

EAGLECREST BOARD OF DIRECTORS
Meeting Agenda
Thursday March 3rd, 2022, 5:30pm

Join Zoom Meeting

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One tap mobile

+12532158782,,81885583602# US (Tacoma)

Agenda:

1. ROLL CALL
2. APPROVAL OF AGENDA
3. APPROVAL OF MINUTES
 - a. Regular Meeting Minutes February 3rd
 - b. Special Eaglecrest Board Meeting Minutes February 11th
4. PUBLIC PARTICIPATION
5. COMMITTEE & LIAISON REPORTS
 - a. Eaglecrest Summer Operations Task Force February 11th
 - b. Eaglecrest Summer Operations Task Force February 22nd
6. MANAGERS REPORT
 - a. Financial Report
 - b. Department update
 - c. Summer Operations Public outreach
7. UNFINISHED BUSINESS
 - a. Update on Funding Ordinance 2021-08(b)(am)(z) & next steps
8. NEW BUSINESS
 - a. Scheduling upcoming Planning Committee Meetings
 - b. End of the season staff bonuses.
9. PUBLIC PARTICIPATION
10. BOARD OF DIRECTOR'S COMMENTS AND QUESTIONS
11. ADJOURNMENT – Next meeting date April 7th 2022 5:30pm Location TBD

EAGLECREST BOARD OF DIRECTIONS
January Meeting Minutes
Thursday February 3rd, 2022, 5:30pm
Via Zoom

Agenda:

1. ROLL CALL: Mike Satre, Dave Hanna, Jon Dale, Shawn Eisele, Kevin Krein, Mark Rainiery and Stephanie Hoag were present. The mountain was represented by GM Dave Scanlan.
2. APPROVAL OF AGENDA: Mike called the meeting to order at 5:30. Dave made a motion to approve the agenda. The agenda was approved without any additional changes or objections.
3. APPROVAL OF MINUTES: January meeting minutes, Stephanie made a motion to approve the minutes, the minutes were approved without changes.
4. PUBLIC PARTICIPATION: Fred Hiltner of the JNSC thanked Dave and staff for all their support and grooming efforts in challenging conditions. The new hardened section of trail has provided a nice base for grooming. The group is concerned about back country skiers and their impact hiking out on the upper loop.
Justin Spurrier raised concern about trying to make a hasty gondola purchase.
Brian Davies thanked everyone for their hard work but urged the group to consider Ptarmigan first.
5. COMMITTEE & LIAISON REPORTS: Assembly member Greg Smith passed appreciation for action on the employee pay plan. On February 7th an ordinance will be introduced for \$2 million for the pulse gondola purchase which will need majority approval and that the gondola is a significant investment. He reminded the board that this fall there will be opportunities for the 1% sales tax project funding. He thanked all board and staff for their work.

Finance: A finance Committee meeting was held on January 11th, report included in board packet.

Planning Committee: A planning committee meeting was held on January 27th. Dave H advised the board that the 2 main items discussed at that meeting were grant proposals and a gondola purchase. The GM is currently working an environmental assessment plan.

6. MANAGERS REPORT:

See Manager's Report for detail. Shawn raised concern about lift line spacing in relation to the COVID plan.

7. UNFINISHED BUSINESS: None

8. NEW BUSINESS:

- a. FY22 and FY23 draft budget for approval. Dave H made a motion to move the budget as presented. The motion passed as presented.
- b. Summer Operations Funding Ordinance. A lengthy discussion was held regarding the purchase of a pulse gondola at Eaglecrest. Prior to the discussion Mike Satre and Dave Scanlan shared feedback from the Assembly finance meeting. Key components of the discussion were as follows:
 - The desire for Eaglecrest to be self-sustainable.
 - The importance of vetting concept and financial information.
 - Assembly support for Eaglecrest.
 - Lift capacities and the condition/cost of a Ptarmigan replacement.
 - Lift location and weather impact/unknowns.

9. PUBLIC PARTICIPATION:

Justin asked about weather minimums.

Brian Davies reminded the board that this is a lot of money and to think wisely and shared concerns about crosswinds and rime ice.

Bruce Garrison urged the board to seize the opportunity and reminded them of \$50k available for a feasibility study.

Lift rep. Zrinko joined the discussion to talk about engineering and function along with ice and wind considerations.

10. BOARD OF DIRECTOR'S COMMENTS AND QUESTIONS

Mr. Smith thanked the board and will work to answer questions and help package the ordinance for more discussion.

Jon thanked everyone at the mountain for all their work in the dynamic arctic and rainforest weather patterns we have had. He also thanked the mountain for the support of the ski club. He thought that the gondola is a good idea but the plan needs lots of work.

Stephanie thanked the mountain staff for all their work to keep the mountain going in the diverse weather and thinks the tram is a great opportunity.

Shawn thanked everyone.

Kevin feels that the new gondola is a great opportunity and thanked all the public for tuning in and commenting and advised the board to move forward carefully.

Dave thanked everyone at the mountain for hanging in during challenging conditions and labor shortages. He appreciated public comment and wants to work hard to preserve what we have and make Eaglecrest a success.

Mark thanked all for their work and thanked Dave for putting together all the information on the new lift. He is looking forward to the new terrain park.

Mike passed his appreciation to all who tuned in and spent time in the work session. There are lots of steps to be taken and work to be done to get the assembly on board.

11. ADJOURNMENT – The next meeting date is March 3rd, 2022. The meeting was adjourned at 7:31 pm.

EAGLECREST BOARD OF DIRECTIONS
Special Meeting Minutes
February 11th, 2022, 4:30pm
Via Zoom

Agenda:

1. ROLL CALL: Mike Satre, Dave Hanna, Jon Dale, Shawn Eisele, Kevin Krein, Stephanie Hoag and Mark Rainiery were present. The mountain was represented by GM Dave Scanlan.
2. APPROVAL OF AGENDA: Mike called the meeting to order at 4:30. Dave made a motion to approve the agenda. The agenda was approved without any additional changes or objections.
3. PUBLIC COMMENT: Shawn Rielly expressed to the board that he will write in his comments.
4. DISCUSSION ON SUPPORTING RESOLUTION FOR ORDINANCE 2021-08(b)(am)(Z): Mike Satre started the discussion with a review of the Summer Operations Task Force meeting held earlier in the day. Dave Scanlan shared his thoughts on the meeting and informed the board that the SE group has reviewed the specs/alignment for this gondola and feel it is a good fit for the mountain. A board resolution would be needed to move the funding ordinance forward.
Kevin made a motion supporting the funding ordinance. A discussion was held the specifics of the opportunity, gondola versatility, planning and its ability to serve summer and winter needs. The results of a roll call voting are as follows: Mr. Hanna – Yes, Ms. Hoag – Yes, Mr. Rainiery – Yes, Mr. Krein – Yes, Mr. Satre- Yes, Mr. Eisele – No and Mr. Dale – Yes. The motion carries with a resolution of support
5. PUBLIC COMMENT: Shawn Rielly asked if this lift would serve as a replacement for Ptarmigan. He was concerned with the lack of a plan going forward. Mr. Edwards thanked the board. Peter expressed his support for the gondola and is excited to see it happening. Jean feels this is a hasty decision being made with limited weather data and is concerned about the wind.
6. ADJOURNMENT: The meeting was adjourned at 5:03 pm.

Manager's Report March 2022

Financial Report: The chart below shows the total revenues and expenses as accrued year to date in each year shown. Many of our revenue centers are still maintaining a lead over FY21, which was a record year. The weather over the last six weeks have been very wet and rainy which makes us even more pleased to be holding our lead. The Snow Sports School revenue has fallen slightly below FY 21 but is still well ahead of all other years shown. Overall revenues are still ahead by \$200,000 over FY21. On the expense side of the financials, we are starting to see evidence of the labor shortage hitting in certain departments. Overall personnel expenses is slightly below FY21 even after our wage increase in January. We are doing our best to control other expenses. Total overall net for this point in the season is by far the best that it has been in all years shown.

	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22
Sales	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals
Ski School Fees	\$ 123,790	\$ 72,378	\$ 115,445	\$ 110,715	\$ 74,872	\$ 133,954	\$ 111,786	\$ 171,748	\$ 157,386
Ski Lift Fees	\$ 111,475	\$ 10,892	\$ 151,125	\$ 169,961	\$ 56,883	\$ 152,649	\$ 169,214	\$ 176,771	\$ 173,170
Advance Ticket	\$ 91,630	\$ 40,456	\$ 57,112	\$ 95,076	\$ 35,299	\$ 65,558	\$ 72,356	\$ 73,467	\$ 118,636
Season Ticket	\$ 325,800	\$ 302,796	\$ 209,939	\$ 173,212	\$ 220,361	\$ 233,187	\$ 221,460	\$ 205,681	\$ 223,255
On Line Season Pass Sales	\$ 515,325	\$ 461,583	\$ 263,080	\$ 352,475	\$ 460,990	\$ 389,950	\$ 362,258	\$ 692,773	\$ 815,038
Bus Fees	\$ 8,472	\$ 2,390	\$ 3,432	\$ 3,926	\$ 1,592	\$ 1,584	\$ 3,282	\$ 468	\$ 2,497
USER FEES	\$ 1,176,493	\$ 890,495	\$ 800,132	\$ 905,364	\$ 849,997	\$ 976,880	\$ 940,356	\$ 1,320,908	\$ 1,489,982
Retail - Soft G	\$ 22,014	\$ 7,029	\$ 28,368	\$ 29,417	\$ 15,466	\$ 27,911	\$ 47,307	\$ 41,701	\$ 46,480
Food Service	\$ 92,917	\$ 32,001	\$ 74,362	\$ 100,528	\$ 56,435	\$ 92,346	\$ 102,050	\$ 69,242	\$ 84,831
Ski Repair	\$ 19,607	\$ 12,085	\$ 14,638	\$ 14,148	\$ 16,623	\$ 12,860	\$ 19,106	\$ 24,572	\$ 26,294
SALES	\$ 134,537	\$ 51,115	\$ 117,368	\$ 144,093	\$ 88,524	\$ 133,117	\$ 168,463	\$ 135,515	\$ 157,605
Locker Rental F	\$ 68,623	\$ 68,476	\$ 62,163	\$ 63,631	\$ 63,260	\$ 71,365	\$ 61,597	\$ 62,900	\$ 68,758
Ski Rental	\$ 60,051	\$ 20,633	\$ 40,776	\$ 83,979	\$ 50,166	\$ 61,448	\$ 63,088	\$ 73,512	\$ 73,547
Lodge Rental							\$ 29,515	\$ 34,926	\$ 38,208
RENTALS	\$ 128,674	\$ 89,109	\$ 102,939	\$ 147,610	\$ 113,426	\$ 132,812	\$ 154,200	\$ 171,338	\$ 180,513
Total Sales	\$ 1,439,704	\$ 1,030,718	\$ 1,020,438	\$ 1,197,067	\$ 1,051,947	\$ 1,242,810	\$ 1,263,019	\$ 1,627,761	\$ 1,828,100
Total difference / FY22	\$ 388,396	\$ 797,382	\$ 807,662	\$ 631,033	\$ 776,153	\$ 585,290	\$ 565,081	\$ 200,339	
Expenses									
Personnel Costs									
Ski Area Administration	\$ 335,741	\$ 333,145	\$ 358,670	\$ 372,513	\$ 380,849	\$ 349,153	\$ 343,004	\$ 312,746	\$ 298,118
Ski Rental Shop	\$ 40,802	\$ 24,817	\$ 38,325	\$ 39,870	\$ 29,454	\$ 22,037	\$ 22,739	\$ 39,487	\$ 28,304
Ski Patrol Program	\$ 93,732	\$ 61,178	\$ 87,159	\$ 84,228	\$ 109,389	\$ 51,781	\$ 73,960	\$ 116,942	\$ 119,111
Lift Operation Program	\$ 51,103	\$ 25,005	\$ 64,948	\$ 71,504	\$ 38,686	\$ 15,653	\$ 22,113	\$ 51,093	\$ 20,077
Maintenance Program	\$ 127,366	\$ 95,935	\$ 88,419	\$ 115,704	\$ 91,563	\$ 110,372	\$ 144,228	\$ 141,492	\$ 190,198
Lodge Operations Program	\$ 50,465	\$ 34,529	\$ 49,995	\$ 41,015	\$ 46,375	\$ 63,662	\$ 56,225	\$ 54,086	\$ 55,314
Food Service	\$ 25,689	\$ 16,266	\$ 18,121	\$ 24,756	\$ 18,514	\$ 12,056	\$ 14,715	\$ 27,169	\$ 30,442
Marketing/Special Events	\$ 18,764	\$ 12,221	\$ 18,936	\$ 22,539	\$ 15,337	\$ 36,288	\$ 65,121	\$ 56,937	\$ 42,664
Ski School Program	\$ 135,217	\$ 100,355	\$ 84,303	\$ 123,293	\$ 78,715	\$ 61,156	\$ 71,310	\$ 99,894	\$ 108,787
Total Personnel Costs	\$ 878,878	\$ 703,449	\$ 808,875	\$ 895,422	\$ 808,882	\$ 722,158	\$ 813,415	\$ 899,846	\$ 893,015
Other Expenses									
Ski Area Administration	\$ 231,165	\$ 232,941	\$ 229,756	\$ 211,242	\$ 242,543	\$ 192,658	\$ 224,896	\$ 390,547	\$ 397,389
Ski Rental Shop	\$ 23,523	\$ 22,929	\$ 13,759	\$ 19,760	\$ 20,288	\$ 10,701	\$ 33,180	\$ 32,070	\$ 19,952
Ski Patrol Program	\$ 9,872	\$ 13,851	\$ 5,315	\$ 7,412	\$ 9,743	\$ 2,112	\$ 6,971	\$ 13,264	\$ 4,843
Lift Operation Program	\$ 9,513	\$ 12,567	\$ 11,258	\$ 13,793	\$ 8,758	\$ 18,750	\$ 24,702	\$ 8,347	\$ 4,191
Maintenance Program	\$ 71,627	\$ 43,196	\$ 15,365	\$ 25,068	\$ 34,805	\$ 38,141	\$ 62,161	\$ 49,444	\$ 5,152
Lodge Operations Program	\$ 32,330	\$ 36,935	\$ 42,534	\$ 42,982	\$ 46,912	\$ 59,301	\$ 73,880	\$ 75,716	\$ 66,830
Food Service	\$ 49,313	\$ 23,697	\$ 47,153	\$ 53,685	\$ 21,027	\$ 33,289	\$ 60,653	\$ 40,395	\$ 30,687
Marketing/Special Events	\$ 32,720	\$ 26,983	\$ 23,989	\$ 25,957	\$ 29,739	\$ 21,159	\$ 26,762	\$ 9,827	\$ 6,602
Building Maint/Utilities	\$ 56,924	\$ 53,006	\$ 51,793	\$ 55,345	\$ 50,000	\$ 57,730	\$ 54,556	\$ 54,512	\$ 58,500
Ski School Program	\$ 2,468	\$ 3,542	\$ 1,402	\$ 3,055	\$ 2,909	\$ 2,334	\$ 4,720	\$ 2,323	\$ 1,086
Equipment Replacement	\$ 58,333	\$ 58,333	\$ 58,333	\$ 58,333	\$ 58,331	\$ 58,338	\$ 58,338	\$ 58,333	\$ 58,333
Vehicle Maintenance	\$ 28,258	\$ 10,893	\$ 20,187	\$ 27,040	\$ 25,617	\$ 21,846	\$ 43,295	\$ 49,632	\$ 55,767
Total Other Expenses	\$ 606,046	\$ 538,872	\$ 520,844	\$ 543,673	\$ 550,671	\$ 516,359	\$ 674,114	\$ 784,410	\$ 709,332
Total Costs	\$ 1,484,924	\$ 1,242,321	\$ 1,329,720	\$ 1,439,094	\$ 1,359,553	\$ 1,238,517	\$ 1,487,529	\$ 1,684,256	\$ 1,602,347
	\$ (45,220)	\$ (211,603)	\$ (309,281)	\$ (242,027)	\$ (307,606)	\$ 4,292	\$ (224,510)	\$ (56,495)	\$ 225,753

Mountain Operations: The Mountain operations team has been busy on many fronts. This last month was less about pushing snow out of the parking lots and more about scraping glare ice off of the parking lot. Though there was a tremendous amount of rain at the base of the mountain, snow depth has remained very consistent. On the upper mountain, we have continued to receive a lot of snow and the groomers continue to work on chair clearance pushing of snow from underneath the chair lifts in particular spots in addition to the keeping up on all of the grooming in the Alpine and Nordic Areas. We were able to hire an outside professional on a part time basis to construct our freestyle terrain park on lower Sourdough and Egomania ski trails. The current terrain park is the best design that we have had in many years and has been quite popular.

On the lift side of things, our mechanic has been working hard to keep all of the lifts running as smoothly as possible. Our wet and fluctuating weather that we have had has create additional work for him with moisture penetrating some of our circuits on Black Bear Chair. Staffing in lift operations is reaching critically low levels and is scheduled to get worse over the next two weeks. The Marketing Department, Food Service and patrol have all been chipping in to help give lunch breaks and keep the bull wheels turning.

Ski Patrol: Ski Patrol has been busy keeping the terrain open and managing a lot of wet snow up high with wet saturated conditions on the lower mountain. When visibility has allowed the West Ridge has consistently been open.

Base Operations: Base Operations in the ticket office has been running along smoothly handling the traffic flow and taking care of customer's needs. The Kitchen crew has been doing a good job trying to keep up with strong demand on the weekends and is doing their best to keep the exterior Ordering window open on the weekends to disburse the ordering pattern and maximize the output of the kitchen.

SSS

- First Session of programming has been completed
- The Make-up day for the Session 1 rain event Saturday was Feb21st.
- Session 2 Programs are going into Week 3 this weekend.
- Spring Break Camp waitlist has been filed into class groups and we are waiting on more sign ups
- Adult Programming has been going really well this season- 2 full sessions of Women's Reach the Peak and now Ptarmigan and Beyond will start this weekend.
- We are still short staffed and the demand is still high for lessons.
- We have completed our Mid-week P.E sessions for the year, we built it as a 6 week program at 2 offering 9:30am & 11:30am
- Now that P.E is completed we have begun to offer school group lessons that are coming to the mountain.

- With short staff and unknown Covid complications we built the school group programming that only allows 1 school and 1 class to visit at one time. We know it starting small but this was the best option for all factors involved.
- We have 3 more weeks of our Homeschool 10 week programming still
- We have rescheduled a Homeschool make-up day due to another weather day we had, March 30th
- We were able to have a new group visit us this year from the schools, we are working with Transitions at Thunder Mountain High school adaptive students. Working with the schools and ORCA/SAIL we successfully brought these students to the mountain. It was very uncertain on how it would go but it turned out fantastic and we are doing it again this season.

RRR

- It is that time of year again, all orders for next seasons rental equipment are due. We have been going through our inventory and figuring out what we need for next season.
- The Retail Soft good orders are also due and the majority of the orders are already placed.
- We have been going through a ton of stock this season and our T-shirt/Sweatshirt stock are going to be a larger order for next season.
- We are currently having staffing complications in Rental as many have moved onto summer jobs & jobs with better pay.

Other

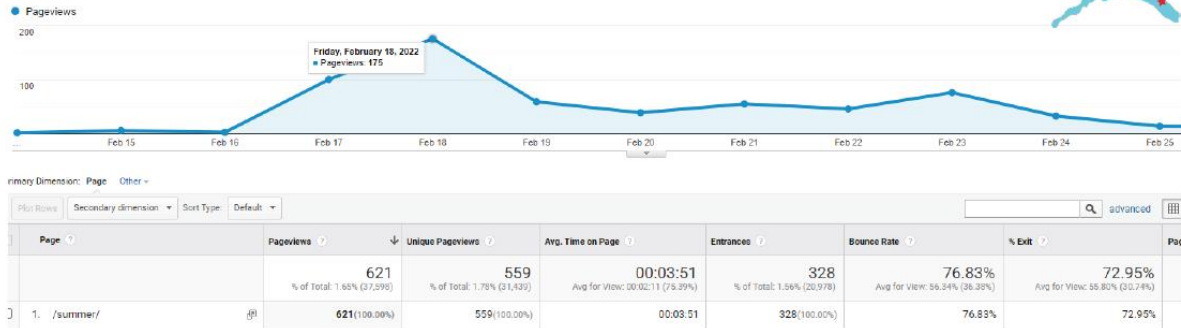
- We for see a shift coming in the next couple of seasons of staffing change over. With cruise ships coming sooner many of my employees are working part time on days off from Eaglecrest already. These other companies are paying more which makes employees want to move to summer employment sooner.

Marketing: The Marketing department has been working with the Coastal Alaska Avalanche Center to perform some fundraiser events. Last weekend was the Avalanche Beacon Scramble. They are also working on firming up a date for an uphill downhill race like the powder keg cup in the next couple of weeks. Planning is also underway for an end of the season party with live music and a professional DJ. The marketing department was a huge help in preparing various media pieces to help communicate the specifics of the Gondola project to the Eaglecrest Users and General Public. The Marketing Department also helped to promote our upcoming IFSA Free Skiing Competition on Friday and Saturday this weekend.

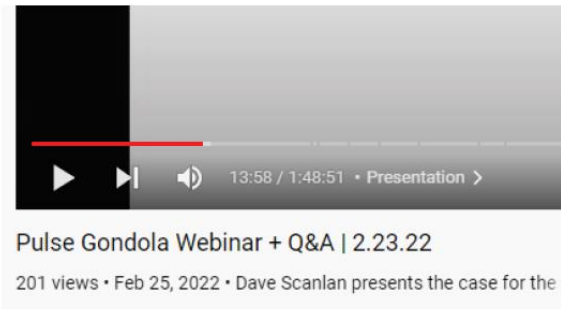
Summer Operations: As mentioned above with help from the Marketing Department we prepared a lot of comprehensive material for the website that is viewable at www.skieaglecrest.com/summer. These materials included FAQ sheets, info graphics, recording from the GM interview on Capital Chat and the comprehensive 130 page information packet with recommendations from the ski area master planning firm the SE Group, the ski lift

engineering firm SCJ Alliance and financial pro-formas. We also hosted an open informational webinar with a Question and Answer Session that lasted over an hour and a half. Over 130 people tuned into the webinar to find out information on the Gondola Plans. See the screen shot below from some of the visitation data from the Summer Page of our Website.

EAGLECREST SUMMER DEVELOPMENT PAGE - RECENT ACTIVITY



WEBINAR RECORDING - VIEWS



WEBINAR - LIVE VIEWS

During the public webinar + Q&A session, we noticed a peak attendance of 138 participants on zoom; some people left early and others joined the meeting late. While we do not have an exact number, we estimate that between 150-200 Juneau residents tuned in live for at least part of the webinar.