

Manager's Report 11-1-18

Financial Analysis: The chart below is representative of actual expenses and income accrued year to date for this year and each year represented below. Sales have started to lag a little behind last seasons pace but is still up from FY 16 and FY 17. We are coming into the end of the Tier two pricing for seasons pass sales and are hoping to get a good final push through this weekend. Eaglecrest will be attending the Annual Ski Sale at Centennial Hall this weekend which historically is a very large sales weekend for Snowsports School and Seasonal Pass products. We are hoping to weather forecast holds true and we can see snow work its way down the peaks this on Thursday night and Friday to get people in the spirit.

	FY 11	FY 12	FY 13	FY14	FY15	FY16	FY17	FY18	FY19
	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals
Sales									
Ski School Fees	\$ 517	\$ 5,681	\$ 13,295	\$ 33,144	\$ 42,581	\$ 29,378	\$ 25,125	\$ 20,729	\$ 18,218
Ski Lift Fees	\$ -	\$ -	\$ 30	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Advance Ticket	\$ 43,448	\$ 13,477	\$ 21,132	\$ 25,731	\$ 16,698	\$ -	\$ 3,839	\$ 13,405	\$ 719
Season Ticket	\$ 118,188	\$ 101,241	\$ 141,109	\$ 213,232	\$ 174,253	\$ 80,425	\$ 73,611	\$ 96,023	\$ 139,014
On Line Season Pass Sales	\$ 420,262	\$ 349,065	\$ 491,063	\$ 474,315	\$ 410,523	\$ 230,882	\$ 328,239	\$ 421,196	\$ 355,382
Bus Fees	\$ 207	\$ 966	\$ 1,549	\$ 1,510	\$ 828	\$ 69	\$ -	\$ -	\$ 79
USER FEES	\$ 582,621	\$ 470,430	\$ 668,178	\$ 747,932	\$ 644,884	\$ 340,753	\$ 430,814	\$ 551,353	\$ 513,412
Retail - Soft G	\$ 85	\$ 10	\$ 25	\$ 803	\$ 9	\$ 403	\$ 511		\$ 103
Food Service	\$ 565	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		\$ -
Ski Repair	\$ 30	\$ -	\$ 755	\$ 960	\$ 90	\$ 178	\$ -		\$ 163
SALES	\$ 680	\$ 10	\$ 780	\$ 1,763	\$ 99	\$ 581	\$ 511		\$ 266
Locker Rental F	\$ 45,070	\$ 58,613	\$ 63,660	\$ 67,337	\$ 67,889	\$ 54,579	\$ 55,273	\$ 49,381	\$ 50,166
Ski Rental	\$ -	\$ -	\$ 3,591	\$ 6,940	\$ 6,266	\$ 4,634	\$ 8,412	\$ 5,831	\$ 6,648
RENTALS	\$ 45,070	\$ 58,613	\$ 67,251	\$ 74,277	\$ 74,154	\$ 59,213	\$ 63,685	\$ 55,212	\$ 56,814
Total Sales	\$ 628,371	\$ 529,053	\$ 736,209	\$ 823,972	\$ 719,137	\$ 400,547	\$ 495,010	\$ 606,565	\$ 570,492
Expenses									
Personnel Costs									
Ski Area Administration	\$ 149,954	\$ 96,810	\$ 89,835	\$ 154,965	\$ 153,804	\$ 161,253	\$ 171,434	\$ 163,740	\$ 130,903
Ski Rental Shop	\$ 1,062	\$ 696	\$ 761	\$ 2,081	\$ 457	\$ 1,997	\$ -		\$ -
Ski Patrol Program	\$ 605	\$ 53	\$ 5,408	\$ -	\$ 1,955	\$ 137	\$ -	\$ 303	
Lift Operation Program	\$ 60,801	\$ 50,605	\$ 48,729	\$ 360	\$ -	\$ 131	\$ -		\$ 753
Maintenance Program	\$ 25,494	\$ 33,871	\$ 23,555	\$ 49,285	\$ 48,396	\$ 18,477	\$ 29,952	\$ 19,423	\$ 39,856
Lodge Operations Program	\$ 2,515	\$ 4,197	\$ 13,376	\$ 8,700	\$ 9,081	\$ 10,299	\$ 8,429	\$ 7,242	\$ 10,336
Food Service	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 157	\$ -		\$ -
Marketing/Special Events	\$ -	\$ 2,841	\$ 4,294	\$ 3,707	\$ 490	\$ 5,193	\$ 2,174	\$ 2,161	\$ 4,054
Ski School Program	\$ 78	\$ 66	\$ 1,572	\$ 21,753	\$ 20,026	\$ 796	\$ 5,931	\$ 6,352	\$ 2,200
Dimond Park Field House									
Total Personnel Costs	\$ 240,508	\$ 189,139	\$ 187,530	\$ 240,851	\$ 234,210	\$ 198,439	\$ 217,918	\$ 199,221	\$ 188,102
Other Expenses									
Ski Area Administration	\$ 99,117	\$ 90,244	\$ 91,656	\$ 94,096	\$ 92,944	\$ 84,636	\$ 82,540	\$ 91,404	\$ 76,580
Ski Rental Shop	\$ 2,670	\$ 5,635	\$ 894	\$ 2,306	\$ -	\$ 1,987	\$ -		\$ 771
Ski Patrol Program	\$ 2,874	\$ 940	\$ 8,149	\$ -	\$ 5,967	\$ 667	\$ 89		\$ 323
Lift Operation Program	\$ 17,098	\$ 6,757	\$ 3,942	\$ 2,503	\$ 5,101	\$ 1,879	\$ 3,128	\$ 2,742	\$ 932
Maintenance Program	\$ 30,691	\$ 9,555	\$ 32,283	\$ 34,025	\$ 39,551	\$ 3,173	\$ 4,519	\$ 2,016	\$ 13,325
Lodge Operations Program	\$ 15,167	\$ 8,325	\$ 17,017	\$ 11,389	\$ 17,358	\$ 6,960	\$ 4,688	\$ 6,599	\$ 9,284
Food Service	\$ 880	\$ -	\$ -	\$ -	\$ (3,698)	\$ -	\$ -	\$ 97	\$ 132
Marketing/Special Events	\$ 9,119	\$ 3,504	\$ 3,071	\$ 6,810	\$ 1,719	\$ 2,874	\$ 2,920	\$ 5,439	\$ 6,056
Building Maint/Utilities	\$ 3,969	\$ 5,837	\$ 51,472	\$ 5,097	\$ 50,184	\$ 350	\$ 2,624	\$ 788	\$ 4,990
Ski School Program	\$ 1,156	\$ 550	\$ -	\$ 892	\$ 856	\$ 290	\$ 1,124	\$ 971	\$ 624
Equipment Replacement	\$ 33,333	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 29,166	\$ 29,169
Vehicle Maintenance	\$ 18,816	\$ 8,262	\$ 1,618	\$ 891	\$ 170	\$ 548	\$ 5,044	\$ 1,626	\$ 875
Dimond Park Field House									
Total Other Expenses	\$ 234,891	\$ 164,609	\$ 235,102	\$ 183,009	\$ 235,151	\$ 128,364	\$ 131,676	\$ 140,848	\$ 143,061
Total Costs	\$ 475,399	\$ 353,749	\$ 422,632	\$ 423,860	\$ 469,361	\$ 326,803	\$ 349,594	\$ 340,069	\$ 331,163

Outstanding Projects:

Snowmaking Expansion: We have one more day of work to finish up the welding work on the pump station on the Sourdough Pipeline. We are very pleased with the progress on the project. We will be continuing work on the pipeline that will run over toward the Black Bear Chair as long as weather allows. The goal will be to get the pipe run up to the Hilda Dam in the next two weeks. The Electrical contractor and Engineer have been working with us maximizing the electrical capabilities of the 400KW Generator to run the new water pump and as many

additional snowguns as possible. We also have the insulation on the pump house scheduled for early next week. We are hopeful that the pump station will be ready to be brought online by the third week of November.

The new filtration screen is over the intake to the snowmaking water line is scheduled for the first week of November. Work is continuing with DNR to install new water monitoring equipment and issue a new water use permit to allow research to be done to evaluate the need to raise the Cropley Dam or pursue other water sources to provide additional snowmaking water supply.

Cabin Project: Progress is continuing on the access road to the Cabin. The Bridge over the creek is now in and the trees are cut from the access road. Work will continue on this project until snow arrives. It is the hopes that the road can get roughed in prior to snowfall to allow for construction to be complete by mid-summer next summer. The construction material for the Cabin itself have arrived to Jim Triplette's shop and prefabrication of much of the Cabin will happen throughout the winter.

Beer and Wine Sales: Abby Williams is going to be moving forward with exercising her appeal rights in an effort to try and clarify the proposed operating and event schedule to be consistent with the scope of allowed uses with the Receptions Site License. At the same time we will be moving forward with finalizing our renovations to the space to be ready for any final inspections should the AMCO Board reconsider their ruling for this season.

Mt Operations: Wiring of the new Black Bear Generator has been completed and has been operational as the Lift Maintenance Crew has been out working on the chair line. The crew has been happy with the operation of the generator so far. The Lift Maintenance Team has been finishing up other work on Ptarmigan and other lifts in preparation for opening. The finishing touches of the new Ptarmigan Lift Shack are scheduled for the end of this week.

Snowmaking gear is being deployed into the Porcupine area and will ready to run by November 5th. The Mt Operations team is planning to start with eight guns running in the Porcupine Area to quickly prepare it for opening. The team will then be resetting the gear with the goal for getting a route of manmade snow to the top of Hooter Chair, over toward the base of Black Bear and up toward Log Jam using the new pumping station to connect to the higher elevation natural snow.

Hiring efforts into the Lift Operations, Grooming and Snowmaking staff is continuing.

Summer Trail Crew: Summer Trail Crew has finished up their work for the year and has all of the alpine and Nordic trails mowed, brushed and ready for the coming season.

SSS RRR Update:

Base Operations: Base Operations has been busy getting everyone trained up and ready for the start of the season. We have been able to fill out our new kitchen crew with a talented chef that will be bringing some new energy to the Kitchen from his experience running the kitchen for Deck Hand Daves during the summer season.

Marketing: Charlie Herrington has just completed the launch of our new website. He has done a fantastic job coming up with the new format which is completely mobile optimized and will autosize each page automatically to provide the best display for whatever type of device is being used to access the website. The new site is very rich in photo and has a lot of capacity to carry high end video content. The back end of the website is much more streamlined which will make efficient. The old