

2013 Nova Scotia Campground Season

By

John D Murray

Revenue

The 2013 net revenue is up 4.25 % or \$66,028 over the 2012 season. Cost recovery is up from 34% in 2012 to 54% in 2013.

Campground Visitations

Campground visitations for Canada had 81% of the campers coming from Nova Scotia, which is a 0.1% point increase from 2012. Camper nights decreased below 2012 levels for all provinces outside Nova Scotia.

Camper Nights by Province

Canadian Provinces by Overnight Stays in N.S. for 2012 for visitors in RV's (Dept. of Tourism and Culture)

Nova Scotia	49939	81%	1. Ontario	38%
Ontario	4397	7%	2. New Brunswick	28%
Quebec	3665	6%	3. Quebec	13%
New Brunswick	1806	3%	4. P.E.I.	6%
British Columbia	617	1%	5. Alberta	5%
Alberta	539	0.9%	6. British Columbia	4%
P.E.I.	420	0.7%	7. Newfoundland	4%
Newfoundland	217	0.3%	8. Manitoba	1%
Saskatchewan	119	0.2%	9. Saskatchewan	0.7%
Manitoba	107	0.20%	10. Yukon	0.2%
N.W.T. & Yukon	4	0.01%	11. N.W.T.	0.1%

Our parks had campers from 39 states, District of Columbia and US Virgin Islands. The highest visitation rate came from Massachusetts. Of our top 20 states, visitation is down from 2012. The top 20 states of origin for U.S. campers to our parks coincide with 01 of the 15 top states of origin for U.S. tourists to Canada based on the 2012 overnight stays. Of the top 20 states for 2012 overnight stays for Nova Scotia, the campers came from 14 of those states.

Camper Nights by U.S. State

**Top 15 States for 2012
Overnight Stays for Canada
(Statistics Canada)**

**Top 20 States for 2012
Overnight Stays for N.S.
(Dept. of Tourism and Culture)**

Camper Nights by U.S. State	2012	Top 15 States for 2012 Overnight Stays for Canada (Statistics Canada)	Top 20 States for 2012 Overnight Stays for N.S. (Dept. of Tourism and Culture)
Massachusetts (MA) 154	290	1. New York	1. Massachusetts
Florida (FL) 122	155	2. Washington	2. Maine
New York (NY) 104	201	3. Michigan	3. New York
Virginia (VA) 96	115	4. California	4. Florida
Maine (ME) 71	194	5. Massachusetts	5. New Hampshire
North Carolina (NC) 60	77	6. Ohio	6. Connecticut
Vermont (VT) 56	155	7. Pennsylvania	7. New Jersey
Connecticut (CT) 54	83	8. New Jersey	8. Virginia
New Hampshire (NH) 52	129	9. Illinois	9. Vermont
New York (NY) 42	38	10. Texas	10. Rhode Island
Georgia (GA) 38	45	11. Florida	11. Ohio
Michigan (MI) 34	96	12. Minnesota	12. Maryland
Pennsylvania (PA) 31	174	13. Oregon	13. Texas
Illinois (IL) 25	51	14. Wisconsin	14. California
California (CA) 24	87	15. Georgia	15. Illinois
Ohio (OH) 24	51		16. Oregon
Minnesota (MN) 21	0		17. Michigan
Wisconsin (WI) 15	66		18. Minnesota
South Carolina (SC) 14	0		19. Georgia
Colorado (CO) 13	78		20. Wisconsin

Party Size

In 2013, we had 66,828 camper nights compared to 57,937 last season, an increase of 15.3% or 8,891 camper nights.

There were 75,331 adults up from 65,506 and 24,312 children up from 20,002. The average adult party size is 2.32, which is up from 2.24 last seasons. The average children party size is 0.73, which is up from 0.68 in 2012. The total average party size is 3.00, which is the up from last season's party size of 2.92. The average party size for campers from Canada is 3.03 which are made up of 2.27 adults and 0.76 children. This is up from 2.47, which are made up of 2.09 adults and 0.38 children in 2012. The party size came from Nova Scotia at 3.01, which are down from 3.15 last seasons. The party size of 3.01 is made up of 2.27 adults and 0.74 children. The United States camper party size is 2.17 which matches the 2.17 adults from 2012 and 0.29 were children which are the up from 2012.

Party Size by Park - All		Party Size for N.S.		Party Size for Canada		Party Size for the U.S.	
Dollar Lake	3.74	Dollar Lake	3.92	Mira	3.34	Valleyview	3.89
Smiley's	3.34	Smiley's	3.35	Laurie	3.23	Islands	3.14
Mira	3.27	Mira	3.28	Dollar Lake	3.13	Laurie	2.99
Rissers	3.19	Rissers	3.20	Rissers	3.13	Salsman	2.81
Ellenwood	3.17	Ellenwood	3.19	Graves	3.08	Dollar Lake	2.78
Laurie	3.00	Laurie	2.99	Valleyview	3.07	Porters Lake	2.67
Blomidon	2.96	Five Islands	2.98	Smiley's	3.06	Graves	2.63
Five Islands	2.96	Caribou	2.96	Amherst	3.04	Amherst	2.54
Caribou	2.95	Blomidon	2.96	Caribou	3.02	Blomidon	2.53
Porters Lake	2.94	Porters Lake	2.94	Porters Lake	2.98	Boylston	2.53
Thomas R	2.81	Thomas R	2.82	Blomidon	2.95	Cape Chign	2.38
Salsman	2.81	Salsman	2.81	Boylston	2.95	Whycocomagh	2.36
Islands	2.74	Islands	2.74	Five Islands	2.94	Rissers	2.34
Amherst	2.73	Amherst	2.68	Thomas R	2.89	Five Islands	2.34
Graves	2.61	Graves	2.57	Salsman	2.88	Thomas R	2.32
Valleyview	2.59	Valleyview	2.54	Battery	2.87	Caribou	2.31
Battery	2.52	Battery	2.50	Whycocomagh	2.84	Mira	2.28
Cape Chign	2.46	Whycocomagh	2.40	Ellenwood	2.74	Battery	2.06
Whycocomagh	2.44	Cape Chign	2.31	Islands	2.74	Smileys	2.00
Boylston	2.02	Boylston	1.98	Cape Chign	2.74	Ellenwood	2.00

Equipment

Campers with trailers make the largest segment of our camping population, accounting for 54% or 35,984 camper nights, an increase of 1% from 2012, which includes Nova Scotia. Tents from Canada accounted for 52% of camper nights for Canadians, which is down by 8% over 2012 season. Camper nights for tents from the United States were down 4% to 50% from 2012. Nova Scotia tents are up 1% from 2012.

Canadian Camper Nights			U.S. Camper Nights			Nova Scotia Camper Nights		
Tents	1796	52%	Tents	559	50%	Tents	26987	45%
Trailers	1628	47%	Trailers	539	48%	Trailers	32766	55%
Motorhomes	36	1%	Motorhomes	18	2%	Motorhomes	296	1%

Campers with tents made up 52% down by 8% from 2012 and they stayed 1.73 days same as 2012. Campers with trailers were 54% up 1% from 2012 and stayed 2.32 days up from 2.29 in 2012. Motorhomes stayed 2.78 days up from 2.72 in 2012.

For Canadian campers with tents, they made up 52%, down from 60% in 2012 and they stayed 2.04 up from 1.62 in 2012. While trailers made up 47% up from 40% in 2012 and motorhomes remained constant at 1% respectively, of Canadian campers. Canadian campers with trailers stayed 2.57 days up from 1.80 days and motorhomes stayed 3.27 up from 1.50 days in 2012.

For U.S. campers, tents were 50% down from 54% of all campers and stayed 2.00 days up from 1.46 days. While trailers made up 48% up from 45% in 2011 and motorhomes was 2% up from 1% in 2012. U.S. campers with trailers stayed 2.37 days up from 1.58 days and motorhomes stayed 3.60 days up from 2.55 days.

Tents made up 45% up from 44% last season of all Nova Scotian campers and stayed 1.70 days down from 1.79 days, while trailers were 55 % same as 2012 and stayed 2.31 days down from 2.57 in 2012. Nova Scotia motorhomes made up 1% of all N.S. campers the same as in 2012 and they stayed 2.69 days down from 2.90.

All Campers

Equipment	Aver Length of Stay									
	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004
Tent	1.73	1.72	1.72	1.67	1.69	1.71	1.66	1.63	1.60	1.46
Trailers	2.32	2.28	2.23	2.24	2.23	2.28	2.22	2.14	1.83	1.93
Motorhomes	2.78	2.72	2.61	2.77	2.47	3.17	2.72	3.44	1.30	1.36

Canadian Campers

Equipment	Average Length of Stay									
	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004
Tents	2.04	1.62	1.63	1.52	1.58	1.64	1.60	1.54	1.50	1.38
Trailers	2.57	1.80	1.82	1.80	1.75	1.74	1.80	1.71	1.74	1.64
Motorhomes	3.27	1.50	1.50	1.50	1.71	2.88	1.71	1.64	1.14	1.24

U.S. Campers

Equipment	Average Length of Stay									
	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004
Tent	2.00	1.46	1.56	1.47	1.38	1.44	1.41	1.39	1.31	1.26
Trailers	2.37	1.58	1.56	1.44	1.57	1.59	1.55	1.51	1.48	1.37
Motorhomes	3.60	2.55	2.29	1.86	3.19	2.53	1.71	1.64	1.27	1.21

Nova Scotia Campers

Equipment	Average Length of Stay									
	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004
Tent	1.70	1.79	1.77	1.76	1.73	1.78	1.73	1.71	1.74	1.55
Trailer	2.31	2.57	2.56	2.56	2.56	2.62	2.54	2.55	1.97	2.23
Motorhomes	2.69	2.90	2.65	3.14	2.56	3.52	3.59	4.98	1.75	1.72

Reservations

Overall, we had 19,380 reservations. This is an increase of 1,038 reservations or 6.0 %. We had 18,509 or 96% of the reservations were from Canada, 498 or 3% were from the U.S., and 373 or 1% were from outside North America. The Canadian reservations are up 3% while US reservations is same as 2012 at 1%.

For Canada, 88.0% of the reservations were from Nova Scotians, which is same as 2012. Ontario is down to 4.8% from 5.1%, New Brunswick is the down from 2.8% in 2012 to 2.6%, and Quebec is the same as 2012 of the total Canadian reservations.

For the U.S., our parks received reservations from 43 states, which is ten more than last year. Massachusetts again led the way with 14% of all U.S. reservation, which is unchanged from 2012.

Canadian Reservations	2013	2012	2011	U.S. Reservations	2013	2012	2011
Nova Scotia	88.0%	88.0%	88.5%	Massachusetts	14%	14%	14%
Ontario	4.8%	5.1%	4.8%	New York	10%	11%	12%
New Brunswick	2.6%	2.8%	2.6%	Florida	8%	9%	4%
Quebec	2.4%	2.4%	2.4%	Virginia	8%	7%	4%
PEI	0.5%	0.6%	0.5%	Maine	7%	11%	6%
Alberta	0.4%	0.4%	0.4%	Vermont	6%	8%	5%
British Columbia	0.3%	0.3%	0.4%	Connecticut	5%	5%	6%
Newfoundland	0.1%	0.2%	0.2%	New Hampshire	4%	5%	5%
Manitoba	0.1%	0.06%	0.05%	Pennsylvania	3%	5%	4%
Saskatchewan	0.05%	0.06%	0.05%	North Carolina	3%	3%	5%
Yukon and NWT	0.04%	0.02%	0.05%	Maryland	1%	5%	5%

Average Length for Reservations

The average length of reservations ranged from 2.65 days in Rissers to a low of 1.69 in Boylston. For Canada, the high and low were a bit longer at 2.94 for Graves to Boylston at 1.13. Campers from the U.S. had an average at Smileys of 3.00 and the shortest is Salsman at 1.00. Nova Scotian made reservation on average at Rissers for 2.69 days to Five Islands at 1.80.

Overall camper nights decreased from 2.33 in 2013 to 2.28 in 2012. From 2011, camper nights are the same as 2013. Canadian campers are down by 6.6% or 0.16 days in 2012. From 2011, the change is 0.06 days or a decrease of 2.6%. The change in US campers is up from 1.62 in 2012 to 2.18 in 2013. This represents a 34.6% or 0.56 day increase. The difference between 2011 and 2013 for US campers is 7.9% or 0.16 days increase. Nova Scotia campers are down by 2.1% or 0.05 days from 2012 and down 0.4% or 0.01 days from 2011.

	All Campers			Canadian Campers			U.S. Campers			N.S. Campers					
	2013	2012	2011	2013	2012	2011	2013	2012	2011	2013	2012	2011			
Dollar Lake	2.06	2.08	2.07	Dollar Lake	2.19	2.67	2.29	Dollar Lake	1.78	1.25	1.82	Dollar Lake	2.06	2.06	2.07
Porters	2.13	2.15	2.22	Porters	2.69	2.70	2.65	Porters	2.97	1.94	2.87	Porters	2.00	2.06	2.10
Caribou	2.40	2.44	2.11	Caribou	2.16	2.57	2.20	Caribou	1.95	1.41	1.54	Caribou	2.48	2.47	2.13
Laurie	2.12	2.05	1.96	Laurie	2.64	2.37	2.35	Laurie	2.41	1.24	2.40	Laurie	2.03	2.03	1.90
Five Islands	1.96	1.97	1.97	Five Islands	1.98	2.03	1.93	Five Islands	1.85	2.16	1.94	Five Islands	1.96	1.95	1.99
Amherst	2.27	2.23	2.23	Amherst	1.89	2.21	2.08	Amherst	1.83	1.28	1.84	Amherst	2.47	2.34	2.36
Smiley's	2.13	2.22	2.14	Smiley's	1.63	2.00	1.80	Smiley's	3.00	3.17	0.00	Smiley's	2.15	2.22	2.15
Blomidon	2.02	2.03	2.03	Blomidon	2.37	2.41	2.31	Blomidon	1.97	1.65	1.73	Blomidon	1.99	2.00	2.02
Valleyview	2.03	2.13	2.02	Valleyview	1.89	2.53	2.22	Valleyview	1.29	1.00	1.22	Valleyview	2.10	2.13	2.05
Ellenwood	2.59	2.70	2.45	Ellenwood	2.58	2.72	2.37	Ellenwood	1.50	1.19	2.40	Ellenwood	2.62	2.73	2.42
Islands	2.45	2.28	2.31	Islands	2.24	1.91	1.81	Islands	1.92	1.44	2.92	Islands	2.53	2.39	2.31
Thomas R	2.45	2.51	2.45	Thomas R	2.33	2.36	2.26	Thomas R	2.81	1.50	2.12	Thomas R	2.46	2.53	2.47
Rissers	2.65	2.70	2.74	Rissers	2.32	2.20	2.60	Rissers	1.92	1.65	1.74	Rissers	2.69	2.75	2.76
Graves	2.44	2.41	2.40	Graves	2.94	3.16	3.05	Graves	2.31	1.85	2.20	Graves	2.41	2.37	2.35
Salsman	2.33	2.44	2.36	Salsman	1.45	3.00	1.73	Salsman	1.00	1.25	2.17	Salsman	2.48	2.45	2.42
Boylston	1.69	1.82	1.92	Boylston	1.13	1.00	2.00	Boylston	1.40	1.00	2.25	Boylston	1.80	2.29	1.86
Whycocomagh	2.37	1.99	1.99	Whycocomagh	2.26	1.97	2.29	Whycocomagh	2.38	1.60	1.83	Whycocomagh	2.50	2.20	1.88
Battery	2.16	2.18	2.28	Battery	1.92	2.48	2.03	Battery	1.72	1.42	2.29	Battery	2.34	2.30	2.43
Mira	2.56	2.52	2.37	Mira	2.47	2.45	2.19	Mira	2.42	1.53	1.97	Mira	2.60	2.58	2.43
Cape Chignecto	1.96			Cape Chignecto	1.94			Cape Chignecto	2.27			Cape Chignecto	1.94		
Overall Aver	2.28	2.33	2.28	Overall Aver	2.26	2.42	2.32	Overall Aver	2.18	1.62	2.02	Overall Aver	2.30	2.35	2.29

Average Length of Stay without reservations

The average length of stay overall is down from the 2012 season. For all campers, the overall average length is 1.59 days, which are down from 2011 by 0.25 days. Campers from Canada are up from 2012 by 65.7% or 0.92 days. The increase from 2011 is 0.87 days. U.S. campers' average length of stay is up by 29% or 0.46 days, from 1.61 days to 2.07 days and 2011 is up by 48% or 0.67 days. Nova Scotian campers' average length of stay is down by 13% or 0.23 days, from 1.82 days to 1.59 days. The decrease from 2011 is 12% or 0.21 days.

All Campers	Canadian Campers			U.S. Campers			N.S. Campers								
	2013	2012	2011	2013	2012	2011	2013	2012	2011	2013	2012	2011			
Dollar Lake	1.58	1.54	1.70	Dollar Lake	2.00	1.48	1.55	Dollar Lake	0.00	1.33	1.33	Dollar Lake	1.58	1.57	1.74
Porters	1.62	1.62	1.53	Porters	2.50	1.69	1.62	Porters	2.33	1.71	1.26	Porters	1.62	1.64	1.61
Caribou	1.57	1.59	1.81	Caribou	2.56	1.27	1.59	Caribou	2.00	1.25	1.54	Caribou	1.56	2.05	2.11
Laurie	1.56	1.65	1.59	Laurie	1.50	1.59	1.68	Laurie	0.00	1.50	1.41	Laurie	1.56	1.79	1.59
Five Islands	1.52	1.45	1.46	Five Islands	0.00	1.34	1.35	Five Islands	0.00	1.49	1.36	Five Islands	1.52	1.58	1.62
Amherst	1.43	1.39	1.36	Amherst	2.00	1.27	1.25	Amherst	1.00	1.31	1.12	Amherst	1.43	1.73	1.61
Smiley's	1.76	1.80	1.75	Smiley's	2.00	1.59	1.38	Smiley's	8.00	1.65	1.19	Smiley's	1.75	1.88	1.86
Blomidon	1.49	1.54	1.45	Blomidon	2.00	1.40	1.37	Blomidon	1.00	1.37	1.36	Blomidon	1.49	1.51	1.52
Valleyview	1.76	1.74	1.81	Valleyview	2.00	1.21	1.27	Valleyview	0.00	1.35	1.86	Valleyview	1.76	2.00	2.06
Ellenwood	1.99	2.02	1.92	Ellenwood	0.00	1.42	1.50	Ellenwood	0.00	1.71	1.09	Ellenwood	1.99	2.14	2.00
Islands	1.81	1.71	1.69	Islands	0.00	1.35	1.36	Islands	0.00	1.54	1.31	Islands	1.81	2.02	1.98
Thomas R	1.59	1.65	1.68	Thomas R	0.00	1.47	1.60	Thomas R	0.00	1.39	1.42	Thomas R	1.59	1.83	1.84
Rissers	1.48	1.47	1.51	Rissers	1.46	1.20	1.42	Rissers	0.00	1.48	1.26	Rissers	1.48	1.62	1.66
Graves	1.48	1.72	1.64	Graves	1.00	1.57	1.55	Graves	1.33	1.85	1.54	Graves	1.48	1.90	1.78
Salsman	1.64	1.50	1.50	Salsman	0.00	1.11	1.21	Salsman	0.00	1.10	1.06	Salsman	1.64	1.71	1.68
Boylston	1.18	1.17	1.21	Boylston	0.00	1.00	1.07	Boylston	0.00	1.08	1.00	Boylston	1.18	1.42	1.45
Whycocomagh	1.39	1.41	1.42	Whycocomagh	2.00	1.37	1.34	Whycocomagh	0.00	1.57	1.59	Whycocomagh	1.39	1.52	1.50
Battery	1.39	1.40	1.39	Battery	0.00	1.21	1.24	Battery	0.00	1.77	1.26	Battery	1.39	1.28	1.68
Mira	1.83	1.81	1.86	Mira	4.22	1.50	1.53	Mira	1.50	1.46	1.63	Mira	1.82	2.02	2.00
Cape Chignecto	1.63			Cape Chignecto	2.00			Cape Chignecto	1.00			Cape Chignecto	1.63		
Overall Aver	1.59	1.61	1.84	Overall Aver	2.32	1.40	1.45	Overall Aver	2.07	1.61	1.40	Overall Aver	1.59	1.82	1.80

The percentage of total customers that did not have reservations from Nova Scotia in 2013 was 99.5%, while 2012 Nova Scotians made up 57% of the total and 2011 the percentage was 61%.

Campers with reservations stay longer at our parks than people who just arrive at the gate. On average, a reservation stays 43.3% or 0.69 days longer than non-reservation campers. For Canadian reservations, they stay 2.5% or 0.06 days shorter, while U.S. campers with reservations were 5.3% or 0.11 days longer than non-reservation campers. Nova Scotian campers with reservations stayed 44.7% or 0.71 days.

Difference in length of stay between clients with reservations and without reservations

	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004	2003
All Campers	0.69	0.72	0.43	0.75	0.75	0.79	0.58	0.25	0.65	0.77	0.67
Canadian	-0.06	1.02	0.87	0.89	0.92	0.96	0.72	0.53	0.60	0.74	0.72
US	0.11	0.01	0.62	0.59	0.67	0.67	0.47	0.33	0.58	0.68	0.66
Nova Scotia	0.71	0.53	0.49	0.58	0.58	0.62	0.40	0.17	0.54	0.61	0.57

Conclusions

Overall, the 2013 season saw an increase in reservations and an increase in camper nights compared to 2012. There were 19,380 reservations and we sold 29,673 permits, so reservations made up 65% up from 63% in 2012 of all permits sold. The reservations sold were higher in 2013 by 1,038 while permits are 357 more than 2012. The average party size in 2013 was 3.05, which is slightly up from 2012. Trailers made up the majority of the equipment our clients used to stay in our camping parks. Trailer and tent usage changed by 1% over 2012. Clients with reservations stayed on average 2.28 days compared to 1.59 days for clients without reservations.

Our average client profile is they camp in trailers with 3.05 people, 2.32 adults and 0.73 children, and stay 1.59 days without reservations or 2.28 days with reservations.

Historic Information

Year	Camper Nights	Occupancy Rate	Year	Camper Nights	Occupancy Rate
2003	53157	33.02	2010	55474	31.41
2004	48782	31.97	2011	53542	34.34
2005	53068	33.62	2012	57937	38.33
2006	52961	34.90	2013	59508	37.38
2007	56114	33.98			
2008	54165	34.26			
2009	54965	32.98			

Occupancy Rates

Park	Occupancy Rate 2011 (%)	Occupancy Rate 2012 (%)	Occupancy Rate 2013 (%)	Occupancy Rate Change 2012&2013
Dollar Lake	28.52	32.04	30.85	0.81
Porters Lake	28.65	36.02	34.11	(1.91)
Caribou	52.32	53.44	39.32	(14.12)
Laurie	42.99	55.68	50.75	(4.93)
Five Islands	30.01	30.34	41.84	11.46
Amherst Shore	43.50	42.40	38.70	(3.70)
Smiley's	33.05	35.70	38.95	3.25
Cape Chignecto			6.84	
Total Central	34.93	39.28	32.77	(6.51)
Blomidon	45.15	48.19	47.27	(0.92)
Valleyview	30.41	32.19	30.95	(1.24)
Ellenwood	24.56	24.26	19.66	(4.60)
Islands	21.65	25.07	21.62	(3.45)
Thomas Raddall	31.96	32.43	26.72	(5.71)
Graves Island	35.49	37.17	46.42	9.25
Rissers	55.16	65.02	63.82	(1.20)
Total Western	36.75	39.86	37.50	(2.36)
Salsman	29.77	25.55	25.09	(0.46)
Boylston	11.07	11.30	12.38	1.08
Whycocomagh	28.31	39.44	34.94	(4.50)
Battery	28.92	32.83	36.57	(3.74)
Mira	32.58	37.11	37.27	0.16
Total Eastern	28.04	33.11	33.28	0.17
Total	34.34	38.33	37.38	0.95

*Part of the park was closed for all or some of the season.

Year	Gross Revenue
2003	\$ 1,111,403.52
2004	\$ 998,139.90
2005	\$ 1,092,374.45
2006	\$ 907,027.87
2007	\$1,031,513.39
2008	\$960,514.76
2009	\$1,381,774.60
2010	\$1,501,118.12
2011	\$1,436,469.18
2012	\$1,782,613.51
2013	\$1,856,766.88

Operating Costs for 2013

Park	Direct Costs (excl. Perm)	Total Revenue (excl. HST)	Cost Recovery (%)
Dollar Lake	\$233,315	\$121,635	53
Porters Lake	\$214,790	\$121,239	57
Caribou	\$174,271	\$153,729	89
Laurie	\$136,574	\$79,832	59
Five Islands	\$145,256	\$87,608	61
Amherst Shore	\$135,805	\$52,465	39
Smiley's	\$168,603	\$80,828	48
Cape Chignecto	N/A	\$31,791	
Total Central	\$1,208,614	\$729,127	61
Blomidon	\$185,213	\$102,002	55
Valleyview	\$81,117	\$15,590	20
Ellenwood	\$165,267	\$49,728	30
Islands	\$94,630	\$41,347	44
Thomas Raddall	\$217,950	\$93,200	43
Graves Island	\$196,601	\$82,792	43
Rissers	\$248,748	\$208,437	84
Total Western	\$1,189,526	\$593,096	50
Salsman	\$90,263	\$22,946	26
Boylston	\$81,525	\$7,053	9
Whycocomagh	\$158,139	\$63,573	41
Battery	\$131,090	\$41,734	32
Mira	\$190,102	\$163,117	86
Total Eastern	\$652,119	\$298,423	46
Total	\$3,050,259	\$1,620,646	54

Operating Costs for 2012

Park	Direct Costs (excl. Perm)	Total Revenue (excl. HST)	Cost Recovery (%)
Dollar Lake	\$286,995	\$118,442	41
Porters Lake	\$258,190	\$110,854	43
Caribou	\$211,178	\$140,401	66
Laurie	\$141,915	\$73,989	52
Five Islands	\$183,309	\$75,609	41
Amherst Shore	\$165,904	\$49,687	30
Smiley's	\$182,774	\$69,544	38
Total Central	\$1,430,345	\$638,526	45
Blomidon	\$189,406	\$98,188	52
Valleyview	\$79,992	\$14,144	18
Ellenwood	\$152,949	\$58,216	38
Islands	\$115,265	\$40,392	35
Thomas Raddall	\$227,658	\$93,654	41
Graves Island	\$220,830	\$148,509	67
Rissers	\$295,915	\$193,496	65
Total Western	\$1,282,015	\$1,554,618	50
Salsman	\$96,291	\$21,614	22
Boylston	\$84,254	\$5,946	7
Whycocomagh	\$200,226	\$54,955	28
Battery	\$134,754	\$37,178	27
Mira	\$191,590	\$149,800	78
Total Eastern	\$707,065	\$269,493	38
Total	\$3,419,425	\$1,554,618	34

Operating Costs for 2011

Park	Direct Costs (excl. Perm)	Total Revenue (excl. HST)	Cost Recovery (%)
Dollar Lake	\$256,471	\$116,762	46
Porters Lake	\$247,645	\$90,103	36
Caribou	\$223,965	\$125,150	56
Laurie	\$148,461	\$63,659	43
Five Islands	\$189,796	\$74,243	39
Amherst Shore	\$174,013	\$45,781	26
Smiley's	\$190,041	\$72,255	38
Total Central	\$1,430,392	\$587,953	41
Blomidon	\$198,789	\$91,422	46
Valleyview	\$87,858	\$14,743	17
Ellenwood	\$180,788	\$52,534	29
Islands	\$151,526	\$32,902	22
Thomas Raddall	\$241,166	\$89,681	37
Graves Island	\$250,992	\$140,748	56
Rissers	\$303,884	\$183,178	60
Total Western	\$1,415,236	\$605,208	43
Salsman	\$120,338	\$21,255	18
Boylston	\$89,128	\$7,699	9
Whycocomagh	\$199,334	\$38,310	19
Battery	\$137,549	\$34,820	25
Mira	\$185,840	\$137,224	74
Total Eastern	\$732,199	\$239,208	33
Total	\$3,577,827	\$1,436,469	40