

Eaglecrest Ski Area
Board of Directors
Meeting of February 2, 2017

Managers Report

Financials – FY17

- Through 1/22 expenses are \$1,169,838, \$102,572 (10%) above FY16. We are \$7,188 (1%) above the 6 year average of \$1,162,650
- Revenue through 1/29 is \$1,064,257, \$165,901 (18%) above FY16

On the expense side I am generally comfortable with where we are. SSS personnel costs are starting to creep up and I am working with staff to find ways to keep those costs down. We also need to better understand the sharing of personnel among SSS, rentals and lodge. Rental shop increase in materials cost is due to early payment for goods. Other costs are generally in line with business levels.

On the revenue side we are doing very well, especially considering the strong of less than ideal weather conditions on the weekends. We need a nice comfortable weekend to get a real bump in revenue. Lift tickets are down, mainly due to tough weekends, but multivisit cards are still strong. Rentals continue to be a strong point this season.

Overall we are doing well and could use some help from mother nature. In the meantime we will look to keep costs as low as possible.

See Financial Summary for more details.

Winter Operations

Today is the 44th day of operations. As noted we have had a tough run of less than ideal weather conditions but the mountain is holding up well. We are getting out and grooming more including the west side and a terrain park on Sourdough. Beginning 2/4 Hooter and Porcupine will run until 4pm. All lifts will start operating until 4pm beginning 2/16. We are well staffed in all departments. SSS seasonal programs are progressing nicely and more kids are getting up on the mountain. School programs have started and we have a strong schedule this year. Floyd Dryden is leading the charge with large groups on scheduled days. The Home School program is also up and running providing good business on weekday afternoons.

I am very happy with how the entire Eaglecrest staff has come together this season and I think the rest of the season will run smoothly. Lets hope for the snow to return soon.

Dimond Park Field House

The fieldhouse made its first of two payments to Eaglecrest for the first 6 months of personnel costs and half of the management fee. The total was \$73,817 which was almost exactly what it was last year. The DPDH Board will be meeting on Tuesday, 2/7.

Events

Worlds Largest Lesson: We had a total of 79 people participating across both disciplines. It

was a great event and once again Eaglecrest was used as an example in lots of press across the industry.

Learn to Ski Weekend: Learn to Ski Weekend was a great success. We had ~20 3-5th graders this year. Thank you to Mendenhall Auto and Subaru for the support.

Feb. 3—Floyd School Group

Feb. 4—Porcupine and Hooter open until 4pm

Feb. 9th—JCC School Group

Feb. 10—JCC School Group

Feb. 11—Mitey Mite Race #1

Feb. 13—Riverbend School Group

Feb. 16—All lifts open until 4pm

Feb. 17—Auke Bay School Group

Feb. 18—Terrain Park event #1

Feb. 23—Floyd School Group

Feb. 24—Floyd School Group

Feb. 25-26—JSC U16 Qualifier

Feb. 27—Floyd School Group

Freeski/Freeride Event: Due to staffing changes we have decided to not work towards having this event this spring.