

Manager's Report:

End of the Season Financial Outlook

As we come into the end of the season we are working on settling out all of our books and approximating the equipment, supplies and materials that will be needed to be purchased between now and the end of the year. The chart below shows the current and projected expenditures by department between now and the end of the year as well as the projected revenue between now and the end of the season. At this point we are projecting to be able to end the season without a draw on the Eaglecrest Fund Balance and will only draw funds needed from the Eaglecrest Foundation to allow us to have a neutral end of the season balance. The FY 18 budget had budgeted to draw \$75,000 from the Eaglecrest Foundation which is included in the revenue projections.

Departmental Exp to date		Projected Exp by Dept	Revenue projections	
Administration	\$ 985,628.00	85000	Donation Revenues	\$ 77,250.00
Ski Patrol	\$ 114,203.00	5000	Ski Lift Fees	\$ 127,652.00
Lift Operations	\$ 85,941.00	5000	Bus Pass sales	\$ 3,500.00
Mountain Maintenance	\$ 189,446.00	30000	Ski School Sales	\$ 98,791.00
Lodge Operations	\$ 158,574.00	14000	Annual Revenue	\$ 738,573.00
Snow Sports School	\$ 129,261.00	5000	Contract Revenue	\$ 163,522.00
Food Service	\$ 86,440.00		Permit Revenue	\$ 44,732.00
Marketing	\$ 54,490.00		Concession Fees	\$ 94,208.00
Building Maint	\$ 61,742.00		Vending Revenue	\$ 1,190.00
Vehicle Maint	\$ 43,036.00		Ski Repair	\$ 21,150.00
Field House	\$ 110,954.00	8000	Mechandise Sales	\$ 20,255.00
			Gift Certificate and Promotion	\$ 1,586.00
Total	\$ 2,019,715.00	152000	Facility Rental	\$ 9,900.00
Total including proj expense	\$	2,171,715.00	Locker Rental	\$ 63,261.00
			Ski Rental	\$ 80,207.00
Total Year end Balance	\$	75,077.00	Cash over/short	\$ 78.00
			Miscellaneous Revenue	\$ 937.00
			General Fund	\$ 675,000.00
			Road Service Area	\$ 25,000.00
			Total	\$ 2,246,792.00

FY 19 Budget

The Assembly will be hearing the final CBJ FY 19 Budget on Monday night June 4th. Included in the budget is the requested \$700,000 with the \$25,000 supplemental request. On the CIP side of the budget will be \$275,000 for general mountain improvements and deferred maintenance and an additional \$250,000 specifically for our snowmaking expansion that Norton Gregory worked hard to move forward in the FY 19 budget package.

Summer Project Update Ptarmigan/Bridge

The Ptarmigan Ramp Project is likely to begin in this first week of June. The top lift shack has now been decommissioned and the road is now free of snow. It is expected that all work will be completed by the first week in August which will leave plenty of time to do get the new lift shack rewired in and perform the annual maintenance on the Ptarmigan lift well ahead of the first snow of the year.

The Bridge reconstruction project is coming along well. As we started working with purchasing and the CBJ Risk Department it was determined that the bridge failure would be covered by our property insurance is the condition that the bridge was in was putting our infrastructure at in immediate jeopardy of flooding during the spring snow melt period. To date we have incurred approximately \$33,000 of total expense on the project including wages paid.

I will begin working with John Bohan and Greg Smith from engineering to go through the necessary process to begin acquiring the needed equipment to get started on our snowmaking expansion project.

We will be having our 5 year sanitary survey on our water treatment plant on Monday June 4th.

Mt Operations

Cory and Nick have been getting all of the snowcats detracked for the summer and are starting on the summer servicing of the snowcats during the rainier days and are geared up to begin line work on the Porcupine Chair Lift.

Trail Projects

Brian has his second full time trail worker starting in on Monday June 4th. He has a big summer of projects lined out with the bulk of this summer's work focused on manicuring the winter trails. Below is a copy of his summer trail plan. During the last two weeks Brian has been doing minor repairs to the bike trail on the mountain and has fortified the bridge entering the Treadwell ditch making some improvements from the flooding last fall. He has also assisted a volunteer trail group with transport of some bridging materials to the start of the Treadwell Ditch Trail.

Summer 2018 Trail Work Plan

Winter Ski Trails

Perennial Ski Trail maintenance:

- Brush/Mow Lower Mountain runs served by Hooter and Porcupine annually (September/October).
- Continue ~3 year Brushing rotation on East side runs from top of Ptarmigan to Top of Hooter; Sundance, Cheechako, Motherlode, Nugget, Portions of Williwaw Lower and Upper Nordic loop circuits.

- Evergreen Thinning on Hang Ten, Raven, Pow patch and as needed on Middle mountain runs (Lower Face and Upper Hilary's),

Glade work:

- Expand/Enhance the Hilda Glades (newly expanded terrain now within our ski area boundary) Working from North to South and primary traverse exit.
- West Side glade work Double dip towards Tugboat, Tugboat, Raven Rock Exit (reevaluated work after this ski season)

Trail Conditioning:

- No major Ski trail conditioning projects w/ a contractor scheduled at this time.
- Rock reduction on Williwaw, drill and split large boulders above entrance to Otter Slide and L. Spruce chute upper skiers right.
- Develop and implement plan to pad road margins where feasible.

Summer Hike-Bike Trails

Ridge Trail Loop and associated areas:

- Bridge installation at the upper temporary bridge location.
- Evaluate and adjust any 2nd winter snow load/creep trail issues.
- Harden short spur up to the sled shed and connect with primary ridge trail.
- Pioneer and brush short section along ridge crest to connect to existing primary "social" trail.

Dick's Lake Loop Trail:

- Start construction of the loop trail TBD (if at all this season)

Mountain Bike Trail work: (in partnership with JMBA) *FUNDING DEPENDENT*

- Maintenance work and tuning on Lower third of the existing trail.
- Participate in Gravity Logic Consultation on layout and design of future trails.
- Possible redesign the Upper two thirds of the trail. Assist contractor or JMBA volunteer crews where feasible during construction (Funding pending JMBA trails grant application approvals and or fund raising)

Volunteer Work Opportunities

- Volunteer agreements and liability with CBJ Risk (in use as of 9/2017)
- Nordic Trail work with the cooperation from the Juneau Nordic Ski Club (fall 2018 date TBD).
- Specific Glade projects TBD with vetted volunteers. Pre plan meeting held 4/6/18.

Director of Snow Sports, Rental, Retail and Repair and Marketing Manager Recruitment

The Manager has been working with CBJ Human Resources to restructure Jeffra Clough's previous position of Director of Snow Sports, Rental, Retail, Repair and Marketing to remove the Marketing and create one full time year around position for a Marketing Manager in addition to the Director of Snow Sports, Rental, Retail and Repair position. The manager hopes

to be open for recruitment for a five day limited opening by June 6th or 7th. Shortly following this opening the Manager is hoping to have the Marketing Manager Position open for recruitment. There are currently interested and qualified candidate for both positions.