

Managers Report

Financials – FY17

- Through 4/16 expenses are \$1,982,730, \$332,204 (20%) above FY16. We are \$123,681 (7%) above the 6 year average of \$1,859,050
- Revenue through 5/1 is \$1,486,062, \$444,445 (43%) above FY16 (note. We still are expecting another \$26,000 or so in School Groups/payment from the JSC)

I am still concerned about our end of season financials and exactly where we will be at the end of the fiscal year. As of today I am currently projecting a shortfall of around \$3000 keep in mind this number fluctuates up and down pay period to pay period and our end of season inventory will factor into it as well.

See Financial Summary for more details.

Winter Operations

We finished a great season on April 9th closing out the 2016-2017 with 95 operating days.

Summer Operations

Base Operations

Base Operations is gearing up for the summer. Alaska Zip line Adventures has moved in and is anticipating a busy summer season. We look forward to seeing many visitors coming through the Porcupine Lodge and enjoying our alpine environment. Cycle Alaska is also gearing up for more bike tours down Fish Creek Road. They also expect a busy summer season and anticipate a larger number of tours coming from Eaglecrest.

Weekend lodge rentals are looking good, so far we have 11 private rentals happening in and around the mountain this summer so far. Our current main rental season is May-September with 21 weekends occurring during that time, so we have half of our weekends booked at this point. We also are looking to increase our weekday business meetings this summer and are actively looking a new ways to reach out to the community and get our name out there. We are still working with Risk Management to update our rental agreement.

Pete has been working hard to clean up all the gravel, trash and other debris from the parking lots and base area. The “flower planting crew” will wait for a little more consistent warm weather but will be planting flowers in the barrels and hanging baskets soon.

Marketing, Snow sports School, & Rental/Repair/Retail

In the Marketing, Snow sports School, & Rental/Repair/Retail we have gotten started on the arduous process of analyzing what we did this past season, who we reached, and how we can

better shift our focus this next season to try and reach more people and tweak our programs to meet the guest needs.

We have begun updating the summer trail map and information on trails and summer projects for the website and display around the mountain. We are working on developing lodge rental promotions including a rack card, welcome letter etc.

We have begun work on the new website. Over the next couple of weeks will be talking with Library folks on the new website design as they migrate over to WordPress. At this point, no specific timeline – we are working within their time constraints. The goal is to have our new website live by August 1. We are working on categorizing photos and video from this past season for use updating skijuneau.com and other websites and use in brochures and rack cards for FY18.

We are also evaluating effectiveness of various advertising campaigns. Will use this information for developing advertising for FY18.

We have started auditing numbers for Snow sports school programs and will be using this information to help develop FY18 programs and prices. Prepare pricing comparisons and discussions for FY18.

Jeffra will be attending National Ski Areas Association Convention in Scottsdale, AZ for purpose of professional development, networking and gaining new and updated ideas. With the tight year Eaglecrest is unable to pay for Jeffra to go so Jeffra is personally paying all expenses including registration, lodging, & airfare.

Mt Operations

We have gotten a great jump on summer projects at this point. Line work has been completed on Hooter and Porcupine and we are almost halfway done with Ptarmigan. We are working on our snowcat maintenance on rainy days and are almost finished with one snowcat. We were able to get a contractor up to replace the broken sewer line from the shop to the septic tank as well.

As some of you may be aware we are purchasing a new winch cat this year and trading in the old one so we have a little reduced work load from not needing to service our old winch cat. We will be taking delivery of the new snowcat this fall.

Ptarmigan ramp rebuild- Due the project engineer's work load we have not been able to get out to bid yet with the Ptarmigan ramp project, we have received 99% drawings and I am hopeful we can get his project out on the street for bids soon.

Ptarmigan Fuel Tank- We finally have received an approved sampling plan from ADEC and are working to get the contractor back on the hill to finish this project.

Staffing

As we move farther into the summer we will be turning over most of the Mountain Operations staff. The Grooming Supervisor has already left for the season but is planning to return next

season for grooming. Our Mechanic 3 is scheduled to depart on May 11th and Senior Groomer is scheduled to depart on May 25th. We currently have both the Mechanic and the Senior Groomer posted on the CBJ website and in Ski Area Management. I have received interest from a couple of individuals on those positions and am hopeful at least one of them will work out. Looking towards next season our Lift Supervisor has indicated that he will not be returning so we will have to be on the lookout for another lift Supervisor as well.

Diamond Park Field House

Most of our costs are coming closer to even with last year, but we still reflect \$32,000 less revenue. This includes April expenses, but doesn't include invoicing for April yet, which should bring us more than \$10,000 closer so in reality we are looking at about \$22,000 less revenue for the year at this point. We are currently scheduled to host two camps this coming summer, with the possibility of picking up two more. We are also working with two vendors to schedule 4-6 special events (bouncy house type events). We are planning to host a fundraising event for Project Playground, but are donating use of the facility for the event.