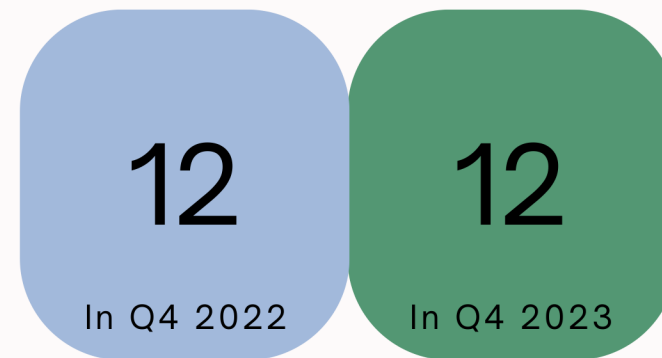
Looking at Kinosoo Ridge Resort's snowmaking in Q4 2022 and Q4 2023.



Average (GPM)



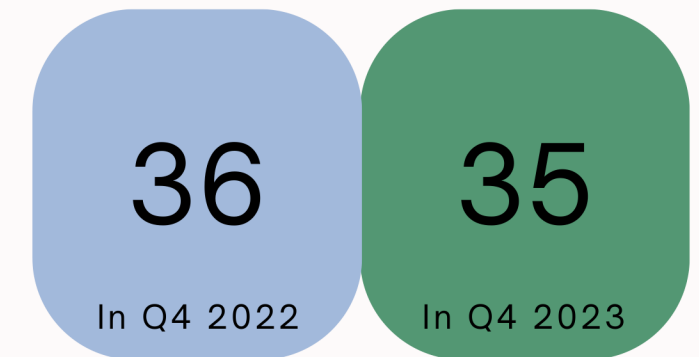
Million Gallons of Water



Snow Guns



Dedicated Staff

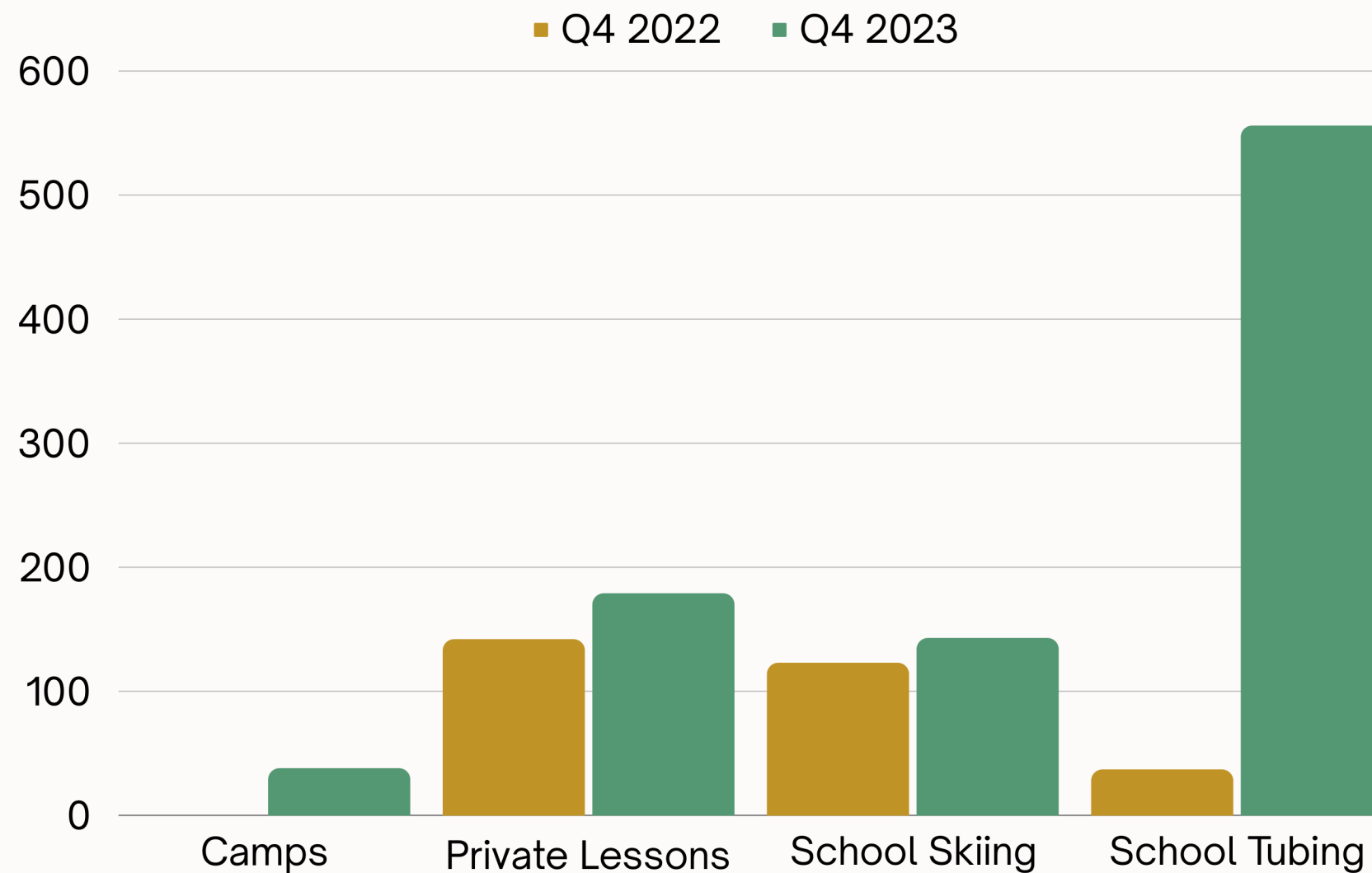


Snowmaking

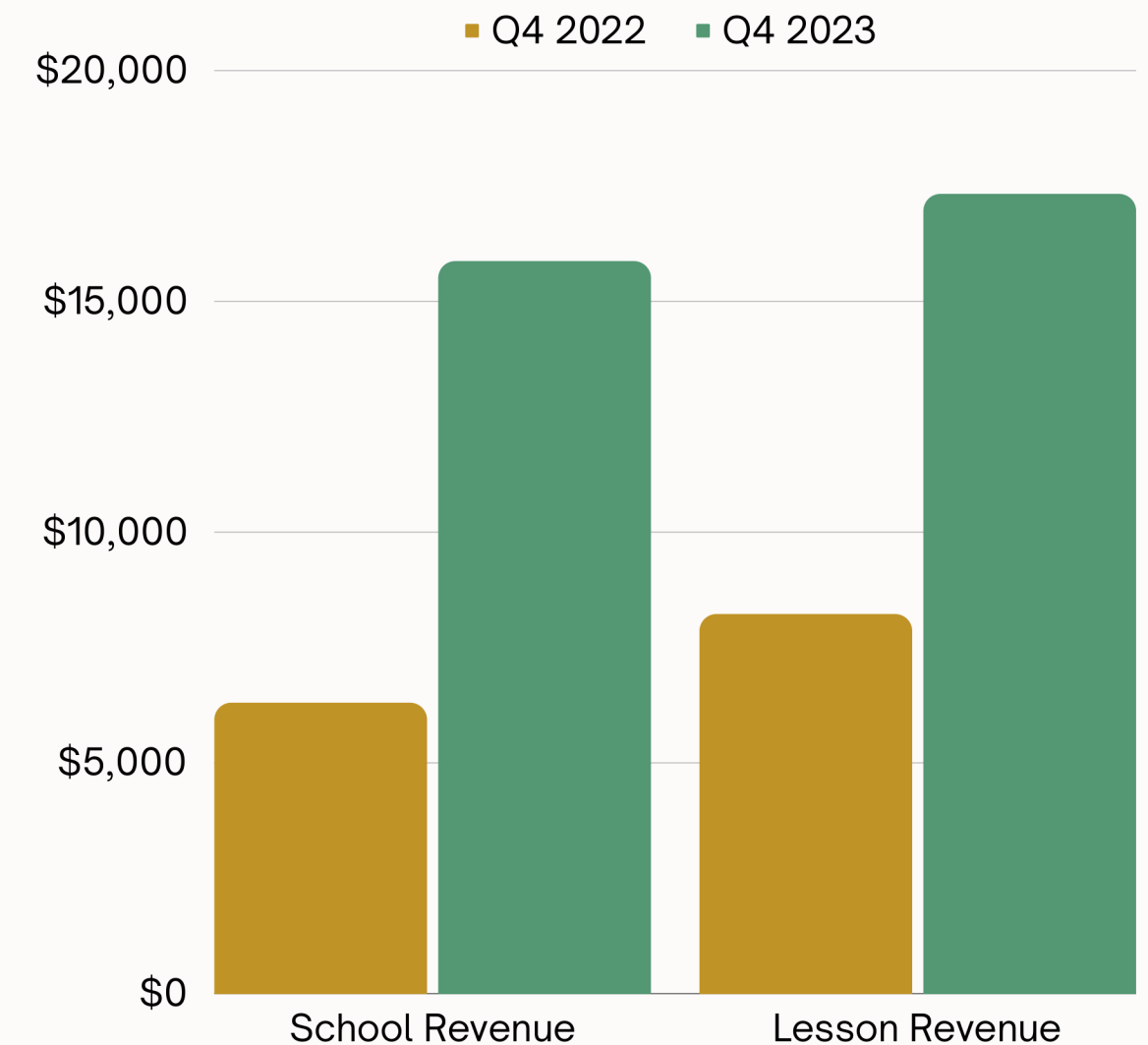
Program Numbers

Comparing the program numbers and income for Kinosoo Ridge Resort in the 4th quarter of 2022 and 4th quarter of 2023.

Program Numbers: Q4 2022 vs Q4 2023



Lesson and School Revenue: Q4 2022 vs Q4 2023



Capital Projects

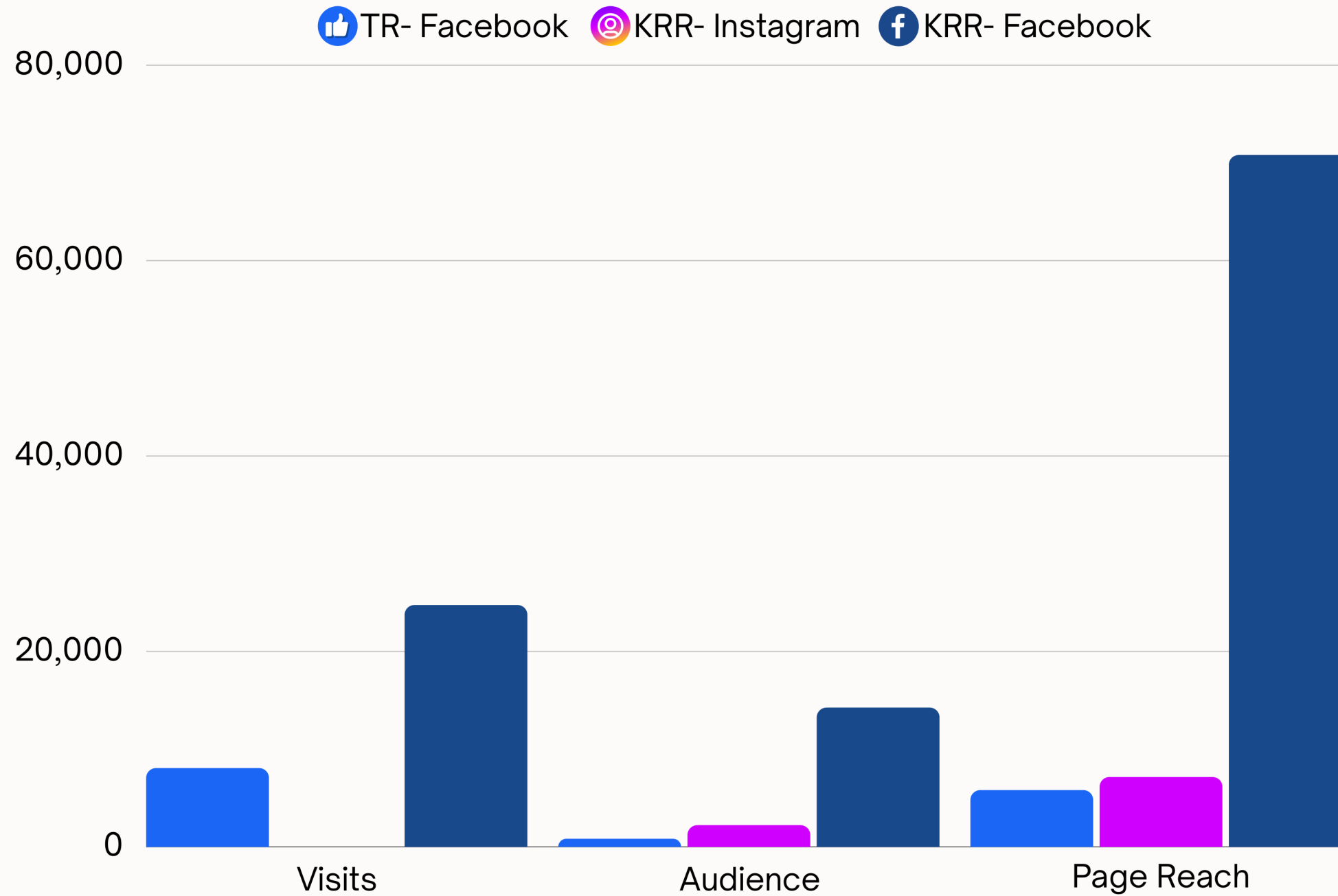
2023 percentage complete of capital projects.

Projects in Q4 2023

KINOSOO ADVENTURE PARK,	complete 100%
KINOSOO CHAIRLIFT REPLACEMENT,	complete 100%
GFI BREAKERS/SNOW MAKERS	Complete 100%
KINOSOO KITCHEN RENOVATIONS	90% complete
MAIN SITE ELECTRICAL/SAFETY UPGRADE/PARKING LOT	complete 100%
BLUE CHAIR DRIVE RETROFIT	complete 100%
CARPET LIFT COVERS,	complete 100%
A/C UPGRADE	carryover 2024
CHAIRLIFT LOAD DECKS	complete 100%
TARGET GOLF	stage 1, complete 100%
GENERATOR BACKUP POWER KINOSOO	carryover 2024

Marketing

Kinosoo's Marketing Results in 2023 for Kinosoo Ridge Resort (KRR) and The Ridge (TR).

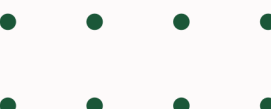


Highlights

- Radio advertisements
- Newspaper and billboard ads
- Snow Fever Promotional Campaign
- Posters, Brochures
- Elevated Adventure Merchandise
- Go Ski Alberta Promotional Campaign

Top Locations (KRR)

Cold Lake, AB	19.4%
Edmonton, AB	11.4%
Bonnyville, AB	8.9%
Llyodminster, SK	4.8%
St. Paul, AB	3.6%





Kinosoo Ridge
Resort

THANK YOU!

Report for Q4 2023