

## Eaglecrest Managers Report 12-30-17

### Financial Report:

The chart provided below is reflective of the sales and expenses as recorded to date on 12-29-17. An updated chart will be provided prior to the Board Meeting on January 4<sup>th</sup>. Mother Nature has given us a run for our money over the past four weeks. We have been able to keep the Porcupine Chair running through the warm weather which has allowed us to keep the core staff working. The daily ticket sales are down significantly as a result of only being able to sell Porcupine only tickets for \$15. We have hopes of being able to get at least Hooter open by the middle of week which should create a nice spike in revenue. Despite the warm weather we are still seeing a couple of Seasons Pass sales trickle in which shows that the consumers still have good confidence that we will have a good season ahead. We currently have sold (-----) lockers out of a total (---number-----) of lockers available.

	FY 11	FY 12	FY 13	FY 14	FY 15	FY 16	FY 17	FY 18
Sales	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals
Ski School Fees	\$ 33,537	\$ 60,504	\$ 59,547	\$ 72,333	\$ 67,308	\$ 80,839	\$ 71,287	\$ 53,619
Ski Lift Fees	\$ 44,803	\$ 82,630	\$ 42,542	\$ 35,198	\$ 4,592	\$ 93,623	\$ 77,458	\$ 5,948
Advance Ticket	\$ 101,035	\$ 87,634	\$ 54,746	\$ 67,396	\$ 35,781	\$ 43,966	\$ 71,391	\$ 27,989
Season Ticket	\$ 244,070	\$ 309,662	\$ 289,849	\$ 258,434	\$ 203,699	\$ 147,903	\$ 106,999	\$ 124,110
On Line Season Pass Sales	\$ 439,318	\$ 472,468	\$ 530,363	\$ 512,605	\$ 461,184	\$ 262,055	\$ 351,094	\$ 458,161
Bus Fees	\$ 4,231	\$ 7,185	\$ 6,304	\$ 4,834	\$ 1,984	\$ 1,562	\$ 2,108	\$ 435
<b>USER FEES</b>	\$ 866,995	\$ 1,020,083	\$ 983,350	\$ 950,800	\$ 774,548	\$ 629,948	\$ 680,337	\$ 670,262
Retail - Soft G	\$ 11,721	\$ 17,998	\$ 7,833	\$ 7,473	\$ 4,701	\$ 17,016	\$ 18,274	\$ 4,257
Food Service	\$ 31,864	\$ 49,645	\$ 24,599	\$ 21,319	\$ 16,130	\$ 36,322	\$ 39,000	\$ 9,073
Ski Repair	\$ 12,429	\$ 14,229	\$ 12,539	\$ 8,999	\$ 6,464	\$ 8,269	\$ 7,204	\$ 7,961
<b>SALES</b>	\$ 56,014	\$ 81,871	\$ 44,970	\$ 37,790	\$ 27,295	\$ 61,608	\$ 64,477	\$ 21,290
Locker Rental F	\$ 48,753	\$ 66,825	\$ 68,370	\$ 67,936	\$ 68,476	\$ 60,957	\$ 62,307	\$ 56,969
Ski Rental	\$ 23,881	\$ 31,748	\$ 24,421	\$ 23,459	\$ 16,533	\$ 24,552	\$ 43,057	\$ 23,544
<b>RENTALS</b>	\$ 72,634	\$ 98,572	\$ 92,791	\$ 91,395	\$ 85,008	\$ 85,509	\$ 105,364	\$ 80,513
<b>Total Sales</b>	\$ 995,643	\$ 1,200,527	\$ 1,121,111	\$ 1,079,986	\$ 886,852	\$ 777,064	\$ 850,178	\$ 772,065
<b>Expenses</b>								
<b>Personnel Costs</b>								
Ski Area Administration	\$ 252,337	\$ 196,139	\$ 171,633	\$ 255,380	\$ 243,380	\$ 266,854	\$ 281,370	\$ 254,489
Ski Rental Shop	\$ 24,942	\$ 23,791	\$ 21,895	\$ 19,317	\$ 14,237	\$ 18,395	\$ 15,710	\$ 13,015
Ski Patrol Program	\$ 42,324	\$ 46,825	\$ 45,936	\$ 44,032	\$ 36,977	\$ 39,483	\$ 35,155	\$ 25,406
Lift Operation Program	\$ 115,038	\$ 106,874	\$ 94,938	\$ 15,348	\$ 11,343	\$ 23,181	\$ 21,681	\$ 12,613
Maintenance Program	\$ 53,686	\$ 76,390	\$ 54,061	\$ 89,740	\$ 74,038	\$ 50,785	\$ 70,810	\$ 49,427
Lodge Operations Program	\$ 26,236	\$ 20,402	\$ 33,288	\$ 26,046	\$ 23,129	\$ 26,860	\$ 19,775	\$ 24,068
Food Service	\$ 12,995	\$ 12,565	\$ 11,018	\$ 10,179	\$ 8,949	\$ 8,529	\$ 8,030	\$ 5,295
Marketing/Special Events	\$ -	\$ 12,292	\$ 12,620	\$ 10,501	\$ 7,461	\$ 12,899	\$ 11,200	\$ 8,293
Ski School Program	\$ 39,421	\$ 34,667	\$ 36,713	\$ 64,061	\$ 61,368	\$ 28,446	\$ 47,199	\$ 32,260
<b>Total Personnel Costs</b>	\$ 566,979	\$ 529,944	\$ 482,102	\$ 534,605	\$ 480,882	\$ 475,432	\$ 510,929	\$ 424,866
<b>Other Expenses</b>								
Ski Area Administration	\$ 175,892	\$ 192,337	\$ 162,303	\$ 161,860	\$ 170,504	\$ 152,492	\$ 139,476	\$ 160,645
Ski Rental Shop	\$ 14,447	\$ 12,211	\$ 7,357	\$ 6,461	\$ 3,744	\$ 7,700	\$ 2,385	\$ 4,250
Ski Patrol Program	\$ 9,134	\$ 4,448	\$ 14,161	\$ 5,388	\$ 12,902	\$ 2,882	\$ 6,845	\$ 157
Lift Operation Program	\$ 25,692	\$ 11,171	\$ 6,886	\$ 7,265	\$ 8,583	\$ 3,404	\$ 9,936	\$ 5,314
Maintenance Program	\$ 42,962	\$ 14,693	\$ 35,018	\$ 37,443	\$ 40,708	\$ 13,387	\$ 20,042	\$ 26,986
Lodge Operations Program	\$ 29,472	\$ 17,094	\$ 23,328	\$ 19,488	\$ 24,663	\$ 22,147	\$ 21,012	\$ 34,747
Food Service	\$ 21,343	\$ 4,579	\$ 14,028	\$ 18,956	\$ 16,576	\$ 15,023	\$ 14,699	\$ 15,979
Marketing/Special Events	\$ 23,893	\$ 18,477	\$ 23,469	\$ 21,016	\$ 13,589	\$ 13,571	\$ 13,621	\$ 6,117
Building Maint./Utilities	\$ 59,834	\$ 63,536	\$ 52,809	\$ 56,825	\$ 51,117	\$ 50,535	\$ 4,128	\$ 52,050
Ski School Program	\$ 3,453	\$ 2,623	\$ 10	\$ 926	\$ 2,324	\$ 1,243	\$ 1,746	\$ 1,243
Equipment Replacement	\$ 50,000	\$ 50,000	\$ 41,667	\$ 41,667	\$ 41,667	\$ 41,667	\$ 41,667	\$ 41,667
Vehicle Maintenance	\$ 29,224	\$ 15,397	\$ 4,633	\$ 8,482	\$ 5,515	\$ 5,391	\$ 12,294	\$ 19,694
<b>Total Other Expenses</b>	\$ 485,344	\$ 406,566	\$ 385,667	\$ 385,777	\$ 391,892	\$ 329,442	\$ 287,851	\$ 368,849
<b>Total Costs</b>	\$ 1,052,323	\$ 936,510	\$ 867,769	\$ 920,382	\$ 872,773	\$ 804,873	\$ 798,779	\$ 793,715

## **Mountain Operations:**

Our snowpack took a big hit during the record warm spell in the early part of December that broke the 75 year old record for high temperatures. The Mountain Operations crew was able to manage the manmade snow that we had laid down in November allowing us to keep the Porcupine Lift open throughout the warm weather. By the time the temperatures turned around the snow cover was getting pretty thin. We were able to start back into Snowmaking operations on December 18<sup>th</sup> to refortify the porcupine area to ensure that there would be enough trail space to have room for the Holiday Camp Lesson Program, single day lessons and the Juneau Ski Club's Race Team all on the hill together. By Thursday the 28<sup>th</sup> we were able to add Stickleback into the mix and were able to move snowguns back over to Hooter on Wednesday the 27<sup>th</sup> and started blowing below the road on Sourdough and down to the bottom of Ptarmigan and Hooter with the goal of running until the night of Sunday the 31st. Holiday Lesson Camps were very successful with all of the kids progressing in their abilities and able to ride the Porcupine Chair by the end of the three day program.

It is looking like we are in store for a change in the weather on New Year's day into a more active cycle with numerous waves of precipitation moving through. We have hopes of opening Hooter back up by Tuesday morning and to finish the School Holiday Break with a very busy finish by adding in more of the upper mountain terrain. More updates to come during our Board Meeting as the temperature range and intensity of the weeks weather is uncertain in many of the forecast models.

## **Events:**

The annual Christmas Eve with Santa arriving by sleigh to hand out gifts to the kids was a huge success thanks to the planning efforts of Jeffra and the rest of the staff. We had over 70 kids receive presents.

1/3/18 to 1/5/18 Holiday Ski Camp Session #2

1/5/18 and 1/6/18 Learn to Ski and Snowboard Month Specials: this includes 2 hour lesson, equipment rental and Porcupine lift ticket for two at the price of one! Also includes a \$10 off coupon for a Triple Play Learners Pack.

1/15/18 Bring a friend for Free Day. Bring your 2017/2018 Seasons Pass to the Ticket Window and receive 1 free lift ticket. Lesson and Rental Packages are available for first timers for \$20. Advanced reservation required.

1/20/18 Learn to Adapt with SAIL/ORCA. Learn about Adaptive Snowsports with free lessons on adaptive equipment.

1/21/18 World Snow Day Special. For a price of \$44 customers will receive a 2 hour group lesson, equipment rental and Porcupine lift ticket.

1/27/18 and 1/28/18 is the 36<sup>th</sup> Annual Learn to Ski Weekend for 3<sup>rd</sup>, 4<sup>th</sup>, and 5<sup>th</sup> graders who are first time skiers. 45 winners will receive bus transportation, rentals, lift tickets, lessons and lunch on Saturday and Sunday.

**Field House:**

I have been working with the Field House Board of directors to raise rates and consolidate hours on certain programs to develop a balanced budget going into their new calendar year. Sunday December 31<sup>st</sup> is the final day of the annual Holiday Cup Soccer Tournament.