

EAGLECREST BOARD OF DIRECTORS

Meeting Agenda

Thursday August 5th, 2021, 5:30pm

Join Zoom Meeting

<https://juneau.zoom.us/j/96993128782?pwd=dzNnQkdRN3YxYXdKdnl2TWFEaWhrZz09>

Meeting ID: 969 9312 8782

Passcode: 364918

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Agenda:

1. ROLL CALL
2. APPROVAL OF AGENDA
3. APPROVAL OF MINUTES
 - a. Approval of minutes from July 1st
4. PUBLIC PARTICIPATION
5. COMMITTEE & LIAISON REPORTS
 - a. Planning Committee Report 7/15/21
6. MANAGERS REPORT
 - a. Financial Report
 - b. Department update
 - c. Summer Capital Project Update
7. UNFINISHED BUSINESS
8. NEW BUSINESS
 - a. Schedule Policy & Planning Committee meeting to take up fireworks policy on August 12th
9. PUBLIC PARTICIPATION
10. BOARD OF DIRECTOR'S COMMENTS AND QUESTIONS
11. ADJOURNMENT – Next meeting date September 2nd 2021 5:30pm Location TBD

EAGLECREST BOARD OF DIRECTIONS
July Meeting Minutes
Thursday July 1st, 2021, 5:30pm
Fish Creek Lodge

Agenda:

1. ROLL CALL: Mike Satre, Dave Hanna, Jon Dale, Shawn Eisele, Stephanie Hoag, Kevin Krein and new board member Mark Rainiery were present. General Manager Dave Scanlan was present and mountain staff Erin, Brain and Pete were also present.
2. APPROVAL OF AGENDA: Mike called the meeting to order. Dave H made a motion to approve the agenda. The agenda was approved without additional changes or objections.
3. APPROVAL OF MINUTES: June meeting minutes, Dave H moved to approve, the minutes were approved. An issue was noted with the March meeting minutes regarding details of a motion to allow the GM to work with vendors, the details of the motion were corrected and Dave H made a motion to approve the March minutes.
4. SPECIAL BUSINESS: Senator Jessie Kiehl made a presentation of an Alaska Legislative Memorandum in honor of Craig Lindh. The presentation was made in honor of Alaskans who have made a significant contribution to our state.
5. PUBLIC PARTICIPATION: None
6. COMMITTEE & LIAISON REPORTS: None
7. MANAGERS REPORT:
See Manager's Report for detail.
Additional comments: Shawn asked about prompting customers for the Nordic pass add on and shared that he could work with JNSC to help increase pass sales.
InTouch is making progress towards a tablet to display pass holder pictures once passes are scanned. This will help the mountain ensure that the pass scanner is indeed the pass holder.
8. UNFINISHED BUSINESS: None
9. NEW BUSINESS:

- a. Mike and Dave S discussed various committee roles and asked members to reach out sharing which roles they would be interested in participating in. Due to a year of no meetings, Jon asked the GM to help define the role of the trails committee and share with the board how that group can help the mountain.
- b. Board annual timelines were reviewed, the board plans to set a date for the fall retreat at the next monthly meeting.
- c. As the Assembly is looking closer at its fireworks ordinances, the Assembly has asked the board/mountain input regarding fireworks use at Eaglecrest. The Planning Committee discussed the possibility of having a meeting on August 12th to discuss fireworks use.

10. PUBLIC PARTICIPATION: None.

11. BOARD OF DIRECTOR'S COMMENTS AND QUESTIONS

Dave H commented on the full plate for the board and there is lots of work to be done thru summer.

Jon welcomed Mark to the board and commented on how nice it was to see everyone in person again and be back at the mountain.

Shawn thought it was good to see tourists bringing in money and thinks that things are looking up.

Mark is excited to be on the board and looks forward to working with the group.

Stephanie welcomed Mark and shared how much the Nordic community loves the trail hardening.

Mike appreciated seeing the Lindh memorial and shared with the board just how busy Mt. Hood was with summer ops on a recent trip. Eaglecrest has a great potential for tourists as well as Juneau families. Miriam strongly supports an Alpine slide.

12. ADJOURNMENT – The next meeting date is August 5th 2021, at the Fish Creek Lodge. The meeting was adjourned at 6:20 pm.

Manager's Report August 2021

Financial Report: Since we are so early in the new fiscal year we are going to look at the revenue only this month out of our point of sale system as our credit cards and much of the payroll has yet to hit the CBJ reporting system. So far as you will see from the two pages shown below we are well ahead of FY 21 in seasons passes. In total, we had 120 customers take advantage of the payment plan option for purchasing seasons passes. We currently ahead by \$42,581.54 in total revenue for the year. We have sold 112 additional passes this year over last year at the point.

Expenses so far for the year are going to be down from last year as we are struggling to fill key full time year around benefitted staff positions. Our initial recruitment for Base Operations Manager was unsuccessful. We have reopened recruitment which is scheduled to close on August 13th. We are still looking for a vehicle mechanic and a second lift mechanic. We would like to have another 3 or 4 laborers to assist with CIP projects and the annual trail mowing and brushing. We'd also like to bring on a new revenue coordinator to assist with processing daily sales transmittals. The job market is very competitive at the moment with many other positions open within CBJ and around town with far higher wages than what we are able to offer.



Eaglecrest Product Sales Summary

From 7/1/2021 to 8/2/2021

Category / Attribute / Product	Sold	Gross	Tax	Ex Tax
Season Pass				
Adult (19+)/ Unlimited	187	\$ 101,787.00	\$ 4,847.00	\$ 96,940.00
Adult (19+)/ Payment plan Initial Payment	3	\$ 418.00	\$ 0.00	\$ 418.00
Adult (19+)/ Payment plan Additional	6	\$ 327.54	\$ 0.00	\$ 327.54
Senior (65+)/ Unlimited	16	\$ 7,123.20	\$ 339.20	\$ 6,784.00
Super Senior (75+)/ Unlimited Super Senior	1	\$ 0.00	\$ 0.00	\$ 0.00
College / College	2	\$ 890.40	\$ 42.40	\$ 848.00
Teen (13-18)/ Unlimited	23	\$ 6,632.85	\$ 315.85	\$ 6,317.00
Youth (7-12)/ Unlimited	38	\$ 5,840.10	\$ 278.10	\$ 5,562.00
Child (6 & younger)/ Unlimited	16	\$ 487.20	\$ 23.20	\$ 464.00
Other / Nordic	1	\$ 114.45	\$ 5.45	\$ 109.00
Other / Nordic Add-on	9	\$ 368.55	\$ 17.55	\$ 351.00
	302	\$ 123,989.29	\$ 5,868.75	\$ 118,120.54
Office				
Lockers / Individual	1	\$ 198.45	\$ 9.45	\$ 189.00
	1	\$ 198.45	\$ 9.45	\$ 189.00
Facility Rental				
Entire Facility (Base Lodge) / Daily Rental	3	\$ 3,150.00	\$ 150.00	\$ 3,000.00
Entire Facility (Base Lodge) / Hourly Rental	4	\$ 600.00	\$ 0.00	\$ 600.00
Board Room / Daily Board Room Rental	1	\$ 400.00	\$ 0.00	\$ 400.00
Board Room / Hourly Board Room Rental	5	\$ 250.00	\$ 0.00	\$ 250.00
Add On / Bathroom Cleaning	2	\$ 210.00	\$ 10.00	\$ 200.00
Add On / Gargage Removal	1	\$ 52.50	\$ 2.50	\$ 50.00
Cabin Rental / Hilda Dam Cabin	14	\$ 1,129.50	\$ 49.50	\$ 1,080.00
	30	\$ 5,792.00	\$ 212.00	\$ 5,580.00
Intouch Test Category -				
Intouch IEC Test Product / Intouch IEC Test	2	\$ 2.00	\$ 0.00	\$ 2.00
	2	\$ 2.00	\$ 0.00	\$ 2.00
Grand Total:	335	\$ 129,981.74	\$ 6,090.20	\$ 123,891.54



Eaglecrest Product Sales Summary

From 7/1/2020 to 8/2/2020

Category / Attribute / Product	Sold	Gross	Tax	Ex Tax
Season Pass				
Adult (19+) / Unlimited	96	\$ 50,299.20	\$ 2,395.20	\$ 47,904.00
Senior (65+) / Unlimited	20	\$ 8,379.00	\$ 399.00	\$ 7,980.00
College / College	4	\$ 1,675.80	\$ 79.80	\$ 1,596.00
Teen (13-18) / Unlimited	18	\$ 5,273.10	\$ 251.10	\$ 5,022.00
Youth (7-12) / Unlimited	22	\$ 3,441.90	\$ 163.90	\$ 3,278.00
Child (6 & younger) / Unlimited	8	\$ 243.60	\$ 11.60	\$ 232.00
Flex Pass / Flex Pass	2	\$ 291.90	\$ 13.90	\$ 278.00
Other / Nordic Add-on	18	\$ 737.10	\$ 35.10	\$ 702.00
Flex Pass Discount / Flex Pass Discount	2	\$ 0.00	\$ 0.00	\$ 0.00
	190	\$ 70,341.60	\$ 3,349.60	\$ 66,992.00
Office				
Lockers / Individual	3	\$ 595.35	\$ 28.35	\$ 567.00
Lockers / Family	1	\$ 366.45	\$ 17.45	\$ 349.00
	4	\$ 961.80	\$ 45.80	\$ 916.00
Redemption				
Flex Pass Add A Day / Flex Pass Day	2	\$ 121.80	\$ 5.80	\$ 116.00
	2	\$ 121.80	\$ 5.80	\$ 116.00
Facility Rental				
Entire Facility (Base Lodge) / Hourly Rental	12	\$ 1,800.00	\$ 0.00	\$ 1,800.00
Cabin Rental / Hilda Dam Cabin	158	\$ 14,175.00	\$ 675.00	\$ 13,500.00
	170	\$ 15,975.00	\$ 675.00	\$ 15,300.00
Grand Total:	366	\$ 87,400.20	\$ 4,076.20	\$ 83,324.00

Departmental Review:

Mountain Operations & Summer Projects:

The summer Ski Lift servicing is moving along well. Porcupine lift work is complete. All line work on Ptarmigan and Hooter have been completed. Chair clip relocations on Hooter will begin this week, with Black Bear work to start the week after. It is still unknown if we are going to be able to coordinate for our haul rope shortening splice on Ptarmigan. We are still recruiting for a vehicle mechanic and a second lift mechanic without much luck.

The Nordic trail hardening of the lower loop meadow has been completed. We have a two or three days of touch up work and a full day of compacting with a drum roller to do before fall. The upper most section of the mountain bike trail to the top of Hooter has also been completed. The back deck of the Fish Creek Lodge has been stripped and ready to be resealed with tuflex.

Pipe welding has started back up this week. The crew will be skidding pipe into position and working on tie ins at all of our major valve locations and pipe junctions. We have purchased another new used 950 gallon per minute high pressure pump that we will be installed at the top of log jam and run in tandem with the Sourdough pump which will also be repositioned to the top of Log Jam. Once we have them running in tandem we will have 1400 gallons per minute at 450 psi running through the lower mountain snowmaking system. We are also going to be repurposing our old water line and turning that into a centralized air distribution system to begin the transition to a full air/water snowmaking system. In between the pipe positioning and support of the welding crew, Mountain Operations staff will be focused on snowcat and snowgun maintenance and repair.

Other members of the mountain operations crew are starting in on the mowing and brushing of all of the lower mountain trails.

SSS & RRR

- CBJ position clean up and redo for all SSS & RRR
- Redid Eaglecrest org flow chart with Dave
- Tracking Online InTouch orders
- Fixing Online order issues and tracking
- Base Operation recruiting
- Customer service- Emails from all shared inboxes, phone messages, purchases, password reset and any account problems
- Tracking and Processing Payment plans
- Assisting with Lodge rental, contracts, reservations and tracking. Hoping to rework the entire lodge rental process with staff.
- Sent letters for Locker users as renewal period is upon us.

- Build all reservations for SSS bookings
 - Building Multi-week programs for season
 - SSS Program sales will go live online August 16th
 - SSS Positions are on the Eaglecrest website, hiring of SSS admins.
 - SSS Admin returning staff start Date September 7th
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- Retail Shirt orders have arrived, working on going to print
 - Retail orders have begun to arrive
 - The entire Rental fleet has been fully serviced
 - The waxer and the grinder has been cleaned and are ready for service in the fall
 - We are hoping to have retail good for sale for discover Eaglecrest day.

Base Operations: We are still trying to recruit for a new Base Operations Manager. Our current recruitment period is scheduled to close on August 13th. The General Manager has been carrying the workload of the Base Operations Manager with a lot of assistance from the SSS Director. Things have been busy process a good volume of transactions, troubleshooting missing transactions from our online store, closing purchase orders from FY 21 and opening Purchase orders for FY22, executing procurements for Capital Projects and sources materials to keep projects moving forward.

Marketing and Events: The Marketing and Events Manager has been taking some leave time over the last two weeks. He has been keeping up with advertising the closing of our payment plan period and continued seasons pass sales. We are preparing to host our Discover Eaglecrest Day early this year on August 28th. The end of our tier one sales will be on September 7th. The Juneau Mountain Bike Alliance will be sponsoring a mountain bike race on the new trail suitable for all ages and abilities. Other local vendors have been asked to attend. We will also be promoting our new Frisbee golf course thanks to Juneau Disk Golf Club.