

Manager's Report 7-30-2018

Financial Summary:

The first report shows all of the revenue and expenses with a projected yearend total that is showing a contribution of \$33,777 toward improving our Fund Balance. This report reflects the corrected expenses for the Ski Rental Shop from the financials presented at the July 9th meeting.

Departmental Exp to date		Revenue projections	
Administration	\$ 1,048,366.00	Donation Revenues	\$ 77,520.00
Ski Patrol	\$ 114,628.00	Ski Lift Fees	\$ 127,652.00
Lift Operations	\$ 87,817.00	Bus Pass sales	\$ 3,500.00
Mountain Maintenan	\$ 205,129.00	Ski School Sales	\$ 98,791.00
Lodge Operations	\$ 164,228.00	Annual Revenue	\$ 738,927.00
Snow Sports School	\$ 132,534.00	Contract Revenue	\$ 163,792.00
Food Service	\$ 85,530.00	Permit Revenue	\$ 45,776.00
Rental	\$ 81,431.00	Concession Fees	\$ 94,208.00
Marketing	\$ 56,124.00	Vending Revenue	\$ 1,190.00
Building Maint	\$ 62,289.00	Ski Repair	\$ 21,150.00
Vehicle Maint	\$ 39,351.00	Mechandise Sales	\$ 20,355.00
Field House	\$ 116,035.00	Gift Certificate and Promotion	\$ (1,941.21)
Inventory adjust	\$ 18,000.00	Facility Rental	\$ 9,950.00
Total	\$ 2,211,462.00	Locker Rental	\$ 63,261.00
		Ski Rental	\$ 80,207.00
Total Year end Balance	\$ 33,777.64	Cash over/short	\$ (94.15)
		Miscellaneous Revenue	\$ 996.00
		General Fund	\$ 675,000.00
		Road Service Area	\$ 25,000.00
		Total	\$ 2,245,239.64

This report is the format that will be used for all other meetings throughout the year. These reports will track departmental expenses as accrued monthly over the last seven years. This will allow trends in both expense and revenue categories to be identified as the year progresses compared to how the mountain has performed on other years. This report is reflective of end of the season numbers as recorded for June 30th for the years listed.

	FY 11	FY 12	FY 13	FY14	FY15	FY16	FY17	FY18
Sales	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals
Ski School Fees	\$ 138,713	\$ 168,807	\$ 182,606	\$ 192,044	\$ 51,461	\$ 121,189	\$ 163,767	\$ 98,791
Ski Lift Fees	\$ 176,651	\$ 249,652	\$ 221,884	\$ 173,020	\$ 11,318	\$ 146,850	\$ 261,362	\$ 127,651
Advance Ticket	\$ 133,556	\$ 120,994	\$ 87,259	\$ 99,331	\$ 40,456	\$ 57,112	\$ 99,726	\$ 40,427
Season Ticket	\$ 266,714	\$ 328,670	\$ 310,106	\$ 333,502	\$ 303,012	\$ 210,462	\$ 204,053	\$ 222,181
On Line Season Pass Sales	\$ 439,318	\$ 475,629	\$ 529,416	\$ 515,836	\$ 461,583	\$ 263,080	\$ 357,909	\$ 476,319
Bus Fees	\$ 16,756	\$ 16,678	\$ 15,893	\$ 15,884	\$ 2,335	\$ 4,483	\$ 9,221	\$ 3,501
USER FEES	\$ 1,171,708	\$ 1,360,429	\$ 1,347,165	\$ 1,329,616	\$ 870,164	\$ 803,175	\$ 1,096,039	\$ 968,870
Retail - Soft G	\$ 34,212	\$ 36,192	\$ 31,762	\$ 31,506	\$ 8,171	\$ 31,031	\$ 45,242	\$ 20,354
Food Service	\$ 161,078	\$ 179,180	\$ 147,408	\$ 146,435	\$ 33,359	\$ 81,343	\$ 155,890	\$ 94,207
Ski Repair	\$ 26,686	\$ 28,838	\$ 26,426	\$ 24,596	\$ 13,135	\$ 15,353	\$ 18,286	\$ 21,150
SALES	\$ 221,976	\$ 244,209	\$ 205,596	\$ 202,537	\$ 54,665	\$ 127,728	\$ 219,418	\$ 135,711
Locker Rental F	\$ 61,423	\$ 68,568	\$ 68,892	\$ 68,683	\$ 68,476	\$ 62,163	\$ 63,969	\$ 63,260
Ski Rental	\$ 110,517	\$ 112,675	\$ 106,877	\$ 103,032	\$ 21,528	\$ 68,337	\$ 138,899	\$ 80,207
RENTALS	\$ 171,940	\$ 181,243	\$ 175,769	\$ 171,715	\$ 90,003	\$ 130,500	\$ 202,868	\$ 143,467
Total Sales	\$ 1,565,624	\$ 1,785,882	\$ 1,728,530	\$ 1,703,868	\$ 1,014,832	\$ 1,061,402	\$ 1,518,324	\$ 1,248,048
Expenses								
Personnel Costs								
Ski Area Administration	\$ 479,391	\$ 442,049	\$ 398,613	\$ 526,193	\$ 503,093	\$ 524,557	\$ 549,561	\$ 558,177
Ski Rental Shop	\$ 76,645	\$ 61,807	\$ 63,016	\$ 58,415	\$ 28,614	\$ 47,013	\$ 58,126	\$ 45,582
Ski Patrol Program	\$ 126,717	\$ 133,926	\$ 150,097	\$ 138,510	\$ 68,637	\$ 103,587	\$ 131,281	\$ 102,070
Lift Operation Program	\$ 279,224	\$ 261,486	\$ 220,276	\$ 85,675	\$ 34,561	\$ 75,235	\$ 121,393	\$ 74,493
Maintenance Program	\$ 119,251	\$ 165,819	\$ 162,091	\$ 199,153	\$ 118,608	\$ 121,759	\$ 182,706	\$ 142,180
Lodge Operations Program	\$ 74,028	\$ 58,375	\$ 94,074	\$ 74,915	\$ 42,252	\$ 62,837	\$ 62,945	\$ 70,054
Food Service	\$ 46,396	\$ 39,727	\$ 37,101	\$ 38,420	\$ 18,223	\$ 23,765	\$ 37,547	\$ 33,337
Marketing/Special Events	\$ -	\$ 31,701	\$ 27,434	\$ 26,830	\$ 12,451	\$ 21,600	\$ 32,356	\$ 20,323
Ski School Program	\$ 153,918	\$ 124,688	\$ 166,569	\$ 202,438	\$ 122,677	\$ 106,552	\$ 184,901	\$ 128,402
Total Personnel Costs	\$ 1,355,572	\$ 1,319,577	\$ 1,319,272	\$ 1,350,549	\$ 949,117	\$ 1,086,904	\$ 1,360,816	\$ 1,174,618
Other Expenses								
Ski Area Administration	\$ 331,058	\$ 393,105	\$ 397,181	\$ 374,827	\$ 343,078	\$ 371,849	\$ 389,134	\$ 390,187
Ski Rental Shop	\$ 55,074	\$ 64,153	\$ 47,554	\$ 50,011	\$ 40,768	\$ 27,791	\$ 35,226	\$ 35,849
Ski Patrol Program	\$ 15,732	\$ 12,864	\$ 31,721	\$ 16,951	\$ 13,860	\$ 10,708	\$ 12,287	\$ 12,558
Lift Operation Program	\$ 25,469	\$ 18,877	\$ 18,265	\$ 25,686	\$ 14,818	\$ 20,281	\$ 27,146	\$ 13,324
Maintenance Program	\$ 106,154	\$ 111,481	\$ 141,191	\$ 95,386	\$ 45,380	\$ 38,270	\$ 72,713	\$ 62,949
Lodge Operations Program	\$ 87,335	\$ 59,599	\$ 83,275	\$ 61,882	\$ 58,799	\$ 73,142	\$ 81,311	\$ 94,174
Food Service	\$ 78,324	\$ 85,746	\$ 81,837	\$ 83,035	\$ 24,162	\$ 49,141	\$ 80,108	\$ 52,192
Marketing/Special Events	\$ 49,901	\$ 53,103	\$ 56,626	\$ 50,071	\$ 33,981	\$ 38,776	\$ 47,638	\$ 35,801
Building Maint/Utilities	\$ 73,810	\$ 74,141	\$ 66,093	\$ 61,691	\$ 56,890	\$ 54,630	\$ 60,718	\$ 62,290
Ski School Program	\$ 5,462	\$ 5,099	\$ 8,341	\$ 4,917	\$ 3,644	\$ 2,382	\$ 9,114	\$ 4,132
Equipment Replacement	\$ 104,575	\$ 100,000	\$ 100,000	\$ 91,667	\$ 91,667	\$ 100,000	\$ 100,000	\$ 100,000
Vehicle Maintenance	\$ 48,758	\$ 96,840	\$ 25,385	\$ 56,369	\$ 16,071	\$ 35,172	\$ 46,812	\$ 39,351
Total Other Expenses	\$ 981,653	\$ 1,075,009	\$ 1,057,469	\$ 972,491	\$ 743,115	\$ 822,144	\$ 962,207	\$ 902,807
Total Costs	\$ 2,337,225	\$ 2,394,586	\$ 2,376,740	\$ 2,323,040	\$ 1,692,232	\$ 1,909,048	\$ 2,323,023	\$ 2,077,425

Project Updates:

Ptarmigan Ramp

The Ptarmigan ramp project will be going into its last phase of construction early next week. The last of the materials are arriving on Wednesday's barge. The timbers that the top shack will rest on will be installed along with the last course of crushed D1 rock for a top cap and the metal tip deflector. We hope that we will have the lift shack set rewired and ready to spin sometime in the week of August 20th. The pit area at the top of the throat has been graded and now has a smoother transition from Easy Bowl down onto Williwaw.

Snowmaking Expansion

Progress continues on the Snowmaking Expansion project. I have secured 1500 feet of used High Pressure Ductile Iron Pipe from a Waterville Valley Ski Area in New Hampshire. This will be enough pipe to be able to get us to the top of Hooter Chair and start running over toward Black Bear. We will be working through the purchasing department to purchase the remaining pipe needed to get to Black Bear and are hopeful that will still arrive in time to get installed by November 1st. One of the main advantages to this pipe is the patented joint locking system that does not need to be welded together and can easily be installed by our staff in a short time frame. I will be traveling to Waterville Valley the week of August 6th to inspect this used pipe, deliver payment and assist with loading the pipe onto our freight carrier's truck.

I have been working with a used ski area equipment supplier to finalize the purchase of a refurbished pumping station that is perfectly sized for our application. I hope to have this process finalized next week which would allow the pump to arrive by mid to late September. This should provide adequate time to get it put onsite and connected to the new Sourdough pipe line.

We have also been shopping for a new Generator to power the Black Bear Chair that will also have enough capacity to run the snowguns that will operate around the bottom of Black Bear Chair. This will allow our 400KW Generator to remain at the site of the new pump station to power the water pump and additional snowguns. Our smaller 125KW generator will then be mobile to use in areas all around the lower mountain.

Mountain Bike Feasibility Study

I expect to be publishing the RFP for our Mountain Bike Feasibility study by the end of the week. We are currently in our final draft and are adding some language to give the ability for proposers to bid on trail design and analyze the value added to a parcel or two of CBJ Land. This information will be used in the upcoming Parks and Recs Trails Master Plan.

While on my trip out to Waterville Valley for the snowmaking pipe I will be meeting with many Ski Area Owners and Managers to learn about their experience with both mountain bike operations and mountain coaster operations. This will be a great opportunity to do a deeper dive into summer operations to help inform our ongoing conversations.

Mt Operations

The Mt Operations crew has been working on some snowmaking pipe repair projects in the Porcupine Area. Annual maintenance and line work on the chair is continuing as well as the annual summer servicing to the grooming fleet. The crew has also been doing repairs in the water treatment plant and preparing for our five year underground fuel storage tank inspection.

We also had a meeting with the department of Fish and Game and DNR to inspect the intake of our snowmaking pipe in Cropley Lake, assess the fish habitat, evaluate the impacts of raising the height of the dam to fish habitat and discuss modifications to our water rights to allow us larger flow rate during the start of the winter. Both DNR and Fish & Game will be compiling reports on their findings. Once their reports are complete we will be scheduling a follow up meeting to discuss modifications to our water rights and any improvements they would like to see to the intake of our waterline.

Painting around the base area has also been in full swing, touching up doors and roof trim on many of the buildings.

Summer Trail Crew Updates

The crew has certainly been taking advantage of the hot dry summer and has completed brushing all the way up Face, Benches Glades, Lower Tug Boat, Wolverine, Bear Trap and Raven. Maintenance has also started on portions of the mountain bike trail to remove the loose rocks from the banked corners and improve a couple of the problem spots.

SSS and Marketing Manager Recruitment Update

The following items have been secured or prepared for the start of the season.

1. Renew Alaska Channel Contract
2. Renew Snowcountry Contract
3. Renew Travel Juneau Contract
4. Renew National Association of Ski Journalist
5. Learn to Ski and Snowboard Month 2018/2019 Contract- Submitting LSSM program specials
6. UAS Campus kick off- Aug 31st
7. Renewed our NSAA Gold Pass Membership
8. Jobs posting Ad in PSIA NW magazine for instructor hiring- Job posting on National PSIA Advertising website
9. Meeting with staff from last season to build staff for 2018-2019 both RRR and SSS
10. All event lesson programs for season are built in POS system.(wee ski, Big Rippers, Homeschool, Women's Programs etc.)
11. Pricing has been updated in our POS system

12. All Reservation bookings are almost completely built
13. First draft of SSS brochure is complete should go to print in a week or two
14. Both the Rack card and SP postcard should be ready for print in a week or two also
15. Working on Bus contract
16. Repair shop ventilation design
17. Discover Eaglecrest Day September 29th

On the Marketing side of things we should be open for recruitment by Wednesday August 1st. We will be closing recruitment on Wednesday August 8th with the intent to start interviews the week of August 13th. Emily McDaniel is continuing to assist with Marketing on a part time basis as we lead up to the season.

We will be hosting a job fair on August 27th to try and capture some interest from the summer seasonal work force that may be looking for opportunities to stay through the winter.

Base Operations

Things are ramping up in the base operations with final preparation on the locker letters underway. The locker letters will be hitting the mail in the middle of August. The design for this year's pass products is being finalized. Purchase Orders for this year's contracts are being finalized with the Purchasing Department. The Director of Base Operations has been assisting with Purchase order submittals for the snowmaking expansion and finalization of the Bridge Repair. He has also been developing new expense tracking sheets to assist with real time expense management. Seasons Pass Sales are scheduled to kick off the day after Labor Day. Staffing strategy and planning for the upcoming season is also underway.

Community Outreach

Over the past two weeks I was the guest speaker for the 58degrees north and Glacier Valley Rotary Club Meetings

