

EAGLECREST BOARD OF DIRECTORS
Meeting Agenda
Thursday January 6th, 2022, 5:30pm

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Agenda:

1. ROLL CALL
2. APPROVAL OF AGENDA
3. APPROVAL OF MINUTES
 - a. Meeting Minutes December 2nd
4. PUBLIC PARTICIPATION
5. COMMITTEE & LIAISON REPORTS
6. MANAGERS REPORT
 - a. Financial Report
 - b. Department update
7. UNFINISHED BUSINESS
 - a. Reschedule Finance Committee Meeting for Tuesday January 11th
8. NEW BUSINESS
 - a. Legislative Grant Proposal
 - b. Recap of Assembly January 5th Finance Committee Meeting
9. PUBLIC PARTICIPATION
10. BOARD OF DIRECTOR'S COMMENTS AND QUESTIONS
11. ADJOURNMENT – Next meeting date February 3rd 2022 5:30pm Location TBD

EAGLECREST BOARD OF DIRECTIONS
October Meeting Minutes
Thursday December 2nd, 2021, 5:30pm
Via Zoom

Agenda:

1. ROLL CALL: Mike Satre, Dave Hanna, Jon Dale, Shawn Eisele, Kevin Krein and Stephanie Hoag 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. Shawn made a motion to approve the agenda. The agenda was approved without any additional changes or objections.
3. APPROVAL OF MINUTES: November meeting minutes and board retreat meeting minutes, Stephanie made a motion to approve the minutes, the minutes were approved without changes.
4. PUBLIC PARTICIPATION: Erin Lupro thanked Jon and Shawn for their help reviewing applications for the Hilary Lindh Scholarships.
5. COMMITTEE & LIAISON REPORTS: Assembly member Greg Smith reported that the Assembly is hard at work tackling a number of budget items. Eaglecrest pay has been discussed and he is looking forward to the Assembly retreat this weekend.
Nordic Committee: (see meeting minutes) Stephanie thanked everyone for their participation in the Nordic meeting welcomed and comments for her minutes. Mike appreciated how much work and focus has been done for the Nordic community.
Finance Committee: (see meeting minutes) Jon thanked everyone for their participation and work tackling a robust agenda. Mike noted the importance of communication with CBJ budget staff that we have over \$1 million in CIP needs.
6. MANAGERS REPORT:
See Manager's Report for detail.
Additional comments: Shawn commented on the pay scale and its impact to current staffing and the importance of fixing it.
7. UNFINISHED BUSINESS: None

8. NEW BUSINESS:

CIP approval: Kevin made a motion to approve the CIP list as presented in the board packet. The motion was approved without objection.

Finance meeting: The finance committee will meet on January 27th to discuss next years operating budget.

9. PUBLIC PARTICIPATION: None.

10. BOARD OF DIRECTOR'S COMMENTS AND QUESTIONS

Mr. Smith looks forward to meeting board members and learning more. He passed his appreciation for everyone on the board.

Dave H passed his appreciation for Dave, Erin and everyone on staff. He notes everyone's enthusiasm and attributes high pass sales due to confidence in the mountain. He thanked everyone who sponsored a lift tower and for the help of the Eaglecrest foundation to make the snowmaking expansion possible.

Shawn passed his appreciation for all and is concerned for short staffing levels.

Stephanie thanked Dave, Erin and all staff. She was happy to hear the good news about finances and reminded the board that Pittman Roberts applications are due on March 1st.

Jon thanked everyone at the mountain for their work and passed congratulations to Erin and her team, who while pulling double/triple duty logged record sales. He is looking forward to the weekend and loves the building enthusiasm at the mountain.

Kevin thanked all staff and is especially excited for this season due to all the hard work and enthusiasm. He stated that we will need a parking lot expansion in the next few years.

Mike can't say enough about the hard work of Dave, Erin and everyone on the team have done to get the mountain ready. He asked the board to spread the word about how much work has been done to get this season started.

11. ADJOURNMENT – The next meeting date is January 6th, 2022. The meeting was adjourned at 6:33 pm.

Eaglecrest Managers Report January 2022

Financial Report: The chart below shows the year to date revenue and expenses as recorded in the CBJ general ledger for each year in the chart. We continue to report good news on the revenue side of the equation. As you can see we are recording record revenue in most of our categories except day ticket sales, food service and bus. These revenue centers are close behind FY16 and FY17. Overall, total revenues are far exceeding all other years shown. The cold snowy start to the season is certainly helping things however we have a long season ahead of us that is bound to continue to be full of variability that may affect overall yearend revenue. I have added a new line below total sales, which shows the difference in revenue between the current year and previous years. On the expense side of things, you can see that overall expenses are trending up even though we are below desired staffing levels. Due to the much higher level of business, certain staff are accruing more overtime and working full time hours when in low

	FY14	FY15	FY16	FY17	FY18	FY19	FY 20	FY 21	FY22
Sales	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals
Ski School Fees	\$ 72,333	\$ 67,308	\$ 80,839	\$ 71,287	\$ 53,619	\$ 50,225	\$ 47,215	\$ 87,690	\$ 118,120
Ski Lift Fees	\$ 35,198	\$ 4,592	\$ 93,623	\$ 77,458	\$ 5,948	\$ 26,721	\$ 15,750	\$ 40,821	\$ 87,614
Advance Ticket	\$ 67,396	\$ 35,781	\$ 43,966	\$ 71,391	\$ 27,989	\$ 36,512	\$ 40,111	\$ 31,581	\$ 69,535
Season Ticket	\$ 258,434	\$ 203,699	\$ 147,903	\$ 106,999	\$ 124,110	\$ 183,829	\$ 174,350	\$ 123,884	\$ 194,992
On Line Season Pass Sales	\$ 512,605	\$ 461,184	\$ 262,055	\$ 351,094	\$ 458,161	\$ 387,882	\$ 328,101	\$ 716,092	\$ 853,829
Bus Fees	\$ 4,834	\$ 1,984	\$ 1,562	\$ 2,108	\$ 435	\$ 809	\$ 910	\$ 121	\$ 802
USER FEES	\$ 950,800	\$ 774,548	\$ 629,948	\$ 680,337	\$ 670,262	\$ 685,976	\$ 606,437	\$ 1,000,189	\$ 1,324,892
Retail - Soft G	\$ 7,473	\$ 4,701	\$ 17,016	\$ 18,274	\$ 4,257	\$ 8,110	\$ 14,547	\$ 17,132	\$ 27,900
Food Service	\$ 21,319	\$ 16,130	\$ 36,322	\$ 39,000	\$ 9,073	\$ 18,932	\$ 12,081	\$ 11,624	\$ 34,160
Ski Repair	\$ 8,999	\$ 6,464	\$ 8,269	\$ 7,204	\$ 7,961	\$ 6,515	\$ 5,291	\$ 13,837	\$ 17,411
SALES	\$ 37,790	\$ 27,295	\$ 61,608	\$ 64,477	\$ 21,290	\$ 33,557	\$ 31,919	\$ 42,593	\$ 79,471
Locker Rental F	\$ 67,936	\$ 68,476	\$ 60,957	\$ 62,307	\$ 56,969	\$ 58,647	\$ 56,426	\$ 60,151	\$ 68,758
Ski Rental	\$ 23,459	\$ 16,533	\$ 24,552	\$ 43,057	\$ 23,544	\$ 20,980	\$ 13,774	\$ 31,252	\$ 43,265
Cabin/Lodge							\$ 20,986	\$ 30,516	\$ 33,548
RENTALS	\$ 91,395	\$ 85,008	\$ 85,509	\$ 105,364	\$ 80,513	\$ 79,626	\$ 91,186	\$ 121,919	\$ 145,571
Total Sales	\$ 1,079,986	\$ 886,852	\$ 777,064	\$ 850,178	\$ 772,065	\$ 799,159	\$ 729,542	\$ 1,164,701	\$ 1,549,934
Difference between FY22	\$ 469,948	\$ 663,082	\$ 772,870	\$ 699,756	\$ 777,869	\$ 750,775	\$ 820,392	\$ 385,233	
Expenses									
Personnel Costs									
Ski Area Administration	\$ 255,380	\$ 243,380	\$ 266,854	\$ 281,370	\$ 254,489	\$ 223,099	\$ 220,681	\$ 224,623	\$ 200,694
Ski Rental Shop	\$ 19,317	\$ 14,237	\$ 18,395	\$ 15,710	\$ 13,015	\$ 4,402	\$ 4,141	\$ 15,008	\$ 12,028
Ski Patrol Program	\$ 44,032	\$ 36,977	\$ 39,483	\$ 35,155	\$ 25,406	\$ 13,690	\$ 22,551	\$ 32,755	\$ 48,285
Lift Operation Program	\$ 15,348	\$ 11,343	\$ 23,181	\$ 21,681	\$ 12,613		\$ 813	\$ 5,681	\$ 3,360
Maintenance Program	\$ 89,740	\$ 74,038	\$ 50,785	\$ 70,810	\$ 49,427	\$ 69,115	\$ 80,445	\$ 76,319	\$ 117,936
Lodge Operations Program	\$ 26,046	\$ 23,129	\$ 26,860	\$ 19,775	\$ 24,068	\$ 29,743	\$ 21,321	\$ 20,516	\$ 25,997
Food Service	\$ 10,179	\$ 8,949	\$ 8,529	\$ 8,030	\$ 5,295	\$ 1,941	\$ 3,129	\$ 6,388	\$ 8,791
Marketing/Special Events	\$ 10,501	\$ 7,461	\$ 12,899	\$ 11,200	\$ 8,293	\$ 17,597	\$ 39,676	\$ 38,668	\$ 33,222
Ski School Program	\$ 64,061	\$ 61,368	\$ 28,446	\$ 47,199	\$ 32,260	\$ 14,196	\$ 17,246	\$ 34,318	\$ 37,292
Total Personnel Costs	\$ 534,605	\$ 480,882	\$ 475,432	\$ 510,929	\$ 424,866	\$ 373,783	\$ 410,003	\$ 454,276	\$ 487,605
Other Expenses									
Ski Area Administration	\$ 161,860	\$ 170,504	\$ 152,492	\$ 139,476	\$ 160,645	\$ 163,509	\$ 160,100	\$ 246,257	\$ 293,191
Ski Rental Shop	\$ 6,461	\$ 3,744	\$ 7,700	\$ 2,385	\$ 4,250	\$ 5,676	\$ 18,835	\$ 24,098	\$ 19,234
Ski Patrol Program	\$ 5,388	\$ 12,902	\$ 2,882	\$ 6,845	\$ 157	\$ 707	\$ 5,346	\$ 5,814	\$ 4,843
Lift Operation Program	\$ 7,265	\$ 8,583	\$ 3,404	\$ 9,936	\$ 5,314	\$ 11,005	\$ 8,479	\$ 2,510	\$ 2,649
Maintenance Program	\$ 37,443	\$ 40,708	\$ 13,387	\$ 20,042	\$ 26,986	\$ 35,793	\$ 30,721	\$ 41,490	\$ 49,881
Lodge Operations Program	\$ 19,488	\$ 24,663	\$ 22,147	\$ 21,012	\$ 34,747	\$ 31,599	\$ 34,045	\$ 37,803	\$ 29,259
Food Service	\$ 18,956	\$ 16,576	\$ 15,023	\$ 14,699	\$ 15,979	\$ 2,779	\$ 9,638	\$ 13,441	\$ 2,185
Marketing/Special Events	\$ 21,016	\$ 13,589	\$ 13,571	\$ 13,621	\$ 6,117	\$ 11,169	\$ 12,773	\$ 4,281	\$ 6,602
Building Maint/Utilities	\$ 56,825	\$ 51,117	\$ 50,535	\$ 4,128	\$ 52,050	\$ 56,430	\$ 52,281	\$ 53,695	\$ 54,216
Ski School Program	\$ 926	\$ 2,324	\$ 1,243	\$ 1,746	\$ 1,243	\$ 2,284	\$ 3,126	\$ 1,822	\$ 1,086
Equipment Replacement	\$ 41,667	\$ 41,667	\$ 41,667	\$ 41,667	\$ 41,667	\$ 41,670	\$ 41,670	\$ 41,670	\$ 41,670
Vehicle Maintenance	\$ 8,482	\$ 5,515	\$ 5,391	\$ 12,294	\$ 19,694	\$ 15,356	\$ 34,786	\$ 40,297	\$ 45,650
Total Other Expenses	\$ 385,777	\$ 391,892	\$ 329,442	\$ 287,851	\$ 368,849	\$ 377,977	\$ 411,800	\$ 513,178	\$ 550,466
Total Costs	\$ 920,382	\$ 872,773	\$ 804,873	\$ 798,779	\$ 793,715	\$ 751,760	\$ 821,803	\$ 967,454	\$ 1,038,071
Total Net Revenue	\$ 159,604	\$ 14,078	\$ (27,809)	\$ 51,398	\$ (21,650)	\$ 47,399	\$ (92,261)	\$ 197,247	\$ 511,863

snow years they may have only been working part time. We continue to strive to run the business as efficiently as possible ensuring we have enough staff, product and properly running equipment to meet the needs and expectation of our guests.

Mountain Operations: The Mountain Operations Team has been doing a great job keeping the mountain running smoothly with staff shortages and a lot of natural snow. Thankfully, we were able to fill some critical lift operator job openings with college students that were home on vacation. Now that they are all returning to school we will again be very challenged with enough staff to run all of the lifts every day. All of the mountain operations staff have taken extra shifts to help run lift stations during the staff shortages which has allowed us to meet the needs of our guests on most days. The mountain operations staff has plans to begin building the freestyle terrain park over the next two weeks. The staff that would have been doing this work have been forced into lift operations. With more snow on the way, the terrain park may be able to be built without the need for snowmaking. Recruitment efforts will continue for the foreseeable future to try and fill vacancies in lift operations.

We will be replacing one of our snowgroomers with a former employee from many years ago that has winch cat experience at Eaglecrest. The grooming crew has done a fantastic job starting out the season with preparing the trails from day one as if it was midseason. We look forward to seeing them continue delivering smooth trail conditions through the duration of the season.

Ski Patrol: The Ski Patrol team continues to be fully staffed. They have done a great job getting the mountain up and rolling for the season with nearly 100% of the terrain ready opening weekend. They continue to diligently work their avalanche control program to mitigate avalanche hazard and have the lifts ready to open for the public by 9:00.

Marketing: The Marketing staff continue doing a great job keeping the website up to date with the latest conditions, scheduling radio advertising, in person radio interviews and producing many videos to promote the latest happenings. The latest “how to park” video should be ready for publishing in the next week. Eaglecrest launched the Steep Motion produced video “Undiscovered” at the movie night fundraiser for the Coastal Alaska Avalanche Center on Friday December 10th. After the premier we published through our Facebook, Instagram and Youtube channels. Collectively the video has received 26,500 views. As of 12/31 we have had 128 redemptions from out of town visitors. The ticket office is also now starting to track out of town visitors that are not being recorded through our redemption trackers. We will be using the Steep Motion video and our other video productions in paid digital add placements over the next couple of weeks to drive out of town visitation for the remainder of the season.

Base Operations: Base Operations is now fully staffed in Ticket Sales and the Food Service program. The staff are doing a good job learning the point of sale system and increasing efficiency of their sales process to ensure they are able to move customers through the lines and out to the slopes as efficiently as possible.

Snowsports School

- FY21 December Daily lessons- 171 FY22 Daily Lessons- 298
- Holiday camps Have been very successful with 80 kids both skiing and snowboarding, the last day of camps are Jan 5th.
- We have been very happy that many of our college student staff have come home and have been a huge help through the holiday push.
- We are off to a strong start for lessons this season and we have been booking many S.E Alaska communities into March & April as they plan to travel back for spring breaks.
- Our Books 2 Boards program has started and we have been able to have many of the students on the mountain. Their lessons have taken place and many have been checked off the
- As our community is dealing with another surge of covid, our instructors have been wearing masks while teaching this season and we will continue to for the remainder of the season.
- All multi-Week youth programs start Jan 8th and 9th
- Wee Ski , Little Rippers, Power Pilots, Mtn Explorers and Big Rippers session 1 is completely full and we cannot make anymore space for this session. We will make adjustments to see if we can make space in the second session which starts Feb19 &20
- 2 admin coordinators that were hired have decided to not continue this season for personal reasons. We Still have 2 but we are in need of another as we are so very busy.
- We are in need of new instructors but at this time we have no time to train any new people because our Snowsports School training staff are all teaching all the time.
- After the first weekend of operations, I needed to fully move back up to my office to be able to effectively run the Snowsports School, the instructor staff and rental staff.

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- With being blessed with early season snowfall we have been selling so much retail
- Reorders for gloves and mittens have been submitted and will arrive soon.
- Reorders for other retail have also been submitted.
- We have eliminated the prefit reservations as it was causing more stress during a regular operating day. The rental shop now operate like a usual season with the only difference is that people are waiting outside instead of in the building. We are still having issues with parents sending kids to the mountain without a rental unaccompanied minor form for rental, this slows the process for the SSS Admin to contact family to take care of this.
- We have also implemented a Call ahead 3 strikes policy, this is because if they call or email after they have rented this season we set gear for the next day. This results in hours of labor from rental to set gear. People who do this No call no show to pick it up are added to a list that will pay an administration fee to earn back the call ahead option.
- Repair shop has been busy since October and is still running smoothly.
- Still waiting on part of our Burton order that parts available and shipping have delayed.