

EAGLECREST BOARD OF DIRECTORS
Meeting Agenda
Thursday August 4th 2022 5:30pm
Hybrid & In person City Hall Room 224

Join Zoom Meeting

<https://juneau.zoom.us/j/82019816054?pwd=VUFod0FMa3NOeW1URVgxTkhlL04xZz09>

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Agenda:

1. ROLL CALL
2. APPROVAL OF AGENDA
3. APPROVAL OF MINUTES
 - a. Minutes from July 7th 2022
4. PUBLIC PARTICIPATION
5. COMMITTEE & LIAISON REPORTS
6. MANAGERS REPORT
 - a. Financial Analysis
 - b. Department Update
 - c. Gondola Loading & Planning Progress
 - d. Board Recruitment
7. UNFINISHED BUSINESS
 - a. General Manager Evaluation (executive session)
8. NEW BUSINESS
 - a. Schedule Planning Committee Meeting
9. PUBLIC PARTICIPATION
10. BOARD OF DIRECTOR'S COMMENTS AND QUESTIONS
11. ADJOURNMENT – Next meeting date September 1st 2022 5:30pm hybrid zoom & room 224

EAGLECREST BOARD OF DIRECTIONS
March Meeting Minutes
Thursday July 7th, 2022, 5:30pm

Agenda:

1. ROLL CALL: Mike Satre, Dave Hanna, Jon Dale, Kevin Krein, Stephanie Warpinski and Norton Gregory were present. The mountain was represented by Dave Scanlan and Erin Lupro. Assembly member Greg Smith was also present
2. APPROVAL OF AGENDA: Mike called the meeting to order at 5:30. Mike requested to make a change to the agenda to defer the GMs evaluation until he could attend in-person and also requested the GM provide an update on Goldbelt discussions. The agenda was approved without any additional changes or objections.
3. APPROVAL OF MINUTES: Dave H made a motion to approve the June meeting minutes, the minutes were approved without objection.
4. PUBLIC PARTICIPATION: None.
5. COMMITTEE & LIAISON REPORTS:
 - a. Assembly Liaison Greg Smith shared that the Assembly has been busy discussing the 1% sales tax and a variety of projects. The Assembly has also been discussing removing sales tax on foods. There is still one seat open on the board which the Assembly will review later in the month.
6. MANAGERS REPORT:

See Manager's Report for detail. Additional discussion points:

 - a. Dave H inquired about ways to recoup investment w/obsolete parts during annual inventory.
 - b. Several questions were raised about the GCI cell tower and changes to the internet costs.
 - c. Mike asked the GM about end of year finance report which should be ready in September and also inquired about lost revenue from tours and impact on the FY 23 budget.
 - d. Jon inquired about the financing for the new gondola design contract. The money to fund the design is coming from the Assembly appropriation and not the mountains FY23 budget.
 - e. Stephanie inquired about the arrival of the Gondola which is set to arrive mid-September.

- f. Goldbelt Update: CBJ and Goldbelt have agreed to base terms but are still discussing the gondola partnership and are hoping to have a contract agreement soon. CBJ is working with a third-party attorney to help with the public/private contract.
- 7. UNFINISHED BUSINESS:
 - a. The GM evaluation will be moved to August 6th.
- 8. NEW BUSINESS:
 - a. None
- 9. PUBLIC PARTICIPATION:
 - a. None.
- 10. BOARD OF DIRECTOR'S COMMENTS AND QUESTIONS

Greg Smith shared with the board an inquiry from Shawn Eisele regarding weather monitoring on the summit to learn more about the impact to the gondola. Staff is currently working to mount a tower at the gondola peak terminal.

Norton is happy to be on the board, looking forward to committees and diving into more board work.

Jon thanked the Assembly for his re-appointment to the board and welcomed Stephanie and Norton. He thanked staff for efforts for learn to ski programs.

Kevin stated how great it is to see everything moving along. He welcomed new board members and is excited to have Kristen as an addition to the mountain staff.

Stephanie thanked everyone for her first board meeting. She is looking forward to serving on the board and has lots to learn to get up to speed.

Dave H thanked the GM for the good news about the gondola in plans to put Norton to work.

Mike welcomed new board members. He noted this is a good time to check calendars and make a plan for the board retreat. He extended an offer to new board members to meet up and help them learn more about the board.
- 11. ADJOURNMENT – The next meeting date is August 4th, 2022. The meeting was adjourned at 6:54 pm.

Manager's Report August 2022

Financial Analysis: We are now one month into our seasons pass sales for the 2022 / 2023 season. The payment plan option just closed yesterday and locker sales just went live today. Sales are off to a very good pace so far. We are currently \$86,238 ahead of last year with \$208,854 in total revenue generated year to date. We sold 157 seasons passes utilizing the payment plan option.

We have now closed out the previous fiscal year. The chart below shows the total revenue earned by category and the total expenses accrued by department. The year ended up being a record year for us which had us earning \$210,959 including our general fund support above our expenses. This has allowed us for the first time in a couple of decades to truly have a positive Fund Balance.

Total Season End Revenue			Total Expenses		
Donations		\$ 75,000.00	Administration		\$ 1,200,584.00
User Fees		\$ 2,000.00	Patrol		\$ 237,024.00
Daily Pass		\$ 340.00	Lift Operations		\$ 67,354.00
Ski Lift Fees		\$ 263,357.00	Mountain Maintenance		\$ 424,698.00
Buss Pass		\$ 4,959.00	Lodge Operation		\$ 244,998.00
Snow Sports		\$ 199,954.00	Snow Sports		\$ 201,675.00
Annual Revenue		\$ 1,217,250.00	Food Concessions		\$ 149,234.00
Contacted Revenue		\$ 24,140.00	Ski Rental		\$ 116,142.00
Permit Revenue		\$ 14,035.00	Marketing and Events		\$ 90,944.00
Food Concessions		\$ 140,031.00	Building Maintenance		\$ 92,392.00
Vending		\$ 1,180.00	Vehicle Maint		\$ 128,084.00
Ski Repair		\$ 31,078.00	Field House		\$ 428.00
Merchandise		\$ 62,114.00	Total		\$ 2,953,557.00
Gift Certificate		\$ 1,804.00			
Facility & Cabin Rental		\$ 64,327.00			
Locker		\$ 72,273.00			
Ski Rental		\$ 112,212.00			
Land lease		\$ 844.00			
Miscellaneous		\$ 2,618.00			
General Fund		\$ 825,000.00			
Roaded Service Fund		\$ 50,000.00			
Total		\$ 3,164,516.00			

In the chart to the side you will see that during our end of the season audit the Finance Department increased the value of our on hand inventory by \$55,000 bringing our end of period reserve amount to \$257,500. With the \$210,959 that we were able to apply to our available fund balance we were able to offset that increase to our inventory liability and still be left with an available fund balance of \$74,459 to carry over into the next season.

Total Expenditures	\$ 2,953,557.00
Total Revenue	\$ 3,164,516.00
Fund Balance	
Beginning Reserve Balance	\$ 202,500.00
Increase (Decrease) in Fund Balance	\$ 55,000.00
End of Period Reserve	\$ 257,500.00
Available Fund Balance	
Beginning of Period	\$ (136,500.00)
Increase (Decrease) in Fund Balance	\$ 210,959.00
End of Period Available	\$ 74,459.00
Combined End of Period Fund Balance	\$ 331,959.00

Mountain Operations: The Mountain Operations team has continued on their painting efforts during the first week and half of the month before the weather took a turn. All lift shacks top and bottom, motor rooms, the ski patrol locker room, bar storage shed, valve city and water works all received a couple of coats of paint. Ptarmigan's annual maintenance and servicing is likely to be completed by the end of the week. Sheave wheels are currently being rebuilt to use for the needed replacements on the light side of the lift. The workflow will then shift over to Black Bear Chair. We will be contracting out with AK Electric to perform extensive electrical work on the low voltage tower derail circuitry on Black Bear Chair in an attempt to increase our reliability and make the circuits less prone to water intrusion that can lead to faulty triggers on the line. Extensive repairs and maintenance to our front line snowcats are nearing completion and are anticipating that the snowmaking system will be ready for testing by the end of the month.

The Raven's Rest remodeling is complete and are hoping to have the final electrical connection completed by early next week. We have hopes of pouring concrete footers for the weather covering for the new electric vehicle charging station by the end of the week. Trail brushing is beginning and scheduled in around other projects. Staffing for the fall brushing season is looking very light at the current time. We have job advertisements posted looking for additional laborers for the fall season. The mountain operations crew will be assisting when possible with the reconstruction of the Powder Patch Weather Station and construction of a new wind monitoring station at the top of the Gondola.

Ski Patrol: We have been performed five interviews with good candidates over the last week to fill the Mountain Safety Manager Position to fill Brian Davies position after his retirement. We are hoping to have the new recruit begin no later than September 1st to allow enough time to make sure we successfully recruit for the vacancies in the department coming into the season and allow enough time for the new Manager to unpack and become familiarized with all of the departments information. We just had our three year ATF inspection for our explosives renewal on Tuesday and are ready to have our permit renewed on January 1st 2023.

Marketing and Events: Our new department Manager Kristen Strom has been doing a great job getting oriented to all of the Eaglecrest social channels and processes. She has been busy assisting us with promotion of the payment plan seasons pass sales, lockers sales and general tier one promotions. She has been doing many seasonal updates to different pages on the website including the employment page since we are getting into full swing for our seasonal employment recruitment. Kristen has been visiting many local businesses to distribute seasons pass sale and employment openings fliers as well as getting them signed up on our Seasons Pass Perks List. We will now be continuing with more consistent eblast updates and social posts.

We were guests on KTOO Juneau Afternoon on Friday July 22nd talking about seasons pass sales and the Gondola project. We will also be on Capital Chat this Thursday morning if you want to tune in. We will be participating with a booth space at the Iron Man Expo at Thunder Mountain High school during the entirety of the big event. This will present a great opportunity to make

sure that all of the Iron Man competitors and family know about Eaglecrest and hopefully will come up to the mountain to explore the trails while they are in town and will return for a ski vacation. These are prime future winter visitors! As the Gondola arrives and progress continues we will be launching regular Gondola specific updates to keep the community engaged in the process.

Base Operations: The current Base Operations Manager is going to be leaving us at the end of the week. We have recruitment open through September 7th. He has been busy tracking seasons pass sales, performing our reconciliations and bank transmittals. He has also been assisting with opening up this year's purchase orders with our larger vendors. Our Revenue Coordinator will be coming back on a part time bases to help with the workload during our recruitment period.

Snowsports School

We have been extremely busy this summer season with getting things updated for both Snowsports Programming and Reference Materials for office staff training of procedures and processes. All Sales Stations are prepped, card printers are being cleaned for better quality. Cards have been reworked without a pass photo this season as last season's pictures on the new card stock were not adequate. Anyone 18 and under are required to get new picture in our system, everyone else can reuse previous cards. Last year's new card stock with the map will be reused for this season, once the guest brings the pass back we will reprint it with the new season 22/23, so they can use it for reciprocal agreements and discounts around town & Eaglecrest. If they have an older version, we will update it, if they have lost the MAP pass card it is a \$5 media card replacement. Once all printers are online pass printing will be announced, with Discover Eaglecrest day being our pass printing day.

Snowsports School Brochure is in progress for 22/23. All students from programming last season are getting an email for best class placement so they have a better idea of what they should enroll in for 22/23. All Youth programming has been built and is ready for launch date August 15th @10am. We will be monitoring the online sales and be on the phones to help with class placement if need be. We will make sure to create class list immediately so that we are able to accommodate student needs.

Adult programming is being redesigned to meet our student's needs and will be released once it is finalized. All reservations slots are built and are ready for daily lesson enrollment.

We have sold 157 Payment plan options this season, our first processing date was Aug 1st. Locker renewal letters went out this week and we are seeing many users renewing already. Lockers are currently all owned by users and we have a waitlist. Each year we have many users change what type of user they are and many families move making more lockers available. With the aftermath of covid and redesign of our locker spaces it has made things more desirable to be a locker user.

Rental/Retail/Repair

Some orders have begun to arrive this past couple of weeks, for the rental and retail spaces. Many other logo orders have been placed for products and will be available for discover Eaglecrest day.

Our Rental/ Retail/ Repair Supervisor has resigned his position at Eaglecrest, We are currently recruiting for this, as this is a huge role in our mountain operations. We are hoping to be able to fill it locally but it is a very difficult position to fill with the required skill sets, it is also being advertised in the industry.

Gondola Loading & Design Progress: We successfully completed the loading of the Gondola on July 15th. The loading process was very efficient and I continued to be impressed by the professionalism of the company that we purchased the Gondola from. We ended up loading a total of 21 open top containers and one flatbed truck for the bullwheels. Our original shipping quote had us using 24 containers and one oversized load for the bullwheels. You can track the progress of the shipment by following this link.

<https://www.vesselfinder.com/vessels/COLORADO-EXPRESS-IMO-9349502-MMSI-369215000>

The vessel originally sailed out of Antwerpen Belgium. It looks like the vessel has just left the United Kingdom and has started its voyage across the Atlantic until it arrives in port in Virginia. The containers will then be loaded onto train for transport to Seattle where they will be loaded onto the AML Barge. They are currently scheduled to arrive in Seattle on August 26th. If the containers stay on this schedule they should be on track to arrive around September 5th. We are working with the purchasing department to put out a bid package to hire a boom truck crane and operator to help us off load all of the Gondola parts in a timely manner. The efficiency of our off loading will be a very large factor in determining if we will be able to realize our savings in total shipping costs.

We anticipate having final contracts signed with the Gondola design and engineering team by the end of the week after many rounds of negotiated changes on the contract to meet the needs of all of the consultants that are included on the design team. Once this is complete, we hope to be able to receive our first round of GPS location points for the terminals and tower bases in two to three weeks. This will allow us to complete our soils engineers before the snow flies. I have done a round of scouting with our CBJ Engineering Project Engineer Alan Steffert to perform initial planning of the road alignment to access the top station. He will be placing flagging along the route this week as we work to move toward permitting and soliciting a bid contract to begin road construction.

Board Vacancy Recruitment: The Clerk's office extended the application period until July 31st. There has not been a date set yet for the Assembly HR to convene for another round of interviews.