

Revenue	Annual Budget	YTD Budget	YTD FY24	YTD FY25	Var	%		Mar 2024	Mar 2025	Var	%		Apr 2024	Apr 10 2025	Var	%
Annual revenue	1,339,000	1,115,833	1,226,553	1,087,807	(138,746)	-11%		1,159	620	(539)	-47%		(1,143)	-	1,143	-100%
Ski Lift fees	330,000	275,000	350,939	118,976	(231,963)	-66%	1	98,896	8,385	(90,511)	-92%		14,075	4,267	(9,808)	-70%
Ski school sales	230,000	191,667	160,417	131,706	(28,711)	-18%		24,821	4,987	(19,835)	-80%		1,774	4,390	2,616	147%
Concession fees	210,000	175,000	177,085	81,202	(95,884)	-54%		48,531	7,723	(40,808)	-84%		6,908	-	(6,908)	-100%
Permit revenues	150,000	125,000	70,255	206	(70,049)	-100%	2	750	206	(544)	-73%		3,946	-	(3,946)	-100%
Ski rental	130,000	108,333	114,575	80,920	(33,656)	-29%		31,413	3,986	(27,427)	-87%		2,420	1,844	(576)	-24%
Donation revenues	100,000	83,333	-	113		NA		-	113	113	NA		-	-	-	NA
Facility rental revenue	90,000	75,000	53,343	133,905	80,563	151%	2	16,295	4,425	(11,870)	-73%		1,880	345	(1,535)	-82%
Locker rental	85,000	70,833	80,073	82,081	2,008	3%		-	-	-	NA		-	-	-	NA
Merchandise sales	80,000	66,667	77,489	53,223	(24,266)	-31%		12,349	1,692	(10,658)	-86%		1,988	1,439	(549)	-28%
Contracted revenue	52,000	43,333	44,105	75,201	31,096	71%	2	32,823	5,406	(27,417)	-84%		5,034	918	(4,116)	-82%
Ski repair fee	35,000	29,167	31,053	29,052	(2,000)	-6%		5,202	940	(4,262)	-82%		708	113	(595)	-84%
Land Lease revenue	10,600	8,833	6,753	-	(6,753)	-100%		-	-	-	NA		-	-	-	NA
Bus pass Sales	6,000	5,000	6,285	4,639	(1,646)	-26%	3	3,635	1,040	(2,595)	-71%		145	1,670	1,525	1052%
Vending revenue	3,000	2,500	168	308	139	83%		-	-	-	NA		-	-	-	NA
Gift certificate and promotion	1,400	1,167	1,427	1,513	86	6%		2	(40)	(42)	-2018%		65	(10)	(75)	-115%
Cash over/short	-	-	(61)	(125)	(63)	103%		-	-	-	NA		-	-	-	NA
Miscellaneous revenue	-	-	860	689	(171)	-20%		86	-	(86)	-100%		86	-	(86)	-100%
General Fund	1,398,800	1,165,667	1,005,500	880,000	(125,500)	-12%		-	-	-	NA		-	-	-	NA
Roaded service area	50,000	41,667	50,000	50,000	-	0%		-	-	-	NA		-	-	-	NA
Total Revenue	4,300,800	3,584,000	3,456,818	2,811,415	(645,516)	-19%		275,964	39,482	(236,482)	-86%		37,886	14,976	(22,910)	-60%

Payroll Expenses	Annual Budget	YTD Budget	YTD FY24	YTD FY25	Var	%		Mar 2024	Mar 2025	Var	%		Apr 2024	Apr 10 2025	Var	%
Administration	539,100	449,250	616,255	574,654	(41,601)	-7%		19,275	24,026	4,751	25%		108,619	55,943	(52,676)	-48%
Mountain Maintenance	325,600	271,333	241,559	297,361	55,802	23%		33,992	15,281	(18,711)	-55%		25,186	25,783	597	2%
Ski Patrol	248,200	206,833	260,409	192,301	(68,108)	-26%		51,329	18,307	(33,022)	-64%		30,318	25,353	(4,965)	-16%
Snow Sports School	239,200	199,333	255,658	255,820	162	0%		42,613	26,809	(15,804)	-37%		23,874	21,643	(2,230)	-9%
Ski Rental Shop	135,900	113,250	138,660	152,596	13,935	10%		48,892	14,256	(34,636)	-71%		11,350	9,595	(1,755)	-15%
Base Operations	113,000	94,167	99,533	49,416	(50,117)	-50%		13,200	5,301	(7,899)	-60%		3,835	3,144	(691)	-18%
Lift Operations	106,400	88,667	109,548	87,520	(22,028)	-20%		27,191	10,098	(17,093)	-63%		5,128	5,504	376	7%
Marketing	76,000	63,333	84,916	93,949	9,034	11%		7,995	6,165	(1,829)	-23%		8,902	15,106	6,204	70%
Food Service	42,100	35,083	56,869	122,574	65,705	116%		14,875	10,754	(4,121)	-28%		12,321	13,976	1,654	13%
Total Payroll	1,825,500	1,521,250	1,863,407	1,826,191	(37,216)	-2%	4	259,361	130,998	(128,364)	-49%		229,533	176,047	(53,485)	-23%

Expenses	Annual Budget	YTD Budget	YTD FY24	YTD FY25	Var	%		Mar 2024	Mar 2025	Var	%		Apr 2024	Apr 10 2025	Var	%
Administration	1,191,900	993,250	860,673	901,980	41,307	5%		30,173	11,067	(19,106)	-63%		53,796	14,185	(39,611)	-74%
Mountain Maintenance	313,300	261,083	108,586	72,290	(36,296)	-33%		18,173	20,956	2,783	15%		4,848	3,960	(888)	-18%
Ski Patrol	83,600	69,667	33,031	30,427	(2,605)	-8%		-	-	-	NA		-	-	-	NA
Snow Sports School	80,200	66,833	14,357	7,041	(7,316)	-51%		423	-	(423)	-100%		209	-	(209)	-100%
Ski Rental Shop	137,700	114,750	113,435	85,439	(27,997)	-25%		16,059	-	(16,059)	-100%		880	-	(880)	-100%
Base Operations	174,900	145,750	126,633	121,345	(5,288)	-4%		1,440	14,848	13,408	931%		33,324	21,092	(12,232)	-37%
Lift Operations	50,800	42,333	23,305	59,439	36,133	155%		587	1,000	413	70%		580	-	(580)	-100%

Marketing	97,300	81,083	39,953	26,301	(13,652)	-34%		6,606	-	(6,606)	-100%		7,418	-	(7,418)	-100%
Food Service	122,400	102,000	109,237	76,012	(33,225)	-30%		3,119	7,712	4,593	147%		136	1,795	1,659	1217%
Building Maintenance	107,500	89,583	77,380	6,691	(70,689)	-91%		-	6,691	6,691	NA		-	-	-	NA
Vehicle Maintenance	125,000	104,167	85,105	70,141	(14,964)	-18%		1,715	8,379	6,664	389%		537	-	(537)	-100%
Other Expenses	2,484,600	2,070,500	1,591,698	1,457,106	(134,592)	-8%	5	78,295	70,653	(7,641)	-10%		101,728	41,032	(60,696)	-60%

Summary	Annual Budget	YTD Budget	YTD FY24	YTD FY25	Var	%		Mar 2024	Mar 2025	Var	%		Apr 2024	Apr 10 2025	Var	%
Income	4,300,800	3,584,000	3,456,818	2,811,415	(645,403)	-19%		275,964	39,482	(236,482)	-86%		37,886	14,976	(22,910)	-60%
Less GF/Roaded Support	(1,448,800)	(1,207,333)	(1,055,500)	(930,000)	125,500	-12%		-	-	-	NA		-	-	-	NA
Adjusted Revenue	2,852,000	2,376,667	2,401,318	1,881,415	(519,903)	-22%		275,964	39,482	(236,482)	-86%		37,886	14,976	(22,910)	-60%
Expenses	4,310,100	3,591,750	3,455,105	3,283,297	(171,808)	-5%		337,656	201,651	(136,005)	-40%		331,261	217,079	(114,181)	-34%
Difference	1,458,100	1,215,083	1,053,787	1,401,882	348,095	33%		(61,692)	(162,169)	(100,477)	163%		(293,375)	(202,104)	91,271	-31%

Metrics	Annual Budget	YTD Budget	YTD FY24	YTD FY25				Mar 2024	Mar 2025				Apr 2024	Apr 10 2025
Labor as % of Adj Revenue	64%	64%	78%	97%				94%	332%				606%	1176%
Other Expenses as % of Adj Revenue	87%	87%	66%	77%				28%	179%				269%	274%
Total Expenses as % of Adj Revenue	151%	151%	144%	175%				122%	511%				874%	1450%

needs updated:

¹ Ski Lift fees down Y-o-Y as a result of Hooter, Ptarmigan, Blackbear

² Revenue is being re-classed from Facility Rental and Contracted to Permit Revenue
Much of this revenue is related to Summer/Fall use (Alaska Coach Tours, AK Zipline, Cycle Alaska)

³ Bus was not operational in FY2024

⁴ Salaries & Wages and related expenses are up to due an increase in filled positions

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