

Managers' Report April 2019

Financial Report:

The chart below reflects the actual expenses and revenue as accrued year to date per department. Now that the season is winding down we will be working to reconcile all of our accounts and project forward our end of the season finishing numbers. Sales exceeded FY15 FY16 and FY18 while falling behind FY 17. All departments have been working very hard to keep expenses low and drive revenue despite the challenging weather. This is reflected with expenses basically staying flat compared to last season despite us operating the upper mountain lifts 73 of our 85 operating days this season. The bottom line of the chart below in red shows the total net loss in this point of the season. We are currently running more efficiently than the last four years.

	FY 11	FY 12	FY 13	FY14	FY15	FY16	FY17	FY 18	FY 19
Sales	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals	Actuals
Ski School Fees	\$ 102,982	\$ 122,325	\$ 133,757	\$ 143,735	\$ 42,582	\$ 116,965	\$ 128,866	\$ 84,805	\$ 148,996
Ski Lift Fees	\$ 206,618	\$ 244,312	\$ 211,458	\$ 167,302	\$ 11,318	\$ 155,260	\$ 248,895	\$ 104,945	\$ 169,928
Advance Ticket	\$ 117,764	\$ 107,994	\$ 74,675	\$ 92,831	\$ 40,456	\$ 57,112	\$ 99,517	\$ 38,034	\$ 66,680
Season Ticket	\$ 90,292	\$ 326,217	\$ 310,790	\$ 331,908	\$ 302,261	\$ 209,964	\$ 198,404	\$ 215,698	\$ 233,067
On Line Season Pass Sales	\$ 588,023	\$ 475,629	\$ 531,364	\$ 515,836	\$ 461,583	\$ 263,080	\$ 357,909	\$ 461,108	\$ 389,950
Bus Fees	\$ 14,523	\$ 12,742	\$ 10,122	\$ 10,647	\$ 2,335	\$ 4,153	\$ 5,655	\$ 4,685	\$ 2,091
USER FEES	\$ 1,120,202	\$ 1,289,218	\$ 1,272,166	\$ 1,262,258	\$ 860,534	\$ 806,533	\$ 1,039,246	\$ 909,275	\$ 1,010,712
Retail - Soft G	\$ 37,697	\$ 35,943	\$ 30,169	\$ 30,802	\$ 7,227	\$ 31,031	\$ 42,333	\$ 18,995	\$ 30,321
Food Service	\$ 158,825	\$ 174,934	\$ 140,450	\$ 140,040	\$ 33,321	\$ 81,343	\$ 147,179	\$ 80,905	\$ 108,103
Ski Repair	\$ 19,371	\$ 28,467	\$ 25,675	\$ 24,430	\$ 12,494	\$ 15,353	\$ 17,894	\$ 19,598	\$ 14,406
SALES	\$ 215,893	\$ 239,344	\$ 196,294	\$ 195,272	\$ 53,042	\$ 127,728	\$ 207,407	\$ 119,498	\$ 152,831
Locker Rental F	\$ 55,541	\$ 68,568	\$ 68,892	\$ 68,623	\$ 68,476	\$ 62,163	\$ 63,770	\$ 63,260	\$ 71,433
Ski Rental	\$ 121,189	\$ 93,660	\$ 88,663	\$ 83,211	\$ 21,154	\$ 43,770	\$ 120,405	\$ 70,855	\$ 66,813
RENTALS	\$ 176,729	\$ 162,228	\$ 157,555	\$ 151,834	\$ 89,630	\$ 105,933	\$ 184,175	\$ 134,115	\$ 138,246
Total Sales	\$ 1,512,824	\$ 1,690,790	\$ 1,626,015	\$ 1,609,364	\$ 1,003,206	\$ 1,040,194	\$ 1,430,828	\$ 1,162,888	\$ 1,301,788
Expenses									
Personnel Costs									
Ski Area Administration	\$ 372,317	\$ 314,582	\$ 267,602	\$ 376,165	\$ 370,270	\$ 394,728	\$ 429,349	\$ 408,704	\$ 401,821
Ski Rental Shop	\$ 69,698	\$ 54,773	\$ 55,570	\$ 52,244	\$ 27,636	\$ 44,980	\$ 49,314	\$ 38,197	\$ 35,981
Ski Patrol Program	\$ 113,187	\$ 117,823	\$ 129,528	\$ 121,718	\$ 66,610	\$ 102,702	\$ 110,305	\$ 83,128	\$ 81,007
Lift Operation Program	\$ 217,416	\$ 205,245	\$ 186,790	\$ 72,160	\$ 30,894	\$ 74,185	\$ 95,796	\$ 57,130	\$ 39,922
Maintenance Program	\$ 94,667	\$ 137,766	\$ 111,705	\$ 145,921	\$ 100,641	\$ 100,361	\$ 138,768	\$ 110,024	\$ 140,136
Lodge Operations Program	\$ 68,845	\$ 46,876	\$ 79,808	\$ 63,570	\$ 36,452	\$ 56,958	\$ 50,466	\$ 56,563	\$ 87,345
Food Service	\$ 42,257	\$ 35,083	\$ 34,800	\$ 33,521	\$ 18,223	\$ 21,514	\$ 32,338	\$ 69,323	\$ 22,488
Marketing/Special Events	\$ -	\$ 28,307	\$ 24,838	\$ 23,062	\$ 12,451	\$ 21,600	\$ 26,964	\$ 17,358	\$ 50,835
Ski School Program	\$ 140,387	\$ 110,329	\$ 144,011	\$ 167,583	\$ 113,093	\$ 103,149	\$ 156,704	\$ 101,409	\$ 100,310
Total Personnel Costs	\$ 1,118,773	\$ 1,050,784	\$ 1,034,651	\$ 1,055,943	\$ 776,270	\$ 920,179	\$ 1,090,005	\$ 941,836	\$ 959,844
Other Expenses									
Ski Area Administration	\$ 234,596	\$ 269,014	\$ 267,969	\$ 270,298	\$ 261,947	\$ 261,439	\$ 264,331	\$ 269,824	\$ 261,357
Ski Rental Shop	\$ 38,529	\$ 45,963	\$ 33,674	\$ 31,435	\$ 26,399	\$ 20,916	\$ 29,331	\$ 28,330	\$ 26,766
Ski Patrol Program	\$ 9,631	\$ 9,496	\$ 24,522	\$ 16,921	\$ 13,851	\$ 8,358	\$ 7,648	\$ 10,492	\$ 2,919
Lift Operation Program	\$ 32,756	\$ 13,932	\$ 15,365	\$ 10,477	\$ 12,737	\$ 12,583	\$ 13,918	\$ 7,932	\$ 25,404
Maintenance Program	\$ 79,447	\$ 84,109	\$ 61,032	\$ 88,889	\$ 43,196	\$ 29,203	\$ 48,892	\$ 45,056	\$ 41,951
Lodge Operations Program	\$ 62,562	\$ 39,531	\$ 44,465	\$ 39,603	\$ 43,988	\$ 54,911	\$ 53,095	\$ 64,126	\$ 70,333
Food Service	\$ 66,041	\$ 70,964	\$ 69,152	\$ 67,978	\$ 23,512	\$ 53,150	\$ 70,326	\$ 64,126	\$ 57,561
Marketing/Special Events	\$ 40,326	\$ 32,164	\$ 37,980	\$ 35,281	\$ 27,070	\$ 29,017	\$ 30,428	\$ 25,845	\$ 24,282
Building Maint/Utilities	\$ 67,126	\$ 66,211	\$ 54,844	\$ 56,993	\$ 53,071	\$ 51,913	\$ 55,345	\$ 61,673	\$ 57,865
Ski School Program	\$ 4,510	\$ 4,784	\$ 1,921	\$ 3,349	\$ 3,542	\$ 1,402	\$ 3,055	\$ 2,829	\$ 2,334
Equipment Replacement	\$ 66,666	\$ 66,667	\$ 66,667	\$ 66,667	\$ 66,667	\$ 66,667	\$ 75,000	\$ 74,997	\$ 75,006
Vehicle Maintenance	\$ 41,563	\$ 35,259	\$ 9,196	\$ 32,818	\$ 13,928	\$ 21,133	\$ 32,668	\$ 29,202	\$ 30,430
Total Other Expenses	\$ 743,752	\$ 738,093	\$ 686,787	\$ 720,709	\$ 589,907	\$ 610,692	\$ 684,036	\$ 684,432	\$ 676,208
Total Costs	\$ 1,862,525	\$ 1,788,877	\$ 1,721,438	\$ 1,776,652	\$ 1,366,177	\$ 1,530,870	\$ 1,774,041	\$ 1,626,268	\$ 1,636,051
Total Net	\$ (349,701)	\$ (98,087)	\$ (95,423)	\$ (167,288)	\$ (362,971)	\$ (490,677)	\$ (343,212)	\$ (463,380)	\$ (334,263)

Mountain Operations:

The weather continued to pose major challenges to us as we came up to the end of the season. The end of February and the beginning of March had us locked into a major drought. We did manage to receive 43 inches of snow at the top of the mountain during the middle of the month. Unfortunately, this snow was directly followed by a couple of days of rain to the top of the mountain prior to entering one of the warmest and driest ends to the month of March.

Despite all of the weather challenges we were able to keep the upper mountain operating until March 31st and the Porcupine and Hooter Areas going until April 5th. The mountain has had school group lessons booked straight through the last day of operations and have certainly hooked another big group of kids into the joys of skiing and snowboarding for the years to come.

Due to our snowmaking efforts on the ski trail Sourdough the mountain was able to host the State of Alaska Alpine Racing Championships with the Juneau Ski Club for the U12 and U14 age groups. This attracted over 200 visitors to Eaglecrest from Fairbanks, the Matsu Valley and Anchorage. The hot weather that has hit Juneau has also impacted all of the home ski areas that these racers were visiting from. All of the Coaches and Athletes were extremely impressed with the quality of our snow and terrain that we were able to offer for the event. Many of these people are already making plans for a return visit to Juneau.

Sunday March 31st marked the official closing day of the upper mountain. The Marketing and Events team did a great job planning an end of the season party complete with two live bands a BBQ and Beer Garden. Lots of work from all departments went into the execution of the event and a great time was had by all.

The three race Powder Keg Cup Randonee Race Series was also a huge success with around 45 racers competing in each race and 75 individual racers spread out between all three events. This event proved to be a great way to engage with our rapidly growing contingent of uphill skiers and snowboarders.

Season End Wrap Up

Starting on Saturday April 6th we will begin the process of closing down the rental shop and retail shop in preparation for Alaska Zipline to move into the Porcupine Lodge for the start of their summer season operating at Eaglecrest. The Marketing team will be finishing up their final video editing projects of the season with a season recap video that will highlight the great happenings of the year. Ski Patrol has already started removal of their signage and safety ropes around the mountain. The lift crew will be jumping right into summer servicing on all of the ski lifts and mountain vehicles to ensure a smooth year of operations on the lifts as well as the most efficient snowmaking season possible.

In the next couple of weeks we will compile our end of the season participation numbers and financial projections looking forward to the year end. We will also be preparing our proposed pricing for the 2019 / 2020 ski season for the Finance Committee meeting on May 23rd.