

**Managers Report**

**Financials – FY17**

- Through 12/25 expenses are \$798,779, \$6,094 (1%) below FY16. After adjusting for a later payment of the DOT Road Maintenance Agreement (\$50k) expenses are \$848,779, 5% (\$43,096) above FY16. We are \$101,326 (12%) below the 6 year average of \$909,326
- Revenue through 11/20 is \$850,178, \$73,114 (9%) above FY16

On the expense side I am comfortable with where we are. SSS personnel costs are a little high, but there has been lots of sharing of SSS staff across lodge operations and the rental shop. We have spent more time training and developing staff this season. I think the results have been positive as we are dealing with larger crowds better and the level of service is high.

On the revenue side I am very happy with the results so far this season. We have been consistently busy since opening with a strong holiday period to date. We haven't seen any record setting days like last year, but overall we have been busier. Pass sales after accounting for NAO and Foggy Mountain Shop sales are ~\$520,000. The FY16 total was \$473,541. Advanced Lift Ticket sales (ie mult-ivisit cards) are up as well, \$72k vs. \$57k. There has been lots of multi-visit card redemption which hopefully means with continued good conditions guests will either have to buy another multi-visit card or purchase day tickets. Lift ticket sales are down but with the timing of the holiday break compared to last year we really need to wait until the end of the week to get a better idea of where we stand. Rentals are doing really well with a couple of 200+ rental days.

The quantities of season passes as compared to FY16 are:

Total Passes: 1539 vs 1467

Adult: 830 vs 791

Teen: 187 vs 181

Youth: 251 vs 233

Child: 162 vs 169

Senior: 38 vs 38

Super Senior: 34 vs 27

College: 37 vs 28

Adult MV: 198 vs 210

Teen MV: 48 vs. 47

Youth MV: 13 vs 10

Sr MV: 2 vs 1

I think after the holiday periods ends we will be in good shape moving into the rest of the season.

See Financial Summary for more details.

## Winter Operations

Today is the 24<sup>th</sup> day of operations. We are off to a great start after a parade of storms set us up for a great holiday period. We have seen 87" of snow at the base compared to 63" last year. The storms have consistently been a great combo of wet snow at the start and ending with dryer snow along with the right winds to provide pretty equal distribution across the whole mountain creating a great base and even better skiing. This year's holiday period runs later than most years and then we go directly into the start of seasonal programs. It has presented some staffing challenges in the form of overtime but we are managing it as best we can with the goal of keeping service levels high and providing a great experience for our guests. All departments are fully staffed at this point. We were low on rental staff and lift attendants at the start of the holiday period but have worked our way out of that situation.

On the mountain ops front all lifts are running well and in good shape. On 1/19 all lifts will move to a 3:30PM close. The grooming team is learning the mountain well and has expanded grooming during the holiday period. We are looking to get out and start doing some winching after the holiday's as well as put a terrain park on sourdough. We have had our fair share of equipment problems and the vehicle maintenance budget will be higher this year.

The new layout in the food service area is working well. We are still adding signage to help people along. I think it is resulting in shorter wait times and better results.

The ticketing/SSS office is running very well. By eliminating the PERS positions we were able to hire at a slightly higher rate which has really helped attract and retain good staff. The marketing/snow reporting team is getting the word out and promoting events and programs across the mountain. After a bit of a rough start in snow reporting we have made good progress in the past two weeks. It will only get better with more practice.

I am very happy with how the entire Eaglecrest staff has come together this season and am looking forward to a great rest of the year.

## Dimond Park Field House

Holiday Cup at the field house was very successful. The regular January schedule starts this week.

## Events

**Christmas Eve:** The Christmas Eve celebration was a great success with ~75 kids getting gifts from Santa. The weather was great and fun was had by all.

**Jan. 5**—Mountain Savvy

**Jan. 6**—World's Largest Lesson

**Jan. 7** — Seasonal Programs Begin

**Jan. 8th**—Reach the Peak Women's Series

**Jan. 11**—Ski Film Bar Night

**Jan. 14** — JSC Slalom Race

**Jan. 15**—World Snow Day

**Jan. 16**—Season Pass Bring a Friend Day (MLK Day)

**Jan. 18**—Ski Film Bar Night  
**Jan. 22**—Learn to Adapt Day  
**Jan. 28-29**—35<sup>th</sup> annual Learn to Ski Weekend  
**Jan. 28** — JSC Giant Slalom Race

**Jan. 14**—Second Saturday with BBBS  
**Jan. 15**—World Snow Day  
**Jan. 16**—Season Pass Bring a Friend Day (MLK Day)  
**Jan. 18**—Ski Film Bar Night  
**Jan. 22**—Learn to Adapt Day  
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Freeski/Freeride Event: We are working on putting together a freeski/freeride competition with the help of partners in the community. We are working with the state to get permits to hold the finals on Hogsback. There are lots of pieces to put together and lots of grand plans but our goal this year to hold a fun, relatively simple, inaugural event and build from there. We are looking at the beginning of April time frame.