

EAGLECREST BOARD OF DIRECTORS
Meeting Minutes
Thursday April 4th, 2019, 5:30pm
Room 224

Minutes:

1. ROLL CALL

Mike Satre, Mike Stanley, Bruce Garrison, Jon Dale, and Megan Gregory, Dave Hanna were all present. Stephanie Hoag was not available and had an excused absence. General Manager Dave Scanlan was present.

2. APPROVAL OF AGENDA

Dave Hanna moved to approve the agenda, Jon seconded the motion and the Agenda was unanimously approved.

3. APPROVAL OF MINUTES

March 7th meeting minutes. Dave Hanna moved to approve the minutes, Mike Satre seconded, the minutes were approved with no objection.

4. PUBLIC PARTICIPATION

Emily Palmer from Parks and Rec shared that Parks and Rec was developing an agenda for a joint meeting. Parks and Rec are going to first invite Dave Scanlan to a meeting to better understand Eaglecrest priorities and then sit down with the entire board.

5. COMMITTEE & LIAISON REPORTS

The planning committee report was canceled it will be rescheduled at a later date once more legal information is received regarding compensation.

6. MANAGERS REPORT was presented by Dave Scanlan.

Dave started out by thanking all the staff for their help and support during a challenging weather year.

- a. Financial Report. See the Manager's Report for detail. The staff is working hard on end of year financial reports. Dave is working with the staff to prioritize projects with available CIP funds.
- b. Mt Operations Update. See the Manager's Report for detail. The end of season party was a great success and a great way to end the season. Food sales exceed expectations.
- c. Season end wrap up. See Manager's Report for details. School group lessons more than doubled from last year. The staff is discussing pricing strategies for the finance committee meeting at the end of May. The staff will be able to provide detailed sales information for the meeting. Bruce asked for information regarding the number of lockers sold and the number that remained unused. More information will be provided at the finance meeting. Bruce asked that if

that a large number of lockers were unused had the mountain considered removing them to make better use of the space. Mike Stanley asked about the status of the lift servicing/electrical report. The mountain has been continually asking Frank from Superior Tramway for the report, they hope to have it available for the next meeting. The mountain will review the report and build their summer maintenance based off of information provided. Mike Stanley was concerned that the delay of the report could impact work completion prior to next season. Jon Dale shared with the board that through e-mail, he asked Dave Scanlan to provide the board with the number of hours the lifts were not available due to maintenance. Bruce would like to track these hours from this year going forward. Bruce asked about a plan for repairs to tower #2 on the Hooter lift (moisture and temperatures have caused alignment issues throughout the season). The mountain has been taking periodic measurements to determine how much the tower moves over time. Drainage work and jacking bolts may help the alignment. The mountain will explore the best solution and provide information to the board. Jon asked about the RFID install and asked if lost revenue was tracked. Dave Scanlan noted that the data was not tracked but the mountain does catch people trying to ride without tickets. Dave expects a full quote from InTouch within the next 2 weeks. Point-of-sale software would need to be updated to integrate with the RFID scanners. Reloading of the system from a purchase to a subscription would cost an estimated \$25k. The annual cost would be based on a percentage of revenue, estimated to be \$25k. The hardware to support the system will cost \$45k. This would be the cost for year 1. Dave feels that gaining income from lost revenue will more than offset the new annual cost. With the new system, day tickets riders would be able to purchase and re-load day-tickets from their home. Regardless of a full RFID system install, the mountain will need to update all software in the near future. Dave Hanna asked if information was available regarding a market analysis for mountains that have switched to the RFID system and how their sales and revenue changed. A new software install would allow the mountain to have a self-serve ticket window. The new software provides the mountain with a wealth of information regarding rider usage. Dave Scanlan wants to set up the scanner/automated gate system. Mike Satre inquired about changes to the budget the financial committee finalized to that which was submitted to the assembly. The mountain had requested \$275k in CIP funds however the final amount put forward was \$230k. The City Manager did include a line item for an Eaglecrest Financial Sustainability study which will help truth the summer operations plan and provide 3rd party input. Due to the bi-annual budget cycle, the Assembly is not requesting to have Eaglecrest present its budget this year. Dave Scanlan will let the board know when the Assembly is reviewing the Eaglecrest budget.

7. UNFINISHED BUSINESS

a. Upcoming Meeting Dates

- i. April 16th HR Committee Meeting at 5:30 in Room 224
Main focus will be writing the General Managers annual review.
- ii. April 17th Trails Committee Meeting at 5:30 in room 237
Main focus will be developing policy for the Juneau Community Foundation cabin at the Hilda Dam. Mike Stanley asked about engaging some of the families and donors prior to the cabin's finalization.
- iii. April 25th Eaglecrest General Board Meeting at 5:30 in room 224
This meeting will allow the board to review all the data and financials from the 2018/2019 season.
- iv. May 23rd Eaglecrest Board Finance Committee at 5:30 in room 224
This meeting will focus on setting the rates for next year.

Jon mentioned that Stephanie is also working on dates for a Nordic Advisory meeting in late April. In light of a slightly lower CIP budget and the possibility of more money on lifts and the RFID system, Jon inquired about using the finance meeting in May as a platform to review the CIP priorities.

- b. Need to schedule a new date for Planning & Policy Committee Meeting.
It was determined that May 22nd would be a good date for the planning meeting. Bruce will ask Dallas from the city about attending the meeting.

8. NEW BUSINESS

None

9. PUBLIC PARTICIPATION

None

10. BOARD OF DIRECTOR'S COMMENTS AND QUESTIONS

Megan thanked Dave and the staff for a great season and a great party on Sunday. Jon appreciated the effort and support of everyone at the mountain as they worked hard to wind down the season. Mike Satre pointed out that the snowmaking efforts earlier in the year were key to revenue and success during the past 2 weeks. The money from the assembly last year was greatly appreciated and provided real value to the mountain. Mike continues to have concerns about lift status from an operational and tower status. He hopes to see the servicing report to help build a repair plan. Painting and maintenance are important as the lifts continue to age. He thanked Brian and Erin and all their staff for their efforts during the year. Mike Stanley thanked the staff for all their work throughout the year and really appreciated the snowmaking. He appreciated and enjoyed the end of season party. Dave Hanna appreciated how well the mountain did

compared to all the challenges they faced. He noted that the end of year party was a great way to end the season on a high note. Bruce thanked Ivan for his hard work manning 2 grills at the end of season party. He is looking forward to more snowmaking next year to help with racing on Hilarys to hold races earlier in the season and get more kids involved in the race program.

- 11. ADJOURNMENT** – Jon motioned and Dave seconded the motion to adjourn, and the meeting ended at 6:11 PM. The next meeting date is April 25th, 2019 at 5:30 in room 224 city hall.