

Manager's Report 1-28-18

Financial Report: Below you will find the table reflecting the running comparison of sales and expenses for each trailing year allow us to spot emerging trends. This has certainly been a difficult season due to the weather that we have seen and the lack of our ability to open upper mountain terrain. This can be seen in the comparison of ski lift fee revenue over the past years. Interestingly we are currently running about even with FY 2015. Thankfully we had very good seasons pass sales this year coming off of great spring conditions last year. Ski School revenue is also been going well.

We have started to offer advanced 10 week lesson program students the option to opt out of their lessons since we only have porcupine terrain open. The students that choose to opt out will be able to apply their days toward next season. We have also had to cancel our large school groups that all have a large percentage of their students that would be riding upper mountain terrain.

I have started working with Kirk Duncan to receive some assistance with doing some end of the year projections under the different scenarios to ensure that I am keeping as tight of a handle on expenses as we continue moving forward. I will have some detailed reports of what some of these scenarios look like for the Finance Committee Meeting. We are currently doing our best to keep the core staff employed so we will still be able to deliver a good experience when the snows arrive and we are able to open more of the mountain.

	FY 11	FY 12	FY 13	FY14	FY15	FY16	FY17	FY 18
Sales	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals
Ski School Fees	\$ 53,805	\$ 84,646	\$ 89,877	\$ 102,135	\$ 71,296	\$ 103,523	\$ 89,778	\$ 63,216
Ski Lift Fees	\$ 73,757	\$ 131,703	\$ 101,575	\$ 76,766	\$ 9,992	\$ 126,543	\$ 116,794	\$ 9,491
Advance Ticket	\$ 111,650	\$ 98,710	\$ 67,629	\$ 87,387	\$ 35,937	\$ 54,435	\$ 86,369	\$ 28,949
Season Ticket	\$ 252,495	\$ 318,671	\$ 301,989	\$ 324,814	\$ 202,233	\$ 157,638	\$ 126,631	\$ 220,904
On Line Season Pass Sales	\$ 439,318	\$ 474,859	\$ 528,295	\$ 515,817	\$ 461,583	\$ 263,080	\$ 352,286	\$ 460,641
Bus Fees	\$ 6,383	\$ 8,775	\$ 8,151	\$ 7,520	\$ 2,267	\$ 3,024	\$ 2,933	\$ 386
USER FEES	\$ 937,408	\$ 1,117,363	\$ 1,097,516	\$ 1,114,440	\$ 783,308	\$ 708,243	\$ 774,791	\$ 783,587
Retail - Soft G	\$ 20,477	\$ 26,112	\$ 14,869	\$ 15,144	\$ 5,902	\$ 24,091	\$ 23,938	\$ 7,144
Food Service	\$ 62,924	\$ 90,316	\$ 62,241	\$ 56,678	\$ 23,470	\$ 57,202	\$ 64,037	\$ 19,741
Ski Repair	\$ 18,114	\$ 19,911	\$ 18,727	\$ 16,095	\$ 11,063	\$ 12,545	\$ 11,030	\$ 11,101
SALES	\$ 1,015,515	\$ 1,363,339	\$ 958,366	\$ 879,166	\$ 404,355	\$ 938,339	\$ 990,044	\$ 379,866
Locker Rental F	\$ 61,293	\$ 68,568	\$ 68,370	\$ 67,936	\$ 68,476	\$ 62,163	\$ 63,631	\$ 63,260
Ski Rental	\$ 39,905	\$ 49,773	\$ 48,328	\$ 42,635	\$ 19,459	\$ 34,110	\$ 61,861	\$ 29,819
RENTALS	\$ 101,198	\$ 118,340	\$ 116,698	\$ 110,571	\$ 87,934	\$ 96,273	\$ 125,492	\$ 93,079
Total Sales	\$ 1,140,121	\$ 1,372,042	\$ 1,310,050	\$ 1,312,927	\$ 911,677	\$ 898,355	\$ 999,287	\$ 914,653
Expenses								
Personnel Costs								
Ski Area Administration	\$ 272,288	\$ 214,321	\$ 191,355	\$ 276,658	\$ 263,802	\$ 293,532	\$ 306,345	\$ 297,559
Ski Rental Shop	\$ 32,753	\$ 29,187	\$ 27,879	\$ 24,828	\$ 18,306	\$ 23,910	\$ 24,129	\$ 21,889
Ski Patrol Program	\$ 52,708	\$ 57,386	\$ 60,532	\$ 57,424	\$ 47,618	\$ 53,604	\$ 50,163	\$ 52,443
Lift Operation Program	\$ 130,265	\$ 120,253	\$ 110,840	\$ 24,838	\$ 17,817	\$ 35,138	\$ 38,528	\$ 24,982
Maintenance Program	\$ 59,854	\$ 86,806	\$ 62,555	\$ 100,985	\$ 82,003	\$ 61,796	\$ 83,994	\$ 68,096
Lodge Operations Program	\$ 33,056	\$ 24,884	\$ 41,196	\$ 32,508	\$ 27,907	\$ 34,111	\$ 26,673	\$ 34,058
Food Service	\$ 17,921	\$ 16,301	\$ 16,276	\$ 14,575	\$ 12,643	\$ 11,435	\$ 13,783	\$ 11,766
Marketing/Special Events	\$ -	\$ 14,578	\$ 14,841	\$ 12,584	\$ 8,910	\$ 14,691	\$ 14,470	\$ 11,175
Ski School Program	\$ 53,597	\$ 48,400	\$ 55,523	\$ 83,380	\$ 78,647	\$ 44,033	\$ 72,355	\$ 54,517
Total Personnel Costs	\$ 652,442	\$ 612,116	\$ 580,997	\$ 627,779	\$ 557,654	\$ 572,250	\$ 630,440	\$ 576,485
Other Expenses								
Ski Area Administration	\$ 176,499	\$ 199,005	\$ 193,361	\$ 201,692	\$ 201,685	\$ 187,453	\$ 172,137	\$ 202,440
Ski Rental Shop	\$ 14,853	\$ 17,210	\$ 8,488	\$ 16,269	\$ 7,188	\$ 8,908	\$ 13,225	\$ 14,154
Ski Patrol Program	\$ 9,134	\$ 4,481	\$ 19,173	\$ 7,267	\$ 13,642	\$ 4,355	\$ 7,138	\$ 8,711
Lift Operation Program	\$ 25,692	\$ 11,238	\$ 10,939	\$ 8,417	\$ 10,399	\$ 6,206	\$ 11,856	\$ 7,819
Maintenance Program	\$ 44,086	\$ 15,687	\$ 37,867	\$ 39,029	\$ 43,008	\$ 14,736	\$ 23,495	\$ 29,234
Lodge Operations Program	\$ 33,616	\$ 21,532	\$ 27,837	\$ 25,514	\$ 30,536	\$ 31,848	\$ 32,585	\$ 36,357
Food Service	\$ 24,919	\$ 42,790	\$ 21,889	\$ 32,051	\$ 19,321	\$ 27,404	\$ 38,656	\$ 18,336
Marketing/Special Events	\$ 25,073	\$ 19,877	\$ 27,343	\$ 28,636	\$ 19,597	\$ 21,602	\$ 19,150	\$ 24,885
Building Maint/Utilities	\$ 59,834	\$ 63,536	\$ 53,125	\$ 56,874	\$ 52,076	\$ 50,784	\$ 4,531	\$ 54,931
Ski School Program	\$ 3,453	\$ 2,902	\$ 1,560	\$ 2,123	\$ 3,365	\$ 1,402	\$ 2,605	\$ 2,645
Equipment Replacement	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000	\$ 49,998
Vehicle Maintenance	\$ 32,175	\$ 17,221	\$ 6,527	\$ 10,604	\$ 7,891	\$ 9,286	\$ 18,430	\$ 24,482
Total Other Expenses	\$ 499,334	\$ 465,478	\$ 458,109	\$ 478,477	\$ 458,709	\$ 413,984	\$ 393,808	\$ 473,991
Total Costs	\$ 1,151,775	\$ 1,077,594	\$ 1,039,105	\$ 1,106,256	\$ 1,016,363	\$ 986,234	\$ 1,024,247	\$ 1,050,476

Below you will find a break down chart reflecting the number and type of lockers sold compared to last year.

	Lockers	Individual			
		Qty	Price	#sold	total Rev
FY18	2017-2018		\$189	160	\$30,240
FY17	Tier 1 (thru 9/23/16)	236	\$199	110	\$21,890
FY17	Tier2 (thru 2/27/17)		\$229	38	\$8,702
FY17	Spring (thru season end)		\$139	1	\$139
FY16	2015-2016	236	\$199	151	\$30,049
FY15	2014-2015	177	\$229	174	\$39,846
FY14	2013-2014	177	\$229	175	\$40,075
FY13	2012-2013	177	\$229	171	\$39,159

Snowboard				Corner			
Qty	Price	#sold	Total Rev	Qty	Price	#sold	Total Rev
	\$169.00	4	\$676.00	5	249	5	\$1,245.00
10	\$179	4	\$716	5	\$259	5	\$1,295
	\$179	3	\$537				
	\$109						
10	\$179	5	\$895	5	\$259	5	\$1,295
10	\$179	10	\$1,790	5	\$259	5	\$1,295
10	\$179	9	\$1,611	5	\$259	5	\$1,295
10	\$179	9	\$1,611	5	\$259	5	\$1,295

Individual SMALL				Family*			
Qty	Price	#sold	Total Rev	Qty	Price	#sold	Total Rev
					\$329	97	\$31,913.00
2	\$99	2	\$198	103	\$339	74	\$25,086
					\$369	15	\$5,535
					\$229		
2	\$99	1	\$99	103	\$339	90	\$30,510
2	\$99	1	\$99	73	\$369	72	\$26,568
2	\$99	1	\$99	73	\$369	73	\$26,937
2	\$99	1	\$99	73	\$369	72	\$26,568

	Total Avail	Sold	%sold
FY18	356	266	74%
FY17	356	252	71%
FY16	356	252	71%
FY15	267	262	98%
FY14	267	263	99%
FY13	267	258	97%

Mountain Operations Update: We had a successful unexpected opening on the Ptarmigan Lift on Saturday January 13th with many smiling faces. The week following this set high temperature records with 50 degree temperatures recorded at the top of the mountain resulting in major snow loss. It has been a roller coaster of a ride with the weather fluctuations between very warm and very cold weather without much in the middle. We have been able to continue making snow in the Porcupine Area in order to guarantee a quality riding experience. We did a test on our ability to make snow higher on the mountain with the hopes of getting snow to the top of Hooter. We were unable to maintain enough pressure in our guns without our portable booster pump that is currently being repaired in

Anchorage. Once we get the pump back we may have the ability to make this happen.

Cory Kowalczyk has accepted the Lift Maintenance and Operations Manager Position and will be starting at the mountain on Thursday February 1st. Cory comes with 6 years of Lift Maintenance experience with two of those years as head Lift Mechanic for Eaglecrest. I think he is going to be a very positive addition to the team with a strong passion for community trails and outdoor recreation.

Events:

Sunday 2-4 – Bring a friend day. Seasons Passholders can come to the ticket Window with their seasons pass and get one free day lift ticket.

Friday 2-9 – Night Skiing on Porcupine and Start of the Winter Olympics

Monday 2-19 – Lifts will be open regardless of terrain to celebrate Presidents Day

Saturday 2-24- Southeast Alaska Land Trust Community Day and 5K Big foot snowshoe or trail race.

Alaska Zipline: We had a good meeting with the new Management Team of Alaska Rainforest Sanctuary our new Zipline operators. Their intent is to combine operations from their Sandy Beach Location to Eaglecrest. They currently have bookings with two of the cruise lines that Alaska Zipline Adventures was not working with. We will likely see a noticeable increase in permit income as a result of this increased business. They don't necessarily see additional tours going out the first year but they are projecting to see each tour that does go out being at full capacity. I feel that this will be a good partnership that I hope will also lead to new opportunities to continue growing the summer recreational experience at Eaglecrest.

Field House: I continue to work with Human Resources to restructure the staffing plan and hours of operation to get the facility back to working under a balance budget.