

Manager's Report June

Year End Financial Analysis:

The chart provided below summarizes the end of the year department revenue and expenses with our estimated end of the year balance. This does not factor in the end of the year inventory and accrued leave reconciliation that is performed annually by the CBJ Auditors. As you can see in the information provided below we are estimating a year end loss of approximately \$50,000. Each department has done their best to control costs since the early mountain closure due to COVID 19 on March 19th. This said certain repair work and preparation critical for launch of seasons pass sales has had to continue on and expenses have continued to accrue.

FY20 End of the Year Revenue				Total Departmental Expenses			
Donations Revenues			\$ 100,250.00	Administration			\$989,441.00
Ski Lift Fees			\$ 252,521.00	Ski Rental Shop			\$84,156.00
Bus Pass Sales			\$ 4,624.00	Ski Patrol			\$130,000.00
Ski School Sales			\$ 130,794.00	Lift Operations			\$78,049.00
Annual Revenue			\$ 643,131.00	Mountain Maintenance			\$285,671.00
Contracted Revenue			\$ 94,463.00	Lodge Operations			\$209,531.00
Permit Revenue			\$ 55,822.00	Food Service			\$98,974.00
Concession Fees			\$ 123,070.00	Marketing and Special Events			\$146,522.00
Vending Revenue			\$ 874.00	Building Maintenance			\$55,649.00
Ski Repair Fee			\$ 20,968.00	Snow Sports School			\$122,630.00
Merchandise Sales			\$ 50,646.00	Equipment Replacement			\$100,000.00
Gift Certificates and Promo Sales			\$ 4,221.00	Vehicle Maintenance			\$60,000.00
Facility Rental Revenue (Inc Cabir			\$ 32,082.00	Dimond Field House			\$69,463.00
Locker Revenue			\$ 60,381.00	Total Expenses			\$2,430,086.00
Ski Rental			\$ 75,665.00				
Miscellaneous Revenue			\$ 1,462.00				
AR Interest			\$ 3,988.00				
General Fund			\$ 700,000.00				
Roaded Service Area			\$ 25,000.00				
Total Revenue			\$ 2,379,962.00				
Total End of Year			\$ (50,124.00)				

Assembly Budget Process: As many have been following along the City of Juneau Budget Process, it has been a very challenging year for the Assembly to sort through severe economic impacts of the COVID 19 Pandemic and chart a sustainable budget going forward. The City Assembly Finance Committee originally passed a motion to approve the Eaglecrest Base Budget from FY20. This was a reduction of \$275,000 from the requested FY21 budget amount. Eaglecrest had \$155,000 of additional expenses going into FY21, which included increases to the Full Cost Allocation, Workers Compensation Rates and in the employee medical insurance program expenses. In a subsequent Assembly Finance Committee Meeting an additional allocation of \$150,000 was added into the Eaglecrest Budget to be moved forward as part of the proposed CBJ budget slated for final Assembly action on June 8th. The annual Capital Improvement Fund was also moved forward with a total of \$275,000 allocated. An additional allocation of \$150,000 for accelerated summer trail work in an effort to make employment available for unemployed summer tourism workers.

Mountain Report: Mountain Operations staff has been working aggressively on annual chair lift repairs, snow groomer repairs, and repairs to damaged snowmaking pipe. The first critical phase of the trail smoothing on the ski trail Muskeg has been completed with the transport of material onto the slope to fill in holes. The second phase of smoothing and revegetation will be scheduled to be performed at a later date in the summer.

Base operations, Snow Sports School and Marketing have been focused on cleaning up and preparing the point of sale system for the launch of the 2020/2021 sales season. Detailed analytics were also compiled to help inform our pricing for the coming season. Base Operations has also been going through a detailed process to clean out old employee rosters with the CBJ Human Resources staff.

Summer flowers have been planted and picnic tables placed back into the parking lot.

Planning for summer projects has been on hold until the CBJ Budget process is complete. There has been much uncertainty on General Operating Funds and the Capital Improvement Funds. Now that these funds are much more secure the planning and staffing efforts are ramping up.

Summer Trail Project Plan:

Summer 2020 Trail Work Plan

Winter Ski Trails

Winter tree failures clean up: *There are a lot all over the mountain!*

- Limb, buck and fall remaining high stumps. Place and scatter debris to smooth holes or close by terrain hazards.

Perennial Ski Trail Maintenance:

- Brush/Mow Lower Mountain runs served by Hooter and Porcupine annually (Late August, September and October).
- Continue ~3-year Brushing rotation on East/West side runs from top of Ptarmigan to Top of Hooter; Sundance, Cheechako, Motherlode, Nugget, Portions of Williwaw, Lower and Upper Nordic loop circuits, Log Jam, Lower Spruce Chutes.
- Evergreen Thinning on Hang Ten, Most, Raven, Pow patch and as needed on Middle mountain runs (Upper a Lower Face, Upper Hilary's and PT-12 zone),
- Stump Grinding on Dolly Varden, Williwaw, upper Cheechako

Glade Work:

- West Side glade work Double dip towards Tugboat, Raven Rock Exit
- Expand/Enhance the Hilda Glades (newly expanded terrain now within our ski area boundary) Working from North to South and primary traverse exit. Clean up and expand preliminary spring 2020 work.

Trail Conditioning:

- No major Ski trail conditioning projects w/ a contractor scheduled at this time.
- Rock reduction on Williwaw, drill and split large boulders above entrance to Otter Slide and L. Spruce chute upper skiers right.
- Improve Bottom of "Throat" exit and Mother's Traverse. (possible in-house excavator work)
- Trickster Culvert installations at entrance and exit. (culverts staged close by, need welder to join sections)
- Develop and implement plan to pad road margins where feasible. (Carlos Tree service is dropping chip off in parking lot)
- Snow making pipe reparations.

Summer Hike-Bike Trails

Ridge Trail Loop and associated areas:

- Bridge installation at the upper temporary bridge location.
- Evaluate and adjust any 4th winter snow load/creep trail issues.
- Harden short spur up to the sled shed and connect with primary ridge trail.
- Pioneer, brush, and possibly harden short section along ridge crest to connect to existing primary "social" trail.
- Transport out all old wooden trail materials for possible use elsewhere.

Mountain Bike Trail work: *FUNDING DEPENDENT on "CARES Act" CIP*, (in possible partnership w/ JMBA)

- Maintenance work and tuning on upper two thirds of the existing trail. (rap resurfacing)
- Evaluate Gravity Logics proposed layout from top of Hooter down "Upper Sneaky" to and through the Sneaky/Sourdough trees and connect to current start of MTB trail and exit spur paralleling interior tree line down past the B frame to base area . Amend and extend UACOE permit for this project.

Volunteer Work Opportunities

- Volunteer agreements and liability with CBJ Risk (in use as of 9/2017)
- JMBA volunteer workers as available for MTB trail work and tuning.
- Nordic Trail work w/ cooperation from the Juneau Nordic Ski Club (fall 2020 date TBD).
- Specific Glade projects TBD with vetted volunteers.

Capital Improvement Project: Our ability to execute on our Capital Improvement Projects will greatly depend on our capacity to hire the requisite amount of staff to execute. We are hopeful that the high unemployment rate will make it possible Preliminary conversation with CBJ Engineering are underway to assist with putting out a bid package to drill and shoot with dynamite our rock quarry internally known as “Kirks Quarry” to provide an ongoing rock source for this summer’s and future trail work. Timing on this blasting may factor into our ability to complete some trail projects this summer. The exterior stairwell at the Porcupine Lodge is still on the schedule for completion. Continued renovation in the seasonal locker room to improve efficiency and increase sales will be underway soon. Annual painting around the lodges will be happening in-between other more outdoor oriented projects. Repairs to the snowmaking pipeline are underway. Repair and upgrades of the snowguns will be scheduled around weather conditions that complicate other outdoor projects. We will be looking to recruit a ski lift painting crew in the next week or two.

Unfinished Business:

- a. Ski Patrol Range Classification: Work continues with the CBJ Human Resources staff. It is hopes that a final determination may be ready by the July Board Meeting.

New Business

- a. Board Member Attributes for Assembly

June 8, 2018 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 three board members leaving are also the youngest members. Variance in age, gender, experience and user groups has greatly contributed to the board’s vitality.

b. Approval of Fiscal Year 2021 Pricing

FY19-21 Price History												
Adult [19-64]	FY 19	FY 20	FY21	FY21 v3%		Multi-Visit Cards	FY19	FY20	FY21	FY21 v1=	FY21 v2+	FY21 v3%
Tier 1	\$ 469	\$ 469	\$ 499	\$ 483.07		Adult 10 Visit	\$ 389	\$ 429	\$ 449	\$ 429		\$ 441.87
Tier 2	\$ 549	\$ 579	\$ 599	\$ 596.37		Adult 15 Visit	\$ 479					
Tier 3	\$ 699	\$ 699	\$ 699	\$ 719.97		Senior 5 Visit	\$ 199					
						Senior 10 Visit	\$ 339					
						Senior 15 Visit	\$ 429					
Senior [65-74]	FY 19	FY 20	FY21	FY21 v3%								
Tier 1	\$ 389	\$ 389	\$ 399	\$ 400.67		Teen 5 Visit	\$ 164	\$ 169	\$ 179	\$ 169		\$ 174.07
Tier 2	\$ 489	\$ 489	\$ 509	\$ 503.67		Teen 10 Visit	\$ 279	\$ 289	\$ 299	\$ 289		\$ 297.67
Tier 3	\$ 669	\$ 669	\$ 689	\$ 689.07		Teen 15 Visit	\$ 349					
						Youth 5 Visit	\$ 124					
College	FY 19	FY 20	FY21	FY21 v3%								
Tier 1	\$ 379	\$ 389	\$ 399	\$ 400.67		Other	FY 19	FY 20	FY21	FY21 v1=	FY21 v2+	FY21 v3%
Tier 2	\$ 419	\$ 429	\$ 449	\$ 441.87		Transferrable	\$ 969	\$ 989	\$ 989	\$ 989		
Tier 3	\$ 419	\$ 449	\$ 469	\$ 462.47		Snow Bus	\$ 79	\$ 79	\$ 79	\$ 79		
Teen [13-18]	FY 19	FY 20	FY21	FY21 v3%		Nordic Adult	FY 19	FY 20	FY21	FY21 v1=	FY21 v2+	FY21 v3%
Tier 1	\$ 263	\$ 269	\$ 279	\$ 277.07		Tier 1	\$ 89	\$ 89	\$ 109	\$ 109		
Tier 2	\$ 349	\$ 349	\$ 359	\$ 359.47		Tier 2	\$ 109	\$ 109	\$ 129	\$ 129		
Tier 3	\$ 349	\$ 349	\$ 359	\$ 359.47		Tier 3	\$ 109	\$ 109	\$ 129	\$ 129		
Youth [7-12]	FY 19	FY 20	FY21	FY21 v3%		Nordic Teen	FY19	FY20	FY21	FY21 v1=	FY21 v2+	FY21 v3%
Tier 1	\$ 135	\$ 139	\$ 149	\$ 143.17		Tier 1	\$ 64	\$ 64	\$ 69	\$ 69		
Tier 2	\$ 189	\$ 189	\$ 199	\$ 194.67		Tier 2	\$ 64	\$ 64	\$ 69	\$ 89		
Tier 3	\$ 189	\$ 189	\$ 199	\$ 194.67		Tier 3	\$ 89	\$ 89	\$ 99	\$ 89		
Child [0-6]	FY 19	FY 20	FY21	FY21 v3%		Nordic Add On	FY 19	FY 20	FY21	FY21 v1=	FY21 v2+	FY21 v3%
Full Price	\$ 29	\$ 29	\$ 29	\$ 29.87		Tier 1	\$ 25	\$ 25	\$ 39	\$ 39		
						Tier 2	\$ 25	\$ 25	\$ 39	\$ 39		
						Tier 3	\$ 39	\$ 39	\$ 39	\$ 39		

Flex Pass	FY19	FY20	FY21	FY21 v3%		Full Day Tickets	FY19	FY20	FY21	FY21 v1=	FY21 v2+	FY21 v3%
Tier 1		\$ 99	\$ 139			Adult [19-64]	\$ 53	\$ 58	\$ 59	\$ 58		\$ 59.74
Tier 2		\$ 99	\$ 169			Senior [65+]	\$ 48	\$ 49	\$ 49	\$ 49		\$ 50.47
Tier 3		\$ 99	\$ 199			Teen [13-18]	\$ 43	\$ 44	\$ 45	\$ 44		\$ 45.32
Add Day		\$ 29	\$ 29			Youth [7-12]	\$ 29	\$ 30	\$ 30	\$ 30		\$ 30.90
						Lower Mountain [19+]	\$ 41	\$ 41	\$ 42	\$ 41		\$ 42.23
Half Day Tickets	FY19	FY20	FY21	FY21 v3%		Child [0-6]	\$ 11	\$ 11	\$ 11	\$ 11		\$ 11.33
Adult [19-64]	\$ 43	\$ 48	\$ 49	\$ 49.44		Nordic Trail Fee	\$ 16	\$ 18	\$ 19	\$ 18		\$ 18.54
Senior [65+]	\$ 38	\$ 39	\$ 39	\$ 40.17								
Teen [13-18]	\$ 33	\$ 34	\$ 35	\$ 35.02		Season Rental	FY19	FY20	FY21	FY21 v1=	FY21 v2+	FY21 v3%
Youth [7-12]	\$ 23	\$ 24	\$ 25	\$ 24.72		Adult	\$ 279	\$ 269	\$ 279	\$ 279		
Lower Mountain [19+]	\$ 30	\$ 31	\$ 32	\$ 31.93		Teen	\$ 219	\$ 219	\$ 229	\$ 229		
Child [0-6]	\$ 11	\$ 11	\$ 11			Youth	\$ 189	\$ 189	\$ 199	\$ 199		
						Child	\$ 139	\$ 139	\$ 149	\$ 149		
Misc. Tickets	FY19	FY20	FY21	FY21 v3%								
Military Ticket	\$ 43	\$ 45	\$ 46	\$ 46.35		Lockers	FY19	FY20	FY21	FY21 v1=	FY21 v2+	FY21 v3%
College Ticket	\$ 43	\$ 45	\$ 46	\$ 46.35		Individual	\$ 189	\$ 189	\$ 189	\$ 189	\$ 189	\$ 194.67
Porcupine Only Ticket	\$ 16	\$ 18	\$ 18	\$ 18.54		Family	\$ 329	\$ 329	\$ 349	\$ 349	\$ 329	\$ 338.87
Lower Mtn Upgrade	\$ 13	\$ 14	\$ 14	\$ 14.42		Snowboard	\$ 169	\$ 169	\$ 169	\$ 169	\$ 169	\$ 174.07
One Ride	\$ 13	\$ 14	\$ 14	\$ 14.42		Corner	\$ 249	\$ 249	\$ 249	\$ 249	\$ 249	\$ 256.47
Bus Ride	\$ 5	\$ 5	\$ 5	\$ 5.15								
Round Trip Bus Ride	\$ 10	\$ 10	\$ 10	\$ 10.30		Half Day Rentals	FY19	FY20	FY21	FY21 v1=	FY21 v2+	FY21 v3%
Bulk Tickets (50)	\$1,650	\$1,800	\$1,800			Adult Rental	\$ 28	\$ 29	\$ 30	\$ 30		
Bulk Tickets (25)	\$ 950	\$1,025	\$1,025			Teen Rental	\$ 21	\$ 22	\$ 24	\$ 24		
						Youth Rental	\$ 18	\$ 19	\$ 19	\$ 19		
Full Day Rentals	FY19	FY20	FY21	FY21 v3%								
Adult Rental	\$ 35	\$ 36	\$ 38									
Teen Rental	\$ 27	\$ 28	\$ 30									
Youth Rental	\$ 23	\$ 24	\$ 26									
Child Rental	\$ 12	\$ 13	\$ 15									
Demo Skis / Snowboard	\$ 30	\$ 35	\$ 40									
Helmet Only	\$ 10	\$ 10	\$ 10									
Poles	\$ 10	\$ 10	\$ 10									
Nordic Classic	\$ 33	\$ 34	\$ 38									