

EAGLECREST FINANCE COMMITTEE
Meeting Minutes
Thursday January 31st, 2019, 5:30pm
Room 224

Agenda:

1. ROLL CALL: Jonathan Dale, Mike Satre, Dave Hanna, Bruce Garrison, Mike Stanley and Dave Scanlan were all present.
2. OLD BUSINESS: The committee reviewed the previously approved CIP project list. Due to a decrease in CIP funding and a more expensive RFID install, the following items were temporarily removed from the summer project list; Nordic Improvements, Patrol Locker Room Rebuild, Road to Cropley, Lift Painting and the construction of a Sand Shed. Later in the summer the GM will update the board on the progress of CIP projects and determine if projects are able to be added back on. The committee also reviewed the balance of all existing CIP funds and how the GM will utilize each to meet summer work demands.
3. PUBLIC PARTICIPATION: Erin Lupro, Charlie Herrington and Drew Baird from the mountain all contributed to the 2020 pricing and locker room presentation and discussion. All staff were well prepared for the meeting. The information presented added great value and assisted the board in decision making.
4. NEW BUSINESS
The committee reviewed the staffs proposed pricing for the 2019/2020 season. The following changes were discussed and approved.
 - There will no longer be weekend and weekday season passes.
 - Senior passes will be available to those skiers aged 65-74. The "Super Senior" category will be eliminated and the age for the free senior pass will be reduced to 75.
 - FY19 passes holders will receive a \$20 discount on the FY 20 pass.
 - A new "Flex Pass" was proposed to the board. The pass is in keeping with industry trends to offer a \$99 up-front purchase, which will allow Flex Pass Holders to purchase all subsequent tickets at half price. It was

felt this pass was a good deal for skiers not visiting enough for a season pass but to entice skiers who ski 8-12 days/year.

- Staff will modify 20 single lockers to 10 family lockers.

- There will be no changes to bulk ticket or locker prices.

- There will be slight changes to special tickets, rentals and snowsports prices.

- A dynamic pricing strategy was discussed with the board; with this plan the mountain would sell a certain number of tickets in advance to incentivize guest to commit to ski days. The board felt that with all the other changes to the pricing plan it would be best to not fully implement this but to allow the mountain an opportunity to test dynamic pricing for a period during the year.

5. ADJOURNMENT – Next meeting TBD