

## Manager's Report 3-1-18

**Financial Report:** The chart shown below represents the trailing years of expenses and revenues year to date for each year shown. This allows us to track our performance in comparison to previous years. Mother Nature has finally started to do us some favors and has allowed us to open the upper mountain for the last two weeks. Strong revenues for the last two weeks are helping us to catch up to revenue levels seen in FY15 and FY16. We have been doing our best to keep expenses at a minimum as we have come out of the prolonged snow drought. We are hoping to continue on the current trend toward the end of the season.

	FY 11	FY 12	FY 13	FY14	FY15	FY16	FY17	FY18
Sales	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals
Ski School Fees	\$ 76,985	\$ 103,096	\$ 109,898	\$ 123,790	\$ 72,378	\$ 115,445	\$ 110,715	\$ 72,417
Ski Lift Fees	\$ 115,693	\$ 172,804	\$ 135,973	\$ 111,475	\$ 10,892	\$ 151,125	\$ 169,961	\$ 44,140
Advance Ticket	\$ 117,401	\$ 103,717	\$ 71,405	\$ 91,630	\$ 40,456	\$ 57,112	\$ 95,076	\$ 30,383
Season Ticket	\$ 257,164	\$ 319,138	\$ 303,328	\$ 325,800	\$ 302,796	\$ 209,939	\$ 173,212	\$ 220,202
On Line Season Pass Sale	\$ 439,318	\$ 474,859	\$ 530,094	\$ 515,325	\$ 461,583	\$ 263,080	\$ 352,475	\$ 460,990
Bus Fees	\$ 8,478	\$ 10,346	\$ 8,889	\$ 8,472	\$ 2,390	\$ 3,432	\$ 3,926	\$ 1,127
<b>USER FEES</b>	\$ 1,015,039	\$ 1,183,959	\$ 1,159,588	\$ 1,176,493	\$ 890,495	\$ 800,132	\$ 905,364	\$ 829,259
Retail - Soft G	\$ 28,502	\$ 29,847	\$ 21,767	\$ 22,014	\$ 7,029	\$ 28,368	\$ 29,417	\$ 13,797
Food Service	\$ 105,556	\$ 126,770	\$ 91,100	\$ 92,917	\$ 32,001	\$ 74,362	\$ 100,528	\$ 48,384
Ski Repair	\$ 22,202	\$ 23,150	\$ 22,338	\$ 19,607	\$ 12,085	\$ 14,638	\$ 14,148	\$ 15,708
<b>SALES</b>	\$ 156,260	\$ 179,767	\$ 135,205	\$ 134,537	\$ 51,115	\$ 117,368	\$ 144,093	\$ 77,889
Locker Rental F	\$ 61,293	\$ 68,568	\$ 68,370	\$ 68,623	\$ 68,476	\$ 62,163	\$ 63,631	\$ 63,260
Ski Rental	\$ 61,152	\$ 66,649	\$ 60,670	\$ 60,051	\$ 20,633	\$ 40,776	\$ 83,979	\$ 44,605
<b>RENTALS</b>	\$ 122,445	\$ 135,216	\$ 129,040	\$ 128,674	\$ 89,109	\$ 102,939	\$ 147,610	\$ 107,865
<b>Total Sales</b>	\$ 1,293,745	\$ 1,498,943	\$ 1,423,833	\$ 1,439,704	\$ 1,030,718	\$ 1,020,438	\$ 1,197,067	\$ 1,015,013

<b>Expenses</b>								
<b>Personnel Costs</b>								
Ski Area Administration	\$ 333,497	\$ 255,355	\$ 225,467	\$ 317,543	\$ 308,211	\$ 340,712	\$ 352,768	\$ 361,938
Ski Rental Shop	\$ 61,292	\$ 39,865	\$ 38,224	\$ 34,688	\$ 22,473	\$ 33,164	\$ 35,059	\$ 27,007
Ski Patrol Program	\$ 98,351	\$ 81,410	\$ 85,758	\$ 81,085	\$ 56,408	\$ 75,436	\$ 72,542	\$ 57,163
Lift Operation Program	\$ 194,019	\$ 151,809	\$ 140,473	\$ 41,909	\$ 21,636	\$ 55,061	\$ 60,582	\$ 34,294
Maintenance Program	\$ 87,322	\$ 106,606	\$ 80,482	\$ 118,571	\$ 91,861	\$ 79,781	\$ 104,336	\$ 83,601
Lodge Operations Program	\$ 60,854	\$ 33,298	\$ 55,813	\$ 44,316	\$ 32,123	\$ 44,843	\$ 36,065	\$ 42,314
Food Service	\$ 37,171	\$ 23,359	\$ 23,842	\$ 21,693	\$ 14,543	\$ 15,798	\$ 21,227	\$ 15,388
Marketing/Special Events	\$ -	\$ 19,460	\$ 18,357	\$ 16,574	\$ 11,047	\$ 17,657	\$ 19,973	\$ 13,906
Ski School Program	\$ 107,544	\$ 73,115	\$ 91,438	\$ 118,665	\$ 92,049	\$ 71,671	\$ 106,867	\$ 70,188
<b>Total Personnel Costs</b>	\$ 980,050	\$ 784,276	\$ 759,855	\$ 795,044	\$ 650,352	\$ 734,123	\$ 809,419	\$ 705,799
<b>Other Expenses</b>								
Ski Area Administration	\$ 208,152	\$ 226,078	\$ 223,240	\$ 231,067	\$ 227,500	\$ 229,742	\$ 211,174	\$ 208,020
Ski Rental Shop	\$ 38,032	\$ 23,171	\$ 17,495	\$ 23,523	\$ 21,056	\$ 10,945	\$ 15,604	\$ 17,725
Ski Patrol Program	\$ 9,513	\$ 9,395	\$ 23,757	\$ 9,872	\$ 13,851	\$ 5,315	\$ 7,412	\$ 8,711
Lift Operation Program	\$ 27,680	\$ 13,405	\$ 13,972	\$ 9,513	\$ 12,567	\$ 8,201	\$ 13,793	\$ 7,819
Maintenance Program	\$ 65,460	\$ 35,378	\$ 58,509	\$ 71,627	\$ 43,196	\$ 15,365	\$ 25,068	\$ 29,234
Lodge Operations Program	\$ 42,576	\$ 27,323	\$ 30,739	\$ 26,891	\$ 31,770	\$ 42,534	\$ 42,982	\$ 46,912
Food Service	\$ 48,644	\$ 52,728	\$ 51,191	\$ 44,278	\$ 23,697	\$ 45,537	\$ 51,388	\$ 20,675
Marketing/Special Events	\$ 32,975	\$ 26,998	\$ 32,135	\$ 32,720	\$ 26,983	\$ 23,989	\$ 24,157	\$ 24,885
Building Maint/Utilities	\$ 65,925	\$ 64,253	\$ 53,444	\$ 56,924	\$ 53,006	\$ 51,793	\$ 55,345	\$ 54,931
Ski School Program	\$ 3,468	\$ 4,519	\$ 1,782	\$ 2,468	\$ 3,542	\$ 1,402	\$ 3,055	\$ 2,758
Equipment Replacement	\$ 58,333	\$ 58,333	\$ 58,333	\$ 58,333	\$ 58,333	\$ 58,333	\$ 58,333	\$ 58,331
Vehicle Maintenance	\$ 36,646	\$ 22,777	\$ 8,581	\$ 17,195	\$ 10,893	\$ 20,187	\$ 23,277	\$ 24,482
<b>Total Other Expenses</b>	\$ 637,404	\$ 564,359	\$ 573,178	\$ 584,411	\$ 526,393	\$ 513,344	\$ 531,588	\$ 504,483
<b>Total Costs</b>	\$ 1,617,454	\$ 1,348,635	\$ 1,333,034	\$ 1,379,455	\$ 1,176,745	\$ 1,247,467	\$ 1,341,007	\$ 1,210,282

**Mountain Operations Update:** During the week of February 12<sup>th</sup> we got lucky and ended up on the cooler side of a storm system that was forecasted to rain half way up the mountain and ended up with 20 inches of snow across the mountain. The staff worked extremely hard hand shoveling garbage cans of snow to build top off load ramps on both Hooter and Ptarmigan Chair Lifts. By Saturday 2-17 the staff had taken the mountain from square one with hardly any snowpack and had Ptarmigan ready to open. The following week we decided to open Ptarmigan only on Thursday, Friday and Monday since all of the school groups that would traditionally use Porcupine and Hooter Chair had been canceled due to lack of snow. The snow depth at the top of Hooter was also still very thin and delicate and wanted to be sure we would still have enough snow to operate Hooter during the busier weekend days. Thankfully the active snowy weather pattern continued into last weekend which lead to a very busy weekend of skiing.

We experienced a maintenance issue on Ptarmigan Chair on Saturday that kept the chair closed for the day which did create some congestion. The proper time was taken to ensure the repairs were completed. Sunday was a beautiful sunny powder day that went very smoothly with the Patrol working hard to get the West Ridge open.

The mountain will be back to full operating schedule starting Thursday March 1<sup>st</sup> running Porcupine, Hooter and Ptarmigan from 9:00 to 4:00 daily. While servicing the generator for return to the Black Bear Chair we found a leak in the radiator. The replacement radiator is arriving on the 28<sup>th</sup>. It is our goal to get the Generator tested and up to Black Bear in order to perform safety checks on the lift and get it up and running as soon as possible for the spring.

The Snow Sports Staff has been busy getting the many of our school groups booked back into the calendar over the next couple of weeks. They are also looking at options to reschedule the annual Learn to Ski Event.

Weekend lessons continue to go along well in the Porcupine area. Snow Sports staff is looking forward to having more groomed terrain to work with in the coming weeks for the middle and upper level classes.

We have just closed the recruitment period to fill the Director of Base Operations and have received three applications for the position. We will be scheduling interviews over the next week with the hopes of filling the position by the beginning of April. Our Revenue Coordinator has been moved into the "Acting Director of Base Operations" position and will be helping us to finish up the season before moving to his summer job.

**Events:** will be updated for the Board Meeting.

**Dimond Field House:** Our staff restructuring is underway at the Dimond Field House. I have promoted a staff member from within who is very capable of taking on the Field House Supervisor Position. We have also been getting some facility repairs taken care of. User group bookings for March and April are up and things are going well.

**New Business:**

1. FY18 and FY19 Biennial Proposed Budget. Digital Copy included with packet. Paper Copy of the Budget will be available at the meeting.
2. Beer and Wine Special Event approval for Slush Cup April 7<sup>th</sup>. Per the CBJ resolution authorizing Beer and Wine Sales at Eaglecrest the Board must approve all special events where Beer and Wine will be sold. It is requested that the Board make a motion to approve Beer and Wine sales during the slush cup event on April 7<sup>th</sup> and one additional special event to be held between now and the end of the season at the discretion of the Mountain Staff.