

Manager's Report February 2019

Financial Report:

In the chart shown below you will see the actual revenue and expenses as recorded year to date for the years shown. Although we were down quite a bit from last year in seasons pass sales we have been making up the difference in all of our other revenue centers and have surpassed our revenues from FY18 Fy16 and FY 15. The weather over the last two weeks has been very challenging and has been having a negative effect on daily sales. We are hopeful that sales will be picking up with new snow in the forecast for the start of the coming ski week. During this time we have been working to manage all of our expenses as tight as possible as we keep all the lifts running. You will see our total expenses are in line with last season even though we have been consistently operating all lifts as scheduled. You will also notice that we did a running tally on sales over expenses for the last five years and are running more efficiently than the last four years. In FY 15 the sales were anchored by strong seasons pass sales that were the result of great snow during the previous season.

	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	\$ 60,127	\$ 92,715	\$ 99,529	\$ 110,866	\$ 71,865	\$ 109,730	\$ 100,951	\$ 69,312	\$ 82,247
Ski Lift Fees	\$ 86,537	\$ 146,523	\$ 112,684	\$ 81,642	\$ 10,417	\$ 139,942	\$ 141,943	\$ 44,140	\$ 73,080
Advance Ticket	\$ 115,233	\$ 100,299	\$ 68,761	\$ 89,727	\$ 40,456	\$ 57,112	\$ 92,804	\$ 30,383	\$ 57,048
Season Ticket	\$ 252,731	\$ 318,278	\$ 302,915	\$ 324,679	\$ 306,467	\$ 202,128	\$ 173,153	\$ 215,168	\$ 229,754
On Line Season Pass Sales	\$ 439,318	\$ 474,859	\$ 528,394	\$ 515,325	\$ 461,583	\$ 263,080	\$ 352,475	\$ 460,990	\$ 389,841
Bus Fees	\$ 7,146	\$ 9,288	\$ 8,520	\$ 7,815	\$ 2,267	\$ 3,245	\$ 3,657	\$ 1,127	\$ 1,127
USER FEES	\$ 961,092	\$ 1,141,962	\$ 1,120,802	\$ 1,130,054	\$ 893,054	\$ 775,236	\$ 864,983	\$ 821,120	\$ 833,096
Retail - Soft G	\$ 23,327	\$ 27,499	\$ 17,118	\$ 16,725	\$ 6,358	\$ 25,806	\$ 27,403	\$ 13,625	\$ 17,605
Food Service	\$ 79,503	\$ 103,979	\$ 72,862	\$ 66,365	\$ 27,606	\$ 65,788	\$ 83,084	\$ 48,384	\$ 50,602
Ski Repair	\$ 20,361	\$ 21,505	\$ 20,386	\$ 17,126	\$ 11,685	\$ 13,575	\$ 13,042	\$ 15,214	\$ 10,092
SALES	\$ 123,192	\$ 152,984	\$ 110,366	\$ 100,217	\$ 45,648	\$ 105,169	\$ 123,529	\$ 77,223	\$ 78,299
Locker Rental F	\$ 61,293	\$ 68,568	\$ 68,370	\$ 68,236	\$ 68,476	\$ 62,163	\$ 63,631	\$ 63,260	\$ 62,839
Ski Rental	\$ 47,551	\$ 55,850	\$ 52,351	\$ 45,208	\$ 20,134	\$ 36,938	\$ 72,718	\$ 43,679	\$ 38,004
RENTALS	\$ 108,844	\$ 124,418	\$ 120,721	\$ 113,444	\$ 88,609	\$ 99,101	\$ 136,349	\$ 106,939	\$ 100,842
Total Sales	\$ 1,193,127	\$ 1,419,363	\$ 1,351,889	\$ 1,343,715	\$ 1,027,312	\$ 979,507	\$ 1,124,861	\$ 1,005,282	\$ 1,012,237
Expenses									
Personnel Costs									
Ski Area Administration	\$ 333,497	\$ 255,355	\$ 225,467	\$ 317,543	\$ 308,211	\$ 340,712	\$ 352,768	\$ 361,938	\$ 322,585
Ski Rental Shop	\$ 61,292	\$ 39,865	\$ 38,224	\$ 34,688	\$ 22,473	\$ 33,164	\$ 35,059	\$ 27,007	\$ 22,037
Ski Patrol Program	\$ 98,351	\$ 81,410	\$ 85,758	\$ 81,085	\$ 56,408	\$ 75,436	\$ 72,542	\$ 57,163	\$ 51,781
Lift Operation Program	\$ 194,019	\$ 151,809	\$ 140,473	\$ 41,909	\$ 21,636	\$ 55,061	\$ 60,582	\$ 34,294	\$ 15,653
Maintenance Program	\$ 87,322	\$ 106,606	\$ 80,482	\$ 118,571	\$ 91,861	\$ 79,781	\$ 104,336	\$ 83,601	\$ 110,372
Lodge Operations Program	\$ 60,854	\$ 33,298	\$ 55,813	\$ 44,316	\$ 32,123	\$ 44,843	\$ 36,065	\$ 42,314	\$ 63,662
Food Service	\$ 37,171	\$ 23,359	\$ 23,842	\$ 21,693	\$ 14,543	\$ 15,798	\$ 21,227	\$ 15,388	\$ 12,056
Marketing/Special Events	\$ -	\$ 19,460	\$ 18,357	\$ 16,574	\$ 11,047	\$ 17,657	\$ 19,973	\$ 13,906	\$ 36,288
Ski School Program	\$ 107,544	\$ 73,115	\$ 91,438	\$ 118,665	\$ 92,049	\$ 71,671	\$ 106,867	\$ 70,188	\$ 61,156
Total Personnel Costs	\$ 980,050	\$ 784,276	\$ 759,855	\$ 795,044	\$ 650,352	\$ 734,123	\$ 809,419	\$ 705,799	\$ 695,590
Other Expenses									
Ski Area Administration	\$ 208,152	\$ 226,078	\$ 223,240	\$ 231,067	\$ 227,500	\$ 229,742	\$ 211,174	\$ 208,020	\$ 192,658
Ski Rental Shop	\$ 38,032	\$ 23,171	\$ 17,495	\$ 23,523	\$ 21,056	\$ 10,945	\$ 15,604	\$ 17,725	\$ 10,701
Ski Patrol Program	\$ 9,513	\$ 9,395	\$ 23,757	\$ 9,872	\$ 13,851	\$ 5,315	\$ 7,412	\$ 8,711	\$ 2,112
Lift Operation Program	\$ 27,680	\$ 13,405	\$ 13,972	\$ 9,513	\$ 12,567	\$ 8,201	\$ 13,793	\$ 7,819	\$ 18,750
Maintenance Program	\$ 65,460	\$ 35,378	\$ 58,509	\$ 71,627	\$ 43,196	\$ 15,365	\$ 25,068	\$ 29,234	\$ 38,141
Lodge Operations Program	\$ 42,576	\$ 27,323	\$ 30,739	\$ 26,891	\$ 31,770	\$ 42,534	\$ 42,982	\$ 46,912	\$ 59,301
Food Service	\$ 48,644	\$ 52,728	\$ 51,191	\$ 44,278	\$ 23,697	\$ 45,537	\$ 51,388	\$ 20,675	\$ 33,289
Marketing/Special Events	\$ 32,975	\$ 26,998	\$ 32,135	\$ 32,720	\$ 26,983	\$ 23,989	\$ 24,157	\$ 24,885	\$ 21,159
Building Maint/Utilities	\$ 65,925	\$ 64,253	\$ 53,444	\$ 56,924	\$ 53,006	\$ 51,793	\$ 55,345	\$ 54,931	\$ 57,730
Ski School Program	\$ 3,468	\$ 4,519	\$ 1,782	\$ 2,468	\$ 3,542	\$ 1,402	\$ 3,055	\$ 2,758	\$ 2,334
Equipment Replacement	\$ 58,333	\$ 58,333	\$ 58,333	\$ 58,333	\$ 58,333	\$ 58,333	\$ 58,333	\$ 58,331	\$ 58,338
Vehicle Maintenance	\$ 36,646	\$ 22,777	\$ 8,581	\$ 17,195	\$ 10,893	\$ 20,187	\$ 23,277	\$ 24,482	\$ 21,846
Total Other Expenses	\$ 637,404	\$ 564,359	\$ 573,178	\$ 584,411	\$ 526,393	\$ 513,344	\$ 531,588	\$ 504,483	\$ 516,359
Total Costs	\$ 1,617,454	\$ 1,348,635	\$ 1,333,034	\$ 1,379,455	\$ 1,176,745	\$ 1,247,467	\$ 1,341,007	\$ 1,210,282	\$ 1,211,949
Over/(Short)					(149,433)	(267,960)	(216,146)	(204,999)	(199,711)

Snowmaking Operations:

We have been able to have a very successful run of snowmaking using the new pumping station. Over a period of three and a half days we have been able to blow enough snow to cover Sourdough with enough depth to cover up the mountain bike trail and summer road and groom the trail for one edge to the other. The pump station and new pipe line performed as designed. We are still working on bringing our new HKD air/water snowguns online. The Below zero temperatures created some challenges with the mechanics of the air compressor. We are working through this and are going to be renting a larger compressor for the next two weeks of snowmaking. Our next target for snowmaking will be on the Trails Egomania and Sneaky with Lower Hilary's to follow behind that.

Mountain Operations: The weather has been posing some challenges with another round of rain to the top of the mountain. Luckily our snowpack has proven to be very resilient up on the mountain. Our last weather event put down a good 7 inches of snow on the Upper Mountain but then turn to rain as the storm finished. The next day, the temperatures plummeted which put a fairly hefty ice crust over all of the snow. This did however allow us to groom many additional trails on the east side of the upper mountain which gave customers some options of good skiable terrain despite the ice crust.

We have been working through a number lift repairs over the last couple weeks as we strive to keep the lifts in top working conditions and most importantly safe for our customers. We contracted to have Frank Judge from Superior Tramway up to this past week to do some trouble shooting, diagnosis and reprogramming of our digital control systems that drive the lifts. Superior Tramway designed and installed the digital drive systems years ago.

Snowsports School, Rental, Retail and Repair:

SSS

- All youth Multi- Day Programs are running, and are entering week 6 with 113 Students
- Sign-ups for second session of Wee Ski are filling up
- January was Learn to Ski and Snowboard Month we saw
 - New Adults Ski/SB- 101
 - New Youth Ski/SB- 166
- Mendenhall Auto Subaru Sponsored the Annual Learn to ski Weekend Jan. 25-26
 - 17 Participants- Grades 3-5
- School Groups have been coming to the mountain and are scheduled into April.
- Homeschool Lessons are in are in week 4 of 10 weeks
- PSIA- Clinician was at Eaglecrest Feb 1-2 for Instructor Education
- Community Outreach-booking groups from around Southeast Alaska
- SSS sales staff have been doing a fantastic job at follow up emails for Triple plays and Beyond Beginner multi lessons

RRR

- Working on rental orders for next season
- Rental numbers are up from last season

- Retail orders are due for next season
- Repair has had a steady stream of equipment go into the shop this season.

Events:

Scheduled Events

- Sunday Race League w Juneau Ski Club
- Women's Reach The Peak (ongoing)
- Ptarmigan & Beyond Series #1 –Starting February 10
- Ptarmigan & Beyond Series #2 – Starting March 16
- Women's Yes You Can Workshop – March 9
- Bring A Friend Day February 24
- Bring A Friend Day March 25
- Slush Cup April 6*
- Closing Day Concert April 7*

Unscheduled Events

- Tugman Obstacle Race TBA (snow)*
- Terrain Park Event TBA (snow)
- Banked Slalom Event TBA (snow)
- Alaskan Brewing Scavenger Hunt TBA (early March)*

Summer Operations Update:

As I continue working on compiling the financials and separating out the projects into different phases I have come up with some preferred locations for the Mountain Coaster to be positioned on CBJ Land in between Log Jam and The Porcupine Area. I also feel that moving the Summer Gondola onto CBJ lands could greatly reduce costs due to the infrastructure that is currently in place. I had a very productive meeting with Juneau Economic Development Council's Visitor Products Cluster Working Group on January 30th. All in attendance were supportive of the concept and offered up some feedback. I will be reconvening with a more focused group in the weeks to come for some additional planning and feedback.

We have just received the Gravity Logic Mountain Bike Feasibility Study for Lift Served Mountain Biking at Eaglecrest. They provided us a very detailed financial proforma. Due to our limited population base to pull users from and the high cost of construction due to our difficult soil structure they recommended not developing a stand-alone Mountain Bike Park. If the Mountain Bike Park were part of a larger summer experience which was already using the chair lift for sightseeing than financial outlook would improve greatly.

Dimond Park Field House:

We just hosted the spring scheduling meeting with the primary soccer, softball, baseball and flag football groups. The month of March and the first two weeks of April are in the highest demand as there are many teams that all need turf space to prepare for tournaments in their respective sports. The winter sports season has been going smoothly due to the efforts in the fall to evenly allocate the turf time to all of the users.

