



EAGLECREST BOARD OF DIRECTORS AGENDA

November 13, 2025 at 5:30 PM

Assembly Chambers/Zoom Webinar

<https://juneau.zoom.us/j/88555371873> or 1-253-215-8782 Webinar ID: 885 5537 1873

- A. ROLL CALL
- B. APPROVAL OF AGENDA
- C. APPROVAL OF MINUTES
 - 1. MINUTES
- D. PUBLIC PARTICIPATION
- E. MANAGERS REPORT
 - 2. REPORT
 - 3. FINANCIALS
- F. AGENDA TOPICS
 - 4. SNOW MAKING REVIEW & DISCUSSION
 - 5. FOUNDATION REQUEST
 - 6. UPDATES FROM BOARD RETREAT
- G. PUBLIC PARTICIPATION
- H. COMMITTEE REPORTS
- I. LIAISON REPORT
- J. BOARD OF DIRECTORS' COMMENTS AND QUESTIONS
- K. NEXT MEETING DATE
 - 7. DECEMBER 6TH
- L. ADJOURNMENT

ADA accommodations available upon request: Please contact the Clerk's office 36 hours prior to any meeting so arrangements can be made for closed captioning or sign language interpreter services depending on the meeting format. The Clerk's office telephone number is 586-5278, e-mail:

city.clerk@juneau.gov.

Eaglecrest Board of Directors Meeting Minutes

Date: September 4, 2025

Location: CBJ Assembly Chambers

Time: 5:30pm

Call to Order

Chair Hannah called the meeting to order at ____.

Roll Call

Board Members Present: Wayne, Brandon, Jim, Hannah, and Kevin

Staff / Representatives Present: Craig C. (Mountain Representative), Neil (Assembly Liaison).

Approval of Agenda

Agenda approved as presented.

Public Participation

- Dave Hanna:
 - - Addressed concerns regarding timing of lift maintenance and staffing decisions.
 - - Questioned readiness of snowmaking systems and lodge water supply infrastructure.
 - - Encouraged the board to evaluate management performance.
- Deborah Craig:
 - - Expressed concerns regarding declining pass sales and skier confidence.
 - - Encouraged prioritizing operational readiness and guest experience.
- Michael Busey:
 - - Thanked Eaglecrest for supporting the Juneau Jazz Fest and community programming.
- Fred Hiltner:
 - - Recognized staff efforts in Nordic trail improvements and lift safety inspection work.
 - - Emphasized importance of accurate maintenance documentation.

Management Report

Financial reports were distributed in advance. Work continues to improve clarity and readability of monthly reporting.

Financial Report

Season pass sales improved at the end of Tier 1, but remain lower than prior years. Discussion focused on improving revenue tracking and cost allocation.

Staffing and Hiring

Candidates identified for Director of Mountain Operations, Lift Maintenance Manager, Marketing Manager, and other key roles.

Ski School staffing remains a priority.

Operations & Snowmaking

Porcupine bullwheel bearings replaced; Ptarmigan gearbox being rebuilt. Snowmaking system investment planning underway.

Gondola Project Update

Weekly coordination meetings continue. Road construction access is scheduled to begin soon. Updated cost estimates to follow process.

Board Transitions & Committee Structure

Resignations accepted for Mike Satre and TJ Mason.

Officer Elections:

- Chair: Hannah S.
- Vice Chair: Kevin K.
- Secretary: Wayne Stevens

Committee and liaison assignments updated.

Upcoming Events

50th Anniversary Celebration scheduled for September 12–13.

Next Meeting

Next Regular Meeting: October 2, 2025

Assembly Pay Plan Meeting: September 22, 2025

Adjournment

Motion to adjourn passed by unanimous consent. Meeting adjourned.

Eaglecrest Board of Directors Meeting Minutes

Date: October 2nd

Location: CBJ Assembly Chamber and Zoom

Time: 5:30pm

1. Roll Call

- Board Members Present: Sean, Wayne, Brandon, Jim, Hannah, and Kevin.
- Staff / Representatives Present: Craig C. (Mountain Representative), Neil (Assembly Liaison).
- Notes: Sean O'Neill is the newest board member. Thor Lindstrom will join next meeting.

2. Approval of Agenda

- Agenda approved with the addition of a Legislative Capital Priorities section.

3. Approval of Minutes

- August 7, 2025 minutes approved.
- August 26, 2025 minutes approved with correction: Page six, item 14 should reflect five recorded instead of four.

4. Public Participation

- Deb Craig:
 - - Eaglecrest relies on community support.
 - - Current pass sales are the lowest they have been.
 - - Emphasized trust through communication and collaboration.
 - - Lift repair and inspection records are with CBJ Risk Management.
 - - Suggested educational beacon signage instead of skull-and-crossbones signage.
 - - CBJ's gondola deadline is May 2028 to avoid \$10M penalty.
 - - Ptarmigan drive shaft arrival expected September 30.
 - - Snowmaking will be critically important this year.
- Dan Kirkwood:
 - - Prioritized maintaining upper mountain access and touring routes.
 - - Thanked the board for navigating challenging decisions.
- Frank Lee:
 - - Stated Black Bear is no longer viable and further investment should cease.
 - - Raised concerns regarding gondola partnership implications.
 - - Expressed Eaglecrest is central to his choice to live in Juneau.
 - - Encouraged patience and support for the new GM.
- Dave Hanna:
 - - Reiterated comments made by Deb Craig.

- - Noted maintenance work has started in September for two consecutive years.
- - Reported Black Bear could have been repaired at no cost last season.
- - Confirmed maintenance records existed and were maintained by staff.
- - Expressed confidence in Todd's continued strong work.
- - Highlighted need for strong snowmaking leadership from new Mountain Ops Director.
- Fred Hilner:
 - - Thanked staff for collaboration with JNSC on recent projects.
 - - Praised safety focus and staff teamwork.
 - - Recognized Eaglecrest's world-class Nordic loops and positive support of Nordic skiing.

5. Mountain Operations Report

- Discover Eaglecrest Day raised \$9,600 for the Eaglecrest Foundation.
- CBJ pay schedule transition increased staff morale and equity.
- Road work is ongoing; public access restricted due to unsafe pedestrian behavior.
- Lift inspections underway with prior report items being addressed.
- All bull wheel bearings replaced except Porcupine bottom terminal.
- Black Bear haul rope remains off to prevent ice accumulation.
- Black Bear electrical components serve as backups for Ptarmigan.
- A delay switch was added to Hooter to reduce swing on startup.
- 100% of Porcupine chairs passed NDT testing.
- Counterweight sensor installed on Hooter for auto safety trip.
- Regular coordination meetings held with Risk, Communications, and Emergency Management.
- Key hiring needs remain in Snowsports administration and supervisory roles.
- Offers extended for Marketing Manager and Marketing Coordinator.
- A director-level position for gondola and summer ops is needed and could be funded through gondola project funds.

6. Finance Committee

- Committee will meet monthly going forward.
- Discussion needed regarding CIP funding escalation and assembly approval.

- Justin is covering both Safety Director and Mountain Ops responsibilities.
- Patrol Supervisor returned early due to vacancies.
- 100% of tower bolts passed NDT X-ray inspection.
- Tower 15 lean is known and monitored.
- NDT findings have been sent to Riblet for review.

7. Gondola Project Update

- Jim Calvin assigned as board liaison to gondola planning.
- Weekly meetings include Craig C., Jim Calvin, Alex Shepherd, and Alex Pierce.
- Lower road construction underway to support next year's construction staging.
- Gondola cars require refurbishment at The Gondola Shop in Colorado.
- Refurbishment cost estimated at \$32,500 per car, ~\$390,000 total plus freight.
- Shipping planned in three open-top containers.
- Towers and work cart scheduled to ship from Austria October 7–9.
- Consultant may be required to ensure tariff classification as ski area equipment (est. \$55,000–\$57,000).
- Draft operating agreement with Goldbelt in review.

8. Product Sales Summary

- Sales are two-thirds of last year's total.
- Revenue down 31%, unit sales down 41% in skier visits and 30% in revenue overall.
- New pricing helped offset losses.
- Monthly data reporting will continue.

9. Committee Reports

- HRC meeting scheduled October 15 (summer operations position).
- Finance Committee will meet monthly prior to board meetings.
- Project Committee planning meeting scheduled post-retreat.

10. Liaison Report

- Assembly approved CBJ pay plan and appointed new board members.

- Update provided regarding Goldbelt development plans on backside, including access concerns.

11. New Business

- LWCF grant application underway for moving carpet in learning area (50% match up to \$125,000).

12. Closing Remarks and Adjournment

- Discover Eaglecrest Day raised nearly \$10,000 for Eaglecrest Foundation.
- Next regular board meeting: November 6.
- Board retreat scheduled November 1 or 2.
- Finance Committee meeting October 8 at 12:00 PM.
- HRC meeting October 15.
- Additional meeting scheduled for October 21 at 12:00 PM.
- Meeting adjourned.

MANAGERS REPORT

Date: November 13, 2025

General Manager's Report

- Marketing and Mountain Operations positions filled, improving communication and project progress.
- Two key year-round hires begin next week: Revenue Coordinator and Snowsports Community Outreach Manager.
- Seasonal F&B Supervisor and Lead positions nearly filled.
- Continued work with CBJ departments on key projects, including gondola ROI analysis with Craig Dahl and Jim Calvin.
- Post-ballot initiative: coordinating with Finance and City Manager on deferred maintenance and organizational improvements.
- Budget season preparation underway.
- Completed CBJ Supervisor Academy—five-week training focused on policies, management, and resources.
- Significant operational progress compared to last year; maintenance and infrastructure readiness improved.
- Approved to hire additional instructors beyond the labor budget as a proof-of-concept to expand lesson capacity and increase community access.
- Special thanks to Angie Flick and Erin for collaboration on Snowsports growth initiative.
- Focus remains on filling remaining vacancies, onboarding new team members, and relaunching community projects.
- Organization is well-positioned for a strong start to the 2025–26 season.

Snowsports School

- Eaglecrest's Director and a training staff member attended the PSIA/AASI Trainers Training in Wenatchee, followed by the PSIA/AASI Snowsports Directors Meeting.
- Staffing shortages in Snowsports Administration continue to slow seasonal preparations, with customer service remaining the top priority.

- Locker renewals are progressing slowly, currently managed by a single staff member.
- Hiring is ongoing across all Snowsports positions, focusing on filling critical roles and processing returning versus new staff.
- Lack of resources has delayed entry of employee calendars and limited scheduling flexibility. Waitlists are currently on hold.
- School group and homeschool programs have not yet been scheduled due to staffing constraints.
- Eaglecrest is booked for the Ski Sale (Thursday–Saturday).
- Eaglecrest and the Eaglecrest Foundation raised over \$8,000 for the Books to Boards program during the Haunted House event.
- Special recognition to Quinn, Youth Community Outreach Coordinator, for planning and executing the event.
- A rescheduled fundraiser and silent auction will be held on November 22 at Forbidden Peaks, benefitting the School Group Program for local teachers and students.

Rental, Retail, & Repair (RRR)

- Updated product pricing to reflect rising costs due to increased tariffs.
- Continued entry of updated costs for new and restocked products.

Base Operations

- Seasonal interviews are ongoing. Marketing positions are filled; new staff began this week.
- Additional network cabling installed to support the marketing office.
- Food Service Permit renewed through 2026.
- Ticket scanners ordered to enable guests to scan directly through Porcupine, improving efficiency.
- Employee housing confirmed and ready for winter.
- Southeast Extinguisher scheduled to conduct annual fire suppression and compliance inspections ahead of the 2025–26 season.

Mountain Safety

- Two patrollers completed National Avalanche School in Salt Lake City, UT.
- One patroller attended Lift Evacuation Training at Mount Rose, NV.
- Majority of patrol team began preseason training on November 9.

- Moved a patrol shelter to the top of Hooter for operations during wind holds.
- Closed mountain bike trails for the season.
- Purchased patrol uniforms; completed maintenance on the ridge sled shed and weather station.
- Continued collaboration on the Safety and Operations Plan.

Mountain Operations

- Replaced Ptarmigan top bullwheel bearing with assistance from Alpine Mechanical Services.
- Annual lift inspection scheduled for November 17 with Safehold Insurance and CBJ Risk Department.
- Completed Hooter and Porcupine line work; both lifts are ready for winter.
- Ptarmigan gearbox installed; awaiting final parts delayed by shipping.
- Ongoing challenges with sourcing parts (e.g., seals and bearings) due to scarcity and weather.
- Completed annual maintenance on all fan guns; hydro system repaired and operational.
- Installed culvert snow bridges on Trickster and Porcupine trails.
- Began snow gun placement on Porcupine in anticipation of colder temps.
- Repaired Ptarmigan motor room roof and front paneling.
- New PistenBully arriving next week for winch cable replacement and summer service prep.
- Hired two Snowcat Operators; one additional hire pending.
- Initiated vendor discussions for snowmaking, lifts, power, and lighting improvements.
- Met with AK Electric to evaluate facility electrical repairs and long-term solutions.



Actual vs Budget Year To Date by Department

City and Borough of Juneau

Department Eaglecrest
July 2025 To June 2026 (12 Months)

Fund All
Department Eaglecrest
Program All
GL Account All
Accounting Units All

	Budget	YTD Actual Costs (excl. Enc)	Variance Over/(Under)	Percentage Variance	Open Encumbrances	YTD Actual Costs (incl. Enc)	Variance Over/(Under)	Percentage Variance
Expenses	5,777,921	1,731,922	(4,045,999)	-70.03%	458,743	2,190,665	(3,587,256)	-62.09%
Commodities & Services	2,479,915	1,298,605	(1,181,310)	-47.64%	458,743	1,757,349	(722,566)	-29.14%
Personnel Services	3,298,006	433,316	(2,864,689)	-86.86%	-	433,316	(2,864,689)	-86.86%
Support To	-	-	-	0.00%	-	-	-	0.00%
Revenues	3,786,700	1,764,896	(2,021,804)	-53.39%	-	1,764,896	(2,021,804)	-53.39%
Investment	-	-	-	0.00%	-	-	-	0.00%
Other	100,100	258	(99,842)	-99.74%	-	258	(99,842)	-99.74%
Program	2,756,600	834,638	(1,921,962)	-69.72%	-	834,638	(1,921,962)	-69.72%
4300-0000 - User Fees	-	-	-	0.00%	-	-	-	0.00%



Actual vs Budget Year To Date by Department

City and Borough of Juneau

4310-0000 - Daily Pass Revenue	-	-	-	0.00%	-	-	-	0.00%
4310-0001 - Ski Lift Fees	350,000	49	(349,951)	-99.99%	-	49	(349,951)	-99.99%
4310-0002 - Bus Pass Sales	6,500	-	(6,500)	-100.00%	-	-	(6,500)	-100.00%
4310-0003 - Ski School Sales	284,500	63,727	(220,773)	-77.60%	-	63,727	(220,773)	-77.60%
4330-0000 - Annual Revenue	1,200,000	645,950	(554,050)	-46.17%	-	645,950	(554,050)	-46.17%
4380-0000 - Contracted Service Revenue	62,000	-	(62,000)	-100.00%	-	-	(62,000)	-100.00%
4410-0000 - Permit Revenues	170,000	18,846	(151,154)	-88.91%	-	18,846	(151,154)	-88.91%
4420-0001 - Concession Fees	250,000	-	(250,000)	-100.00%	-	-	(250,000)	-100.00%
4420-0002 - Vending Revenue	3,000	-	(3,000)	-100.00%	-	-	(3,000)	-100.00%
4420-0005 - Ski Repair Fee	40,000	65	(39,935)	-99.84%	-	65	(39,935)	-99.84%
4510-0000 - Merchandise Sales	70,000	2,717	(67,283)	-96.12%	-	2,717	(67,283)	-96.12%
4514-0000 - Gift Certificate & Promotion	5,000	621	(4,379)	-87.58%	-	621	(4,379)	-87.58%
4550-0000 - Facility Rental Revenue	70,000	13,693	(56,308)	-80.44%	-	13,693	(56,308)	-80.44%
4560-0001 - Locker Rental	85,000	81,631	(3,369)	-3.96%	-	81,631	(3,369)	-3.96%
4560-0002 - Ski Rental	150,000	7,340	(142,660)	-95.11%	-	7,340	(142,660)	-95.11%
4570-0000 - Land Lease Revenue	10,600	-	(10,600)	-100.00%	-	-	(10,600)	-100.00%
Total Program	2,756,600	834,638	(1,921,962)	-69.72%	-	834,638	(1,921,962)	-69.72%
Support From	930,000	930,000	-	0.00%	-	930,000	-	0.00%



Actual vs Budget Year To Date by Department

City and Borough of Juneau

Net Total								
	(1,991,221)	32,975	2,024,195	101.66%	(458,743)	(425,769)	1,565,452	78.62%



Actual vs Budget Year To Date by Program

City and Borough of Juneau

Program Eaglecrest Administration
July 2025 To June 2026 (12 Months)

Fund All
Department Eaglecrest
Program All
GL Account All
Accounting Units All

	Budget	YTD Actual Costs (excl. Enc)	Variance Over/(Under)	Percentage Variance	Open Encumbrances	YTD Actual Costs (incl. Enc)	Variance Over/(Under)	Percentage Variance
Expenses	2,268,711	1,299,685	(969,026)	-42.71%	132,425	1,432,110	(836,601)	-36.88%
Revenues	1,439,200	1,043,536	(395,664)	-27.49%	-	1,043,536	(395,664)	-27.49%
Net Total	(829,511)	(256,149)	573,363	69.12%	(132,425)	(388,574)	440,938	53.16%



Actual vs Budget Year To Date by Program

City and Borough of Juneau

Program Eaglecrest Base Operations
July 2025 To June 2026 (12 Months)

Fund All
Department Eaglecrest
Program All
GL Account All
Accounting Units All

	Budget	YTD Actual Costs (excl. Enc)	Variance Over/(Under)	Percentage Variance	Open Encumbrances	YTD Actual Costs (incl. Enc)	Variance Over/(Under)	Percentage Variance
Expenses	404,933	23,012	(381,922)	-94.32%	13,508	36,520	(368,414)	-90.98%
Revenues	1,550,000	647,051	(902,949)	-58.25%	-	647,051	(902,949)	-58.25%
Net Total	1,145,067	624,040	(521,027)	-45.50%	(13,508)	610,532	(534,535)	-46.68%



Actual vs Budget Year To Date by Program

City and Borough of Juneau

Program Eaglecrest Building Maintenance
July 2025 To June 2026 (12 Months)

Fund All
Department Eaglecrest
Program All
GL Account All
Accounting Units All

	Budget	YTD Actual Costs (excl. Enc)	Variance Over/(Under)	Percentage Variance	Open Encumbrances	YTD Actual Costs (incl. Enc)	Variance Over/(Under)	Percentage Variance
Expenses	120,000	4,416	(115,584)	-96.32%	-	4,416	(115,584)	-96.32%
Net Total	(120,000)	(4,416)	115,584	96.32%	-	(4,416)	115,584	96.32%



Actual vs Budget Year To Date by Program

City and Borough of Juneau

Program Eaglecrest Food Service
July 2025 To June 2026 (12 Months)

Fund All
Department Eaglecrest
Program All
GL Account All
Accounting Units All

	Budget	YTD Actual Costs (excl. Enc)	Variance Over/(Under)	Percentage Variance	Open Encumbrances	YTD Actual Costs (incl. Enc)	Variance Over/(Under)	Percentage Variance
Expenses	190,413	22,709	(167,705)	-88.07%	100,812	123,521	(66,892)	-35.13%
Revenues	253,000	-	(253,000)	-100.00%	-	-	(253,000)	-100.00%
Net Total	62,587	(22,709)	(85,295)	-136.28%	(100,812)	(123,521)	(186,108)	-297.36%



Actual vs Budget Year To Date by Program

City and Borough of Juneau

Program Eaglecrest Lift Operations
July 2025 To June 2026 (12 Months)

Fund All
Department Eaglecrest
Program All
GL Account All
Accounting Units All

	Budget	YTD Actual Costs (excl. Enc)	Variance Over/(Under)	Percentage Variance	Open Encumbrances	YTD Actual Costs (incl. Enc)	Variance Over/(Under)	Percentage Variance
Expenses	284,775	194,524	(90,251)	-31.69%	62,123	256,647	(28,128)	-9.88%
Net Total	(284,775)	(194,524)	90,251	31.69%	(62,123)	(256,647)	28,128	9.88%



Actual vs Budget Year To Date by Program

City and Borough of Juneau

Program Eaglecrest Marketing
July 2025 To June 2026 (12 Months)

Fund All
Department Eaglecrest
Program All
GL Account All
Accounting Units All

	Budget	YTD Actual Costs (excl. Enc)	Variance Over/(Under)	Percentage Variance	Open Encumbrances	YTD Actual Costs (incl. Enc)	Variance Over/(Under)	Percentage Variance
Expenses	216,756	7,520	(209,236)	-96.53%	150	7,670	(209,086)	-96.46%
Net Total	(216,756)	(7,520)	209,236	96.53%	(150)	(7,670)	209,086	96.46%



Actual vs Budget Year To Date by Program

City and Borough of Juneau

Program Eaglecrest Mountain Maintenance
July 2025 To June 2026 (12 Months)

Fund All
Department Eaglecrest
Program All
GL Account All
Accounting Units All

	Budget	YTD Actual Costs (excl. Enc)	Variance Over/(Under)	Percentage Variance	Open Encumbrances	YTD Actual Costs (incl. Enc)	Variance Over/(Under)	Percentage Variance
Expenses	940,041	48,472	(891,569)	-94.84%	140,558	189,030	(751,011)	-79.89%
Net Total	(940,041)	(48,472)	891,569	94.84%	(140,558)	(189,030)	751,011	79.89%



Actual vs Budget Year To Date by Program

City and Borough of Juneau

Program Eaglecrest Ski Patrol
July 2025 To June 2026 (12 Months)

Fund All
Department Eaglecrest
Program All
GL Account All
Accounting Units All

	Budget	YTD Actual Costs (excl. Enc)	Variance Over/(Under)	Percentage Variance	Open Encumbrances	YTD Actual Costs (incl. Enc)	Variance Over/(Under)	Percentage Variance
Expenses	392,430	24,900	(367,530)	-93.65%	8,000	32,900	(359,530)	-91.62%
Net Total	(392,430)	(24,900)	367,530	93.65%	(8,000)	(32,900)	359,530	91.62%



Actual vs Budget Year To Date by Program

City and Borough of Juneau

Program Eaglecrest Ski Rental Shop
July 2025 To June 2026 (12 Months)

Fund All
Department Eaglecrest
Program All
GL Account All
Accounting Units All

	Budget	YTD Actual Costs (excl. Enc)	Variance Over/(Under)	Percentage Variance	Open Encumbrances	YTD Actual Costs (incl. Enc)	Variance Over/(Under)	Percentage Variance
Expenses	325,839	67,616	(258,224)	-79.25%	-	67,616	(258,224)	-79.25%
Revenues	260,000	10,122	(249,878)	-96.11%	-	10,122	(249,878)	-96.11%
Net Total	(65,839)	(57,494)	8,345	12.68%	-	(57,494)	8,345	12.68%



Actual vs Budget Year To Date by Program

City and Borough of Juneau

Program Eaglecrest Snow Sports School
July 2025 To June 2026 (12 Months)

Fund All
Department Eaglecrest
Program All
GL Account All
Accounting Units All

	Budget	YTD Actual Costs (excl. Enc)	Variance Over/(Under)	Percentage Variance	Open Encumbrances	YTD Actual Costs (incl. Enc)	Variance Over/(Under)	Percentage Variance
Expenses	481,522	36,314	(445,208)	-92.46%	-	36,314	(445,208)	-92.46%
Revenues	284,500	64,187	(220,313)	-77.44%	-	64,187	(220,313)	-77.44%
Net Total	(197,022)	27,873	224,895	114.15%	-	27,873	224,895	114.15%



Actual vs Budget Year To Date by Program

City and Borough of Juneau

Program Eaglecrest Vehicle Maintenance
July 2025 To June 2026 (12 Months)

Fund All
Department Eaglecrest
Program All
GL Account All
Accounting Units All

	Budget	YTD Actual Costs (excl. Enc)	Variance Over/(Under)	Percentage Variance	Open Encumbrances	YTD Actual Costs (incl. Enc)	Variance Over/(Under)	Percentage Variance
Expenses	152,500	2,754	(149,746)	-98.19%	1,167	3,921	(148,579)	-97.43%
Net Total	(152,500)	(2,754)	149,746	98.19%	(1,167)	(3,921)	148,579	97.43%



Eaglecrest
Product Sales Summary

From 7/1/2024 to 11/9/2024

Category / Attribute / Product	Sold	Gross	Tax	Ex Tax
Season Pass				
Adult (19+) / Unlimited	1104	\$ 732,879.00	\$ 34,539.00	\$ 698,340.00
Adult (19+) / CBJ Employee Unlimited	38	\$ 23,940.00	\$ 1,140.00	\$ 22,800.00
Adult (19+) / CBJ Health Yourself EC Discount	38	\$ 1,197.00	\$ 0.00	\$ 1,197.00
Adult (19+) / 5 Visit	10	\$ 2,604.00	\$ 124.00	\$ 2,480.00
Adult (19+) / 10 Visit	6	\$ 3,402.00	\$ 162.00	\$ 3,240.00
Senior (65+) / Unlimited	122	\$ 65,910.00	\$ 3,090.00	\$ 62,820.00
Super Senior (75+) / Unlimited Super Senior	29	\$ 0.00	\$ 0.00	\$ 0.00
College / College	59	\$ 32,035.50	\$ 1,525.50	\$ 30,510.00
Teen (13-18) / Unlimited	240	\$ 85,422.20	\$ 4,067.72	\$ 81,354.48
Youth (7-12) / Unlimited	291	\$ 57,208.42	\$ 2,707.07	\$ 54,501.35
Child (6 & younger) / Unlimited	133	\$ 4,435.20	\$ 211.20	\$ 4,224.00
Nordic / Nordic	30	\$ 4,158.00	\$ 198.00	\$ 3,960.00
Nordic / Nordic Add-on	93	\$ 4,882.50	\$ 232.50	\$ 4,650.00
Schools / 5th Graders	43	\$ 0.00	\$ 0.00	\$ 0.00
Schools / Books2Boards	2	\$ 0.00	\$ 0.00	\$ 0.00
Flex Pass / Flex Pass	117	\$ 19,503.75	\$ 928.75	\$ 18,575.00
Transferable / Transferable	2	\$ 2,310.00	\$ 110.00	\$ 2,200.00
Bus / Snow Bus	2	\$ 199.50	\$ 9.50	\$ 190.00
TRADE / TRADE	4	\$ 0.00	\$ 0.00	\$ 0.00
Replacement Passes / NEW Media Card	56	\$ 294.00	\$ 14.00	\$ 280.00
Flex Pass Discount / Flex Pass Discount	117	\$ 0.00	\$ 0.00	\$ 0.00
	2536	\$ 1,040,381.07	\$ 49,059.24	\$ 991,321.83
Grand Total:	2536	\$ 1,040,381.07	\$ 49,059.24	\$ 991,321.83



Eaglecrest
Product Sales Summary

From 7/1/2025 to 11/9/2025

Category / Attribute / Product	Sold	Gross	Tax	Ex Tax
Season Pass				
Adult (19+) / Unlimited	707	\$ 472,680.73	\$ 22,388.61	\$ 450,292.12
Adult (19+) / CBJ Employee Unlimited	24	\$ 15,120.00	\$ 720.00	\$ 14,400.00
Adult (19+) / CBJ Health Yourself EC Discount	24	\$ 756.00	\$ 0.00	\$ 756.00
Adult (19+) / 5 Visit	12	\$ 2,772.00	\$ 132.00	\$ 2,640.00
Adult (19+) / 10 Visit	7	\$ 4,189.50	\$ 199.50	\$ 3,990.00
Senior (65+) / Unlimited	90	\$ 48,458.32	\$ 2,307.54	\$ 46,150.78
Super Senior (75+) / Unlimited Super Senior	33	\$ 0.00	\$ 0.00	\$ 0.00
College / College	20	\$ 11,550.00	\$ 550.00	\$ 11,000.00
Military / Military	32	\$ 18,480.00	\$ 880.00	\$ 17,600.00
Teen (13-18) / Unlimited	157	\$ 55,555.50	\$ 2,645.50	\$ 52,910.00
Teen (13-18) / 5 Visit	1	\$ 231.00	\$ 11.00	\$ 220.00
Youth (7-12) / Unlimited	219	\$ 42,948.00	\$ 2,028.00	\$ 40,920.00
Child (6 & younger) / Unlimited	100	\$ 3,360.00	\$ 160.00	\$ 3,200.00
Nordic / Nordic	25	\$ 3,622.50	\$ 172.50	\$ 3,450.00
Nordic / Nordic TEEN	3	\$ 299.25	\$ 14.25	\$ 285.00
Nordic / Nordic Add-on	81	\$ 4,252.50	\$ 202.50	\$ 4,050.00
Schools / 5th Graders	21	\$ 0.00	\$ 0.00	\$ 0.00
Schools / Books2Boards	1	\$ 0.00	\$ 0.00	\$ 0.00
Flex Pass / Flex Pass	95	\$ 16,558.50	\$ 788.50	\$ 15,770.00
Transferable / Transferable	6	\$ 9,150.00	\$ 150.00	\$ 9,000.00
Employee / Employee Unlimited	1	\$ 0.00	\$ 0.00	\$ 0.00
Bus / Snow Bus	1	\$ 99.75	\$ 4.75	\$ 95.00
TRADE / TRADE	4	\$ 0.00	\$ 0.00	\$ 0.00
Replacement Passes / NEW Media Card	27	\$ 141.75	\$ 6.75	\$ 135.00
Flex Pass Discount / Flex Pass Discount	95	\$ 0.00	\$ 0.00	\$ 0.00
	1786	\$ 710,225.30	\$ 33,361.40	\$ 676,863.90
Grand Total:	1786	\$ 710,225.30	\$ 33,361.40	\$ 676,863.90