

GUNSTOCK AREA COMMISSION MEETING

January 18, 2024 at 6PM

Gilford Town Library

APPROVED MINUTES

GAC: Present in person: Doug Lambert, Jade Wood

Via Zoom: Angelo Farruggia, Heidi Preuss (6:16)

Gunstock Personnel: Tom Day, Cathy White, Robin Rowe, Patrick McGonagle, Bonnie MacPherson, Peter Weber

Via Zoom: Becky LaPense

Chairman Lambert called the meeting to order at 6:02PM and read the public meeting notice locations into the record.

1. Welcome
2. Meeting Minutes of November 16, 2023 & January 8, 2024

The draft minutes of the November 16, 2023 Gunstock Area Commission public meeting were reviewed.

ACTION

Motion: Commissioner Stewart moved to approve the minutes of the November 16, 2023 meeting as presented.

Second: Commissioner Lambert

Vote: **All in favor**

The draft minutes of the January 8, 2024 Gunstock Area Commission public meeting were reviewed.

ACTION

Motion: Commissioner Farruggia moved to approve the minutes of the January 8, 2024 meeting as presented.

Second: Commissioner Lambert

Commissioner Wood noted that it was her that added the word "unanimous". The minutes were amended with that change.

Vote: **All in favor with Commissioner Stewart abstaining**

3. Financial MD&A and Executive Summary

OPERATIONS: December

Revenue was \$1.8mm, \$576K unfavorable to budget and \$731K unfavorable to LY. YTD was \$4.8mm, \$853K unfavorable to budget and \$655K unfavorable to LY.

Operational Level EBITDA was \$420K, \$564K unfavorable to budget and \$807K unfavorable to LY. YTD was (\$397K), \$222K unfavorable to budget and \$1.2K unfavorable to LY.

TOTAL COMPANY EBITDA:

Total Company EBITDA was \$16K \$499K unfavorable to budget and \$775K unfavorable to LY. YTD was (\$2.7mm), \$50K unfavorable to budget and \$1.3mm unfavorable to LY.

NET INCOME (LOSS):

Net Income was \$574K, \$275K favorable to budget and \$73K unfavorable to LY. YTD was (\$2.1mm), \$1.7mm favorable to budget and \$188K favorable to LY.

BALANCE SHEET:

Cash and Cash Equivalents were \$6.4mm, \$3.1mm favorable to budget and \$949K unfavorable to LY (related to EBITDA, CAPEX and Deferred Revenue).

YTD Capital Expenditures were \$1.2mm, \$4.1mm favorable to budget and \$374K favorable to LY (related to timing of projects). CIP was \$5.7mm.

Deferred Revenue was \$5.3mm, \$608Kmm favorable to budget, \$487K favorable to LY. YTD Long-Term Debt had a net decrease of \$29K.

Summary discussion for the loss of revenue surrounded weather, weather, weather!

ADDITIONAL COMMENTS:

Winter skiing started Friday, December 8th. Excessive rain caused 2 days being closed and delayed night skiing, coupled with a rain-soaked Christmas vacation week had a negative impact on results for month. Food & Beverage YTD Margin was 77.7%, budget was 70.0% and LY was 74.6% Retail YTD Margin was 53.6%, budget was 47.7% and LY was 49.1% See Recapture Plan for additional information regarding EBITDA.

b. Confirmation of Check Register Review- GAC Commissioners had no concerns.

4. Barrel Bar & Grill / Pan Pub/PK Pub review

a. Summary discussion was things are going well.

5. CAPEX projects update

Facility Operations Director, Patrick McGonagle, provided an update on the capital expense projects.

a. Parking Lot - Done

b. Stockade – (Barrel Bar & Grill discussed earlier)

c. Rental Building – up and running exceptionally well. The new ski tuning shop is close to completion.

d. Maintenance Shop – 3 weeks to a month away from being completed.

e. Panorama Pub – Going well

f. Other projects – RFID card kiosks are functioning nicely.

6. Upcoming Season Review

a. Challenges – Made changes to expenses to adjust to the weather issues.

b. Outlook – The entire mountain is close to being 100% open.

c. Belknap County resident tickets – Robin Rowe reported 175 tickets sold and other analysis of feedback and pass conversions.

7. Old Business:

ACTION

Motion: Commissioner Wood moved to table the discussion on the MDP until March meeting 2024

Second: Commissioner Lambert

Discussion:

Commissioner Wood felt there was still a lot of work to be done to digest what we've done and monitor it. Commissioner wood added that pending legislation could impact the Commissions direction. Commissioner Preuss asked when our budgeting occurred and was told March, she stated that March would be a better time to discuss the MDP in combination to the budget.

Vote: All in favor

8. New Business

Gunstock Nordic Association (GNA) 5 year land lease is due for signing. A presentation was given by Tom Stowe (President of GNA). Reviewing all the good works they've done and fostering the young skiers and others from the community who compete enjoy the trails successfully. Commissioner Wood noted that, per the policy, GM/President Tom Day had the authority to sign such leases and therefore no GAC action was needed.

9. Public Comment

Tom Brown – Congratulating to all the CapEx projects. Asked what our financials would have looked like if we had to borrow money instead of using our own? He was pleased that we didn't borrow money. He also commented on the cleanliness of the area and the good training of the employees.

10. Non-Public Session

ACTION

Motion: Commissioner Stewart moved the Commission enter into a non-Public session per RSA 91A:3 II(a) Employee matter.

Second: Commissioner Lambert seconded.

Vote: Each Commissioner voted in the affirmative. Motion passes.

The Commission took a 5-minute recess while members of the public exited the room.

The Non-Public session began at 7:43. Public Session resumed at 8:54.

ACTION

Motion: Commissioner Lambert moved to seal the minutes of the non-public session of 1/18/24, per RSA 91A:3 paragraph III based on 91A:3II (a)

Second: Commissioner Wood

Vote: Commissioner Preuss- Yes, Commissioner Farruggia-Yes, Commissioner Wood – Yes, Commissioner Stewart – Yes, Commissioner Lambert – Yes; Motion passes.

ACTION

Motion: Commissioner Stewart moved to adjourn

Second: Commissioner Wood

Vote: All in favor. Meeting adjourned at 8:54PM.