ASSEMBLY STANDING COMMITTEE
ASSEMBLY FINANCE COMMITTEE
THE CITY AND BOROUGH OF JUNEAU, ALASKA

April 27, 2022, 5:30 PM.
Assembly Chambers/Zoom Webinar
https://juneau.zoom.us/j/93917915176 or call 1-253-215-8782 Webinar ID: 939 1791 5176

AGENDA

I. CALL TO ORDER

II. ROLL CALL

III. APPROVAL OF MINUTES

A. April 20, 2022

IV. AGENDA TOPICS

A. Juneau International Airport

B. Bartlett Regional Hospital

C. Eaglecrest

D. Updated AFC Schedule for FY23 Budget

V. NEXT MEETING DATE

A. May 4, 2022

VI. 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, TDD 586-5351, e-mail: city.clerk@juneau.org

DRAFT
City and Borough of Juneau
Minutes - Assembly Finance Committee Meeting
Wednesday, April 20, 2022, 5:30pm

I. CALL TO ORDER

The meeting was called to order at 5:35 pm by Mayor Weldon.

II. ROLL CALL

Committee Members Present: Mayor Beth Weldon; Maria Gladziszewski; Greg Smith; Christine Woll: Michelle Bonnet-Hale; Alicia Hughes-Skandijs (*joined at 5:48pm*); Wade Bryson

Committee Members Present Virtually: None

Committee Members Absent: Chair Carole Triem; Wáahlaal Gíidaak

Staff Members Present: Jeff Rogers, Finance Director; Adrien Speegle, Budget Analyst; Carl Uchytil, CBJ Port Director; Alexandra Pierce, CBJ Tourism Manager

Others Present: Liz Perry, Travel Juneau President & CEO; McHugh Pierre, Goldbelt President & CEO

III. APPROVAL OF MINUTES

The April 13, 2022 minutes were approved as presented.

IV. AGENDA TOPICS

a. Docks & Harbors

Mayor Weldon introduced Carl Uchytil, CBJ Port Director, who presented packet pages 7-21.

Mr. Uchytil briefly summarized key highlights of FY21 and FY22 listed on packet page 8. He noted that the Docks Enterprise will expend $800,000 of Docks fund balance due to revenue losses directly resulting from COVID-19. The Harbor Enterprise was able to meet all fiscal obligations by significantly cutting costs on maintenance projects and seasonal workers. This coming year, Mr. Uchytil noted that a 40% increase in personnel is necessary because of updated United States Coast Guard Facility Security Plan requirements. Docks and Harbors is required to provide security by non-funded mandate, meaning CBJ must fund those positions.

Mr. Uchytil reviewed the Docks Proposed Budget on packet page 9 and explained that the Docks fund balance is projected to trend positively in FY23 and FY24 mainly because of the increased Marine Passenger Fee (MPF) support. The $300,000 increase in MPF is intended to fund mandated security personnel. Mr. Uchytil clarified for the Committee that the personnel services proposed budget for FY23 and FY24 for both Docks and Harbors does not include the anticipated revenue increases that may result from ongoing collective bargaining negotiations.

Mr. Uchytil noted that the top eight (8) expenditures listed on packet page 12 makes up 92% of the budget for the Docks Enterprise meaning they have very little discretionary expenditures.

Assemblymember Hughes-Skandijs joined the Committee at 5:48pm.

Mr. Uchytil briefly summarized the Harbors Enterprise budget on packet page 14.

Mr. Uchytil briefly noted that Docks and Harbors has invested in a rate study for downtown harbors and cruise ship docks solicited through a large engineering company called HDR with a home office in Anchorage. A first draft will be available to the Docks and Harbors Enterprises sometime in May 2022.

Mr. Uchytil reviewed FY23 and FY24 anticipated fees to CBJ on packet page 20 and specifically noted that property insurance rates will increase 210%. In response to Assemblymember Smith's question about whether Docks and Harbors explored other lower payment insurance avenues, Jeff Rogers, Finance Director, explained that Docks and Harbors is not likely to find lower rates through third party insurance as dock infrastructure is difficult and expensive to insure all around. He further explained the increase in insurance rates reflects higher deductibles, higher premiums, anticipated large insurance claims, and compensation for a multi-million dollar negative fund balance for property in CBJ.

Mr. Uchytil answered Committee questions.

<u>Motion:</u> by Assemblymember Gladziszewski to accept the Docks & Harbors Budget.

Motion passed by unanimous consent.

b. Passenger Fee Plan – For Review

Mr. Rogers introduced Alexandra Pierce, Tourism Manager who presented packet pages 22-24.

Minutes - Assembly Finance Committee Meeting
Wednesday April 20, 2022, 5:30pm

Ms. Pierce stated that the memo on packet page 22 is a thorough review of the passenger fee plan proposal. She briefly explained reasoning behind budgeting for the FY23 capital projects on packet page 23 and answered Committee questions. She explained the CBJ Municipal Services Budget is based on the cost allocation prepared by Matrix Consulting, which was an outcome of the Cruise Line Industry Association (CLIA) settlement. The Proposal also includes funding for third-party visitor services grants, including Travel Juneau, Tourism Best Management Practices (TBMP), Downtown Business Association, and two private docks. Ms. Pierce stated that she would send a full breakdown of the Municipal Services budget to the Assembly per Assemblymember Smith's request.

Ms. Pierce clarified that the Circulator Plan has been on the budget for quite a long time citing that the first feasibility plan was drawn up in 1984. However, no other feasibility plan has occurred in recent years.

Assemblymember Hughes-Skandijs asked how docking fees/birthing fees for private docks compare to city fees. Ms. Pierce noted that the city will know more about dock fees after the rate study that Docks and Harbors is currently funding. She is hopeful that dock fees will adjust accordingly as a result of the study.

Ms. Pierce stated that budget reflects funds from 1 million passengers. If there are more passengers than anticipated, funds will likely go to projects that were not funded in FY21 due to reduced passenger fee revenue from the pandemic. Ms. Pierce also noted that they carried a negative $3.5 million fund balance into FY23.

The Committee elected to wait for the CBJ Municipal Services Budget breakdown before approving the passenger fee budget.

Ms. Pierce answered Committee questions.

The Committee recessed at 6:34pm.
The Committee reconvened at 6:45pm.

c. Hotel-Bed Tax Funding

Mr. Rogers presented packet pages 25-26 and stated that further information is in the FY23-24 Proposed Budget Book introduced April 4, 2022 (Budget Book) page 67.

Mr. Rogers reminded the Committee that total Hotel Bed Tax in CBJ is 9% for all stays less than 30 days. The public voted to change the Hotel Bed Tax from 7% to 9% in January 2020 with intent for 2% of funding to go toward Centennial Hall capital improvements.

Mr. Rogers noted that CBJ will have excess Hotel Tax fund balance at the end of FY22 since the Finance Department under forecasted the Hotel Bed Tax in the beginning of the year. This could give CBJ a cushion for any unexpected underperforming years.

Mr. Rogers answered committee questions.

d. Travel Juneau

Liz Perry, President and CEO of Travel Juneau and McHugh Pierre, Goldbelt President & CEO presented packet pages 27-42.

Ms. Perry briefly reviewed marketing trends in FY21 versus FY22 to date detailed on packet page 33-34. Mr. Pierre noted that the Travel Industry has strategically targeted specific cities in the top five states of frequent visitors to Alaska in an effort to bring younger Americans (age demographic 25-34) to Alaska in the future. He explained that marketing Alaska as an “active outdoor adventure” and “responsible outdoor, spaced-out, recreation” was a successful strategy for FY22.

Ms. Perry reviewed the FY23 Travel Juneau Budget on packet pages 37-39. She noted that this budget tracks special projects more specifically so that future grant activities and/or TBMP special projects are more easily tracked.

Ms. Perry stated that Travel Juneau is committed to honor the Assembly’s past request of generating more earned income than grant funded income and noted that the budgeted earned income for FY23 is nearly 35% as part of that commitment.

Ms. Perry explained that Juneau is an increasing destination of interest for conventions and trade shows, so many of their expenses and resources are going toward convention marketing. She also noted that Travel Juneau is focusing resources in high media production and digital marketing because it is easily trackable and considerably more useful for data collection. The aim is to continue to draw the younger demographic.

Ms. Perry and Mr. Pierre answered committee questions.

<u>Motion:</u> by Assemblymember Gladziszewski to accept the Travel Juneau Budget.

Motion passed by unanimous consent.

Minutes - Assembly Finance Committee Meeting
Wednesday April 20, 2022, 5:30pm

e. Updated AFC Schedule for FY23 Budget

Mr. Rogers noted that further adjustments to the schedule will be reflected in the update at the AFC meeting April 27, 2022.

Mr. Rogers reminded the public that the Assembly will take public testimony for CBJ, the Juneau School District, the Capital Improvement Plan (CIP), and the Mill Rate Ordinance on Monday, April 25, 2022.

Assemblymember Hughes-Skandijs reminded the Committee that proposed CIP amendments are due to the Finance Department from the Assembly by April 25, 2022.

V. NEXT MEETING DATE

a. April 27, 2022

VI. ADJOURNMENT

The meeting was adjourned at 7:15pm.

JUNEAU INTERNATIONAL AIRPORT
FY 23 & FY 24 BUDGETS
April 27, 2022

EXPENSES

	Revised 2021	Actual 2021	Revised 2022	Projected 2022	Proposed 2023	Proposed 2024
Personnel	$3,141,200	$2,894,792	$2,988,200	$2,837,700	$3,261,400	$3,295,600
Commodities & Services	$4,709,800	$5,057,101	$4,904,400	$5,406,700	$5,529,500	$5,569,500
Travel & Training	$45,800	$38,652	$49,000	$47,200	$41,200	$54,400
Capital Outlay	-	$27,576	-	$340,000	-	-
Total	**$7,896,800**	**$8,018,121**	**$7,941,600**	**$8,631,600**	**$8,832,100**	**$8,919,500**

- FY22 Expenses increase $690K in capital *($340K)* and maintenance projects *($350K)* paid through CARES funding.
- While FY23/24 will see cost savings through energy efficiencies *(airport terminal and airfield facilities completely off diesel fuel)*, inflation costs in all costs centers especially for:
    - airfield deicing chemicals/sand, general funds full cost allocations; and large increases to property/special policies insurance

REVENUES

	Revised 2021	Actual 2021	Revised 2022	Projected 2022	Proposed 2023	Proposed 2024
Rents	$3,081,800	$1,476,581	$2,763,800	$3,091,500	$3,268,100	$3,362,100
Landing Fees	$2,371,400	$1,684,079	$1,908,300	$1,955,000	$2,185,000	$2,250,000
Fuel Flowage Fees	$1,039,100	$612,253	$776,900	$727,800	$962,000	$1,021,000
Security Screening Fees	$500,000	$197,090	$330,000	$380,000	$450,000	$470,000
Federal Reimburse	$258,200	$332,425	$249,100	$301,100	$250,600	$250,600
Interest Income	$56,000	$91,092	$52,500	$21,300	$21,300	$21,300
Miscellaneous Revenues	$67,500	$197,489	$23,000	$70,000	$123,000	$123,000
Total	**$7,374,000**	**$4,591,009**	**$6,103,600**	**$6,546,700**	**$7,260,000**	**$7,498,000**

***REVENUE REBOUND*.....**

- Revenues projected to rebound post-COVID impacts. Increased travel numbers and increased aircraft operations means revenues rebounding to near pre-COVID levels in almost all revenue streams:
  - Landing Fees, Fuel Flowage Fees, Security Screening Fees, Concession Fees (rents) and State Aviation Fuel (misc).

EXPENSE VS REVENUES

	Revised 2021	Actual 2021	Revised 2022	Projected 2022	Proposed 2023	Proposed 2024
REVENUES	$7,374,000	$4,591,009	$6,103,600	$6,546,700	$7,260,000	$7,498,000
EXPENSES	($7,896,800)	($8,018,121)	($7,941,600)	($8,631,600)	($8,832,100)	($8,919,500)
Surplus (Deficit)	($522,800)	($3,427,112)	($1,838,000)	($2,084,900)	($1,572,100)	($1,421,500)
Tenant Relief (CARES)				($1,200,000)	($1,200,000)	
Other Adjustments	$0	($268,948)	$0	$0	$0	$0
CARES Funding (Revenues)		$3,427,112		$3,284,900	$2,772,100	$1,421,500
GO Bond Debt Service	-602,375	-602,375	-662,625	-662,625	-	-
Total	**($602,375)**	**($871,323)**	**($662,625)**	**($662,625)**	**$0**	**$0**

- FY22 & FY23 REVENUES **do not** include Tenant Rent Relief *(shown as separate line item here)*; Rent Relief accounted for at yearend close-out *(will show as lower rent revenues collected, as seen in FY21 Revenue Actuals)*
- FY22/23/24 Budget deficit & FY22/23 Tenant Rent Relief covered with CARES funding:
  - FY22: $3.3M FY23: $2.7M FY24: $1.4M
- FY23/24 GO Bond debt service TBD

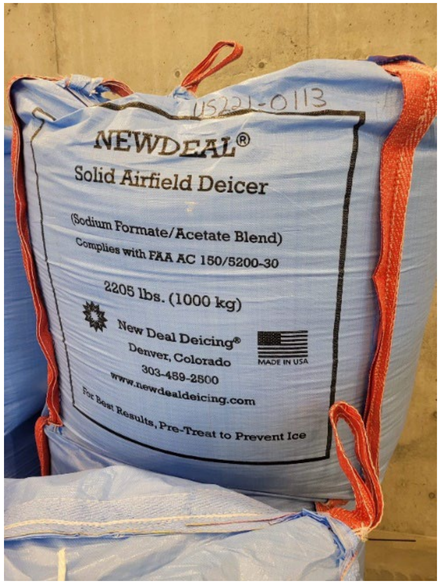
EXPENSES

Expenses for FY23/24 increased over FY22.

Most expenses remain status quo. However, a few (major) exceptions out of our spending control:

Personnel (longevity/less time charged to projects)

UP $273,200 FY23
UP $307,400 FY24



Property/Special Policies Insurance

UP $189,000 FY23
UP $199,400 FY24

Deicing Chemicals/Sand costs/shipping

UP $381,700 FY23
UP $381,700 FY24

Full Cost Allocation UP $39,800 both FY23 & 24

FY23 UP $890,500 FY24 UP $977,900

REVENUES

Revenues for FY23/24 increased over FY22.

Revenues are projected to *rebound* post-COVID travel; more travelers, more aircraft.

Landing Fees

UP $276,700 FY23
UP $341,700 FY24

Fuel Flowage Fees

UP $185,100 FY23
UP $244,100 FY24

Rents/Parking/Concession Fees

UP $504,300 FY23
UP $598,300 FY24

Pax Security Fees

UP $120,000 FY23
UP $140,000 FY24

Other/Misc Rev UP $70,000 both FY23 & 24

FY23 UP $1,156,400 FY24 UP $1,394,400

AIRPORT SUMMARY

- **Airport will use CARES Funding to balance FY23 & FY24:**

  FY23 $2,772,100 **($1,572,100 plus tenant relief est. $1.2M)**
  FY24 $1,421,500

- **Airport will require Supplemental Spending Authority of $690,000 for FY22. Additional spending covered by the Airport CARES grants.**

Airport Board approved the budget at the February 10, 2022 Airport Board meeting.

CARES/CRRSAA/ARG Act Use		4/14/2022
30,590,133	Grant awards*	
(727,145)	FY20 Operational Expenses	
(3,427,111)	FY21 Operational Exp incl tenant relief; yearend	
(602,375)	FY21 Airport GO Bond debt service	
(662,625)	FY22 Airport GO Bond debt service	
(203,028)	TWY Regulator Upgrade (appropriated)	
(1,610,000)	Bag Belt Replace - Est; + $50K design (10/21)	
(600,000)	Parking Lot Design (max) - Estimate	
(92,885)	Bagwell Gas Detect/Alarm - est; + $42,885 desgn	
(115,000)	SREB Circulation Pump Upgrade	
(175,000)	Sand/Chem bldg Back-up Boiler system	
(50,000)	Forklift vehicle	
22,324,964	Balance	
	Proposed Use	
(98,347)	Required Concession Relief (not for other use)	
(1,200,000)	FY22 Tenant Rent Relief (est)	
(2,084,900)	FY22 Operational Expenses (est)	
(1,200,000)	FY23 Tenant Rent Relief (est)	
(1,572,100)	FY23 Operational Expenses (est)	
(1,421,500)	FY24 Operational Expenses (est)	
(1,282,000)	*April 2022 Board Project Approvals*	
	GO bond debt service FY23/24 TBD	
(5,000,000)	Parking Lot Construction -TBD -*Est (in design)*	
8,466,117	*Proposed/estimated balance FY22 end*	

*Terminal ceiling, lighting, seating, flooring, fuel generator/access wash bay protectors, manlift Est range $630K - $1.3M

'CARES' Grant Summary

The Airport has received three 'CARES' grants for financial assistance:

- Airport operational costs
- Federal AIP grant match
- Capital projects not eligible for Federal $
- Concessionaire Relief
- Tenant Relief
- Other

Estimate $8.46M remaining (at this time); not yet programmed. Airport Board working on a plan for remaining funds prior to their sunset date (4 years after grant issue).

Airport still has $20M in projects, plus $2M required in local match for FAA projects (thru FY24).

CURRENT PROJECTS

- **Terminal Reconstruction.** Substantial Completion May 2022
- **Taxiway Rehabilitation.** Finalizing Lighting Vault commissioning

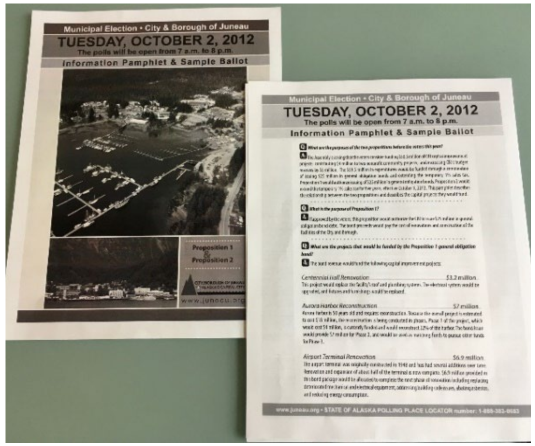
- **Outbound Baggage Conveyor System (bag screening)** In design
- **Parking Lots Rehabilitation (all)** In design
- **Float Pond Phase II** South Road and pond embankment. In design

- **Main Ramp/Apron Parking Rehab & Jet Overnight Parking**
- **Jetbridge Gate 5 Replacement**
- **Property Acquisition**
- **General Aviation Ramp/Drainage**
- **Terminal lighting, ceiling, flooring, seating, fuel generator, wash bay protector, lift**

- ***Prioritizing CIP List for CARES $$ Use – Including local match for FAA-funded projects***

FY23/24 GO Bond Debt Service –
Reconsider Use of Airport CARES funding

Airport Board Discussion



Terminal Bonds Issued:
$5.9M GO Bond - Airport
+
$15.8M Revenue Bonds - Airport

- **February 2, 2022: *AFC* approved an additional $1.3M Airport CARES funds for FY23/24 GO Bond debt service (\$1.2M GO Bond debt FY21/22 paid by Airport)**
- **CBJ Special Assembly meeting March 7, 2022, Airport requested reconsideration of using Airport CARES for GO Bond debt service**
- **Airport Board Letter to Assembly, March 11, 2022**
- **Airport still has approx. $20M in unfunded, federally ineligible projects in need of immediate funding; plus $2M required local match for FAA projects**
- **Airport also paying on Revenue Bonds for terminal work (interest / bond fees) This is tying up our PFC funding for future project match**

Questions?

Thanks to all who made the terminal project happen

FY 2023 BUDGET PACKET

OUR MISSION: BARTLETT REGIONAL HOSPITAL PROVIDES ITS COMMUNITY WITH QUALITY, PATIENT-CENTERED CARE IN A SUSTAINABLE MANNER.

Bartlett Regional Hospital

CITY/BOROUGH OF JUNEAU
ALASKA'S CAPITAL CITY

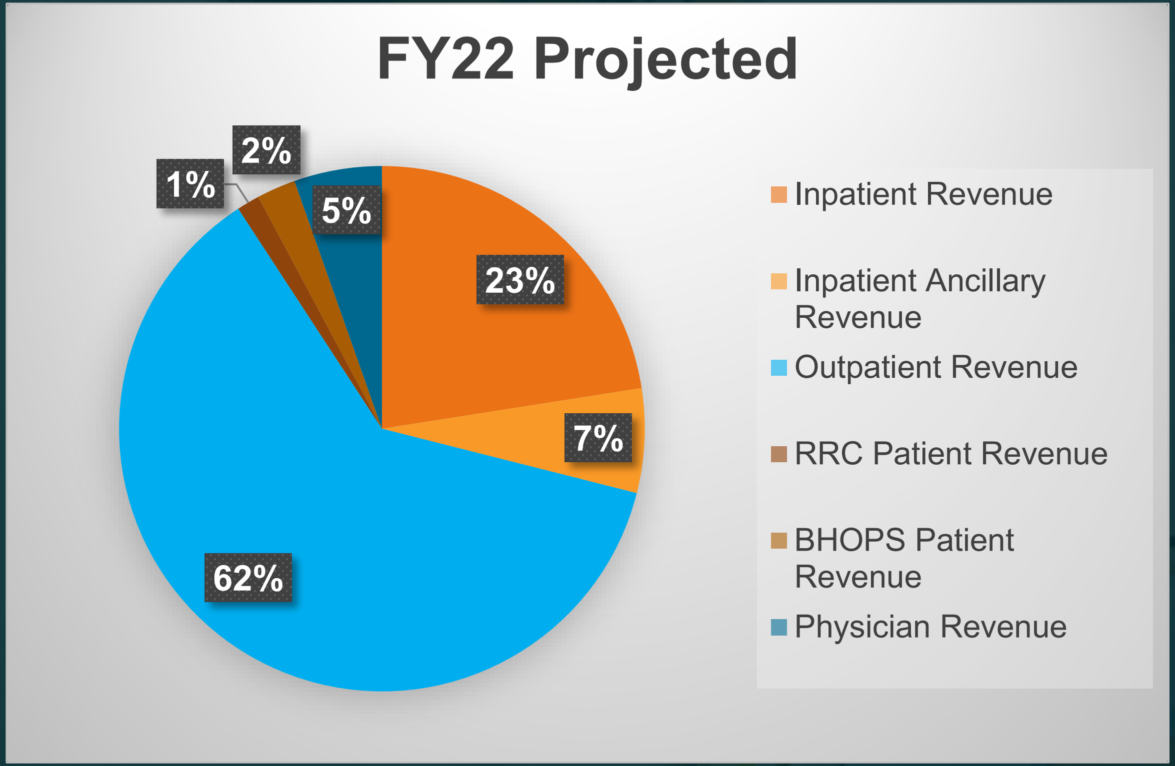
FY23 BARTLETT BUDGET FRAMEWORK

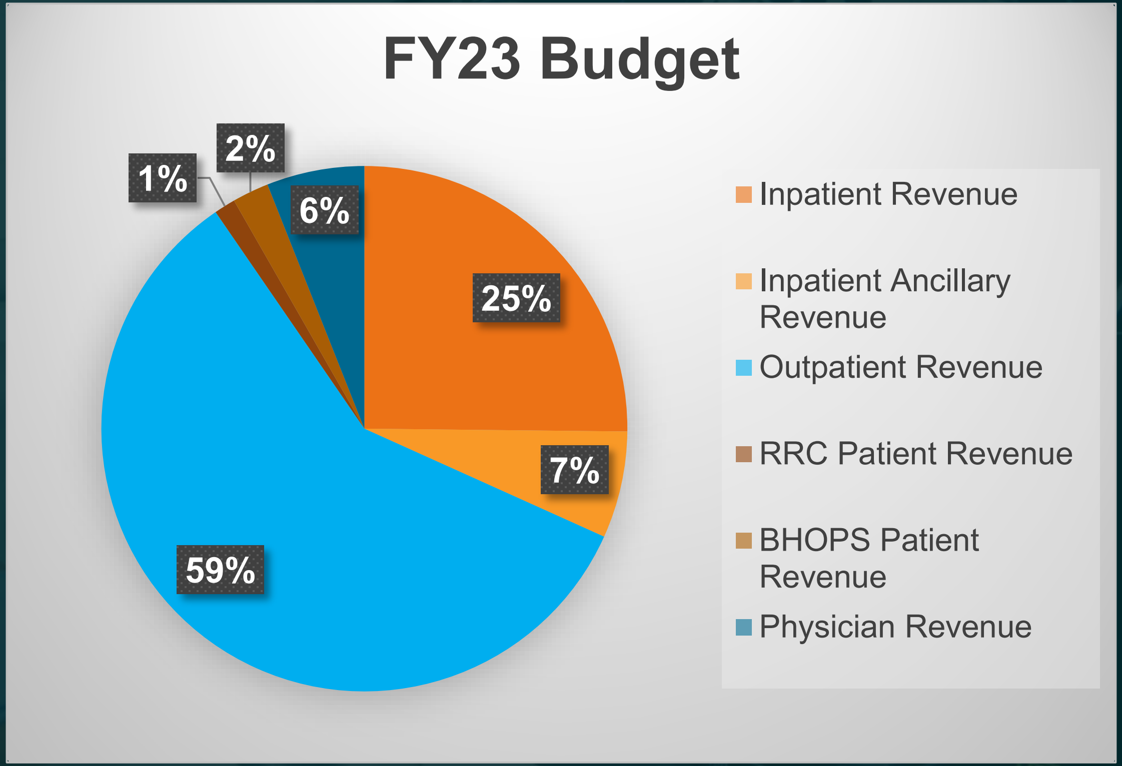
- Increased spending to align with volume estimate
  - Salaries and Wages
  - Materials and Supplies – new GPO
- Patient volumes and Revenues projected based on assumptions.
- CIP – 3 million
- Capital Budget – 5.8 million

STATISTICS

Facility Utilizations	Actual FY2019	Actual FY2020	Actual FY2021	Projected FY2022	Budget FY2023
Inpatient Patient days	7,080	6,672	6,973	7,980	9,074
Mental Health Unit Patient days	3,341	2,454	1,790	1,868	1,868
Rainforest Recovery Patient days	3,975	2,838	1,434	1,966	1,966
Inpatient admissions	2,406	2,145	1,494	2,400	2,400
Births	325	287	294	298	298
Observation admissions	1,330	1,256	1,246	1,380	1,380
Surgery Cases	2,931	2,614	3,112	2,814	2,814
Outpatient Visits	171,069	166,278	170,417	187,508	187,508
Physician Clinics	6,754	10,658	13,769	15,452	15,452
Dietary Meals	327,287	300,896	246,404	190,072	209,079

FY22/23 COMPARISON OF PATIENT REVENUE





CHANGES TO EXPENSE AND REVENUE

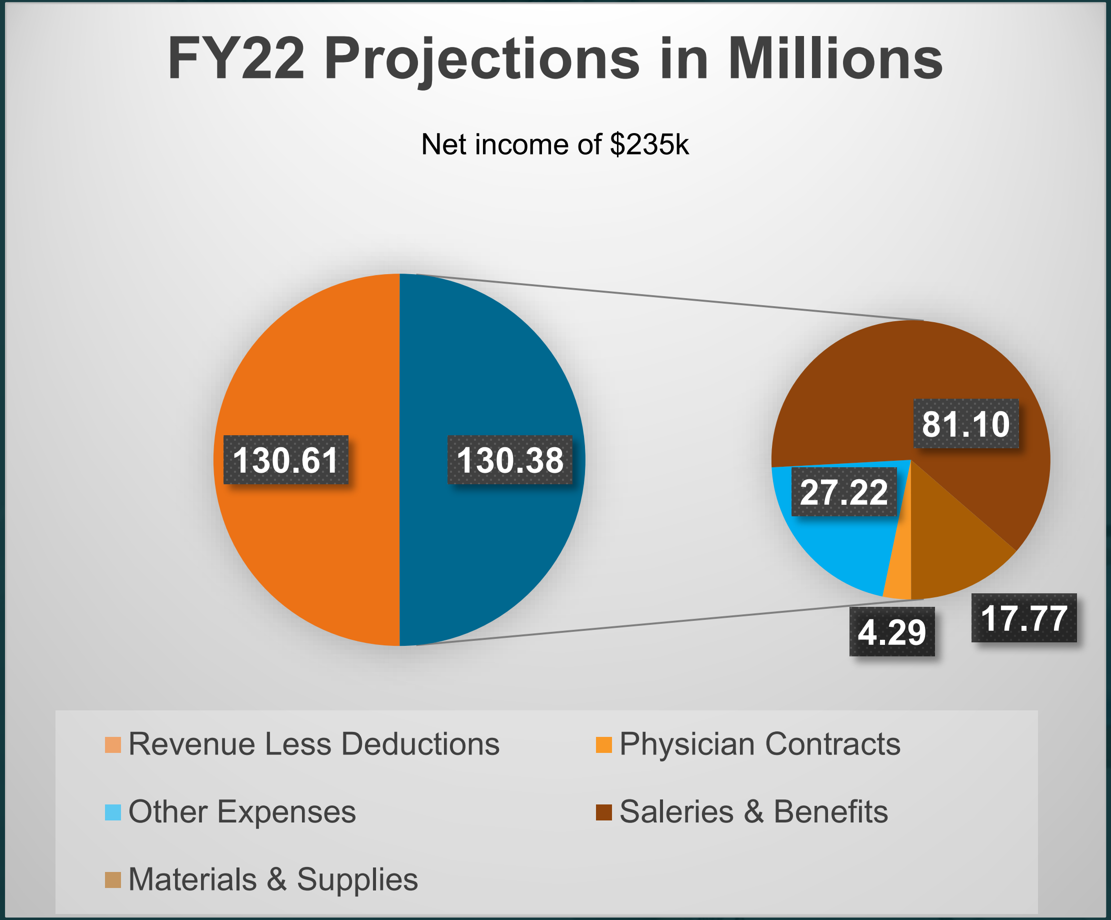
Patient Volumes and Revenues.

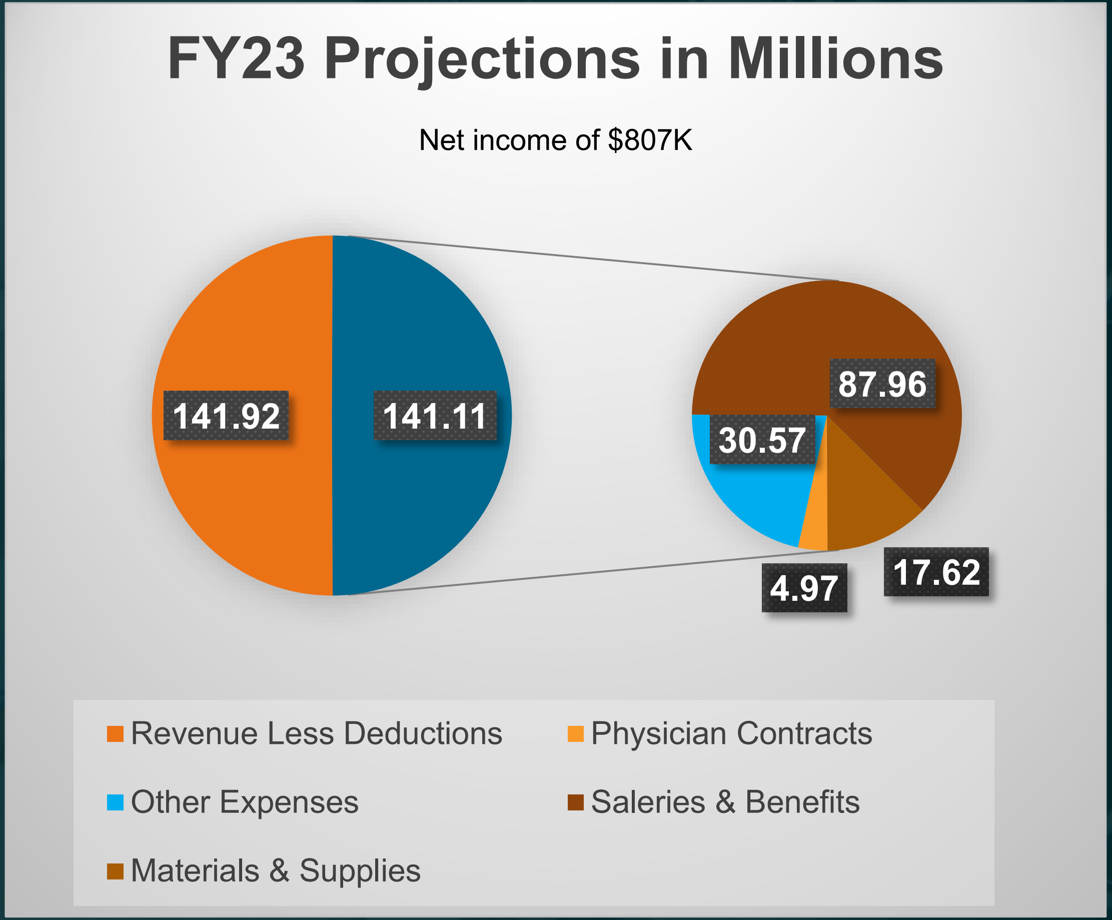
- ✓ With new beds added to Med/Surg, we are anticipating an increase in average patients per day from 16 to 34.
- ✓ A 4% price increase was implemented same as prior years.
- ✓ All of our other revenue projections remained the same as pre-COVID, with anticipation of increase in visitors from tourist industry.

Expenses.

- ✓ 2% Cost of Living increase.
- ✓ Increase in Salary with anticipation of increase in volume, due to additional beds added to Med/Surg.
- ✓ December of 2021 BRH is on the new GPO contract. We have noticed a decrease in pricing and we anticipate a 15% reduction in pricing under this new GPO.

FY22/23 COMPARISON OF NET INCOME/(LOSS)





CIP

- Deferred Maintenance – 3 million
  - These funds are to address infrastructure projects. These funds will be used for known and planned projects and also used to address replacement or repairs that are not anticipated.
  - BRH completed a master facility campus plan study that identified facilities most in need of replacement or upgrade. On the next page you will see the project timeline that was developed following the master facility campus plan study.

Bartlett Regional Hospital
Facilities Master Plan - Project Timeline
June 28, 2021

Originally Prepared by Jensen Yorba Wall, Inc.
586-1070 corey@jensenyorbawall.com

Project

A. Bidding / Under Construction

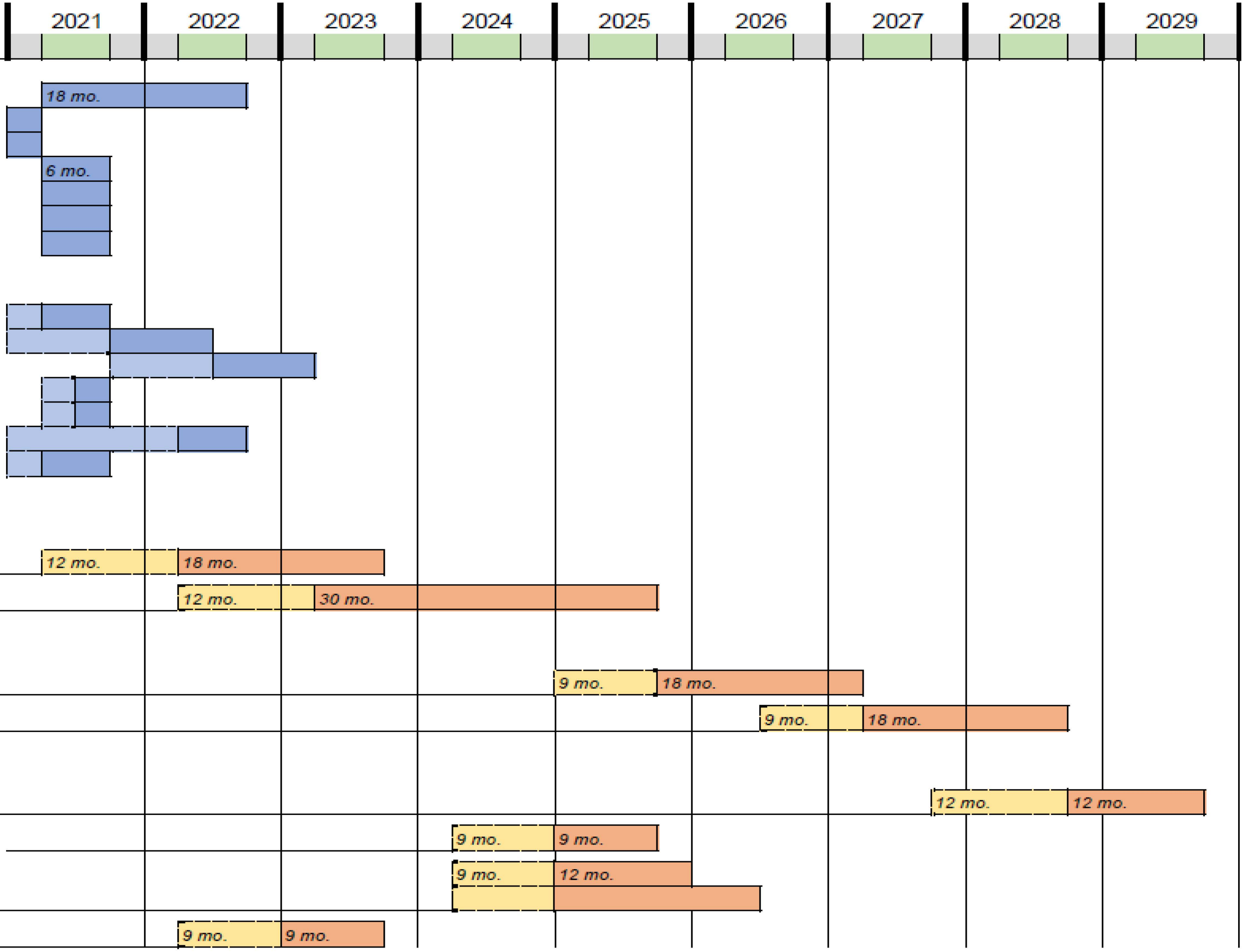
- A1 BOPS Replacement Building
- A2 Ventilation Improvements to Surgery (Endoscopy) SF11 Replacement
- A3 CSR Sink and Equipment
- A4 Rainforest Recovery Center Exterior Upgrade
- A5 ASU-1 Heating Coil conversion to Glycol
- A6 Phase 1 Sidewalk Replacement
- A7 Fuel Oil Tank Supply Line Upgrade

B. In Design

- B1 ED Temporary Ventilation Upgrade (Trauma Room & 1-2 Exam Rooms)
- B2a Power Conditioning - Surge Protection
- B2b Power Conditioning - System Upgrades
- B3 Physician Call Room
- B4 Fire & Security Door Replacement
- B5 New South Site Access
- B6 Southwest Asphalt Replacement
- B7 Purchase Bartlett Surgery Speciality Clinic building

C. Future Projects

- C1 Emergency Dept. Addition & Ventilation Upgrade
- C2 North Addition - Phase 1 (34,600 sf 2-story or 51,900 sf 3-story)
  - *C2B - Proper Changing Rooms and Areas to deal with PAPR's etc.*
  - *C2C - Permanent IT Room*
- C3 1st Floor Renovation / Reconfiguration
- C4 South Addition over Cafeteria (2,800 sf, 5,000 sf, or 10,000 sf)
  - *C4B - Lab Renovation, including Ventilation Upgrade*
  - *C4C - Ventilation Upgrade - Boiler Room*
- C5 Surgical Service Renovation. Options: 2016 plan, North, or South Add.
- C6 Central Campus Site Improvements (Remove Medical Arts Bldg)
- C7 New Parking Garage
- C7B New Parking Garage with Rental / Physician Space above
- C8 South Entrance / Parking



- Project Planning & Design

- Project Construction

CAPITAL PLAN

Depreciation	Total Capital Purch	FY23 Depreciation Amount
Buildings	$15,000.00	$1,500.00
Fixed Equipments	$167,354.76	$33,470.95
Major Moveable	$3,859,955.00	$551,422.14
Minor Equipment	$672,077.67	$96,011.10
System Software	$1,152,000.00	$384,000.00
	$5,866,387.43	$1,066,404.19

- BRH’s Capital plan for FY23 is 5.9 Million. Majority of these capital purchases are Major Moveable items. Other than some miscellaneous items, I want to highlight the top two high dollar amount items that add up to 2.8 million under Major Moveable category.
  - 2.6 million for MRI Replacement – current MRI is from 2008
  - 200k for Chemistry Analyzer – Current system is end of life
  - 1 million of other misc items are replacement of soltive laser for urology, BioFire Tourch, Chemistry and immunoassay analyzer, SCD Machines and couple of vehicles.
- Second major category is System Software. Out of 1.2 million, 750k is for the following two major items.
  - 250K for Infusion pump integration – Integration of infusion pump with Meditech
  - 500K for New documentation software for Endoscopy, arthroscopic, GYN and GU video system.
  - 400k of other misc items are VxBlock server blade expansion, digital whiteboard integration, virtual desktop expansion and computer replacement.
- 850K of all other capital purchases under building, fixed equipment and minor equipment categories are related to replacement of minor equipment’s, carpets, furniture's and network cabling.

HOSPITAL BUDGET OVERVIEW

Bartlett Regional Hospital

OVERVIEW

		FY22		FY23	FY24
	FY21 Actuals	Amended Budget	Projected Actuals	Proposed Budget	Proposed Budget
EXPENDITURES					
Personnel Services	$ 71,501,800	87,815,100	87,208,800	94,008,200	94,008,200
Commodities and Services	33,370,600	31,109,800	35,012,500	37,923,300	37,965,700
Capital Outlay	9,813,200	5,000,000	5,000,000	5,866,400	2,112,300
Debt Service	1,530,300	1,666,700	1,590,600	2,800,900	3,018,500
Support to:					
Capital Projects	13,465,000	25,500,000	25,500,000	3,000,000	7,500,000
Total Expenditures	**129,680,900**	**151,091,600**	**154,311,900**	**143,598,800**	**144,604,700**
FUNDING SOURCES					
Charges for Services	114,613,500	122,270,500	120,672,900	137,251,600	137,251,600
State Revenue	(88,100)	2,586,500	4,030,000	3,619,100	3,619,100
Federal Revenue	7,996,300	-	4,796,400	-	-
Investment and Interest Income	422,900	2,000,000	595,100	531,300	531,300
Bond Proceeds	-	20,000,000	20,000,000	-	-
Support from:					
Capital Projects	-	-	4,000,000	-	-
Liquor Tax	175,000	-	-	-	-
Tobacco Excise Tax	518,000	518,000	518,000	518,000	518,000
Total Funding Sources	**123,637,600**	**147,375,000**	**154,612,400**	**141,920,000**	**141,920,000**
FUND BALANCE					
Debt Reserve					
Beginning Reserve Balance	1,741,400	1,806,500	1,806,500	1,806,500	1,806,500
Increase (Decrease) in Reserve	65,100	-	-	-	-
End of Period Reserve	**1,806,500**	**1,806,500**	**1,806,500**	**1,806,500**	**1,806,500**
Available Fund Balance					
Beginning of Period	68,344,600	62,236,200	62,236,200	62,536,700	60,857,900
Increase (Decrease) in Fund Balance	(6,108,400)	(3,716,600)	300,500	(1,678,800)	(2,684,700)
End of Period Available Fund Balance	**$ 62,236,200**	**58,519,600**	**62,536,700**	**60,857,900**	**58,173,200**
STAFFING	**506.00**	**566.00**	**527.00**	**617.00**	**617.00**

THANK YOU

Jerel Humphrey
Interim Chief Executive Officer

Robert Tyk
Interim Chief Finance Officer

rctyk@bartletthospital.org

907-796-8402

CBJ Finance Committee Meeting
April 27th 2022

Eaglecrest Ski Area FY 22 Review & FY 23 Budget Presentation

- FY 22 (2022-2022 Season)– Overview
- FY23 (2022-2023 Season)– Budget
- Fund Balance
- Increment Request for Wage Increase
- Future challenges and opportunities

2021-2022 Season Highlights

- Operated for 92 total days with over
- 351” of snow at summit and 208” at base.
- 47” of moisture at the Base Area between January 1st and April 10th. Large proportion of rain at lower elevations.
- 80,000 Skier Visits by year end, came close to FY21 totals
- Early Season snowfall allowed the snowpack to sustain throughout the season without as much need for snowmaking operations as past years
- Record amount of seasonal product holders

Historical Seasonal Product Sales

Season Passes	FY22	FY21	FY20	FY19	FY18	FY17	FY16	FY15
Adult	1423	1152	860	832	1089	952	789	1165
Adult Weekend				13	19	16	7	15
Adult Weekday				11	7	4	6	5
Senior	117	111	92	55	49	41	38	27
Super Senior	38	41	38	43	43	36	27	28
Senior Weekday				1	1			
College	76	60	46	51	33	37	28	53
Teen	366	355	227	212	229	232	181	236
Youth	441	380	297	277	320	309	233	303
Child	244	237	195	198	204	194	169	211
Grand Total	**2705**	**2336**	**1755**	**1693**	**1994**	**1821**	**1478**	**2043**
Ages 19+ Only	1654	1364	1036	1006	1241	1086	895	1293

Flex Pass	FY22	FY21	FY20
Initial Purchases	193	226	419
Redeemed Days	756	1191	1903
Average Days	**3.92**	**5.27**	**4.54**

Multi-Visit Cards	FY22	FY21	FY20	FY19	FY18	FY17	FY16	FY15
Adult 5 Visit	184	187	66	104	57	134	85	36
Adult 10 Visit	99	66	29	61	33	83	79	37
Adult 15 Visit				27	19	39	9	38
Adult LM 5 Visit							36	20
Senior 10 Visit		2			1	2		1
Teen 5 Visit	51	62	37	32	14	33	29	11
Teen 10 Visit	10	19	15	10	5	19	14	14
Grand Total	**344**	**336**	**147**	**244**	**133**	**332**	**267**	**165**

	FY22	FY21	FY20	FY19	FY18	FY17	FY16	FY15
Grand Totals	**3242**	**2898**	**2321**	**1937**	**2127**	**2153**	**1745**	**2208**
Ages 19+ Only	2130	1845	1550	1200	1351	1345	1105	1426

Ski Patrol Avalanche Control Statistics

- 37 Total days of Avalanche Reduction Work
- 27 Days Using Explosives
- 537 Pounds of Explosives Used
- 351 Inches of Snow Prior 4/10/22
- Extreme wind likely effected snow totals measured
- SWE analysis indicated snow totals of 515 inches at the top of the mountain

Snow Sports School Statistics

Seasonal Lesson Break Down

- 4967 Total Lessons Taught
- 560 Adult Daily Lessons
- 128 Adult Multi Day Lessons
- 599 Child/Youth Daily Lessons
- 2022 Youth Multi Week Programs
- 1428 School Group Lessons
- 78 Lessons from Community Groups

Homeschool

- 1060 Lessons
- 303 Tickets
- 312 Rentals

Community & JSD

- 598 Lessons
- 530 Tickets
- 478 Rentals

5th Grade Passport

- 140 Season Ticket Pass Issued
- 31 Lessons
- 700 Tickets
- 29 Rentals

8312 Total Rentals Sold

- 3839 Season Rental Redemption
- 790 Homeschool/Community/JSD
- 1977 Daily Ski Rentals
- 476 Daily Snowboard Rentals
- 22 Nordic Daily Rentals
- 826 Half Day Ski & Snowboard
- 211 Helmet/Poles
- 103 Boots only
- 68 High End Demo Equip

Marketing, Website and Independent Traveler Growth

- Website traffic continues to grow with 310,000 total visits
- 63,379 first-time website views
- 51,560 web visitors from outside of Juneau
- 1,200 new followers on Instagram, currently at 8,350 total followers
- 28,000 YouTube channel views
- The “Undiscovered” promotional video received 35,773 views through EC social media channels
- Paid Facebook video advertising reached 296,000 people with 88,000 engaging in the advertisement
- Paid YouTube advertisement generated 9,500 views
- Paid advertisement directed viewers to skieaglecest.com/visit page promoting Eaglecrest and the Juneau Experience, generated 17,497 unique page visits
- Expanded our reciprocal pass partnerships to bring more awareness and attract more out of town visitors to support the Juneau Visitor Industry. Attracted 1594 out of town visitors generating an estimated $318,800 of indirect economic impact
- Partnered with Travel Juneau to promote Eaglecrest and Juneau through the Snowbrains blog site with 4 unique articles reaching their 300,000 subscribers

FY 23 Budget Highlights

- The most significant Budget increases come in Personnel Services in the amount of $199,300 primarily due to increased wage scale and other modifications to staffing plan
- Commodities and Services increased $140,000 primarily driven by increased bank card fees (due to record revenue). Costs for specialty and property insurance have also gone up along with a slight increase in CBJ Central Services seen in the Full Cost Allocation line.
- Increased Ski Patrol Materials and Commodities for new Avalanche Rescue Beacons and uniform jackets
- Increased Snow Sports School Uniforms and Safety equipment account to allow for new uniform jackets to be rotated into the existing supply
- Typical practice is to prepare our budget for a slight surplus to allow for the inevitable fluctuations in revenue due to the weather patterns of a particular year.

Current FY22 Year End Projections

- Projected Year End Revenue $3,047,000
- Projected Year End Expenses $2,925,000
- Projected Transfer to fund balance $122,000
- Projected Year End Available Fund Balance ($14,800)
- Strive to achieve neutral Fund Balance in FY 23
- Weather and recruitment success in the winter of 2022-2023 will continue play a factor in revenue potential and ability to effect Fund Balance

EAGLECREST

COMPARATIVES

	FY21 Actuals	FY22 Amended Budget	FY22 Projected Actuals	FY23 Proposed Budget	FY24 Proposed Budget
EXPENDITURES					
Personnel Services	$ 1,839,700	1,605,100	1,691,500	1,804,400	1,811,600
Commodities and Services	1,504,900	1,335,300	1,341,000	1,484,500	1,502,700
Total Expenditures	**3,344,600**	**2,940,400**	**3,032,500**	**3,288,900**	**3,314,300**
FUNDING SOURCES					
Charges for Services	1,600,600	1,462,000	1,790,000	1,780,000	1,800,000
Licenses, Permits, and Fees	165,900	287,900	237,000	273,000	273,000
Sales	57,300	58,000	60,000	63,000	63,000
Rentals	222,900	229,000	248,000	248,000	248,000
Donations and Contributions	75,000	100,000	75,000	100,000	100,000
Support from:					
Pandemic Response Fund	18,000	-	-	-	-
Roaded Service Area	50,000	50,000	50,000	50,000	50,000
General Fund	985,500	825,000	825,000	825,000	825,000
Total Funding Sources	**3,175,200**	**3,011,900**	**3,285,000**	**3,339,000**	**3,359,000**
FUND BALANCE					
Inventory Reserve					
Beginning Reserve Balance	214,900	202,500	202,500	202,500	202,500
Increase (Decrease) in Reserve	(12,400)	-	-	-	-
End of Period Reserve	**202,500**	**202,500**	**202,500**	**202,500**	**202,500**
Available Fund Balance					
Beginning of Period	32,900	(136,500)	(136,500)	116,000	166,100
Increase (Decrease) in Fund Balance	(169,400)	71,500	252,500	50,100	44,700
End of Period Available	**(136,500)**	**(65,000)**	**116,000**	**166,100**	**210,800**
Combined End of Period Fund Balance	**$ 66,000**	**$ 137,500**	**$ 318,500**	**$ 368,600**	**$ 413,300**
STAFFING	**35.60**	**33.40**	**33.40**	**33.40**	**33.40**

Eaglecrest Increment Request

- In January of 2022 the Eaglecrest Board approved a 7.5% increase to the pay scale that was able to be funded out of Eaglecrest Revenue
- The original goal of the Eaglecrest Board was to apply a 22% increased to the pay scale to bring Eaglecrest Wages up to Ski Industry norms.
- Dramatic increased pressure in the labor market over the last year has made the issue even more pressing.
- The Board is requesting an additional $210,000 in general funds to increase the pay scale by an additional 14%
- This increase still has Eaglecrest payscale an average of 20% below comparable FY22 MEMBA job classes
- Board will be looking at pricing increases to assist Eaglecrest in meeting revenue targets while maintaining community accessibility

Budget Comparatives with Increment applied and updated FY22 Projected Actuals

		FY21 Actuals	FY22 Amended Budget	Projected Actuals	FY23 Proposed Budget	FY24 Proposed Budget
EXPENDITURES						
	Personnel Services	$1,839,700	1,605,100	1,563,730	2,012,900	2,021,300
	Commodities and Services	1,505,200	1,335,300	1,361,372	1,484,500	1,502,700
Total Expenditures		**3,344,900**	**2,940,400**	**2,925,102**	**3,497,400**	**3,524,000**
FUNDING SOURCES						
	Charges for Services	1,600,600	1,462,000	1,606,500	1,780,000	1,800,000
	Licenses, Permits, and Fees	165,900	287,900	201,200	273,000	273,000
	Sales	57,300	58,000	63,400	63,000	63,000
	Rentals	222,900	229,000	226,300	248,000	248,000
	Donations and Contributions	75,000	100,000	75,000	100,000	100,000
	Support from:					
	Pandemic Response Fund	18,000	-	-	-	-
	Roaded Service Area	50,000	50,000	50,000	50,000	50,000
	General Fund	985,500	825,000	825,000	1,035,000	1,035,000
Total Funding Sources		**3,175,200**	**3,011,900**	**3,047,400**	**3,549,000**	**3,569,000**
FUND BALANCE						
	Inventory Reserve					
	Beginning Reserve Balance	214,900	202,500	202,500	202,500	202,500
	Increase (Decrease) in Reserve	(12,400)	-	-	-	-
	End of Period Reserve	$ 202,500	202,500	202,500	202,500	202,500
	Available Fund Balance					
	Beginning of Period	32,900	(136,800)	(136,800)	(14,502)	37,098
	Increase (Decrease) in Fund Balance	(169,700)	71,500	122,298	51,600	45,000
	End of Period Available	**$ (136,800)**	**(65,300)**	**(14,502)**	**37,098**	**82,098**
	Combined End of Period Fund Balance	**$ 65,700**	**$ 137,200**	**$ 187,998**	**$ 239,598**	**$ 284,598**

Eaglecrest Wage Comparison Chart

Eaglecrest Job Title	Current Eaglecrest Step 1 (A)	Step 1 (A) +22%	Current EC Average Wage	Current EC Average Wage +22%	All Resorts Average	Small Resorts Average	CBJ Wage Step 1	CBJ Position Title	% below Comparable CBJ Position with 22% increase
Ski Area Manager	$37.00	$45.14	$42.50	$51.85	$79.53	$61.93	$57.18	Director, P&R (RNG 25)	21%
Director, Base Operations	$22.00	$26.84	*Vacant*	*Vacant*	$35.99	$25.23	$31.77	Treadwell Manager (RNG 17)	16%
Director, Mountain Operations	$22.00	$26.84	$27.25	$33.25	$48.04	$32.84	$36.20	Building Maintenance Super	26%
Director, Snow Safety	$22.00	$26.84	$30.83	$37.61	$29.85	$24.10	$36.20	Aquatics Manager (RNG 19)	26%
Director, SSS RRR	$22.00	$26.84	$26.59	$32.44	$36.29	$24.41	$36.20	Youth Development & Servi	26%
& Vehicle Maintenance Manager	$20.00	$24.40	$24.33	$29.68	$27.35	$23.23	$31.77	Port Operations Supervisor (	23%
Marketing & Events Manager	$18.00	$21.96	$26.23	$32.00	$48.41	$39.08	$33.90	Admin Officer II, P&R (RNG 1	35%
Mechanic III	$16.00	$19.52	*Vacant*	*Vacant*	$26.77	$22.58	$31.77	Senior Mechanic (RNG 17)	39%
Senior Groomer	$16.00	$19.52	$17.50	$21.35	$23.22	$19.60	$31.77	Senior Equipment Operator (	39%
Ski Patrol Supervisor	$16.00	$19.52	$20.00	$24.40	$24.55	$18.90	$22.92	Lead Park Ranger (RNG 12)	15%
Lead Building Custodian	$14.72	$17.96	$17.06	$20.81	$17.36	$14.72	$17.65	Building Custodian (RNG 8)	-2%
Food Service Supervisor	$14.50	$17.69	$17.66	$21.55	$20.73	$20.18			12%
Marketing & Media Coordinator	$14.50	$17.69	$17.23	$21.02	$24.81	$21.54	$20.12	Youth Outreach Coordinator	12%
Senior Ski Patroller	$14.50	$17.69	$16.74	$20.42	$17.92	$15.61	$20.12	Head Lifeguard (RNG 10)	12%
Ski Shop Supervisor	$14.50	$17.69	$16.00	$19.52	$21.96	$18.73	$22.92	Admin Assistant II (RNG 12)	23%
SSS Supervisor	$14.50	$17.69	*Vacant*	*Vacant*	$19.49	$18.01	$27.91	Recreation Program Supervis	37%
Assistant Ski Shop Supervisor	$13.50	$16.47	$15.76	$19.23	$16.62	$15.83	$20.12	Admin Assistant I (RNG 10)	18%
Mechanic II	$13.50	$16.47	*Vacant*	*Vacant*	$21.27	$21.99	$29.75	Maintenance Mechanic II (RI	45%
Revenue Coordinator	$13.50	$16.47	$14.50	$17.69	$15.56	$15.94	$20.12	Admin Assistant I (RNG 10)	18%
Ski Patroller	$13.50	$16.47	$15.31	$18.68	$13.79	$12.90	$17.65	Lifeguard (RNG 8)	7%
Snow Cat Operator	$13.50	$16.47	$14.50	$17.69	$15.53	$15.60	$26.10	Equipment Operator I (RNG 1	37%
SSS Admin Coordinator	$13.50	$16.47	$14.32	$17.47	$17.76	$15.88	$20.12	Recreation Coordinator (RN(	18%
SSS Coordinator	$13.50	$16.47	$16.17	$19.73	$17.76	$15.88	$22.92	Youth Develop Program Coo	28%
SSS Instructor - Adaptive	$13.50	$16.47	*Vacant*	*Vacant*	$16.54	*N/A*	$17.65	Aquatic Instructor (RNG 8)	7%
Eaglecrest Laborer	$12.50	$15.25	$14.43	$17.60	$14.97	$14.33	$20.12	Park Maintenance Worker (F	24%
Mechanic I	$12.50	$15.25	*Vacant*	*Vacant*	$17.08	$16.86	$26.10	Maintenance Mechanic I (RN	42%
SSS Instructor Level 3	$12.50	$15.25	$14.56	$17.76	$19.35	$17.13	$17.65	Aquatic Instructor (RNG 8)	14%
Senior Cashier	$11.50	$14.03	$13.00	$15.86	$16.36	$15.87	$20.12	City Cashier (RNG 10)	30%
SSS Instructor Level 2	$11.50	$14.03	$13.27	$16.19	$15.49	$14.02	$17.65	Rec Activity Lead II (RNG 8)	21%

Eaglecrest Job Title	Current Eaglecrest Step 1 (A)	Step 1 (A) +22%	Current EC Average Wage	Current EC Average Wage +22%	All Resorts Average	Small Resorts Average	CBJ Wage Step 1	CBJ Position Title	% below Comparable CBJ Position with 22% increase
Cook	$10.50	$12.81	$12.00	$14.64	$13.05	$11.85			-8%
Repair Technician	$10.50	$12.81	$12.13	$14.80	$13.47	$12.00	$14.51	Recreation Lead (RNG 5)	12%
SSS Instructor Level 1	$10.50	$12.81	$12.05	$14.70	$13.31	$12.78	$14.51	Rec Activity Lead (RNG 5)	12%
Lift Operator	$9.50	$11.59	$10.58	$12.91	$12.64	$11.93	$12.73	Recreation Aide (RNG 3)	9%
Rental Technician	$9.50	$11.59	$10.75	$13.12	$11.97	$11.01	$14.51	Recreation Lead (RNG 5)	20%
SSS Instructor - Non-Certified	$9.50	$11.59	$10.31	$12.58	$12.04	$11.50	$12.73	Recreation Aide (RNG 3)	9%
Cashier	$9.00	$10.98	*Vacant*	*Vacant*	$12.16	$11.24	$17.65	Office Assistant II (RNG 8)	38%
Bootfitter	$8.50	$10.37	*Vacant*	*Vacant*	$11.97	$11.01	$11.19	YEP Intern	7%
Food Service Worker	$8.50	$10.37	*Vacant*	*Vacant*	$12.20	$11.56			10%
									20% average difference
							$20.38	Firefighter EMT III	

Future Challenges and Opportunities

- Challenges
  - Cost of operations continue to increase
  - Recruitment of skilled ski industry staff & general work force
  - Affordable Employee Housing

- Opportunities
  - Installation of new Gondola and development of new summer revenue!
  - Continued exploration of partnership with Goldbelt Corporation on Summer Operations Development
  - Ability to pursue long term development of recreational and work force housing in partnership with Goldbelt and Juneau's housing developers.
  - Reduce the need for General Fund support.
  - Continue attracting winter visitors to support Juneau's winter economy.

Conclusion

- We remain committed to providing a great product and continuing to be a great community asset for Juneau and all of Southeast.
- Eaglecrest is very grateful for the support of the Assembly and the Juneau Community as we strive to evolve into a sustainable year around enterprise.

The Eaglecrest Board and Staff will continue to be:

A premier winter recreation area and a year-round destination for outdoor recreation and education, providing a wide range of affordable winter and summer outdoor recreational activities.

City and Borough of Juneau

Assembly Finance Committee (AFC)

FY23 Proposed Budget Calendar and Key Dates – as of April 21, 2022

April 4th – 7:00 pm – Regular Assembly (Intro)

A. CBJ Budget Ordinance 2022-06
B. School District Budget Ordinance 2022-07
C. Mill Levy Ordinance 2022-08
D. CIP Resolution 2975

April 6th – 5:30 pm – AFC Meeting #1

A. Summary of FY2023 Proposed Budget
B. Overview of Major Revenues
C. Assessors Valuation Report
D. Overview of Debt Service
E. Proposed Mill Rate
F. Cost Allocation Overview
G. Investment Update

April 13th – 5:30 pm – AFC Meeting #2

A. Juneau School District
B. Capital Improvement Plan – For Review

April 20th – 5:30 pm – AFC Meeting #3

A. Docks & Harbors
B. Passenger Fee Plan – For Review
C. Hotel-Bed Tax Funding
D. Travel Juneau

April 25th – 7:00 pm – Regular Assembly (Hearing)

A. CBJ Budget Ordinance 2022-06
B. School District Budget Ordinance 2022-07
C. CIP Resolution 2975
D. Mill Levy Ordinance 2022-08
E. Motion to Establish Local Funding for School District Operations

April 27th – 5:30 pm – AFC Meeting #4

A. Juneau International Airport
B. Bartlett Regional Hospital
C. Eaglecrest

May 4th – 5:30 pm – AFC Meeting #5

A. Juneau Community Foundation
B. Association for the Education of Young Children
C. Juneau Arts and Humanities Council
D. Downtown Business Association
E. Alaska Heat Smart
F. Manager's Proposed Increments
G. Capital Improvement Plan Amendments

May 11th – 5:30 pm – AFC Meeting #6

A. Juneau Economic Development Council
B. School District Budget – For Action
C. Capital Improvement Plan – For Action
D. Passenger Fee Plan – For Action
E. Decision List

May 16th – 7:00 pm – Regular Assembly

A. Adoption of the School District's Budget Ordinance 2022-07

May 18th – 5:30 pm – AFC Meeting #7

A. Decision List – For Final Action
B. Set Mill Rates – For Final Action
C. Final FY23 Proposed Budget Decisions
   a. CIP Resolution 2975
   b. Mill Levy Ordinance 2022-08
   c. CBJ Budget Ordinance 2022-06

May 25th – TBD

June 1st – 6:00 pm – Regular Business AFC

A. TBD

June 13th – 7:00 pm – Regular Assembly (Adoption)

A. CBJ Budget Ordinance 2022-06
B. Mill Levy Ordinance 2022-08
C. CIP Resolution 2975

Public hearings on the budget must be completed by May 1, per Charter Section 9.6

Assembly must determine school district instructional funding and notify district within 30 days of receipt of district budget (Charter Section 13.6(b))

Assembly must appropriate school district funding by May 31 (Chart Section 13.6(b))

Assembly must adopt Operating Budget, Mill Levy, and Capital Improvement Plan by June 15th or the manager's proposal is deemed adopted (Charter Section 9.7 & 9.8)