

BRIDGER BOWL

STELLAR COMMUNITY STELLAR MOUNTAIN STELLAR DENDRITES



**Bridger Bowl Association
Fall 2019 Meeting Minutes
November 19, 2019, 7:00 p.m.
Hilton Garden Inn – Bozeman, MT**

BOARD MEMBERS

Present: Mark Manseau, President; Pat Hoffman, Executive Vice President; Todd Goertzen, Secretary; Julie Bennett, Associate Vice President; Board Members: Dave Weaver, Jacob Werner, Joe Seymour, Kelly Wiseman, Ellen Payton; Bob Petitt, Vice President of Operations; Dave Ballinger, Treasurer; Lindsay Korth, Recording Secretary

CALL TO ORDER

Mark called the meeting to order at 7:05 p.m.

MINUTES

Mark presented the minutes from the Spring 2019 Association meeting and requested a motion to approve the minutes. Marshall Bennett moved to approve the minutes from the May 22, 2019 meeting; Ed Wheeler seconded the motion. With no additional discussion, members voted: All in favor, none opposed; minutes approved.

TREASURER'S REPORT

Dave Ballinger presented the financial reports for fiscal year-ending April 30, 2019; these included the Statements of Activities and Statements of Financial Position. Dave detailed the revenues and expenses for members compared to the prior year. Sales for the year were \$2.065 million, which was nearly a \$30,000 increase from the prior year. Service revenues were \$12.57 million, a nearly \$1 million increase. Expenses increased by \$1.16 million, with a total of \$10.77 million. Net income for the year was \$3.134 million, a \$116,500 decrease from the prior year. Total assets at the end of year totaled \$35.4 million; total liabilities were \$1.25 million. An Association member asked why the net income was lower than 2018; Dave explained there was an approximate \$500,000 increase in labor in order to keep up with the increase in skier visits, the increase in operating days and to keep wages competitive with Bozeman businesses. Another member asked where the positive net income goes; Dave explained it primarily goes into equipment and capital projects.

PRESIDENT'S REPORT

Mark thanked Dave for his hard work and introduced board members: Joe Seymour, a professor at MSU and a contributing member to the Long Range Planning Committee; Todd Goertzen, Secretary and chair of the Long Range Planning Committee; Dave Weaver, helps with legal issues; Julie Bennett, her second time on the board, contributes tremendously with her Bozeman and Bridger Bowl roots; Jake Werner, in his first term and chairs the Finance Committee; Kelly Wiseman, his second time on the board, finishing this spring, with invaluable knowledge; Pat Hoffman, Executive VP with great ideas from the younger generation; Ellen, the newest board member; Bob Petitt, General Manager, was previously a board member for two terms; Lindsay Korth, recording secretary.

Mark explained to Association members the history of how Bridger saves its money to pay for projects without going into debt. Bridger also saves enough of a reserve in order to be able to keep some staff members employed in case there is no snow and it is not possible to open for a season. Moving forward, board members have been involved in an extensive planning process to keep up with the growth in the valley. Members also value keeping employees at a livable wage for the cost of living in Bozeman. An Association member asked what the \$35 million in assets included; Mark explained it was cash on hand, real estate, buildings, etc. Another member stated that, because Bridger is a non-profit, he believed there were no property taxes owed; Mark corrected him by stating that Bridger indeed pays a large amount of property taxes. Bridger is a 501(c)(4) corporation. Another member asked about employee health benefits. After employees have worked a certain number of hours per year, they qualify for health insurance; participating employees are full-time, both seasonal and year-round; the cost to most employees is minimal.

MANAGER'S REPORT

Bob Pettitt thanked everyone for attending the meeting. Bridger will open on its scheduled opening day of Friday, December 6; there was not enough snow or cold temperatures to open earlier. Bob informed members that Bridger's policy has remain unchanged: uphill travel during the operating season is not permitted. Crosscut will be allowing uphill traffic this year; guests are only permitted to be on Crosscut property. There would be a significant safety issue if guests were to enter into Bridger Bowl boundaries from upper gates, particularly in the morning while Ski Patrol is working on avalanche control work. Bob reported that nearly 11,300 season pass and ticket products have already been sold, making it another record year. Some of the projects worked on throughout the off-season included a solar panel installation near the Deer Park Chalet, burial of underground power in the base area and continuation of the wetlands project. Sustainability efforts for this season include replacing plastic silverware with reusable silverware in the Deer Park Chalet, as well as back-of-house composting in the Food Service department. The state of Montana has presented issues with the distribution of alcohol to on-mountain lodges; the issue has yet to be resolved but Bridger hopes to remain selling alcohol in all lodges this season. Bridger will host the NCAA Alpine championships March 11th and 13th. If you are interested in volunteering, let BSF know. Bob displayed 2018-19 stats from the Institute for Tourism and Recreation Research for the state of Montana: Montana skier visits have increased by almost 1 million over 30 years; most Montana ski areas their get skier visits from residents except Big Sky who gets the majority of their skier visits from nonresidents; nonresidents skiing in Montana come from states such as California, Minnesota, Washington, North Dakota, Alberta and Colorado; three-quarters of riders are skiers versus snowboarders; the biggest reason from both residents and nonresidents for choosing a ski area was based on location; the total effect of the industry output in the state of Montana was \$176.85 million. Bridger-specific stats included: Bridger destination skiers primarily came from Minnesota, North Dakota and California; for residents, location, price and terrain were the biggest reasons for visiting Bridger; for nonresidents, location, price, recommendation from a friend and reputation of good skiing were the biggest reasons for visiting.

EAGLE MOUNT PRESENTATION

Dave Weaver introduced Vasu Sojitra, Adaptive Sports Director of Eagle Mount. Vasu presented information to Association members on the organization. Eagle Mount was started in 1982 to serve people with disabilities and cancer; it provides adaptive recreation opportunities for people of all ages and abilities. In 1983, the winter ski program was started at Bridger Bowl with 100 skiers. Adaptive ski/snowboard lessons are also available at Big Sky/Moonlight Basin, Yellowstone Club and Crosscut Mountain Sports Center. In the 2018-19 ski season, Eagle Mount had 344 ski participants and 505 ski volunteers; 1,959 individual lessons were provided with 14,745 volunteer hours. Other programs that Eagle Mount provides to the community include Big Sky Kids (oncology camps), year-round aquatics, year-

round equestrian programs, horticulture, ice skating, climbing, cycling, adventure days and Saturday Nights Out. Overall, the organization served 2,011 participants and utilized 2,025 volunteers in 2018. They are funded by the support of the community; there is no government funding. Scholarships are available to anyone who needs them; Eagle Mount does not turn anyone away who is unable to pay. Vasu welcomed questions from members. He explained that Eagle Mount has a subsidized 8-week program at Bridger but accommodates skiers with lessons and equipment throughout the entire season. Dave Weaver expressed his gratitude for the relationship that Bridger Bowl and Eagle Mount have had for the past 37 years. Bridger plans to provide more space for current Eagle Mount in the Ski Patrol building next season.

NEW MEMBERS

Todd presented the following membership applications for ratification: Lisa Baker, Matthew Bates, Sharon Iltis, Rebecca Jones, Joe Magajna, Sara Miller, Ben Nobel, Pete Petry, Matt Shortland, Benjamin Solomon, Reno Walsh. Mark Hoza moved to ratify the new members; Monica Delaney seconded the motion. Vote taken, all in favor; motion carried and memberships approved.

NEW BUSINESS

There was no new business from the Association.

OLD BUSINESS

A member asked board members if Bridger plans to coordinate any efforts, such as transportation, with Crosscut. Mark responded that Bridger is working on a number of projects with them. Sonja Berg inquired about rerouting the access road from the highway. Mark explained that it was in the plans for this summer but was the project was postponed to next summer. The purpose of rerouting the road is to eliminate a dangerous corner in the parking lot for guests who are exiting. Options for this are also included in the base area planning project. Diane Allen asked if there was a possibility of running a public bus throughout the midweek. Bob explained that Bridger currently provides a midweek bus from MSU to Bridger in the afternoons. Ideally, there will be a bus running in the mornings as well but due to the shortage of bus drivers, it will not happen this season.

MOTION TO ADJOURN

Mark welcomed a motion to adjourn the meeting. Jim Walker moved to adjourn the meeting; Shannon Griffin seconded the motion. Vote taken, all in favor; Mark adjourned the meeting at 8:20 p.m.



[REDACTED]

PRESIDENT



[REDACTED]

SECRETARY