

EAGLECREST SKI AREA



ORDINANCE 2021-08(b)(am)(Z) INFORMATION PACKET



1: INTRODUCTION

EXECUTIVE SUMMARY





Gondola Information Packet for Ordinance 2021-08(b)(am)(Z)

DATE: February 27th 2022
TO: CBJ Assembly
FROM: Dave Scanlan, General Manager Eaglecrest Ski Area
SUBJECT: Gondola Information Packet for Ordinance 2021-08(b)(am)(Z)

Greetings CBJ Assembly Members,

We are grateful to have been given the opportunity to present you with a very unique opportunity to provide a pathway forward to execute on concepts that have been contemplated in Eaglecrest Planning documents for nearly 40 years. Moving forward with a major shift in the way Eaglecrest operates brings up many questions and should be carefully considered. The current approach to summer development and growth and sustainability of our winter experience has the unique ability to allow CBJ / Eaglecrest to continue to maintain control and guidance over the future operations without the necessity for a large corporate partner. Our original development plans from 2019, with a much higher development cost, would likely have necessitated an outside financial partner as well as requiring much higher visitation to hit breakeven case.

In the pages below you will find our technical information on the Gondola that is currently available for purchase from Galsterberg Ski Area in Austria through the company Pro-Alpin and BRC Lifts. You will find a qualifications letter from Pro-Alpin and BRC lifts as well as a list of projects that Pro-Alpin has completed. The SE Group, our previous Ski Area Master Planning firm, has also provided an analysis and opinion letter. SCJ Alliance, ski lift engineering company, has provided an opinion letter about the expected installation costs, preliminary design criteria and potential hourly capacity that can be achieved through the retrofitted installation at Eaglecrest. They have also been able to make a determination that the motor room, or drive terminal, will be able to be located at the bottom of the Gondola, which will allow for easy connection into AELP grid power, negating the need for Diesel Generation.

The next segment provides survey results from various planning documents and public outreach that have been done over the last decade that all point to the same finding that the community would like to see expanded activities at Eaglecrest. Also included is a map, all the way back to a 1983 Master Plan, that shows a future ski lift placement in the exact location that we are currently contemplating.

In the Financial Analysis section, you will find a narrative summary of the preferred development alternative that would have Eaglecrest / CBJ owning and operating the Gondola, Mountain Coaster, Food Service and a Retail Shop. Also provided is a financial analysis of an

alternative business case that would have CBJ / Eaglecrest only owning and operating the Gondola with all other activities being run by private concessionaires. The Juneau Economic Development Council performed a review of the full development financial case and provided a memo of their finding. The Public Works department was asked to review construction costs and provide recommendations into reasonableness of our construction costs. Their recommendations have been taken into account and included in the capital costs that are provided in the financial modeling.

Eaglecrest has been pursuing various grant funds through the EDA to assist with funding the various stages of this project. An Environmental Analysis and completion of the EDA Environmental Narrative Questionnaire is necessary to meet NEPA requirements and receive Federal Grant Funds. Cox Environmental has been working on this document, which is included for review and reference.

The final section includes letters of support from companies that are existing concessionaires, have connections to the tour industry or are engaged with other important community groups. I know the Assembly has been receiving many meaningful letters of support and I wanted to highlight a select few here.

We appreciate the daunting task in front of the Assembly, as you chart the pathway forward, leading the community out of the effects of the Pandemic, weighing the myriad of beneficial project ideas that all have large funding needs. We appreciate the consideration of how Eaglecrest development can fit into larger community goals and potentially bring added value and solutions to wider ranging problems within the community.

How does this tie to Eaglecrest? Mountain Resort Communities around the world, use close proximity to recreation and ski area infrastructure, as drivers of their economies. Since the Pandemic, with the ability to remote work, mountain towns have seen an explosion of interest. It would be reasonable to assume that a vibrant four season Eaglecrest will have the ability to attract middle age working class families to want to move to Juneau and fill the plethora employment opportunities currently available. I am sure you all have read countless emails over the last 10 days from people that are either for or against this Eaglecrest Expansion that talk about the fact that Eaglecrest is the reason why they moved to Juneau and choose to stay living here.

Investment in Eaglecrest has the ability to pay incremental dividends directly and indirectly through all aspects of Juneau's economy. I thank you again for the opportunity to bring this project to you for consideration and appreciate all of the support that the Assembly continues to provide to Eaglecrest.

Respectfully,
Dave Scanlan
General Manager
Eaglecrest

2: *TECHNICAL INFORMATION*

SPECIFICATIONS SHEET



Offer Liftsystem "15 GEUB"



Dear Customer!
We offer right now for delivery 2022

Group cabin system - fix grip cabin system

The ropeway system is right now in operation in Austria and the system will be dismantled in March/April 2022 by Pro-Alpin.
We hope to offer an interesting system and we are ready to discuss each question.

With kind regards



Mario Müller
CEO



Birgit Seemann
Project Managment

Betriebsdatenblatt Erstinstallation– Projekt 15 GEUB

Technical data sheet project 15 GEUB – first installation

Seilbahntyp <i>type of ropeway</i>	Fixgeklemmte Gruppenumlaufbahn 15 Personenkabinen <i>Fix gripped group sysetm with 15 person cabins</i>
Hersteller <i>manufacturer</i>	Doppelmayr
Baujahr <i>year of construction</i>	1989

Aktuelle Liftlänge <i>current length of ropeway</i>	2430 m
Aktueller Höhenunterschied <i>current altitude difference</i>	505 m
Auffahrt <i>driveway</i>	rechts <i>right</i>
Spurweite <i>track gauge</i>	5,20 m
Stützentyp <i>type of tower</i>	Rundrohrstützen, verzinkt, verschraubt <i>Round towers, galvanized, screwed</i>
Stützenanzahl <i>number of towers</i>	15 fire galvanized
Anzahl Gehänge / Kabinen <i>number of hangers / cabins</i>	12 cabins – 6 group of cabins per cabin 15 person capacity

Abspannung <i>tensioning</i>	Bergstation, hydraulisch <i>Top station, hydraulic</i>
Antriebsort <i>main drive</i>	Bergstation <i>Top station</i>
Antriebsart <i>mode of drive</i>	Elektrisch <i>electrical drive</i>
Antriebsleistung aktuell <i>driving power – acutal</i>	750 / 890 kW
Fahrgeschwindigkeit pro Sekunde <i>driving speed per second</i>	up to 7 meter per second
Elektrische Steuerung / Baujahr <i>electrical equipment/ year of construction</i>	Siemens
Förderleistung pro Stunde <i>capacity per hour</i>	Up to 600 person per hour
Seildurchmesser/Einbaujahr <i>rope diameter / year of installation</i>	45 mm
Letzte Revision <i>last revision</i>	2021
Bemerkungen <i>remarks</i>	Seilbahnanlage bis Frühling 2022 im Betrieb System till spring 2022 in operation in Austria

Änderungen Vorbehalten! All information with reservation!

15 person cabins – 6 groups with 2 cabins driving around



Bottom station – simple station construction



Top station – drive unit and tensioning

Whole drive unit is shifting for hydraulic tensioning rope of system
Simple and effective drive unit under drive wheel
No detachable grip technology !



2: *TECHNICAL INFORMATION*

**QUALIFICATIONS
PRO-ALPIN**



Bludesch, Austria, June 2019

Dear Customer

The Pro Alpin Ropeway Services GmbH Company is an independent company located in western part of Austria. The main part of our business is providing ropeway installations around the world based on second hand ropeway systems. We buy installed, operating ropeways in Austria, Germany, Switzerland and Italy from Alpine resort operators or the Doppelmayr Company in Austria and relocate them to the best profile and purpose locations world wide.

Our key markets which we service directly are Eastern Europe, Scandinavia, South America and some alpine countries in Asia. In several other areas we operate together with our agents and partners. For North American markets we partner closely and exclusively with The BRC Company and Zrinko Amerl covering full aspects of projects, from sales of lifts to complete turn key installations.

All systems we buy and sell are professionally dismantled by our company, thus having a guarantee of quality and professional removal. Depending on the new installation project and subject to the customer's needs we can also perform partial or full refurbishments of systems, NDT and other testing and can provide maintenance to the complete ropeway prior to the delivery.

Our involvement in a project might include any steps in the process and as new installation customer needs. They are, but not limited to: selling of the lift hardware, providing complete electric systems, logistics to the new installation place, engineering with survey for the new location, an installation with the start up, all aspects of operations and training and finally operational support. All of this is offered via our own company and in coordination with our local partners. The new installation process is based on Austrian best practices in ropeway installations, following proven process and taking care we follow the same installation process compared to new lift installation.

We mainly supply Doppelmayr lift material that is in current operations. We are able to offer full support with Doppelmayr material as well as Doppelmayr technical support from Doppelmayr Austria factory. Our support and material handling will be done directly with the Doppelmayr factory in Austria based on our agreements. We have a general agreement with the Doppelmayr factory to install second hand lifts based on Austrian processes and factory approved practices and rules.

For further information, please check our references in our reference document. As well, you are welcome to contact Doppelmayr management in Austria to confirm validity of our credentials, professional approach and the above information.

Sincerely yours



The stamp contains the following text: "PRO-ALPIN", "www.pro-alpin.com", "office@pro-alpin.com", "A-6705 BUIS", and "Mario Müller & Sohn GmbH".

Mario Müller
CEO

2019 – Montageworks

- Skiwelt Brixen, Austria, Tyrol, dismantling detachable 4seater chairlift
- Bergbahnen Lofer, Austria, Salzburg, dismantling fix gripped 4seater chairlift
- Bergbahnen Schladming-Planai, Austria, Styria, dismantling 6seater gondola system and building demolition
- Bergbahnen Hochsölden, Austria, Tyrol, dismantling 2seater chairlift

2019 – Projects

- **Las Leñas - Argentina**
Sale of 6 seater gondola system, transport and loading + organisation, Planning and Engineering, Maintenance, Supervising montage & project leading
- **Lago Hermoso – Argentina**
4 seater chair lift
Delivery, Logistic, Engineering and planning, measurement works,
Montagesupport - Supervising
- **Parque Farellones – Chile**
4seater chairlift
Delivery, Logistic, Engineering and planning, measurement works,
Montagesupport – Supervising
- **Zoo Cali – Colombia**
Gondola system – infrastructure project
Project 2019 and 2020
Delivery, Logistic, Engineering and planning, measurement works,
Montage support – Supervising – operation support
- **Hlidarfall - Island**
4seater chairlift, fix gripped
Planning and Engineering, Montagesupport
- **Russia - Moskau**
2seater chairlift
Sale, transport and loading + organisation

2018 – Montageworks

- Bergbahnen Innsbruck Patscherkofel, Austria, Tyrol, dismantling gondola system
- Bergbahnen Katschberg, Austria, Salzburg, dismantling 2seater chairlift
- Bergbahnen Leogang, Austria, Salzburg, dismantling gondola/chair system
reinstallation in Vent / Tyrol
- Bergbahnen Ischgl, Austria, Tyrol, dismantling 4seater chairlift
- Bergbahnen Königsleiten, Austria, Salzburg, dismantling 4seater chairlift
- Bergbahnen Damüls, Austria, Vorarlberg, dismantling 2seater chairlift
- Bergbahnen Vent, Austria, Tyrol, dismantling surface lift
- Bergbahnen Montafon, Austria, Vorarlberg, dismantling 2seater chairlift
- Bergbahnen Katschberg, Austria, Salzburg, rope installation (8 MGD)
- Bergbahnen Damüls, Austria, Vorarlberg, rope installation (6 CLD-B)
- Bergbahnen Montafon, Austria, Vorarlberg, rope installation (6CLD)
- Bergbahnen Vent, Austria, Tyrol, rope installation (6 CLD)

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2018 – Projects

- **Parque Farellones – Chile**
4seater chairlift + 2 seater chairlift
Sales, Full Engineering, measurement works
transport and loading + organisation, montage support
 - **Parque del café - Colombia**
6seater gondola
Engineering and project organisation, geometer/surveyor works, montage & support
Start up and operation training 2018
 - **Hlidarfall - Island**
Fix gripped 4seater chairlift
Engineering and montage support, Spare part support, Electric project
 - **Kasachstan**
4seater chairlift & surface lift (T-bar)
Sale, loading and logistic works
 - **Sheregesh Skiresort – Russland**
Spare part support & organisation and logistics
 - **Russia - Moskau**
2seater chairlift
loading and organisation
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2017 – Montageworks

- Bergbahnen Zell am See, Austria, Salzburg, dismantling gondola system
- Bergbahnen Innsbruck Patscherkofel, Austria, Tyrol, dismantling 4seater chairlift and surface lift
- Bergbahnen Ischgl, Austria, Tyrol, dismantling 4seater chairlift
- Bergbahnen Pettneu, Austria, Tyrol, dismantling surface lift and steel hall of gondola system, ropeworks in general
- Bergbahnen Wildschönau, Austria, Tyrol, dismantling gondola system
- Arlberger Bergbahnen, Stuben, Austria, Vorarlberg, dismantling double chairlift
- Bergbahnen Galtür, Austria, Tyrol, dismantling double chairlift
- Bergbahnen Sölden, Austria, Tyrol, dismantling 4seater chairlift
- Bergbahnen Sölden, Austria, Tyrol, dismantling 4seater chairlift, ropeworks on surface lift
- Bergbahnen Steinach am Brenner Bergeralm, Austria, Tyrol, dismantling double chairlift
- Bergbahnen Silvretta Montafon, Austria, Vorarlberg, dismantling 3seater chairlift
- Bergbahnen Zell am See, Schmittenhöhe, Austria, Salzburg, rope installation on 10 MGD New
- Bergbahnen Warth, Austria, Vorarlberg, rope installation on 8 MGD New

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2017 – Projects

- **Parque del café - Colombia**
6seater gondola system
engineering and project organisation, geometer/surveyor works
 - **Sheregesh Skiresort – Russia**
detachable 4seater chairlift
sale, loading + organisation and project support, electrical start-up
 - **Epleny Skiarena - Hungary**
double chairlift
sale, transport and loading + organisation
 - **El Colorado Skiresort– Chile**
snow guns
sale, transport and loading + organisation
 - **Oradea – Romania**
double chairlift
sale, transport and loading organisation
 - **Stonewater - Canada**
4seater chairlift
sale, transport and loading + organisation
-

2017 – Projects

- **Skiresort Ruka - Finland**
4seater chairlift
Sale and loading
- **Skiresort – Kazakhstan**
3seater chairlift
Sale and loading, partial engineering
- **Hlidarfall - Island**
Fix gripped 4seater chairlift
Sale, transport and loading + organisation
- **Sheregesh Skiresort – Russland**
Groomer with Service
Sale and loading organisation

2016 – Montageworks

- Bergbahnen Sölden, Austria, Tyrol, dismantling steel hall and gondola system
- Bergbahnen Hochfügen, Austria, Zillertal, dismantling 4seater chairlift
- Bergbahnen Ischgl, Austria, Ischgl, dismantling 4seater chairlift, detachable
- Bergbahnen Ötz, Austria, Tyrol, dismantling gondola system
- Doppelmayr, ropeworks 10 MGD gondola system, Zürs-Arlberg, Austria
- Silvretta Montafon, Austria, Vorarlberg, dismantling double seater chairlift
- Bergbahnen Lech-Oberlech, Austria, Vorarlberg, dismantling gondola system
- Bergbahnen Söll, Austria, dismantling double chairlift
- Doppelmayr, Austria, montage 8 seater chairlift, Kaprun

2016 – Projects

- **Abzakovo Skiresort - Russia**
detachable 4seater chairlift
sale, engineering, transport- and loading + organisation
- **Glencoe Mountain Skiresort – Scotland**
3seater chairlift
sale, engineering, transport- and loading + organisation, geometer/surveyor works
- **Sheregesh Skiresort – Russia**
detachable 4seater chairlift
sale and loading + organisation
- **LCS – Cable Crane**
Project side controlling of ropeworks (material ropeway) in Peru – South America
- **Elpak Skiresort - Ungarn**
2seater chairlift
sale, transport and loading organisation
- **Parque del café – Colombia (Turnkey-Project)**
6seater gondola system
sale, engineering and project organisation, geometer/surveyor works
- **Company Doppelmayr - China**
project side controlling 3S gondola system
- **Tau Sport Almaty – Kazachstan**
2seater chairlift
sale and loading + organisation
- **Nevados de Chillan – Chile**
2seater chairlift & surface lift
sale, transport and loading organisation

2015 – Montageworks

- Skiwelt Brixen, Tyrol, dismantling 4seater chairlift
- Company Doppelmayr, Kitzsteinhorn, Salzburg, ropeworks 3 surface lifts
- Bergbahnen Scuol, Switzerland, dismantling 2 surface lifts
- Bizau, Vorarlberg, dismantling toboggan run
- Fa. Getzner, Vorarlberg, Montagearbeiten
- Kitzsteinhorn, Salzburg, Rückbau 4 Schlepplifte, 4er Sessellift
- Fa. Doppelmayr, China, Montagearbeiten
- Bergbahnen Mellau, Vorarlberg, Rückbau Gondelbahn
- Fa. Doppelmayr, Vietnam, Montagearbeiten
- Skigebiet Hebalm, Rückbau 4er Sessellift und 5 Schlepplifte

2015 – Projects

- **Skiarea Frösön –Sweden**
surface lift parts
sale, transport – and loading organisation
- **Skiarea EKO Mojkovas – Montenegro**
surface lift
sale and loading organisation
- **Masterski – Poland**
4seater chairlift
sale and loading organisation
- **Sweden/Austria**
4seater chairlift
sale
- **Erian Holding – Hungary**
2seater chairlift
loading- and transport organisation
- **Kyrgyzstan – Orlovka**
toboggan run
sale and loading organisation

2014 – Montageworks

- Skiworld Brixen, Tyrol, dismantling surface lift
- Skiarea Ischgl, Tyrol, dismantling 4seater gondola
- Tarasp, Switzerland, dismantling 2 surface lifts and 2 babylifts
- Skiarea Zauchensee, Salzburg, dismantling 2seater chairlift
- Skiarea Mayrhofen, Tyrol, dismantling 2seater chairlift
- Skiarea Sölden, Tyrol, turnkey dismantling 3seater chairlift
- Silvretta Montafon, Vorarlberg, dismantling 2seater chairlift
- Alpbacher Bergbahnen, Tyrol, dismantling 3seater chairlift
- Bad Ischl, Upper Austria, dismantling snowmaking equipment

2014 – Projects

- **New Zealand - Ski Porters**
surface lift parts
sale, loading- and transport organisation
- **El Colorado – Farellones – Chile**
2seater chairlift
Sale, engineering, transport- and loading organisation
- **China**
4seater gondola system
Sale, loading and transport organisation
- **Minka d.o.o. – Macedonia**
groomer and babylift
sale and loading organisation
- **Vintertec Offshore Oy**
surface lift and babylifts
sale and loading organisation
- **LLp Altyn Zholy – Ust Kamenogorsk**
chairlift parts
sale and loading organisation

2013

- Company Doppelmayr Wolfurt
- Bergbahnen Gunzesried/Ofterschwang, Germany
Double chairlift, 2 surface lifts
- Bergbahnen Lenzerheide, Switzerland, detachable double chairlift, surface lift
- Zillertal Arena, Gerlos, double chairlift
- Muttersberg, Bludenz, Assembly service for company Doppelmayr
- Installation service for company Gaerner
- Bergbahnen Mellau, double surface lift
- Nepal, double chairlift
- Bergbahnen Andelsbuch, repair double chairlift
- Bergbahnen Mayrhofen, double chairlift

2012

- Pitztaler Gletscher, Tirol, Gruppenbahn
- Nový Bohumin, Tschechien, Doppelsessellift
- Bergbahnen Golm Montafon, Vorarlberg, Doppelsessellift
- Bergbahnen Sölden, Tirol, 4-er Sessellift
- Wildhaus, Switzerland, surface lift
- Grieß im Ötztal, Tyrol, surface lift
- Hinterstoder Bergbahnen, Schlepplift
- Neukirchen am Großvenediger, Schlepplift
- Ski Karlov, 4er Sessellift kuppelbar
- Dolni Lomna, Tschechien, Doppelsessellift
- Stare Mesto, Tschechien, Doppelsessellift
- Snowtech, Tschechien, Schlepplift
- Tegernsee, Deutschland, Rückbau Schigebiet

2011

- Bergbahnen Lofer Salzburg – deconstruction gondola
- Königsleiten Bergbahnen GmbH, A-5741 Wald im Pinzgau, Tirol, 4seater chairlift
- Lech Arlberg, 4seater chairlift
- Silvretta Nova Montafon, deconstruction double chairlift
- Bad Ischl Katrin Seilbahn AG, double chairlift
- Bergbahnen Destination Gstaad AG, Schwitzerland, double chairlift
- Goldeck Bergbahnen Spital an der Drau, surface lift
- Bergbahnen Obsteig; chairlift
- Sarajevo Olympiski 84, surface lift
- Ski resort Bramas Sweden, 4seater chairlift
- Ronny Ski Elc Czech Republic, 4seater chairlift and surface lift
- Esfahan Iran, reversible ropeway
- Ski Karlov SRL Czech Republic, chairlift
- Doppelmayr, assembly - ropeway systems

2010

- Bergbahnen Pendicularas Motta Naluns, CH-Scuol, H.P. Pleisch, double chairlift
- Königsleiten Bergbahnen GmbH, A-5741 Wald im Pinzgau, Tyrol, 2 double chairlifts
- Schilift-Zentrum Gerlos GmbH, 6281 Gerlos, Tyrol, 4seater chairlift
- Bergbahn AG Kitzbühel, 6370 Kitzbühel, Tyrol, 3 double chairlifts
- Bergbahnen Destination Gstaad AG, Schweiz, double chairlift Chalberhöni
- Bergbahnen Brandnertal GmbH, 6709 Brand, Vorarlberg, Palüdbahn, double chairlift
- Plose Ski AG – S.p.A., St. Andrä / Brixen, 3seater chairlift Rossalmlift

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2009

- Bergbahnen Pendicularas Motta Nalus, CH-Scuol, 2 gondolas 4 EUB
 - Alpengasthof Enzianhof, Gerlosberg, Tyrol, 2 surface lifts
 - Bergbahnen Flachau, Salzburg, 4seater chairlift + demolition station building
 - Freizeitpark Fort Fun, DE-Bestwieg, rope pulling works and new chairs
 - Grieser Bergbahnen, Tyrol, 2 surface lifts
 - Lienzer Bergbahnen, Tyrol, double chairlift + rebuilding of the station building
 - Eggalm Bahnen Tux Lanersbach, Tyrol, double chairlift
 - Bergbahnen Hohe Tauern, Matri, Tyrol, 2 double chairlifts
 - Bergbahnen Pillersee, St. Ulrich, Tyrol, surface lift
 - Bergbahnen Zell am See, Tyrol, 3 seater chairlift
 - Ski Zürs AG, Vorarlberg, double chairlift
 - Bergbahnen Flachauwinkl-Zauchensee, Salzburg, gondola 4 EUB + 3seater chairlift
 - Schiliftzentrum Gerlos GmbH, 6281 Gerlos, Tyrol, double chairlift
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2008

- Bergbahnen Brigels, Switzerland, surface lift
- Berg- & Skilift Hochsöll GmbH & Co KG, Söll, Tyrol, 3seater chairlift and reversible ropeway
- Bergbahnen Kühtai GmbH, Kühtai, Tyrol, surface lift
- Zillertaler Gletscherbahn GmbH & Co KG, Hintertux, Tyrol, 4seater gondola „Gletscherbus 1“
- Skiliftgesellschaft Sölden Hochsölden GmbH Ötztal, Tyrol, 3seater chairlift
- Bergbahnen Matri Goldried, Tyrol, double chairlift „Goldried 1“
- Bergbahnen Brixen im Thale, Tyrol, surface lift

2007

- Bergbahnen Adelboden, Switzerland, disassembly, detachable 3seater-chairlift
- Silvrettaseilbahn AG, Ischgl, Tyrol, disassembly, gondola „Fimba“
- Bergbahnen Zell am Ziller, Tyrol, double chairlift
- Bergbahnen Gerlosstein, Gerlos, Tyrol, surface lift
- Bergbahnen Brandnertal GmbH, Vorarlberg, Niggenkopf, double chairlift
- Rofanlifte Steinber-Achensee, Achenkirch, Tyrol, double chairlift
- Mayrhofner Bergbahnen AG, Mayrhofen, Tyrol, Ahornbahn, surface lift
- Ifen Bergbahn GmbH, Hirschegg, Vorarlberg, Heuberglift, 1seater chairlift

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2006

- Bergbahnen Malbun, Liechtenstein, 1 double chairlift und 3 surface lifts
- Pitztaler Gletscher, Tyrol, 1 double chairlift und 1 surface lift

To obtain references, we and our customers are always at your disposal.

Pro-Alpin
...fast...perfect...reliable

2: *TECHNICAL INFORMATION*

SE GROUP TECHNICAL REVIEW



TO: Dave Scanlan, General Manager Eaglecrest Ski Area
FROM: Chris Cushing, Principal SE Group
CC:
DATE: February 14, 2022
RE: Pulse Gondola Proposal

The City & Borough of Juneau (CBJ) and Eaglecrest Ski Area (ESA) are considering the purchase of a previously owned gondola lift, that is currently operating in Austria, through the Austrian firm Pro-Alpin Ropeway Services GmbH (Pro-Alpin). The CBJ and ESA have requested that SE Group review the specifications, functionality and optional planned installation alignments of the subject lift and provide an opinion about the advantages, disadvantages, and advisability of CBJ and ESA moving forward with the transaction.

BACKGROUND

Eaglecrest Ski Area currently operates primarily in the winter as a local and regional ski area and has limited operations during the summer. Meanwhile, the cruise ship business to Juneau is rebounding from the COVID downturn and is projected to return to or surpass previous peak passenger levels of 1.3+ million within the next year or two. Many of the local tourist operations and attractions that have contracted with cruise ship tour operators in the past were not able to sustain their businesses through COVID, so there is a perceived shortage in the variety of activities currently available for cruise ship excursions. Both CBJ and ESA recognize the opportunity that could be realized if ESA were able to capitalize on burgeoning cruise ship tour business to expand the ski area operations into the summer months. There is little doubt that a scenic gondola ride to the upper ridge line of ESA would be a very popular attraction for cruise ship tour groups and operators.

When contemplating the installation of costly lift installations, particularly gondolas, it is preferable that the functionality of the system allows operations and revenue during many months of the year. As described above, a gondola installation at ESA extending from the base area to the upper ridge line would have great appeal for summer scenic rides. Additionally, a base-to-summit gondola installation at ESA would augment the current lift system at the ski area winter operation by providing additional uphill capacity, and by accessing terrain that has historically not been lift-served for skiing. Depending on the location of the gondola top terminal (two options are currently being considered,) the extent to which lift-served skiing terrain could be expanded varies. The western alignment (Option 1 - Heavenly) would access more terrain that is currently not lift-served for skiing than the eastern option (Option 2 - High Point.)

LIFT SPECIFICATIONS

Following are the specifications of the subject gondola lift in its current operating condition in Austria.

Lift Type:	6 x 2 Pulsed Gondola; 15-person cabins (6 groups of 2 cabins each)
Total Gondola Cabins:	12 Cabins
Manufacturer:	Doppelmayr

Year of Manufacture: 1989
Slope Length: 7,975 feet (2,430 meters)
Vertical Rise: 1,657 feet (505 meters)
Number of Towers: 15
Drive Location: Top Station
Tension Location: Top Station (Hydraulic)
Drive Type: Electric motor w/Gearbox
Power Load: 890 kW start-up; 750 kW
Maximum Rope Speed: 1,380 feet/minute; 7 meters/second
Approx. Ride Time: 7 minutes
Maximum Capacity: 600 people/hr.

Following are the specifications for planned alignment Option 1 (Heavenly).

Lift Type: 4 x 3 Pulsed Gondola; 15-person cabins (4 groups of 3 cabins each)
Total Gondola Cabins: 12 cabins
Slope Length: 6,985 feet (2,130 meters)
Vertical Rise: 1,600 feet (490 meters)
Number of Towers: NA
Drive Location: Top Station
Tension Location: Top Station (Hydraulic)
Drive Type: Electric motor w/Gearbox
Power Load: Less than 890 kW start-up; 750 kW
Maximum Rope Speed: 1,380 feet/minute; 7 meters/second
Approx. Ride Time: Less than 7 minutes
Maximum Capacity: More than 600 people/hr.

Notes:

- 1) When the gondola is reinstalled at ESA, it will be reconfigured to have 4 groups of 3 cabins, rather than 6 groups of 2 cabins. This will result in the lift slowing only once during a trip for intermediate loading/unloading, rather than twice in the 6 x 2 mode. This will also make a mid-load/unload station possible at the mid-point of the lift, which will service planned Nordic ski trails, snow-tubing, mountain coaster and other activities.
- 2) Because the planned Option 1 gondola alignment at ESA is shorter than the current lift alignment in Austria, and has less vertical rise, the power load will be less.
- 3) With the planned 4 x 3 configuration only requiring the lift to slow once for intermediate load/unload, and having a shorter travel distance, the total travel time from the bottom to top of the lift will be shorter, which will increase the hourly capacity.

Following are the specifications for planned alignment Option 2 (High Point).

Lift Type: 4 x 3 Pulsed Gondola; 15-person cabins (4 groups of 3 cabins each)
Total Gondola Cabins: 12 cabins
Slope Length: 6,870 feet (2,095 meters)
Vertical Rise: 1,685 feet (515 meters)

Number of Towers:	NA
Drive Location:	Top Station
Tension Location:	Top Station (Hydraulic)
Drive Type:	Electric motor w/Gearbox
Power Load:	Less than 890 kW start-up; 750 kW
Maximum Rope Speed:	1,380 feet/minute; 7 meters/second
Approx. Ride Time:	Less than 7 minutes
Maximum Capacity:	More than 600 people/hr.

Notes:

- 1) When the gondola is reinstalled at ESA, it will be reconfigured to have 4 groups of 3 cabins, rather than 6 groups of 2 cabins. This will result in the lift slowing only once during a trip for intermediate loading/unloading, rather than twice in the 6 x 2 mode. This will also make a mid-load/unload station possible at the mid-point of the lift. However, this mid-load/unload for Option 2 would not service the flat ground that is well suited for Nordic ski trails, snow-tubing, mountain coaster and other activities, and there is no other direct benefit of having a mid-load/unload at this location.
- 2) Because the planned Option 2 gondola alignment at ESA is significantly shorter than the current lift alignment in Austria (although slightly more vertical,) the power load will be less.
- 3) With the planned 4 x 3 configuration only requiring the lift to slow once for intermediate load/unload, and having a shorter travel distance, the total travel time from the bottom to top of the lift will be shorter, which will increase the hourly capacity.

This assessment of the existing gondola specifications and planned specifications for the gondola when it is installed at ESA demonstrates that the subject lift is well suited for the planned installation and closely matches the planning criteria at ESA.

GONDOLA FUNCTIONALITY

Gondola lifts, with enclosed cabin carriers, are typically applied where pedestrian travel is desired and/or when travel time for skiers riding the lift is very long. Gondolas also provide the advantage of sheltered transport in areas that have frequent inclement weather, like ESA.

There are two primary configurations for gondolas: the most common is the detachable-grip, continuous loop gondola, and the second is the fixed-grip, pulsed gondola like the equipment that CBJ and ESA are considering for purchase. The benefit of the detachable gondola is that it can deliver a higher hourly capacity than a pulsed gondola, but the costs of a detachable gondola (both capital and operating costs) are more than double the costs of a pulsed gondola. The delivered hourly capacity of a pulsed gondola varies depending on the application, but it is generally about one quarter the potential hourly capacity of a detachable gondola. The hourly capacity of the planned gondola at ESA would be about 600 people/hr. whereas a detachable gondola could deliver up to 3,000 people/hr.

For non-ski use, an hourly capacity of 600 people/hr. is typically adequate for general tourist and sight-seeing use. During peak-day operations, longer lineups may occur, but in general, wait times of up to 10 minutes would be anticipated.

During the ski season, the gondola would augment the uphill capacity of the existing lift network. The lift would also provide access to undeveloped ski terrain that has historically not been lift-served. In order to maintain a more remote, “off-piste” experience on the newly lift-accessible terrain, a lower lift hourly capacity is desirable.

Based on the planned functionality of the subject gondola at ESA, a lower capacity pulsed gondola is an appropriate application for the projected levels of use and visitation. A higher capacity detachable gondola would accommodate higher volumes of visitation, which could lead to higher revenue streams throughout the year. However, the higher capital costs of a detachable gondola for initial installation, as well as higher long-term maintenance and operations costs, may offset the additional revenue that a detachable gondola could generate.

RELIABILITY OF PREVIOUSLY OWNED EQUIPMENT

The gondola that the CBJ and ESA are considering for purchase was originally built in 1989, meaning the original components are nearly 33 years old. Pulsed gondolas are a relatively simple lift technology because the gondola cabins are attached to the rope with a fixed grip that does not detach from the rope in the terminals like a detachable gondola. This design eliminates the maintenance and wear-and-tear of multiple detachable grips along the line and the grip attaching and detaching mechanisms and carrier transport systems in the terminals. The combined drive and tensioning terminal of this lift is also very simple, with minimal moving parts. As a result, the primary components of the lift that require regular maintenance and/or periodic replacement are the wire rope, the electric motor, the gearbox, main bullwheel bearings at the top and bottom terminals, bearings on the tower and terminal sheave assemblies, and the rubber sheave liners. Based on discussion with Dave Scanlan, the budget for this project includes additional costs that have been estimated for rebuilding the electric motor and gearbox and replacing all bullwheel and sheave bearings. The specification sheet for the lift indicates that it had been “revised” in 2021, but it is unclear what the revision addressed. The photographs of the lift included with the specifications sheet show that the terminals have been very well maintained and appear to be in excellent condition. There were no photos of the gondola cabins, and the interior of the cabins can become worn out if not regularly maintained and occasionally refurbished with new windows and upholstery. It would be wise to inquire about the condition of the gondola cabins.

An important component of pulsed gondolas is the control system that regulates the speed, timing, and safety aspects of the lift operation. No data was received regarding the quality or condition of the lift’s control system, or if it would need to be updated as part of the reinstallation. The upgrade of a pulse gondola control system can be a very expensive project cost. We recommend inquiring into the status of the lift control system and whether it would require any modification for the reinstallation (if that has not already been done.)

Based on the high-level observations made for this assessment, and discussions with Dave Scanlan, it is estimated that the subject gondola, with planned refurbishments, could operate for another 20 years with minimal maintenance capital expenditures.

It is our understanding that the cost of the gondola equipment, delivered to ESA by Pro-Alpin, is \$2,000,000, and the estimated costs for power supply, road construction, lift line clearing, foundations, refurbishment of lift components, lift installation, etc. is estimated to be \$4,500,000 for a total project cost of \$6.5 million. We would suggest adding a project contingency of 15-20%, bringing the total project cost to \$7.5 million. To measure the level of cost savings for installing the previously owned gondola, we would recommend obtaining a cost estimate from a lift manufacturer for new equipment with the same specifications as the equipment that would be acquired through Pro-Alpin. This would enable a cost vs. benefit analysis of new vs. previously owned equipment. With the recent extreme escalation in costs for new lift installations in North America, and the

lengthening lead time and high demand for new lifts across the continent, it is anticipated that significant benefits can be realized by undertaking this project using previously owned equipment. Furthermore, it is very uncommon to find a previously owned gondola that is so well-matched with the planning criteria for the ESA installation, and that has been very well-maintained and is in excellent operating condition.

ASSESSMENT OF OPTIONAL TERMINAL LOCATIONS AND ALIGNMENTS

For the Heavenly and High Point optional alignments, the base terminal is planned to be positioned in the same location, about 250 feet southeast of the day lodge. Ideally, the base of the gondola would be located directly adjacent to the day lodge building, with a level and accessible pedestrian connection from the day lodge to the gondola load/unload platform. However, it is recognized that there may be topographical or resource issues that cause the terminal to be located as planned by ESA.

With the planned gondola bottom station being positioned in the same location for both optional alignments, the top terminal locations unique to each option define the lift's alignment for each option.

There are myriad considerations for establishing the optimum alignment for a gondola lift. Based on our initial assessment of the two options being considered, it is our opinion that the Heavenly alignment offers many additional benefits over the High Point alignment. These benefits include:

- Significant opportunities for year-round activities at the mid-station, including Nordic skiing, snow-tubing, summer tubing, lake activities, alpine coaster, etc. (the mid-station on the High Point alignment is on a very steep slope, from which it would be very difficult to access the mid-mountain bench and lake.)
- Provides better access to the West Bowl area and more terrain that is currently not lift-served.
- The Heavenly mid-station is in a location that has advanced slopes above and lower ability slopes below, which creates a good segregation of skier ability levels served on the upper leg vs. the lower leg. The High Point mid-station is on a steep slope that would be difficult to navigate for lower-level skiers.
- The Heavenly mid-station is on very flat terrain that facilitates on-loading and off-loading pedestrians and skiers of all ability levels. It is also at the snow line and accessible from the Black Bear chairlift, making it functional for downloading when there is rain in the valley and snow on the upper slopes. The upper leg of the Heavenly alignment would also provide additional lift capacity during valley rain/upper mountain snow events.

SUMMARY

The CBJ and ESA requested that SE Group review the specifications, functionality and optional planned installation alignments of the subject lift and provide an opinion about the advantages, disadvantages, and advisability of CBJ and ESA moving forward with the project. Both CBJ and ESA recognize the opportunity that could be realized if ESA were able to capitalize on burgeoning cruise ship tour business to expand the ski area operations into the summer months. A gondola installation at ESA extending from the base area to the upper ridge line would have great appeal for summer scenic rides. Additionally, a base-to-summit gondola installation at ESA would augment the current lift system at the ski area winter operation by providing additional uphill capacity, and by accessing terrain that has historically not been lift-served for skiing. This assessment of the existing gondola specifications and planned specifications for the gondola when it is installed at ESA demonstrates that the subject lift is well suited for the planned installation and closely matches the planning criteria at ESA. Based on the planned functionality of the subject gondola at ESA, a lower capacity pulsed gondola is an appropriate application for the projected levels of use and visitation. Based on the high-level

observations made for this assessment, and discussions with Dave Scanlan, it is estimated that the subject gondola installation, with planned refurbishments, could operate for another 20 years with minimal maintenance capital expenditures. With the recent extreme escalation in costs for new lift installations in North America, and the lengthening lead time and high demand for new lifts across the continent, it is anticipated that significant benefits can be realized by undertaking this project using previously owned equipment. Based on our initial assessment of the two optional alignments being considered for the gondola, it is our opinion that the Heavenly alignment offers many additional benefits over the High Point alignment.

ABOUT THE SE GROUP

Practice, passion, and forward thinking made us experts in our fields.

Resort planning and design is the cornerstone of SE Group. Our unique legacy dates back to 1958 when the sport and lifestyle of alpine skiing emerged as a growing business opportunity. As the first consulting firm to focus on the planning, design and operation of ski areas, the company evolved into an internationally recognized innovator and leader in the mountain resort industry.

As we have throughout our history, SE Group continues to chart a purposeful evolution of our team of specialists: landscape architects, recreation planners, trail designers, community engagement experts, graphic designers. Together, we deliver comprehensive planning and design services within our core area of focus: places that exist at the intersection of recreation, tourism and outdoor lifestyles.

We benefit from 60 years of experience in working with, creating and maintaining some of the world's most beautiful places. Through those years, we've honed our skills and developed the insight that comes from working with diverse constituencies, fragile environments, and challenging conditions.

Our depth of experience working in these contexts has taught us that the key to project and long-term success is collaboration—with our clients, our partners and community. We excel at partnering, knowing it yields results for the project team, our clients and those who will use the space in the long term.

While we are a firm with national exposure we are committed to a strong local presence. Our team's opportunity to work in other regions informs our work and benefits our local projects and clients. Other communities, environments and settings broaden our perspective, help us learn and shape our world view.



No one is better at navigating through the challenging interface between operations and development, tourism visitation and community use, day visitors and overnight guests. SE Group understands the seasonal challenges of operating a year-round business with complexities that change throughout the year.

Robert Apple, Planning Director
Spruce Peak Realty



OUR APPROACH

WE BEGIN WITH THE END IN MIND.

The look, feel, and function of the finished product, and the realities of the construction process are always part of the discussion. This results in master plans and conceptual designs that save our clients time and money, as they can be implemented without extensive reconsideration or rework.

WE DESIGN FOR ALL SEASONS.

Snow changes the outdoor environment, creating a temporary surface and hiding everything below. What a winter guest experiences is vastly different than what one may experience in the summer. When considering year-round operations, enhancing the customer's experience through thoughtful design is paramount. And your guests won't just come to ski. We consider recreational opportunities for all seasons, and all users.

WE KNOW HOW MOUNTAIN RESORTS SHOULD WORK.

We seamlessly integrate mountain terrain with development. We are not afraid of difficult gradients. Our process addresses the challenges inherent in the interface between operations and development, between tourism visitation and community use. We consider the business complexities that change throughout the year, and understand the need for consistent operational efficiencies.

WE MAXIMIZE VALUE THROUGH FLEXIBLE DESIGN.

Quality does not have to mean high cost. Budget constraints are often a limiting factor when determining the feasibility of guest service facilities projects. We quantify potential for increased yields, and can provide cost-benefit analysis for upgrading or expanding guest service facilities. We create indoor and outdoor spaces that are flexible and efficient.

WE KNOW RESORT REAL ESTATE.

As we move into the next decade, we are actively exploring new product types that provide our clients value, while minimizing investment risks. Efficient layouts; unique, multi-level unit types; shared amenities; creative phasing; and other innovative approaches are a part of our planning and design arsenal.

PHASING IS CRITICAL.

We understand the need to carefully plan and phase new improvements so that improvements may be constructed over time. Our team balances the needs for access, parking, multiple ownership, construction, future flexibility and phasing requirements, allowing the projects to look finished at every stage in the game.

STRATEGY FIRST, RESULTS THAT LAST.

We are strategists. We firmly believe that any planning process must begin with a vision that is grounded in operational, financial and market realities. This allows concept development to be responsive to the needs of the client, and based on a solid foundation of programming.



2: TECHNICAL INFORMATION

**SCJ ENGINEERING
TECHNICAL REVIEW**





February 26, 2022

Dave Scanlan, General Manager
Eaglecrest Ski Area
Juneau, Alaska

Re: Proposed Fixed-Grip Pulse Gondola
SCJ Project #22-P00179

Dear Mr. Scanlan:

Per your request, SCJ Alliance has conducted a review of the initial gondola concept and find the project feasible based on the following criteria:

Technical Feasibility

- Bottom drive station with bottom tension on utility power.
- Approximately 6,900 ft slope length based on the preliminary alignment from Area.
- Initial cabin count of 12 provides capacity of up to 560 pphpd. Potentially upgradable to 750 pphpd with the use of a 16 cabin configuration.
- Operating speed of 7m/s.
- New mid-station at midline to access new ski area features.
- Enclosure for top terminal machinery.

(continued on next page)

Opinion of Probable Cost

- It is the opinion of SCJ Alliance that the proposed gondola system in its current format can likely be constructed for approximately \$7 million dollars. This figure includes a 20% contingency and does not include the \$2 million dollars assumed for the purchase/transport of the gondola equipment, initial engineering, ground survey, preliminary geotechnical engineering and initial tree removal.
- The above figure includes and is limited to:
 - Relocation engineering including line calculations, foundation design and miscellaneous mechanical improvements;
 - Permitting* (estimated by Area to be \$600,000);
 - Final geotechnical investigation and analysis*;
 - Additional tree removal*;
 - Road construction* (estimated by Area to be \$900,000);
 - Simple Enclosures* for upper, lower, and mid-station;
 - Earthwork for gondola foundations and enclosure foundations;
 - Foundations for gondola and enclosures;
 - Lift mechanical upgrades* (estimated by Area to be \$400,000); and
 - Erection, testing and commissioning of gondola system (including \$250,000* for helicopter time).

**Not validated by SCJ Alliance.*

Note: Pricing may vary depending on the final design and the geotechnical investigation.

Respectfully,
SCJ Alliance



Jim Fletcher, PE
Senior Consultant



Stephen W. Dorau
Senior Project Manager



February 26, 2022

Dave Scanlan, General Manager
Eaglecrest Ski Area
Juneau, Alaska

Re: Proposed Fixed-Grip Pulse Gondola
SCJ Project #22-P00179

Dear Mr. Scanlan:

SCJ Alliance respectfully submits this expression of interest for engineering services related to the proposed pulse gondola at the Eaglecrest Ski Area. SCJ Alliance is an employee-owned engineering and planning firm based in Washington State. SCJ Alliance has more than 110 staff members and 11 offices located in the Western U.S. The firm was founded in 2006 and prides itself on creating unique solutions to some of the most challenging ropeway transportation projects. Understanding the complexity and nuances of gondola relocations is the focus of SCJ Alliance's Cable-Propelled Transit (CPT) Group. SCJ's CPT team actively participates in the ANSI B77.1 ropeway standards committee, helping to write the standards for the passenger ropeway industry.

With over 130 years of combined experience planning, designing, inspecting and commissioning chairlifts and gondolas, SCJ's CPT group has the skills and experience required to complete the Eaglecrest gondola relocation design and commissioning. SCJ has developed proprietary profile calculation software that will be used to evaluate the gondola system, clearances and system capacity for this project. SCJ operates independently of all ski lift manufacturers and represents the interests of ski areas and owners when working on a project. SCJ can support Eaglecrest and Juneau in a manner that no other U.S. consulting firm can.

SCJ recently completed a similar chairlift relocation project for a resort in Washington State and would be happy to provide a reference upon request.

SCJ would appreciate the opportunity to work with Eaglecrest and Juneau. We believe you will find our qualifications well suited to this project and we look forward to hearing from you.

Respectfully,
SCJ Alliance



Jim Fletcher, PE
Senior Consultant



Stephen W. Dorau
Senior Project Manager

2: *TECHNICAL INFORMATION*

MOUNTAIN COASTER COST ESTIMATE



Cost estimate Mountain Coaster



Customer: Eaglecrest Ski Area

Project: Juneau Alaska

Date: 27.07.2021



Dave Scanlan
General Manager
Eaglecrest Ski Area
Juneau, Alaska

Subject: Quotation Sunkid Mountain Coaster

Dear Mr. Scanlan,

we hereby refer to your discussion with our Sales Partner Mr. Larry Hays and would like to thank you for your interest in our products.

Summer toboggan runs of the brand Sunkid are among the bestselling toboggan runs worldwide. Since 1996, more than 55 systems have been installed in numerous countries around the world.

The trademark of the Mountain Coaster is the unique monorail system. This not only offers unforgettable ride dynamics, but is also particularly safe, cost-efficient and easy to dismantle due to its sophisticated design.

The low weight of the toboggans also allows easy mountain transport using existing infrastructure such as drag and chair lifts, gondolas or our own mountain conveyor. This not only leads to significant savings in construction costs, but also enables the year-round use of existing infrastructure.

A further advantage of the Mountain Coaster is also the particularly sustainable and environmentally friendly construction and maintenance of the entire facility.

Below we are pleased to provide you with a detailed cost estimate.

We hope that our offer will meet your expectations and are always available for further questions.

With kind regards

Marko Filipisky
Product Manager Mountain Coaster

THE MOUNTAIN COASTER – THE SUMMER TOBOGGAN RUN

ADVANTAGES AT A GLANCE

- Globally unique monorail system
- Great fun factor & unique driving experience
- A system that has been tried and tested over many years
- Best price-performance ratio
- Low maintenance costs
- Environmentally friendly
(no foundation work necessary)
- Existing lift infrastructure can be used
- Suitable for almost any terrain
- Easy and quick to disassemble –
suitable for ski slopes
- Countless individual theming possibilities
- Everything from one source

START PLANNING NOW!

info@sunkidworld.com / +43 (0)5412 68131



**parkscout plus
Award**

Germany's Best New Coasters in 2019

1. Basic Technical Details



Place	Eaglecrest Ski Area
Track length – descent / track	Approx. 1.310m (4297ft)
Elevation difference	Approx. 184m (603ft)
Average declination - downhill	Approx. 14 %
Gondola– Length	Approx. 1050m (3444ft)
Operator – Mountain Conveyor	Customer
Speed (mountain conveyor system)	1,5 m/s
Number of vehicles	Approx. 32 pcs.
Capacity with 50 % double seats	Approx. 280 pph
Speed / Downhill	Max. 40 km/h

i Subject to regulatory approval or any cost due to regulatory authority deviating from the ISO standard are not included.

! All indicated data are still estimated and can only be confirmed by a final planning / engineering.

2. Overview prices for surveying and concept planning

2.1. Topographic Surveys

Piece	Responsible	Description
1	Customer	Carrying out the survey, for the final determination of the horizontal and vertical positions of the existing natural landscape features (x,y,z coordinates), such as soil profile, water bodies, vegetation lines (forest). Determination of structural object coordinates, such as buildings, roads, paths, bridges and functional facilities. The survey area refers to the functional area necessary for construction, including the normative safety space.

2.2. Deliverables - Survey

Piece	Responsible	Description
1	Customer	<ul style="list-style-type: none"> • Topographic model and contour line plan • Height Profile Cuts • 2D - general plan with orthophoto layer

2.3. Site Consultancy & On Site Inspection

Piece	Responsible	Description
1	Sunkid	<p>Assessment of the local topography, terrain forms, terrain profile, infrastructures and their influence on the route planning. Travel costs are included.</p> <p>Marking out the course of the railway using survey pegs to visually fix all important technical planning coordinates in the terrain and to guarantee error-free planning.</p>

2.4. Layout – Track & Field Marking

Piece	Responsible	Description
1	Sunkid	In close cooperation with the customer, the designer will develop an ideal track design with a maximum number of exciting ride elements. Special attention will be paid to the optimized technical feasibility of the track design to guarantee cost optimization for the execution. Track Layout Staking marks the precise locations of all important points of the first phase of the track layout.

2.5. Concept Planning – Mountain Coaster

Piece	Responsible	Description
1	Sunkid	<ul style="list-style-type: none"> • Concept – Study • Tech. Feasibility – Study • Design - Phase 1 (Preliminary Design) • The overall scope of the studies includes a detailed technical description of the route, 2D, renderings and aerial photography. Thus, they include all important and decision-relevant data for the client in order to enable a secure final planning.

Price for above mentioned services

EUR 15.800, --

Accommodation and food during site visit by customer!

3. Overview prices – Mountain Coaster

3.1. Sunkid Mountain Coaster	Non-binding cost estimate
<ul style="list-style-type: none"> • According to drawing no. pr21-80-043 • Detailed planning and projecting • Track downhill straight, curves and waves incl. Accessories • 32 x sledge including back rest, braking system and skids • 18 carriages for transport of carts with gondola “Model Les Angles” • Setting up the construction site and clearing the construction site • Head-assembly incl. travel cost for 2x supervisors • Rental fee of tool container incl. specialized tools for welding • Signs • Traffic lights at the start • Maintenancekit & Toolkit • Documentation in English language • Statics for our scope of works 	Price 930.000 €
3.2. Options	Non-binding cost estimate
<ul style="list-style-type: none"> • Automatic storage line for 32 carts 	Price 165.500 €

3. Conditions

! Our General Terms and Conditions (in short “GTC”), which can be accessed on <https://www.sunkidworld.com/en/legal-information>, shall apply exclusively. We herewith expressly object to the use of any customer general terms and conditions and/or general terms and conditions of purchase. The following conditions are agreed upon deviating from or supplementing these:

PAYMENT:	40 % down payment after signing the contract 30 % down payment before delivery 30 % final payment after completion of the installation against irrevocable confirmed Letter of Credit
DELIVERY:	EXW Rußbach (Austria) (Incoterms 2020)
INSTALLATIONS SUPERVISOR:	Transfers, overnight stays and meals by the customer.
DOCUMENTS FOR SUBMISSION TO AUTHORITIES:	The seller supplies standard manufacturer's documentation in English. Special documents or calculations will be charged separately according to expenditure. The buyer is responsible for obtaining all necessary official permits and approvals.

i **Delivery conditions COVID 19:**
Due to legislative measures to combat the COVID-19 virus, there may be delays in deliveries and shipments. Delivery dates are without exception subject to change.

3. Conditions

<p>PRICE DOES NOT INCLUDE:</p>	<ul style="list-style-type: none"> • All costs related to electrical connection, lightning protection, earthing, salvage platforms, planning, calculations of terrain and foundations as well as terrain, foundation and concrete work • Infrastructure (bridges, tunnels, buildings, fences, substructures) • Storage system for sledges • Theming of vehicles and track environment (e.g.: tunnel) • Exit and entry platforms • Accommodation and meals for technicians • Local and / or official permits / inspections / certifications required for public operation • Surveillance equipment (cameras, ...) • Lighting / decoration and / or show control systems • Fences, safety walks and information boards (if required by authorities) • Felling and clearing of trees in a forest aisle in a width of at least 1.5 meters on either side of the trajectory • 6 assistants with technical training, 1 of them welders (at least aluminum protective gas), 1 electrician • 1 unit 15kVA for welding equipment or supply line to the railway at any point • Tubular construction wood 24x 100mm x 500mm long boards, pegs DM60 x 1150 • 2 Quads with loading area or similar (mowing truck) • Repair painting of steel structures after installation • Warning signs, safety instructions and emergency signs (except the package offered) • Field drawings and actual construction drawings with local heights and coordinates; These and also the foundation details must be designed and drawn according to local requirements and regulations. • Electrical, hydraulic, pneumatic and/or other connecting lines between the individual units, cables, lines, pipes, accessories etc. are not included in the scope of delivery. The connection and installation must be carried out by the buyer in accordance with local regulations and standards • Spare parts • Transport of the equipment from the place of unloading to the place of installation (if not already regulated by Incoterms)
<p>CHOICE OF LAW AND JURISDICTION:</p>	<p>The exclusive place of jurisdiction is agreed to be the competent court at the seller's registered office. However, the seller can sue the buyer at another domestic or foreign court of jurisdiction. For all disputes arising from the deliveries / services of the seller, the applicability of Austrian substantive law is agreed, excluding the provisions of Austrian international private law and the UN Convention on Contracts for the International Sale of Goods. The application of Austrian law shall also be deemed to have been agreed for the use of services by foreign customers.</p>

3. Conditions

<p>RETENTION OF TITLE:</p>	<ul style="list-style-type: none"> • All goods and products of the Seller shall remain the property of the Seller until full payment of the agreed price and all associated costs. • In the event of seizure or other claims, the Buyer undertakes to draw attention to the right of ownership and to notify the Seller immediately. • It is expressly stated that all products of the Seller are movable goods within the meaning of § 293 ABGB.
<p>EXCLUSION OF WARRANTY / LIABILITY:</p>	<ul style="list-style-type: none"> • Excluded are warranty claims that are due to incorrect and improper operation or use or to natural wear and tear. Warranty is also excluded if the Company is commissioned to make changes or conversions to already used items or to carry out work on third-party products. • In the case of compensation, the Company is only liable for damages caused by it or a person for whom it is responsible, whether intentionally or through gross negligence. Liability for slight negligence is excluded, as is compensation for indirect damage, consequential damage and financial losses (e.g. for business interruptions), loss of interest, loss of profit, expected but not incurred savings and damage arising from third-party claims against the contracting party. • Any liability of the Company is limited to the contract value of the sum insured specifically paid by the business liability insurance. Any further liability of the Company is excluded. • Liability for information provided by telephone or verbally shall only be assumed - without prejudice to the agreed limitations of liability - if the information has been confirmed in writing by the Company. • It is stipulated that the contractual partner shall only employ qualified specialist personnel for the commissioning, installation and operation of the system and for all work on the system (whether maintenance, servicing or repair work), otherwise the Company shall not be liable. The contractual partner will also only use qualified specialist personnel for telephone enquiries to the Company. • In any case, the Contractual Partner shall ensure, if necessary by means of suitable measures, that the operation and all work according to the manufacturer's instructions, the assembly instructions, is carried out in accordance with the respective original operating instructions and the supplementary instructions of the Company, taking full account of the respective local conditions and special features, otherwise any liability of the Company shall be excluded.

3. Conditions

DATA PROTECTION AND DATA PROCESSING:

- If personal data is made available to the seller, it will be used to process inquiries and/or bookings, to provide other services and for administrative purposes.
- The buyer agrees that the seller may process the personal data transmitted by him or collected by the seller himself. The Buyer's personal data will be treated as strictly confidential in accordance with EU and national data protection regulations. This consent may be revoked at any time in writing (including electronic form) with effect for the future, unless the Seller has an overriding legitimate interest or the data is required to fulfil the contract or the Seller is legally obliged to process the data.
- Personal data will neither be sold to third parties nor marketed in any other way. The personal data will only be passed on to third parties or otherwise transferred if this is necessary for the business transaction, if it is in the predominant interest of the seller or if the seller has previously consented to this; a granted consent regarding the transfer of personal data to third parties can be revoked at any time in the future in written (also electronic) form, provided that no predominant legitimate interest of the seller exists. It may also be necessary to disclose personal data due to legal regulations or legal processes.
- If the seller supplies cameras, monitoring systems or similar, it is not responsible for compliance with data protection regulations; this is the sole responsibility of the buyer. The Buyer shall indemnify and hold the Seller harmless for any claims for violations of the relevant provisions.
- The Buyer agrees that the Seller may process the Buyer's personal data (name, title, address, e-mail address, telephone number) from the current business relationship for the purpose of advertising the Seller's products and services and may inform the Buyer by e-mail or telephone. The buyer can object to the processing of his data for these marketing purposes at any time and revoke his consent to the use of his data with immediate effect. This has no effect on the contractual relationship with the seller (Art. 107 TKG 2003). The objection or revocation of the contractual partner can be sent in writing to the seller, Sunkid GmbH, Industriezone 39, 6460 Imst, or in electronic form by e-mail to info@sunkidworld.com.

4. Options & Customization

Sunkid Mountain Coaster Track elements and options



Jump / Bridge



Twister



Tunnel



Speed track



Photopoint



Theming



Sound & Music



Vortex Tunnel & Lights



Cover for sledge



Camera monitoring

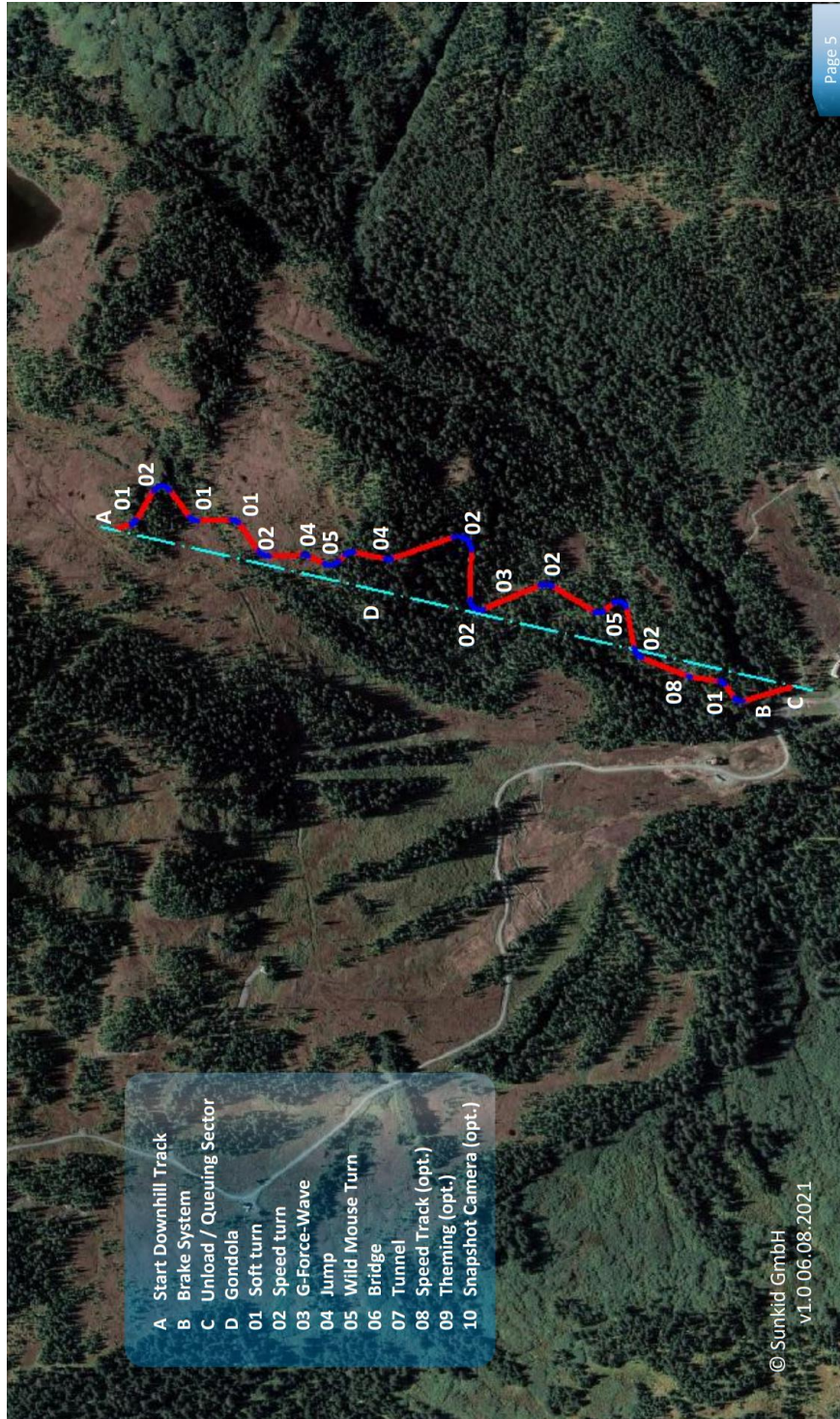


Camera Monitoring Zoom

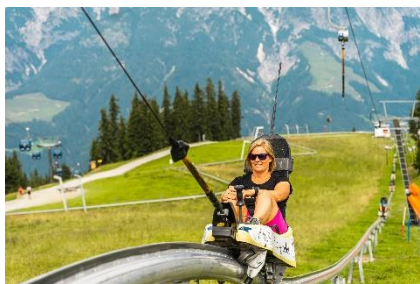


Speaker

5. Marketing drawing / illustration



6. Impressions



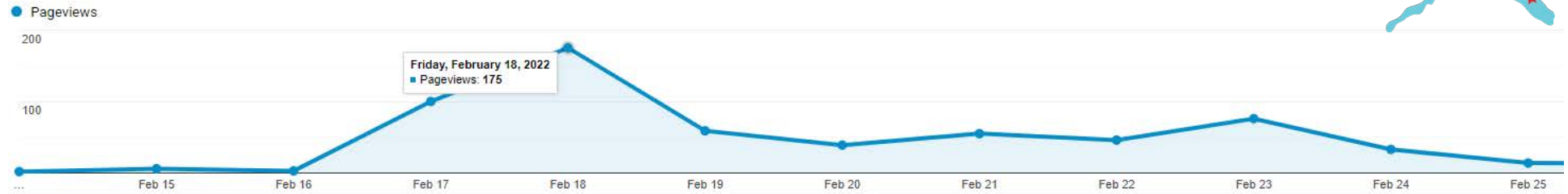
Numerous other reference projects, information, photo & videos can be found at www.sunkidworld.com.

3. COMMUNITY SUPPORT AND PLANNING EFFORTS

RECENT METRICS



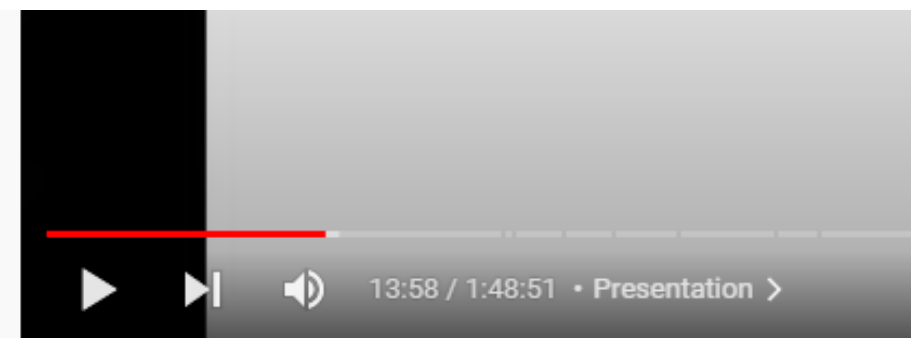
EAGLECREST SUMMER DEVELOPMENT PAGE - RECENT ACTIVITY



Primary Dimension: Page Other

Page	Pageviews	Unique Pageviews	Avg. Time on Page	Entrances	Bounce Rate	% Exit
1. /summer/	621 % of Total: 1.65% (37,598)	559 % of Total: 1.78% (31,439)	00:03:51 Avg for View: 00:02:11 (75.39%)	328 % of Total: 1.56% (20,978)	76.83% Avg for View: 56.34% (36.38%)	72.95% Avg for View: 55.80% (30.74%)

WEBINAR RECORDING - VIEWS



Pulse Gondola Webinar + Q&A | 2.23.22

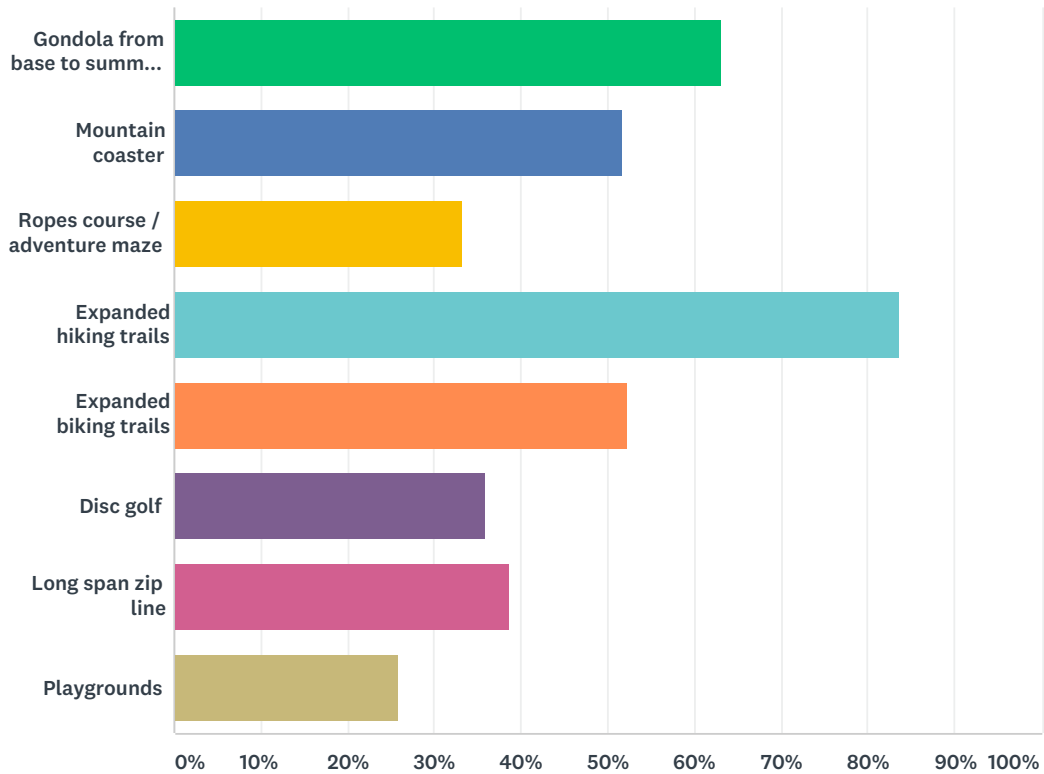
201 views • Feb 25, 2022 • Dave Scanlan presents the case for the p

WEBINAR - LIVE VIEWS

During the public webinar + Q&A session, we noticed a peak attendance of 138 participants on zoom; some people left early and others joined the meeting late. While we do not have an exact number, we estimate that between 150-200 Juneau residents tuned in live for at least part of the webinar.

Q5 What summer activities would you explore if offered at Eaglecrest?

Answered: 147 Skipped: 0



ANSWER CHOICES	RESPONSES	
Gondola from base to summit (Pittman's Ridge)	63.27%	93
Mountain coaster	51.70%	76
Ropes course / adventure maze	33.33%	49
Expanded hiking trails	83.67%	123
Expanded biking trails	52.38%	77
Disc golf	36.05%	53
Long span zip line	38.78%	57
Playgrounds	25.85%	38
Total Respondents: 147		

3. COMMUNITY SUPPORT AND PLANNING EFFORTS

**2012 MASTER PLAN
COMMUNITY SURVEY RESULTS**



C. TELEPHONE SURVEY

Survey research in support of the master planning process included a random sample telephone survey of Juneau residents. The telephone survey was conducted from September 30th, 2011 to October 4th, 2011 and included a sample size of 449 adults. The survey is statistically representative of the overall Juneau adult population, with a maximum margin of error of $\pm 4.5\%$ at the 95% confidence level.

The analysis of telephone survey results focuses on two groups: those that used the Eaglecrest Ski Area for the purpose of skiing or snowboarding during the 2010 winter season (113 respondents, termed “ski area users” in this summary), and those that did not use the area (336 respondents, termed “non-users”).

Detailed survey results are included in Appendix 3. A summary of key findings is provided below.

1. Key Survey Results

a. Development Priorities

The Master Plan study team, in consultation with the Eaglecrest Board of Directors, identified a range of development options for consideration in the survey research. Development options included the following:

- Trails for hiking and biking
- Summer tourist attractions to generate revenue
- Additional lighting for night skiing
- Cabins/overnight accommodations
- Ski area boundary expansion
- Terrain park
- Nordic skiing improvements
- New or expanded lodge

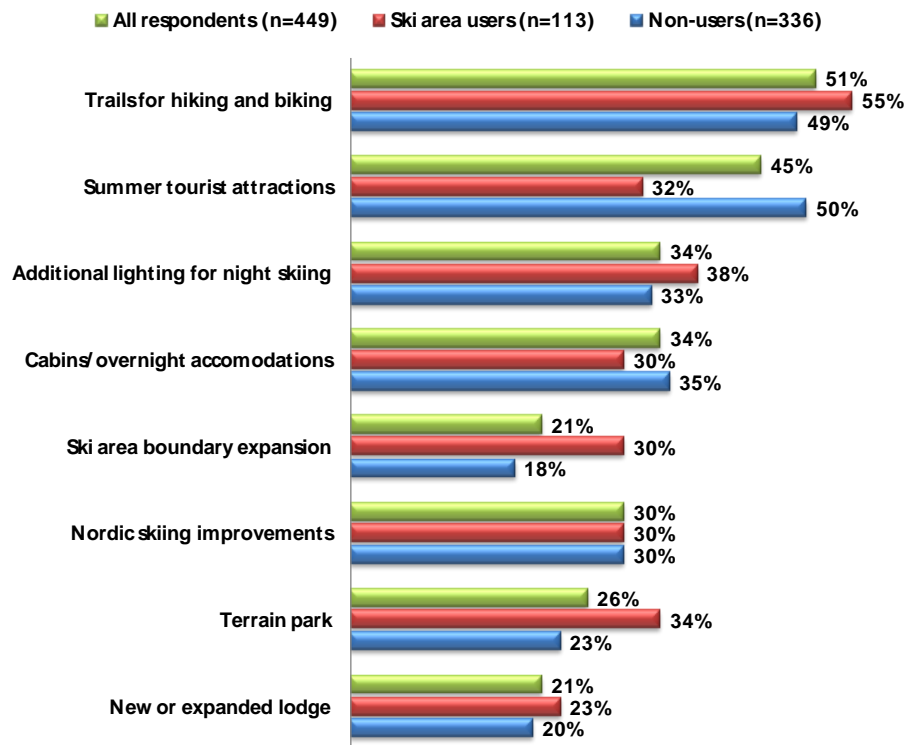
Among this list of development options, the addition of a trail network for hiking and biking at Eaglecrest received the highest ratings. Eighty-seven percent of Juneau residents rank this project as somewhat important or very important. Notably, half (51%) consider it very important.

Trails development is the most popular among both ski area users and non-users, receiving very important ratings from 55% of ski area users and 49% of non-users.

It is important to note that survey research did not address public opinion concerning the proposed Learning Center. The Eaglecrest Board and staff had established the need for the Learning Center, and identified it as a capital improvement priority, prior to launching the master planning process. Measurement of public opinion regarding a “new or expanded lodge” in the telephone and online surveys was intended to gauge perceived importance of replacing or expanding the often crowded main lodge, which according to the Eaglecrest Facility and Programming Study, is significantly undersized in several respects, especially the dining area and public storage (locker space).



**Chart 1:
Eaglecrest Development Options – Percent Ranking Very Important**

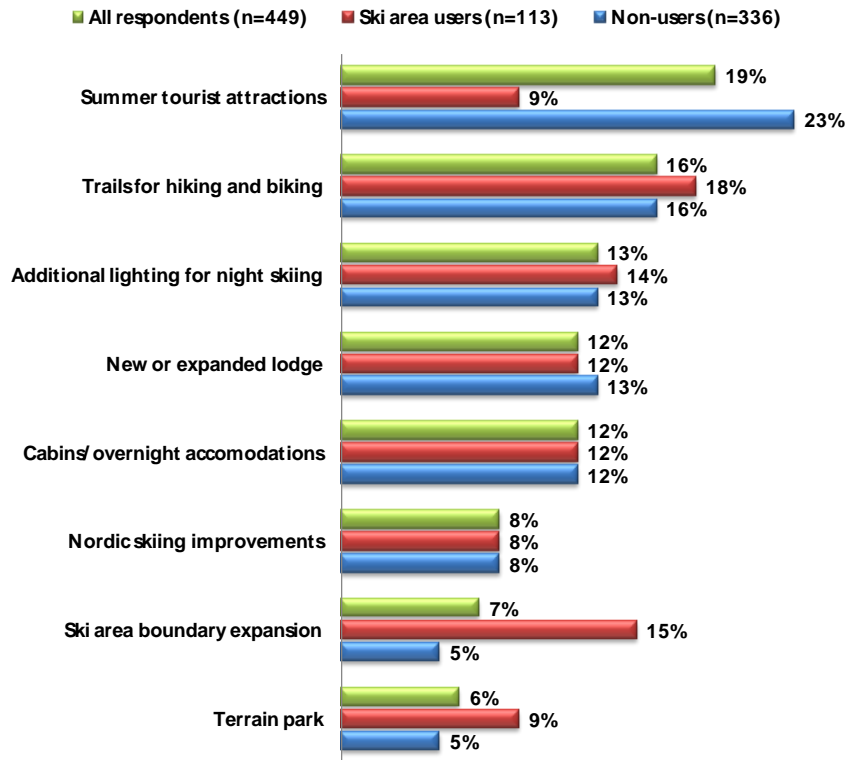


The expansion of summer tourist attractions in order to generate revenue is viewed as very important by 45% of Juneau adults, though there is a split between users and nonusers. Half (50%) of those that did not ski or snowboard at Eaglecrest last season believe this is very important, though just one-third of ski area users consider it very important.

Survey participants were asked which development option they believe to be the single most important for Eaglecrest to pursue. On the whole, responses were consistent with the rankings discussed above, though with some interesting differences.

- The development of summer tourist attractions to generate revenue for Eaglecrest Ski Area is most important for one in five Juneau residents. However, just one in ten of those that skied or snowboarded at Eaglecrest last season are in this group.
- One in six survey participants (16%) believe the addition of trails for hiking and biking in the ski area is the most important development option, with similar responses from both ski area users and non-users.

**Chart 2:
Eaglecrest Development Options – Ranked as Most Important**



Trail development for purposes of mountain biking is also popular. Fifteen percent of survey respondents indicated they would be very likely to use the trail system for biking at Eaglecrest. About the same percentage (14%) said they would be very likely to purchase a \$20 to \$30 summer lift ticket for biking if it provided access to a well-developed network of trails.

In summary, telephone survey results regarding future development options point to broad support for a range of possible developments, led by trails for hiking and biking. In fact, 87% of Juneau adults would favor development of a trail system at Eaglecrest and 44% of survey respondents said they would be very likely to use an Eaglecrest trail system for hiking. Even skiers and boarders apparently place higher priority on trail development for summer time use than they do on any of the winter-related developments (expanded lodge, night skiing, Nordic skiing improvements, or a terrain park).

The message from the community is not quite as clear concerning summer tourism development for purposes of raising revenues to support ski area operations. Non-users actually place this at the top of the priority list, along with trail development. For ski area users, summer tourism-related development is actually near the bottom of the list, in terms of what’s most important for the future of Eaglecrest.

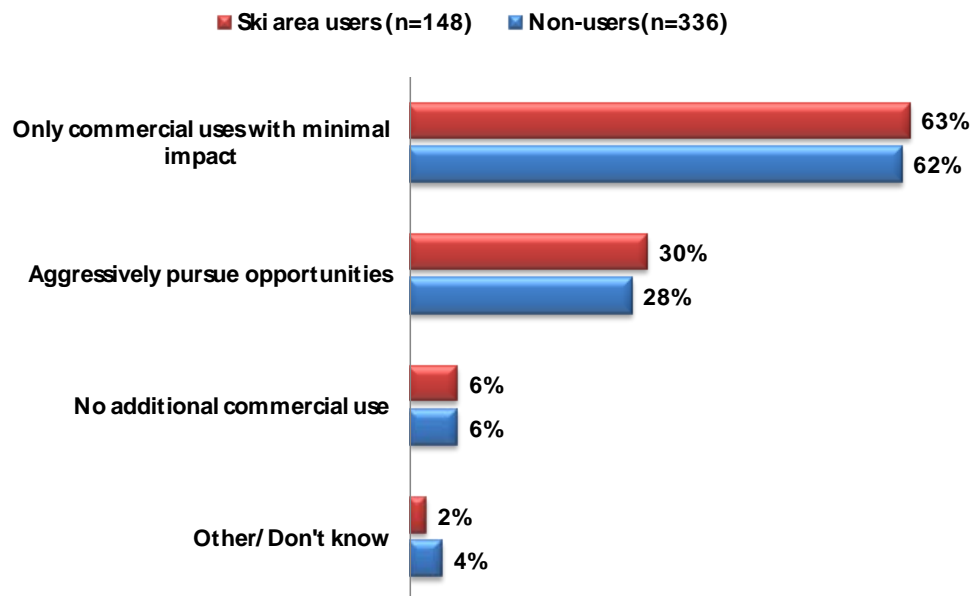
b. Commercial Use

Residents were asked about their opinion of additional commercial use of the Eaglecrest area, for purposes of generating revenue to support operations.



- Responses from Eaglecrest users and non-users were nearly the same, with 63 and 62%, respectively, sharing the opinion that Eaglecrest should only allow commercial uses that have minimal impact on local residents' use of the area.
- One in three ski area users expressed that Eaglecrest should aggressively pursue commercial opportunities in the area, similar to the 28% of non-users that conveyed the same opinion.
- Just 2% and 1% of ski area users and non-users, respectively, felt that Eaglecrest should not pursue any additional commercial use to generate revenue.

Chart 3:
Opinions on additional commercial use of Eaglecrest



c. Motorized Use

Eaglecrest has received proposals to allow recreational and commercial motorized use of the area during the winter and summer seasons. This would require a change in the City and Borough of Juneau ordinance on motorized use of the area. CBJ residents were asked whether they would favor or oppose changing the ordinance to allow these activities.

- The community is divided on the issue of motorized use of Eaglecrest during the winter. Half (49%) of Juneau residents oppose it, while 46% are in favor. The difference is within the survey's margin of error. Eaglecrest users are generally opposed, with more than half (58%) of those that skied or snowboarded at Eaglecrest last season expressing opposition to the use of motorized vehicles in the area during the winter season.

3. COMMUNITY SUPPORT AND PLANNING EFFORTS

**NORDIC MASTER PLAN
CROPLEY LAKE DEVELOPMENT**



EAGLECREST NORDIC DEVELOPMENT PLAN



GETTING MORE PEOPLE ON SKIS MORE OFTEN.

Submitted to the Eaglecrest Board of Directors

April 5, 2017

April 5, 2017

To: Eaglecrest Board of Directors
From: Juneau Nordic Ski Club (JNSC)
Re: Eaglecrest Nordic Development Plan from JNSC

The Juneau Nordic Ski Club (JNSC) respectfully requests the creation, review and adoption of a Nordic Development Plan (NDP) as part of the Eaglecrest Master Plan. The genesis of the NDP comes from requests by Eaglecrest Board members for more information on Nordic skier needs.

The JNSC is committed to assist in the implementation of a Nordic Development Plan in partnership with Eaglecrest and we look forward to developing a more detailed effort and priority list in the future. At this time we think it's premature to include cost estimates for three reasons: Eaglecrest and JNSC could easily be boxed into a corner of expectations neither can fulfill; it reduces flexibility to engage when elements of a project further down the list unexpectedly coalesce to move forward; and we support the upcoming public review process as part of the 5-year Eaglecrest Master Plan update.

Nordic skiing is a part of the total Eaglecrest revenue for operations and nordic revenues generally pay 100%, or more, of nordic operating costs at Eaglecrest. With improved facilities the revenue from Nordic could easily increase. The Juneau community will benefit by further developing the Nordic community credibility as an integral partner in skiing, as a partner in Eaglecrest facilities and in generating more revenue for Eaglecrest as a multidimensional, year-round, facility.

We look forward to discussing, defining and refining this project list with you, as well as establishing a fund-raising campaign to help with projects in need of broader support.

Sincerely,

The Juneau Nordic Ski Club Board

Frankie Pillifant, President
Mike Hekkers, Vice President
Tim Blust, Treasurer
Bart Watson, Secretary

- Jess Brown - Odin Brudie - Ray Imel - Erik Boraas - Wayne Carnes - Fred Hiltner -

- **Add trail lighting when electrifying Black Bear.**

In low snow years when the Lower Loop isn't groomed the Upper Loop has often seen enough snow cover to be set. While headlamps have traditionally been used during the dark, lighting will make the Upper Loop more attractive for evening events and training.

- **Install warming building.**

Creation of a warming and waxing facility is attractive for families, beginners and ADA nordic skiers. A nordic gathering place creates a more attractive location for nordic users. A building in this area could potentially serve as an over-night hut.

CONNECTORS

- **Humpy Trail development.**

The need for a more moderate, multi-use trail that snow-shoers and skiers, and off season bicyclists use is needed. The Humpy route generally parallels the main road on the uphill side up to main parking area and then along edge towards old tubing hill at Eaglecrest. Tasks include determine route and flag trail, reduce canopy, determine additional needs and implement such as culverts, drainage diversion, place culverts, develop drainage ditching, and connector tunnel to the Lower Loop.

- **Cropley Lake connection.**

Cropley Lake connection is a long desired route to additional terrain of beginner to moderate level nordic skiing. Route determination and establishment has several natural opportunities to be determined as part of a larger trail network around the mountain for all seasons. Additionally, this connection would be combined with Eaglecrest effort to have a hardened surface route to Cropley for access to the Brakel cabin, a source of all-season revenue. Hardened surface will create a multi-use route for mountain bikers outside of ski season.

- **Lower/Upper loop connector**

Rerouting for beginner access and trail hardening of this connector will provide additional off-ski-season hiking and mountain biking opportunities. During ski season it will provide an improved base for holding snow and draining during melt sessions. This project will follow an existing switchback trail through the woods that was historically used for nordic access before Trickster was a formalized run. It generally connects to the Trickster slope approximately half-way up. Once on Trickster, both alpine and nordic skiers will benefit from safety/etiquette educational signage along the portion of shared route. The JNSC volunteers can assist with canopy and vegetation management and sign placement.

MULTI-USE, MULTI-SEASON TRAILS

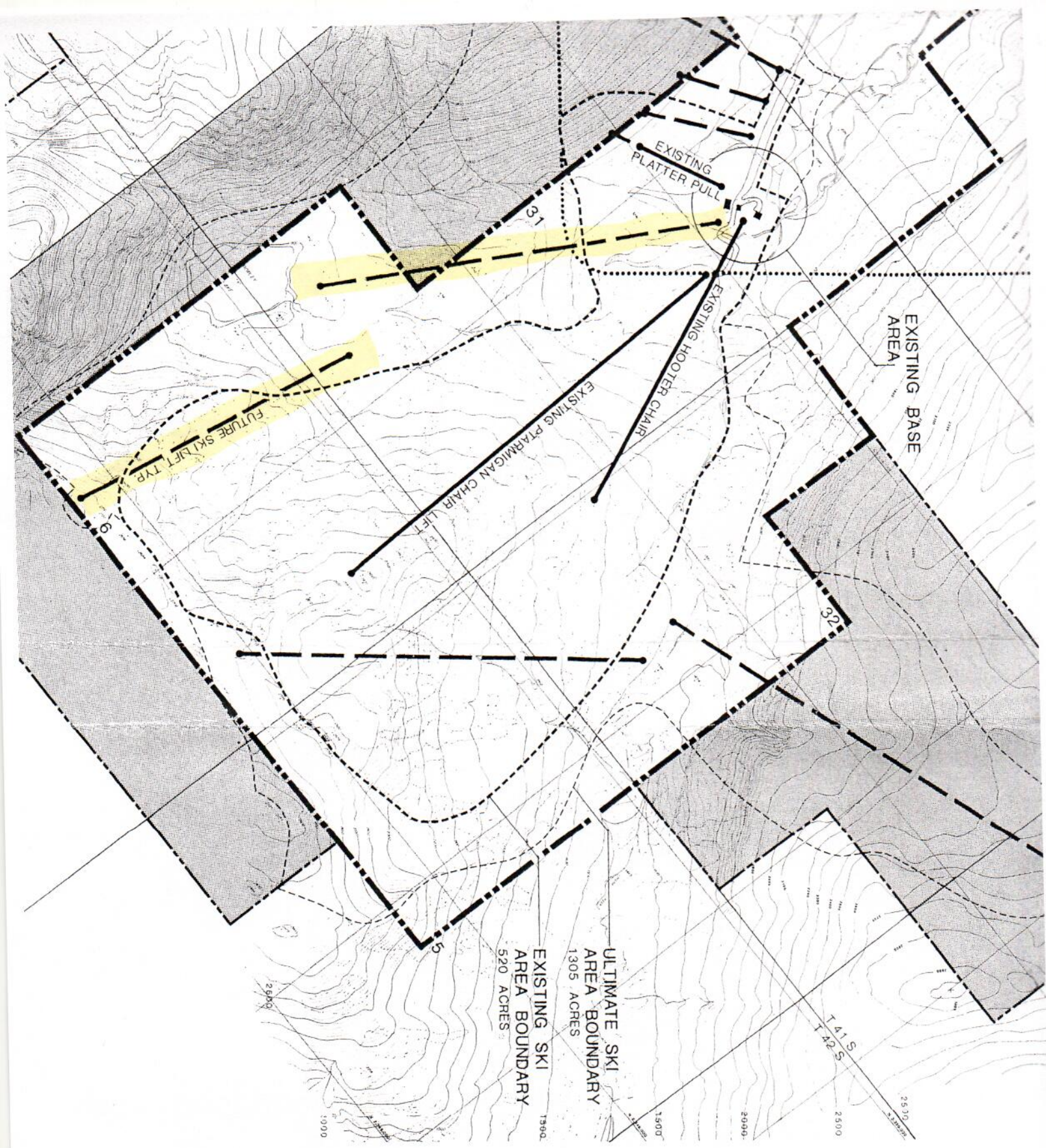
- **Develop the Trail Network Master Plan.**

As identified by the *2012 Eaglecrest Master Plan*, there is an increased opportunity for by developing a trail plan for nordic specific and multi-use. That plan would include a

3. COMMUNITY SUPPORT AND PLANNING EFFORTS

**1983 SKI AREA
EXPANSION MAP**





EAGLECREST SKI AREA

BASE AREA LAND USE STUDY

LAND OWNERSHIP

JULY 1983

3. COMMUNITY SUPPORT AND PLANNING EFFORTS

BUSINESS CASE



Eaglecrest Gondola Project

Financial Considerations and Business Case

Overview:

Eaglecrest has been working on plans to develop summer operations since 2019. Funding Ordinance 2021-08(b)(am)(z) was sponsored by Wade Bryson and brought forward during the Assembly Finance Committee meeting on February 2nd. The Ordinance would allocate \$2 Million dollars for the purchase, transportation and preliminary engineering on a used fixed grip pulse Gondola from Austria. The Gondola would be the keystone of Eaglecrest expanding existing winter operations into a year around operations with summer activities geared toward Juneau's increasing number of summer visitors while enhancing existing summer use by local residents.

The CBJ has had exploration of Eaglecrest Summer Operations in their annual Goals document since 2019. In 2019, 2020 and 2021 the Assembly Goals stated in the Economic Development section "Explore viability of a summer operation plan for Eaglecrest Ski Area." In 2022 Assembly Goals in the Economic Development section, the language was updated to state "Support Eaglecrest Summer Operations Task Force & self-sufficiency of Eaglecrest."

Eaglecrest has developed two primary business cases. The First business case that will be explained in this memo is the business case that we feel brings the greatest positive financial impact to Eaglecrest / CBJ. During consultation with Ski Area Master Planners and ski areas that have successful summer activities, the greatest success is achieved when there is a suite of activities offered. This model contemplates CBJ purchasing and operating the Gondola and a Mountain Coaster ride experience. Eaglecrest has current concessionaires offering a ZipLine excursion and bicycle tours. Both of these concessionaires wish to expand their operations. With the CBJ offering the backbone infrastructure, Eaglecrest will have capacity to allow other tour operators the ability to offer bundled tour packages or develop new unique tour products that take advantage of the expanded core infrastructure.

Project Goals:

- Create a sustainable revenue stream capable of paying staff competitive year around wages
- Create a funding mechanism capable of funding the replacement of other aging ski area infrastructure
- Guarantee winter operations in the face of ongoing climate change
- Retain uniqueness of community ownership model
- Increase accessibility and use of Eaglecrest for non-skiing and snowboarding residents of Juneau
- Create healthy and affordable summer activities for Juneau's youth
- Stabilize Juneau's tourism economy creating more winter employment opportunities
- Fund development through a repayable funding mechanism such as a Central Treasury Loan or Revenue Bond.

- Eliminate ongoing need for CBJ General Fund Support

Financial Assumptions 10 Year Financial Tab:

Revenue & Visitation Forecasting: It is assumed that the Gondola would be purchased and transported to Juneau in CBJ FY 23. Funding for installation and construction of the Mountain Coaster would happen in the second half of FY 23 and the first half of FY24. The Gondola would open for winter operations during the winter of 2023/2024. The start of summer visitation on the Gondola would begin in May of 2024. The summer cruise year is split by the CBJ fiscal year cycle which runs from July 1st to June 31st. In the FY 24 column I have listed total visitation of 450,000 which is the estimated visitation of a partial cruise season that would average 1,350,000

Capture Rate: The financial model is based on an assumed capture rate of total visitors that are coming through cruise visitation and through independent travelers. Eaglecrest is assuming a capture rate of 4% of total cruise visitation. The cruise industry is estimating over 1,500,000 million visitors arriving in Juneau in the summer of 2022 if the ships were at 100% capacity. The industry is currently seeing very strong demand but are unsure of what capacity restrictions might be in place due to COVID considerations. It would be safe to assume that two years from now, when Eaglecrest is ready to operate the new Gondola, COVID concerns will be over and ships will be back to running at full capacity. Eaglecrest has taken a very conservative view forecasting cruise visitation starting at 1,350,000 in FY 24 & FY 25 (2019 actual visitation numbers) and then projecting a 3% annual increase from FY26 forward.

In the 2016 Juneau Visitor Profile and Economic Impact Study from McKinley Research (formerly McDowell Group), referencing the number of visitors participating in hiking, tram rides, zipline rides, and bike tours. The study found the following participation rates in activities through exit surveys of Juneau tourists, abbreviated for this memo. Note that the activities stated are not exclusive categories (i.e., a single visitor may have participated in a nature walk and tramway ride).

	All Visitors	Cruise Passengers	Air Passengers
Day Cruises	31%	31%	21%
City/sightseeing tours	19%	19%	13%
Wildlife Viewing	14%	13%	25%
Hiking/nature walk	15%	14%	31%
Tramway/gondola	15%	15%	21%
Zipline	1%	1%	1%
Biking	1%	2%	1%

Using this as a base line for our capture rate which shows that 32% of all visitors to Juneau area are already partaking in the activities that will be offered at the Eaglecrest Adventure Park. We

feel Capturing 4% of this portion of the visitor market is reasonable. During 2019 there was a documented lack of visitor capacity. The Glacier Visitor Center was at capacity and no longer issuing commercial tour permits, the Mt Roberts Tramway would often have an hour and a half wait and the Whale Watching Tours were selling out.

Plan B Tour days, this is a term in the Juneau tour industry that refers to days when all air born excursions are grounded due to fog and a low cloud deck. During these days available tour option decrease by a large increment putting additional pressure on Juneau resources. Many of these days the Eaglecrest Gondola and Mountain Coaster would still be operational. It would be reasonable to forecast an additional capture rate on these plan B days. In an effort to be conservative we have kept our capture rate flat over the projected years even though we feel it is likely that the percentage of capture rate may grow as visitation grows as other popular activities hit capacity limits.

Mixed –Age Visitors and Adventure Travelers. Juneau has very few tour options for kids. Eaglecrest would have strong appeal to the growing segment of cruisers that are traveling with multiple generations offering activities for Parents, Grandparents and Kids all at one destination.

Independent Visitor Capture Rate: As you will see our capture rate for independent travelers is higher. In the chart above broken down by visitor type, 31% of air travelers do nature hikes and walks and 21% ride the tram. Being that independent travelers will be staying in Juneau for multiple days, they have time to participate in the main attractions and will be likely to visit Eaglecrest to take in the mountain top vistas and trail experiences across the mountain. We are assuming a 15% capture rate on this group of visitors.

Average Visitor Spending: The average visitor spending assumes that the cost of an Al Carte scenic Gondola Ride is \$35, a match to the Mt Roberts Tram. We then assume that another \$10 will be earned through a combination of food sales and retail items. The mountain coaster will be an extra charge a \$15 for the first ride and \$10 for an additional ride. We will come up with an all inclusive adventure park pass that would allow unlimited coaster rides for an additional price. These rates are assumed “window or walk up local rate”. We intend to partner with Alaska Coach Tours as a primary transportation partner that would broker the product as a bundled package through their existing relationships with all of the primary cruise lines. We have had an active relationship doing existing bundled tours during the summer of 2021 and continuing into the summer of 2022. When sold “onboard” the cruise lines will mark up the cost to achieve their desired margins as they do with most products.

Throughput: The Gondola has an hourly capacity of 600 passengers per hour. The configuration of the Gondola will have three fifteen passenger cabins traveling in a clustered pod. Conservatively, each pod will be moving 45 guests up the mountain every 4 minutes. Another way to visualize this is that every four minutes we would have the capacity to move a full sized greyhound style Charter bus full of people up the mountain. The Mountain Coaster is designed to have a peak throughput with 50% of the carts having double rider capacity of 280 passengers

per hour. The Mountain Coaster Cart is equipped with a rain cover to keep customers relatively dry allowing the coaster to operate in any weather which will assist Eaglecrest on the Plan B tour days described above. With an estimated total daily visitation of 475 to 500 visitors per day we are well within these capacity parameters.

Total drive time on a charter buss from the port to Eaglecrest including time to disembark from the buss and arrive at the base station of the Gondola is estimated at a comfortable 35 minutes. Total ride time to the top of the mountain in the Gondola is 7 minutes. Using these estimates, it would be safe to assume that Eaglecrest could provide a quality experience during shorter port calls when visitors may only have a total of 3 to 4 hours away from the Boat. In a two hour time frame 300 people could conservatively be turned through the mountain coaster and over 500 people through the top of the mountain for site seeing and ridge walking. It is assumed the independent travelers will arrive by their own means likely a rental car.

Mountain Bike Revenue: In the year 2026, as the summer model begins to mature and additional trail infrastructure is completed and visitation on the Gondola increases the concept of running the Hooter Chair Lift on weekends specifically for mountain bikes is brought into the model. This will primarily be focused on the local and youth market. Expenses for running the Hooter Chair, mountain bike instructors and a mountain bike shop are brought into the equation.

Winter Revenue Lines 17 – 37

Historically winter revenue has taken major swings due to the winter weather that might be happening in a particular season. We have made substantial investments and into our snowmaking system to help mitigate the swings that come along with warm winters. Our users have now gained confidence that they will have a full winter of skiing and snowboarding due to the increased dependability from our new expanded snowmaking capacity. This has greatly increased our Annual Revenue, in line 20, which is comprised of seasons passes multi visit cards and our flex passes. These sales all happen prior to the start of the winter. An average of 30% of our Snowsports revenue also happens before we open the mountain from families registering in our multi week lesson programs. COVID helped Eaglecrest to bring many new skiers into the sport that we have retained into FY22.

The sales reflected in these lines are only related to winter revenue. Food concessions and retail soft goods sales for summer are wrapped up in the average daily spending metric.

The new Gondola and expanded winter ski terrain combined with cross marketing to our summer users allow us to estimate growth in all of our winter revenue centers. These growth rates reflect volume growth with flat pricing. One of our goals with summer operations is to allow summer revenue to keep skiing and snowboarding affordable for Juneau residents. The chart below shows the percentage increments that each revenue center will increase by.

Revenue Center	Percentage Increase
Snow Sports School	5%
Ski Lift Fees (Day use lift tickets)	10%

Annual Fees (Seasons Passes & Multi Visit)	5%
Food Service	10%
Ski Repair	5%
Ski Rental	5%
Winter Retail	10%

CBJ General Fund & Road Service: This is shown in line 38. The higher amount shown in FY 23 reflects that amount that will be requested during this year’s budget cycle which reflects increases in insurance rates, inflation on materials and commodities and increased wages. The financial model contemplates CBJ continuing to contribute the historic amount of general funds that was allocated in FY22 for the duration of the debt repayment cycle shown in lines 74 to 76. Once the debt is repaid in FY 29 all general fund support for Eaglecrest is eliminated.

Permit Revenue: Eaglecrest currently has numerous commercial use permits with independent concessionaires. The revenue on the contract revenue lines increase as each vendor will be able to grow their respective business models based off the increase traffic and marketability of their expanded offerings.

Cabin and Facility Rental Revenue: These revenues increase with the addition of our second overnight cabin and increased opportunity for rental activities at the top of the mountain or Cropley Lake.

Expense Characteristics of Eaglecrest:

This section will outline which expense items are impacted by increased visitation and how these have been shown in the Expense Detail tab which rolls up into the 10 year financial tab. In a general sense, running a ski area is like running a big physical plant with many large fixed costs that are independent of visitation. The staffing expense only increases in a few areas to meet increased visitation. These area are in Food Service and Cashiers. The assumption is that the bulk of the visitation will come through the cruise lines which would allow ticket sellers to preload digital scanning tickets prior to arrival eliminating the need for many of the cruise visitors to visit a cashier upon arrival for a Gondola or Mountain Coaster ride.

Staffing Cost Assumptions.

The FY22 personnel costs reflect the projected year end actuals after the 7.5% pay increase that happened in January 2022. The FY 23 personnel costs reflect an additional 12% correction to the pay scale to bring all wages in every pay class up to a competitive level within the ski industry and ensures all employees are paid above Alaska Minimum wage. Performance increases are applied yearly to the year around staff starting in FY25. An additional 2% cost of living increases are applied to the entire pay scale in FY26, FY28 and FY30. Staffing levels increase in proportioned to expanded summer and winter operations to ensure that proper staffing levels can be accounted for to ensure a proper guest experience.

Expense Lines Tied to Visitation Expense Detail Tab:

Line 17 Contractual Services is linked to visitation. This encompasses our Snow Bus contract, our software agreement for our ticket scanning gates and our media stock for our scanning gates. This category seems to tend on a ratio of \$1.8% of revenue

Bank Card Fees:

Line 20 encompasses Bank Card Fees. Rolled up in this category is the cost of our point of sale annual agreement, which is based on 1.59% of sales. In addition to this is our fees for our payment processor and payment gateway. This all adds up to a total of 3% of gross revenue.

Insurance Fees:

Line 23 Spec and Prop line is related to our ski area liability and property insurance. This policy is also tied to revenue at a rate of 2.7% of gross revenue

Fleet Replacement: on line 27 has been doubled by FY26

Materials and Commodities: on line 34 administration Materials & Commodities has been doubled.

Ski Patrol: in addition to the extra staffing added for summer operations and bringing Heavenly valley inbounds, an additional \$35,000 has been added in minor equipment in years FY24 & FY25 to account for new avalanche blasting equipment. Materials and commodities have been also increase by \$30,000 to pay for addition explosives and summer material for summer first aid operations.

Lift Operations: In addition to staffing for the Gondola and running Hooter on weekends for mountain biking starting in FY26 there has been an increase in Materials and Commodities by \$20,000. Uniforms and safety equipment has been raised by \$7,000.

Mountain Maintenance: The big increases in the Mountain Maintenance are in the following. Fleet gasoline has been tripled to pay for addition summer travel in mountain trucks and four wheelers. The Gasoline and Oil line refers to Diesel Fuel needed to run the generator to power the Gondola for the first couple of years until it can be connected to grid power. This line has been increased by \$130,000. Materials and Commodities has been raised by \$35,000 doubling the existing budgeted amount.

Lodge Operations: The increases in lodge operations will be found in small increments for Electricity for the additional use of Fish Creek Lodge. Larger increases in electricity happen in FY 26 when weekend operations of Hooter are contemplated. Expense for propane is tripled to account for powering the kitchen equipment during the summer months.

Snow Sports School: Summer operations does not have much effect on this department until FY26 when mountain bike instructors come into the mix. Small increases in winter labor are factored in increasing the total hours worked to accommodate for the increase in revenue.

Food service: The big increases here come in the cost of food product that falls in line 137 contractual services. This increases in proportion to visitation with projected food costs staying at an average of 25% of revenue. Materials and commodities also rise follow our increased visitation as miscellaneous food product not sourced through food contracts will fall in this category.

Ski Rental Shop: The big increases here come in Line 225 Rental Inventory. This accounts for increasing the size of the winter equipment fleet and then growing into a fleet of mountain bikes in FY 26. Retail soft goods also increase proportionately with visitation to account for the cost of goods.

Marketing: The big moves in the Marketing department come in an increase of \$30,000 in the advertising budget and an increase in the printing budget by \$15,000.

Building Maintenance: Increases here are seen on line 276 and 278 which account for pumping services from our Septic holding tank, water filters and chemicals for our water treatment plant.

4: *FINANCIAL* ANALYSIS

FULL DEVELOPMENT (PREFERRED OPTION)

REVENUE CAPTURE FROM FOOD SERVICE, RETAIL,
MOUNTAIN COASTER, AND GONDOLA TICKETS



	Construction Summer FY22 projected	FY23 Projected	First winter Gondola FY24 Projected	1/4 year Coaster FY25 Projected	ebike rentals & Coaster FY26 Projected	FY27	FY28	FY29	FY30
Sales Summer	FY 22	FY 23	FY 24	FY 25	FY 26	FY 27	FY 28	FY 29	FY 30
Total Cruise Ship Passengers			450,000	1,350,000	1,390,500	1,432,215	1,475,181	1,519,437	1,565,020
Capture Rate			4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%
Independent Travelers			70,000	75,000	75,000	80,000	85,000	90,000	95,000
Capture Rate			15.0%	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%
Total Eaglecrest Visits			28,500	65,250	66,870	69,289	71,757	74,277	76,851
Average Visitor Spending			\$45	\$45	\$60	\$60	\$60	\$60	\$60
Average Daily Visitors			204	466	478	495	513	531	549
Mountain Bike Revenue					\$65,000.00	\$68,250.00	\$71,663	\$75,246	\$79,008
Summer Total	\$ -	\$ -	\$ 1,282,500	\$ 2,936,250	\$ 4,077,200	\$ 4,225,566	\$ 4,377,098	\$ 4,531,894	\$ 4,690,056
Ski School Fees	\$ 250,000	\$ 250,000	\$ 275,000	\$ 250,000	\$ 262,500	\$ 275,625	\$ 289,406	\$ 303,877	\$ 319,070
Ski Lift Fees	\$ 330,000	\$ 330,000	\$ 375,000	\$ 400,000	\$ 440,000	\$ 484,000	\$ 532,400	\$ 585,640	\$ 644,204
Annual Revenue (Seasons Pass & multi card)	\$ 1,200,000	\$ 1,200,000	\$ 1,200,000	\$ 1,300,000	\$ 1,365,000	\$ 1,433,250	\$ 1,504,913	\$ 1,580,158	\$ 1,659,166
Bus Fees	\$ 11,000	\$ 11,000	\$ 15,000	\$ 16,500	\$ 18,150	\$ 19,965	\$ 21,965	\$ 24,158	\$ 26,573
Tubing Park				\$ 65,000	\$ 68,250	\$ 71,663	\$ 75,246	\$ 79,008	\$ 82,958
USER FEES	\$ 1,791,000	\$ 1,791,000	\$ 1,865,000	\$ 1,966,500	\$ 2,085,650	\$ 2,212,840	\$ 2,348,680	\$ 2,493,832	\$ 2,649,014
Retail - Soft G	\$ 60,000	\$ 60,000	\$ 60,000	\$ 65,000	\$ 71,500	\$ 78,650	\$ 86,515	\$ 95,167	\$ 104,683
Food Service	\$ 170,000	\$ 170,000	\$ 170,000	\$ 187,000	\$ 205,700	\$ 226,270	\$ 248,897	\$ 273,787	\$ 301,165
Ski Repair	\$ 35,000	\$ 35,000	\$ 35,000	\$ 40,000	\$ 42,000	\$ 44,100	\$ 46,305	\$ 48,620	\$ 51,051
SALES	\$ 265,000	\$ 265,000	\$ 265,000	\$ 292,000	\$ 319,200	\$ 349,020	\$ 381,717	\$ 417,573	\$ 456,900
Locker Rental F	\$ 70,000	\$ 70,000	\$ 70,000	\$ 70,000	\$ 70,000	\$ 85,000	\$ 85,000	\$ 85,000	\$ 85,000
Ski Rental	\$ 130,000	\$ 130,000	\$ 130,000	\$ 140,000	\$ 147,000	\$ 154,350	\$ 162,068	\$ 170,171	\$ 178,679
RENTALS	\$ 200,000	\$ 200,000	\$ 200,000	\$ 210,000	\$ 217,000	\$ 239,350	\$ 247,068	\$ 255,171	\$ 263,679
Gift Certificates & Promotions		\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000
Vending	\$ 4,000	\$ 10,000	\$ 11,000	\$ 12,100	\$ 13,310	\$ 14,641	\$ 16,105	\$ 17,716	\$ 19,487
Cabin / Facility Rentals	\$ 50,000	\$ 65,000	\$ 65,000	\$ 70,000	\$ 70,000	\$ 70,000	\$ 70,000	\$ 70,000	\$ 70,000
Permit Revenue	\$ 30,000	\$ 80,000	\$ 85,000	\$ 157,300	\$ 173,030	\$ 190,333	\$ 209,366	\$ 230,303	\$ 253,333
CBJ General Fund & Road Service	\$ 875,000	\$ 975,000	\$ 975,000	\$ 975,000	\$ 975,000	\$ 975,000	\$ 975,000	\$ 975,000	\$ 975,000
Donations	\$ 100,000	\$ 100,000	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000
Miscellaneous Base Operation									
Total Other Income	\$ 1,059,000	\$ 1,240,000	\$ 1,196,000	\$ 1,274,400	\$ 1,291,340	\$ 1,309,974	\$ 1,330,471	\$ 378,019	\$ 402,820
Total Sales	\$ 3,315,000	\$ 3,496,000	\$ 4,808,500	\$ 6,679,150	\$ 7,990,390	\$ 8,336,750	\$ 8,685,034	\$ 8,076,489	\$ 8,462,469
Total Sales tax Earned for CBJ		\$ 174,800	\$ 240,425	\$ 333,958	\$ 399,520	\$ 416,838	\$ 434,252	\$ 403,824	\$ 423,123
								Total	\$ 2,826,739
Expenses	FY22	FY23	FY24	FY25	FY26	FY27	FY28	FY29	FY30
Personnel Costs	7.5% correction	12% correction		2%COL			2%COL		2%COL
Ski Area Administration	\$ 508,100	\$ 602,196	\$ 605,496	\$ 626,715	\$ 638,507	\$ 650,853	\$ 673,679	\$ 686,904	\$ 699,437
Ski Rental, Retail and Repair Shop	\$ 95,690	\$ 100,257	\$ 147,386	\$ 229,711	\$ 292,036	\$ 294,912	\$ 302,883	\$ 305,963	\$ 311,983
Ski Patrol Program	\$ 213,894	\$ 207,276	\$ 381,267	\$ 614,011	\$ 626,256	\$ 701,999	\$ 715,513	\$ 717,262	\$ 731,447
Lift Operation Program	\$ 121,274	\$ 141,317	\$ 230,004	\$ 302,527	\$ 505,121	\$ 474,415	\$ 482,442	\$ 502,024	\$ 511,865
Maintenance Program	\$ 326,100	\$ 371,019	\$ 496,483	\$ 496,483	\$ 539,500	\$ 620,628	\$ 635,037	\$ 639,377	\$ 651,965
Lodge Operations Program	\$ 119,740	\$ 133,678	\$ 199,482	\$ 318,693	\$ 326,610	\$ 325,167	\$ 337,644	\$ 340,658	\$ 347,371
Food Service	\$ 58,486	\$ 72,383	\$ 112,336	\$ 237,417	\$ 283,038	\$ 288,919	\$ 294,215	\$ 301,365	\$ 307,312
Marketing/Special Events	\$ 103,284	\$ 102,656	\$ 104,272	\$ 108,041	\$ 151,578	\$ 156,423	\$ 161,935	\$ 165,710	\$ 168,964
Ski School Program	\$ 177,023	\$ 196,408	\$ 196,408	\$ 212,579	\$ 269,748	\$ 292,522	\$ 327,140	\$ 333,979	\$ 340,559
Total Personnel Costs	\$ 1,723,591	\$ 1,927,190	\$ 2,473,132	\$ 3,146,178	\$ 3,632,393	\$ 3,805,839	\$ 3,930,488	\$ 3,993,243	\$ 4,070,902
Other Expenses									
Ski Area Administration	\$ 660,600	\$ 711,200	\$ 865,785	\$ 1,072,652	\$ 1,276,009	\$ 1,327,002	\$ 1,353,140	\$ 1,307,515	\$ 1,336,479
Ski Rental, Retail and Repair Shop	\$ 56,000	\$ 72,800	\$ 133,800	\$ 160,804	\$ 170,809	\$ 181,814	\$ 193,919	\$ 207,234	\$ 221,880
Ski Patrol Program	\$ 22,000	\$ 50,000	\$ 90,000	\$ 91,004	\$ 66,009	\$ 66,015	\$ 66,021	\$ 66,027	\$ 66,033
Lift Operation Program	\$ 41,000	\$ 51,500	\$ 67,500	\$ 68,504	\$ 78,511	\$ 78,517	\$ 78,516	\$ 78,521	\$ 78,526
Maintenance Program	\$ 129,500	\$ 170,500	\$ 255,500	\$ 315,506	\$ 337,512	\$ 347,517	\$ 347,524	\$ 347,531	\$ 651,965
Lodge Operations Program	\$ 114,500	\$ 127,000	\$ 151,000	\$ 181,004	\$ 194,508	\$ 195,015	\$ 195,023	\$ 195,031	\$ 195,039
Food Service	\$ 70,000	\$ 71,000	\$ 111,000	\$ 202,251	\$ 222,078	\$ 243,888	\$ 267,878	\$ 294,267	\$ 195,039
Marketing/Special Events	\$ 57,500	\$ 78,000	\$ 103,000	\$ 113,003	\$ 113,008	\$ 113,012	\$ 113,016	\$ 113,020	\$ 113,024
Building Maint/Utilities	\$ 89,500	\$ 89,500	\$ 126,500	\$ 136,503	\$ 141,507	\$ 145,752	\$ 150,125	\$ 141,519	\$ 141,523
Ski School Program	\$ 15,600	\$ 27,400	\$ 32,000	\$ 44,003	\$ 42,010	\$ 44,017	\$ 44,024	\$ 44,031	\$ 44,038
Vehicle Maintenance	\$ 70,000	\$ 100,000	\$ 100,000	\$ 120,000	\$ 120,000	\$ 120,000	\$ 120,000	\$ 120,000	\$ 120,000
Total Other Expenses	\$ 1,326,200	\$ 1,548,900	\$ 2,036,085	\$ 2,505,234	\$ 2,761,956	\$ 2,862,543	\$ 2,929,185	\$ 2,914,696	\$ 3,163,546
Fiscal year	FY22	FY23	FY24	FY25	FY26	FY27	FY28	FY29	FY30
Total Ski Operations Annual Expenses	\$ 3,049,791	\$ 3,476,090	\$ 4,509,217	\$ 5,651,412	\$ 6,394,350	\$ 6,668,382	\$ 6,859,673	\$ 6,907,938	\$ 7,234,448
Total Ski Operations Revenue	\$ 3,315,000	\$ 3,496,000	\$ 4,808,500	\$ 6,679,150	\$ 7,990,390	\$ 8,336,750	\$ 8,685,034	\$ 8,076,489	\$ 8,462,469
Total net from ski operations	\$ 265,209	\$ 19,910	\$ 299,283	\$ 1,027,738	\$ 1,596,040	\$ 1,668,368	\$ 1,825,361	\$ 1,168,551	\$ 1,228,021
Total Capital load before yearly revenue			\$ 7,000,000	\$ 7,140,000	\$ 5,955,779	\$ 4,478,854	\$ 2,900,064	\$ 1,132,704	
Cost of Capital			\$ 140,000	\$ 142,800	\$ 119,115.58	\$ 89,577	\$ 58,001	\$ 22,654.08	
Debt after revenue applied to be carried forward			\$ 7,140,000	\$ 5,955,779	\$ 4,478,854	\$ 2,900,064	\$ 1,132,704	\$ (13,193)	

Cost Timeline for 4X3 Gondola

Item	Amount	
Fixed Grip Pulse Gondola Ski Lift	\$ 1,360,000.00	
Transportation	\$ 450,000.00	
Initial engineering	\$ 80,000.00	
Ground Survey	\$ 15,000.00	
Preliminary Geotech	\$ 75,000.00	
Initial tree removal for ground survey and Geotech	\$ 20,000.00	
Total CBJ General Funds	\$ 2,000,000.00	Amount of Funding ordinance

Final Tree Removal and Line prep	\$ 50,000.00	
Final Engineering & Geotech	\$ 600,000.00	
Road Construction	\$ 900,000.00	
Concrete foundation prep, excavation, forming & rebar	\$ 1,200,000.00	
Micro piles for foundations (unknown if needed)	\$ 150,000.00	
Lift upgrades & refurbishment	\$ 400,000.00	
Terminal enclosures	\$ 950,000.00	
Electrical Transformer and connection to AELP	\$ 300,000.00	
Towers and line Gear Installation	\$ 250,000.00	
Permitting and other soft costs	\$ 600,000.00	
Contingency	\$ 1,600,000.00	
Total Installation Costs		\$ 7,000,000.00
Total Project Costs	\$ 9,000,000.00	

Mountain Coaster	1,500,000
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EAGLEEXP	Bi	FY22	FY 23	FY24	FY25	FY26	FY27	FY28	FY29	FY30
						2% wage COL		2% wage COL		2% wage COL
235280101	Eaglecrest-Admin	FY22	FY 23	FY24	FY25	FY26	FY27	FY28	FY29	FY30
Account	Description	Requested	Requested							
	Administration									
5110-0000	Salaries	278,800	354,445	354,445	363,306	379,837	389,332	406,891	417,063	425,404
5116-0000	Accrued leave									
5120-0000	Benefits	169,000	190,751	190,751	193,409	198,368	201,217	206,485	209,536	213,727
5130-0000	Workers compensation	60,300	57,000	60,300	70,000	60,302	60,303	60,304	60,305	60,306
	Total Personnel	508,100	602,196	605,496	626,715	638,507	650,853	673,679	686,904	699,437
	Commodities & Services									
5200-0000	Business travel		5,000	5,000	5,001	5,002	5,003	5,004	5,005	5,006
5201-0000	Mileage		2,000	2,000	2,001	2,002	2,003	2,004	2,005	2,006
5202-0000	Travel and training	10,000	10,000	10,000	10,001	10,002	10,003	10,004	10,005	10,006
5390-0000	Contractual services	55,000	62,000	70,000	120,225	143,827	150,062	156,331	145,377	152,324
5394-0000	Interdepartmental	306,600	328,000	328,000	375,000	375,000	400,000	400,000	400,000	400,000
5395-0000	Medical professional services	1,000	1,000	1,000	1,001	1,002	1,003	1,004	1,005	1,006
5397-0000	Bank card fees	65,000	65,000	144,255	200,375	239,712	250,103	260,551	242,295	253,874
5322-0000	Advertising	1,000	2,000	2,000	2,001	2,002	2,003	2,004	2,005	2,006
5320-0000	Printing	2,000	3,000	3,000	3,001	3,002	3,003	3,004	3,005	3,006
5370-0000	Spec & Prop	80,000	81,500	129,830	180,337	215,741	225,092	234,496	218,065	228,487
5375-0000	General Liab, Auto & EE Pract Ins	1,000	3,200	3,200	3,201	3,202	3,203	3,204	3,205	3,206
5330-0000	Rents	2,000	1,000	1,000	1,001	1,002	1,003	1,004	1,005	1,006
5360-0000	Equipment rentals	1,000	1,000	1,000	1,001	1,002	1,003	1,004	1,005	1,006
5362-0000	Fleet replacement reserve	100,000	100,000	100,000	100,001	200,000	200,000	200,000	200,000	200,000
5310-0000	Telephone	9,000	9,000	12,500	12,501	12,502	12,503	12,504	12,505	12,506
5333-0000	Fuel oil & propane	1,000	1,000	1,000	4,000	4,000	4,000	4,000	4,000	4,000
5380-0000	Dues and subscriptions	4,500	5,500	6,000	6,000	6,000	6,001	6,002	6,003	6,004
5481-0000	Postage and parcel post	1,000	3,000	3,000	3,001	3,002	3,003	3,004	3,005	3,006
5480-0000	Office supplies	3,500	4,000	7,000	7,001	7,002	7,003	7,004	7,005	7,006
5488-0000	Uniforms and safety equipment	1,000	3,000	3,000	3,001	3,002	3,003	3,004	3,005	3,006
5490-0000	Materials and commodities	13,000	18,000	30,000	30,000	35,000	35,000	35,000	35,000	35,000
5496-0000	Minor equipment	1,000	1,000	1,000	1,001	1,002	1,003	1,004	1,005	1,006
5204-0000	Recruiting	2,000	2,000	2,000	2,001	2,002	2,003	2,004	2,005	2,006
	Total Commodities & Services	660,600	711,200	865,785	1,072,652	1,276,009	1,327,002	1,353,140	1,307,515	1,336,479
	Capital Outlay									
	Debt Service									
	Transfers Out									
	Reimbursable Expenses									
	Total Expenditures	1,168,700	1,313,396	1,471,280	1,699,368	1,914,516	1,977,855	2,026,819	1,994,419	2,035,916

		FY22	Summer Profile							
235280201	Eaglecrest-Ski Patrol	Requested	Requested							
Account	Description	Requested	Requested							
	Administration									
5110-0000	Salaries	188,000	186,173	322,741	455,292	465,622	509,770	521,077	522,422	532,870
5111-0000	Overtime	5,000	5,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000
5116-0000	Accrued leave									
5120-0000	Benefits	20,894	16,104	50,526	150,720	152,634	184,230	186,436	186,840	190,576
	Total Personnel	213,894	207,276	381,267	614,011	626,256	701,999	715,513	717,262	731,447
	Commodities & Services									
5202-0000	Travel and training	5,000	6,000	6,000	7,000	7,000	7,001	7,002	7,003	7,004
5390-0000	Contractual services	500	500	500	501	502	503	504	505	506
5320-0000	Printing	500	500	500	501	502	503	504	505	506
5340-0000	Repairs	2,500	2,500	2,500	2,501	2,502	2,503	2,504	2,505	2,506
5380-0000	Dues and subscriptions	500	500	500	501	502	503	504	505	506
5490-0000	Materials and commodities	10,000	25,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000
5496-0000	Minor equipment	3,000	15,000	40,000	40,000	15,001	15,002	15,003	15,004	15,005
	Total Commodities & Services	22,000	50,000	90,000	91,004	66,009	66,015	66,021	66,027	66,033
	Capital Outlay									
	Debt Service									
	Transfers Out									
	Reimbursable Expenses									
	Total Expenditures	235,894	257,276	471,267	705,015	692,265	768,014	781,534	783,289	797,480

		FY22	Summer Profile							
235280301	Eaglecrest-Lift Operations	Requested	Requested							
Account	Description	Requested	Requested							
	Administration									
5110-0000	Salaries	100,500	122,703	193,813	258,722	364,319	337,284	343,897	361,921	369,159
5111-0000	Overtime	10,000	8,000	8,000	10,000	10,000	10,000	10,000	10,000	10,000
5116-0000	Accrued leave									
5120-0000	Benefits	10,774	10,614	28,191	33,806	130,802	127,131	128,545	130,104	132,706
	Total Personnel	121,274	141,317	230,004	302,527	505,121	474,415	482,442	502,024	511,865
	Commodities & Services									
5202-0000	Travel and training	2,000	2,000	2,000	5,000	5,001	5,002	5,003	5,004	5,005
5390-0000	Contractual services	1,500	2,000	2,000	5,000	5,001	5,002	5,003	5,004	5,005
5333-0000	Fuel oil & propane	2,000	5,000	5,000	5,001	5,002	5,003	5,004	5,005	5,006
5488-0000	Uniforms and safety equipment	3,000	10,000	10,000	5,001	10,000	10,001	10,002	10,003	10,004
5490-0000	Materials and commodities	30,000	30,000	45,000	45,001	50,000	50,000	50,000	50,000	50,000
5496-0000	Minor equipment	2,500	2,500	3,500	3,501	3,502	3,503	3,504	3,505	3,506
	Total Commodities & Services	41,000	51,500	67,500	68,504	78,506	78,511	78,516	78,521	78,526
	Capital Outlay									
	Debt Service									
	Transfers Out									
	Reimbursable Expenses									
	Total Expenditures	162,274	192,817	297,504	371,031	583,627	552,926	560,958	580,545	590,391

		FY22	FY 23							
235280401	Eaglecrest-Mountain Maint	Requested	Requested							
Account	Description	Requested	Requested							
	Administration									
5110-0000	Salaries	210,000	249,981	339,802	339,802	377,120	425,410	437,009	440,347	449,154
5111-0000	Overtime	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
5116-0000	Accrued leave									
5120-0000	Benefits	106,100	111,038	146,681	146,681	152,380	185,218	188,028	189,030	192,810
	Total Personnel	326,100	371,019	496,483	496,483	539,500	620,628	635,037	639,377	651,965
	Commodities & Services									
5202-0000	Travel and training	4,000	10,000	10,000	10,001	10,002	10,003	10,004	10,005	10,006
5390-0000	Contractual services	4,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000
5340-0000	Repairs	1,000	5,000	5,000	5,001	5,002	5,003	5,004	5,005	5,006
5360-0000	Equipment rentals	4,000	2,000	2,000	2,001	4,000	4,001	4,002	4,003	4,004
5389-0000	Fleet gasoline	8,000	15,000	20,000	20,001	30,000	30,001	30,002	30,003	30,004
5488-0000	Uniforms and safety equipment	4,000	15,000	15,000	10,000	10,002	10,003	10,004	10,005	10,006
5490-0000	Materials and commodities	30,000	35,000	45,000	50,000	60,002	70,000	70,000	70,000	70,000
5492-0000	Gasoline and oil	70,000	70,000	140,000	200,000	200,000	200,000	200,000	200,000	200,000
5493-0000	Chemicals	2,000	10,000	10,000	10,001	10,002	10,003	10,004	10,005	10,006
5496-0000	Minor equipment									

Commodities & Services										
5390-0000	Contractual services	3,000	6,000	6,000	10,000	6,002	6,003	6,004	6,005	6,006
5340-0000	Repairs	1,500	2,500	2,500	2,501	2,502	2,503	2,504	2,505	2,506
5332-0000	Electricity	75,000	75,000	85,000	85,000	95,000	95,000	95,000	95,000	95,000
5333-0000	Fuel oil & propane	5,000	7,000	10,000	10,001	15,000	15,001	15,002	15,003	15,004
5334-0000	Refuse disposal	3,500	7,000	9,000	11,000	13,000	13,001	13,002	13,003	13,004
5480-0000	Office supplies	1,000	1,500	2,500	3,500	3,500	3,501	3,502	3,503	3,504
5488-0000	Uniforms and safety equipment	1,000	2,000	2,000	3,000	3,500	4,000	4,001	4,002	4,003
5490-0000	Materials and commodities	5,000	5,000	8,000	30,000	30,000	30,000	30,000	30,000	30,000
5492-0000	Gasoline and oil	18,500	20,000	25,000	25,001	25,002	25,003	25,004	25,005	25,006
5496-0000	Minor equipment	1,000	1,000	1,000	1,001	1,002	1,003	1,004	1,005	1,006
	Total Commodities & Services	114,500	127,000	151,000	181,004	194,508	195,015	195,023	195,031	195,039
	Capital Outlay									
	Debt Service									
	Transfers Out									
	Reimbursable Expenses									
	Total Expenditures	234,240	260,678	350,482	499,697	521,118	520,182	532,667	535,689	542,410

		FY22	Summer Profile								
Account	Description	Requested	Requested								
Administration											
5110-0000	Salaries	160,000	176,169	176,169	191,053	240,738	259,626	296,493	302,788	308,844	
5111-0000	Overtime	2,500	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	
5120-0000	Benefits	14,523	15,239	15,239	16,526	24,009	27,897	25,647	26,191	26,715	
	Total Personnel	177,023	196,408	196,408	212,579	269,748	292,522	327,140	333,979	340,559	
Commodities & Services											
5202-0000	Travel and training	5,000	10,000	10,000	15,000	15,001	15,002	15,003	15,004	15,005	
5390-0000	Contractual services	500	1,000	1,000	3,000	1,002	1,003	1,004	1,005	1,006	
5322-0000	Advertising	1,000	2,000	3,000	3,001	3,002	3,003	3,004	3,005	3,006	
5320-0000	Printing	1,000	2,000	3,000	3,001	3,002	3,003	3,004	3,005	3,006	
5380-0000	Dues and subscriptions	200	1,000	1,001	1,001	1,002	1,003	1,004	1,005	1,006	
5480-0000	Office supplies	400	400	1,000	1,000	1,000	1,001	1,002	1,003	1,004	
5489-0000	Uniform and tool allowance	2,500	6,000	8,000	10,000	10,001	10,002	10,003	10,004	10,005	
5490-0000	Materials and commodities	5,000	5,000	5,000	8,000	8,000	10,000	10,000	10,000	10,000	
	Total Commodities & Services	15,600	27,400	32,000	44,003	42,010	44,017	44,024	44,031	44,038	
	Capital Outlay										
	Debt Service										
	Transfers Out										
	Reimbursable Expenses										
	Total Expenditures	192,623	223,808	228,408	256,582	311,758	336,539	371,164	378,010	384,597	

		FY22	Summer Profile								
Account	Description	Requested	Requested								
Administration											
5110-0000	Salaries	50,000	62,939	87,192	142,777	172,295	176,819	180,892	186,392	190,120	
5111-0000	Overtime	3,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	
5120-0000	Benefits	5,486	5,444	21,143	90,640	106,743	108,100	109,322	110,973	113,192	
	Total Personnel	58,486	72,383	112,336	237,417	283,038	288,919	294,215	301,365	307,312	
Commodities & Services											
5390-0000	Contractual services	65,000	65,000	100,000	173,250	190,575	209,633	230,596	253,655	279,021	
5340-0000	Repairs	1,000	1,000	1,000	1,001	1,002	1,003	1,004	1,005	1,006	
5333-0000	Fuel oil & propane	-	1,000	1,000	3,000	3,001	3,002	3,003	3,004	3,005	
5490-0000	Materials and commodities	3,000	3,000	6,000	20,000	22,000	24,200	26,620	29,282	32,210	
5496-0000	Minor equipment	1,000	1,000	3,000	5,000	5,500	6,050	6,655	7,321	8,053	
	Total Commodities & Services	70,000	71,000	111,000	202,251	222,078	243,888	267,878	294,267	323,295	
	Capital Outlay										
	Debt Service										
	Transfers Out										
	Reimbursable Expenses										
	Total Expenditures	128,486	143,383	223,336	439,668	505,116	532,807	562,092	595,632	630,607	

		FY22	Summer Profile								
Account	Description	Requested	Requested								
Administration											
5110-0000	Salaries	86,000	87,673	121,314	156,408	204,587	206,799	213,166	215,536	219,846	
5111-0000	Overtime	2,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	
5120-0000	Benefits	7,690	7,584	21,071	68,303	82,450	83,113	84,717	85,428	87,137	
	Total Personnel	95,690	100,257	147,386	229,711	292,036	294,912	302,883	305,963	311,983	
Commodities & Services											
5202-0000	Travel and training	1,000	2,000	3,000	5,000	5,001	5,002	5,003	5,004	5,005	
5390-0000	Contractual services	1,500	1,500	1,500	1,501	1,502	1,503	1,504	1,505	1,506	
5320-0000	Printing	1,000	1,300	1,301	1,301	1,302	1,303	1,304	1,305	1,306	
5480-0000	Office supplies	500	1,000	1,001	1,001	1,002	1,003	1,004	1,005	1,006	
5484-0000	Rental Inventory	25,000	30,000	40,000	45,000	45,000	45,000	45,000	45,000	45,000	
5487-0000	Retail Soft Goods	20,000	30,000	80,000	100,000	110,000	121,000	133,100	146,410	161,051	
5490-0000	Materials and commodities	7,000	7,000	7,000	7,001	7,002	7,003	7,004	7,005	7,006	
	Total Commodities & Services	56,000	72,800	133,800	160,804	170,809	181,814	193,919	207,234	221,880	
	Capital Outlay										
	Debt Service										
	Transfers Out										
	Reimbursable Expenses										
	Total Expenditures	151,690	173,057								

		FY22	Summer Profile								
Account	Description	Requested	Requested								
Administration											
5110-0000	Salaries	65,569	65,066	66,309	69,272	90,293	94,020	98,260	100,716	102,731	
5111-0000	Overtime	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	
5120-0000	Benefits	34,716	34,590	34,963	35,770	58,286	59,404	60,676	61,994	63,234	
	Total Personnel	103,284	102,656	104,272	108,041	151,578	156,423	161,935	165,710	168,964	
Commodities & Services											
5322-0000	Advertising	35,000	35,000	60,000	70,000	70,002	70,003	70,004	70,005	70,006	
5320-0000	Printing	15,000	30,000	30,001	30,001	30,002	30,003	30,004	30,005	30,006	
5380-0000	Dues and subscriptions	2,500	3,000	3,001	3,001	3,002	3,003	3,004	3,005	3,006	
5490-0000	Materials and commodities	5,000	10,000	10,000	10,001	10,002	10,003	10,004	10,005	10,006	
	Total Commodities & Services	57,500	78,000	103,000	113,003	113,008	113,012	113,016	113,020	113,024	
	Capital Outlay										
	Debt Service										
	Transfers Out										
	Reimbursable Expenses										
	Total Expenditures	160,784	180,656								

		FY22	FY23								
Account	Description	Requested	Requested								
Administration											
Commodities & Services											
Capital Outlay											
Debt Service											
Transfers Out											
Reimbursable Expenses											
		FY22	Summer Profile								
Account	Description	Requested	Requested								
Administration											
Commodities & Services											
5390-0000	Contractual services	75,000	75,000	75,000	75,001	75,002	75,003	75,004	75,005	75,006	
5336-0000	Wastewater service	5,000	10,000	15,000	20,000	25,000	25,000	25,000	25,000	25,000	
5480-0000	Office supplies	500	6,000	6,500	6,501	6,502	6,503	6,504	6,505	6,506	
5485-0000	Inventory	4,000	10,000	15,000	20,000	20,001	20,002	20,003	20,004	20,005	

Eaglecrest Annual Expenses	FY19 Actual	Projected		% Increase
			w/ Summer Ops	
Personnel	\$ 1,322,958	\$ 3,146,178		137.81%
Ski Area Administration	\$ 415,070	\$ 1,072,652		158.43%
Lodge Operations	\$ 112,283	\$ 181,004		61.20%
Mountain Maintenance	\$ 77,395	\$ 315,506		307.66%
Food Service	\$ 67,380	\$ 202,251		200.16%
Marketing / Events	\$ 40,000	\$ 113,003		182.51%
Building Maintenance	\$ 60,736	\$ 136,503		124.75%
Retail, Rental, Repair Shop	\$ 39,596	\$ 160,804		306.11%
Vehicle Repair	\$ 52,827	\$ 120,000		127.16%
Lift Operations	\$ 31,511	\$ 68,504		117.40%
Ski Patrol	\$ 4,737	\$ 91,004		1821.13%
Snowsports School	\$ 2,466	\$ 44,003		1684.39%
Total	\$ 2,226,959	\$ 5,651,412		153.77%

Debt Service Calculator	Projected Capital Costs
Total Project Cost	\$ 8,500,000
50% portion for CBJ to Finance	*
Interest Rate	6.00%
Loan Period (Years)	20
Total Annual Payment	\$ 741,069 *

Purchase covered by CBJ GF 2,000,000

Winter Operations	Low Projections	Mid Projections	High Projections	2021 winter
Season Pass Products	\$ 750,000	\$ 900,000	\$ 1,400,000	\$ 996,000
Lift Tickets	\$ 175,000	\$ 200,000	\$ 400,000	\$ 320,000
Snowsports School	\$ 125,000	\$ 150,000	\$ 250,000	\$ 226,600
Food Service	\$ 105,000	\$ 135,000	\$ 150,000	\$ 123,700
Rental Shop	\$ 90,000	\$ 120,000	\$ 135,000	\$ 116,400
Ski Shop	\$ 75,000	\$ 100,000	\$ 110,000	\$ 57,800
Lockers	\$ 60,000	\$ 65,000	\$ 70,000	\$ 64,700
(Includes Summer) Facility Rentals	\$ 15,000	\$ 30,000	\$ 65,000	\$ 42,000
Eaglecrest Foundation Contribution	\$ 75,000	\$ 50,000	\$ 50,000	\$ 75,000
Bus Fees	\$ 5,000	\$ 7,500	\$ 10,000	\$ 600
Vending Machines	\$ 2,000	\$ 3,000	\$ 4,000	
Total	\$ 1,477,000	\$ 1,760,500	\$ 2,644,000	\$ 2,022,800

Daily Summer Operations	Low Projections	Mid (2019 levels)	High (forecasted Growth)
Total Cruise Ship Passengers	1,000,000	1,350,000	1,500,000
Capture Rate	4.0%	4.0%	4.0%
Total Eaglecrest Visits	40,000	54,000	60,000
Average Visitor Spending	\$60	\$60	\$60
Average Daily Visitors	286	386	429
Total Spending	\$ 2,400,000	\$ 3,240,000	\$ 3,600,000
Independent Travelers	55,000	80,000	90,000
Capture Rate	15.0%	15.0%	15.0%
Total Eaglecrest Visits	8,250	12,000	13,500
Average Visitor Spending	\$60	\$60	\$60
Average Daily Visitors	59	86	96
Total Spending	\$ 495,000	\$ 720,000	\$ 810,000
Local Population	32,000	32,000	32,000
Capture Rate	10.0%	10.0%	10.0%
Total Eaglecrest Visits	3,200	3,200	3,200
Average Visitor Spending	\$60	\$60	\$60
Average Daily Visitors	23	23	23
Total Spending	\$ 192,000	\$ 192,000	\$ 192,000
Total Visitor Spending	\$ 3,087,000	\$ 4,152,000	\$ 4,602,000
Total Average Daily Visitors	368	494	548

Summer Season Passes	900/500 Sales Each		900/500 Sales Each	
	High Projections	Mid 2019 levels	High Potential Growth	
(\$129) Aerial Gondola Season Pass	\$ 116,100	\$ 116,100	\$ 116,100	\$ 116,100
(\$249) Summer Adventure Park Season Pass				
Total Revenue	\$ 116,100	\$ 116,100	\$ 116,100	\$ 116,100

Financial Summary	Low Projections	Mid 2019 levels	High Potential Growth
Daily Summer Operations Revenue	\$ 3,087,000	\$ 4,152,000	\$ 4,602,000
Summer Season Passes Revenue	\$ 116,100	\$ 116,100	\$ 116,100
Winter Operations Revenue	\$ 1,760,500	\$ 2,022,800	\$ 2,644,000
Contract Revenue	\$ 200,000	\$ 250,000	\$ 300,000
Proceeds from Real Estate Sales 40 units per year			
Annual CBJ Financial Support	\$ 975,000	\$ 975,000	\$ 975,000
Total Revenue	\$ 6,138,600	\$ 7,515,900	\$ 8,637,100
Total Projected Expenses w/ Normalized Summer Operations	\$ 5,651,412	\$ 5,651,412	\$ 5,651,412
Debt Service (revenue bond 6% interest)	\$ 741,069	\$ 741,069	\$ 741,069
Seven Days A Week Winter Operations			
Eaglecrest Net Income	\$ (253,881)	\$ 1,123,419	\$ 2,244,619

Visitation Summary	Low Projections	Mid 2019 levels	High Potential Growth
Cruise Ship Passengers	40,000	54,000	60,000
Independent Travelers	8,250	12,000	13,500
Local Non-Season Pass Holders	3,200	3,200	3,200
Total Visits	51,450	69,200	76,700
Average Daily Visits	368	494	548

4: *FINANCIAL* ANALYSIS

BASELINE DEVELOPMENT

REVENUE CAPTURE FROM GONDOLA TICKETS ONLY



	Construction Summer FY22 projected	FY23 Projected	First winter Gondola FY24 Projected	FY25 Projected	FY26 Projected	FY27	FY28	FY29	FY30
	FY 22	FY 23	Gondola May & June FY 24	FY 25	FY 26	FY 27	FY 28	FY 29	FY 30
Sales									
Summer									
Total Cruise Ship Passengers			450,000	1,350,000	1,390,500	1,432,215	1,475,181	1,519,437	1,565,020
Capture Rate			4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%
Independent Travelers			70,000	75,000	75,000	80,000	85,000	90,000	95,000
Capture Rate			15.0%	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%
Total Eaglecrest Visits			28,500	65,250	66,870	69,289	71,757	74,277	76,851
Average Visitor Spending			\$35	\$35	\$35	\$35	\$35	\$35	\$35
Average Daily Visitors			204	466	478	495	513	531	549

Summer Total	\$ -	\$ -	\$ 997,500	\$ 2,283,750	\$ 2,340,450	\$ 2,425,101	\$ 2,511,504	\$ 2,599,712	\$ 2,689,778
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Ski School Fees	\$ 250,000	\$ 250,000	\$ 250,000	\$ 262,500	\$ 275,625	\$ 289,406	\$ 303,877	\$ 319,070	\$ 335,024
Ski Lift Fees	\$ 330,000	\$ 330,000	\$ 330,000	\$ 346,500	\$ 363,825	\$ 382,016	\$ 401,117	\$ 421,173	\$ 442,232
Annual Revenue (Seasons Pass & multi card)	\$ 1,200,000	\$ 1,200,000	\$ 1,200,000	\$ 1,200,000	\$ 1,236,000	\$ 1,273,080	\$ 1,311,272	\$ 1,350,611	\$ 1,391,129
Bus Fees	\$ 11,000	\$ 11,000	\$ 11,000	\$ 11,000	\$ 11,000	\$ 11,000	\$ 11,000	\$ 11,000	\$ 11,000
USER FEES	\$ 1,791,000	\$ 1,791,000	\$ 1,791,000	\$ 1,820,000	\$ 1,886,450	\$ 1,955,503	\$ 2,027,266	\$ 2,101,854	\$ 2,179,384

Retail - Soft G	\$ 60,000	\$ 60,000	\$ 60,000	\$ 65,000	\$ 66,950	\$ 68,959	\$ 71,027	\$ 73,158	\$ 75,353
Food Service	\$ 170,000	\$ 170,000	\$ 170,000	\$ 175,000	\$ 183,750	\$ 192,938	\$ 202,584	\$ 212,714	\$ 223,349
Ski Repair	\$ 35,000	\$ 35,000	\$ 35,000	\$ 40,000	\$ 57,750	\$ 57,750	\$ 57,750	\$ 57,750	\$ 57,750
SALES	\$ 265,000	\$ 265,000	\$ 265,000	\$ 280,000	\$ 308,450	\$ 319,646	\$ 331,362	\$ 343,622	\$ 356,452

Locker Rental F	\$ 70,000	\$ 70,000	\$ 70,000	\$ 70,000	\$ 70,000	\$ 85,000	\$ 85,000	\$ 85,000	\$ 85,000
Ski Rental	\$ 130,000	\$ 130,000	\$ 130,000	\$ 140,000	\$ 150,000	\$ 198,000	\$ 198,000	\$ 198,000	\$ 198,000
RENTALS	\$ 200,000	\$ 200,000	\$ 200,000	\$ 210,000	\$ 220,000	\$ 283,000	\$ 283,000	\$ 283,000	\$ 283,000

Gift Certificates & Promotions		\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000
Vending	\$ 4,000	\$ 10,000	\$ 11,000	\$ 12,100	\$ 13,310	\$ 13,310	\$ 13,310	\$ 13,310	\$ 13,310
Cabin / Facility Rentals	\$ 50,000	\$ 65,000	\$ 65,000	\$ 65,000	\$ 65,000	\$ 65,000	\$ 65,000	\$ 65,000	\$ 65,000
Permit Revenue	\$ 30,000	\$ 80,000	\$ 250,000	\$ 262,500	\$ 275,625	\$ 289,406	\$ 303,877	\$ 319,070	\$ 335,024
CBJ General Fund & Road Service	\$ 875,000	\$ 975,000	\$ 975,000	\$ 975,000	\$ 975,000	\$ 975,000	\$ 975,000	\$ 975,000	\$ 975,000
Donations	\$ 100,000	\$ 100,000	\$ 75,000	\$ 75,000	\$ 75,000	\$ 75,000	\$ 75,000	\$ 75,000	\$ 75,000

Miscellaneous Base Operation									
Home Owners Association Fees									
Total Other Income	\$ 1,059,000	\$ 1,240,000	\$ 1,386,000	\$ 1,399,600	\$ 1,413,935	\$ 1,427,716	\$ 1,442,187	\$ 1,457,380	\$ 1,473,334
Total Sales	\$ 3,315,000	\$ 3,496,000	\$ 4,639,500	\$ 5,993,350	\$ 6,169,285	\$ 6,410,966	\$ 6,595,318	\$ 6,785,568	\$ 6,981,948
Total Sales tax Earned for CBJ		\$ 174,800	\$ 231,975	\$ 299,668	\$ 308,464	\$ 320,548.29	\$ 329,765.91	\$ 339,278.38	\$ 349,097.42
							Total		\$ 2,353,596.75

Expenses	FY22	FY23	FY24	FY25	FY26	FY27	FY28	FY29	FY30
Personnel Costs	7.5% correction over FY21	12% correction		2%COL			2%COL		2%COL
Ski Area Administration	\$ 508,100	\$ 602,196	\$ 605,496	\$ 674,919	\$ 688,570	\$ 701,983	\$ 726,785	\$ 741,154	\$ 754,772
Ski Rental, Retail and Repair Shop	\$ 95,690	\$ 100,257	\$ 147,386	\$ 117,923	\$ 121,119	\$ 120,227	\$ 124,352	\$ 127,268	\$ 129,713
Ski Patrol Program	\$ 213,894	\$ 207,276	\$ 263,350	\$ 380,870	\$ 425,496	\$ 448,216	\$ 461,352	\$ 464,821	\$ 473,958
Lift Operation Program	\$ 121,274	\$ 141,317	\$ 230,004	\$ 385,638	\$ 377,976	\$ 386,970	\$ 400,787	\$ 404,757	\$ 412,652
Maintenance Program	\$ 326,100	\$ 371,019	\$ 496,483	\$ 532,208	\$ 580,870	\$ 662,771	\$ 682,916	\$ 705,406	\$ 719,314
Lodge Operations Program	\$ 119,740	\$ 133,678	\$ 168,157	\$ 314,488	\$ 335,961	\$ 333,328	\$ 327,907	\$ 335,143	\$ 341,746
Food Service	\$ 58,486	\$ 72,383	\$ 72,202	\$ 77,454	\$ 82,698	\$ 83,903	\$ 86,729	\$ 88,021	\$ 89,701
Marketing/Special Events	\$ 103,284	\$ 102,656	\$ 104,272	\$ 108,041	\$ 151,578	\$ 156,423	\$ 161,935	\$ 165,129	\$ 168,371
Ski School Program	\$ 177,023	\$ 196,408	\$ 196,408	\$ 213,119	\$ 234,017	\$ 232,622	\$ 278,297	\$ 273,568	\$ 278,939
Total Personnel Costs	\$ 1,723,591	\$ 1,927,190	\$ 2,283,757	\$ 2,804,659	\$ 2,998,284	\$ 3,126,443	\$ 3,251,060	\$ 3,305,267	\$ 3,369,167

Other Expenses	FY22	FY23	FY24	FY25	FY26	FY27	FY28	FY29	FY30
Ski Area Administration	\$ 660,600	\$ 711,200	\$ 856,152	\$ 974,217	\$ 992,426	\$ 1,010,568	\$ 1,024,411	\$ 1,038,696	\$ 1,053,440
Ski Rental, Retail and Repair Shop	\$ 56,000	\$ 72,800	\$ 73,800	\$ 75,804	\$ 75,809	\$ 75,814	\$ 75,819	\$ 75,824	\$ 75,829
Ski Patrol Program	\$ 22,000	\$ 50,000	\$ 30,000	\$ 31,004	\$ 41,009	\$ 41,015	\$ 41,021	\$ 41,027	\$ 41,033
Lift Operation Program	\$ 41,000	\$ 51,500	\$ 47,500	\$ 68,504	\$ 78,506	\$ 78,511	\$ 78,516	\$ 78,521	\$ 78,526
Maintenance Program	\$ 129,500	\$ 170,500	\$ 212,500	\$ 312,507	\$ 334,514	\$ 344,520	\$ 344,528	\$ 344,536	\$ 344,544
Lodge Operations Program	\$ 114,500	\$ 127,000	\$ 151,000	\$ 181,004	\$ 184,508	\$ 195,015	\$ 195,023	\$ 195,031	\$ 195,039
Food Service	\$ 70,000	\$ 71,000	\$ 74,000	\$ 76,002	\$ 76,005	\$ 76,008	\$ 76,011	\$ 76,014	\$ 76,017
Marketing/Special Events	\$ 57,500	\$ 78,000	\$ 83,000	\$ 113,004	\$ 113,008	\$ 113,012	\$ 113,016	\$ 113,020	\$ 113,024
Building Maint/Utilities	\$ 89,500	\$ 89,500	\$ 126,500	\$ 136,503	\$ 141,507	\$ 145,752	\$ 150,125	\$ 141,519	\$ 141,523
Ski School Program	\$ 15,600	\$ 27,400	\$ 32,000	\$ 44,003	\$ 42,010	\$ 44,017	\$ 44,024	\$ 44,031	\$ 44,038
Vehicle Maintenance	\$ 70,000	\$ 100,000	\$ 100,000	\$ 120,000	\$ 120,000	\$ 120,000	\$ 120,000	\$ 120,000	\$ 120,000
Total Other Expenses	\$ 1,326,200	\$ 1,548,900	\$ 1,786,452	\$ 2,132,552	\$ 2,199,302	\$ 2,244,233	\$ 2,262,494	\$ 2,268,219	\$ 2,283,013

Fiscal year	FY22	FY23	FY24	FY25	FY26	FY27	FY28	FY29	FY30
Total Ski Operations Annual Expenses	\$ 3,049,791	\$ 3,476,090	\$ 4,070,209	\$ 4,937,212	\$ 5,197,587	\$ 5,370,676	\$ 5,513,554	\$ 5,573,486	\$ 5,652,180
Total Ski Operations Revenue	\$ 3,315,000	\$ 3,496,000	\$ 4,639,500	\$ 5,993,350	\$ 6,169,285	\$ 6,410,966	\$ 6,595,318	\$ 6,785,568	\$ 6,981,948
Total net from ski operations	\$ 265,209	\$ 19,910	\$ 569,291	\$ 1,056,138	\$ 971,698	\$ 1,040,290	\$ 1,081,765	\$ 1,212,082	\$ 1,329,768

Previous Year Capital Burden / surplus
Total Capital load before yearly revenue
Cost of Capital
Debt after revenue applied to be carried forward
Capital Balance Carried Forward (surplus)

Cost Timeline for 4X3 Gondola

Item	Amount	
Fixed Grip Pulse Gondola Ski Lift	\$ 1,360,000.00	
Transportation	\$ 450,000.00	
Initial engineering	\$ 80,000.00	
Ground Survey	\$ 15,000.00	
Preliminary Geotech	\$ 75,000.00	
Initial tree removal for ground survey and Geotech	\$ 20,000.00	
Total CBJ General Funds	\$ 2,000,000.00	Amount of Funding ordinance

Final Tree Removal and Line prep	\$ 50,000.00	
Final Engineering & Geotech	\$ 600,000.00	
Road Construction	\$ 900,000.00	
Concrete foundation prep, excavation, forming & rebar	\$ 1,200,000.00	
Micro piles for foundations (unknown if needed)	\$ 150,000.00	
Lift upgrades & refurbishment	\$ 400,000.00	
Terminal enclosures	\$ 950,000.00	
Electrical Transformer and connection to AELP	\$ 300,000.00	
Towers and line Gear Installation	\$ 250,000.00	
Permitting and other soft costs	\$ 600,000.00	
Contingency	\$ 1,600,000.00	
Total Installation Costs		\$ 7,000,000.00
Total Project Costs	\$ 9,000,000.00	

Eaglecrest Annual Expenses	FY19 Actual	Projected	
		w/ Summer Ops	% Increase
Personnel	\$ 1,322,958	\$ 2,804,659	112.00%
Ski Area Administration	\$ 415,070	\$ 974,217	134.71%
Lodge Operations	\$ 112,283	\$ 181,004	61.20%
Mountain Maintenance	\$ 77,395	\$ 312,507	303.78%
Food Service	\$ 67,380	\$ 76,002	12.80%
Marketing / Events	\$ 40,000	\$ 113,004	182.51%
Building Maintenance	\$ 60,736	\$ 136,503	124.75%
Retail, Rental, Repair Shop	\$ 39,596	\$ 75,804	91.44%
Vehicle Repair	\$ 52,827	\$ 120,000	127.16%
Lift Operations	\$ 31,511	\$ 68,504	117.40%
Ski Patrol	\$ 4,737	\$ 31,004	554.51%
Snowsports School	\$ 2,466	\$ 44,003	1684.39%
Total	\$ 2,226,959	\$ 4,937,212	121.70%

Debt Service Calculator	Projected Capital Costs
Total Project Cost	\$ 7,000,000
50% portion for CBJ to Finance	
Interest Rate	1.50%
Loan Period (Years)	10
Total Annual Payment	\$ 759,039

Winter Operations	Low Projections	Mid Projections	High Projections	2021 winter
Season Pass Products	\$ 750,000	\$ 900,000	\$ 1,500,000	\$ 996,000
Lift Tickets	\$ 175,000	\$ 200,000	\$ 400,000	\$ 320,000
Snowsports School	\$ 125,000	\$ 150,000	\$ 250,000	\$ 226,600
Food Service	\$ 105,000	\$ 135,000	\$ 150,000	\$ 123,700
Rental Shop	\$ 90,000	\$ 120,000	\$ 135,000	\$ 116,400
Ski Shop	\$ 75,000	\$ 100,000	\$ 110,000	\$ 57,800
Lockers	\$ 60,000	\$ 65,000	\$ 70,000	\$ 64,700
(Includes Summer) Facility Rentals	\$ 15,000	\$ 30,000	\$ 65,000	\$ 42,000
Eaglecrest Foundation Contribution	\$ 75,000	\$ 50,000	\$ 50,000	\$ 75,000
Bus Fees	\$ 5,000	\$ 7,500	\$ 10,000	\$ 600
Vending Machines	\$ 2,000	\$ 3,000	\$ 4,000	
Total	\$ 1,477,000	\$ 1,760,500	\$ 2,744,000	\$ 2,022,800

Daily Summer Operations	Low Projections	Mid - 2019 levels	High - Projections
Total Cruise Ship Passengers	1,000,000	1,350,000	1,500,000
Capture Rate	4.0%	4.0%	4.0%
Total Eaglecrest Visits	40,000	54,000	60,000
Average Visitor Spending	\$35	\$35	\$35
Average Daily Visitors	286	386	429
Total Spending	\$ 1,400,000	\$ 1,890,000	\$ 2,100,000
Independent Travelers	55,000	80,000	90,000
Capture Rate	15.0%	15.0%	15.0%
Total Eaglecrest Visits	8,250	12,000	13,500
Average Visitor Spending	\$35	\$35	\$35
Average Daily Visitors	59	86	96
Total Spending	\$ 288,750	\$ 420,000	\$ 472,500
Local Population	32,000	32,000	32,000
Capture Rate	10.0%	10.0%	10.0%
Total Eaglecrest Visits	3,200	3,200	3,200
Average Visitor Spending	\$35	\$35	\$35
Average Daily Visitors	23	23	23
Total Spending	\$ 112,000	\$ 112,000	\$ 112,000
Total Visitor Spending	\$ 1,800,750	\$ 2,422,000	\$ 2,684,500
Total Average Daily Visitors	368	494	548

Summer Season Passes	900/500 Sales Each	900/500 Sales Each	900/500 Sales Each
	Low Projections	Mid - 2019 levels	High Potential Growth
(\$129) Aerial Gondola Season Pass	\$ 116,100	\$ 116,100	\$ 116,100
(\$249) Summer Adventure Park Season Pass			
Total Revenue	\$ 116,100	\$ 116,100	\$ 116,100

Financial Summary	Low Projections	Mid - 2019 levels	High Potential Growth
Daily Summer Operations Revenue	\$ 1,800,750	\$ 2,422,000	\$ 2,684,500
Summer Season Passes Revenue	\$ 116,100	\$ 116,100	\$ 116,100
Winter Operations Revenue	\$ 1,760,500	\$ 2,022,800	\$ 2,744,000
Contract Revenue	\$ 200,000	\$ 250,000	\$ 300,000
Proceeds from Real Estate Sales 40 units per year			
Annual CBJ Financial Support	\$ 975,000	\$ 975,000	\$ 975,000
Total Revenue	\$ 4,852,350	\$ 5,785,900	\$ 6,819,600
Total Projected Expenses w/ Normalized Summer Operations	\$ 4,937,212	\$ 4,937,212	\$ 4,937,212
Debt Service (1% sales tax initiative as possible source)			
Seven Days A Week Winter Operations			
Eaglecrest Net Income	\$ (84,862)	\$ 848,688	\$ 1,882,388

Visitation Summary	Low projections	Mid 2019 levels	High Potential Growth
Cruise Ship Passengers	40,000	54,000	60,000
Independent Travelers	8,250	12,000	13,500
Local Non-Season Pass Holders	3,200	3,200	3,200
Total Visits	51,450	69,200	76,700
Average Daily Visits	368	494	548

4: *FINANCIAL ANALYSIS*

JEDC REVIEW





JEDC.org
612 West Willoughby Ave. Suite A
Juneau, AK 99801
Phone 907-523-2300

To: Rorie Watt, CBJ Manager
Dave Scanlan, Eaglecrest Manager
Beth Weldon, Mayor
Greg Smith, CBJ Assembly, Eaglecrest Summer Development Committee Chair

From: Brian Holst, Juneau Economic Development Council

Date: February 17, 2022

Re: Eaglecrest Ski Area Gondola Purchase Pro Forma Review

On Thursday, February 17, JEDC staff met with Dave Scanlan to discuss the Eaglecrest Summer Development Plan and projected budget for purchasing and installing a used gondola system. We spoke for an hour and a half, where we provided input on Mr. Scanlan's model, and he answered our questions about its development.

Current Model

The model presented to us includes the purchase and installation of the gondola. It estimates that the gondola would be operational by the end of FY 24.

The purchase, shipping, and initial planning of the gondola are expected to cost \$2 million. Installation, other projects, and a contingency fund cost an additional \$7.5 million. The SE Group (referenced below) suggested increasing the contingency fund from \$320,000 to approximately \$1 million. With this adjustment, the purchase and installation of the system would cost approximately \$10.2 million.

This plan includes several additional projects meant to support the financial viability of the gondola by providing additional revenue sources and increasing attraction to Eaglecrest Ski Area (ESA) as a destination. These additions include a 3,000 sq. ft. building (at the peak of the gondola) and a mountain coaster installation.

Cruise Passenger Capture Rate

The current 10-year financial model assumes a 3.5 - 4.0% cruise passenger capture rate, taking from a pool of 1.35 million passengers, the 2019 season total. This totals 47,250 visits from cruise passengers in a fiscal year or 338 visitors per day over a 140-day season.

The model also assumes a 15-25% capture rate of independent travelers, taking from a pool of 70,000 to 95,000 travelers annually. This totals between 11,250 and 23,750 visits from independent travelers in a fiscal year, making up 20-25% of the annual visits and between 80 and 170 visits per day over the season.

The summary proforma assumes a 4.0% cruise passenger capture rate and a 15% independent traveler capture rate. It also includes a 10% local capture rate throughout a season or 23 local visitors per day. In the projections using 2019 cruise and independent traveler volumes, 81% of visitors come from cruise ships, 13.6% are independent travelers, and 4.8% are Juneau locals.

Mr. Scanlan referenced the 2016 Juneau Visitor Profile and Economic Impact Study from McKinley Research (formerly McDowell Group), referencing the number of visitors participating in hiking, tram rides, zipline rides, and bike tours. The study found the following participation rates in activities through exit surveys of Juneau

tourists, abbreviated for this memo. Note that the activities stated are not exclusive categories (i.e., a single visitor may have participated in a nature walk and tramway ride).

	All Visitors	Cruise Passengers	Air Passengers
Day Cruises	31%	31%	21%
City/sightseeing tours	19%	19%	13%
Wildlife Viewing	14%	13%	25%
Hiking/nature walk	15%	14%	31%
Tramway/gondola	15%	15%	21%
Zipline	1%	1%	1%
Biking	1%	2%	1%

The chosen cruise passenger capture rate appears to be reasonable based on this data. However, confirmation of these estimates by local tour companies would increase our confidence.

It is worth noting that cruise projections for summer 2022 are up to 1.5 million passengers, although COVID-19 continues to contribute uncertainty to Juneau’s visitor industry. According to JEDC’s annual indicators report, Juneau’s cruise passenger volume increased by 5.7% annually between 2011 and 2019, or 429,000 visitors over the nine years. The current ESA 10-year financial model does not include an annual increase in cruise visitors.

The capture rate of independent travelers appears high. In the same McKinley Research report, Mr. Scanlan referenced, air travelers spent more time in Juneau (average 5.0 nights) and more money (\$630 per person compared to \$162 per cruise passenger). However, air and cruise passengers spent similar amounts on tours/activities/entertainment over this period, about \$95. Air passengers spent significantly more on food/beverage (\$131 compared to \$19 for cruise passengers), so some additional revenue may be made from food services offered at ESA. Very strong marketing directed at independent travelers will be required to reach a 15-25% capture rate.

Average Visitor Spending

The current revenue model assumes an average of \$45 of spending per visitor in the first two years of operation and \$60 of spending per visitor after. This primarily accounts for revenue directly related to the gondola and existing ESA amenities. Revenues and expenses related to bus transportation, guided hikes, and other secondary activities/attractions are not included [as they will be provided by private companies].

The first value is based on a \$35 gondola ticket price, comparable to Mt. Roberts Tramway, and \$10-15 of food, drink, and retail purchases.

As more amenities are installed, the model increases average spending by \$15 to account for revenue from bike rentals, mountain coaster rides, and other revenue-generating activities.

Ticket prices are comparable to similar offerings nationally. The Killington and Aspen ski areas offer single adult summer gondola tickets for \$28 and \$31, respectively. Silver Mountain Resort offers adult gondola tickets for \$21 and a “Ride and Dine” package for \$38, which includes a gondola ride and mountaintop meal.

Proforma Expenses

In the summary proforma, total projected expenses with summer operations totaled \$5.3 million annually. This value remained unchanged across the five visitor models presented and is calculated from the first fiscal year of full gondola operations, FY25.

Mr. Scanlan explained that a ski resort's costs do not typically scale with the number of visitors they serve, as they would for a retail business. Most costs associated with basic lift operations include fuel/energy, maintenance, and staff. Lifts must be fully staffed to run, and maintenance and fuel costs remain the same regardless of ridership.

However, there are elements of the gondola operation that are not independent of the number of visitors. Food service personnel and commodities made up about 8% of the projected FY25 expenses in the expense detail. Other small items, such as interior building maintenance and personnel working in ticketing offices, may also need to be adjusted to accommodate higher numbers of visitors. We suggest increasing these expenses relative to the number of visitors listed in the proforma.

Annual Expense Changes

The current expense detail is inflation-neutral, assuming revenues and cost of goods increase at similar rates. Tickets, food, and other revenue-generating items will increase in price relative to general inflation.

Recently, construction, material, and shipping prices have risen faster than national inflation. We suggest increasing the expected expenses in these categories annually to account for the faster-rising costs.

SE Group Analysis

The analysis of the gondola performed by the SE Group provided useful context about how the gondola in question operates.

The lift is a "fixed-grip," "pulsed" gondola, as the gondola periodically stops and starts during a single ride to pick up and drop off passengers, as cabins are firmly affixed to the driving cable. In comparison, a detachable gondola does not need to stop and start during operation and has a higher hourly capacity. However, the wear-and-tear on detachable systems shorten their lifespan and require more frequent maintenance.

The gondola includes 12 cabins. In the proposed ESA configuration, these cabins would travel in four groups of three (4x3), facilitating a mid-mountain load/unload station halfway along the lift's route.

The gondola has an estimated capacity of 600+ passengers per hour, and each cabin can hold 15 passengers. The 4x3 configuration means that groups of up to 45 passengers could ride in the three cabins simultaneously. This would allow large tour groups (such as those serviced by buses) to ride the lift with minimal loading times.

The gondola was built in 1989, meaning the original components are over 30 years old. The SE group estimates that the gondola could operate for 20 additional years without major maintenance required.

4: *FINANCIAL* *ANALYSIS*

CBJ ENGINEERING MEMO





MEMORANDUM

DATE: February 22, 2022
TO: Eaglecrest Summer Operations Task Force
FROM: Katie Koester, Engineering and Public Works Director
THROUGH: Rorie Watt, City Manager
SUBJECT: Engineering Input on Cost Estimate for Gondola Installation

The purpose of this memo is to provide the Task Force with context for the \$7.5M cost estimate provided by Director Scanlan for installation of a gondola at the Eaglecrest Ski Area (ESA). Due to the specialized nature of the installation, it is difficult to get an accurate cost estimate without hiring an expert. That being said, Engineering can provide perspective based on historical knowledge of projects costs in Juneau and the installation of Black Bear in 2008/09.

Access Road + \$400K

Although the access road is a significant project expense, it will greatly reduce the helicopter time that would otherwise be necessary to haul supplies and materials. We have a higher degree of certainty in the access road cost estimate as CBJ has ample experience in building roads.

Soft costs + up to \$1.0M

Every project has costs to consider outside of pouring concrete and moving materials. ESA budgets \$600,000 for design, however it would be prudent to add budget for permitting, administration, inspection and project management (25% of construction cost).

Uncertainty

The Assembly has witnessed cost volatility even from estimates based on 100% design depending on the bidding climate, supply chain and specialized nature of work. Augustus Brown pool is a good example.

Elements of this project that carry a higher degree of uncertainty include:

- Location: we don't know exact alignment or what we will find during installation
- Helicopter time: fuel costs and helicopter availability – the mountain access road will not be able to be constructed to each tower location.
- Terminal Enclosures: volatility in building material prices – likely needing steel structural framework account for wind and snow loads on the mountain at Eaglecrest
- Concrete: the cost of concrete has also increased plus delivery costs to each tower or Terminal structures are significant whether flying by helicopter or reduced truck loads because of steep mountain access roads (reduced mixer truck capacity because of spilling concrete while climbing steep mountain road slopes) -
- Construction inflation: timing will impact the cost of construction. CBJ traditionally estimates 5% a year for construction inflation, though those numbers have been unpredictable since the beginning of the COVID 19 pandemic.

Contingency + up to \$1.0M

The greater the degree of unknowns in the project, the higher the recommended contingency. At this stage in design, for a run of the mill road reconstruction project, we traditionally budget 30% contingency for the budgetary planning of a project with known boundaries. The \$7.5M estimate

includes 26% of construction cost for contingency, based on no field reconnaissance information, a general desired gondola alignment and known procurement cost of the gondola. With the information provided, we feel this is significantly low, and recommend increasing the contingency to 50%.

In Conclusion

Without hiring an expert and advancing design, it is difficult to provide a cost estimate with any degree of accuracy in one direction or the other. For example, If ESA’s original estimates are high, the cost inflation gets compounded with every contingency and soft cost percentage added on top of it. Therefore, it is not the intent of this memo to provide a more accurate cost estimate, but rather to provide context for the numbers that ESA has provided so the Task Force can understand the degree of risk involved.

ESA cost est.	\$7.5M
+access road	\$400k
+soft costs	\$1.0M
+contingency	\$1.0M
Range of estimate	\$7.5M - to \$9.9M

5: ENVIRONMENTAL ANALYSIS

COX ENVIRONMENTAL





Cox Environmental Services
11806 Glacier Hwy Suite 1C
Juneau AK 99801

February 23, 2022

Re: EDA Environmental Narrative – Eaglecrest Ski Area Gondola Project

Dear Mr. Scanlan,

Attached is the **draft version** of the **EDA Environmental Narrative – Eaglecrest Ski Area Gondola Project** prepared for Eaglecrest Ski Area to submit as part of the application process for funding opportunities through the US Economic Development Administration (EDA). This review and document are necessary to meet the National Environmental Policy Act (NEPA) requirements of Federal agencies to assess the potential environmental impacts associated with proposed federal actions, including financial assistance.

Please feel free to share this draft document with the CBJ Assembly for review at your upcoming meeting. It will help provide a thorough understanding of the environmental review that has been completed to date, potential environmental impacts, permitting, and mitigation efforts to be completed as part of the proposed project.

We look forward to continuing to assist Eaglecrest on this project as it moves into the next phase.

Sincerely,

Jolene M Cox
Principal Environmental Scientist
Cox Environmental Services



EAGLECREST SKI AREA

EDA Environmental Narrative

GONDOLA PROJECT

February 2022

Revised June 2021. Please check EDA’s website before using this template to confirm that you are using the latest version. As of the date of this version, the current template can be found at the bottom of the “Funding Opportunities” page at EDA.gov.

Environmental Narrative Requirements

The National Environmental Policy Act (NEPA) requires Federal agencies to assess the potential environmental impacts associated with proposed federal actions, including financial assistance. Applicants are encouraged to contact their designated Economic Development Representative or the applicable EDA Regional Environmental Officer with questions regarding this template and/or the appropriate level of documentation (please see the EDA website or the applicable Federal Funding Opportunity for contact information).

Applicants must provide information on the following items in the environmental narrative. For any area in which the applicant asserts that an item is not applicable to a project, provide an explanation.

DRAFT

A. PROJECT DESCRIPTION**1. Beneficiaries**

The primary beneficiary of the project will be Eaglecrest Ski Area (Eaglecrest) that is owned and operated by the City and Borough of Juneau (CBJ). Eaglecrest has concessionaire agreements with numerous other private businesses. All of our concessionaires would be able to expand and diversify their business with the implementation of this project. These businesses include Mountain Lift (boutique coffee), Kawanti Adventures (canopy zipline adventure tours), Segway Alaska (rainforest Segway tours), Cycle Alaska (bicycle tours), Tower Bar (beer and wine sales), and Alaska Coach Tours (motor coach transportation services for cruise tourists).

The Central Council Tlingit Haida Indian Tribes of Alaska (CCTHITA) currently has a 20-acre business lease on a neighboring parcel of in-holding lands directly bordering the project area. CCTHITA also has an additional option of an additional 40 acres to bring their development potential up to 60 acres. Development of the Eaglecrest project will improve the business case for the tribe to move forward with their development plans with the potential of creating hundreds of new jobs for their tribal citizens.

2. Proposed Construction

Eaglecrest is owned by the CBJ and is located at 3000 Fish Creek Road on Douglas Island. Eaglecrest is proposing to install a Gondola Ski and Summer Aerial Lift that is 6,841 feet long with a vertical rise of 1,586 feet. The Gondola will be located on a 1,500-acre parcel wholly owned by the CBJ at Section 30-31, T.41S., R.67E., Copper River Meridian; USGS Quad Map Juneau B-2; Latitude 58.26742°N., Longitude 134.51033°W. The location of the project site is depicted in Attachment A, Figure 1. *Site Location Map*. The proposed Gondola Ski and Summer Aerial Lift alignment is depicted on Figure 2. *Gondola Project Overview*.

Construction will include a 2-acre gravel parking lot that will serve as the construction and equipment staging area. The parking lot/construction staging site will be constructed from crushed rock from the on-site material source area located at 58°17'08.32" N., 134°31'51.78" W. Two construction access gravel roads will also be constructed.

The Summit Road will be 2,854 feet in length with a 12 foot width. Rock blasting will take place at 50°15'26.36"N., 134°30'49.78" to provide the material to surface this construction road. The road will require 3,810 cubic yards of rock fill. Subsurface conduit for electrical utilities will be laid during construction of this gravel road.

The Summit Lift Station will occupy 4,000 square feet of space. The terminal building will have a weather enclosure to protect the terminal equipment from snow and icing. Composting toilets will meet the restroom needs with all liquids being transported and disposed of in the Eaglecrest's wastewater station located at the base of the mountain. Potable water will be transported from Eaglecrest's certified treated water system (Alaska Public Water System ID #2110643) to holding tanks at the Summit Lift Station for any water needs.

The Midway Station Road will be 2,460 feet in length with a 12 foot width. This gravel road will be constructed from our mountain material source located at 58°15'49.99" N., 134°30'09.56"W. The road construction will require 3,300 cubic yards of rock.

The Midway Loading Station will have a 4,000 square foot concrete pad that will allow summer and winter visitors the ability to load and unload here to participate in different activities. The Midway Station will be an uninsulated Timber Frame enclosure with no services.

The Base Station will be a 4,000 square foot covered post and beam shelter built on a concrete pad located at 58°16'31.44"N., 134°30'51.83"W with no services.

The Gondola Ski and Summer Aerial Lift will be retrofitted and configured as a bottom drive and tension which will allow it to be connected and powered exclusively by electric grid power.

3. **Need and Purpose**

The CBJ has experienced large growth in their summer cruise boat tourism over the last 10 years. Prior to the onset of the COVID-19 Pandemic the summer tourism season was one of the primary economic engines of our region responsible for XXXXX (to be provided by D.Scanlan) in consumer spending and created 3,000 seasonal jobs annually. The growth in visitation prior to the onset of the COVID-19 Pandemic created some concerns of overcrowding at popular destinations. Eaglecrest, Juneau's primary commercial winter recreation center, is perfectly situated to become Juneau's newest high volume visitor attraction with large parking lots, existing lodges, as well as commercial water and wastewater systems.

After the onset of the COVID-19 Pandemic, Eaglecrest's year round usage increased as the outdoor nature of our activities--Alpine skiing and Snowboarding, Nordic Skiing, summer trekking, mountain biking, berry picking, and backpacking--created a safe destination for families and independent travelers to enjoy much needed socialization and physical activity.

During the winter of 2020/2021 Eaglecrest's winter visitation increased by 45,000 visitors and was a large contributor to stabilizing the visitor industry businesses including rental cars, hotels, Bed & Breakfasts, Outdoor Gear and local restaurants driving sales tax revenues for the City and Borough of Juneau. Installation of the new Aerial Gondola Ski Lift will allow Eaglecrest to serve outdoor recreationalists 12 months out of the year and will support private summer tour operators with concession agreements to allow them to expand their tour offerings to our cruise visitors. During the winter, the new Gondola will allow the ski area to expand their ski area terrain, attract more independent travelers and make Eaglecrest more resilient to the impacts of climate change by having the ability to transport skiers from the middle of the mountain to the base of the mountain in all weather. During warm winters, the Gondola will be able to transport skiers and snowboards above the rain line into the colder higher elevations of the mountain where snow is most prominent.

4. **Alternatives to the Proposed Project**

ALTERNATIVE 1 – NO-ACTION

Under the no-action alternative, the proposed action would not be authorized. Ongoing operations at Eaglecrest would continue as-is and Eaglecrest would not make the proposed improvements to the ski area.

ALTERNATIVE 2 – PROPOSED ACTION

Under the proposed action alternative, Eaglecrest would install a Gondola Ski and Summer Aerial Lift as described in Section 2. Proposed Construction. The primary reason Alternative 2 – Proposed Action was selected was based on the ability to design a midway loading and

unloading station due to the nature of the topography in the area selected. The terrain adjacent to the selected alignment will service all abilities of alpine skiers and snowboarders but it will also be able to transport the growing number of Nordic Skiers to a large network of future Nordic ski trails that will be situated at a much higher elevation than all other Nordic Ski Trails in Juneau. The Juneau Nordic Ski Club has recently grown their membership to 1,200 users. The terrain at the mid-station will also be conducive to a snow tubing run that will service residents of Juneau from all walks of life that are not Nordic or Alpine Skiers and Snowboarders. The selected site will have impacts on wetlands; however, the ability of the selected site to mitigate negative impacts of a warming climate and ensure sustained access for multiple demographics of outdoor recreationists is thought to outweigh the wetland impacts.

ALTERNATIVE 3 – OTHER SITES/ALIGNMENTS

Eaglecrest evaluated numerous different sites and alignments within the footprint of the ski area to place the Gondola. However, other suitable locations for installing the Gondola would have similar or larger impacts to wetlands and would only exclusively service advanced and expert alpine Skiers and Snowboarders. Eaglecrest is a publicly owned facility and a historic Land and Water Conservation Fund (LWCF) site; therefore, it is critically important that we serve the broadest segment of our local residents and visitors while ensuring long term sustainable access to winter recreation. As a result, no other sites/alignments were carried into in-depth analysis, and this review thoroughly addresses the wetland impacts of the proposed site.

B. HISTORIC/ARCHEOLOGICAL RESOURCES

Consultation in accordance with Section 106 of the National Historic Preservation Act was initiated on January 25, 2022, with the State Historic Preservation Officer (SHPO) to determine potential impacts of the proposed project on identified historic or cultural resources. The SHPO returned a finding of 'no historic properties affected'. No impacts to historic or cultural resources are anticipated from the proposed project.

The latest published version of the Alaska Heritage Resources Survey (AHRs) has been consulted for the presence or absence of historic properties, including those listed in or eligible for inclusion in the National Register of Historic Places. There are cultural resources (JUN-00756 Treadwell Ditch and Maintenance Trail, Main Branch) within the vicinity of the project area. Although there are historic properties within or encompassing the project area no adverse effects to those resources are anticipated, as the proposed work would not occur within the alignment of the Treadwell Ditch Trail.

Alaska Native Tribes with protected rights or resources that could be significantly affected by a proposed Federal action (e.g., a permit decision) have the right to be consulted. Views of each Tribe regarding protected rights and resources will be accorded due consideration in this process. If awarded funding, Eaglecrest will provide notification to the Tribes within the area potentially affected by the proposed work and invite their participation in the decision-making process regarding the protected Tribal right or resource.

If previously undocumented historic or cultural resources are discovered during construction, construction would cease immediately and the CBJ, SHPO, and Alaska Native Tribes would be notified. Procedures in accordance with 36 CFR 800 would be followed.

C. AFFECTED ENVIRONMENT**1. Affected Area****ALTERNATIVE 1: NO-ACTION****Soil, Erosion, Sedimentation, and Water Quality**

If the proposed action were not implemented, ongoing operations at Eaglecrest would continue without further development in the project area. Soil quality and erosion, sedimentation, and water quality dynamics would remain similar to existing conditions.

Potential leaks and spills of fuels and other chemicals

If the proposed action were not implemented, the potential risk for leaks and spills of fuels and other chemicals in the project area would remain at existing levels.

Wetland and Riparian Resources

If the proposed action were not implemented, operations at Eaglecrest would continue without further development in the project area. The condition of wetland and riparian resources would remain similar to existing conditions. The total acreage of wetland and riparian areas in the project area would remain at their current acreage.

Vegetation

There are no species listed under the Endangered Species Act as threatened or endangered within the the proposed project area. The potential for impact would be unchanged from current conditions.

Wildlife

There are no species listed under the Endangered Species Act as threatened or endangered within the the proposed project area. Not implementing the proposed project would have no effect on any listed or proposed threatened or endangered species and would have no effect on any designated or proposed critical habitat.

Observed wildlife in the project area are Sitka Black-Tailed Deer, Black Bear, Hoary Marmot, Willow Ptarmigan, Bue Grouse, and an occasion wolf. Olive-Sided Flycatchers are known to breed in the project area. Past ski area operations at Eaglecrest have shaped the wildlife community that exists in the proposed project area. Not implementing the proposed project would have no impacts on observed wildlife.

Designated Areas

There are no State and National Parks, National Wildlife Refuges, or National Game Preserves located on or in the vicinity of the proposed project activities. There are no Wilderness Areas, as designated or proposed under the Wilderness Act, or wild or scenic rivers, as designated or proposed under the Wild and Scenic Rivers Act, or other lands protected under state or federal law that are located on or in the vicinity of the proposed project activities. The no-action alternative would have no effect on Designated Areas.

Cultural Resources

No historical properties/cultural resources have been identified through past consultation for other projects in the proposed project area, so no impacts are anticipated.

Scenic Resources

If the proposed action were not implemented, the character of the landscape at Eaglecrest would remain the same.

ALTERNATIVE 2: PROPOSED ACTION**Soil, Erosion, Sedimentation, and Water Quality**

There are areas in the project area which have an elevated erosion potential from past vegetation removal, foot and vehicular traffic, and long-lasting compacted snow. Erosion in some areas is naturally occurring, but in others it may be affected by past and current operations. The proposed action would result in temporary and permanent losses of soil productivity through grading and excavation and compaction due to the construction of access roads, building footprints, and the parking lots. Construction of the gravel parking lot (~2 acres), Summit Road (~0.78 acres), Summit Lift Station (~0.09 acres), Midway Station Road (~0.68 acres), Midway Loading Station (~0.09 acres), and Base Station (~0.09 acres). The total impact is estimated to be approximately 3.73 acres. The risk of erosion and sediment delivery to Fish Creek and its tributaries would be reduced by implementation of identified Best Management Practices (BMPs).

The ADEC is required by the Clean Water Act to publish an integrated water quality report (IR) every other year that describes the health of waters of the state. This report compares available monitoring data (i.e., chemical, biological, and physical parameters) to numeric standards, indicators, and narrative descriptions. If standards are not met, the water body is included on a list of impaired waters (303[d] list), requiring ADEC to define a Total Maximum Daily Load (TMDL) and develop a plan to restore water quality. Fish Creek is not listed as impaired waters. Therefore, impacts to impaired waters are not expected.

Potential leaks and spills of fuels and other chemicals

Maintenance and use of existing facilities at Eaglecrest involve machinery and equipment that require fuel, oil (including motor and hydraulic oil), and petroleum-based lubricants. These fluids are a potential source of environmental contamination and are regulated under the Code of Federal Regulations (CFR) 112.1 through 112.8.

The construction phase under the proposed action would require use of heavy equipment for excavation and grading. The proposed action includes work near stream and wetland features, and these projects would have relatively greater potential for water quality impacts. This project has the potential for runoff discharged to surface water (including wetlands) from construction disturbing one or more acres and will be covered under Alaska's General Permit for Storm Water Discharges from Large and Small Construction Activities in Alaska (CGP, AKR100000). This permit requires a Stormwater Pollution Prevention Plan (SWPP). Best Management Practices (BMPs) outlined in the SWPP will minimize or prevent spills and leaks from machinery used during construction activities. In the event of spills or leaks, on-site workers will quickly identify, isolate, and clean-up any environmental contamination.

The Gondola will be retrofitted and configured as a bottom drive and tension which will allow it to be connected and powered exclusively by electric grid power eliminating the potential for petroleum storage and potential storage related to power and ongoing operation.

Wetland and Riparian Resources

The proposed action has the potential to result in wetland impacts due to the construction of access roads, building footprints, and the parking lot. Construction of the gravel parking lot (~2 acres), Summit Road (~0.78 acres), Summit Lift Station (~0.09 acres), Midway Station Road (~0.68 acres), Midway Loading Station (~0.09 acres), and Base Station (~0.09 acres). The total impact is estimated to be approximately 3.73 acres. An estimate of the portion of the 3.73 acres direct and indirect effects to wetlands has not been completed yet.

During the design phase, placement of roads, lift stations, and the parking lot in wetland areas will be avoided in an effort for the amount of wetland area disturbed to be avoided and/or minimized. Wetland disturbances will be mitigated as outlined in the ACOE permit when avoidance is not practical. During the construction phase, mitigation measures identified through this environmental review including the following will be implemented:

- Implement the BMPs listed in the Table D-1 below as applicable.
- Obtain appropriate ACOE and ADEC permits and authorizations prior to disturbing wetlands or altering stream channels.
- Mitigate wetland and stream channel impacts in accordance with the permits and authorizations noted above and avoid any net loss of wetlands.

Vegetation

There are no species listed under the Endangered Species Act as threatened or endangered within the proposed project area. The proposed action would have no effect on any listed or proposed threatened or endangered species and would have no effect on any designated or proposed critical habitat.

Approximately 11 acres of medium density tree growth of Spruce and Hemlock trees will need to be cleared for installation of the Gondola within its operating pathway. All root mats for will be left intact with the stumps being ground down flush with the surface leaving the wood chips and roots to maintain slope stabilization and minimize any erosion. The rest of the vegetation type is high alpine rock and muskeg peat bog around the midway loading station so clearing will not be necessary.

Wildlife

There are no species listed under the Endangered Species Act as threatened or endangered within the proposed project area. The proposed action would have no effect on any listed or proposed threatened or endangered species and would have no effect on any designated or proposed critical habitat.

Observed wildlife in the project area are Sitka Black-Tailed Deer, Black Bear, Hoary Marmot, Willow Ptarmigan, Blue Grouse, and an occasion wolf. Olive-Sided Flycatchers are known to breed in the project area. Past ski area operations at Eaglecrest have shaped the wildlife community that exists in the proposed project area and therefore other than the very slight detrimental impact on these wildlife due to habitat loss (~3.73 acres) it would not affect wildlife.

Designated Areas

There are no State and National Parks, National Wildlife Refuges, or National Game Preserves located on or in the vicinity of the proposed project activities. There are no

Wilderness Areas, as designated or proposed under the Wilderness Act, or wild or scenic rivers, as designated or proposed under the Wild and Scenic Rivers Act, or other lands protected under state or federal law that are located on or in the vicinity of the proposed project activities. The proposed action would have no effect on Designated Areas.

Cultural Resources

No historical properties/cultural resources have been identified through past consultation for other projects in the proposed project area and design criteria include measures to protect any cultural resources that may be discovered during construction. No effects are anticipated.

Scenic Resources

If the proposed action were implemented, the character of the landscape at Eaglecrest would change similarly to the way it has changed over the last 45 years since Eaglecrest was first developed and opened in 1976. The installation of the Gondola would have negligible visual effects while the loading stations and parking lot will increase the built aspect of the landscape.

2. Coastal Zones

The project site is not located in a Coastal Zone per definition in 76 FR 39857. The Alaska Coastal Zone Management Program sunset on July 1, 2011. Additionally, there are not any shorelines, beaches, dunes, or estuaries within or adjacent to the project site.

3. Wetlands

The proposed action has the potential to result in wetland impacts due to the construction of access roads, building footprints, and the parking lot. Construction of the gravel parking lot (~2 acres), Summit Road (~0.78 acres), Summit Lift Station (~0.09 acres), Midway Station Road (~0.68 acres), Midway Loading Station (~0.09 acres), and Base Station (~0.09 acres). result in an estimated total impact of approximately 3.73 acres. An estimate of the portion of the 3.73 acres direct and indirect effects to wetlands has not been completed yet.

A wetlands delineation was conducted at Eaglecrest in 2016 and the project area contains forested wetlands, floodplain wetlands, open peat lands, and fen/marshes. Portions of the Midway Station Road and Summit Station Road are permitted under an existing ACOE permit (POA-2015-00229-M1). POA-2015-00229, Fish Creek, was issued on July 9, 2015, to place 3,388 cubic yards of rock fill material into 1.49 acres of wetlands and streams to construct 21,857 linear feet of trails. The permit was subsequently modified (the 1st modification of the original permit) for the realignment of 3,539 linear feet of the Sourdough Mountain Bike trail, the removal of the Log Jam Trail, and the addition of the Insane Drain trail. Eaglecrest may need to conduct additional wetland delineation and will need to apply for another ACOE permit to conduct the proposed project as the addition is scope is outside of what another permit modification would allow.

During the design phase, placement of roads, lift stations, and the parking lot in wetland areas will be avoided in an effort to avoid or minimize disturbance of wetland areas to the greatest extent practicable. Wetland disturbances will be mitigated as outlined in the ACOE permit when avoidance is not practical. During the construction phase, mitigation measures identified through this environmental review including the following will be implemented:

- Implement the BMPs listed in the Table D-1 below as applicable.

- Obtain appropriate ACOE and ADEC permits and authorizations prior to disturbing wetlands or altering stream channels.
- Mitigate wetland and stream channel impacts in accordance with the permits and authorizations noted above and avoid any net loss of wetlands.

The proposed project does not include overwater structures that could impact navigable waters as defined in 33 CFR part 329.

4. **Floodplains**

The City and Borough of Juneau (CBJ) and the Federal Emergency Management Agency (FEMA) recently completed an update of the borough-wide flood zone maps. The new Flood Insurance Rate Map is effective as of September 18, 2020. FEMA floodplain maps do not exist for the Eaglecrest Ski Area project area. Many remote areas of Juneau are not represented in the FIRM, even though the FIRM map covers the entire jurisdiction of the CBJ. A letter from a Professional Engineer regarding the absence of a 100-year floodplain within the project area is attached. The CBJ participates in the National Flood Insurance Program. A critical action (e.g., emergency response facility, hospital, wastewater treatment plant) is not being located within the 500-year floodplain as part of the proposed project.

5. **Climate Change**

Southeast Alaska is experiencing climate related changes. Our region has already experienced about 3°F increase in average winter temperatures over the past 60 years, with a decrease in annual snowfall at sea level from approximately 109 inches to 93 inches. In coming decades Southeast Alaska communities can expect warmer and wetter conditions, warming ocean temperatures and ocean acidification with effects on fisheries, impacts on transportation and infrastructure, and the economic costs of responding to climate impacts likely increasing over time (CBJ, 2022). Climate variability makes site-specific predictions highly uncertain and as a result only a general conclusion can be drawn regarding how climate change might interact with the effects of the proposed action. The CBJ acknowledges climate change and in 2011, the CBJ Assembly adopted the Climate Action Plan, including the goal of reducing CBJ greenhouse gas emissions by 25% by the year 2032. Eaglecrest plans to utilize on-site lumber from trees harvested from the Gondola lift alignment for all buildings associated with the Gondola lift stations to reduce the project's immediate carbon footprint. Additionally the Gondola will be retrofitted and configured as a bottom drive and tension which will allow it to be connected and powered exclusively by electric grid power to reduce the project's future operational carbon footprint.

6. **Endangered Species**

According to POA-2005-01171, Fish Creek, Published July 30, 2020 by the US Army Corps of Engineers Alaska District for the subsequently approved Wetlands Permit POA_2015_0029_M1, No threatened or endangered species are known to use the project area. The US Army Corps of Engineers Alaska District determined the described activity would have no effect on any listed or proposed threatened or endangered species and would have no effect on any designated or proposed critical habitat, under the Endangered Species Act of 1973 (87 Stat. 844). Therefore, no consultation with the U.S. Fish and Wildlife Service or the National Marine Fisheries Service (NMFS) was required.

The Magnuson-Stevens Fishery Conservation and Management Act, as amended by the Sustainable Fisheries Act of 1996, requires all Federal agencies to consult with the NMFS on

all actions, or proposed actions, permitted, funded, or undertaken by the agency, that may adversely affect Essential Fish Habitat (EFH). No EFH species are known to use the project area. The proposed project activity would not adversely affect EFH in the project area.

7. Land Use and Zoning

The project site is zoned Rural Reserve and located within the 1,500-acre parcel of the Eaglecrest Ski area, owned by the CBJ. As such, the project site is utilized exclusively for recreation. The project site is located with the city limit of Juneau. The proposed project is consistent with this land use and zoning designation and is in conformity with local land use plans.

The Farmland Protection Policy Act (FPPA) is intended to minimize the impact Federal programs have on the unnecessary and irreversible conversion of farmland to nonagricultural uses. For the purpose of FPPA, farmland includes prime farmland, unique farmland, and land of statewide or local importance. The National Resource Conservation Service (NRCS) uses a land evaluation and site assessment (LESA) system to establish a Farmland Conversion Impact Rating Score (FCIRS). This score is used as an indicator to determine if the potential adverse impacts on the farmland exceed the recommended allowable level. An FCIRS form was completed for the proposed project site and the score was 0 reflecting the fact that the land does not fall in any of these categories. There is no evidence that the land has ever been farmed and it is unlikely that it has been farmed. Projects receiving a score less than 160 do not require further FPPA evaluation.

8. Solid Waste Management

Solid waste and recycling from the project site during and after construction will continue to be transported to Waste Management (Capitol Disposal) for disposal in the city landfill. The landfill, which is owned and operated by Waste Management (Capital Disposal), receives approximately 30,000 tons of solid waste a year and is currently at 60% capacity. Increases in solid waste during the construction phase are considered temporary and less than significant. The additional waste stream from this project after completion would also not result in significant impacts. Eaglecrest currently has a recycling program in place for aluminum cans and paper products and a composting program is currently under development.

9. Hazardous or Toxic Substances

During the construction phase of the proposed project, Best Management Practices (BMPs) including reasonable precautions and controls will be used to prevent incidental and accidental discharge of petroleum products or other hazardous substances. Fuel storage and handling activities for equipment will be sited and conducted so there is no petroleum contamination of the ground, subsurface, or surface waterbodies. During the construction phase, spill response equipment and supplies such as sorbent pads shall be available and used immediately to contain and cleanup oil, fuel, hydraulic fluid, antifreeze, or other pollutant spills.

Runoff discharged to surface water (including wetlands) from a construction site disturbing one or more acres will be covered under Alaska's General Permit for Storm Water Discharges from Large and Small Construction Activities in Alaska (CGP, AKR100000). This permit requires a Stormwater Pollution Prevention Plan (SWPPP). For projects that disturb more than five acres, this SWPPP must also be submitted to DEC with the Notice of Intent (N01) prior to construction.

Post construction, the Gondola will be retrofitted and configured as a bottom drive and tension which will allow it to be connected and powered exclusively by electric grid power eliminating the potential for petroleum storage and potential storage related to power and ongoing operation.

Eaglecrest has completed and signed the “Applicant Certification Clause” (see Appendix A).

Petroleum contamination remains on-site from underground storage tanks leaking in the 1990’s. Historical contaminated sites exist at the Maintenance Building and Ski Lodge, and other areas including ski lift stations, and are placed under institutional control, meaning that any disturbance of the ground in that area will first require the applicant to contact the ADEC Contaminated Sites Program.

A recent Phase I or Phase II Environmental Site Assessment has not been performed for the proposed project area. Consultation with Eaglecrest’s Environmental Consultant, Cox Environmental Services, resulted in a finding that the above historical contaminated sites are not likely to be within the project footprint nor are there any other recognized environmental conditions (RECs) within the project footprint that are likely to impact this proposed project. Final consultation will occur after Final Design is complete.

10. **Water Resources**

The proposed project involves placement of dredged and/or fill material in waters of the US, including wetlands and streams, associated with the parking lot and access roads during the construction phase. Eaglecrest is currently working with the ACOE to modify its existing permit (POA_2015_0029_M1) to cover any increase of wetland impacts due to construction for the Gondola.

In addition to modifications to this permit, a state issued water quality certification will be required under Section 401 because the proposed activity will be authorized by a U.S. Army Corps of Engineers permit and a discharge of pollutants to waters of the US. located in the State of Alaska may result from the proposed activity. As mentioned in the previous section, runoff discharged to surface water (including wetlands) from a construction site disturbing one or more acres will be covered under Alaska’s General Permit for Storm Water Discharges from Large and Small Construction Activities in Alaska (CGP, AKR100000). This permit requires a Stormwater Pollution Prevention Plan (SWPPP). For projects that disturb more than five acres, this SWPPP must also be submitted to DEC with the Notice of Intent (N01) prior to construction.

Fish Creek is not listed on the U.S. Environmental Protection Agency’s (EPA) Section 303(d) list of impaired waters. Therefore, impacts to impaired waters are not expected.

The USEPA defines a sole or principal source aquifer as one that supplies at least 50 percent of the drinking water consumed in the area overlying the aquifer. There are no sole source aquifers located in Alaska. Therefore, impacts to sole source aquifers would be less than significant.

11. **Water Supply and Distribution System**

The CBJ does not currently offer domestic water supply to Eaglecrest. Potable water is provided by an onsite water treatment system authorized under Alaska Public Water System ID # AK2110643. The water source is surface water from an un-named tributary of Fish

Creek authorized under ADL #101906. The system is permitted for 8,000 gallons per day year around for potable water. Raw water is extracted from the creek via a Jacuzzi Deep Well pump, operating at 18 gallons per minute (gpm), and pumped into the Water Treatment Building. After treatment, filtered water is chlorinated via a chemical injection pump, and moved into a water storage system comprising two reservoirs operating in series. Treated water free-falls into the top of an 8,000-gallon reservoir, flows out through the bottom into one end of a 20,000-gallon reservoir. Stored water flows from the opposite end of the 20,000-gallon reservoir into the distribution system. The water being supplied is in compliance with the Safe Drinking Water Act and is maintained by Small Treated Water System Operator Dave Scanlan, Certificate ID # 23444.

Average demand from the distribution system is less than 18 gpm, evidenced by the typical overflow of water from the 8,000-gallon reservoir. Instantaneous peak flow for the system has been calculated to be 24 gpm based on peak visitors/day and 32 gpm based on fixture counts. Access to water usage by visitors is limited to approximately 8 hours per day during the ski season, which usually runs from December through April. Maintenance and caretaker staff are on site from 8 to 24 hours per day, year round. The existing system has the capacity to handle the increase in demand from the proposed project.

12. Wastewater Collection and Treatment Facilities

The CBJ does not currently offer domestic wastewater collection and treatment to Eaglecrest. Wastewater collection and treatment is provided by an onsite wastewater treatment system. The wastewater treatment system is comprised on a 6,000-gallon capacity septic tank (primary treatment) which outflows to a leach field (secondary treatment). The septic tank is pumped annually before the winter season and the contents are trucked to the CBJ wastewater discharge site near the Douglas Bridge here wastewater enters the CBJ wastewater disposal system and is transported by pipeline to the Juneau-Douglas Wastewater Treatment Plant. The on-site wastewater treatment system is in compliance with the Clean Water Act.

The onsite wastewater treatment system is designed for 1,200 person per day visitation. The Juneau-Douglas Wastewater Treatment Plant has the capacity to treat average daily flows of approximately 2.76 mgd and peak daily flows of approximately 7.23 mgd. The existing system and the CBJ wastewater treatment system have the capacity to handle the increase in demand from the proposed project.

13. Environmental Justice (Executive Order 12898)

A review of the United States Environmental Protection Agency (USEPA) Environmental Justice Screen on January 27, 2022, indicated the percentage of low-income population within a two-mile radius of the project area (8%) is lower than the average for both Alaska and the United States (25% and 34%, respectively). The minority population within the study area (19%) is lower than Alaska's and the United States' average (both 39%). The proposed project would not alter the region or immediate surrounding neighborhoods in a way that would create adverse human health or environmental effects on minority or low-income populations as defined by Executive Order 12898. No high and adverse impacts to neighborhoods, community cohesion, or disadvantaged social groups are anticipated as a result of the proposed project. The proposed project would provide long-term benefits to the Juneau public and visitors by increasing year-round outdoor recreation activities.

14. Transportation (Streets, Traffic and Parking)

The proposed project site is located at mile-marker 5 on Fish Creek Road. The proposed project will result in increased traffic during construction and once in operation. This is a desirable increase for Eaglecrest and all of our concessionaires. As of 2020, the Alaska Department of Transportation & Public Facilities (AKDOT&PF) calculates the average annual daily traffic on Fish Creek Road up to Eaglecrest to be 240 vehicles. Traffic loading on Fish Creek Road is not heavy nor is there congestion or queuing. No new traffic patterns are anticipated nor will the Level of Service designation change.

15. Air Quality

USEPA designated the Mendenhall Valley area of Juneau, Alaska as a moderate non-attainment area for the National Ambient Air Quality Standard (NAAQS) for particulate matter with an aerodynamic diameter less than or equal to 10 micrometers (PM10) in 1991 based on violations of the 24-hour PM10 standard that occurred throughout the 1980s. The fully approved Alaska's moderate PM10 nonattainment area plan as a State Implementation Plan (SIP) revision for the Mendenhall Valley PM10 nonattainment area in 1994 (Federal Register 59 FR 13884: March 24, 1994). On May 9, 2013, the EPA approved the first 10-year Limited Maintenance Plan (LMP) and concurrently re-designated the area to attainment for the PM10 NAAQS, effective July 8, 2013 (Federal register 78 FR 27071: May 9, 2013). Under the provisions in the CAA Section 175 A (United States Code (USC) Title 42 Section 7505(b)), States are required to submit a revision to the first 10-year LMP 8 years after the USEPA approves the original re-designation. In the USEPA Limited Maintenance Plan Option Guidance (LMP Guidance), States can prepare the required second 10-year maintenance plan if the area meets the qualification criteria. The second 10-year LMP (adopted July 22, 2020) explains how Mendenhall Valley currently meets and will continue to meet the 1987 NAAQS for PM10 through 2033.

The project site is not located within the "non-attainment" area. Eaglecrest is located approximately 6 miles from the Mendenhall Valley area non-attainment area. There are no current sources of air pollution at Eaglecrest except for vehicle traffic from site users and on-site maintenance equipment and any natural source emissions tied to the Sitka Spruce/Western Hemlock forest that covers some of the site and the surrounding National Forest Lands. Generally, the forested land would be expected to be a sink for carbon emissions. The Alaska Department of Transportation & Public Facilities (AKDOT&PF) calculates the average annual daily traffic on Fish Creek Road from the bridge at milepost 2.0 south to Eaglecrest to be 935 vehicles. Traffic is thought to be substantially lower during the May through September period. This quantity of traffic for such a short distance would be considered an insignificantly small source of air pollution and the site is not known to be subject to any local topographical or meteorological conditions that hinder the dispersal of air emissions.

16. Noise

There will be no increase in ambient noise levels when the Gondola is up and running. There might be increased noise levels during construction, which will be limited to 7 am to 7 pm Monday through Friday. There are no sensitive noise or vibration receptors (e.g., residences, wildlife) adjacent or adjoining to the project site that are likely to be affected by this project.

17. Permits

USACE - Issuance of Clean Water Act, Section 404 Permit.

USFWS - Endangered Species Act, Section 7 Consultation, Fish and Wildlife Coordination Act consultation, Migratory Bird Treaty Act, Bald and Golden Eagle Protection Act, and Section 404 Permit consultation.

ADEC - Section 401 certification and Construction General Permit for Storm Water Discharges for Large and Small Construction Activities (2021, AKR100000).

Stormwater Pollution Prevention Plan (SWPP).

18. Public Notification/Controversy

Provide evidence of the community's awareness of the project, such as newspaper articles or public notification and/or public meetings, as applicable. If a formal public hearing has been held, attach a copy of the minutes. Fully describe any public controversy or objections which have been made concerning this proposed project and discuss steps taken to resolve such objections.

(to be finalized by D. Scanlan)

Extensive public engagement in the project was preformed prior to COVID 19 through a series of meetings and work sessions listed below. An online survey and paper surveys for work sessions were performed. Results were very positive. Any negative feedback revolved around other aspects of the projects that are not being pursued at this time. These included the installation of a mountain coaster and ropes course. The other concerns revolved around the concept of needing a corporate partner to help finance the projects. Successful award of this grant would alleviate these concerns guaranteeing that Eaglecrest remains 100% publicly owned and operated bringing maximum benefit back to the community.

Public Meeting Schedule

July 1st 2019 - City and Borough of Juneau Public Works Committee

July 1st 2019 – North Douglas Neighborhood Association

July 11th 2019 – Juneau Chamber of Commerce

July 16th 2019 – Public Meeting and Work Session at Peratrovich Hall

July 18th 2019 – Public Meeting and Work Session at the Valley Library

July 25th 2019 – Capital Chat Morning Talk Radio

October 9th 2019 – Douglas Island Advisory Committee

October 29th 2019 – Gastineau Rotary

Eaglecrest Board of Directors Planning Committee (public noticed meetings)

June 12th 2019

June 26th 2019

August 21st 2019

September 12th 2019

June 16th 2020

July 9th 2020

August 27th 2020

March 25th 2021

April 22nd 2021

July 15th 2021

January 27th 2020

CBJ's Eaglecrest Summer Operations Task Force (appointment by Mayor Beth Weldon)
 October 14th 2019 Task Force Formation documents accepted
 December 19th 2019
 January 2nd 2020
 March 5th 2020
 August 26th 2021

19. Cumulative Effects

Table C-19. Cumulative Effects	
PROJECT NAME	PROJECT DESCRIPTION
PAST PROJECTS	
Public Use Cabin:	In 2018 Eaglecrest began construction of the Hilda Dam Cabin and 420 foot long access road under ACOE permit POA-2018-00284. The project site was located in our upper Nordic Loop area of the mountain and effected 3,000 feet of palustrine wetlands.
Porcupine Trail Conditioning	In the spring of 2020 Eaglecrest performed some trail condition on the Ski Trail named Muskeg. Approximately 1,000 yards of clean rock fill and loamy earth were placed in numerous depressions of various sized. Additional work is anticipated in the Spring of 2022 to complete the project. This project was designed to allow the ski trail to be usable for winter operations with less natural snow and less man-made snow. This work was done under ACOE permit POA-2018-00284.
Mountain Bike and Hiking Trails	In the summer of 2020 funded by the Covid Conservation Corp work program through a grant from the CBJ, 5,749 feet of mountain bike trail was constructed impacting 19,547 square feet of wetlands covered under ACOE permit POA_2015_00229_M1. The Dick's Lake hiking trail was also constructed which was 1,500 feet long with 345 square feet of wetland impacts. In the fall of 2021 the first portion of the Traverse Trail to Cropley (alt A) was started with approximately 5,000 feet of wetland impacts.
Nordic Trail Improvements	During the summer of 2021 two of the Nordic Trails were hardened under ACOE permit POA_2005_01171_M4. The connection trail to the Lower Parking Lot is 600 feet in length with 7,800 feet of wetland impacts. The Nordic Back Meadow Loop with a length of 2,600 feet and 34,632 feet of wetland impacts was improved.

CURRENT PROJECTS	
On-Going	Work is anticipated to continue on the permitted trails authorized under POA_2015_00229_M1, POA_2005_001171_M4 and POA_2018_00284.
FUTURE PROJECTS	
Foreseeable Future	<p>As a complement to the Gondola alignment, Eaglecrest anticipates 10.64 acres of new ski trails.</p> <p>An Alpine Mountain Coaster running from the Gondola Mid Station to the Gondola Base Station will be installed within 5 years after the construction of the Gondola. The downhill track length will be 4,297 feet. Approximately 3,456 feet of clean shot rock fill will be needed for the foundation bases of the track section.</p> <p>The Black Bear Chair will be extended by approximately 600 feet to allow it to reach the top of the ridge line. The terrain where the extension will be performed does not have any wetlands.</p> <p>The Ptarmigan Chair lift will be replaced with an updated four person chair lift in the next 10 years. Total wetland impacts are expected to be negligible.</p> <p>Additional mountain bike trails will be desired over the next 10 years with 2.7 total acres of estimated impacts.</p> <p>The existing Ptarmigan Chair, after it is replaced with a new higher capacity lift will be repurposed and installed as a surface tow with a length of 3784 feet. The surface underneath the lift would need to be improved and hardened with an estimated 2 acres of impacted lands.</p>

Soil, Erosion, Sedimentation, and Water Quality

All of the cumulative actions listed in Table C-19 have the potential to interact with the proposed action in regard to soil, erosion, sedimentation, and water quality. All of these projects are located within the Eaglecrest Ski Area and within the Fish Creek watershed. The potential for direct and indirect impacts under the proposed action will be minimized or eliminated by the BMPs listed in Table D-1. Similar mitigation requirements have been and will be in place for the past/current/future actions so cumulative effects are not expected to be significant.

Potential leaks and spills of fuels and other chemicals

Cumulative actions listed in Table C-19 that involve use of heavy equipment and machinery have the potential to interact with the proposed action. The potential for leaks and spills of fuels and other chemicals at Eaglecrest during project construction is managed under Alaska's General Permit for Storm Water Discharges from Large and Small Construction Activities in Alaska (CGP, AKR100000) which requires a SWPP and through a future SPCC plan.

Petroleum contamination remains on-site from underground storage tanks leaking in the 1990's. Historical contaminated sites exist at the Maintenance Building and Ski Lodge, and other areas including ski lift stations, and are placed under institutional control, meaning that any disturbance of the ground in that area will first require the applicant to contact ADEC's Contaminated Sites Program prior to construction.

Wetland and Riparian Resources

Many of the cumulative actions listed in Table C-19 directly impacted wetland resources and interact cumulatively with the proposed action. Direct impacts on wetland resources are permitted through the ACOE and ADEC. Mitigation measures are required as part of the permitting, including creating or restoring wetlands (if necessary). This was the case for both of the noted projects, and mitigation requirements exceeded the area impacted. Based on these considerations, cumulative effects on wetlands and riparian resources are not expected to be significant.

D. MITIGATION

Mitigation measures identified through this environmental review include the following:

- Implement the BMPs listed in the Table D-1 below as applicable.
- Obtain appropriate ACOE and ADEC permits and authorizations prior to disturbing wetlands or altering stream channels.
- Mitigate wetland and stream channel impacts in accordance with the permits and authorizations noted above and avoid any net loss of wetlands.
- Provide educational signage or other material to the public about minimizing disturbances in sub-alpine and alpine ecosystems and the need to protect them by staying on trails or on snow cover when that is not possible.
- Do not clear, cut, burn, drive on, or park equipment on vegetation that may harbor nesting birds during the breeding season (May 15–July 15). If this is not possible, survey for nesting birds no more than 10 days prior to commencing work. If no nests are found, project activities may proceed.
- Monitor all surface disturbing activities during all ground-disturbing activities to avoid potential effects on unknown historical properties/cultural resources.

Table D-1. Best Management Practices

Operations in Aquatic Ecosystems	<p>Coordinate stream channel and wetland activities with appropriate Federal, State, County, and City agencies.</p> <p>Incorporate Clean Water Act (CWA) 404 permit requirements and other Federal, State, and local permits or requirements into the</p>
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	<p>project design and plan.</p> <p>Locate access and staging areas near the project site but outside of work area boundaries, wetlands, and sensitive soil areas.</p> <p>Refuel and service equipment only in designated staging areas.</p> <p>Schedule construction or maintenance operations in waterbodies to occur in the least critical periods to avoid or minimize adverse effects to sensitive aquatic and aquatic dependent species that live in or near the waterbody.</p> <p>Promptly install and appropriately maintain spill prevention and containment measures.</p>
<p>Facility Construction and Stormwater Control</p>	<p>Obtain Clean Water Act (CWA) 402 stormwater discharge permit coverage from the appropriate State agency or the U.S. Environmental Protection Agency (EPA) when more than 1 acre of land will be disturbed through construction activities.</p> <p>Control, collect, detain, treat, and disperse stormwater runoff from the site.</p>
<p>Hazardous Materials</p>	<p>Manage the use, storage, discharge, or disposal of pollutants and hazardous or toxic substances generated by the facility in compliance with applicable regulations and requirements.</p> <p>Respond to hazardous materials releases or spills using the established site-specific contingency plan for incidental releases and the Emergency Response Plan for larger releases.</p> <p>Ensure that hazardous spill kits are adequately stocked with necessary supplies and are maintained in accessible locations.</p>
<p>Transmission Facilities and Rights-of-Way</p>	<p>Co-locate transmission lines with roads or their rights-of-way where practicable.</p>
<p>Site Reclamation</p>	<p>Establish effective ground cover on disturbed sites to avoid or minimize accelerated erosion and soil loss.</p>
<p>Ski Area Facilities</p>	<p>Avoid wetlands and riparian areas to the extent practicable when locating ski area facilities.</p> <p>Locate ski area facilities on stable geology and soils to minimize risk of slope failures.</p> <p>Use yarding equipment suitable to the steepness of the terrain to</p>

	<p>avoid or minimize adverse effects to soil and water quality.</p> <p>Clear and construct ski runs and lift lines in sections to limit the area of exposed disturbed soil at any one time.</p> <p>Minimize grading or re-contouring of hill slopes to maintain intact soil horizons and infiltrative properties.</p> <p>Cut stumps flush with soil surface or grind in place instead of grubbing when clearing trees from ski runs wherever practicable.</p> <p>Use low-pressure construction and maintenance equipment whenever practicable to reduce surface impact on steep slopes.</p> <p>Stockpile biologically active topsoil removed during excavation for use in reclamation. Store stockpiled topsoil separately from other vegetative slash, soil, or rock and protect from wind and water erosion, unnecessary compaction, and contaminants.</p> <p>Use suitable measures to direct overland flow on slopes into areas with intact soil horizons to encourage infiltration and disconnect overland flow from waterbodies.</p> <p>Prohibit traffic on disturbed areas during periods of excessive soil moisture, precipitation, or runoff.</p> <p>Perform additional revegetation or erosion control as needed to protect water quality and soil integrity.</p>
<p>Stream Crossings</p>	<p>Design the crossing to pass a normal range of flows for the site.</p> <p>Use suitable measures to avoid or minimize culvert plugging from transported bedload and debris.</p> <p>Construct at or near natural elevation of the streambed to avoid or minimize potential flooding upstream of the crossing and erosion below the outlet.</p>
<p>Snow Removal and Storage</p>	<p>Develop a snow removal plan for roads plowed for recreation, administrative, or other access to avoid, minimize, or mitigate adverse effects to soil, water quality, and riparian resources.</p> <p>Store snow in clearly delineated pre-approved areas where snowmelt runoff will not cause erosion or deliver snow, road de-icers, or traction-enhancing materials directly into surface waters.</p>
<p>Parking and Staging Areas</p>	<p>Use applicable practices for stormwater management and erosion control when designing, constructing, reconstructing, or</p>

	<p>maintaining parking or staging areas.</p> <p>Use and maintain suitable measures to collect and contain oil and grease in larger parking lots with high use and where drainage discharges directly to streams.</p>
<p>Equipment Refueling and Servicing</p>	<p>Use suitable measures to avoid spilling fuels, lubricants, cleaners, and other chemicals during handling and transporting.</p> <p>Remove service residues, used oil, and other hazardous or undesirable materials from land and properly dispose them as needed during and after completion of the project.</p> <p>Report spills and initiate suitable cleanup action in accordance with applicable State and Federal laws, rules, and regulations.</p>
<p>Vegetation Management Planning</p>	<p>Evaluate and field verify site conditions in the project area to design a transportation plan associated with the mechanical vegetation treatments to avoid, minimize, or mitigate adverse effects to soil, water quality, and riparian resources.</p>
<p>Erosion Prevention and Control</p>	<p>Maintain the natural drainage pattern of the area wherever practicable.</p> <p>Control, collect, detain, treat, and disperse stormwater runoff from disturbed areas.</p> <p>Divert surface runoff around bare areas with appropriate energy dissipation and sediment filters.</p> <p>Stabilize steep excavated slopes.</p>
<p>BMPs selected from the National Best Management Practices for Water Quality Management on National Forest System Lands (Forest Service 2012a).</p>	

E. LIST OF ATTACHMENTS

Checklist of Optional Environmental Documents that should be submitted with Application if available (will expedite review and selection process):

- SHPO/THPO and Tribal leader comments and copy of submittals (see Section B)
- Site photographs (see Section C1)
- Coastal Zone consistency determination (see C2)
- Wetland delineation and/or Jurisdictional Determination (see C3)
- Preliminary wetland info (see C3)
- U.S. Army Corps of Engineers comments, Section 404 Permit, Section 10 Permit, and/or Water Quality Certification (401 approval) (see C3)
- Biological Assessment and/or survey for federally protected species (see C5)
- Correspondence with US Fish and Wildlife Service and/or National Marine Fisheries Service (see C5)
- Natural Resources Conservation Service determination of Prime Farmland, Form AD-1006, if applicable (see C6)
- Phase I and II Environmental Site Assessment (see C8)
- Sole Source Aquifer review by US Environmental Protection Agency, if applicable (see C9)
- Other federal, state and local environmental permits (see C16)
- Copies of public notices, public hearing minutes, etc. (see C17)

Appendix A: Applicant Certification Clause

The applicant represents and certifies that it has used due diligence to determine that the description of the project site described herein is accurate with respect to the presence or absence of contamination from toxic and hazardous substances. The term "site" includes the entire scope of the project, including future phases of the project and all areas where construction will occur.

1. Is the site currently, or has it in the past 50 years, been used for any of the following operations or activities:
 - a. Generation of hazardous substances or waste?
 Yes No
 - b. Treatment, storage (temporary or permanent), or disposal of solid or hazardous substances or waste?
 Yes No
 - c. Storage of petroleum products?
 Yes No
 - d. Used/waste oil storage or reclamation units?
 Yes No
 - e. Research or testing laboratory?
 Yes No
 - f. Ordinance research, testing, production, use, or storage?
 Yes No
 Gunpowder explosive cache for avalanche control.
 - g. Chemical manufacturing or storage?
 Yes No
 - h. Weapons or ammunition training, use, or testing?
 Yes No
 - i. Iron works/foundry?
 Yes No
 - j. Railroad yard?
 Yes No
 - k. Industrial or manufacturing operation?
 Yes No

If any of the above operations ever occurred at the site, and if appropriate cleanup or other mitigation actions were performed in accordance with the local, State, and federal laws, please attach documentation of these actions.

2. Do wells draw from an underlying aquifer to provide the local domestic water supply?
 Yes No

Appendix A: Applicant Certification Clause

3. Has a federal, State, or local regulatory authority ever conducted an environmental assessment, environmental impact statement, or a preliminary assessment/site inspection, or similar environmental surveyor inspection report at the site? If yes, please list here and attach copies of these reports or results.

Yes No

Below is the listing of ADEC contaminated Sites located at the Eaglecrest Ski Area

HAZARD ID	SITE NAME	LOCATION	STATUS	FILE ID
3121	Eaglecrest Maintenance Shop	South End Fish Creek Road, Juneau, AK 99801,	Open	1538.38.005
24491	CBJ Eaglecrest Ski Area	3000 Fish Creek Rd., Juneau, AK 99801,	Cleanup Complete - Institutional Controls	1513.26.005
26810	CBJ Eaglecrest Ski Area UST 9	#1 Fish Creek Road, Juneau, AK 99801,	Cleanup Complete	1513.26.083
27221	CBJ Eaglecrest Ski Area Piping for USTs 8 & 11	3000 Fish Creek Road; Douglas Island, Juneau, AK 99801,	Cleanup Complete	1513.26.085

4. Have any environmental or OSHA citations or notices of violation been issued to a facility at the site? If yes, please attach copies.
 Yes No
5. Have any unauthorized releases of hazardous substances occurred at any facility at the site which resulted in notification of the EPA's National Response Center?
 Yes No
6. Is any material containing asbestos or lead paint located at the site? If yes, please attach information concerning State and federal regulatory compliance.
 Yes No
7. Is there any equipment (electrical transformers, etc.) containing polychlorinated biphenyls (PCB) on the site? If yes, please attach a description of the equipment.
 Yes No
8. Are there underground or above ground storage tanks on the site? If yes, please attach a detailed description, including the number of underground storage tanks on the site, whether the tanks have been inspected (or removed) and the results of such inspections.
 Yes No

Appendix A: Applicant Certification Clause

Tank Information - Tank # 8	Tank Information - Tank # 10	Tank Information - Tank # 11
<p>Next Inspection Due: 10/31/2021 DEC Tank ID 8 Regulated Tank?Yes Owner Tank ID 8 Compliance Tag # 0033 Status Currently in Use Installed 10/1/1997 Closure Status Not Available Age 24.4 Product Diesel Capacity 6000 gallons Tank Material Construction Cathodically Protected Steel Secondary Containment Option (Tank) Double-Walled Pipe Material Construction Flexible Plastic Secondary Containment Option (Piping) None Piping Type U.S. Suction Piping Release Detection Line Tightness Testing Overfill Prevention Met Yes Tank Release Detection Automatic Tank Gauging Interstit. Dbl-Wall Monitor Spill Prevention Met Yes Cathodic Protection Met Yes LD Other Methods LTT each three years, due NLT June 2022</p>	<p>Next Inspection Due: 10/31/2021 DEC Tank ID 10 Regulated Tank?Yes Owner Tank ID 3 Compliance Tag # 0035 Status Currently in Use Installed 11/1/1997 Closure Status Not Available Age 24.3 Product Diesel Capacity 12000 gallons Tank Material Construction Cathodically Protected Steel Secondary Containment Option (Tank) Double-Walled Pipe Material Construction Flexible Plastic Secondary Containment Option (Piping) None Piping Type U.S. Suction Piping Release Detection Line Tightness Testing Overfill Prevention Met Yes Tank Release Detection Automatic Tank Gauging Interstit. Dbl-Wall Monitor Spill Prevention Met Yes Cathodic Protection Met Yes LD Other Methods LTT each three years, due NLT June 2022</p>	<p>Next Inspection Due: 10/31/2021 DEC Tank ID 11 Regulated Tank?Yes Owner Tank ID 4 Compliance Tag # 0036 Status Currently in Use Installed 11/1/1997 Closure Status Not Available Age 24.3 Product Diesel Capacity 12000 gallons Tank Material Construction Cathodically Protected Steel Secondary Containment Option (Tank) Double-Walled Pipe Material Construction Flexible Plastic Secondary Containment Option (Piping) None Piping Type U.S. Suction Piping Release Detection Line Tightness Testing Overfill Prevention Met Yes Tank Release Detection Automatic Tank Gauging Interstit. Dbl-Wall Monitor Spill Prevention Met Yes Cathodic Protection Met Yes LD Other Methods LTT each three years, due NLT June 2022</p>

9. Has the site been tested for radon? If yes, please attach results.
 _____ Yes No

10. Have there been, or are there now any environmental investigations by federal, State or local government agencies that could affect the site in question? If yes, please attach available information.
 _____ Yes No

The above listed ADEC Contaminated Sites are not within the footprint of the proposed project.

Appendix A: Applicant Certification Clause

The applicant acknowledges that this certification regarding hazardous substances and/or waste is a material representation of fact upon which EDA relies when making and executing an award. EDA reserves the right to terminate any award made in conjunction with the representations contained herein if, at any time during the useful life of the project, EDA becomes aware of the presence of hazardous materials or waste at the site, or that hazardous materials or waste have been inappropriately handled thereon.

Further, if it is determined at any time that the presence of hazardous materials or waste, or handling thereof, has been misrepresented, EDA may pursue other available legal remedies against the applicant.

Applicant's Name

Name and Title of Applicant's Authorized Representative

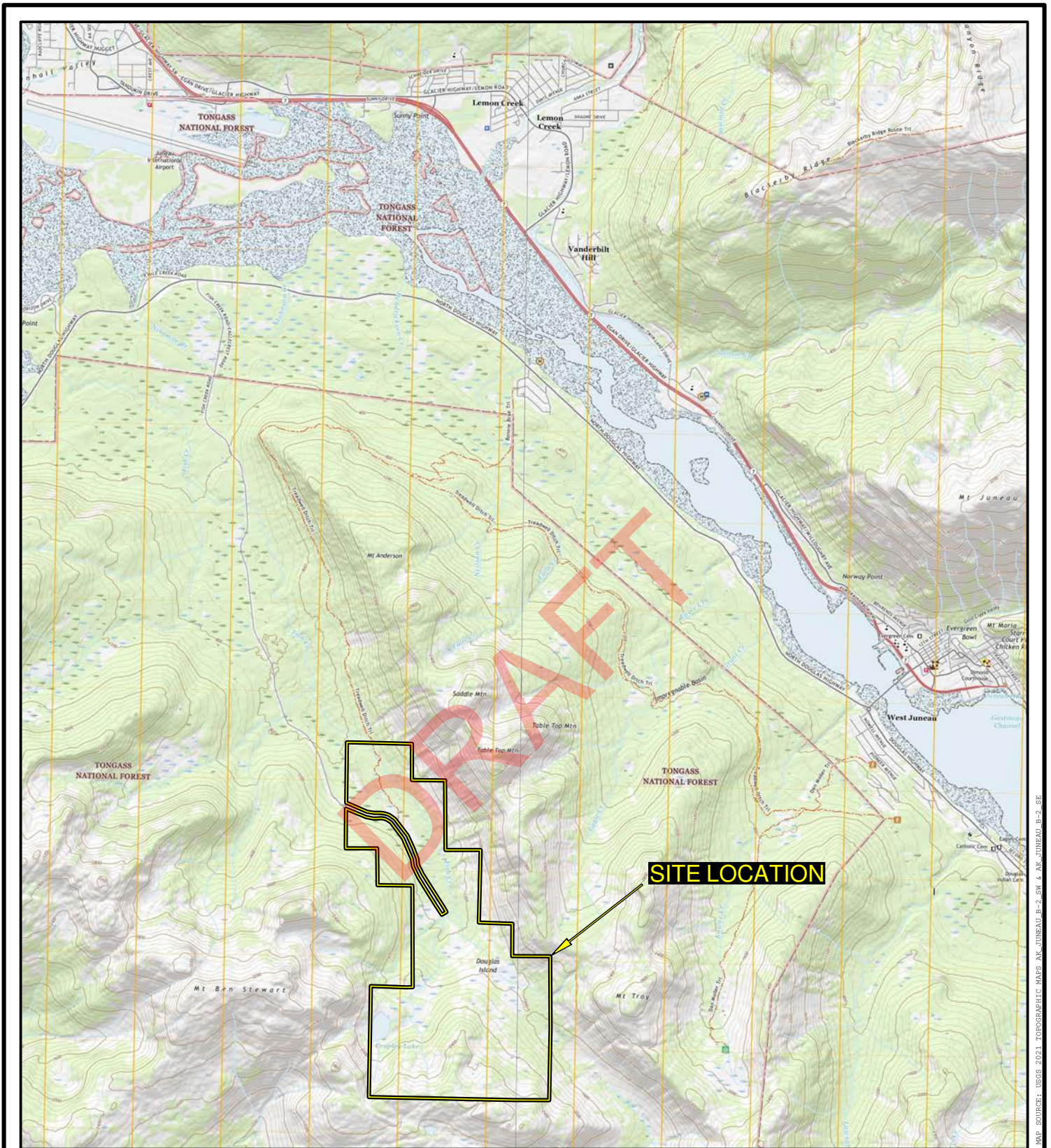
Signature of Applicant's Authorized Representative

Date

DRAFT

Attachment A

DRAFT



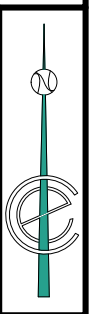
MAP SOURCE: USGS 2021 TOPOGRAPHIC MAPS AK_JUNEAU_B-2_SW & AK_JUNEAU_B-2_SE



FIGURE 1. SITE LOCATION MAP

EAGLECREST SKI AREA
 GONDOLA PROJECT
 JUNEAU, ALASKA

2/21/2022



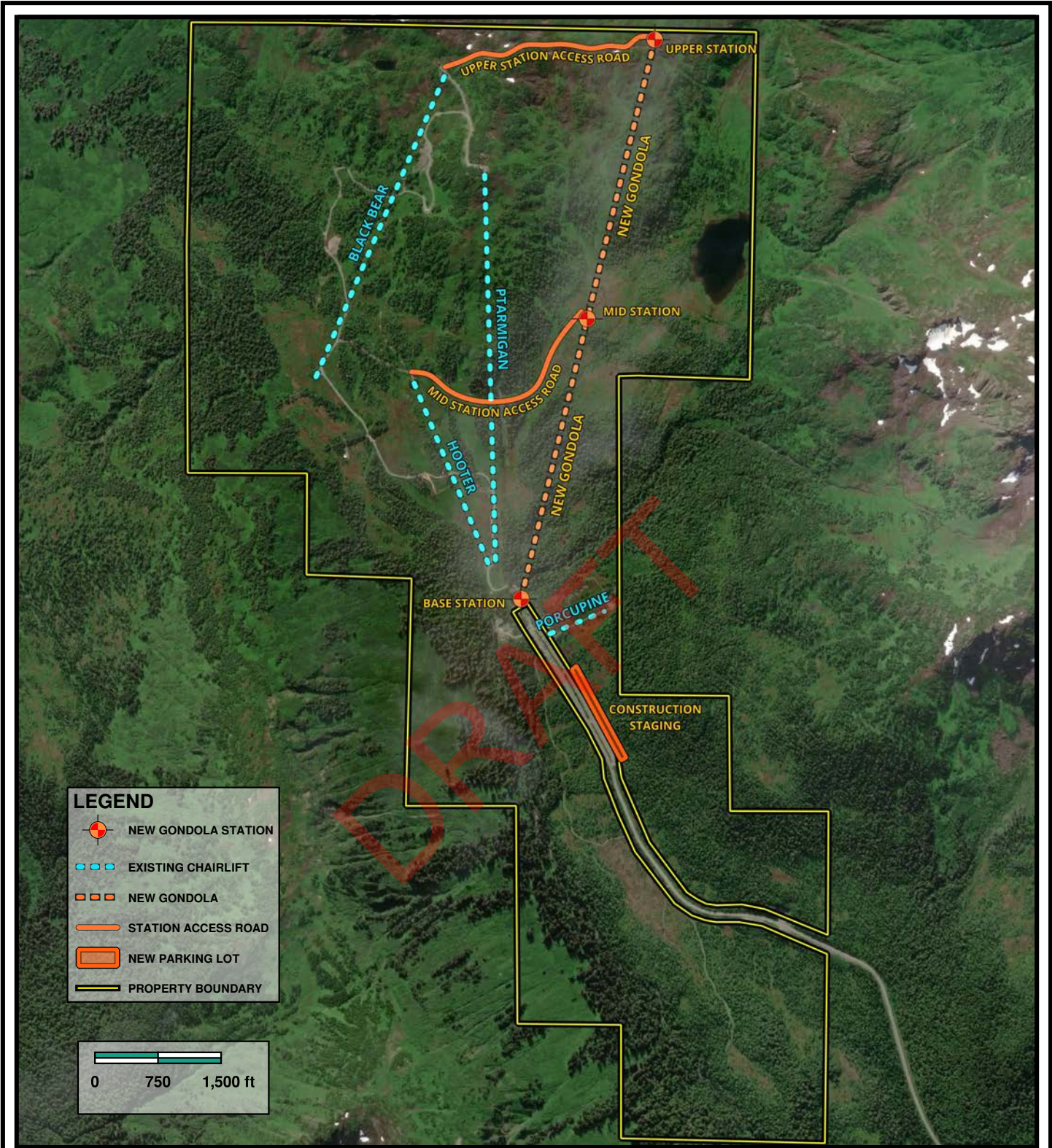
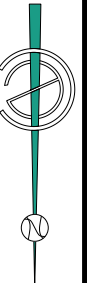


FIGURE 2. GONDOLA PROJECT OVERVIEW

EAGLECREST SKI AREA
 GONDOLA PROJECT
 JUNEAU, ALASKA



02/22/2022



6: LETTERS OF SUPPORT



Greetings Juneau Assembly-

I am writing today in support of the Eaglecrest summer development plans – or **Ordinance 2021-08(b)(am)(Z)** on Monday's COW agenda. I love this idea. While I think this project will be an economic benefit for the CBJ, I want to focus my comments on the larger economic impact of this project for the community as a whole.

Current Lack of Capacity

While we have spent the last two years concerned about the lack of visitors coming to our community, my worry for the summers of 2022 and 2023 is that as a community we have lost some visitor sector providers, and those that remain will have difficulty ramping up for a robust visitor season. We want to be able to enjoy the full economic value of the tourist season, meaning we need to make sure that the tourists that do come are able to leave their dollars in our community. Increased shore-excursions provide the highest dollar value means of increasing local spending. The Eaglecrest gondola concept will provide a great addition to our overall current shore-excursion capacity.

The Glacier is Full

Juneau typically (so excluding last two years) hosts one-third of all tourists coming to Alaska, and historically just under half of those partake in an excursion to the Mendenhall Glacier. Depending on the glacier made it easy for Juneau to comfortably ramp up our overall cruise ship numbers, as we could take half of those coming in and bring them the Mendenhall Valley. However, we have finally reached capacity at the glacier. Currently Juneau is slated to receive 671 cruise ship visits during the summer of 2022, and if we are at typical capacity, we will receive 1.57 million cruise ship visitors. Annual permitted commercial capacity is a maximum of 55,000 visitors to the West Glacier Unit and a maximum of 517,650 to the Visitor Center Unit. If all scheduled cruise ship passengers arrive, the glacier area will only be able to host just over one-third of cruise ship passengers. Arriving passengers would exceed the capacity of the glacier, the whale watching trips, the fishing charters, and the tram combined. We need an entirely new location to manage the high flow of people who might be coming to our community. And while it is certainly possible that we receive a smaller amount – we also need to plan for what happens if they all do actually come. Eaglecrest already is set up to host a high number of daily visitors – including a nice large parking lot – and can act as the perfect overflow location for an overabundance of visitors, if needed. For planning purposes, if marketed correctly and if sufficient transportation were provided, I believe at least

5% of incoming visitors would partake in an Eaglecrest gondola – a percentage that could be expanded upon. Currently, 15% of cruise ship tourists use the tram in a normal tourist season.

Catering to More Adventurous, Mixed-Age Visitors

We originally developed our tourism industry to cater to the “over-feds, newly-weds, and nearly-deads” as we used to refer to the cruise ship clientele (terrible I know, but this was a long time ago). Cruise ship passengers now are more active, adventurous, and are bringing their kids with them. We know from surveys that Juneau tourists really love being outside, hiking, and having an adventure. I ran a Mendenhall Glacier survey a few years ago. The average time visitors wished they could have stayed at the glacier was 3 hours and 43 minutes. Visitors who spent more than 60% of their time walking or hiking had the highest overall satisfaction rates (of 94%). We had 100,000 kids visit Juneau by cruise ship in 2019, yet we had few activities focused on things that kids and older people can do together. The Eaglecrest concept brings together everything that the future of cruising is headed towards.

Great for Locals, and Employers

My friends and I still talk about that one summer when Eaglecrest opened the chairlift for the summer (with plastic hoods that sort of kept out the weather). This was back in the 1980’s and we didn’t have the economy of scale at the time. It was an idea before its time. But every survey I’ve ever run says the same thing. The top three reasons that people come to Juneau/stay in Juneau for work are:

- 1) the overall quality of life that Juneau has to offer,
- 2) being from here originally, and
- 3) access to recreation.

By increasing access to recreation for locals, we are making it easier for local employers to attract and retain workers (this is especially true for the health care sector). Of course, by great for locals, I also mean great for me. I can’t wait to ride to the top of Eaglecrest in the summer again!

Today I am just representing myself and my own opinions. Thank you for considering my comments.

All my best-

Meilani Schijvens
610 W 11th Street



Main Office

1301 Eastaugh Way

Juneau, AK 99801

907.992.0569

AlaskaCoachTours.com

February 22nd, 2022

Re: Partner Support for Eaglecrest Gondola Purchase

To members of the Juneau Assembly:

Please accept this letter of support for the Eaglecrest gondola expansion on behalf of Alaska Coach Tours (ACT). ACT has been in business since 2005, delivering tour product to guests on the cruise lines who visit Southeast Alaska. We are Alaskan owned and operated, and many of our year round managers reside in Juneau. As people who love this place and love to share it with others, we realize how special it is to live and work here. Our company always envisions ways to serve our customers while helping to maintain the beauty and standard of living that we all enjoy in Juneau.

Alaska Coach Tours has many contracts with cruise lines including Royal Caribbean, Celebrity, Silversea, Viking, Windstar and Norwegian Cruise Line. We offer motorcoach tours to cruise travelers and take them to various venues showcasing the city. We also provide much of the transportation for operators who run their own attractions but do not operate vehicles. Because we live and work in Juneau, we endeavor to maintain a delicate balance between offering visitors access to Alaska while respecting the local way of life. We consistently look for ways to distribute cruise line guests around Juneau so that it never feels crowded in one area.

We have been in contact with Eaglecrest about bringing visitors to the mountain during the summer months in order to utilize the expansive area and walking trails. The ski area has great potential to provide space for visitors on hills, trails and in a gondola, without making the area feel crowded. Our goal is to offer guests a glimpse of Juneau in a pristine location and to feel connected to Alaska, while also preserving the existing experience that makes this place so special for locals.

Alaska Coach Tours firmly believes in the benefits of this gondola purchase. It would ensure that Eaglecrest can operate in the winter months for many more years to come, providing recreation for Juneau residents. It would give Eaglecrest the opportunity to bring year round jobs to the mountain with competitive wages. It would allow private operators to develop tours that reduce tourist overcrowding in other popular destinations. This gondola purchase would not only benefit Juneau residents in the winter, but also help to alleviate some of the congestion downtown in the summer. We urge the Assembly to approve this purchase.

Thank you for considering the gondola expansion for Eaglecrest.

Sincerely,

Brenna Reeder

Vice-President, Tour Operations

February 27, 2022

Dear Mayor and Assembly,

I am commenting to you on this possible project from a personal basis and not necessarily from the stance of Princess Cruises or Holland America Group.

I commend Dave Scanlon and the Eaglecrest Board for their hard work and vision for making Eaglecrest self-sustaining and a popular summertime venue for visitors and local residents alike. They deserve kudos and thanks for being willing to think "outside the box" to create a possible path toward these goals.

The proposed development at Eaglecrest is interesting and exciting in many ways.

--With Covid hopefully beginning to wane, signs point to a busy 2022 summer on a path back to visitation levels which will likely rebound over the next couple of years to anticipated numbers of 1.5 million +

--Demand for Alaska cruising and independent visitation is likely to continue to grow

--Alternative venues (medium and high volume) for visitors to experience which are away from the downtown core can help to disburse our visitors and address what some view as overcrowding

--It is likely that a development of summertime outdoor opportunities at Eaglecrest would be attractive to both cruise and independent visitors

I am not an expert on operations (winter or summer) at ski areas or the dollar value attached to a Gondola purchase opportunity. If the addition of this infrastructure becomes the launching point to lead towards the success of a summertime Eaglecrest program, providing some financial independence for Eaglecrest, and relieving the CBJ of high dollar subsidies towards wintertime operations of the ski area, then it should be seriously considered as a plausible step forward.

Thank you for your service to our community.

Sincerely,

Kirby Day

skirby3@aol.com

907-723-2491



February 14, 2022

To:
CBJ Assembly Committee of the Whole, 2022.

From: Juneau Nordic Ski Club (JNSC).

RE: Ordinance Ordinance #2021-08(b)(am)(z)

The JNSC Board submits this letter in general support of Ordinance #2021-08(b)(am)(z). This project for an all-season gondola, as currently described, will further the longtime requests from Nordic skiers to increase trail kilometers at higher elevation at Eaglecrest recreation area. Additionally, it will allow access to groomed trails for all levels of Nordic skiers to an area on the mountain that traditionally gets and holds snow earlier and longer.

Access to Croyley Lake area, and above to access the backside for Nordic trails grooming, is an idea that has been voiced and vetted over the years through the public planning process for the Eaglecrest Master Plan and in the Nordic Ski Trail Development Plan produced by the JNSC and submitted to the Eaglecrest Board.

Please let us know if you have any questions.

Respectfully submitted,

Frankie Pillifant, JNSC President
on behalf of JNSC Board

www.JNSKI.ORG



February 10, 2022

Dear CBJ Assembly,

We are writing regarding the ordinance to purchase a gondola for Eaglecrest. Segway Alaska is one of the newest concessionaires operating at Eaglecrest. We would like our support to be noted for this purchase, which will allow Eaglecrest resort, our business, and other's businesses to expand and thrive.

Best Regards,
Reuben and Erin Willis
Segway Alaska
info@SegwayAlaska.com

cc: Dave Scanlan, General Manager Eaglecrest Ski Area

Good Morning CBJ Assembly Members,

As I'm sure you have as well, I have spent considerable time exploring the funding request to support the acquisition of a new gondola for Eaglecrest in the past several days. I have talked to scores of Eaglecrest regulars, board members, and employees, I have queried students, community members who don't ski, and friends in the ski industry from outside of town. We have had family debates over the dinner table. While initially I had reservations, after weighing all the options and arguments, I think this is the right move for the Borough at the right time. I'm writing to urge you to support this capital investment in recreational infrastructure.

I moved to Juneau in 2004 for a job at the University of Alaska Southeast and have been both a season pass holder and a strong advocate of Eaglecrest since the moment I arrived. In the last 18 years, I have averaged over 40 days of snow sliding each winter—Nordic, snowboarding, and ski touring as often as I can. The proximity of Eaglecrest to my home is, simply put, one of the main reasons I've chosen to stay and raise a family in Juneau. It is also no exaggeration to say that my kids grew up there, my 14-year-old, Reed, was on skis before he could walk, and spent countless days in the lodge even before he could do either. Henry, now 11, learned to ski in the lean snow years, of 2014-2016, walking up so he could ski down, earning his French fries the old-fashioned way. In my 35 years as a snowboarder and skier, I have had the privilege to travel to ride in Europe, Japan, Canada, and all over the American West, and I have never encountered a ski area that has the right mix of community spirit, equitable access, and amazing staff and terrain. Eaglecrest is a truly unique recreational outlet that is central to my family's health as well as our sense of community and place.

Given how important this place is to me and my family, I don't take major changes to the infrastructure lightly. When change is afoot, my first question is always: will this alter the magic combination of intimate, family friendly, and awesome that makes Eaglecrest so special? There is no question that the addition of a gondola would represent change, but more importantly, as those lean winters of the mid 2010s portend, more dramatic impacts are coming as a function of climate change.

I see the gondola serving two central purposes. First, it represents a necessary adaptation to climate change, creating a more sustainable community skiing experience. Second, the gondola represents an essential opportunity for Eaglecrest to generate year-round revenue, making it a sound—albeit not without risk—

business decision to insure the economic sustainability of our community gem. I'll address each in turn.

Over the last year, I have had the privilege of helping revise the prescient 2007 CBJ Scientific Panel on Climate Change's report, "Climate Change: Predicted Impacts on Juneau." As you know, the original document noted that as annual average temperatures rise, the snow conditions previously experienced at lower elevations will also rise. The authors predicted then that the average snow conditions at the Eaglecrest Lodge will be experienced at the top of hooter lift in 16-25 years, and the top of Ptarmigan in about 65 years. The science has become more precise since 2007, and the scientists more confident in their predictions; consequently, winter sports enthusiasts the world over are responding by working hard to both mitigate and adapt to changing climates. One consistent infrastructure trend is to move base loading areas to higher elevations, as this gondola would allow. As a humanist, I am interested in the cultural changes that drive these responses, and, in particular, about human resilience and adaptability in the face of climate change. As I suggest in the revised document you should see soon through the CBJ Sustainability Committee, if our kids are to continue to engage in healthy outdoor winter recreation in Juneau, we need to adapt to our changing world, and this will require careful community collaboration, and some capital investments.

The ski industry's model of making these climate adaptations has been, tragically, consolidation. A handful of massive corporations (Vail Resorts is the most well known) are rapidly buying small community-run and mom-and-pop resorts, leveraging their size to make capital investments in new infrastructure. In the process, they are pricing locals out of the sport, while also drastically changing the communities surrounding the ski areas. Skiers are encouraged to buy multi-resort "mega" passes that allow them to ski at all the resorts owned and operated by each corporation, travelling far from home to find good snow, further exacerbating the drivers of climate change by encouraging carbon-intense mobility as the appropriate adaptation. There is no question that this consolidation has some upsides, as the corporations have developed desirable summer operations, improved snow making capacity, and made the resorts nicer, but the losers in this consolidation are almost always the locals, and most certainly the local feel at these ski areas.

The good news is that we are uniquely positioned to leverage our community resources to make essential climate adaptations, which brings me to the second reason I think this Gondola represents a good choice for the Borough at this time. Instead of relying on distant capitalists to both dream up the adaptations and to find

ways to finance infrastructure, we are able to do it ourselves, ensuring financial sustainability for our backyard ski area. I can imagine a glassy boardroom full of greedy executives drooling over the opportunity to capitalize on more than a million visitors coming through town in the summer months. While more precision on the financial predictions may be nice, even back-of-the-envelope calculations suggest a summer revenue source stands to be a wise investment.

To be sure, there is risk in any capital investment, and it is also true that often the real expenses lie in the operation and maintenance of the infrastructure—so yes, there is financial uncertainty in investing in a gondola, and, yes, the real costs for installation and operation are much greater than the requested \$2m. But there are also known and very expensive risks in doing nothing. It is well known that the Ptarmigan chair is reaching the end of its functional life, for example. So even though I'm quite comfortable with Eaglecrest maintaining status quo operations, or even reducing the footprint of the mechanized winter access to ensure long term solvency, that, too, will require capital investment in the near term, and this more reactive capital spending will likely not include the potential for summer revenue. To put this even more simply: I would support the investment in the gondola even if it were to operate only in the summer as a revenue generator that would support winter operations.

Finally, and perhaps most importantly, at first blush, investing in Eaglecrest may seem like an investment in an activity reserved for the privileged and wealthy. While winter sports participants have historically represented a relatively homogeneous demographic, this is changing rapidly in the twenty-first century. As studies from the Yale Center on Climate Communication suggest, public investments in recreational infrastructure are essential for fostering this nascent move toward equity and inclusion in outdoor recreation. Eaglecrest is already trending toward inclusivity, and the potential to move further in this direction increases with a capital investment like this. Extant programs like the 5th grade passport program, ski-days for school groups, and instructional programming targeting underserved demographics represent important moves to increase diversity in winter sports, and greater financial stability would enable even more moves toward greater inclusivity. As we face uncertain climate futures, finding these joyful ways to connect to the nonhuman world—for our mental and physical health—will be even more important than ever, and in our case, this connection to the world will be intimately tied to a place that is premised on a community-first model. Seen from one perspective, then, investing in Eaglecrest can represent a way to address the intersecting problems of racial and income inequality and climate change.

Thanks for your careful consideration of this decision, and thanks, also, for your work to lead our city. I have watched with pride as you have guided CBJ with calm confidence in these uncertain times, and I'm sure you will make an informed and solid decision here too.

In neighborly solidarity,

Kevin Maier
570 Seater Street
JUNEAU AK 99801
kevinkmaier@gmail.com
(907)957-0357



Juneau Ski Club

Dear City and Borough of Juneau Assembly Members and Mayor,

We write on behalf of the Juneau Ski Club in support of the Eaglecrest Ski Area's proposal to purchase a used fixed-grip pulse gondola.

We strongly support this financial investment in our local ski area that sees a diverse array of user groups, including our very successful Youth Programs for local youth Alpine skiers ages 6-18; this year the club consists of 77 families and 96 registered athletes which represents a significant portion of the Eaglecrest user group. The benefits of this race program are priceless: instilling confidence and independence, allowing the athletes to challenge and learn about themselves, creating friendships and camaraderie, bringing together and uniting local families in support of youth activities, and promoting athletic ability and opportunity at a critical time of the year. We work very hard to make a difference in these youths' lives and make our programs as cost-effective and available to as many interested participants as possible.

As an organization which has a long history of supporting Eaglecrest Ski Area, we feel that the investment in this gondola will not only help our program grow and diversify, but we also believe that it is vital in maintaining and developing a healthy and robust financial future for Eaglecrest Ski Area and user groups such as ourselves.

The first iteration of the Juneau Ski Club was formed in 1935 after an avid group of hikers who called themselves the Juneau Hiking Club started carrying skis on their weekly adventures and skied down from their hikes. These early pioneers were responsible for getting Juneau skiers the first portable rope tow in 1932 and then a "heavy duty" rope town in 1945 which was set up in the lower 2nd Cabin area where crowds of onlookers would join to watch the skiers and ski jumpers.

A true testament to the club that was formed way back in 1935 is that we have many alumni return to the program as adults and volunteer their time and talents coaching, timekeeping, and doing whatever it takes to keep the Juneau Ski Club going. We believe that our part in the skiing history of Juneau gives us unique insight into the importance it has on our member's mental health during the winter months and the camaraderie it has provided, especially during these past couple of years.

The ability the Gondola will give the mountain to share this experience with more user groups throughout the whole year instead of just one isolated season has so many wonderful possibilities that make for a viable financial investment, including but not limited to expanding invitational ski events, tourism, destination celebrations such as weddings, and summer bike tours. We hope that you will take into consideration the urgency of this matter and the unique opportunity we have before us as a community.

Lacey Sanders, JSC President
907-209-8722

Nona Dimond, VP Finance
907-360-5906