

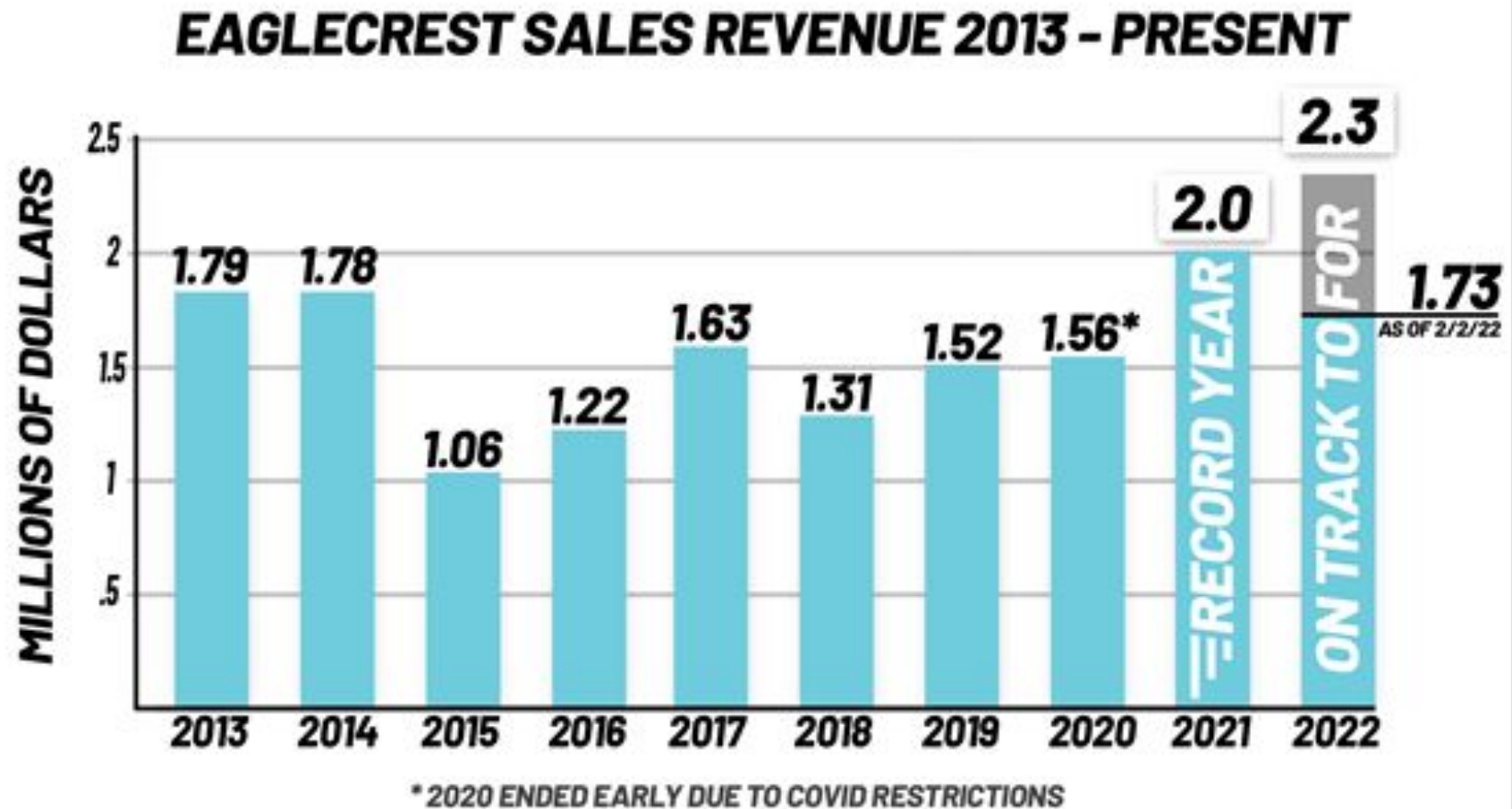
# History of the Eaglecrest Summer Operations Task Force

- Created by Mayor Weldon on October 14<sup>th</sup> 2019 to help the Eaglecrest Board engage with Assembly Members to research and explore potential business models for growth and development
- Task Force has had four previous meetings
- Assembly Members that have been on the task force include Maria Gladziszewski, Carol Triem, Wade Bryson, Alicia Hughes-Skandijs and Greg Smith.
- Eaglecrest staff and board have held seven public meetings and over eleven Board Meetings on the topic

# Eaglecrest Sustainability and Revitalization

- Continue steady growth of winter visitation
- Protect winter operations against the impact of climate change
- Develop a durable and sustainable year-round revenue stream that will:
  - Fund repair and replacement of existing ageing infrastructure.
  - Support competitive wages for recruitment and retention of staff

# Current Trajectory



# Capital projects completed to secure sustainability

- Snowmaking phase one 2019
  - 6000 feet of snowmaking pipe, 500gpm water pump
  - Added 10 new snowguns
- Snowmaking phase two 2021
  - Added 5000 feet of snowmaking pipe 950gpm water pump station and access road to top of Log Jam
  - Added 8 new high efficiency snowguns & 995CFM compressed air capacity
- Mountain bike and hiking Trail Development
  - Current summer use > 250 residents/day on sunny weekend
- Hilda Dam Cabin annual net profit \$25,000
- Tubing Park Cabin Remodel (underway) expected \$35,000 annual net
- Nordic Trail Hardening – ½ mile.
- Hiking trail to Fish Creek and pad for development of summer walking tours

# Current Summer Partnerships

- Alaska Zipline
- Cycle Alaska
- Segway Alaska (new in 2021)
- Alaska Coach Tours (new in 2021)
  - Eaglecrest working in Partnership to provide walking tours to over 2000 visitors from Lindblad Expeditions in summer 2021. Generated \$25,000 gross revenue
  - Eaglecrest to host 10,000 visitors, estimated 600 visitors/day over 14 scheduled tour dates, as part of our 2022 agreement with the potential to gross \$150,000
  - Is excited to participate as transportation partner in new summer operations plan.

# Current Market for Ski Lift

- Extreme over crowding at corporate ski areas has lead to unprecedented demand for new ski lifts.
- Primary lift manufactures have a two to three year back log of projects currently on the books
- Prices have increased by 25%
- Used Gondolas with the ability to have a mid station and are large enough to fit Eaglecrest are rare.
- Next currently know Gondola coming available in Europe is two years from now and does not have a midway station.

# Next Step in Eaglecrest Revitalization Pulse Gondola Purchase



# Process moving forward

- Secure the purchase of the lift
- Continue working with the Eaglecrest Board to refine the final alignment options using input from Engineers and Geotechnical data
- Continue working with the Eaglecrest Summer Operations Task Force to:
  - Evaluate year-round operation plans based on alignment alternatives including third party verification of financial models
  - Select funding options to support financial plan
- Complete these tasks by July 1<sup>st</sup> to contemplate a 1% sales tax funding solution and other options that may involve language on October Ballot.



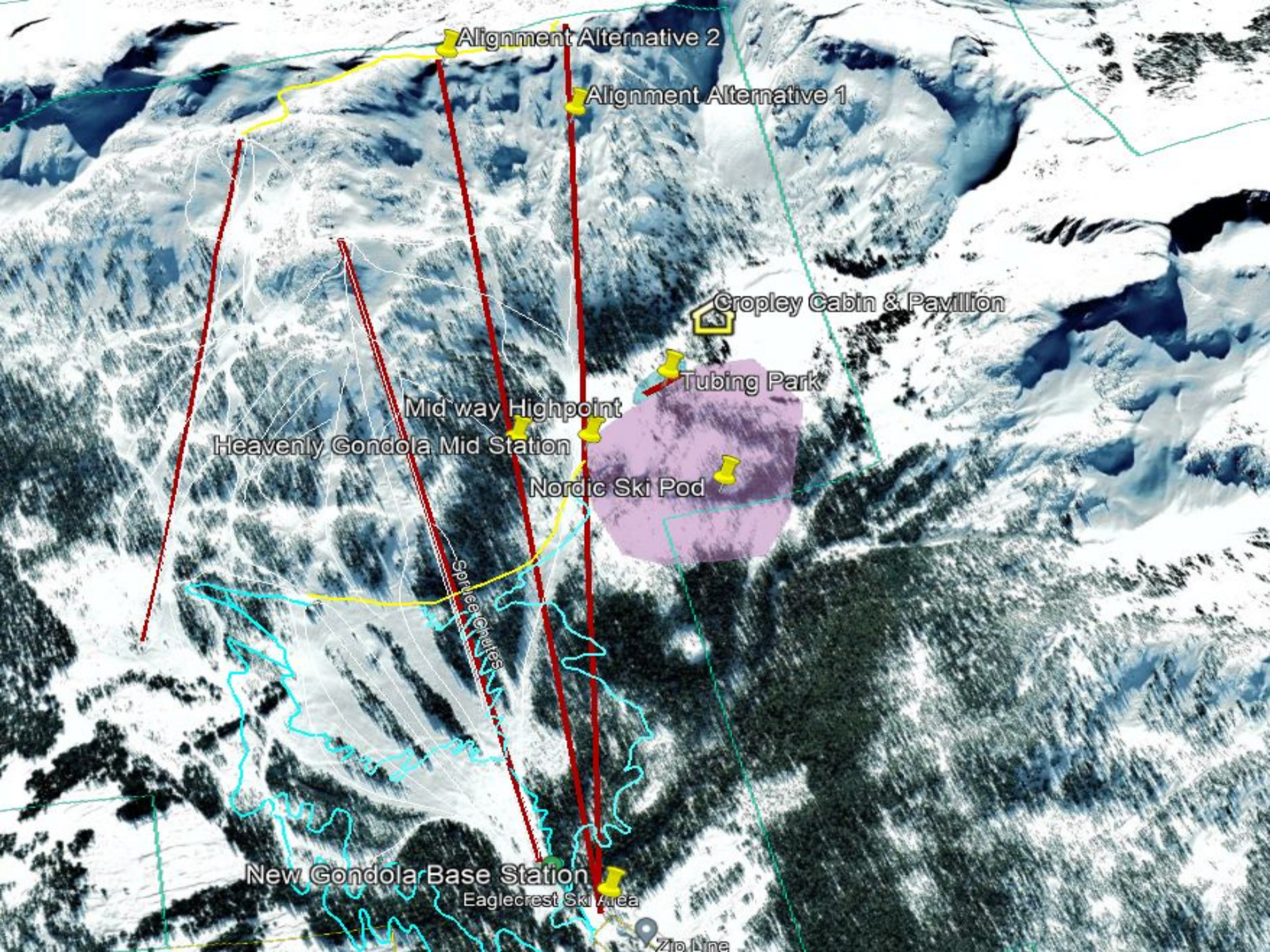
# Previous Strategies

- Revenue Bonds with backing from Cruise Industry
- General Obligation bonds
- Public Development Corporation
- Build Back Better Grant through the EDA
- EDA Tourism and Outdoor Recreation
- Focus was on funding and building the full Summer Adventure Park Concept
- Central Treasury Loan from 1% sales tax could allow staged development

# **Appendix Slides to Follow**

## **Gondola Video from active operations January 2022**

<https://m.youtube.com/watch?v=4GtiJUZs-t0>



Alignment Alternative 2

Alignment Alternative 1

Cropley Cabin & Pavillon

Tubing Park

Mid way Highpoint

Heavenly Gondola Mid Station

Nordic Ski Pod

Spruce Knob

New Gondola Base Station

Eaglecrest Ski Area

Zip Line