EAGLECREST BOARD OF DIRECTORS
Meeting Minutes
April 9, 2015, 5:30-7pm
City Hall, Room 224

AGENDA:

I. Called to Order at 5:32pm

Board Members: Mike Stanley, Bruce Garrison, Dave Audet (via phone), Dave Lefebvre (via phone), Wayne Stevens
Liaison: Jerry Nankervis
Staff: Matt Lillard, Jeffra Clough, Brian Davies
Public: Gary Stambaugh, Valerie DeLaune

II. APPROVAL OF AGENDA – Moved and Approved

III. APPROVAL OF MINUTES

March 5, 2015 -- Moved and Approved

IV. PUBLIC PARTICIPATION – N/A

V. COMMITTEE & LIAISON REPORTS – N/A

VI. MANAGER'S REPORT

Financial Report
Operations
Summer Plans
Trails Permitting/Summer Trail Work

VII. OLD BUSINESS

Porcupine Lodge Update: Matt Lillard gave an update on the Porcupine Lodge. We have taken ownership of the lodge and have started moving in. The marketing/SSS and admin staff as well as Alaska Zip Line Adventures have moved in and are now operating out of the lodge. There are a few punch list items left that will be taken care of over the next month or two. The CBJ Project Manager and I are working on the liquidated damages due to the late completion of the lodge. We estimate that there is approximately $20,000 in late fees/trade. NPE is taking the stance that a lot of the delay was beyond their control and they should owe far less. Based on discussions with the CBJ Projector manager we will end up around the $10,000 in extra work by NPE. We have begun renovating the old rental area and work will continue throughout the summer.

VIII. NEW BUSINESS

FY16 Seasonal Product Promotions: Staff presented a memo on staff's thoughts on FY16 Seasonal Product Promotions to use as a starting point. Discussion among board members ensued. See recording for details.

IX. ACTION ITEMS

2014-2015 Season Pass Refund & Credit Policy: The board discussed the policy and where we stand right now. The board discussed that the current policy is that we don't offer refunds due to weather. See recording for details. Wayne Stevens moved to reaffirm the current policy of no refunds due to weather. Bruce Garrison seconded, passed with unanimous consent.

X. PUBLIC PARTICIPATION (Follow up)

Valerie DeLaune: Valerie discussed her experiences at Alyeska and how they lost the "good will" of their passholders due to tram/lift issues a few years ago. She believes that a good will gesture in the form of a discount on 15-16 passes will go a long way.

Gary Stambaugh: Gary commented on discounts and promotions for next season as well as comments he has heard from guests around town. See recording for details.

XI. EXECUTIVE SESSION – N/A

XII. BOARD OF DIRECTORS' COMMENTS AND QUESTIONS

Dave Lefebvre: Dave asked about the new point of sale system and when it goes into effect. Staff indicated that it was operational this year but its use was limited due to the bad season.

Dave Audet: Dave asked when we will discuss discounts and promotions in earnest and the board discussed that this discussion will happen in May and June with a decision by July.

Bruce Garrison: Bruce commented to make sure we are responding to emails and comments from the public. Staff indicated that they have been responding with a general response and directing guests to come to the board meetings. Bruce also indicated that we will schedule a Trails Advisory Group and Finance Committee meeting.

Jerry Nankervis: Jerry commented that the season seems to have come and gone and people have moved on. He is concerned that pass revenue will be less next year and is happy the board is looking into options to mitigate that issue.

XIII. ADJOURNED at 6:40pm-- Next meeting date: May 7 @ **5:30pm**