

GUNSTOCK AREA COMMISSION MEETING
February 19, 2024 at 6PM
Gilford Town Hall, Gilford, NH
APPROVED MINUTES

GAC: Doug Lambert, Jade Wood, Terry Stewart, Angelo Farruggia

Present Via Zoom: Heidi Preuss

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

Chairman Lambert called the meeting to order at 6:05PM and read the public meeting notice locations into the record.

1. Welcome
2. Meeting Minutes of January 18, 2024 (Gilford Library)

The draft minutes of the January 18, 2024 Gunstock Area Commission public meeting were reviewed.

ACTION

Motion: Commissioner Farrugia made a motion to approve the minutes of the January 18, 2024 meeting as presented.

Second: Commissioner wood.

Vote: All in favor

2-a. Minutes of January 25th will be reviewed and addressed in the next meeting.

3. Financial MD&A and Executive Summary Cathy White, Chief Financial Officer, gave an overview of the monthly financial reports for January 2024.

Operations:

Revenue was \$4.5mm, \$335K unfavorable to budget and \$130K unfavorable to LY. YTD was \$9.3mm, \$1.2mm unfavorable to budget and \$785K unfavorable to LY. Salaries and Related Benefits were \$946K, \$26K favorable to budget and \$90K unfavorable to LY. YTD was \$3.7mm, \$200K favorable to budget and \$377K unfavorable to LY. Repair and Maintenance was \$90K, \$40K unfavorable to budget and \$52K favorable to LY. YTD was \$934K, \$104K favorable to budget and \$196K unfavorable to LY. Supplies were \$388K, \$5K favorable to budget and \$24K favorable to LY. YTD was \$1.2mm, \$237K favorable to budget and \$9K favorable to LY. Electric and Insurance were \$241K, \$142K favorable to budget and \$118K favorable to LY. YTD was \$843K, \$157K favorable to budget and \$83K favorable to LY. Other Expenses were \$24, flat to budget and \$12K favorable to LY. YTD was \$182K, \$65K favorable to budget and \$92K favorable to LY. Operational Level EBITDA was \$2.8mm, \$202K unfavorable to budget and \$14K unfavorable to LY. YTD was \$2.4mm, \$424K unfavorable to budget and \$1.2K unfavorable to LY.

General Administrative:

Marketing Expenses were \$56K, flat to budget and \$29K favorable to LY. YTD was \$414K, \$114K favorable to budget and \$47K favorable to LY. Administrative Expenses were \$413K, \$37K favorable to budget and \$63K favorable to LY. YTD was \$2.4mm, \$94K favorable to budget and \$125K unfavorable to LY.

Total company EBITA:

Total Company EBITDA was \$2.3mm, \$166K unfavorable to budget and \$78K favorable to LY. YTD was (\$385K), \$216K unfavorable to budget and \$1.3mm unfavorable to LY.

Net Income (Loss):

Net Income was \$2.1mm, \$83K unfavorable to budget and \$31K favorable to LY. YTD was \$43K, \$1.7mm favorable to budget and \$219K favorable to LY.

Balance Sheet:

Cash and Cash Equivalents were \$7.4mm, \$2.6mm favorable to budget and \$1.6mm unfavorable to LY (related to EBITDA, CAPEX and Deferred Revenue).

YTD Capital Expenditures were \$3.4mm, \$3.4mm favorable to budget and \$1.3mm unfavorable to LY (related to timing of projects). CIP was \$3.7mm.

Deferred Revenue was \$3.7mm, \$129K favorable to budget, \$117K favorable to LY.

YTD Long-Term Debt had a net decrease of \$225K.

Additional Comments:

Rain continues to plague the winter season; negatively impacted Christmas week and MLK weekend.

F&B YTD Margin was 73.9%, budget was 71.6% and LY was 72.2%

Retail YTD Margin was 47.6%, budget was 47.1% and LY was 46.0%

Recapture Plan:

Budget EBITDA FY24, YTD (\$169,443). Actual EBITDA FY24, YTD (\$385,112). Favorable (Unfavorable) YTD (\$215,669). Budgeted Expenses, Other, YTD (\$76,000).

Revised YTD EBITDA (\$309,112). Favorable (unfavorable) Variance to Budget (\$139,669).

Additional Revenue YTD EBITDA: Net Interest, Misc., Etc. \$201,015

Net Revised Cash Position – Favorable to Budget \$61,346

Comments included the new food venues are doing well and keeping the food and beverage numbers close to what they were last year.

4. Confirmation of Check Register Review - GAC

No issues Noted

1. CAPEX projects prevue
 - a. Blast some ledge to eliminate the uphill portion of Ram Rod to have the trail come out to Trigger.
 - b. Maintenance Shop – Finish work is going slow but things are moving along.
 - c. Older lift upgrades – investing in new grips. Overhaul on a tower on the Panorama.
 - d. Will have a meeting to discuss budget for Capex.

2. Upcoming Season Review
 - a. When the weather is good, the people come.

3. Old Business
 - a. Update on GM Search
 - b. Commissioner Lambert gave an update on the proposed Bill that was presented at the hearing. The County departments were not in favor of this bill and that message was clear. Time will tell.

4. New Business
 - a. Commissioner Farruggia broached the proposed expansion of some large parcels land to be developed near Gunstock.

5. Public Comment- Joe Walley asked about fixing up Phelps.
Tom Day explained that it makes sense to concentrate on the most traffic and size of the trail.

6. Non Public Session – RSA 91-A:311 (a)
Commissioner Stewart made a motion to go into non-Public session per the RSA. All members were role called and all in favor.

7. Public Session Resumes at 8:08

8. Chairman Lambert explained the purpose of the nonpublic meeting was to discuss the compensation of President/GM Tom Day.

9. Commissioner Farruggia made a motion to adjourn.
Commissioner Stewart seconded.
Vote resulted in All in favor

Non-Public Session

Chairman Lambert started the Non-Public Session at 7:00pm.
The purpose of the meeting was to discuss Tom Days evaluation.

Commissioner Stewart made a motion to give GM/President Tom Day a 5% increase in salary and each commissioner would complete and submit the survey to Becky for Tom's file.

Commissioner Farruggia seconded the motion.

Discussion: All Commissioners spoke highly of what Tom has accomplished and certainly is deserving of the 5% raise.

The vote was called to a vote and motioned carries with all in favor.

Tom Day was called into the Non-Public meeting at 7:30.

Commissioner Lambert relayed to Tom he will receive a 5% increase in his salary.

Tom Day relayed his Thanks to the Commission.

Adjourn – Commissioner Stewart made a motion to adjourn the nonpublic session.

Commissioner Wood Seconded the motion.

The motion carries with all in favor.