

November Managers Report

Financial Analysis:

The chart provided below is reflective of the actual revenue and expenses that have been accrued year to date for each year shown. We had a good finish to the tier one seasons pass sales. With our new Flex Pass product we will be seeing ongoing revenue stream throughout the season. To date we have sold 120 Flex Passes. Staff has also started the process of calling all seasonal locker holders that have yet to renew for the season to receive this year's payments. On the expense side of the chart a couple of noteworthy large expenses are in the Mountain Maintenance and Lodge Maintenance reflecting two large purchases of Heating Fuel and off road diesel to for snowmaking an grooming operations that had not hit the books yet in previous years. In the Vehicle Maintenance section, a new hydraulic drive motor was needed for one of the front line snowcats.

	FY 12	FY 13	FY14	FY15	FY16	FY17	FY18	FY19	FY 20
Sales	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals
Ski School Fees	\$ 5,681	\$ 13,295	\$ 33,144	\$ 42,581	\$ 29,378	\$ 25,125	\$ 20,729	\$ 18,218	\$ 21,203
Ski Lift Fees	\$ -	\$ 30	\$ -	\$ -	\$ -	\$ -			
Advance Ticket	\$ 13,477	\$ 21,132	\$ 25,731	\$ 16,698	\$ -	\$ 3,839	\$ 13,405	\$ 9,352	\$ 16,961
Season Ticket	\$ 101,241	\$ 141,109	\$ 213,232	\$ 174,253	\$ 80,425	\$ 73,611	\$ 96,023	\$ 154,020	\$ 166,085
On Line Season Pass Sales	\$ 349,065	\$ 491,063	\$ 474,315	\$ 410,523	\$ 230,882	\$ 328,239	\$ 421,196	\$ 380,986	\$ 346,928
Bus Fees	\$ 966	\$ 1,549	\$ 1,510	\$ 828	\$ 69	\$ -		\$ 158	\$ 316
USER FEES	\$ 470,430	\$ 668,178	\$ 747,932	\$ 644,884	\$ 340,753	\$ 430,814	\$ 551,353	\$ 562,734	\$ 551,493
Retail - Soft G	\$ 10	\$ 25	\$ 803	\$ 9	\$ 403	\$ 511			\$ 2,155
Food Service	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -			\$ 1,305
Ski Repair	\$ -	\$ 755	\$ 960	\$ 90	\$ 178	\$ -			
SALES	\$ 10	\$ 780	\$ 1,763	\$ 99	\$ 581	\$ 511		\$ -	\$ 3,460
Locker Rental F	\$ 58,613	\$ 63,660	\$ 67,337	\$ 67,889	\$ 54,579	\$ 55,273	\$ 49,381	\$ 52,567	\$ 46,410
Ski Rental	\$ -	\$ 3,591	\$ 6,940	\$ 6,266	\$ 4,634	\$ 8,412	\$ 5,831	\$ 7,534	\$ 3,629
RENTALS	\$ 58,613	\$ 67,251	\$ 74,277	\$ 74,154	\$ 59,213	\$ 63,685	\$ 55,212	\$ 60,101	\$ 50,039
Total Sales	\$ 529,053	\$ 736,209	\$ 823,972	\$ 719,137	\$ 400,547	\$ 495,010	\$ 606,565	\$ 622,835	\$ 604,992
Expenses									
Personnel Costs									
Ski Area Administration	\$ 96,810	\$ 89,835	\$ 154,965	\$ 153,804	\$ 161,253	\$ 171,434	\$ 163,740	\$ 132,828	\$ 128,140
Ski Rental Shop	\$ 696	\$ 761	\$ 2,081	\$ 457	\$ 1,997	\$ -			
Ski Patrol Program	\$ 53	\$ 5,408	\$ -	\$ 1,955	\$ 137	\$ -	\$ 303		
Lift Operation Program	\$ 50,605	\$ 48,729	\$ 360	\$ -	\$ 131	\$ -		\$ 753	
Maintenance Program	\$ 33,871	\$ 23,555	\$ 49,285	\$ 48,396	\$ 18,477	\$ 29,952	\$ 19,423	\$ 39,856	\$ 39,845
Lodge Operations Program	\$ 4,197	\$ 13,376	\$ 8,700	\$ 9,081	\$ 10,299	\$ 8,429	\$ 7,242	\$ 10,336	\$ 10,149
Food Service	\$ -	\$ -	\$ -	\$ -	\$ 157	\$ -			\$ 446
Marketing/Special Events	\$ 2,841	\$ 4,294	\$ 3,707	\$ 490	\$ 5,193	\$ 2,174	\$ 2,161	\$ 4,054	\$ 23,477
Ski School Program	\$ 66	\$ 1,572	\$ 21,753	\$ 20,026	\$ 796	\$ 5,931	\$ 6,352	\$ 2,200	\$ 4,012
Total Personnel Costs	\$ 189,139	\$ 187,530	\$ 240,851	\$ 234,210	\$ 198,439	\$ 217,918	\$ 199,221	\$ 190,027	\$ 206,070
Other Expenses									
Ski Area Administration	\$ 90,244	\$ 91,656	\$ 94,096	\$ 92,944	\$ 84,636	\$ 82,540	\$ 91,404	\$ 89,697	\$ 94,044
Ski Rental Shop	\$ 5,635	\$ 894	\$ 2,306	\$ -	\$ 1,987	\$ -		\$ 771	\$ 7,567
Ski Patrol Program	\$ 940	\$ 8,149	\$ -	\$ 5,967	\$ 667	\$ 89		\$ 323	\$ 740
Lift Operation Program	\$ 6,757	\$ 3,942	\$ 2,503	\$ 5,101	\$ 1,879	\$ 3,128	\$ 2,742	\$ 932	\$ 955
Maintenance Program	\$ 9,555	\$ 32,283	\$ 34,025	\$ 39,551	\$ 3,173	\$ 4,519	\$ 2,016	\$ 13,325	\$ 20,338
Lodge Operations Program	\$ 8,325	\$ 17,017	\$ 11,389	\$ 17,358	\$ 6,960	\$ 4,688	\$ 6,599	\$ 9,284	\$ 21,471
Food Service	\$ -	\$ -	\$ -	\$ (3,698)	\$ -	\$ -	\$ 97	\$ 132	\$ 353
Marketing/Special Events	\$ 3,504	\$ 3,071	\$ 6,810	\$ 1,719	\$ 2,874	\$ 2,920	\$ 5,439	\$ 6,056	\$ 3,129
Building Maint/Utilities	\$ 5,837	\$ 51,472	\$ 5,097	\$ 50,184	\$ 350	\$ 2,624	\$ 788	\$ 4,990	\$ 499
Ski School Program	\$ 550	\$ -	\$ 892	\$ 856	\$ 290	\$ 1,124	\$ 971	\$ 624	\$ 1,990
Equipment Replacement	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 29,166	\$ 29,169	\$ 25,002
Vehicle Maintenance	\$ 8,262	\$ 1,618	\$ 891	\$ 170	\$ 548	\$ 5,044	\$ 1,626	\$ 875	\$ 22,075
Total Other Expenses	\$ 164,609	\$ 235,102	\$ 183,009	\$ 235,151	\$ 128,364	\$ 131,676	\$ 140,848	\$ 156,178	\$ 198,165
Total Costs	\$ 353,749	\$ 422,632	\$ 423,860	\$ 469,361	\$ 326,803	\$ 349,594	\$ 340,069	\$ 346,205	\$ 404,235

Departmental Review:

Mountain Operations:

It has been a busy couple of weeks in the Mountain Operations world. The Lift Maintenance Crew has reinstalled the newly rebuilt Porcupine Chair Lift gearbox. They have now run the lift approximately 20 hours since reinstalling the gearbox to ensure proper break in period. The lift is operating smoothly. All seat pad bottoms have been installed on all four chair lifts. Final annual maintenance tasks and review of log reports have been completed in preparation for our Annual Lift Inspection from the State Lift Inspector. We had a very smooth annual lift inspection on Tuesday November 5th. The inspector was very complimentary over the level of work on the annual and preventative maintenance performed over the last year and the logbooks of the performed work.

Improved drainage work around Hooter Tower 1 and 2 has been completed and reviewed during state lift inspection. Snowmaking equipment is staged on the mountain and ready for cold temperatures. The crew has 17 guns deployed and ready for operations. Another three air/water portable snowguns will be added to the fleet in the next week. Another portable booster pump has been ordered and will be arriving by mid-December to improve our efficiency of operations. The crew has repurposed the old tubing park generator and mounted it on a portable skid frame to be used to power one fan gun or one of the portable booster pumps. This will be able to be deployed on steeper trails such as Log Jam or Lower Hillaries and will prove to add efficiency to many other areas.

Ski Patrol:

The Ski Patrol staff is starting into their intensive preseason-training schedule with their three day Medical Refresher starting on Wednesday November 6th. Lift Evacuation Training will be happening on Saturday November 9th and the Outdoor Emergency Care refresher on Sunday November 10th. The Director has also updated the Safety and Operations Plan for review by the State of Alaska Department of Natural Resources.

Base Operations:

Base Operations is busy with the seasonal startup of onboarding all the seasonal staff and reactivating them in the system. Preparation is also underway for the annual Ski and Snowboard Swap at Centennial Hall on Saturday November 16th. Staff will be printing passes; signing up students for lesson programs and selling retain items during the ski swap. This is typically a very busy event. We are hoping for the nice shot of snow forecasted for this weekend to build the anticipation for the event.

SSS & RRR

Training in the Snowsports School is in full swing with two weekend of New Instructor Training competed. The full day all instructor training event also happened on November 2nd. The Rental Shop staff are busy testing every alpine ski and binding safety and performing extremely detailed inventory as part of preparation for the season ahead. The new Retail Shop Manager

has the store decorated and has been stocking new inventory and shelving new product weekly as orders arrive from various retailers.

Marketing and Events:

The Marketing Director has been busy pushing our promotions for seasons pass sales and lesson programs as we came into the end of the tier one seasons pass sales. Promotion for the Snowvember film series is in full swing. Final touches are being put on the ecommerce store to prepare for the launch of Cabin rentals. Recruitment will be starting this week for our new Videographer/Photographer position. Preparation for two video projects are underway. Eaglecrest was selected as one of six mountains to participate in a competition for “best snowmaking crew” that is being promoted by HKD Snowmakers and Ski Area Management Magazine with the prize being a free snowgun from HKD Snowmakers. An instructional video on the function of the RFID ticketing gates is also in the queue for our new Videographer. Eaglecrest was also interviewed for a feature article in Ski Area Management Magazine on Community Ski Areas that should give the mountain some good nationwide exposure.

Summer Operations Update:

Mayor Weldon has created a special Eaglecrest Summer Operations Task Force with three Assembly Members and three Board Members to work through different ownership and financing models. Staff are anxious to engage with this new task force to keep momentum moving forward on the Eaglecrest Summer Adventure Park. On October 31st Eric Cyclic owner of ZipRider, the builder of the Hoonah mega zipline spent the day at Eaglecrest with the General Manager discussing the possible designs for a mega zipline at Eaglecrest. There is extreme potential for an incredibly successful installation that could rank as one of the top three installations that the company has executed worldwide. The Eaglecrest Staff are intending to begin their feasibility study in the next 4 to 6 weeks with the Eaglecrest Task Forces blessing. The intent is to use the results of the feasibility study to educate the task force as to the strength of the project and provide financial verification need for various funding options.

Unfinished Business

- b. Smoking policy on lifts and campus.

It is the wish of the Eaglecrest Staff and the board to develop a new policy to define the non smoking area to include time while customers are riding the chair lifts in addition to the current policy which prohibits smoking the waiting area at the base of the chair lifts. Signage will also be posted at the Eagles Nest Summit building to be officially posting notice of CBJ's . Below is an example of the signage that will be posted in all authorized areas.

