

EAGLECREST BOARD OF DIRECTIONS

Meeting Agenda

Tuesday May 4th 2021, 5:30pm

Join Zoom Meeting

<https://juneau.zoom.us/j/93100188950?pwd=SkpUaXc3Tnp6WVpVbVlrWEtmYkZ2QT09>

Meeting ID: 931 0018 8950

Passcode: 510373

One tap mobile

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1. ROLL CALL
2. APPROVAL OF AGENDA
3. APPROVAL OF MINUTES
 - a. April 1st Meeting Minutes
4. PUBLIC PARTICIPATION
5. COMMITTEE & LIAISON REPORTS
 - a. Nordic Advisory Committee Meeting April 8th
 - b. Planning Committee April 22nd Meeting
6. MANAGERS REPORT
 - a. Financial Report
 - b. Department Review
 - c. Summer Construction Projects
7. UNFINISHED BUISNESS
 - a. HR Committee Meeting to start GM evaluation May 13th
8. NEW BUSINESS
 - a. FY22 Budget Revision
 - b. Items for Summer Development Task Force
 - c. Set meeting for Finance Committee, 2021-2022 pricing
9. PUBLIC PARTICIPATION
10. BOARD OF DIRECTOR'S COMMENTS AND QUESTIONS
11. ADJOURNMENT – Next meeting date June 3rd 2021, Zoom

EAGLECREST BOARD OF DIRECTIONS
Meeting Minutes
Thursday April 1st 2021, 5:30pm

Zoom Meeting

1. ROLL CALL All board members were present: Mike Satre, Dave Hanna, Shawn Eisele, Kevin Krein, Jon Dale, Megan Gregory, Stephanie Hoag. Assembly Liaison Wade Bryson and General Manager Dave Scanlan were also present, along with Erin Lupro, Brian Davies, and Fred Hiltner.

2. APPROVAL OF AGENDA The Agenda was unanimously approved

3. APPROVAL OF MINUTES
 - a. March 4th meeting minutes. Dave Hanna moved to approve the minutes with a minor change under 6b to replace “Dave H “ with Dave Scanlan. The minutes were approved without objection

4. PUBLIC PARTICIPATION Fred Hiltner expressed appreciation for all we do and thanks to Dave for all of the cooperation on Nordic Skiing, for example the recent Border 2 Border ski event. Nordic skiers are very happy about daily grooming. Last year the Eaglecrest trails were groomed after closing until May 15 by JNSC, and he is looking forward to talking with management about doing it again this year. He is excited about spring hardening of lower loop and would like to be an asset to Eaglecrest.

Erin Lupro and Brian Davies wanted to let us know they were here in case there were questions, but had no comments.

5. COMMITTEE & LIAISON REPORTS
 - a. Assembly Liaison – Wade Bryson reported that the city’s HR committee recently conducted board training, and that according to city’s rules of orders, no second is required for motions made at board meetings.

 - b. Planning Committee -

Dave Hanna reported that the committee met on March 25, and that there is a lot of planning information to digest. The discussion included possible land exchanges, creation of a public development corporation, and a draft charter

agreement allowing us to bring in partners for investment capital. He suggested that we schedule another meeting with the entire board, and that was tentatively set for the 3rd, Thursday evening April 16. Mr. Bryson asked to be notified of meetings.

6. MANAGERS REPORT. See the manager's report for detail. Additional comments:

a. Financial Report

This year has brought record-setting day ticket sales as well as pass sales and lessons. 3040 home school lessons have been conducted. Expenses are also up to reflect extra staff and more maintenance and repairs on equipment to deal with large amounts of snow. Mike asked about the possibility of acquiring American Recovery Act funds to offset some of the extra expenses. Sean commented that increased expenses seemed well in line with what would be expected

b. Departmental Review

Mountain Operations staff have been working non-stop on snow management, keeping up with demands on machinery, and keeping the parking lot in shape

There have been requests for an extended season. The main obstacle to that is staffing, particularly Ski Patrol. People have summer jobs, trips planned, and other conflicts soon after closing day. After continued pleas there are 5 patrollers who would be available for one additional weekend. Ptarmigan would operate but with no additional services. The opening would be conditional on weather, with a decision made on Thursday morning. Dave S. will make an announcement tomorrow.

c. Summer Construction Projects

Dave H announced that we still have tower locations available for signs.

7. UNFINISHED BUSINESS

a. End of season employee bonus. Information in the board packet was reviewed concerning the seasonal bonuses to be offered at the Managers discretion for staff who complete the season in good standing. Hourly staff will receive \$1 per hour worked November 1-April 11, and executive team members will each receive \$1500, for an estimated total cost of \$55,000.

Wade asked about overtime. Hourly staff does get overtime, and the bonus is \$1 per hour regardless of whether or not it was overtime. He wants to be sure it is a discretionary bonus and not an agreement in writing, to avoid any labor disputes.

b. Schedule Nordic Advisor Committee Meeting – the meeting is scheduled for April 8 at 5:30 PM

- c. Schedule HR Committee Meeting to start GM evaluation was scheduled for May 13 at 5:30 PM

8. NEW BUSINESS

- a. none

9. PUBLIC PARTICIPATION

- a. None

10. BOARD OF DIRECTOR'S COMMENTS AND QUESTIONS

Wade congratulated the manager and staff on a phenomenal season and results. He thanked everyone and extended his appreciation. These comments were echoed by each board member in turn. Megan said that it's been a challenging year with a strong finish. Jon said that the hard work is evident and he's keeping his fingers crossed for a sunny day. Shawn is happy to see all the work being done. Kevin praised the amazing season and exciting year. Dave Hanna was really pleased and noticed that we're all of the same mind about that. Stephanie thinks the bonuses are well-deserved, reminded the board of the need for the planning committee to work with Craig Lindh's family about a memorial, and encouraged everyone to attend the Nordic Advisory meeting next week. Mike agreed with everyone and reminded us of board cybersecurity training.

11. ADJOURNMENT – The meeting was adjourned at approximately 6:40. The next meeting date will be May 6th 2021, via Zoom

Eaglecrest Nordic Advisory Committee
April 8, 2021, 5:30 PM by Zoom
MEETING MINUTES

Betsy Fischer, Dave Scanlan, Stephanie Hoag, Roman Motyka, Fred Hiltner, Shawn Eisele, and Dave Hanna attended the meeting.

Betsy's report on the 2020-2021 Nordic Season was discussed. The grooming was good, and everyone especially appreciated the reliable daily grooming of both the Lower and Upper Loops. The group discussed the value of doing ride-alongs with the groomers and both Betsy and Fred are hoping to do that next season.

She checked Nordic passes for a while and found almost 100% compliance. It is time consuming to check passes, and the possibility of a scanner was discussed. Something that would work on a phone would be preferable.

Buying a pass at the lodge was sometimes hard for a few people. That could be improved by:

- 1)communicating better about the availability of the drop-off area for temporary parking.
- 2)Making is possible to buy a day pass online, especially if it could be done at the trailhead using a QR code and shown on the skiers' phone. Dave will see how that would integrate into the system. An online ticket that could be printed at home is another option.

Signage worked well, with new signs to keep dogs and walkers off the trail and large trail maps at both ends of the trail. There were less dogs than ever before, but there still are some and more signs could be useful. The large trail maps were awesome, but did not stand up to the weather well.

On the Upper loop : backcountry skiers and hikers are walking on the groomed track and both damaging it and obstructing it. There is a need for education. Upper loop has had a lot of use this year. "Please walk on shoulder of trail, single file" is a suggestion for the signage.

Nordic lessons. While there were less than 100 , that was more than double from last year. A new Nordic instructor was hired. The Nordic Beach has been great for beginners and also has a good sign .

Discussion of other things that worked well included favorable feedback about plowing of the lower parking lot, and a very positive "big picture" for Nordic in general. Betsy was happy with the way that the staff cooperated on Nordic skiing, and liked the "yes" attitudes.

Lower Loop Hardening Plan for 2021: Dave S. showed a map indicating parts to be hardened: up from Nordic lot and around to the meadow loop to connect with existing hardened trails. There is still a lot of work, and Dave's priority focus is to complete the hardening t in spite of many other projects to be done as well. Hardening of the lower fish creek loop and the trail parallel to the road are permitted and could hopefully be hardened next year. Corps of Engineers is not in favor of having all of the small connector trails and inner loops hardened. This year will hopefully also include hardening of the trail that goes up behind shop to the

potential bridge location. That will also help with summer revenue projects and early morning backcountry skiers.

Dave will share the map and information with Roman to show to other JNSC Members,. Dave H. suggested using mats at the new/old trail junction for easier gravel-hauling access to the trail.

Dave S shared data on this year's Nordic operations. Revenue from Nordic passes, day tickets, and lessons was \$27,134. 276 hours of grooming took place at a cost of \$3919 for fuel and \$4968 for labor. The maintenance, repair, and depreciation of the equipment used have been estimated by prior managers at \$150 per hour, which might be high. Dave H. confirmed that the cost of running the snocats is very high and the machines are very expensive, so he would like to see the costs reflect that. Dave S. will try to add those to the cost breakdown at \$100/hour.

Shawn later brought up the cost of the trail hardening which includes blasting, labor, and machinery and is huge. The material is worth \$30-35 per yard, with 2200 yards to be used for just this year at a \$66000 just for the rock and does not include labor and equipment. Roman asked about how that was funded, and the funding is coming out of Capital Improvement funds from the city.

There is no expectation that Nordic revenue will cover the total expense of Nordic skiing at Eaglecrest, just as downhill skiing revenue does not cover the total expense. Those at the meeting expressed a strong commitment to supporting and engaging Nordic skiers.

Further Ideas to increase trail usage and pass purchases were discussed. Making passes easy to buy is the key. Shawn would like to see a publicly visible pass of some sort. There also needs to be an obvious suggestion and process to add on a Nordic pass when downhill passes are purchased online.

Fred shared that grooming reliability has been a big plus, in terms of attracting more Nordic skiers to Eaglecrest.

Fred also brought up the Nordic Development plan. JNSC is hoping to revisit and update that and present it to the board before next season. To look into the future. Shawn suggests looking at improvements that can do "double duty" for both Nordic and summer use. Dave S. asked for a heads up so he can share some of the ideas for summer season and work with JNSC as they update the plan.

JNSC has MOA for post-season grooming and they have the go ahead to do so. They will groom as often and as long as possible, dependent on the shape of equipment and groomer willingness.

Eaglecrest Planning Committee Meeting Minutes

April 22nd 5:30pm

a. Roll Call:

Members present: Mike Satre, Dave Hanna, Jon Dale, Shawn Eisele, Megan Gregory and Kevin Krein

b. Review of the Eaglecrest Public Development Corporation Document

Dave Scanlan gave a brief over view of the previous planning process and what lead to the creation of the Public Development Corporation Concept.

Shawn Eisele asked how far along we are in pursuing the Public Development Corporation. Mr Scanlan replied that we are still in the early stages and all options to raise the needed capital for summer and winter development are still on the table and some discussion ensued.

Shawn Eisele asked if the goal with creating the Public Development Corporation was to bring in investors as opposed to using a revenue bond. Mr. Scanlan replied that the structure of the Public Benefit Corporation would allow both avenues to be pursued in parallel. This structure could allow private investor's capital to be leveraged to guarantee a revenue bond lessening the amount of equity that would be given up to a private investor.

Kevin Krein asked if there are other examples of other ski areas that are operated under a public development corporation. Mr. Scanlan said that he has not found other ski areas utilizing this model. He likes the ability for the City of Juneau to retain the majority of the voting rights within the Corporation as well as allowing small investment to individual community members in an effort to retain much of current community ownership values while being able to bring in private capital to provide funding needed to maximize the potential of the ski area without burdening the tax payers.

Jon Dale commented that the Findings and Purpose section of the document carried the highest importance for him and would like to see the replacement of aging infrastructure as an additional purpose statement. He also mention the two large components of developing summer tourism attractions and expanding winter tourism.

Mike Satre commented that where we left off in the discussion with the summer task force of evaluating various investment and development scenarios, the Public Development Corporation was our least developed concept at that point. It will be important to then reorient the Summer Task Force to those other

options and highlight the need for future investment in Eaglecrest even to sustain our status quo operations.

Kevin Krein commented on the trade off that would need to happen if we bring in investment partners, we will need to give up a level of control and power over the ski area. Some addition discussion ensued. Shawn Eisele commented on the stability that has been created by the community support and the safety net of General Fund support from CBJ and was cautious about moving away from that model.

Mike Satre asked about the risk of going down the Public Development Corporation model with the City in the Class B shareholder position and not participating in the down side of the business. Mr Scanlan acknowledged that there is some risk in pursuing a new business model. In this model, the class A partners would be exclusively responsible for any financial short falls of the area. Dave Hanna discussed the financial hardship that the City is facing right now with the declining sales tax revenues. Discussion ensued around finding the balance and ensuring that winter operations are a guarantee.

Kevin Krein asked if the Class C shareholders would also be able to participate in distributions. Dave Hanna talked about the typical hierarchy of the distributions. After some discussion, it was agreed that changes should be made to ensure that Class C shareholders are able to participate in distribution.

There was conversation on how the Class C share holders would elect their representative

Kevin Krein asked about where the 12 year term came from in relation to the tax increment financing. Some discussion ensued

There was conversation around the size of the Eaglecrest Public Development Corporation Board to weight it in favor of the City. Some conversation ensued around striking the balance that would maintain enough control to the City while still being attractive to investors.

Mr Scanlan asked if there were other financial and ownership models that interested committee members. Shawn Eisele commented that he would favor models that would maintain all or a majority of public ownership. There was good conversation of how that could still be achieved under the Public Development Corporation.

Motion: Mike Satre made a motion to move the conceptual document to the full board for continued discussion and further development with the Eaglecrest

Summer Task Force. The motion was seconded by Jon Dale and approved by unanimous consent.

c. Review of the process for a small conversion with the LWCF

Mr Scanlan gave a brief overview on the process to perform a land swap of 150 acres of Eaglecrest Land with a comparably valued parcel of CBJ land to remove the conservation designation at Eaglecrest in turn placing the conservation designation on the traded parcel. Mr. Scanlan discussed the first step in the process would be performing a ground survey and appraisal of both parcels for being considered for conversion

d. Review of draft agenda for the Eaglecrest Summer Task Force and discussion on our goals for the task force

Jon Dale commented that we will need to replace Bruce Garrison's previously held seat on the Summer Task Force. Mr. Scanlan discussed the process for replacing Mr. Garrison. The City Manager felt that the Board could nominate a replacement for consideration by the Mayor. Some discussion ensued. Mike Satre recommended that Shawn Eisele be the nominee to replace Mr. Garrison's seat on the Summer Task Force. The Planning Committee agreed to bring Shawn's Nomination back to the full Board for a Board Motion.

The Meeting was adjourned at 6:30pm

May 2021 Manager's Report

Financial Report: The chart below shows the total expenses and revenues year to date for each year show. This helps the Board to spot emerging trends year to year. As you can see in the chart below we set record revenue in many of our revenue centers. Some of the most noteworthy as mentioned in previous meetings is Snowsports revenue which was \$48,000 ahead of the closest year. Total seasonal product revenue which sums up advanced ticket and all seasons passes was also \$46,000 ahead of our previous best year in FY 14. Ski Rentals was a close second to FY 17. Food Service made a great rebound during the second half of the year with strong sales despite the lodge being closed due to COVID. On the Expense side of the equation we had increased expenses in many departments due to extra staffing to operation per our COVID safety plan. Other large expense increases were related to our bank card fees and CBJ interdepartmental fees. The constant snowfall also took its toll on our fleet of machinery with large expense increases in our vehicle repair account.

	FY 13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY 21
Sales	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals
Ski School Fees	\$ 158,900	\$ 184,852	\$ 41,766	\$ 117,675	\$ 147,568	\$ 89,395	\$ 119,294	\$ 131,525	\$ 232,000
Ski Lift Fees	\$ 221,611	\$ 171,953	\$ 11,223	\$ 155,260	\$ 260,203	\$ 125,392	\$ 177,500	\$ 205,006	\$ 315,000
Advance Ticket	\$ 74,675	\$ 32,831	\$ 40,456	\$ 57,112	\$ 99,726	\$ 37,984	\$ 66,680	\$ 76,689	\$ 82,151
Season Ticket	\$ 310,790	\$ 340,169	\$ 302,261	\$ 209,964	\$ 198,404	\$ 215,698	\$ 240,904	\$ 235,581	\$ 164,925
On Line Season Pass Sale:	\$ 531,364	\$ 515,836	\$ 461,583	\$ 263,080	\$ 357,903	\$ 461,108	\$ 389,950	\$ 362,258	\$ 747,924
Bus Fees	\$ 15,893	\$ 16,605	\$ 2,335	\$ 4,483	\$ 8,710	\$ 5,102	\$ 2,201	\$ 4,923	\$ 530
USER FEES	\$ 1,313,233	\$ 1,322,246	\$ 859,623	\$ 807,573	\$ 1,072,520	\$ 934,679	\$ 996,528	\$ 1,015,982	\$ 1,542,530
Retail - Soft G	\$ 31,763	\$ 33,158	\$ 7,384	\$ 31,031	\$ 45,242	\$ 20,133	\$ 32,909	\$ 50,646	\$ 57,100
Food Service	\$ 147,054	\$ 146,621	\$ 33,334	\$ 81,343	\$ 153,992	\$ 94,203	\$ 113,052	\$ 123,945	\$ 123,300
Ski Repair	\$ 26,426	\$ 26,502	\$ 12,598	\$ 15,353	\$ 18,286	\$ 20,596	\$ 15,417	\$ 20,968	\$ 30,200
SALES	\$ 205,242	\$ 206,280	\$ 53,316	\$ 127,728	\$ 217,520	\$ 134,932	\$ 161,378	\$ 195,559	\$ 210,600
Locker Rental F	\$ 68,892	\$ 68,912	\$ 68,476	\$ 62,163	\$ 63,969	\$ 63,260	\$ 61,634	\$ 61,686	\$ 63,800
Ski Rental	\$ 99,644	\$ 99,757	\$ 21,090	\$ 44,153	\$ 132,054	\$ 77,994	\$ 68,491	\$ 75,665	\$ 114,800
Lodge Rentals								\$ 30,642	\$ 36,186
RENTALS	\$ 168,536	\$ 168,669	\$ 89,566	\$ 106,316	\$ 196,023	\$ 141,254	\$ 130,125	\$ 167,993	\$ 214,786
Total Sales	\$ 1,687,011	\$ 1,697,195	\$ 1,002,505	\$ 1,041,617	\$ 1,486,062	\$ 1,210,865	\$ 1,288,031	\$ 1,379,534	\$ 1,967,916
Expenses									
Personnel Costs									
Ski Area Administration	\$ 304,557	\$ 415,512	\$ 405,554	\$ 436,163	\$ 455,618	\$ 453,808	\$ 450,482	\$ 446,199	\$ 418,143
Ski Rental Shop	\$ 62,392	\$ 58,415	\$ 28,614	\$ 45,925	\$ 58,127	\$ 45,464	\$ 47,051	\$ 36,642	\$ 59,639
Ski Patrol Program	\$ 147,094	\$ 139,110	\$ 68,252	\$ 103,729	\$ 132,842	\$ 104,585	\$ 107,474	\$ 107,909	\$ 204,819
Lift Operation Program	\$ 189,350	\$ 83,864	\$ 34,722	\$ 74,176	\$ 117,172	\$ 73,067	\$ 53,893	\$ 50,393	\$ 99,475
Maintenance Program	\$ 137,784	\$ 159,946	\$ 106,550	\$ 109,069	\$ 160,591	\$ 125,475	\$ 157,334	\$ 181,104	\$ 226,624
Lodge Operations Program	\$ 89,692	\$ 71,049	\$ 37,782	\$ 58,572	\$ 58,322	\$ 64,086	\$ 105,276	\$ 80,618	\$ 91,137
Food Service	\$ 37,119	\$ 37,881	\$ 18,223	\$ 22,405	\$ 37,284	\$ 33,336	\$ 30,532	\$ 27,590	\$ 47,811
Marketing/Special Events	\$ 27,434	\$ 26,273	\$ 12,451	\$ 21,600	\$ 31,503	\$ 20,050	\$ 61,672	\$ 84,035	\$ 78,417
Ski School Program	\$ 153,087	\$ 186,220	\$ 117,812	\$ 104,981	\$ 179,546	\$ 120,497	\$ 126,613	\$ 113,867	\$ 172,848
Total Personnel Costs	\$ 1,154,511	\$ 1,178,270	\$ 829,960	\$ 976,621	\$ 1,231,005	\$ 1,040,368	\$ 1,140,387	\$ 1,128,357	\$ 1,398,913
Other Expenses									
Ski Area Administration	\$ 296,742	\$ 301,568	\$ 289,371	\$ 295,402	\$ 284,410	\$ 301,787	\$ 297,794	\$ 313,633	\$ 391,919
Ski Rental Shop	\$ 52,397	\$ 36,990	\$ 36,251	\$ 22,538	\$ 34,381	\$ 25,535	\$ 34,959	\$ 41,803	\$ 43,804
Ski Patrol Program	\$ 24,522	\$ 16,951	\$ 13,860	\$ 8,358	\$ 8,067	\$ 9,743	\$ 4,356	\$ 7,463	\$ 13,659
Lift Operation Program	\$ 16,626	\$ 18,186	\$ 13,327	\$ 17,301	\$ 16,632	\$ 11,870	\$ 31,417	\$ 24,702	\$ 11,719
Maintenance Program	\$ 96,899	\$ 92,303	\$ 43,901	\$ 29,744	\$ 50,842	\$ 45,656	\$ 67,243	\$ 88,280	\$ 87,369
Lodge Operations Program	\$ 52,161	\$ 48,668	\$ 47,527	\$ 62,668	\$ 67,805	\$ 77,063	\$ 94,700	\$ 95,874	\$ 120,221
Food Service	\$ 79,037	\$ 82,011	\$ 24,162	\$ 53,550	\$ 81,996	\$ 50,110	\$ 68,519	\$ 71,459	\$ 53,453
Marketing/Special Events	\$ 44,176	\$ 40,993	\$ 30,521	\$ 32,324	\$ 34,993	\$ 34,939	\$ 32,499	\$ 34,558	\$ 13,288
Building Maint/Utilities	\$ 54,844	\$ 58,966	\$ 53,178	\$ 52,643	\$ 55,830	\$ 59,359	\$ 60,671	\$ 55,582	\$ 80,353
Ski School Program	\$ 2,219	\$ 4,248	\$ 3,542	\$ 2,172	\$ 7,820	\$ 2,916	\$ 2,442	\$ 5,462	\$ 2,561
Equipment Replacement	\$ 75,000	\$ 75,000	\$ 75,000	\$ 75,000	\$ 75,000	\$ 74,997	\$ 79,173	\$ 79,173	\$ 79,173
Vehicle Maintenance	\$ 10,406	\$ 33,534	\$ 14,904	\$ 22,208	\$ 33,952	\$ 29,202	\$ 30,430	\$ 52,533	\$ 101,182
Total Other Expenses	\$ 805,029	\$ 809,418	\$ 645,545	\$ 673,905	\$ 751,725	\$ 723,176	\$ 804,203	\$ 870,522	\$ 998,701
Total Costs	\$ 1,959,539	\$ 1,987,688	\$ 1,475,505	\$ 1,650,526	\$ 1,982,730	\$ 1,763,544	\$ 1,944,590	\$ 1,998,879	\$ 2,397,614
	\$ (272,528)	\$ (290,493)	\$ (473,000)	\$ (608,909)	\$ (496,668)	\$ (552,679)	\$ (656,559)	\$ (619,345)	\$ (429,698)

Budget Revision: As a follow up to the Eaglecrest Budget Presentation the Finance Director Requested that we do an end of the year budget revision to adjust our projected end of the year actual expenses and revenues for Fiscal year 21. When preparing the original budget draft in early January it can be very challenging to predict how much revenue may be projected when we are only 6 weeks into a 22 week season. After reconciling the Eaglecrest fund balance and losses taken from the early closure in FY20 and accounting for the COVID Conservation Corp grant funds that landed in the Eaglecrest Reserve fund at the end of FY 21 we expect to close out FY21 with a positive Eaglecrest Fund Balance of \$160,000

Mountain Operations: The mountain operations had a busy end to the season with the constant snowfall. This kept the groomers busy keeping the lifts dug out in order to maintain our required chair clearances. The snow removal crew did a great job trying to keep snowbanks pushed back to be able to maximize our parking capacity in the parking lots.

All chairlifts have now had their chair pads removed and lift shacks cleaned out. The team is now transitioning into the summer repair season. Servicing to all of our heavy machinery is being completed in preparation for projects to begin as soon as ground conditions are ready. Snow has been removed from our lower rock quarry to allow the ground to thaw at a faster pace to allow our Nordic Trail hardening to begin by the second week in May.

Ski Patrol: We had six Ski Patrol staff members that volunteered to stay on an extra week and a half to allow the bonus weekend to be possible under bright hot spring sun. The Patrol staff along with other snow sports and mountain operations staff were able to get the mountain cleaned of ropes and winter signage by April 22nd. The staff did a great job managing unusually unstable snowpack keeping the mountain safe from avalanche risk and open to the far reaches of our boundaries on a regular basis.

Marketing and Events: Marketing is working on several news posts for the website, social media, and email newsletter. The first two will be a thank you letter and offseason projects rundown. We are assisting the Eaglecrest Foundation with a snowmaking pipeline fundraising campaign, which will be a major story to follow this summer. We hope to expand the fundraising campaign beyond tower sign / corporate sponsors later in the summer or fall so the general public has more affordable donation options.

Two additional videos are forthcoming: a Town Downhill recap and a season edit. Longer term projects are chronicling an official Eaglecrest history document, lots of print materials and designs, season pass sale launch, and ongoing efforts with JEDC and Travel Juneau to better promote Eaglecrest, winter tourism, and remote working. Looking forward to an event-filled winter ahead with vaccinated passholders and larger gatherings allowed on the mountain, so planning fun competitions, events, and themes for next season. Also making various website improvements: mobile friendly events calendar, dynamic cabin rental dates (might not be possible), snow stake webcam, and improved photo and video gallery landing pages.

SSS & RRR

- Mtn Host on last weekend was helpful to guest that needed assistance
- SSS staff supported ski patrol with yearend Mtn tear down.
- The Final Employee First Student Invoices have been received and paid. This was a huge asset for our season.
- National Ski Areas Association report- Kottke Year End report numbers have been submitted.
- All SSS educational materials, outdoor learning supplies/tools, jackets, radios etc. have been inventoried. Wee Ski vests have been repaired/washed and stored.
- Many SSS instructor jackets need repairs done.
- SSS beach house was emptied for repairs. All Learning tools are being stored in Porcupine Den until repairs are done. Needs new door, new window, floor joists, paint. We are hopeful now that we have moved the beach house we can connect it to power again so we can dry our carpets in the beach house again and not on the floors of the porcupine rental shop.
- All SSS liability paperwork has been packed/labelled/stored.
- We are still waiting for the last Payments from Homeschools with about \$24,415
- We will also be getting funds from Parks and Recreation Scholarships that had been awarded
- All locker profiles are up to date and new File created for 21/22 Renewal
- Currently have a Family Locker waiting list.
- We had a very successful season with 10 newly certified Instructors, in various disciplines
- Currently updating all SSS staffing contacts, pay rates and clinic logs
- New Operations Schedule is completed for directors review.
- FY22 Calendar is being drafted and programs dates are being set, in progress.
- We are planning a couple different options for the unknown Covid world we may be in.
- Unsure what School visits and JSD enrollment will be so we are planning for that.
- We will continue to have 24hr advance lesson reservations, We will still offer 3 lesson times
- Industry PSIA/AASI director meetings are taking place to talk about the season and wrap up the covid pros-cons and reflect on how it worked out.
- Lawson CBJ clean-up of employee rosters

Snowsports School Statistics

Total Lesson Given as of 4/19/21: 6225

Lesson Break Down

Adult Daily lessons (incl. L2 &TP)	= 653
Adult Multi-Week Program-	= 144

Yth/Child Daily Lessons (incl. L2 &TP)	=847
Yth/Child Multi Week Lesson	= 2394

Homeschool

Lesson: 1982

Ticket: 1182

Rental: 1212

*Some have SP, SR, Own gear

Community & JSD

Lesson: 125

Ticket: 134

Rental: 137

*S.E Community Groups, JYS Groups, JSD classes

5th Grade Passport

Season Ticket Pass Issued: 113

Lesson: 14

Ticket: 801

Rental: 35

Student Voucher

Lesson: 32

Ticket: 45

Rental: 49

*Student Voucher was issued to JSD Elementary/Middle schools that usually visit Eaglecrest for school trips. The Student Voucher offers students the School group rate to come up with family. To encourage outdoor activity. Over 2500 vouchers were delivered to JSD Schools.

RRR

- All rental Shop tickets and Rental contract have been filed
- We are currently testing all ski gear for the end of the season final testing.
- Any gear that fails testing will be removed from inventory and destroyed
- We are checking all helmets, Snowboard binding for visual inspections and function
- All rental gear is being ground and serviced this spring
- All rental gear will also be tested again in the fall.
- Deep cleaning of all shelving and maintenance to the rental racks are being done.
- All work stations are being deep cleaned
- Once all gear has had final checks the repair shop will have a deep clean
- Retail inventory will be starting in May with year-end report due shortly after
- All final order confirmations on Rental Fleet orders are now complete, Retail Order confirmations are all in as well.
- Currently working on restock ordering products needed for retail, ordering in July.

Rental Shop Data

Adult Rental Daily= 1627

Adult Rental Pkg =656

Child/Youth Daily=1871

Child/Youth Pkg=862

Child Youth Camps= 504

Season Rental

Adult/Senior 27

Teen 23

Youth 50

Child 33

Total 133

Other

Helmet/Poles =273

Boots Only=60

Demos= 63

Season Rental Daily Presets= 1686

Homeschool/Community/5th Grade/Voucher=1570

Total: 8839

Does not include extended contracts for SR which I would roughly estimate at an extra 15%

Summer Construction Projects: Thanks to a successful fundraising campaign with the Eaglecrest Foundation 5000 feet of snowmaking pipe will be arriving this week. The pipe welding station at the base of Ptarmigan has been prepared with welding expected to begin the first week of May. The goal for this summer is to replace the rotten pipe from the top of Log Jam down and through the Porcupine ski trails. The short term goal is to get pipe place on the steep part of Log Jam while snowpack remains.

Planning and preparation for all other summer projects is well underway charting out our monthly project goals.

New Business:

a. Budget Revision

EAGLECREST					
Comparatives					
	FY20	FY21		FY22	
	Actuals	Amended Budget	Projected Actuals	Approved Budget	Revised Budget
EXPENDITURES:					
Personnel Services	\$ 1,431,400	2,196,400		1,759,200	1,605,100
Commodities and Services	1,062,400	1,411,800		1,328,200	1,303,800
Total Expenditures	2,493,800	3,608,200	3,278,400	3,087,400	2,908,900
FUNDING SOURCES:					
Charges for Services	1,131,700	1,364,500		1,364,500	1,458,000
Rentals	171,500	275,000		275,000	229,000
Licenses, Permits and Fees	201,600	355,400		355,400	287,900
Sales	50,600	58,000		58,000	58,000
Contributions	100,300	100,000		100,000	100,000
Support from:					
Pandemic Response Fund	305,400	73,100		-	-
Roaded Service Area	25,000	50,000		50,000	50,000
General Fund	700,000	985,500		825,000	825,000
Total Funding Sources	\$ 2,686,100	3,261,500	3,202,730	3,027,900	3,007,900
FUND BALANCE:					
Beginning Restricted Fund Balance	43,700	236,000	236,000	160,330	160,330
Increase (Decrease) in Fund Balance	192,300	(346,700)	(75,670)	(59,500)	99,000
Ending Restricted Fund Balance	\$ 236,000	(110,700)	160,330	100,830	259,330
STAFFING	35.60	35.60	35.60	35.60	33.40