

EAGLECREST BOARD OF DIRECTORS
Meeting Agenda
Thursday June 3rd, 2021, 5:30pm

Join Zoom Meeting

<https://juneau.zoom.us/j/97161664446?pwd=THFHV0ZQaEExVDJJNTFxNUtaSzF6dz09>

Meeting ID: 971 6166 4446

Passcode: 139643

One tap mobile

+12532158782,,97161664446#,,,,*139643# US (Tacoma)

+13462487799,,97161664446#,,,,*139643# US (Houston)

Agenda:

1. ROLL CALL
2. APPROVAL OF AGENDA
3. APPROVAL OF MINUTES
 - a. May 4th Meeting Minutes
4. PUBLIC PARTICIPATION
5. COMMITTEE & LIAISON REPORTS
 - a. Human Resources Committee Meeting
 - b. Finance Committee
6. MANAGERS REPORT
 - a. End of Season Financial Report
 - b. Final Budget Approval
 - c. Department report / Summer Project Progress
7. UNFINISHED BUISNESS
8. NEW BUSINESS
 - a. Board Member attributes for Assembly, document review
 - b. Approval of Fiscal Year 2021 Pricing.
 - c. Craig Lynd Senatorial Commendation in July
 - d. General Manager's Annual Performance Evaluation (Executive Session)
9. PUBLIC PARTICIPATION

10. EXECUTIVE SESSION

11. BOARD OF DIRECTOR'S COMMENTS AND QUESTIONS

ADJOURNMENT – Next meeting date July 1st 2021 5:30pm Location TBD

EAGLECREST BOARD OF DIRECTIONS
March Meeting Minutes
Thursday March 4th, 2021, 5:30pm
Via Zoom

Agenda:

1. ROLL CALL: Mike Satre, Dave Hanna, Jon Dale, Shawn Eisele and Kevin Krein were present. General Manager Dave Scanlan and Erin Lupro 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: April meeting minutes, Dave H moved to approve, the minutes were approved.
4. PUBLIC PARTICIPATION: None
5. COMMITTEE & LIAISON REPORTS:
 - a. Nordic Advisory – Dave H thanks Stephanie for a good meeting summary.
 - b. Planning – Dave H thanked everyone on the board who attended the meeting.
6. MANAGERS REPORT:

See Manager's Report for detail.

Additional comments:

 - a. Finance: Dave H noted on how well the mountain did financially despite expenses being \$400k higher.
Shawn asked for an explanation of finances and city accounting in relation to balance.
Dave S shared with the board how COVID funding was received in FY20 but spent in FY21.
Jon asked about road service fees which were \$75k for the year.
Dave H gave kudos to Erin and crew for their ability to manage so many people so smoothly. He appreciated all the input from Erin and staff as their feedback is important as we move on for future plans.
7. UNFINISHED BUSINESS: A HR committee meeting will be held on May 13th, Dallas Hargraves will be present.
8. NEW BUSINESS:

a. FY22 Budget Revision

Dave S is working with finance to adjust the end of year revenue for FY21 to ensure accurate end of year fund balance.

b. Mike Satre asked to move forward with a “conceptual document”. Dave H asked for the motion to move forward with Shawn filling in the Bruce Garrison.

c. On May, 25th the finance committee will meet at 530 to work on 21/22 pricing.

9. PUBLIC PARTICIPATION: Brian T thanked everyone at the mountain and on the board.

10. BOARD OF DIRECTOR’S COMMENTS AND QUESTIONS

Shawn really appreciated a good season.

Dave H was very impressed by all the numbers presented and was happy to see Brian back.

Kevin thought that closing weekend was a great success and thanked everyone on the board for their help with his first season.

Jon thanked everyone for a great closing weekend and thought that the town downhill capture a part of what Eaglecrest is all about. He really appreciated the pain work in the family locker room and is looking forward to a few more weeks of skiing.

Mike Satre made it a point to thank the staff during a recent assembly meeting as it takes a team to make the mountain happen. Mike will reach out to the Lindh family about a permanent Craig Lindh memorial.

11. ADJOURNMENT – The next meeting date is June 3rd 2021, via Zoom.

Jon moved to adjourn. The meeting was adjourned at 6:32 pm.

Eaglecrest Finance Committee Minutes

5/25/21 via Zoom

The Eaglecrest Finance Committee met on May 25th, 2021. Highlights and key points are captured below.

1. Roll Call: Jon, Shawn, Kevin, Mike, Dave H, Megan, Stephanie, Dave S and Erin Lupro were all present.

2. Review proposed pricing for FY22

The Dave S shared with the committee proposed pricing. The committee agreed with the GMs proposed pricing. The group agreed to keep youth pricing at the same as FY21 in order to keep skiing available to our growing youth user groups. Pass sales with start on 1Jul. The committee will request pricing be changed at the next board meeting.

3. Uphill Pass

Dave S informed the group that an uphill pass is a growing trend at many areas and the wanted to get input from the committee about the exploring the possibility. Dave H liked the possibility of an RFID scanner at the base for the uphill users to “scan in”. Shawn advised the committee that many uphill skiers are some of the mountains most avid users. Dave S did share that this year the mountain will have iPad pass scanners to ensure that passes are only being used by the person who purchased them, those breaking the rules would be fined. Kevin informed the board that “pass sharing” and “free blackbear” is a real thing. Mike, who enjoys every opportunity possible to hike up the mountain, reminded the group that the AK ski statutes are still in place when the mountain is closed. Jon asked that if uphill access was going to be charged that we should also charge for downhill biking as the mountain spends a great deal of money on bike trails. Dave S appreciated the feedback from the group and would continue to develop a way forward.

4. 7 day a week season

Dave S shared that he had been contemplating a 7 day a week season as a tool to help with recruitment and retention. Employees who work all 5 days of mountain operations have little to no time to ski.

There is lots of interest from the Juneau Community Foundation for a 2nd Eaglecrest cabin. The group discussed the possibility of another cabin project in the summer of 2022. Dave S estimates that it would cost approx.. \$125k/yr to add 2 Ptarmigan only days a week. Dave S stated that the extra days might be sold as a pass add on. There were questions about pricing and the perspective of the staff but the group was open to the idea. Jon did not like the idea of so many “add on” charges for different products. Dave will continue to consider 7 day/week operations.

5. Heavenly inbounds

Due to the increased traffic into the Heavenly area the GM is concerned about the increased risk to young skiers not prepared for more challenging/dangerous terrain. The group agreed that the area is accessed more and more and would like to hear from ski patrol at a board meeting and get their thoughts.

6. Night Skiing

Dave S is considering bringing back night skiing. While there are a few unknowns about the status of lighting the group was in favor and looked forward to hearing more about plans and possibilities.

7. Reciprocal pricing/boarding pass

Dave S shared facts and figures from boarding pass redemption and pass uses at other resorts. The sales and marketing staff have been doing a great job with advertising and more mountains are offering deals to our skiers. Eaglecrest plans to continue these initiatives and others next season.

8. Cabin Sales

Due to the high demand for the cabin and issues with mass booking attempts the mountain is considering changes to the reservation system to be on more of a daily/weekly basis rather than 6 months at a time.

June 2021 Manager's Report

Financial Analysis: Over the last month we did a secondary fiscal year end 21 analysis with the city finance department and presented a budget revision at the Assembly finance committee on May 12th. During this process changes were made to how the COVID Conservation Corp and CARES Act Grant funds were represented year to year and its effect on the Fund Balance from the original version presented in the FY 22 Budget Book. The chart below summarizes these changes. The Assembly approved this budget revision and will be reflected in the final FY22 budget book. As you can see from the chart we have been able to come out of a negative fund balance closing FY 20 and project to end with a positive fund balance of \$104,800.

Eaglecrest

OVERVIEW

		FY21		FY22	
	FY20 Actuals	Amended Budget	Projected Actuals	Approved Budget	Revised Budget
EXPENDITURES					
Personnel Services	\$ 1,431,400	2,196,400	1,850,200	1,759,200	1,605,100
Commodities and Services	1,062,400	1,356,700	1,428,600	1,328,200	1,303,800
Total Expenditures	2,493,800	3,553,100	3,278,800	3,087,400	2,908,900
FUNDING SOURCES					
Charges for Services	1,131,700	1,364,500	1,589,500	1,364,500	1,462,000
Licenses, Permits, and Fees	201,600	355,400	155,500	355,400	287,900
Sales	50,600	58,000	57,500	58,000	58,000
Rentals	171,500	275,000	216,600	275,000	229,000
Donations and Contributions	100,300	100,000	75,000	100,000	100,000
Support from:					
Pandemic Response Fund	18,200	305,200	305,200	-	-
Roaded Service Area	25,000	50,000	50,000	50,000	50,000
General Fund	700,000	985,500	985,500	825,000	825,000
Total Funding Sources	2,398,900	3,493,600	3,434,800	3,027,900	3,011,900
FUND BALANCE					
Beginning of Period	43,700	(51,200)	(51,200)	104,800	104,800
Increase (Decrease) in Fund Balance	(94,900)	(59,500)	156,000	(59,500)	103,000
End of Period Fund Balance	\$ (51,200)	(110,700)	104,800	45,300	207,800
STAFFING	35.60	35.60	35.60	35.60	33.40

Over the last four weeks since this was prepared we have been saving additional funds on staffing expense with the loss of our vehicle mechanic and the unsuccessful recruitment of a second lift mechanic. We continue to work toward a strong finish to the end of the fiscal year with conservative spending. The chart below sums up our projected year end expenses and revenue per department. As you can see we are showing the possibility to finish the year slightly ahead of what is shown above.

Fiscal Year 2021 End of Year Summary							
Revenue					Expenses		
Donations Revenue		\$	75,000		Administration		\$ 1,222,502
Ski Lift Fees		\$	316,111		Ski Rental Shop		\$ 109,600
Bus Pass Sales		\$	530		Ski Patrol		\$ 223,291
Ski School Sales		\$	231,835		Lift Operations		\$ 119,638
Annual Revenue		\$	994,928		Mountain Maintenance		\$ 360,000
Contract Revenue		\$	51,798		Lodge Operations		\$ 242,964
Permit Revenue		\$	2,249		Food Service		\$ 107,081
Concession Fees		\$	123,367		Marketing and Special Events		\$ 123,887
Ski Repair Fees		\$	30,291		Building Maintenance		\$ 84,273
Merchandise Sales		\$	57,132		Snow Sports School		\$ 195,650
Gift Certificates		\$	449		Vehicle Maintenance		\$ 135,000
Facility Rental		\$	39,126		Field House		\$ 24,500
Locker Rental		\$	63,793				
Ski Rental		\$	114,088		Total		\$ 2,948,386
General Funds + CARES ACT		\$	1,003,000				
Roaded Service Area		\$	50,000				
Total		\$	3,153,697				
Net		\$	205,311				

Mountain Operations / Summer Projects: The Mountain Operations team has had a busy month kicking off summer project season. Working in tandem with Harry's Plumbing and the Eaglecrest Foundation, 2500 feet of new snowmaking pipe has been welded together and positioned along the side of Log Jam and Log Jam run out. The crews have been working extremely efficiently together.

The first 500 foot long segment of Nordic Trail hardening has been completed which will be used for our walking tours this summer with Alaska Coach Tours. The Porcupine shelter logic tent has been moved to the end of the new trail to be used for a bon fire picnic spot for the upcoming tours.

The Porcupine Beach house has been repaired with a new door, floor joists, window and has been wired into the Porcupine bottom shack's electrical. This will allow many of the Snow Sports Schools supplies to be stored in the Beach house and all them to be thawed and dried for operations. This will eliminate unneeded wear and tear to the Porcupine Lodge.

Terrain enhancements have been performed at the top and bottom of the ski trail Stickleback. The new trail work will maximize the vertical drop and allow some of the tubing park trail area to be used for terrain based learning with berms and rollers to help teach turn initiation and speed control.

The Tent that was used for food service over the winter has been removed and inventoried for repair and potential future use.

The Eagle's Nest bathrooms have been emptied and serviced for the coming summer season.

General Spring clean up around the maintenance shop and base campus is underway is the snow is finally receding and allowing this seasonal change over to begin. Part of this is removal of problem trees located in between the upper and lower parking lot that make snow removal a challenge and reduces the overall parking lot capacity. By the weekend we plan to have the flower pots out and the winter sand swept off of the parking lot.

Summer lift servicing is under with line work beginning on Porcupine Lift this week. Sheave wheel rebuilding is underway in preparation for the Porcupine and Ptarmigan line work. We are still working toward confirming a date for the Ptarmigan rope splice with Knight construction.

SSS

- SSS pricing and programming
- Calendar for Programs for season
- Operations calendar
- Working with Marketing on SSS brochure, finding photos
- Rebuilding new hire training- materials to offer both in person learning and digital for all materials
- Researching learning materials and supplies- Quotes
- Awaiting final HS invoices \$21,621.50
- Summer ongoing project
- Position description with CBJ for SSS and RRR- updates

RRR

- Final retail count in progress for submission to CBJ
- Stock adjustments

- Researching other retail needs for FY22
- Building other retail and repair orders
- Gong to attend a retail Showcase- Bozeman in June

Marketing and Events: Working on promotions for the season pass sale and awareness pieces for offseason projects, new products, and future goals. Working with Travel Juneau on attending large ski shows and increasing Juneau's winter tourism. Designing print materials for FY22. Assisting Foundation with Tower Sign fundraising campaign. Website tweaks for improve photo and vide galleries and mobile phone experience. Work on large signage projects for parking lot, Fish Creek Lodge, and uphill users. Mapping out more and new event ideas for FY22.

- December: Santa & Xmas Eve
- January: Friday Night Lights x2 w/ JSC Adult Races & Sponsors
- February: Powder Eights Comp
- February: Beacon Scramble
- February: Big Air Comp
- March: Powder Keg Cup
- March: IFSA Events
- April: Town Downhill
- April: Banked Slalom
- April: Slush Cup
- April: Easter Bunny / Scavenger Hunt

New Business:

a. Board member attributes for Assembly, document review

June 2020 Eaglecrest Board Recommendations:

The more diverse the Eaglecrest Board is, the better it is able to assist the General Manager in the operation of Eaglecrest.

Skill sets that help in making the board function well:

1. Legal
2. Financial/Business Experience
3. Construction/engineering/architecture
4. Education/family/working with youths
5. Management/Personnel
6. Board Experience

7. Marketing

The Board would like to express that they feel there is large value to retaining as much preexisting knowledge of issues facing the Ski Area related to the economic and operational impacts of COVID 19. Existing Board Members have also developed a deep understanding of the opportunities to develop Summer Operations at Eaglecrest. Retention of this existing knowledge base may help the Board to continue guiding the Manager through the many challenges that will face the Ski Area in the year ahead.

b. Approval of Fiscal Year Pricing

Adult [19-64]	FY19	FY20	FY21	FY22
Renewal		\$ 449		
Tier 1	\$ 469	\$ 469	\$ 499	\$ 524
Tier 2	\$ 549	\$ 579	\$ 599	\$ 624
Tier 3	\$ 699	\$ 699	\$ 699	\$ 724
Senior [65-74]	FY19	FY20	FY21	FY22
Tier 1	\$ 389	\$ 389	\$ 399	\$ 424
Tier 2	\$ 489	\$ 489	\$ 499	\$ 524
Tier 3	\$ 669	\$ 669	\$ 689	\$ 714
College	FY19	FY20	FY21	FY22
Tier 1	\$ 379	\$ 389	\$ 399	\$ 424
Tier 2	\$ 419	\$ 429	\$ 449	\$ 474
Tier 3	\$ 419	\$ 449	\$ 469	\$ 494
Teen [13-18]	FY19	FY20	FY21	FY22
Tier 1	\$ 263	\$ 269	\$ 279	\$ 279
Tier 2	\$ 349	\$ 349	\$ 359	\$ 359
Tier 3	\$ 349	\$ 349	\$ 359	\$ 359
Youth [7-12]	FY19	FY20	FY21	FY22
Tier 1	\$ 135	\$ 139	\$ 149	\$ 149
Tier 2	\$ 189	\$ 189	\$ 199	\$ 199
Tier 3	\$ 189	\$ 189	\$ 199	\$ 199
Child [0-6]	FY19	FY20	FY21	FY22
Full Price	\$ 29	\$ 29	\$ 29	\$ 29

Flex Pass	FY19	FY20	FY21	FY22
Tier 1	NA	\$ 99	\$ 139	\$ 139
Tier 2	NA	\$ 99	\$ 169	\$ 169
Tier 3	NA	\$ 99	\$ 199	\$ 199
Add Day	NA	\$ 29	\$ 29	\$ 31
Multi-Visit Cards	FY19	FY20	FY21	FY22
Adult 5 Visit	\$ 219	\$ 239	\$ 249	\$ 249
Adult 10 Visit	\$ 389	\$ 429	\$ 449	\$ 449
Adult 15 Visit	\$ 479			
Senior 5 Visit	\$ 199			
Senior 10 Visit	\$ 339			
Senior 15 Visit	\$ 429			
Teen 5 Visit	\$ 164	\$ 169	\$ 179	\$ 179
Teen 10 Visit	\$ 279	\$ 289	\$ 299	\$ 299
Teen 15 Visit	\$ 349			
Youth 5 Visit	\$ 124			
Other	FY19	FY20	FY21	FY22
Transferrable	\$ 969	\$ 989	\$ 989	\$ 989
Snow Bus	\$ 79	\$ 79	\$ 79	\$ 79

Nordic Adult	FY19	FY20	FY21	FY22
Tier 1	\$ 89	\$ 89	\$ 109	\$ 109
Tier 2	\$ 109	\$ 109	\$ 129	\$ 129
Tier 3	\$ 109	\$ 109	\$ 129	\$ 129
Nordic Teen	FY19	FY20	FY21	FY22
Tier 1	\$ 64	\$ 64	\$ 69	\$ 69
Tier 2	\$ 64	\$ 64	\$ 69	\$ 69
Tier 3	\$ 89	\$ 89	\$ 99	\$ 99
Nordic Add On	FY19	FY20	FY21	FY22
Tier 1	\$ 25	\$ 25	\$ 39	\$ 39
Tier 2	\$ 25	\$ 25	\$ 39	\$ 39
Tier 3	\$ 39	\$ 39	\$ 39	\$ 39
Full Day Tickets	FY19	FY20	FY21	FY22
Adult [19-64]	\$ 53	\$ 58	\$ 59	\$ 62
Senior [65+]	\$ 48	\$ 49	\$ 49	\$ 51
Teen [13-18]	\$ 43	\$ 44	\$ 45	\$ 45
Youth [7-12]	\$ 29	\$ 30	\$ 30	\$ 30
Lower Mountain [19+]	\$ 41	\$ 41	\$ 42	\$ 42
Child [0-6]	\$ 11	\$ 11	\$ 11	\$ 11
Nordic Trail Fee	\$ 16	\$ 18	\$ 19	\$ 19
Half Day Tickets	FY19	FY20	FY21	FY22
Adult [19-64]	\$ 43	\$ 48	\$ 49	\$ 51
Senior [65+]	\$ 38	\$ 39	\$ 39	\$ 41
Teen [13-18]	\$ 33	\$ 34	\$ 35	\$ 35
Youth [7-12]	\$ 23	\$ 24	\$ 25	\$ 25
Lower Mountain [19+]	\$ 30	\$ 31	\$ 32	\$ 32
Child [0-6]	\$ 11	\$ 11	\$ 11	\$ 11

Misc. Tickets	FY19	FY20	FY21	FY22
Military Ticket	\$ 43	\$ 45	\$ 46	\$ 48
College Ticket	\$ 43	\$ 45	\$ 46	\$ 48
Porcupine Only Ticket	\$ 16	\$ 18	\$ 18	\$ 18
Lower Mtn Upgrade	\$ 13	\$ 14	\$ 14	\$ 15
Bus Ride	\$ 5	\$ 5	\$ 5	\$ 5
Round Trip Bus Ride	\$ 10	\$ 10	\$ 10	\$ 10
Bulk Tickets (50)	\$ 1,650	\$ 1,800	\$ 1,800	\$ 1,890
Bulk Tickets (25)	\$ 950	\$ 1,025	\$ 1,025	\$ 1,076
Full Day Rentals	FY19	FY20	FY21	FY22
Adult Rental	\$ 35	\$ 36	\$ 38	\$ 38
Teen Rental	\$ 27	\$ 28	\$ 30	\$ 30
Youth Rental	\$ 23	\$ 24	\$ 26	\$ 26
Child Rental	\$ 12	\$ 13	\$ 15	\$ 15
Demo Skis / Snowboard	\$ 30	\$ 35	\$ 40	\$ 40
Helmet Only	\$ 10	\$ 10	\$ 10	\$ 10
Poles	\$ 10	\$ 10	\$ 10	\$ 10
Nordic Classic	\$ 33	\$ 34	\$ 38	\$ 38
Half Day Rentals	FY19	FY20	FY21	FY22
Adult Rental	\$ 28	\$ 29	\$ 30	\$ 30
Teen Rental	\$ 21	\$ 22	\$ 24	\$ 24
Youth Rental	\$ 18	\$ 19	\$ 19	\$ 19
Season Rental	FY19	FY20	FY21	FY22
Adult	\$ 279	\$ 269	\$ 279	\$ 279
Teen	\$ 219	\$ 219	\$ 229	\$ 229
Youth	\$ 189	\$ 189	\$ 199	\$ 199
Child	\$ 139	\$ 139	\$ 149	\$ 149
Lockers	FY19	FY20	FY21	FY22
Individual	\$ 189	\$ 189	\$ 189	\$ 189
Family	\$ 329	\$ 329	\$ 349	\$ 349
Snowboard	\$ 169	\$ 169	\$ 169	\$ 169
Corner	\$ 249	\$ 249	\$ 249	\$ 249

- c. Craig Lindh Senatorial Commendation from Senator Jessie Kiehl, Representative Sara Hannan, and Representative Andi Story. Presentation to be scheduled.