

Manager's Report 4-5-18

Financial Report: The chart shown below is reflective of both revenue and expenses year to date for this fiscal year and the previous fiscal years. We have been very fortunate to have gotten a couple of needed snow storms at just the right times which has allowed us to keep the upper mountain open, add in additional groomed terrain and rebook many of our school groups. This allowed us to bring in some decent revenue and surpassing revenues from both FY 15 and FY16. We have been doing our best to manage expenses and have been keeping a lot of our fixed costs in line with previous years. This will be our last pay period with our seasonal staff on payroll. Starting the 16th of April we will have finished the bulk of our seasonal transition.

	FY 11	FY 12	FY 13	FY14	FY15	FY16	FY17	FY18
Sales	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals
Ski School Fees	\$ 102,982	\$ 122,325	\$ 133,757	\$ 143,735	\$ 42,582	\$ 116,965	\$ 128,866	\$ 87,910
Ski Lift Fees	\$ 206,618	\$ 244,312	\$ 211,458	\$ 167,302	\$ 11,318	\$ 155,260	\$ 248,895	\$ 104,945
Advance Ticket	\$ 117,764	\$ 107,994	\$ 74,675	\$ 92,831	\$ 40,456	\$ 57,112	\$ 99,517	\$ 38,034
Season Ticket	\$ 90,292	\$ 326,217	\$ 310,790	\$ 331,908	\$ 302,261	\$ 209,964	\$ 198,404	\$ 220,732
On Line Season Pass Sales	\$ 588,023	\$ 475,629	\$ 531,364	\$ 515,836	\$ 461,583	\$ 263,080	\$ 357,909	\$ 461,108
Bus Fees	\$ 14,523	\$ 12,742	\$ 10,122	\$ 10,647	\$ 2,335	\$ 4,153	\$ 5,655	\$ 4,685
<i>USER FEES</i>	\$ 1,120,202	\$ 1,289,218	\$ 1,272,166	\$ 1,262,258	\$ 860,534	\$ 806,533	\$ 1,039,246	\$ 917,414
Retail - Soft G	\$ 37,697	\$ 35,943	\$ 30,169	\$ 30,802	\$ 7,227	\$ 31,031	\$ 42,333	\$ 19,167
Food Service	\$ 158,825	\$ 174,934	\$ 140,450	\$ 140,040	\$ 33,321	\$ 81,343	\$ 147,179	\$ 80,905
Ski Repair	\$ 19,371	\$ 28,467	\$ 25,675	\$ 24,430	\$ 12,494	\$ 15,353	\$ 17,894	\$ 20,092
SALES	\$ 215,893	\$ 239,344	\$ 196,294	\$ 195,272	\$ 53,042	\$ 127,728	\$ 207,407	\$ 120,164
Locker Rental F	\$ 55,541	\$ 68,568	\$ 68,892	\$ 68,623	\$ 68,476	\$ 62,163	\$ 63,770	\$ 59,495
Ski Rental	\$ 121,189	\$ 93,660	\$ 88,663	\$ 83,211	\$ 21,154	\$ 43,770	\$ 120,405	\$ 71,781
RENTALS	\$ 176,729	\$ 162,228	\$ 157,555	\$ 151,834	\$ 89,630	\$ 105,933	\$ 184,175	\$ 131,276
Total Sales	\$ 1,512,824	\$ 1,690,790	\$ 1,626,015	\$ 1,609,364	\$ 1,003,206	\$ 1,040,194	\$ 1,430,828	\$ 1,168,854
Expenses								
Personnel Costs								
Ski Area Administration	\$ 372,317	\$ 314,582	\$ 267,602	\$ 376,165	\$ 370,270	\$ 394,728	\$ 429,349	\$ 408,394
Ski Rental Shop	\$ 69,698	\$ 54,773	\$ 55,570	\$ 52,244	\$ 27,636	\$ 44,980	\$ 49,314	\$ 38,197
Ski Patrol Program	\$ 113,187	\$ 117,823	\$ 129,528	\$ 121,718	\$ 66,610	\$ 102,702	\$ 110,305	\$ 90,301
Lift Operation Program	\$ 217,416	\$ 205,245	\$ 186,790	\$ 72,160	\$ 30,894	\$ 74,185	\$ 95,796	\$ 56,860
Maintenance Program	\$ 94,667	\$ 137,766	\$ 111,705	\$ 145,921	\$ 100,641	\$ 100,361	\$ 138,768	\$ 109,510
Lodge Operations Program	\$ 68,845	\$ 46,876	\$ 79,808	\$ 63,570	\$ 36,452	\$ 56,958	\$ 50,466	\$ 56,563
Food Service	\$ 42,257	\$ 35,083	\$ 34,800	\$ 33,521	\$ 18,223	\$ 21,514	\$ 32,338	\$ 27,035
Marketing/Special Events	\$ -	\$ 28,307	\$ 24,838	\$ 23,062	\$ 12,451	\$ 21,600	\$ 26,964	\$ 17,358
Ski School Program	\$ 140,387	\$ 110,329	\$ 144,011	\$ 167,583	\$ 113,093	\$ 103,149	\$ 156,704	\$ 101,407
Total Personnel Costs	\$ 1,118,773	\$ 1,050,784	\$ 1,034,651	\$ 1,055,943	\$ 776,270	\$ 920,179	\$ 1,090,005	\$ 905,625
Other Expenses								
Ski Area Administration	\$ 234,596	\$ 269,014	\$ 267,969	\$ 270,298	\$ 261,947	\$ 261,439	\$ 264,331	\$ 261,824
Ski Rental Shop	\$ 38,529	\$ 45,963	\$ 33,674	\$ 31,435	\$ 26,399	\$ 20,916	\$ 29,331	\$ 28,329
Ski Patrol Program	\$ 9,631	\$ 9,496	\$ 24,522	\$ 16,921	\$ 13,851	\$ 8,358	\$ 7,648	\$ 10,491
Lift Operation Program	\$ 32,756	\$ 13,932	\$ 15,365	\$ 10,477	\$ 12,737	\$ 12,583	\$ 13,918	\$ 9,306
Maintenance Program	\$ 79,447	\$ 84,109	\$ 61,032	\$ 88,889	\$ 43,196	\$ 29,203	\$ 48,892	\$ 45,520
Lodge Operations Program	\$ 62,562	\$ 39,531	\$ 44,465	\$ 39,603	\$ 43,988	\$ 54,911	\$ 53,095	\$ 64,126
Food Service	\$ 66,041	\$ 70,964	\$ 69,152	\$ 67,978	\$ 23,512	\$ 53,150	\$ 70,326	\$ 42,174
Marketing/Special Events	\$ 40,326	\$ 32,164	\$ 37,980	\$ 35,281	\$ 27,070	\$ 29,017	\$ 30,428	\$ 31,468
Building Maint/Utilities	\$ 67,126	\$ 66,211	\$ 54,844	\$ 56,993	\$ 53,071	\$ 51,913	\$ 55,345	\$ 58,009
Ski School Program	\$ 4,510	\$ 4,784	\$ 1,921	\$ 3,349	\$ 3,542	\$ 1,402	\$ 3,055	\$ 2,909
Equipment Replacement	\$ 66,666	\$ 66,667	\$ 66,667	\$ 66,667	\$ 66,667	\$ 66,667	\$ 75,000	\$ 66,664
Vehicle Maintenance	\$ 41,563	\$ 35,259	\$ 9,196	\$ 32,818	\$ 13,928	\$ 21,133	\$ 32,668	\$ 28,762
Total Other Expenses	\$ 743,752	\$ 738,093	\$ 686,787	\$ 720,709	\$ 589,907	\$ 610,692	\$ 684,036	\$ 649,581
Total Costs	\$ 1,862,525	\$ 1,788,877	\$ 1,721,438	\$ 1,776,652	\$ 1,366,177	\$ 1,530,870	\$ 1,774,041	\$ 1,555,206

Mountain Operations: We are going to be transitioning into the summer mode over the next two weeks putting all of Patrols signage and ropes away. The lift crew will also be stripping all of the chair pads off and starting in on some lift projects. We will also be taking advantage of the remaining snow pack to use the snowcat and cargo basket to haul some loads of gravel up onto the ridge in preparation for summer trail projects.

Summer Projects: We are in the process of compiling the list of summer projects to accomplish this year. The list is quite large and we are going to be prioritizing the list over the next two weeks. Top on the list this summer is finishing of the top Ptarmigan ramp. CBJ Engineering should have a better idea of timeline for the construction by early May. Right now the thought is that construction will likely begin midsummer.

The other top projects are to continue with lift repair especially trouble shooting some of the electrical systems, increasing the water flow through the culvers that run under the summer road by valve city, installation of a new boiler into the Fishcreek Lodge, Repair of the water lines to the caretaker cabin, repairs and updates to the water treatment plant, repair of some of the snowmaking lines, modifications and paint to lift motor rooms to keep snow and ice off of the bull wheels, and general repair to the Snowcats, trucks, snow guns and groomers.

In addition to these projects Brain has a list of trail areas that need brushing and continued gladding work as well as some hardening of trails along the ridge that need to be finished up. We are planning to have a snowmaking consultant visit the mountain in late April to help give some guidance to the expansion ideas that we have been working on. We are also planning to have the mountain bike consultant up early to mid-summer to perform the feasibility study that we have been discussing as well to help guide future development.

Staffing Needs: As you can see from the list above there is a lot of work to get accomplished and in order to achieve this we have the need to recruit for one more lift mechanic and a Capital Project Leader.