



EAGLECREST BOARD OF DIRECTORS AGENDA

May 7, 2026 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
- D. PUBLIC PARTICIPATION
- E. MANAGERS REPORT
- F. AGENDA TOPICS
 - 1. FY27 Budget
 - 2. Gondola Project
 - 3. Planning Consultant Procurement
 - 4. GM Recruitment
 - 5. Credit Card Fees
 - 6. Concession Opportunities
 - 7. FY27 Pricing
- G. COMMITTEE REPORTS
- H. LIAISON REPORT
- I. PUBLIC PARTICIPATION
- J. BOARD OF DIRECTORS' COMMENTS AND QUESTIONS
- K. NEXT MEETING DATE
 - 8. June 4th at 5:30pm
- L. ADJOURNMENT

ADA accommodations available upon request: contact the Clerk's Office (907)586-5278 or city.clerk@juneau.gov at least 36 hours prior to a meeting, to request ADA arrangements.

Eaglecrest Board Meeting Minutes

Board Meeting Date: November 13, 2025

Time: 5:30pm

Location: Zoom

1. Call to Order

The meeting was called to order by Hannah Shively.

2. Roll Call

Board Members Present: Wayne Stevens, Sean O'Neill, Thor Lindstrom, Kevin Krein, Brandon Cullum, Hannah Shively, Jim Calvin, and Assembly Liaison Neil Steininger

Board Members Absent: None

Staff/Guests Present: Craig Cimmons and Marissa Kehres

3. Approval of Agenda

Motion to approve the agenda as presented.

- **Motion by:**
 - **Seconded by:**
 - **Vote: Approved**
-

4. Approval of Previous Minutes

Motion to approve previous meeting minutes.

- **Motion by: Hannah Shively**
 - **Seconded by: Brandon Cullum**
 - **Vote: Approved**
-

5. Public Comment

Fred Hiltner, representing the Juneau Nordic Ski Club and serving as the club's liaison to Eaglecrest, expressed appreciation for the continued partnership between the organizations and thanked Eaglecrest staff for their work throughout the season. He shared that the Juneau Nordic Ski Club has approximately 600–900 members annually and emphasized how valued Eaglecrest's Nordic trails and grooming operations are within the Nordic skiing community. He also noted the club's continued collaboration with Eaglecrest grooming staff, particularly in assisting and sharing knowledge with newer groomers.

Dave Hanna commented that if the Eaglecrest Foundation provides funding support for snowmaking improvements, purchasing materials directly through the Foundation could potentially result in significant cost savings. He referenced previous snowmaking infrastructure purchases where materials were procured at substantially lower costs than standard municipal purchasing processes. He also noted that components such as the variable frequency drive (VFD) panel may be candidates for direct sourcing to further reduce expenses. Additionally, he explained that existing older pipe infrastructure may still be usable for the air supply portion of the snowmaking system, as air systems operate under lower pressure requirements than water systems. He suggested that retaining and repurposing the existing pipe for air supply could extend its useful life and reduce replacement costs.

6. Staff / Operations Reports

General Manager / Director Report

The General Manager shared several positive updates and highlights from the past month. He noted that recent snowfall on the mountain had brought renewed excitement and optimism heading into the upcoming season. He also reflected on reaching approximately one year in his role with Eaglecrest and spoke about the significant progress made over the past year. He stated that Eaglecrest is in a much stronger operational and organizational position than it was a year ago and credited staff efforts, renewed energy, and strong board support for the positive momentum and improvements across the organization.

The recent board retreat was described as productive and energizing, helping establish a positive tone and direction for the future of Eaglecrest. Appreciation was also expressed to the Board for adjusting the meeting schedule, as the additional time helped staff manage several major activities occurring simultaneously, including the board retreat, ski sale, onboarding new employees, and meeting preparation.

A major operational highlight was the recent hiring of two new marketing staff members, Tracy and Greg, who recently started with Eaglecrest. The General Manager noted that both employees immediately made a noticeable impact, particularly in improving Eaglecrest's social media presence and overall marketing efforts. Their addition was described as a significant benefit to the organization.

Additionally, the new full-time, year-round Revenue Coordinator position is set to begin the following week. The General Manager explained that the position had previously only been funded part-time and seasonally and expanding it to a full-time role will provide critical operational support. The addition of this position is expected to reduce workload pressures on existing administrative staff and allow leadership to focus more heavily on operations, growth, and product development initiatives.

Challenges discussed primarily centered around balancing staffing transitions, onboarding new employees, and continuing to manage organizational growth while maintaining daily operations and project priorities.

7. Old Business

Gondola

Discussion continued regarding the gondola project and ongoing coordination surrounding freight and shipping logistics. Staff reported that an RFP for freight services is currently out for solicitation, and the project team is awaiting responses as part of the next phase of planning.

Additional discussion focused on gondola parts being shipped from Austria and the potential impacts of current tariffs on imported materials. Staff explained that the project team is continuing to assess options for

managing customs clearance and tariff-related processes, including whether to utilize a purchasing agent or AML to assist with import coordination and cost determination.

No formal action was taken.

8. New Business

Snowmaking

Staff reported that preparations for snowmaking operations are largely complete, and teams are ready to begin making snow once temperatures allow. While forecasts had previously indicated favorable snowmaking conditions, colder temperatures have continued to shift later than anticipated. In the meantime, staff have continued preparing the snowmaking system and evaluating future operational needs.

Discussion also included preliminary findings regarding upgrades needed within the snowmaking infrastructure. Staff noted that a major electrical panel inside the Logjam area will require upgrades to properly support system operations. Contractors are reportedly prepared to move forward quickly once authorization is provided, with minimal lead time needed for repairs and installation.

Staff further explained that the Logjam system increases water pressure within the snowmaking infrastructure, improving snowmaking efficiency and allowing for greater snow production capacity.

No action was taken and no motions were made.

9. Action Items

Committee Assignments

The Board discussed and finalized committee assignments for the upcoming term.

The Planning Committee was approved to consist of Kevin Krein, Jim Calvin, and Sean O'Neill. A motion to approve the committee as proposed was made by Wayne Stevens. Hearing no opposition, the committee assignment was approved.

Discussion then moved to the Finance Committee. Following discussion regarding committee size and membership, the committee was approved to consist of Brendan Cullum, Hannah Shively, and Thor Lindstrom. Wayne Stevens offered to step away from the committee to allow for the proposed membership structure. A motion to approve the committee as proposed was made by Kevin Krein. Hearing no opposition, the committee assignment was approved.

The HR Committee was proposed to consist of Hannah Shively, Jim Calvin, and Wayne Stevens. A motion to approve the committee as listed was made by Kevin Krein. Hearing no opposition, the committee assignment was approved.

Lastly, the Board discussed re-establishing the Sales and Communication Committee, which had previously existed but had become inactive. Board members discussed the value of reinstating the committee in a more strategic capacity, particularly with the addition of dedicated marketing staff. The committee was proposed to consist of Kevin Krein, Thor Lindstrom, and Sean O'Neill. A motion to approve the committee as proposed was made by Thor Lindstrom. Hearing no opposition, the committee assignment was approved.

10. Liaison Report

Neil Steininger provided an update from the Assembly and noted that an Eaglecrest-related item is scheduled for discussion at the upcoming Assembly meeting on Monday. The Assembly is expected to consider approval of the contract with the zipline operator, which will include opportunities for public comment and action.

He shared that the upcoming Assembly agenda is otherwise relatively light compared to typical meetings, though there will be continued discussion regarding ranked choice voting for CBJ, a topic the Assembly has been revisiting over several meetings.

Neil also referenced a recent Assembly Finance Committee meeting, which focused primarily on the City's overall budget process rather than Eaglecrest specifically, although Eaglecrest was referenced within comments and financial materials presented by the Finance Director. He explained that one of the key outcomes from the meeting was the decision not to pursue mid-year budget reductions for the current fiscal year. Instead, the Assembly Finance Committee chose to focus efforts on planning and preparation for the FY27 budget process. Additional discussion during the meeting centered around the scope of the City's financial challenges and planning for future public budget discussions and engagement.

11. Adjournment

The meeting adjourned at 7:06 PM

Mountain Report:

April was a very busy month on the mountain, with our final weekends and end-of-season events wrapping up successfully. We finished the season with great snow conditions and strong positive community engagement. Following closing weekend, staff across all departments spent the week working together on mountain cleanup efforts.

As a team, we held pricing meetings to prepare for FY27 and participated in all-department planning sessions to identify operational priorities for the upcoming year. We are also compiling a summer surplus list, which will begin to be released as additional items become uncovered from the snow.

A major focus over the past month has been the continued work surrounding FY27 Eaglecrest budget adjustments, working sessions, updates, and presentations.

Eaglecrest Summer Office operating hours are Monday–Thursday from 8:30 a.m. to 4:30 p.m.

Lifts

Lift operations for the season included:

- Porcupine: 84 operating days
- Hooter: 74 operating days
- Ptarmigan: 60 operating days

Preparations are underway for line work and NDT testing. Current projects include rebuilding sheave wheels, Msnow repairs, and deck repairs on lower Ptarmigan. Staff are currently awaiting repair quotes for the Hooter gearbox and the Ptarmigan communications line.

Mountain Operations

Mountain Operations has transitioned into spring and summer maintenance work, with staff actively “summer-izing” winter equipment including snow blowers, snowcats, and other seasonal operating vehicles. Regular scheduled maintenance has begun on all winter operating equipment, and additional PB parts have been ordered to support seasonal maintenance and cat repairs.

The team has also started preparing summer trail-clearing tools and clearing the summer road to allow maintenance vehicle access across the mountain. Lift maintenance planning is underway, including NDT carrier work, maintenance on equipment used to support lift projects, and repairs to the Msnow system along with lift decks and ramps. Staff also completed snow machine operation training and participated in tower climbing, fall arrest, and fallen worker rescue training alongside Patrol.

Snow was pushed from key operational areas, including the tops and bottoms of Porcupine, Hooter, and Ptarmigan lifts, to support spring access and maintenance activities.

Work continues on summer operations and guest services, including preparation for the Iride Segway Tours beginning this week. The lower Nordic loop was cleared through a collaborative effort between Eaglecrest and Iride despite heavy snow conditions. Additional pothole repairs and dirt work were completed for the Segway tent area.

Following the loss of the original vendor tent during December snowfall, a temporary operational plan has been developed. The summer vendor tent will be located in the upper parking lot near the EV charging area. Staff are coordinating electrical work with Building Maintenance while awaiting the arrival of the replacement tent, and Irise will temporarily operate out of Porcupine Lodge until the site is fully operational.

Additional spring projects include cleanup work at the old Cropley Lake pumphouse site. Crews have removed debris and pump house materials while snow coverage still allows easier access, helping facilitate future repairs once the area fully melts out. Maintenance staff also completed cleaning work at Hilda Dam and Ravens Rest cabins.

Staffing

This spring has brought several staffing changes and shortages; however, staff have worked collectively to make adjustments and keep summer maintenance projects on track. Current vacancies include:

- Mountain Operations Director — Justin is filling this role on an interim basis
- Mountain Safety Director — Dawn is filling this role on an interim basis
- Base Operations Manager — last day is the end of May
- Community Outreach Manager — last day is this week

Additionally, the full-time laborer who had been training for lift maintenance resigned in mid-April, and the Media Coordinator has also resigned.

At the beginning of April, the Revenue Coordinator started, which has been a significant benefit in improving the timeliness of revenue reporting to both the City and the bank. Eaglecrest also hired internally for the Vehicle Mechanic position.

Our Lead Cat Driver is currently attending Ski Area Management's Cutter's Camp for education, training, and industry networking opportunities. Additionally, the Lift Maintenance Manager is attending Rocky Mountain Lift Association training.

Administrative staff are continuing work on personnel actions related to moving seasonal employees into non-working status and processing separations to ensure position records remain current and accurate.

Snowsports School / Guest Services / Mountain Activities

Community Outreach

We would like to thank the Eaglecrest Foundation for its continued support of two important community outreach programs: Books 2 Boards and the School Group Sponsorship Program. Through these programs, Eaglecrest continues to provide access to youth who may not otherwise have the opportunity to participate in mountain recreation activities.

This season, the Books 2 Boards program brought middle school students to the mountain 332 times. Participants had access to rentals, lessons, and Team Ride opportunities, while also participating in off-mountain club activities designed to help create strong peer connections and community engagement.

The School Group Sponsorship Program supported 298 students this season out of the 937 school-group youth participants who visited the mountain for ski and snowboard experiences.

The 5th Grade Passport Program provided:

- 497 day tickets used
- 40 rentals
- 15 lessons

Summer camps opened for registration on April 1 and sold out quickly. Staff have worked to identify additional staffing support to expand offerings for the community, though only a few spots remain available.

This season, Eaglecrest supported a total of:

- 4,183 youth lessons
- 342 adult lessons

The FY27 operating schedule will include two potential operational models, both dependent on the final approved budget.

Staff will also be following up with the City regarding computer replacements that were originally scheduled for last summer/fall.

Revenue transmittals continue to be delivered to the City in a timely manner. With the addition of the Revenue Coordinator, staff have also been able to support directors with correcting journal entries to the appropriate accounting units. Eaglecrest Administration and the Revenue Coordinator have been working collaboratively through a significant number of administrative and accounting tasks over the past two months, with strong communication occurring between purchasing and accounts departments.

Mountain Safety

Patrol staff successfully completed seasonal tear-down operations and are now focused on end-of-season wrap-up tasks. Medical supplies for the aid room are being restocked, and purchasing is underway for bamboo, climbing equipment, and other patrol supplies needed for next season.

Patrol also participated in tower climbing, fall arrest, and fallen worker rescue training alongside Mountain Operations. Staff are currently compiling season summaries for weather, avalanche activity, medical responses, and other operational data.



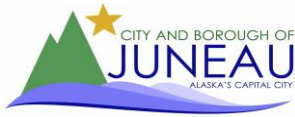
Actual vs Budget Year To Date

City and Borough of Juneau

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	4,122,840	(1,655,081)	-28.64%	235,598	4,358,438	(1,419,483)	-22.80%
Revenues	3,786,700	2,799,105	(987,595)	-26.08%	-	2,799,105	(987,595)	-26.08%
Net Total	(1,991,221)	(1,323,734)	667,486	33.52%	(235,598)	(1,661,173)	330,048	16.58%



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Commodities & Services	2,479,915	1,905,482	(574,433)	-23.16%	235,598	2,141,080	(338,835)	-9.56%
Personnel Services	3,298,006	2,217,358	(1,080,648)	-32.77%	-	2,217,358	(1,080,648)	-32.77%
Revenues	3,786,700	2,799,105	(987,595)	-26.08%	-	2,799,105	(987,595)	-26.08%
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5201-0000 - Mileage	300	419	119	39.62%	-	419	119	39.62%
5202-0000 - Travel & Training	45,390	5,421	(39,969)	-88.06%	-	5,421	(39,969)	-88.06%
5204-0000 - Recruiting	9,000	(3,750)	(12,750)	-141.67%	5,000	1,250	(7,750)	-86.11%
5205-0000 - Contractual Training	-	2,450	2,450	100.00%	-	2,450	2,450	100.00%
5310-0000 - Telephone	20,475	15,756	(4,719)	-23.05%	-	15,756	(4,719)	-23.05%
5320-0000 - Printing	17,700	8,979	(8,721)	-49.27%	-	8,979	(8,721)	-49.27%
5322-0000 - Advertising	35,300	10,684	(24,616)	-69.73%	-	10,684	(24,616)	-69.73%



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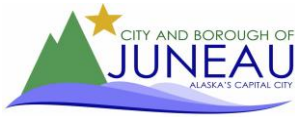
5330-0000 - Rents	-	990	990	100.00%	-	990	990	100.00%
5332-0000 - Electricity	90,000	72,254	(17,746)	-19.72%	-	72,254	(17,746)	-19.72%
5333-0000 - Fuel Oil & Propane	13,100	6,682	(6,418)	-48.99%	4,518	11,200	(1,900)	-14.50%
5334-0000 - Refuse Disposal	10,000	11,380	1,380	13.80%	-	11,380	1,380	13.80%
5336-0000 - Wastewater Service	5,000	2,052	(2,948)	-58.96%	-	2,052	(2,948)	-58.96%
5340-0000 - Repairs	6,500	1,334	(5,166)	-79.48%	-	1,334	(5,166)	-79.48%
5360-0000 - Equipment Rentals	2,000	3,110	1,110	55.51%	-	3,110	1,110	55.51%
5362-0000 - Fleet Replacement Reserve	335,000	335,000	-	0.00%	-	335,000	-	0.00%
5363-0000 - Equipment Maintenance - Non-Fleet	90,000	127,059	37,059	41.18%	23,293	150,352	60,352	67.06%
5370-0000 - Specialty & Property	157,800	157,800	-	0.00%	-	157,800	-	0.00%
5375-0000 - General Liab, Auto & EE Practice	1,100	1,100	-	0.00%	-	1,100	-	0.00%
5380-0000 - Dues & Subscriptions	10,950	7,994	(2,956)	-26.99%	-	7,994	(2,956)	-26.99%
5389-0000 - Fleet Gasoline	-	-	-	0.00%	-	-	-	0.00%
5390-0000 - Contractual Services	434,500	213,844	(220,656)	-50.78%	106,199	320,043	(114,457)	-2.90%
5394-0000 - Full Cost Allocation	523,100	523,100	-	0.00%	-	523,100	-	0.00%
5395-0000 - Medical Professional Services	-	-	-	0.00%	-	-	-	0.00%
5397-0000 - Bank Card Fees	120,000	70,749	(49,251)	-41.04%	22,258	93,007	(26,993)	-22.49%
5420-0000 - COVID Materials & Services	-	-	-	0.00%	-	-	-	0.00%



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5480-0000 - Office Supplies	6,600	1,188	(5,412)	-82.00%	-	1,188	(5,412)	-82.00%
5481-0000 - Postage & Parcel Post	500	11	(489)	-97.80%	-	11	(489)	-97.80%
5483-0000 - Foul Weather Gear	3,600	-	(3,600)	-100.00%	-	-	(3,600)	-100.00%
5484-0000 - Rental Inventory	35,000	37,122	2,122	6.06%	-	37,122	2,122	6.06%
5485-0000 - Inventory	3,000	-	(3,000)	-100.00%	-	-	(3,000)	-100.00%
5486-0000 - Retail Hard Goods	4,000	4,394	394	9.85%	-	4,394	394	9.85%
5487-0000 - Retail Soft Goods	42,000	35,081	(6,919)	-16.47%	-	35,081	(6,919)	-16.47%
5488-0000 - Uniforms & Safety Equipment	30,500	8,202	(22,298)	-73.11%	-	8,202	(22,298)	-73.11%
5489-0000 - Uniform & Tool Allowance	7,000	969	(6,031)	-86.16%	-	969	(6,031)	-86.16%
5490-0000 - Materials & Commodities	267,500	152,744	(114,756)	-42.90%	11,027	163,771	(103,729)	-38.78%
5492-0000 - Gasoline & Oil	135,000	89,547	(45,453)	-33.67%	63,303	152,850	17,850	13.22%
5493-0000 - Chemicals	6,000	-	(6,000)	-100.00%	-	-	(6,000)	-100.00%
5494-0000 - Loss Contingency	-	1,000	1,000	100.00%	-	1,000	1,000	100.00%
5496-0000 - Minor Equipment	12,000	818	(11,183)	-93.19%	-	818	(11,183)	-93.19%
7005-0000 - Reimbursable Expense - External	-	-	-	0.00%	-	-	-	0.00%
Total Commodities & Services	2,479,915	1,905,482	(574,433)	-23.16%	235,598	2,141,080	(338,835)	-9.56%
Personnel Services	3,298,006	2,217,358	(1,080,648)	-32.77%	-	2,217,358	(1,080,648)	-32.77%
Revenues	3,786,700	2,799,105	(987,595)	-26.08%	-	2,799,105	(987,595)	-26.08%



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Revenues	3,786,700	2,799,105	(987,595)	-26.08%	-	2,799,105	(987,595)	-26.08%
Investment	-	-	-	0.00%	-	-	-	0.00%
Other	100,100	386	(99,714)	-99.61%	-	386	(99,714)	-99.61%
Program	2,756,600	1,868,719	(887,881)	-32.21%	-	1,868,719	(887,881)	-32.21%
4300-0000 - User Fees	-	-	-	0.00%	-	-	-	0.00%
4310-0000 - Daily Pass Revenue	-	-	-	0.00%	-	-	-	0.00%
4310-0001 - Ski Lift Fees	350,000	299,483	(50,517)	-14.43%	-	299,483	(50,517)	-14.43%
4310-0002 - Bus Pass Sales	6,500	6,027	(473)	-7.28%	-	6,027	(473)	-7.28%



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4310-0003 - Ski School Sales	284,500	146,493	(138,007)	-48.51%	-	146,493	(138,007)	-48.51%
4330-0000 - Annual Revenue	1,200,000	858,669	(341,331)	-28.44%	-	858,669	(341,331)	-28.44%
4380-0000 - Contracted Service Revenue	62,000	5,052	(56,948)	-91.85%	-	5,052	(56,948)	-91.85%
4410-0000 - Permit Revenues	170,000	71,935	(98,065)	-57.69%	-	71,935	(98,065)	-57.69%
4420-0001 - Concession Fees	250,000	79,310	(170,690)	-68.28%	-	79,310	(170,690)	-68.28%
4420-0002 - Vending Revenue	3,000	-	(3,000)	-100.00%	-	-	(3,000)	-100.00%
4420-0005 - Ski Repair Fee	40,000	27,923	(12,077)	-30.19%	-	27,923	(12,077)	-30.19%
4510-0000 - Merchandise Sales	70,000	78,871	8,871	12.67%	-	78,871	8,871	12.67%
4514-0000 - Gift Certificate & Promotion	5,000	1,839	(3,161)	-63.23%	-	1,839	(3,161)	-63.23%
4550-0000 - Facility Rental Revenue	70,000	74,542	4,542	6.49%	-	74,542	4,542	6.49%
4560-0001 - Locker Rental	85,000	96,716	11,716	13.78%	-	96,716	11,716	13.78%
4560-0002 - Ski Rental	150,000	121,859	(28,141)	-18.76%	-	121,859	(28,141)	-18.76%
4570-0000 - Land Lease Revenue	10,600	-	(10,600)	-100.00%	-	-	(10,600)	-100.00%
Total Program	2,756,600	1,868,719	(887,881)	-32.21%	-	1,868,719	(887,881)	-32.21%
Support From	930,000	930,000	-	0.00%	-	930,000	-	0.00%
Net Total	(1,991,221)	(1,323,734)	667,486	33.52%	(235,598)	(1,661,173)	330,048	16.58%



Eaglecrest Product Sales Summary

From 7/1/2025 to 5/5/2026

Category / Attribute / Product	Sold	Gross	Tax	Ex Tax
Tickets				
Adult (19+) / Porcupine Only	743	\$ 16,792.60	\$ 798.60	\$ 15,994.00
Adult (19+) / All-Day/All-Lifts	1361	\$ 104,291.16	\$ 4,966.41	\$ 99,324.75
Adult (19+) / All-Day/Lower Mtn	459	\$ 23,557.70	\$ 1,121.80	\$ 22,435.90
Adult (19+) / Half-Day/All-Lifts	749	\$ 46,311.30	\$ 2,205.30	\$ 44,106.00
Adult (19+) / Half-Day/Lower Mtn	430	\$ 17,511.90	\$ 833.90	\$ 16,678.00
Adult (19+) / All-Lifts/SKI PKG	209	\$ 21,107.10	\$ 1,005.10	\$ 20,102.00
Adult (19+) / All-Lifts/BOARD PKG	115	\$ 11,510.10	\$ 548.10	\$ 10,962.00
Adult (19+) / NON-Resident-All-Day/All-Lifts	4	\$ 378.00	\$ 18.00	\$ 360.00
Adult (19+) / TEACHER APPRECIATION	6	\$ 225.00	\$ 10.74	\$ 214.26
Teen (13-18) / Porcupine Only	48	\$ 1,108.80	\$ 52.80	\$ 1,056.00
Teen (13-18) / All-Day/All-Lifts	288	\$ 15,839.25	\$ 754.25	\$ 15,085.00
Teen (13-18) / All-Day/Lower Mtn	121	\$ 4,319.70	\$ 205.70	\$ 4,114.00
Teen (13-18) / Half-Day/All-Lifts	102	\$ 4,188.02	\$ 199.44	\$ 3,988.58
Teen (13-18) / Half-Day/Lower Mtn	54	\$ 1,558.20	\$ 74.20	\$ 1,484.00
Teen (13-18) / All-Lifts/SKI PKG	50	\$ 3,734.85	\$ 177.85	\$ 3,557.00
Teen (13-18) / All-Lifts/BOARD PKG	23	\$ 1,706.25	\$ 81.25	\$ 1,625.00
Youth (7-12) / Porcupine Only	109	\$ 2,471.70	\$ 117.70	\$ 2,354.00
Youth (7-12) / All-Day/All-Lifts	166	\$ 6,237.00	\$ 297.00	\$ 5,940.00
Youth (7-12) / All-Day/Lower Mtn	99	\$ 2,390.85	\$ 113.85	\$ 2,277.00
Youth (7-12) / Half-Day/All-Lifts	68	\$ 1,999.20	\$ 95.20	\$ 1,904.00
Youth (7-12) / Half-Day/Lower Mtn	92	\$ 1,642.20	\$ 78.20	\$ 1,564.00
Youth (7-12) / All-Lifts/SKI PKG	93	\$ 5,175.45	\$ 246.45	\$ 4,929.00
Youth (7-12) / All-Lifts/BOARD PKG	15	\$ 780.15	\$ 37.15	\$ 743.00
Child (6 & Younger) / All-Day/All-Lifts	197	\$ 0.00	\$ 0.00	\$ 0.00
Child (6 & Younger) / All-Day/All-Lifts -	14	\$ 191.10	\$ 9.10	\$ 182.00
Senior (65+) / Porcupine Only	3	\$ 69.30	\$ 3.30	\$ 66.00
Senior (65+) / All-Day/All-Lifts	44	\$ 2,848.12	\$ 135.62	\$ 2,712.50
Senior (65+) / All-Day/Lower Mtn	9	\$ 434.70	\$ 20.70	\$ 414.00
Senior (65+) / Half-Day/All-Lifts	53	\$ 2,615.55	\$ 124.55	\$ 2,491.00
Senior (65+) / Half-Day/Lower Mtn	25	\$ 971.25	\$ 46.25	\$ 925.00
Senior (65+) / All-Lifts/SKI PKG	10	\$ 924.00	\$ 44.00	\$ 880.00
Military/College / Military - All-Lifts/All-Day	153	\$ 9,287.25	\$ 442.25	\$ 8,845.00
Military/College / College - All-Lifts/All-Day	152	\$ 9,158.10	\$ 436.10	\$ 8,722.00
Nordic Trail Fees / Adult-Senior-Teen	63	\$ 1,376.56	\$ 65.56	\$ 1,311.00

Category / Attribute / Product	Sold	Gross	Tax	Ex Tax
Nordic Trail Fees / Youth-Child	2	\$ 37.80	\$ 1.80	\$ 36.00
Comp & Specials / SP Bring A Friend	223	\$ 0.00	\$ 0.00	\$ 0.00
Comp & Specials / One Ride	19	\$ 239.40	\$ 11.40	\$ 228.00
Comp & Specials / 50th Birthday Ticket	319	\$ 2,337.30	\$ 111.30	\$ 2,226.00
Comp & Specials / COMP	72	\$ 0.00	\$ 0.00	\$ 0.00
Bulk Tickets / Adult Bulk Ticket \$52 (25ea)	50	\$ 2,730.00	\$ 130.00	\$ 2,600.00
Bulk Tickets / APD BULK	46	\$ 1,701.00	\$ 81.00	\$ 1,620.00
Bulk Tickets / Adult CG Bulk Ticket \$35	51	\$ 1,785.00	\$ 0.00	\$ 1,785.00
Bulk Tickets / Adult CG Bulk Ticket \$40	165	\$ 6,560.00	\$ 0.00	\$ 6,560.00
Bus / Round Trip	5	\$ 52.50	\$ 2.50	\$ 50.00
Bus / One Way	9	\$ 47.25	\$ 2.25	\$ 45.00
Forgot Pass/Employee/Reprint / Forgot Pass	144	\$ 0.00	\$ 0.00	\$ 0.00
Forgot Pass/Employee/Reprint / Reprint All	484	\$ 0.00	\$ 0.00	\$ 0.00
Forgot Pass/Employee/Reprint / Reprint Lower	37	\$ 0.00	\$ 0.00	\$ 0.00
Forgot Pass/Employee/Reprint / EMP All	79	\$ 0.00	\$ 0.00	\$ 0.00
	7832	\$ 338,202.66	\$ 15,706.67	\$ 322,495.99
Season Pass				
Adult (19+) / Unlimited	874	\$ 544,921.32	\$ 25,828.64	\$ 519,092.68
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	81	\$ 22,869.00	\$ 1,089.00	\$ 21,780.00
Adult (19+) / 10 Visit	37	\$ 21,546.00	\$ 1,026.00	\$ 20,520.00
Adult (19+) / Payment plan Additional	4	\$ 254.00	\$ 12.08	\$ 241.92
Senior (65+) / Unlimited	93	\$ 50,154.07	\$ 2,388.29	\$ 47,765.78
Super Senior (75+) / Unlimited Super Senior	53	\$ 0.00	\$ 0.00	\$ 0.00
College / College	29	\$ 16,170.00	\$ 770.00	\$ 15,400.00
Military / Military	47	\$ 27,142.50	\$ 1,292.50	\$ 25,850.00
Teen (13-18) / Unlimited	206	\$ 75,767.50	\$ 3,587.50	\$ 72,180.00
Teen (13-18) / 5 Visit	26	\$ 6,006.00	\$ 286.00	\$ 5,720.00
Teen (13-18) / 10 Visit	7	\$ 2,793.00	\$ 133.00	\$ 2,660.00
Youth (7-12) / Unlimited	270	\$ 55,642.50	\$ 2,632.50	\$ 53,010.00
Child (6 & younger) / Unlimited	162	\$ 5,426.40	\$ 258.40	\$ 5,168.00
Nordic / Nordic	36	\$ 5,355.00	\$ 255.00	\$ 5,100.00
Nordic / Nordic TEEN	6	\$ 598.50	\$ 28.50	\$ 570.00
Nordic / Nordic Add-on	91	\$ 4,777.50	\$ 227.50	\$ 4,550.00
Schools / 5th Graders	154	\$ 0.00	\$ 0.00	\$ 0.00
Schools / Books2Boards	67	\$ 0.00	\$ 0.00	\$ 0.00
Flex Pass / Flex Pass	130	\$ 23,142.00	\$ 1,102.00	\$ 22,040.00
Transferable / Transferable	11	\$ 15,450.00	\$ 450.00	\$ 15,000.00
Employee / Employee Unlimited	125	\$ 0.00	\$ 0.00	\$ 0.00
Employee / Employee Limited	1	\$ 0.00	\$ 0.00	\$ 0.00

Category / Attribute / Product	Sold	Gross	Tax	Ex Tax
Employee / Employee Dependent	40	\$ 1,050.00	\$ 50.00	\$ 1,000.00
Employee / EMP Food Voucher	1720	\$ 0.00	\$ 0.00	\$ 0.00
Bus / Snow Bus	8	\$ 793.25	\$ 33.25	\$ 760.00
TRADE / TRADE	29	\$ 0.00	\$ 0.00	\$ 0.00
Replacement Passes / Replacement- Lost	40	\$ 630.00	\$ 30.00	\$ 600.00
Replacement Passes / NEW Media Card	210	\$ 1,092.00	\$ 52.00	\$ 1,040.00
Flex Pass Discount / Flex Pass Discount	130	\$ 0.00	\$ 0.00	\$ 0.00
	4735	\$ 897,456.54	\$ 42,252.16	\$ 855,204.38
Office				
Gift Cards / Gift Card	19	\$ 3,698.49	\$ 0.00	\$ 3,698.49
Gift Cards / \$25 Gift Card	4	\$ 100.00	\$ 0.00	\$ 100.00
Gift Cards / \$50 Gift Card	6	\$ 300.00	\$ 0.00	\$ 300.00
Gift Cards / \$100 Gift Card	2	\$ 200.00	\$ 0.00	\$ 200.00
Lockers / Individual	184	\$ 52,216.50	\$ 2,486.50	\$ 49,730.00
Lockers / Coin Day Lockers	7	\$ 107.50	\$ 0.00	\$ 107.50
Lockers / Family	105	\$ 49,202.22	\$ 2,342.96	\$ 46,859.26
Lockers / Snowboard	5	\$ 1,286.25	\$ 61.25	\$ 1,225.00
Lockers / Corner	6	\$ 2,110.50	\$ 100.50	\$ 2,010.00
Snow Bus / One Way	358	\$ 1,790.00	\$ 0.00	\$ 1,790.00
Snow Bus / Round Trip	42	\$ 420.00	\$ 0.00	\$ 420.00
Special Events / Christmas Celebration	46	\$ 828.00	\$ 39.56	\$ 788.44
Special Events / 50th Season Evening Kick off	0	\$ 0.00	\$ 0.00	\$ 0.00
Special Events / Snovember Ticket/Dinner	39	\$ 1,209.00	\$ 46.00	\$ 1,163.00
Special Events / Film Night: Movie ONLY	66	\$ 1,039.50	\$ 49.50	\$ 990.00
Admin Service Fees / Lesson Admin Fee	9	\$ 450.00	\$ 21.42	\$ 428.58
Admin Service Fees / Rental Service	-1	(\$ 12.60)	(\$ 0.60)	(\$ 12.00)
Admin Service Fees / B2B Foundation	1	\$ 10,440.00	\$ 0.00	\$ 10,440.00
Admin Service Fees / Customer Service Fees	2	\$ 105.50	\$ 0.00	\$ 105.50
	900	\$ 125,490.86	\$ 5,147.09	\$ 120,343.77
Triple Play & BB Cards				
Youth (7-17) / Triple Play Pack	41	\$ 5,496.75	\$ 261.75	\$ 5,235.00
Adult (18+) / Triple Play Pack	52	\$ 7,016.63	\$ 334.13	\$ 6,682.50
Adult (18+) / Triple Play - Skate	1	\$ 126.00	\$ 6.00	\$ 120.00
	94	\$ 12,639.38	\$ 601.88	\$ 12,037.50
Programs - Youth				
Wee Ski / Wee Ski (3-6)	119	\$ 32,704.86	\$ 1,557.36	\$ 31,147.50
Powder Pilots (Ski) / Powder Pilots (6-7)	82	\$ 21,420.02	\$ 1,020.02	\$ 20,400.00
Mountain Explorers (Ski) / Mountain Explorers	88	\$ 21,252.00	\$ 1,012.00	\$ 20,240.00
Holiday Camp (Ski) / Holiday Camp First Timer	86	\$ 11,090.61	\$ 528.11	\$ 10,562.50
Holiday Camp (Ski) / Holiday Camp HTR &	34	\$ 4,396.87	\$ 209.37	\$ 4,187.50
Holiday Camp (Snowboard) / Holiday Camp	21	\$ 2,756.25	\$ 131.25	\$ 2,625.00

Category / Attribute / Product	Sold	Gross	Tax	Ex Tax
Holiday Camp (Snowboard) / Holiday Camp	5	\$ 656.25	\$ 31.25	\$ 625.00
Little Rippers (Snowboard) / Little Rippers (5-6)	6	\$ 1,669.50	\$ 79.50	\$ 1,590.00
Big Rippers (Snowboard) / Big Rippers (7-17)	12	\$ 2,898.00	\$ 138.00	\$ 2,760.00
5th Grade Series / 5th Grade Ski/Board Series	1	\$ 0.00	\$ 0.00	\$ 0.00
B2B / B2B Lesson	2	\$ 0.00	\$ 0.00	\$ 0.00
Summer Adventure Series / Summer	59	\$ 18,261.25	\$ 856.25	\$ 17,405.00
	515	\$ 117,105.61	\$ 5,563.11	\$ 111,542.50
Programs - Adult				
Mountain Skills & Tactics (Snowboard) /	2	\$ 315.00	\$ 15.00	\$ 300.00
Women's Edge (Ski) / Women's Edge Series	14	\$ 2,047.50	\$ 97.50	\$ 1,950.00
	16	\$ 2,362.50	\$ 112.50	\$ 2,250.00
Lessons				
Private Lessons / 1 Hour Private	45	\$ 3,771.60	\$ 179.60	\$ 3,592.00
Private Lessons / 2 Hour Private	15	\$ 1,714.13	\$ 81.63	\$ 1,632.50
Private Lessons / Add'l Person	18	\$ 934.50	\$ 44.50	\$ 890.00
Youth Group Lessons / Learn-to-SKI PKG	87	\$ 5,937.75	\$ 282.75	\$ 5,655.00
Youth Group Lessons / Learn-to-Board PKG	46	\$ 3,139.50	\$ 149.50	\$ 2,990.00
Youth Group Lessons / Group Lesson	6	\$ 111.30	\$ 5.30	\$ 106.00
Youth Group Lessons / 5th Grade Lesson	15	\$ 0.00	\$ 0.00	\$ 0.00
Youth Group Lessons / Community L2 Ski	20	\$ 945.00	\$ 45.00	\$ 900.00
Youth Group Lessons / Community L2 Board	2	\$ 94.50	\$ 4.50	\$ 90.00
Tykes Group Lessons / Learn-to-Ride PKG	18	\$ 1,091.99	\$ 51.99	\$ 1,040.00
Tykes Group Lessons / Learn-to-SKI PKG	72	\$ 4,914.00	\$ 234.00	\$ 4,680.00
Tykes Group Lessons / Group Lesson	10	\$ 389.54	\$ 18.54	\$ 371.00
Nordic Lessons / Learn-to-Classic PKG	3	\$ 204.75	\$ 9.75	\$ 195.00
Nordic Lessons / Learn-to-Skate PKG	3	\$ 189.00	\$ 9.00	\$ 180.00
Adult Group Lessons / Group Lesson	3	\$ 157.50	\$ 7.50	\$ 150.00
Adult Group Lessons / Employee Lesson	8	\$ 0.00	\$ 0.00	\$ 0.00
Adult Group Lessons / Learn-to-Board PKG	26	\$ 1,774.50	\$ 84.50	\$ 1,690.00
Adult Group Lessons / Learn-to-SKI PKG	60	\$ 4,026.76	\$ 191.76	\$ 3,835.00
Adult Group Lessons / \$45 Learn to Ski Special	40	\$ 1,890.00	\$ 90.00	\$ 1,800.00
Adult Group Lessons / \$45 Learn to Board	9	\$ 425.25	\$ 20.25	\$ 405.00
Adult Group Lessons / Community L2 Ski	19	\$ 897.75	\$ 42.75	\$ 855.00
Adult Group Lessons / BBBS Lesson SKI	5	\$ 236.25	\$ 11.25	\$ 225.00
Adult Group Lessons / BBBS Lesson Board	1	\$ 47.25	\$ 2.25	\$ 45.00
Adult Group Lessons / BBBS LITLLE Add'l	5	\$ 0.00	\$ 0.00	\$ 0.00
	536	\$ 32,892.82	\$ 1,566.32	\$ 31,326.50
School Sales				
Idea (pay direct) / Lesson (10 Weeks)	2	\$ 483.00	\$ 23.00	\$ 460.00
Raven Correspondance School / Lesson (10	23	\$ 5,290.00	\$ 0.00	\$ 5,290.00
Raven (pay direct) / Lesson (10 Weeks)	3	\$ 724.50	\$ 34.50	\$ 690.00

Category / Attribute / Product	Sold	Gross	Tax	Ex Tax
Homebridge Homeschool / Lessons (10	4	\$ 920.00	\$ 0.00	\$ 920.00
Homebridge Homeschool (Pay Direct) /	1	\$ 241.50	\$ 11.50	\$ 230.00
Homeschool L&R Add ons / Tickets Invoice	21	\$ 2,520.00	\$ 0.00	\$ 2,520.00
Homeschool L&R Add ons / Rentals Invoice	20	\$ 2,500.00	\$ 0.00	\$ 2,500.00
Homeschool L&R Add ons / Rentals Pay	1	\$ 131.25	\$ 6.25	\$ 125.00
Homeschool L&R Add ons / Tickets Pay	1	\$ 126.00	\$ 6.00	\$ 120.00
All Other Schools / Lesson (Single)	930	\$ 15,154.64	\$ 0.00	\$ 15,154.64
All Other Schools / Rental (Single)	791	\$ 9,353.60	\$ 0.00	\$ 9,353.60
All Other Schools / Lift Ticket (Single)	824	\$ 9,735.76	\$ 0.00	\$ 9,735.76
All Other Schools / Bus Transportation	31	\$ 4,209.00	\$ 0.00	\$ 4,209.00
	2652	\$ 51,389.25	\$ 81.25	\$ 51,308.00
Redemption				
Ski Rentals - Daily / Adult 19-64 - Redemption	445	\$ 49.00	\$ 0.00	\$ 49.00
Ski Rentals - Daily / Senior 65+ Redemption	2	\$ 0.00	\$ 0.00	\$ 0.00
Ski Rentals - Daily / Teen 13-18 - Redemption	333	\$ 0.00	\$ 0.00	\$ 0.00
Ski Rentals - Daily / Youth 7-12 - Redemption	1036	\$ 0.00	\$ 0.00	\$ 0.00
Ski Rentals - Daily / Child U6 - Redemption	244	\$ 0.00	\$ 0.00	\$ 0.00
Ski Rentals - Daily / SSS Ski Redemption	6	\$ 0.00	\$ 0.00	\$ 0.00
Board Rentals - Daily / Adult 19-64 -	163	\$ 0.00	\$ 0.00	\$ 0.00
Board Rentals - Daily / Teen 13-18 -	122	\$ 0.00	\$ 0.00	\$ 0.00
Board Rentals - Daily / Youth 7-12 -	188	\$ 0.00	\$ 0.00	\$ 0.00
Board Rentals - Daily / Child U6 - Redemption	23	\$ 0.00	\$ 0.00	\$ 0.00
Board Rentals - Daily / SSS Board Redemption	3	\$ 0.00	\$ 0.00	\$ 0.00
Nordic Rental - Daily / Nordic Classic -	11	\$ 0.00	\$ 0.00	\$ 0.00
Season Rentals / SR Ski Redemption	57	\$ 0.00	\$ 0.00	\$ 0.00
Season Rentals / SR Board Redemption	8	\$ 0.00	\$ 0.00	\$ 0.00
Snowsports Tickets / SS All Mountain	1600	\$ 0.00	\$ 0.00	\$ 0.00
Snowsports Tickets / SS Lower Mountain	465	\$ 0.00	\$ 0.00	\$ 0.00
Snowsports Tickets / SS Porcupine Only	606	\$ 0.00	\$ 0.00	\$ 0.00
Snowsports Tickets / SS Nordic Trails	12	\$ 0.00	\$ 0.00	\$ 0.00
Snowsports Tickets / School Group All	930	\$ 0.00	\$ 0.00	\$ 0.00
Marketing / Boarding Pass-Ferry	23	\$ 0.00	\$ 0.00	\$ 0.00
Marketing / Indy Pass	101	\$ 123.15	\$ 0.00	\$ 123.15
Marketing / Powder Alliance	76	\$ 0.00	\$ 0.00	\$ 0.00
Marketing / Visiting Season Pass-Day	300	\$ 0.00	\$ 0.00	\$ 0.00
Marketing / Boarding Pass-AK Seaplanes	7	\$ 0.00	\$ 0.00	\$ 0.00
Marketing / Boarding Pass-AK Airlines	428	\$ 0.00	\$ 0.00	\$ 0.00
Flex Pass Add A Day / Flex Pass Day	518	\$ 20,320.07	\$ 970.07	\$ 19,350.00
Multi Visit Redemption / 10 Adult	242	\$ 0.00	\$ 0.00	\$ 0.00
Multi Visit Redemption / 10 Teen	51	\$ 0.00	\$ 0.00	\$ 0.00
Multi Visit Redemption / 5 Adult	292	\$ 0.00	\$ 0.00	\$ 0.00

Category / Attribute / Product	Sold	Gross	Tax	Ex Tax
Multi Visit Redemption / 5 Teen	80	\$ 0.00	\$ 0.00	\$ 0.00
5th Grade Passport / 5th Grade Ticket	497	\$ 0.00	\$ 0.00	\$ 0.00
B2B Redemptions / B2B Ticket	321	\$ 0.00	\$ 0.00	\$ 0.00
B2B Redemptions / B2B Group Lesson	86	\$ 0.00	\$ 0.00	\$ 0.00
B2B Redemptions / B2B Ski Rental	248	\$ 0.00	\$ 0.00	\$ 0.00
B2B Redemptions / B2B Board Rental	40	\$ 0.00	\$ 0.00	\$ 0.00
Triple Play Redemption / Adult Ski Rental	89	\$ 0.00	\$ 0.00	\$ 0.00
Triple Play Redemption / Adult Board Rental	25	\$ 0.00	\$ 0.00	\$ 0.00
Triple Play Redemption / Youth Ski Rental	44	\$ 0.00	\$ 0.00	\$ 0.00
Triple Play Redemption / Youth Board Rental	37	\$ 0.00	\$ 0.00	\$ 0.00
Triple Play Redemption / Adult Ticket	115	\$ 0.00	\$ 0.00	\$ 0.00
Triple Play Redemption / Youth Ticket	81	\$ 0.00	\$ 0.00	\$ 0.00
Triple Play Redemption / Ski Lesson	129	\$ 0.00	\$ 0.00	\$ 0.00
Triple Play Redemption / Board Lesson	67	\$ 0.00	\$ 0.00	\$ 0.00
USCG Redemption / USCG Ski Rental	27	\$ 0.00	\$ 0.00	\$ 0.00
USCG Redemption / USCG SB Rental	3	\$ 0.00	\$ 0.00	\$ 0.00
ORCA/SAIL / ORCA Alpine Rental	142	\$ 1,400.00	\$ 0.00	\$ 1,400.00
ORCA/SAIL / ORCA SB Rental	3	\$ 30.00	\$ 0.00	\$ 30.00
ORCA/SAIL / ORCA Ski/Rider- Ticket	88	\$ 1,320.00	\$ 0.00	\$ 1,320.00
ORCA/SAIL / ORCA Volunteer- Lift Ticket	128	\$ 0.00	\$ 0.00	\$ 0.00
ORCA/SAIL / ORCA Volunteer COMP- Another	2	\$ 0.00	\$ 0.00	\$ 0.00
Legislative Pkg (LP) / LP Lift Ticket	4	\$ 0.00	\$ 0.00	\$ 0.00
Legislative Pkg (LP) / LP Ski Rental	1	\$ 0.00	\$ 0.00	\$ 0.00
Legislative Pkg (LP) / LP Lesson	2	\$ 0.00	\$ 0.00	\$ 0.00
PSIA/AASI / PSIA/AASI MEMBER TICKET	9	\$ 0.00	\$ 0.00	\$ 0.00
Employee Food Program / EMP Bacon Burrito	995	\$ 0.00	\$ 0.00	\$ 0.00
Employee Food Program / EMP Sausage	5	\$ 0.00	\$ 0.00	\$ 0.00
Employee Food Program / EMP Breakfast	3	\$ 0.00	\$ 0.00	\$ 0.00
Employee Food Program / EMP Burger	7	\$ 0.00	\$ 0.00	\$ 0.00
Employee Food Program / EMP Chicken Wrap	6	\$ 0.00	\$ 0.00	\$ 0.00
Employee Food Program / EMP Chicken	40	\$ 0.00	\$ 0.00	\$ 0.00
Employee Food Program / EMP Tater Tots	2	\$ 0.00	\$ 0.00	\$ 0.00
Employee Food Program / EMP Fries	5	\$ 0.00	\$ 0.00	\$ 0.00
Employee Food Program / EMP Pretzel +	2	\$ 0.00	\$ 0.00	\$ 0.00
Employee Food Program / EMP Crispy Chkn	1	\$ 0.00	\$ 0.00	\$ 0.00
Employee Food Program / EMP Chili Cheese	5	\$ 0.00	\$ 0.00	\$ 0.00
Employee Food Program / EMP Black Bear	9	\$ 0.00	\$ 0.00	\$ 0.00
	11640	\$ 23,242.22	\$ 970.07	\$ 22,272.15
Rental				
SKI Daily Rentals / Adult 19-64	1015	\$ 33,675.73	\$ 1,603.63	\$ 32,072.10
SKI Daily Rentals / UAS College \$30	18	\$ 567.00	\$ 27.00	\$ 540.00

Category / Attribute / Product	Sold	Gross	Tax	Ex Tax
SKI Daily Rentals / Senior 65+	23	\$ 668.85	\$ 31.85	\$ 637.00
SKI Daily Rentals / Teen 13-18	458	\$ 6,367.75	\$ 303.25	\$ 6,064.50
SKI Daily Rentals / Youth 7-12	560	\$ 16,831.51	\$ 801.51	\$ 16,030.00
SKI Daily Rentals / Child 6 & under	276	\$ 5,953.50	\$ 283.50	\$ 5,670.00
Snowboard Daily Rentals / Adult 19-64	417	\$ 15,332.10	\$ 730.10	\$ 14,602.00
Snowboard Daily Rentals / UAS College \$23	11	\$ 265.65	\$ 12.65	\$ 253.00
Snowboard Daily Rentals / Teen 13-18	157	\$ 3,774.81	\$ 179.76	\$ 3,595.05
Snowboard Daily Rentals / Youth 7-12	84	\$ 2,535.75	\$ 120.75	\$ 2,415.00
Snowboard Daily Rentals / Child 6 & under	46	\$ 926.06	\$ 44.06	\$ 882.00
Nordic Daily Rentals / Nordic Classic Rental	18	\$ 907.20	\$ 43.20	\$ 864.00
Helmet Rental / Helmet Rental	137	\$ 1,713.60	\$ 81.60	\$ 1,632.00
Poles ONLY / Poles Only	66	\$ 831.60	\$ 39.60	\$ 792.00
Snowboard Boot ONLY / Adult&Senior 18+	95	\$ 2,667.00	\$ 127.00	\$ 2,540.00
Snowboard Boot ONLY / Teen&Youth 7-17	22	\$ 519.23	\$ 24.73	\$ 494.50
Demo Skis / Rossignal Demo	14	\$ 779.10	\$ 37.10	\$ 742.00
Demo Skis / Demo Ski	48	\$ 2,821.35	\$ 134.35	\$ 2,687.00
Demo Skis / Volkl Demo	4	\$ 200.55	\$ 9.55	\$ 191.00
Demo Board / Demo Board	5	\$ 209.53	\$ 9.98	\$ 199.55
Season Rentals / SKI - Child (3-6) Season	40	\$ 6,982.50	\$ 332.50	\$ 6,650.00
Season Rentals / SKI - Youth 7-12 Season	34	\$ 8,032.50	\$ 382.50	\$ 7,650.00
Season Rentals / SKI - Teen 13-18 Season	10	\$ 2,612.40	\$ 124.40	\$ 2,488.00
Season Rentals / SKI - Adult 19-64 Season	6	\$ 1,890.00	\$ 90.00	\$ 1,800.00
Season Rentals / BOARD - Child (3-6) Season	1	\$ 183.75	\$ 8.75	\$ 175.00
Season Rentals / BOARD - Youth 7-12 Season	3	\$ 708.75	\$ 33.75	\$ 675.00
Season Rentals / BOARD - Teen 13-18	2	\$ 525.00	\$ 25.00	\$ 500.00
Season Rentals / BOARD - Adult 19-64 Season	1	\$ 315.00	\$ 15.00	\$ 300.00
Fitting Reservation / Pre-Fit Reservation	7	\$ 0.00	\$ 0.00	\$ 0.00
	3578	\$ 118,797.77	\$ 5,657.07	\$ 113,140.70
Retail				
Accessories / 10" Scraper	1	\$ 7.56	\$ 0.36	\$ 7.20
Accessories / Binding Hardware	5	\$ 46.20	\$ 2.20	\$ 44.00
Accessories / Dakine Goggle Case	2	\$ 50.40	\$ 2.40	\$ 48.00
Accessories / Heli Strap	9	\$ 61.02	\$ 2.92	\$ 58.10
Accessories / HOT Wax	9	\$ 163.80	\$ 7.80	\$ 156.00
Accessories / Spike Stomp	10	\$ 151.22	\$ 7.22	\$ 144.00
Accessories / Supertune Base Cleaner	4	\$ 50.52	\$ 2.42	\$ 48.10
Accessories / Advil	10	\$ 38.80	\$ 1.84	\$ 36.96
Accessories / Aleve	4	\$ 16.00	\$ 0.76	\$ 15.24
Accessories / Armband Passholders	1	\$ 6.83	\$ 0.32	\$ 6.51
Accessories / Banana Boat Sunscreen	8	\$ 38.50	\$ 1.83	\$ 36.67
Accessories / Batteries	5	\$ 5.00	\$ 0.25	\$ 4.75

Category / Attribute / Product	Sold	Gross	Tax	Ex Tax
Accessories / Cat Crap Wipes	51	\$ 172.90	\$ 8.35	\$ 164.55
Accessories / Chap Ice	2	\$ 4.00	\$ 0.18	\$ 3.82
Accessories / Dermatone Lip Balm	28	\$ 104.40	\$ 4.94	\$ 99.46
Accessories / Duct Tape	3	\$ 15.00	\$ 0.72	\$ 14.28
Accessories / Gore-Tex Fabric Patches	3	\$ 27.00	\$ 1.29	\$ 25.71
Accessories / Hair Tie	6	\$ 5.90	\$ 0.29	\$ 5.61
Accessories / Hand Warmers	286	\$ 549.20	\$ 25.63	\$ 523.57
Accessories / Kleenex Go-Pack	2	\$ 2.00	\$ 0.10	\$ 1.90
Accessories / Lanyard Passholders	24	\$ 97.44	\$ 4.64	\$ 92.80
Accessories / Nail Clippers	2	\$ 4.73	\$ 0.23	\$ 4.50
Accessories / Pepcid	4	\$ 13.24	\$ 0.62	\$ 12.62
Accessories / Pepto Bismol	2	\$ 7.04	\$ 0.34	\$ 6.70
Accessories / Pocket Wax	1	\$ 5.47	\$ 0.26	\$ 5.21
Accessories / Ricola	1	\$ 4.90	\$ 0.23	\$ 4.67
Accessories / Ski Gee	76	\$ 224.78	\$ 10.88	\$ 213.90
Accessories / Snap leash	4	\$ 26.47	\$ 1.27	\$ 25.20
Accessories / Toe Warmers	97	\$ 186.40	\$ 8.64	\$ 177.76
Accessories / Tylenol	3	\$ 3.00	\$ 0.15	\$ 2.85
Accessories / Plane Jane Scraper	2	\$ 11.34	\$ 0.54	\$ 10.80
Accessories / SB Leash	16	\$ 127.99	\$ 6.16	\$ 121.83
Accessories / SB Screws	1	\$ 10.50	\$ 0.50	\$ 10.00
Accessories / Gummi Stone	1	\$ 14.18	\$ 0.68	\$ 13.50
Accessories / Rub On/Hot Melt Wax Bar	66	\$ 250.40	\$ 11.86	\$ 238.54
Accessories / Combo Brush	2	\$ 24.99	\$ 1.19	\$ 23.80
Accessories / Ski Basket	1	\$ 5.67	\$ 0.27	\$ 5.40
Gloves/ Mitts / Blazer Glove	2	\$ 94.50	\$ 4.50	\$ 90.00
Gloves/ Mitts / Blazer Mitt	6	\$ 278.78	\$ 13.28	\$ 265.50
Gloves/ Mitts / Brat Mitt	10	\$ 249.39	\$ 11.89	\$ 237.50
Gloves/ Mitts / Camaro Mitt	2	\$ 174.30	\$ 8.30	\$ 166.00
Gloves/ Mitts / Camino Glove	3	\$ 132.30	\$ 6.30	\$ 126.00
Gloves/ Mitts / Camino Mitt	3	\$ 137.03	\$ 6.53	\$ 130.50
Gloves/ Mitts / Fleetwood Mitten	4	\$ 231.00	\$ 11.00	\$ 220.00
Gloves/ Mitts / Lynx Glove	7	\$ 321.31	\$ 15.31	\$ 306.00
Gloves/ Mitts / Lynx Mitt	16	\$ 727.66	\$ 34.66	\$ 693.00
Gloves/ Mitts / Nova Glove	3	\$ 173.25	\$ 8.25	\$ 165.00
Gloves/ Mitts / Nova Mitt	1	\$ 57.75	\$ 2.75	\$ 55.00
Gloves/ Mitts / Rambler Liner	48	\$ 915.60	\$ 43.60	\$ 872.00
Gloves/ Mitts / Scout Glove	3	\$ 137.03	\$ 6.53	\$ 130.50
Gloves/ Mitts / Sequoia Glove	8	\$ 669.39	\$ 31.89	\$ 637.50
Gloves/ Mitts / Sequoia Mitt	1	\$ 89.25	\$ 4.25	\$ 85.00
Gloves/ Mitts / Tracker Glove	3	\$ 100.49	\$ 4.79	\$ 95.70

Category / Attribute / Product	Sold	Gross	Tax	Ex Tax
Gloves/ Mitts / Tracker Mitt	14	\$ 467.79	\$ 22.29	\$ 445.50
Gloves/ Mitts / Titan Glove	10	\$ 847.88	\$ 40.38	\$ 807.50
Gloves/ Mitts / Titan Mitt	3	\$ 249.90	\$ 11.90	\$ 238.00
Gloves/ Mitts / Yukon Glove	10	\$ 272.18	\$ 12.98	\$ 259.20
Gloves/ Mitts / Yukon Mitt	8	\$ 215.48	\$ 10.28	\$ 205.20
Gloves/ Mitts / Jr Glove	18	\$ 464.75	\$ 9.75	\$ 455.00
Gloves/ Mitts / Jr Mid Glove	8	\$ 343.15	\$ 16.35	\$ 326.80
Gloves/ Mitts / Jr Premium Glove	4	\$ 229.23	\$ 10.93	\$ 218.30
Gloves/ Mitts / Jr Mitt	22	\$ 572.13	\$ 23.53	\$ 548.60
Gloves/ Mitts / Jr Mid Mitt	17	\$ 717.92	\$ 34.22	\$ 683.70
Gloves/ Mitts / Jr Premium Mitt	12	\$ 687.69	\$ 32.79	\$ 654.90
Gloves/ Mitts / Toddler Easy-On Mitt	12	\$ 391.57	\$ 18.67	\$ 372.90
Gloves/ Mitts / Men's Glove	16	\$ 582.66	\$ 17.46	\$ 565.20
Gloves/ Mitts / Men's Mid Glove	12	\$ 687.23	\$ 32.73	\$ 654.50
Gloves/ Mitts / Men's Premium Glove	4	\$ 368.55	\$ 17.55	\$ 351.00
Gloves/ Mitts / Men's Mitt	12	\$ 438.48	\$ 20.88	\$ 417.60
Gloves/ Mitts / Mens Mid Mitt	22	\$ 1,183.93	\$ 56.43	\$ 1,127.50
Gloves/ Mitts / Men's Premium Mitt	9	\$ 812.70	\$ 38.70	\$ 774.00
Gloves/ Mitts / Women's Glove	6	\$ 221.40	\$ 5.40	\$ 216.00
Gloves/ Mitts / Women's Mid Glove	3	\$ 167.48	\$ 7.98	\$ 159.50
Gloves/ Mitts / Women's Premium Glove	2	\$ 179.55	\$ 8.55	\$ 171.00
Gloves/ Mitts / Women's Mitt	15	\$ 546.48	\$ 20.88	\$ 525.60
Gloves/ Mitts / Women's Mid Mitt	12	\$ 669.91	\$ 31.91	\$ 638.00
Gloves/ Mitts / Women's Premium Mitt	8	\$ 727.65	\$ 34.65	\$ 693.00
Goggles / Ambit	16	\$ 2,409.75	\$ 114.75	\$ 2,295.00
Goggles / Factor	113	\$ 5,801.25	\$ 276.25	\$ 5,525.00
Goggles / Faze II	17	\$ 1,521.45	\$ 72.45	\$ 1,449.00
Goggles / Factor Pro	4	\$ 310.80	\$ 14.80	\$ 296.00
Goggles / LCG Compact	1	\$ 189.00	\$ 9.00	\$ 180.00
Goggles / Shield	10	\$ 1,008.00	\$ 48.00	\$ 960.00
Goggles / Shield + Lens	4	\$ 499.80	\$ 23.80	\$ 476.00
Goggles / Sphere OTG	7	\$ 781.20	\$ 37.20	\$ 744.00
Goggles / Unlimited II OTG	6	\$ 426.30	\$ 20.30	\$ 406.00
Goggles / Jr Agent	42	\$ 1,256.85	\$ 59.85	\$ 1,197.00
Goggles / Jr Witty SGL	54	\$ 1,955.06	\$ 93.06	\$ 1,862.00
Goggles / Jr Witty Chrome	41	\$ 2,394.00	\$ 114.00	\$ 2,280.00
Hardgoods / Free 7 95MM	1	\$ 126.00	\$ 6.00	\$ 120.00
Hardgoods / Griffon 13	6	\$ 1,789.20	\$ 85.20	\$ 1,704.00
Hardgoods / Squire 10+ Kit	2	\$ 398.98	\$ 19.00	\$ 379.98
Hardgoods / Squire 11	4	\$ 971.25	\$ 46.25	\$ 925.00
Hardgoods / 4.5 85MM	1	\$ 117.60	\$ 5.60	\$ 112.00

Category / Attribute / Product	Sold	Gross	Tax	Ex Tax
Hardgoods / 7.0 70MM	3	\$ 412.13	\$ 19.63	\$ 392.50
Hardgoods / 7.0 85mm	3	\$ 456.75	\$ 21.75	\$ 435.00
Hardgoods / Rossi NX7 GW	1	\$ 118.13	\$ 5.63	\$ 112.50
Hardgoods / Rossi Team 4 GW	3	\$ 286.64	\$ 13.64	\$ 273.00
Hardgoods / Rossi Pivot 2.0	3	\$ 793.80	\$ 37.80	\$ 756.00
Helmets / Ampire MIPS	3	\$ 566.97	\$ 27.00	\$ 539.97
Helmets / Clark	1	\$ 103.95	\$ 4.95	\$ 99.00
Helmets / Companion	10	\$ 1,569.35	\$ 74.75	\$ 1,494.60
Helmets / Squad	13	\$ 1,549.67	\$ 73.80	\$ 1,475.87
Helmets / Confidant MIPS	12	\$ 1,951.92	\$ 92.92	\$ 1,859.00
Helmets / Bino	4	\$ 356.28	\$ 16.98	\$ 339.30
Helmets / JR Squad	4	\$ 395.01	\$ 18.81	\$ 376.20
Logo Items / 50th Pint Glass	38	\$ 646.20	\$ 30.82	\$ 615.38
Logo Items / 50th Sticker	39	\$ 117.86	\$ 5.66	\$ 112.20
Logo Items / Eaglecrest Blankets	3	\$ 102.89	\$ 4.89	\$ 98.00
Logo Items / Eaglecrest Blend Coffee	11	\$ 155.93	\$ 7.43	\$ 148.50
Logo Items / Eaglecrest Ball Cap	96	\$ 3,270.67	\$ 155.66	\$ 3,115.01
Logo Items / Eaglecrest Knit Cap	61	\$ 1,426.32	\$ 67.92	\$ 1,358.40
Logo Items / Eaglecrest Bumper Sticker	4	\$ 33.60	\$ 1.60	\$ 32.00
Logo Items / Eaglecrest Decal	14	\$ 95.20	\$ 4.50	\$ 90.70
Logo Items / EC Magnet	19	\$ 97.13	\$ 4.63	\$ 92.50
Logo Items / Eaglecrest Mug	16	\$ 248.86	\$ 11.86	\$ 237.00
Logo Items / Eaglecrest Patch NEW	23	\$ 239.40	\$ 11.40	\$ 228.00
Logo Items / EC PIN	9	\$ 93.45	\$ 4.45	\$ 89.00
Logo Items / Eaglecrest Silipint 16 oz	17	\$ 232.54	\$ 11.14	\$ 221.40
Logo Items / EC SWIPE OUT	36	\$ 456.95	\$ 21.85	\$ 435.10
Logo Items / Silipint 16oz W STRAW	29	\$ 505.01	\$ 24.15	\$ 480.86
Logo Items / Eaglecrest Silipint KIDS Straw	68	\$ 1,028.60	\$ 49.10	\$ 979.50
Logo Items / EC Trail Key Chain	99	\$ 1,007.08	\$ 48.04	\$ 959.04
Logo Items / Hydro Flask	13	\$ 576.34	\$ 27.43	\$ 548.91
Logo Items / Patches- OLD	6	\$ 23.52	\$ 1.12	\$ 22.40
Ski Poles / Scott Pole KIDS Element	16	\$ 782.25	\$ 37.25	\$ 745.00
Ski Poles / Scott KIDS Adustable	6	\$ 478.80	\$ 22.80	\$ 456.00
Ski Poles / Scott Pole Adult 540 Pro	6	\$ 371.70	\$ 17.70	\$ 354.00
Ski Poles / Scott Pole Adult KoKo	18	\$ 1,064.70	\$ 50.70	\$ 1,014.00
Ski Poles / Scott Aluguide	2	\$ 189.00	\$ 9.00	\$ 180.00
Softgoods / Addison	2	\$ 45.89	\$ 2.19	\$ 43.70
Softgoods / Axel	5	\$ 96.60	\$ 4.60	\$ 92.00
Softgoods / Cutter	12	\$ 239.40	\$ 11.40	\$ 228.00
Softgoods / Jackson	1	\$ 29.30	\$ 1.40	\$ 27.90
Softgoods / Jayden	4	\$ 113.40	\$ 5.40	\$ 108.00

Category / Attribute / Product	Sold	Gross	Tax	Ex Tax
Softgoods / Kylie	1	\$ 31.50	\$ 1.50	\$ 30.00
Softgoods / Lydia	1	\$ 31.50	\$ 1.50	\$ 30.00
Softgoods / Mia	1	\$ 25.20	\$ 1.20	\$ 24.00
Softgoods / Paige	5	\$ 199.50	\$ 9.50	\$ 190.00
Softgoods / Tall Boy	3	\$ 58.80	\$ 2.80	\$ 56.00
Softgoods / Kids Cutter	6	\$ 84.64	\$ 4.04	\$ 80.60
Softgoods / Freeride Sock Women's	1	\$ 23.10	\$ 1.10	\$ 22.00
Softgoods / Freeride Sock Men's	6	\$ 129.36	\$ 6.16	\$ 123.20
Softgoods / Mens Socks	24	\$ 680.40	\$ 32.40	\$ 648.00
Softgoods / Womens Socks	28	\$ 793.80	\$ 37.80	\$ 756.00
Softgoods / Youth Socks	21	\$ 626.85	\$ 29.85	\$ 597.00
Softgoods / Double Tube	35	\$ 958.28	\$ 45.68	\$ 912.60
Softgoods / Thermal Tube	87	\$ 2,439.06	\$ 116.15	\$ 2,322.91
Softgoods / Adult Ballerclava	81	\$ 2,310.97	\$ 110.15	\$ 2,200.82
Softgoods / Youth Thermal Tube	64	\$ 1,497.40	\$ 71.40	\$ 1,426.00
Softgoods / Youth Ballerclava	86	\$ 2,250.61	\$ 107.17	\$ 2,143.44
Softgoods / Gazer Saver	95	\$ 1,384.64	\$ 66.14	\$ 1,318.50
T-Shirts/Hoodies / Sweatshirt	139	\$ 8,353.80	\$ 397.80	\$ 7,956.00
T-Shirts/Hoodies / ZIP-UP Hoodies	53	\$ 3,378.49	\$ 160.99	\$ 3,217.50
T-Shirts/Hoodies / Youth Sweatshirt	36	\$ 1,713.60	\$ 81.60	\$ 1,632.00
T-Shirts/Hoodies / T-Shirts	201	\$ 5,227.95	\$ 248.95	\$ 4,979.00
T-Shirts/Hoodies / Toddler Logo Tee	14	\$ 291.90	\$ 13.90	\$ 278.00
T-Shirts/Hoodies / Toddler Hoodies	2	\$ 63.00	\$ 3.00	\$ 60.00
Demo Ski For Sale / Rossignol	2	\$ 630.00	\$ 30.00	\$ 600.00
Demo Ski For Sale / Fairweather	1	\$ 283.50	\$ 13.50	\$ 270.00
Demo Ski For Sale / Volkl Kendo	1	\$ 388.50	\$ 18.50	\$ 370.00
Demo Ski For Sale / Volkl Kenja	1	\$ 315.00	\$ 15.00	\$ 300.00
Demo Ski For Sale / Volkl Mantra	2	\$ 756.00	\$ 36.00	\$ 720.00
Demo Ski For Sale / Liberty Demos	1	\$ 336.00	\$ 16.00	\$ 320.00
Shipping / Shipping	1	\$ 14.71	\$ 0.70	\$ 14.01
Snacks & Drinks / Blue Diamond Almonds	9	\$ 17.60	\$ 0.86	\$ 16.74
Snacks & Drinks / Candy	15	\$ 30.00	\$ 1.49	\$ 28.51
Snacks & Drinks / Canned Water	7	\$ 13.80	\$ 0.66	\$ 13.14
Snacks & Drinks / Cliff Bar	1	\$ 3.41	\$ 0.16	\$ 3.25
Snacks & Drinks / Cliff ZBAR	5	\$ 15.75	\$ 0.75	\$ 15.00
Snacks & Drinks / Trail Mix	4	\$ 12.00	\$ 0.56	\$ 11.44
Snacks & Drinks / Water	20	\$ 39.40	\$ 1.94	\$ 37.46
	3253	\$ 98,765.21	\$ 4,667.46	\$ 94,097.75
Repair				
Repair / T/A: Test + Adjust	181	\$ 4,386.89	\$ 209.39	\$ 4,177.50
Repair / AMT: Alpine Mount	82	\$ 5,504.63	\$ 262.13	\$ 5,242.50

Category / Attribute / Product	Sold	Gross	Tax	Ex Tax
Repair / RMT: Alpine Remount	39	\$ 3,011.72	\$ 143.42	\$ 2,868.30
Repair / RAM: Rail Mount	6	\$ 226.80	\$ 10.80	\$ 216.00
Repair / Belt Wax	116	\$ 1,183.35	\$ 56.35	\$ 1,127.00
Repair / PWX: Pro Wax	176	\$ 5,041.07	\$ 240.07	\$ 4,801.00
Repair / SWX: Summer Wax	14	\$ 204.80	\$ 9.80	\$ 195.00
Repair / Scrape	2	\$ 12.00	\$ 0.58	\$ 11.42
Repair / Belt Wax Punch Card	7	\$ 464.11	\$ 22.11	\$ 442.00
Repair / IR Wax Punch Card	5	\$ 472.50	\$ 22.50	\$ 450.00
Repair / EDG: Edges	13	\$ 294.03	\$ 14.03	\$ 280.00
Repair / E/W: Edges + Pro Wax	142	\$ 6,092.88	\$ 290.58	\$ 5,802.30
Repair / FT: Full Tune	36	\$ 2,598.88	\$ 123.88	\$ 2,475.00
Repair / RT: Race Tune	1	\$ 61.43	\$ 2.93	\$ 58.50
Repair / Labor Misc \$10	19	\$ 183.75	\$ 8.75	\$ 175.00
Repair / HRL: Labor 1/2 Hr \$40	12	\$ 483.00	\$ 23.00	\$ 460.00
Repair / HC: Helicoils (1st)	6	\$ 107.10	\$ 5.10	\$ 102.00
Repair / Additional Hardware	1	\$ 5.25	\$ 0.25	\$ 5.00
Repair / Basket	5	\$ 26.25	\$ 1.25	\$ 25.00
Repair / Basket Adapter	3	\$ 6.30	\$ 0.30	\$ 6.00
Repair / Misc Screw/Nut/Washer	19	\$ 18.60	\$ 0.93	\$ 17.67
Repair / Ladder Strap	5	\$ 15.96	\$ 0.76	\$ 15.20
Repair / Replace Ladder Strap	2	\$ 7.36	\$ 0.34	\$ 7.02
Repair / Snowboard Binding Strap	5	\$ 47.25	\$ 2.25	\$ 45.00
Repair / Snowboard Buckle	3	\$ 29.40	\$ 1.40	\$ 28.00
Repair / Misc \$2	25	\$ 49.98	\$ 2.38	\$ 47.60
Repair / Misc \$5	3	\$ 15.75	\$ 0.75	\$ 15.00
Repair / Misc \$10	55	\$ 536.55	\$ 25.55	\$ 511.00
Repair / Misc \$15	14	\$ 204.78	\$ 9.78	\$ 195.00
Repair / Misc \$20	14	\$ 264.60	\$ 12.60	\$ 252.00
Storage Fee / Storage 1 Week	4	\$ 19.44	\$ 0.94	\$ 18.50
	1015	\$ 31,576.41	\$ 1,504.90	\$ 30,071.51
F&B				
Food / Bacon Burrito	60	\$ 821.77	\$ 38.93	\$ 782.84
Food / Chorizo Burrito	14	\$ 199.94	\$ 9.47	\$ 190.47
Food / Egg Cheese Muffin	15	\$ 99.12	\$ 4.68	\$ 94.44
Food / Bacon Egg Muffin	38	\$ 366.07	\$ 17.45	\$ 348.62
Food / Sausage Egg Muffin	25	\$ 230.75	\$ 11.00	\$ 219.75
Food / Alaskan Breakfast	2	\$ 32.12	\$ 1.52	\$ 30.60
Food / Standard Breakfast	5	\$ 67.57	\$ 3.22	\$ 64.35
Food / Tall Stack Pancakes	1	\$ 7.55	\$ 0.36	\$ 7.19
Food / Short Stack Pancakes	1	\$ 6.61	\$ 0.31	\$ 6.30
Food / Chicken Caesar Wrap	169	\$ 2,629.19	\$ 125.28	\$ 2,503.91

Category / Attribute / Product	Sold	Gross	Tax	Ex Tax
Food / Eagle Burger	771	\$ 13,570.05	\$ 646.56	\$ 12,923.49
Food / Beyond Burger	33	\$ 574.23	\$ 27.36	\$ 546.87
Food / Lg Chicken Basket	1380	\$ 21,769.08	\$ 1,037.28	\$ 20,731.80
Food / Sm Chicken Basket	1457	\$ 12,978.00	\$ 614.98	\$ 12,363.02
Food / Cheesesteak	105	\$ 1,849.26	\$ 88.11	\$ 1,761.15
Food / Grilled Cheese	138	\$ 1,226.52	\$ 58.11	\$ 1,168.41
Food / Special of the Day	27	\$ 478.64	\$ 22.73	\$ 455.91
Food / Add Bacon	9	\$ 34.77	\$ 1.66	\$ 33.11
Food / Double Burger Add on	2	\$ 9.96	\$ 0.47	\$ 9.49
Food / Pretzel	541	\$ 3,505.86	\$ 164.78	\$ 3,341.08
Food / Sm Fries	833	\$ 4,126.43	\$ 198.43	\$ 3,928.00
Food / Lg Fries	433	\$ 3,220.95	\$ 154.87	\$ 3,066.08
Food / Chili- Cup	103	\$ 929.99	\$ 44.13	\$ 885.86
Food / Chili- Bowl	37	\$ 414.32	\$ 19.70	\$ 394.62
Food / Soup- Cup	5	\$ 45.32	\$ 2.15	\$ 43.17
Food / Cup O' Cheese	629	\$ 2,793.95	\$ 133.12	\$ 2,660.83
Food / Cheese Fries	57	\$ 574.83	\$ 27.40	\$ 547.43
Food / Chili Fries	33	\$ 357.80	\$ 16.97	\$ 340.83
Food / Chili Cheese Fries	75	\$ 978.11	\$ 46.45	\$ 931.66
Food / B2B Fries	3	\$ 0.00	\$ 0.00	\$ 0.00
Beverages / Cider	4	\$ 7.77	\$ 0.37	\$ 7.40
Beverages / Cocoa 8oz	27	\$ 48.60	\$ 2.37	\$ 46.23
Beverages / Cocoa 12oz	3	\$ 7.89	\$ 0.39	\$ 7.50
Beverages / Coffee 8oz	11	\$ 19.88	\$ 0.97	\$ 18.91
Beverages / Coffee 12oz	8	\$ 20.52	\$ 1.00	\$ 19.52
Beverages / Fountain Drink-12oz	937	\$ 2,670.26	\$ 126.28	\$ 2,543.98
Beverages / Fountain Drink-20oz	602	\$ 2,136.15	\$ 102.18	\$ 2,033.97
Beverages / Light Blue Gatorade	307	\$ 1,078.14	\$ 0.00	\$ 1,078.14
Beverages / Orange Gatorade	57	\$ 197.36	\$ 0.00	\$ 197.36
Beverages / Red Gatorade	277	\$ 980.90	\$ 0.00	\$ 980.90
Beverages / Yellow Gatorade	57	\$ 198.15	\$ 0.00	\$ 198.15
Beverages / Hot Tea	1	\$ 2.25	\$ 0.11	\$ 2.14
Beverages / Apple Juice	198	\$ 585.16	\$ 0.00	\$ 585.16
Beverages / Cranberry Juice	6	\$ 17.89	\$ 0.00	\$ 17.89
Beverages / Orange Juice	121	\$ 366.24	\$ 0.00	\$ 366.24
Beverages / Milk	183	\$ 551.96	\$ 0.00	\$ 551.96
Beverages / Chocolate Milk	32	\$ 96.62	\$ 0.00	\$ 96.62
Beverages / Rockstar	381	\$ 1,590.30	\$ 0.00	\$ 1,590.30
Beverages / Rockstar Punched	10	\$ 41.41	\$ 0.00	\$ 41.41
Beverages / Diet Rockstar	22	\$ 93.15	\$ 0.00	\$ 93.15
Beverages / Rockstar Recovery	10	\$ 42.75	\$ 0.00	\$ 42.75

Category / Attribute / Product	Sold	Gross	Tax	Ex Tax
Beverages / Bottled Soda	901	\$ 3,147.68	\$ 1.98	\$ 3,145.70
Beverages / Raspberry Tea	92	\$ 307.30	\$ 14.83	\$ 292.47
Beverages / Sweet Tea	217	\$ 722.40	\$ 34.83	\$ 687.57
Beverages / Unsweet Tea	12	\$ 37.80	\$ 1.82	\$ 35.98
Beverages / Water- Bottled	93	\$ 244.63	\$ 0.00	\$ 244.63
Beverages / To-go	7	\$ 0.00	\$ 0.00	\$ 0.00
Beverages / Employee Comp Drink	19	\$ 0.00	\$ 0.00	\$ 0.00
Beverages / Large Hot Drink	58	\$ 208.98	\$ 9.99	\$ 198.99
Beverages / Small Hot Drink	254	\$ 732.60	\$ 34.46	\$ 698.14
Beverages / B2B Hot Drink	1	\$ 0.00	\$ 0.00	\$ 0.00
Specials / CUP O Noodle	37	\$ 110.66	\$ 5.36	\$ 105.30
Specials / MAC & Cheese	19	\$ 66.59	\$ 3.14	\$ 63.45
Concessions / Chips	724	\$ 1,685.00	\$ 0.00	\$ 1,685.00
Concessions / Candy	425	\$ 1,195.77	\$ 0.17	\$ 1,195.60
Concessions / Choco Chip Cookie	8	\$ 26.60	\$ 0.00	\$ 26.60
Concessions / Oatmeal Raisin Cookie	3	\$ 8.40	\$ 0.00	\$ 8.40
Concessions / WhiteChocMac Cookie	1	\$ 3.50	\$ 0.00	\$ 3.50
	13126	\$ 93,150.02	\$ 3,857.73	\$ 89,292.29
Facility Rental				
Entire Facility (Base Lodge) / Daily Rental	1	\$ 1,627.50	\$ 77.50	\$ 1,550.00
Mezzanine / Daily Mezz Rental	1	\$ 210.00	\$ 10.00	\$ 200.00
Mezzanine / Hourly Mezz Rental	6	\$ 434.00	\$ 14.00	\$ 420.00
Add On / Lodge Cleaning & Resetting	1	\$ 420.00	\$ 20.00	\$ 400.00
Add On / Tear Down 7am-Noon	1	\$ 420.00	\$ 20.00	\$ 400.00
Cabin Rental / Hilda Dam Cabin	209	\$ 20,039.78	\$ 954.28	\$ 19,085.50
Cabin Rental / Ravens Rest	138	\$ 17,679.36	\$ 841.86	\$ 16,837.50
IRide Alaska / IRide Billing	1355	\$ 20,325.00	\$ 0.00	\$ 20,325.00
Zipline / Zipline Blling	5	\$ 51,515.83	\$ 0.00	\$ 51,515.83
Mountain Lift Coffee / Permit Fees	2	\$ 3,412.67	\$ 0.00	\$ 3,412.67
UAS EMP Housing / UAS Monthley Fee	2485	\$ 41,684.00	\$ 0.00	\$ 41,684.00
	4204	\$ 157,768.14	\$ 1,937.64	\$ 155,830.50
Grand Total:	54096	\$ 2,100,839.39	\$ 89,625.85	\$ 2,011,213.54



Eaglecrest Budget Scenarios

FY2027



Eaglecrest Budget Scenarios

	Original FY27 Submission	\$930k GF Contribution No Negative Fund	\$1.68MM GF Contribution No Negative Fund
Revenues			
General Fund Support	\$930,000	\$930,000	\$1,681,913
Operating Revenue	\$2,141,450	\$2,577,757	\$2,577,757
Total Revenue	\$3,071,450	\$3,507,757	\$4,259,670
Expenses			
Commodities and Services	\$2,403,652	\$1,876,568	\$1,894,444
Personnel Services	\$3,325,250	\$1,631,189	\$2,365,226
Total Expense	\$5,728,902	\$3,507,757	\$4,259,670
Net Total	(\$2,657,452)	\$0	\$0
Fund Balance Impact	(\$2,657,452)	\$0	\$0
FTE Count	40.9	18.06	27.43



Eaglecrest Budget Scenarios

If the Assembly limits support to a \$930,000 general fund contribution...

Eaglecrest cannot operate.

- 56% staff reduction
- Reduced operating days and operating hours to a level insufficient to generate required revenue
- No capacity to address planned and unplanned maintenance
- No administrative support
- No capacity to perform certain essential operating functions
- No food or beverage service
- No travel, training or certifications
- Retail and repair service reduction
- No resiliency



Eaglecrest Budget Scenarios

If the Assembly provides a \$1.68 million general fund contribution...

This is unsustainable austerity.

- Will save \$1.9 million from original budget (including negative fund balance increase) – a 33% budget reduction.
- Reduces staffing 44%
- Mountain and lift operations meet absolute minimum requirements
- Administrative staffing just sufficient to provide necessary support
- Maintains traditional operating days and times to avoid drop in ticket and pass revenue
- In-house concessions eliminated, but capacity preserved to shop for a vendor (might contribute to revenue)
- No travel, training and only strictly necessary certifications
- Retail and repair service reduction



City and Borough of Juneau
 City & Borough Manager's Office
 155 Heritage Way
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 Telephone: 907-586-5240 | Facsimile: 907-586-5385

TO: Deputy Mayor Smith and Committee of the Whole
 FROM: Katie Koester, City Manager
 DATE: May 4, 2026
 RE: Disposition of Pulse Gondola

On [April 15th the Assembly Finance Committee](#) discussed the status of the Gondola project and options for terminating the [Revenue Sharing Agreement \(RSA\)](#) with Goldbelt. Direction was given to terminate the RSA and repay Goldbelt with a combination of fund balance and project funds, leaving enough remaining in the project account to care for either marketing the gondola at Eaglecrest to a third party or surplus the gondola and associated parts. Ordinance 2025-01(b)(AL), appropriating funds to pay off the RSA and Ordinance 2026-18 terminating the RSA were both introduced and referred to the COW.

Policy decisions remain around what to do with the gondola system originally intended for Eaglecrest. There are two basic options to be considered: A) Terminate the gondola project and sell all parts and equipment; or B) Allow time to find an investor in the project, whether Goldbelt or a third-party investor interested in the project

Both options have variations and associated costs but pursuing option "A" - if successful - precludes pursuing option "B" which has the most upside for the future of Eaglecrest. It deserves repetition that the parts currently stored in Austria are essential to the designed gondola for Eaglecrest.

The purpose of this memo is to outline the options and associated estimated costs.

Option A: Terminate the Eaglecrest Gondola Project and sell all parts and equipment

Item	Costs/Recovery	Estimated Value	Timeline
Relocation & Storage	Free storage until June, at which point need to relocate to a less expensive country*	(\$250,000)* transport and one year storage Subsequent years storage (\$1,800/mo.)	
Gondola parts in Juneau	Inventory parts for resale	(\$50,000)	6 months
Ship hangers & grips to Colorado (1 container)	Needed for refurbished cars	(\$60,000)	6 months
Gondola cars in Colorado	Storage After March 2027	(\$ 7,200) / year - dry indoor storage	1-2 years
Sell towers, crossarms & parts in Austria	15% commission*	\$474,300 after 15% commission*	1-3 years
Recovery of shipping	70% recovery of prepaid shipping	\$850,000*	6 months
Sale of Juneau gondola	Parts & Cars	\$630,000 net of 15% commission	2 -3 years
Potential sale/recovery		\$1,954,300	
Projected expenses		367,200	
Net of all actions above		\$1,587,100	2-3 years

*Source Steelhead Systems – current agent

Option B: Seek investors for the Eaglecrest Gondola Project

The project will incur expenses if we take time (at least a year) to market the gondola at Eaglecrest to a third party. These primarily include storage of the tower parts in Austria (\$250,000), storage of the refurbished cars in Colorado once complete (\$7,200), shipping a limited number of necessary parts currently in Austria to be installed on the refurbished gondola cars (\$60,000) and the development of a prospectus to demonstrate the viability of the project and related expenses (\$100,000). This direction is predicated on significant policy decisions that have not yet been made.

Item	Cost to keep option open ⁱ	timeline
Store towers in Europe	\$(250,000)	1-3 years
Gondola cars in Colorado	(\$ 7,200)	1 year storage
Market gondola (prospectus, broker, travel)	(\$ 100,000)	1-2 years
Ship grips & hangers to Colorado for cars	(\$ 60,000)	6 months
Total option B costs	(\$417,200)	
Recovery is from gondola revenue once in operation	Depends on the terms of a negotiated agreement	3-5 years

If successful in finding an investor, CBJ would get some value out of its investment in the gondola, conceivably including return of some portion of funds used to terminate the RSA. Generally speaking, the policy directions can be divided into two categories:

- 1) **Market the gondola as a stand-alone summer operation:** In this case, the interested party may be someone in the cruise/visitor industry. This would be achieved through a commercial use permit that would have to be approved by the State (like the zip line). A prospectus and marketing strategy would need to be developed to implement this option.
- 2) **Market the Gondola and Eaglecrest Ski Area operations to a third-party with the intent to take on both winter and summer operations:**

Questions that need to be answered to further this option:

- a. Governance. What is the role of the Eaglecrest board with a third-party operation? Eaglecrest board is in CBJ charter. Charter does not specify their role -but it is unlikely a for profit company would have a role for a citizen advisory board.
- b. Land use. Eaglecrest was acquired with Land and Water Conservation Funds – we cannot sell it without finding and designating new recreational land. This would be expensive, take time, and is far from guaranteed.ⁱⁱ A lease term would need to be long enough to allow significant capital investment. The limitations of the LWCF may preclude even a long-term lease option.
- c. Must-haves from a third-party operation. This is difficult – the more limitations you put on private enterprise, the less likely you are to find an interested party. Nevertheless, there are bare minimums that the community would be interested in – winter operations being a principal one.

Available funding

After the passage of the ordinances to terminate the RSA, the gondola project will have \$766,000 remaining of encumbered and unencumbered funds. These will be used to execute either option A or B with the gondola project. Any remaining funds not associated with a defined cost will be transferred back to their original source (general fund balance).

Recommendation:

- 1) Forward Ordinance 2025-01(b)(AL) and Ordinance 2026-18 to the May 18 Regular Assembly meeting for Public Hearing.
- 2) Discuss options for the pulse gondola parts. Give direction on Option A (surplus gondola) or Options B (1-market as summer only)/ B (2-market Eaglecrest to third part operator).

ⁱ This table tallies the cost for CBJ to pursue either version of option B. It is important to note that if there is a third party who is willing to install the gondola in Juneau, they will incur over \$1M in tariffs, handling of tower parts from Austria and fuel surcharge.

ⁱⁱ The entire boundaries of Eaglecrest are considered 6(f) and subject to conservation restrictions. According to ADNR, the only way to release the land from 6(f) protection is to process a conversion with facilitation through the State of Alaska and approval by the U.S. Department of Interior National Park Service. A conversion can be expensive and time consuming, taking years to negotiate. The protected Eaglecrest lands would need to be appraised at fair market value using Uniform Standards for Federal Land Acquisition and be replaced by acceptable lands of greater or equal fair market value according to these same standards. The replacement property cannot have been used as recreational land. An environmental analysis of each property would need to be conducted, with a public comment process. This all would be at the cost of CBJ.

Eaglecrest Price History FY27

Tier 1 July 1st- Sept 30th
Tier 2 Oct 1st

Payment Plan July 1-31st

	FY20	FY21	FY22	FY23	FY24	FY25	FY26	FY27
Adult [19-64]								Option A Option B
Tier 1	\$ 469	\$ 499	\$ 524	\$ 576	\$ 630.00	\$ 630.00	\$ 630.00	\$ 675.00 \$ 690.00
Tier 2	\$ 579	\$ 599	\$ 624	\$ 686	\$ 750.00	\$ 750.00	\$ 802.00	\$ 875.00 \$ 900.00
Tier 3	\$ 699	\$ 699	\$ 724	\$ 796	\$ 870.00	\$ 870.00	N/A	N/A N/A
Senior [65-74]								Option A Option B
Tier 1	\$ 389	\$ 399	\$ 424	\$ 466	\$ 510.00	\$ 510.00	\$ 510.00	\$ 575.00 \$ 590.00
Tier 2	\$ 489	\$ 499	\$ 524	\$ 576	\$ 630.00	\$ 630.00	\$ 670.00	\$ 775.00 \$ 800.00
Tier 3	\$ 669	\$ 689	\$ 624	\$ 686	\$ 750.00	\$ 750.00	N/A	
Super Senior [75+]								Option A Option B
Tier 1								\$ 175.00 \$ 590.00
Tier 2								\$ 275.00 \$ 800.00
MILITARY								FY27
Tier 1							\$ 550.00	\$ 575.00
Tier 2							\$ 550.00	\$ -
College- 9 credits								FY27
Tier 1	\$ 389	\$ 399	\$ 424	\$ 466	\$ 510.00	\$ 510.00	\$ 550.00	\$ 575.00
Tier 2	\$ 429	\$ 449	\$ 474	\$ 521	\$ 570.00	\$ 570.00	\$ 550.00	\$ -
Tier 3	\$ 449	\$ 469	\$ 494	\$ 543	\$ 595.00	\$ 595.00	N/A	\$ -
Teen [13-18]								FY27
Tier 1	\$ 269	\$ 279	\$ 279	\$ 307	\$ 330.00	\$ 330.00	\$ 330.00	\$ 350.00 \$ 375.00
Tier 2	\$ 349	\$ 359	\$ 359	\$ 395	\$ 430.00	\$ 430.00	\$ 430.00	\$ 450.00 \$ 475.00
Tier 3	\$ 349	\$ 359	\$ 359	\$ 405	\$ 440.00	\$ 440.00	N/A	
Youth [7-12]								FY27
Tier 1	\$ 139	\$ 149	\$ 149	\$ 164	\$ 180.00	\$ 180.00	\$ 180.00	\$ 200.00 \$ 225.00
Tier 2	\$ 189	\$ 199	\$ 199	\$ 219	\$ 240.00	\$ 240.00	\$ 240.00	\$ 260.00 \$ 285.00
Tier 3	\$ 189	\$ 199	\$ 199	\$ 224	\$ 245.00	\$ 245.00	N/A	
Child [0-6]								FY27
Full Price	\$ 29	\$ 29	\$ 29	\$ 32	\$ 32.00	\$ 32.00	\$ 32.00	\$ 48.00 \$ 52.00
Flex Pass								FY27
Tier 1	\$ 99	\$ 139	\$ 139	\$ 139	\$ 150.00	\$ 150.00	\$ 160.00	\$ 170.00 \$ 200.00
Tier 2	\$ 99	\$ 169	\$ 169	\$ 169	\$ 180.00	\$ 180.00	\$ 190.00	\$ 200.00 \$ 250.00
Tier 3	\$ 99	\$ 199	\$ 199	\$ 199	\$ 215.00	\$ 215.00	N/A	
Add Day	\$ 29	\$ 29	\$ 31	\$ 34	\$ 37.50	\$ 37.50	\$ 37.50	\$ 56.00 \$ 60.00
				\$ -				\$ 60.00 \$ 64.00
Multi-Visit Cards								FY27
Adult 5 Visit	\$ 239	\$ 249	\$ 261	\$ 288	\$ 310.00	\$ 310.00	\$ 330.00	\$ 360.00 \$ 380.00
Adult 10 Visit	\$ 429	\$ 449	\$ 449	\$ 494	\$ 540.00	\$ 540.00	\$ 570.00	\$ 600.00 \$ 625.00
Teen 5 Visit	\$ 169	\$ 179	\$ 179	\$ 197	\$ 210.00	\$ 210.00	\$ 220.00	\$ 230.00 \$ 235.00
Teen 10 Visit	\$ 289	\$ 299	\$ 299	\$ 329	\$ 360.00	\$ 360.00	\$ 380.00	\$ 400.00 \$ 420.00
Other								FY27
Transferrable	\$ 989	\$ 989	\$ 989	\$ 1,088	\$ 1,100.00	\$ 1,100.00	\$ 1,500.00	\$ 1,750.00 \$ 2,000.00
Nordic Transferrable							\$ 500.00	\$ 500.00 \$ 600.00
Snow Bus	\$ 79	\$ 79	\$ 79	\$ 89	\$ 95.00	\$ 95.00	\$ 95.00	\$ 100.00
New Media Card Charge with rewritable cards				\$ 5.00	\$ 5.00	\$ 5.00	\$ 5.00	\$ 5.00
Lost Season Pass Fee	\$50	\$50	\$50	\$50	\$ 50.00	\$ 50.00	\$ 15.00	\$ 15.00
Nordic Adult								FY27
Tier 1	\$ 89	\$ 109	\$ 109	\$ 120	\$ 130.00	\$ 130.00	\$ 130.00	\$ 140.00 \$ 150.00
Tier 2	\$ 109	\$ 129	\$ 129	\$ 142	\$ 150.00	\$ 150.00	\$ 150.00	\$ 160.00 \$ 180.00
Tier 3	\$ 109	\$ 129	\$ 129	\$ 162	\$ 170.00	\$ 170.00	N/A	N/A N/A
Nordic Teen								FY27
Tier 1	\$ 64	\$ 69	\$ 69	\$ 76	\$ 80.00	\$ 80.00	\$ 80.00	\$ 85.00 \$ 90.00
Tier 2	\$ 64	\$ 69	\$ 69	\$ 89	\$ 95.00	\$ 95.00	\$ 95.00	\$ 100.00 \$ 110.00
Tier 3	\$ 89	\$ 99	\$ 99	\$ 109	\$ 120.00	\$ 120.00	N/A	N/A N/A
Nordic Add On								FY27
Tier 1	\$ 25	\$ 39	\$ 39	\$ 43	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00 \$ 60.00

NEW Option
No longer senior- All ADULT prices

NEW
No longer super senior- All senior 65+

Active retired/ No family or dependents
Valid Military ID

Proof of enrollment
with in 30days of purchase

ONLY Direct to Lift option

30%- Off of day ticket
25%-Off of day ticket

Full Day Tickets	FY20	FY21	FY22	FY23	FY24	FY25	FY26	FY27	
								Option A	Option B
Adult [19-64]	\$ 58	\$ 59	\$ 62	\$ 68	\$ 75.00	\$ 75.00	\$ 75.00	\$ 80.00	\$ 85.00
Senior [65+]	\$ 49	\$ 49	\$ 51	\$ 57	\$ 62.00	\$ 62.00	\$ 62.00	\$ 70.00	\$ 75.00
Teen [13-18]	\$ 44	\$ 45	\$ 45	\$ 50	\$ 54.00	\$ 54.00	\$ 54.00	\$ 58.00	\$ 60.00
Youth [7-12]	\$ 30	\$ 30	\$ 30	\$ 33	\$ 36.00	\$ 36.00	\$ 36.00	\$ 40.00	\$ 42.00
Lower Mountain [19+]	\$ 41	\$ 42	\$ 42	\$ 46	\$ 50.00	\$ 50.00	\$ 50.00	\$ 55.00	\$ 60.00
Child [0-6]	\$ 11	\$ 11	\$ 11	\$ 12	\$ 13.00	\$ 13.00	\$ 13.00	\$ 15.00	\$ 20.00
Nordic Trail Fee	\$ 18	\$ 19	\$ 19	\$ 21	\$ 23.00	\$ 23.00	\$ 23.00	\$ 25.00	\$ 30.00
Nordic Trail Fee yth				\$ 17	\$ 18.00	\$ 18.00	\$ 18.00	N/A	N/A
Non Alaska resident Adult [19-99]							\$ 90.00	N/A	N/A
Non Alaska resident Adult [19-99] LOWER MTN							\$ 80.00	N/A	N/A
Alaska resident Adult [19-99] LOWER MTN							\$ 50.00	N/A	N/A

OR just charge Adult
Removed the accompanied Pass
ONE TRAIL FEE

Half Day Tickets	FY20	FY21	FY22	FY23	FY24	FY25	FY26	FY27	
								Option A	Option B
Adult [19-64]	\$ 48	\$ 49	\$ 51	\$ 54	\$ 60.00	\$ 60.00	\$ 60.00	\$ 65.00	\$ 70.00
Senior [65+]	\$ 39	\$ 39	\$ 41	\$ 43	\$ 47.00	\$ 47.00	\$ 47.00	\$ 65.00	\$ 70.00
Teen [13-18]	\$ 34	\$ 35	\$ 35	\$ 37	\$ 40.00	\$ 40.00	\$ 40.00	\$ 42.00	\$ 45.00
Youth [7-12]	\$ 24	\$ 25	\$ 25	\$ 26	\$ 28.00	\$ 28.00	\$ 28.00	\$ 30.00	\$ 33.00
Lower Mountain [19+]	\$ 31	\$ 34	\$ 34	\$ 36	\$ 40.00	\$ 40.00	\$ 40.00	\$ 45.00	\$ 50.00
Non Alaska resident Adult [19-99]							\$ 80.00		

OR THIS GOES AWAY Only Adult

Misc. Tickets	FY20	FY21	FY22	FY23	FY24	FY25	FY26	FY27	
								Option A	Option B
Military Ticket	\$ 45	\$ 46	\$ 48	\$ 53	\$ 58.00	\$ 58.00	\$ 58.00	\$ 58.00	\$ 60.00
College Ticket	\$ 45	\$ 46	\$ 48	\$ 53	\$ 58.00	\$ 58.00	\$ 58.00	\$ 58.00	\$ 60.00
Porcupine Only Ticket	\$ 18	\$ 18	\$ 18	\$ 20	\$ 22.00	\$ 22.00	\$ 22.00	\$ 25.00	\$ 25.00
Bus Ride	\$ 5	\$ 5	\$ 5	\$ 6	\$ 5.00	\$ 5.00	\$ 5.00	\$ 5.00	\$ 5.00
Round Trip Bus Ride	\$ 10	\$ 10	\$ 10	\$ 11	\$ 10.00	\$ 10.00	\$ 10.00	\$ 10.00	\$ 10.00
Coast Guard Ticket	\$ 36	\$ 36	\$ 36	\$ 36	\$ 36	\$ 40.00	\$ 40.00	\$ 45	
Coast Guard Rental	\$ 25	\$ 25	\$ 25	\$ 25	\$ 25	\$ 30.00	\$ 30.00	\$ 35	
Bulk Tickets (50)	\$ 1,800	\$ 1,800	\$ 1,890	\$ 2,079	\$ 2,300.00	\$ 2,300.00	\$ 2,300.00	\$ 2,300.00	\$ 2,500.00
Bulk Tickets (25)	\$ 1,025	\$ 1,025	\$ 1,076	\$ 1,184	\$ 1,300.00	\$ 1,300.00	\$ 1,300.00	\$ 1,300.00	\$ 1,500.00

Full Day Rentals	FY20	FY21	FY22	FY23	FY24	FY25	FY26	FY27	
								Option A	Option B
Adult Rental	\$ 36	\$ 38	\$ 38	\$ 42	\$ 46.00	\$ 46.00	\$ 49.00	\$ 52.00	\$ 54.00
Teen Rental	\$ 28	\$ 30	\$ 30	\$ 34	\$ 36.00	\$ 36.00	\$ 39.00	\$ 41.00	\$ 43.00
Youth Rental	\$ 24	\$ 26	\$ 26	\$ 30	\$ 32.00	\$ 32.00	\$ 35.00	\$ 38.00	\$ 40.00
Child Rental	\$ 13	\$ 15	\$ 15	\$ 17	\$ 18.00	\$ 18.00	\$ 21.00	\$ 23.00	\$ 25.00
Demo Skis / Snowboard	\$ 35	\$ 40	\$ 40	\$ 45	\$ 50.00	\$ 50.00	\$ 60.00	\$ 64.00	\$ 66.00
Helmet Only	\$ 10	\$ 10	\$ 10	\$ 11	\$ 12.00	\$ 12.00	\$ 12.00	\$ 12.00	
Poles	\$ 10	\$ 10	\$ 10	\$ 11	\$ 12.00	\$ 12.00	\$ 12.00	\$ 12.00	
Nordic Classic	\$ 34	\$ 38	\$ 38	\$ 40	\$ 45.00	\$ 45.00	\$ 48.00	\$ 48.00	
Nordic Skate							\$ 48.00	\$ 48.00	

Half Day Rentals	FY20	FY21	FY22	FY23	FY24	FY25	FY26	FY27	
Adult Rental	\$ 29	\$ 30	\$ 30	\$ 35	\$ 38.00	\$ 38.00	\$ -	\$ -	
Teen Rental	\$ 22	\$ 24	\$ 24	\$ 26	\$ 29.00	\$ 29.00	\$ -	\$ -	
Youth Rental	\$ 19	\$ 19	\$ 19	\$ 22	\$ 24.00	\$ 24.00	\$ -	\$ -	

Season Rental	FY20	FY21	FY22	FY23	FY24	FY25	FY26	FY27	
								Option A	Option B
Adult	\$ 269	\$ 279	\$ 279	\$ 289	\$ 295.00	\$ 295.00	\$ 300.00	\$ 300.00	\$ 350.00
Teen	\$ 219	\$ 229	\$ 229	\$ 239	\$ 245.00	\$ 245.00	\$ 250.00	\$ 250.00	\$ 300.00
Youth	\$ 189	\$ 199	\$ 199	\$ 219	\$ 225.00	\$ 225.00	\$ 225.00	\$ 225.00	\$ 250.00
Child	\$ 139	\$ 149	\$ 149	\$ 169	\$ 175.00	\$ 175.00	\$ 175.00	\$ 175.00	\$ 200.00
Nordic Classic							\$ 250.00	\$ 250.00	\$ 250.00

Lockers	FY20	FY21	FY22	FY23	FY24	FY25	FY26	FY27	
Individual	\$ 189	\$ 189	\$ 189	\$ 208	\$ 220.00	\$ 220.00	\$ 270.00	\$ 270.00	
Family	\$ 329	\$ 349	\$ 349	\$ 359	\$ 380.00	\$ 380.00	\$ 450.00	\$ 450.00	
Snowboard	\$ 169	\$ 169	\$ 169	\$ 186	\$ 199.00	\$ 199.00	\$ 245.00	\$ 245.00	
Corner	\$ 249	\$ 249	\$ 249	\$ 274	\$ 280.00	\$ 280.00	\$ 335.00	\$ 335.00	

Additional Items	FY20	FY21	FY22	FY23	FY24	FY25	FY26	FY27	
Hilda Cabin			\$ 90.00	\$ 90.00	\$ 95.00	\$ 95.00	\$ 95.00	\$ 95.00	\$ 95.00
Ravens Rest Cabin				\$ 125.00	\$ 125.00	\$ 125.00	\$ 125.00	\$ 125.00	\$ 125.00

Lodge Rentals	FY20	FY21	FY22	FY23	FY24	FY25	FY26	FY27	
Fishcreek Lodge Full Day	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,250.00	\$ 1,400.00	\$ 1,550.00	\$ 1,550.00	\$ 1,550	
Fishcreek Lodge Hourly	\$ 100.00	\$ 100.00	\$ 100.00	\$ 175.00	\$ 185.00	\$ 190.00	\$ 190.00	\$ 200	
Porcupine Board Room Full Day	\$ 300.00	\$ 400.00	\$ 400.00	\$ 400.00	\$ 400.00	\$ 500.00	\$ 500.00	\$ 500	
Porcupine Board Room Hourly	\$ 90.00	\$ 90.00	\$ 90.00	\$ 90.00	\$ 90.00	\$ 100.00	\$ 90.00	\$ 100	
Mezzanine Daily	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 250	
Mezzanine Hourly	\$ 70.00	\$ 70.00	\$ 70.00	\$ 70.00	\$ 70.00	\$ 70.00	\$ 70.00	\$ 100	

Additional Add on Items	FY20	FY21	FY22	FY23	FY24	FY25	FY26	FY27	
Early Access 8am-12pm				\$ 500.00	\$ 300.00	\$ 300.00	\$ 300.00	\$ 300	
Tear Down 7am-12pm				\$ 250.00	\$ 400.00	\$ 400.00	\$ 400.00	\$ 400	
Lodge Cleaning and Resetting				\$ 200.00	\$ 400.00	\$ 400.00	\$ 400.00	\$ 400	Required w rental
Decoration Removal				\$ 150.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 250	
Bathroom Cleaning	\$ 100.00	\$ 100.00	\$ 100.00	N/A	N/A	N/A	N/A		
Garbage Removal	\$ 50.00	\$ 50.00	\$ 50.00	N/A	N/A	N/A	N/A		

NOTES:

Fishcreek Daily Rental includes Day Before Starting 12pm- Events end at 12am, cleaning until 2am

Mission Ridge								Notes
Category	Ages 25-69	Ages 18-24	Ages 13-17	Ages 8-12	Ages 70+	Ages 0-7		
Season Pass	\$ 789	\$ 589	\$ 449	\$ 129	\$ 399	\$ 10	26/27 Rates *	
Lift Ticket	\$ 115	\$ 105	\$ 95	\$ 85	\$ 45	\$ 9	*	
Half Day	\$ 95	\$ 85	\$ 65	\$ 55	\$ 40	\$ 9	*	
Rental Package	\$ 63	\$ 63	\$ 63	\$ 63	\$ -			
Half Day Rental Package	\$ 53	\$ 53	\$ 53	\$ 53	\$ -			* Uphill \$10

Montana Snow Bowl							Notes
Category	Adult	Student	Ages 6-12	Ages 60+	Ages 0-5		
Season Pass	\$ 882	\$ 804	\$ 347	\$ 804	\$ 15		25/26 Rates*
Lift Ticket	\$ 82	\$ 78	\$ 37	\$ 78	\$ -		*
Half Day	\$ 75	\$ 75	\$ 37	\$ 75	\$ -		*
Rental Package	\$ 40	\$ 40	\$ 30	\$ 30	\$ 30		*
Half Day Rental Package	\$ 30	\$ 30	\$ 25	\$ 25	\$ 25		*

Hoo Doo									
Category	Ages 18-64	Ages 11-12	Ages 0-10	Ages 0-10	Ages 65+	College	Ages 13-18	Ages 75+	
Season Pass	\$ 749	\$ 159	\$ 199	\$ 39	\$ 425	\$ 499	\$ 425	\$ 49	25/26 Rates*
Lift Ticket	\$ 89	\$ 50	\$ -	\$ -	\$ 50	\$ 89			*
Half Day	\$ 79	\$ 45	\$ -	\$ -	\$ 45	\$ 79			*
Rental Package	\$ 49	\$ 39	\$ 39	\$ 39	\$ 34	\$ 49	\$ 49	\$ 34	*
Half Day Rental Package	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	*

Shasta									
Category	Ages 18-64	Ages 13-17	Ages 8-12	Ages 5-7	Ages 65-69	Ages 70-84	Ages 85+	Ages 0-4	
Season Pass	\$ 429	\$ 299	\$ 169	\$ 99	\$ 199	\$ 149	\$ -	\$ -	26/27 Rates*
Lift Ticket	\$ 109	\$ 109	\$ 59	\$ 29	\$ 79	\$ 79	\$ 79	\$ 29	*
Half Day	\$ 64	\$ 64	\$ 39	\$ 29	\$ 59	\$ 59	\$ 59	\$ 29	*
Rental Package	\$ 50	\$ 50	\$ 40	\$ 30	\$ 40	\$ 40	\$ 40	\$ 30	*
Half Day Rental Package	\$ 40	\$ 40	\$ 35	\$ 25	\$ 35	\$ 35	\$ 35	\$ 25	*

Brundage								
Category	Ages 26-69	Ages 19-25	Ages 13-18	Ages 11-12	Ages 0-10	Ages 70+	Military	
Season Pass	\$ 729	\$ 519	\$ 249	\$ 199	\$ 49	\$ 519	\$ 519	26/27 Rates*
Peak Lift Ticket	\$ 127	\$ 127	\$ 95	\$ 75	\$ 75	\$ 97	\$ -	*
Lift Ticket	\$ 117	\$ 117	\$ 85	\$ 65	\$ 65	\$ 87	\$ -	*
Half Day	\$ 97	\$ 97	\$ 97	\$ 29	\$ 29	\$ -	\$ -	*
Rental Package	\$ 59	\$ 59	\$ 59	\$ 45	\$ 45	\$ -	\$ -	*
Half Day Rental Package	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	*

Red Lodge							
Category	Adult 16-24	Teen 13-18	Child 6-12	Young 0-5	Senior 65-69	Super 70+	
Season Pass	\$ 599	\$ 499	\$ 499	\$ 299	\$ 599	\$ 399	26/27 Rates*
Lift Ticket	\$ 99	\$ 79	\$ 39	\$ -	\$ 89	\$ 43	*
Half Day	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	*
Rental Package	\$ 54	\$ 54	\$ 43	\$ 43	\$ 54	\$ 54	*
Half Day Rental Package	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	*

Silver Mountain									
Category	Ages 24-61	Ages 18-23	Ages 7-17	Ages 0-6	Ages 62-69	Ages 70+	College	Military	
Season Pass	\$ 509	\$ 399	\$ 349	\$ 55	\$ 469	\$ 339	\$ 399	\$ 459	26/27 Rates*
Peak Lift Ticket	\$ 79	\$ 75	\$ 64	\$ -	\$ 79	\$ 75	\$ 75	\$ 75	*
Lift Ticket	\$ 76	\$ 76	\$ 59	\$ -	\$ 76	\$ 69	\$ 69	\$ 69	*
Half Day	\$ 62	\$ 62	\$ 52	\$ -	\$ 62	\$ 60	\$ 60	\$ 60	*
Rental Package	\$ 44	\$ 44	\$ 38	\$ 18	\$ 44	\$ 44	\$ -	\$ -	*
Half Day Rental Package	\$ 39	\$ 39	\$ 32	\$ 18	\$ 31	\$ 39	\$ -	\$ -	*

Monarch Mountain										
Category	Ages 19-61	Ages 7-18	Ages 7-12	Ages 0-6	Ages 62-68	College	Military	Veteran	Ages 69+	
Season Pass	\$ 559	\$ 329	\$ -	\$ 25	\$ 439	\$ 439	\$ 299	\$ 489	\$ 25	26/27 Rates*
Lift Ticket	\$ 149	\$ 129	\$ 109	\$ -	\$ 129	\$ -	\$ -	\$ -	\$ -	*
Half Day	\$ 99	\$ 79	\$ 69	\$ -	\$ 79	\$ -	\$ -	\$ -	\$ -	*
Rental Package	\$ 49	\$ 49	\$ 39	\$ 29	\$ -	\$ -	\$ -	\$ -	\$ -	*
Half Day Rental Package	\$ 37	\$ 37	\$ 30	\$ 22	\$ -	\$ -	\$ -	\$ -	\$ -	*

White Pass						Notes
						<i>they charge \$5 for the media card</i>
Category	Ages 17-72	Ages 9-16	Ages 0-8	Ages 73+	Military	
Season Pass	\$ 869	\$ 419	\$ 40	\$ 40	\$ 699	26/27 Rates*
Lift Ticket	\$ 89	\$ 55	\$ 5	\$ 5	\$ 67	*
Half Day	\$ 39	\$ 20	\$ 5	\$ 5	\$ -	*
Rental Package	\$ 54	\$ 38	\$ 38	\$ 54	\$ -	*
Half Day Rental Package	\$ 44	\$ 28	\$ 28	\$ 44	\$ -	*

49 North							
Category	Adult	Youth	Ages 0-6	College	Military	Master 70+	
Season Pass	\$ 499	\$ 299	\$ 20	\$ 369	\$ 399	\$ 249	26/27 Rates*
Lift Ticket	\$ 79	\$ 62	\$ 5	\$ 69	\$ 69	\$ 62	*
Half Day	\$ 56	\$ 46	\$ 5	\$ 49	\$ 49	\$ 46	*
Rental Package	\$ 40	\$ 36	\$ 21	\$ -	\$ -	\$ -	*
Half Day Rental Package	\$ 36	\$ 34	\$ 19	\$ -	\$ -	\$ -	*

Average Across All 10 Comparable Resorts								Notes
								<i>*Tier 1 rates used for season pass comparison</i>
Category	Adult 19-64	Teen 13-18	Youth 7-12	Child 0-6	Senior 65-74	Super 75+	College	Military
Season Pass	\$ 661.30	\$ 404.00	\$ 292.22	\$ 118.11	\$ 484.13	\$ 369.22	\$ 426.50	\$ 433.00
Lift Ticket	\$ 100.83	\$ 80.18	\$ 60.36	\$ 31.00	\$ 83	\$ 64.63	\$ 75.50	\$ 70.00
Half Day	\$ 66.60	\$ 57	\$ 32.22	\$ 24.60	\$ 53.33	\$ 34.89	\$ 62.67	\$ 54.50
Rental Package	\$ 49.78	\$ 47.42	\$ 41.44	\$ 35.60	\$ 31.78	\$ 32.75	\$ 49.00	\$ -
Half Day Rental Package	\$ 30	\$ 27.13	\$ 25.88	\$ 21.00	\$ 27	\$ 23.83	\$ -	\$ -

Eaglecrest Pricing									
Category	Adult 19-64	Teen 13-18	Youth 7-12	Child 0-6	Senior 65-74	Super 75+	College	Military	
Season Pass	\$ 630.00	\$ 330.00	\$ 180.00	\$ 32.00	\$ 510.00	\$ -	\$ 550.00	\$ 550.00	*25/26 Rates
Lift Ticket	\$ 75.00	\$ 54.00	\$ 36.00	\$ 13.00	\$ 62	\$ 62.00	\$ 58.00	\$ 58.00	*
Half Day	\$ 60.00	\$ 40	\$ 28.00	\$ -	\$ 47.00	\$ 47.00	\$ 60.00	\$ 60.00	*
Rental Package	\$ 49.00	\$ 39.00	\$ 35.00	\$ 21.00	\$ 49.00	\$ 49.00	\$ -	\$ -	*
Half Day Rental Package	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	*No longer offer

Difference									
									<i>*in parantheses reflects where we are cheaper than our average competitor</i>
Category	Adult 19-64	Teen 13-18	Youth 7-12	Child 0-6	Senior 65-74	Super 75+	College	Military	
Season Pass	\$ (31.30)	\$ (74.00)	\$ (112.22)	\$ (86.11)	\$ 25.88	\$ (369.22)	\$ 123.50	\$ 117.00	
Lift Ticket	\$ (25.83)	\$ (26.18)	\$ (24.36)	\$ (18.00)	\$ (21.40)	\$ (2.63)	\$ (17.50)	\$ (12.00)	
Half Day	\$ (6.60)	\$ (17.09)	\$ (4.22)	\$ (24.60)	\$ (6.33)	\$ 12.11	\$ (2.67)	\$ 5.50	
Rental Package	\$ (0.78)	\$ (8.42)	\$ (6.44)	\$ (14.60)	\$ 17.22	\$ 16.25	\$ -	\$ -	
Half Day Rental Package	\$ (30.36)	\$ (27.13)	\$ (25.88)	\$ (21.00)	\$ (26.75)	\$ (23.83)	\$ -	\$ -	

**Season Passes vary between 25/26 & 26/27 rates as noted. Passes are at the lowest tier pricing for spring pass sales.
**Day Tickets are 25/26 rates