

# **Cannon Mountain Advisory Commission Meeting Minutes (DRAFT)**

## **November 22, 2019 // Chair Karen Irwin**

### **I. Call to Order**

Irwin

Chair Karen Irwin called the meeting to order at 10:01. Members present were Chair Karen Irwin, Senator David Starr, Representative Joyce Weston, and Terry Penner. Members absent were Vice Chair Rich McLeod, Senator Jeb Bradley, Representative Kevin Maes, State Treasurer William Dwyer, Frank MacConnell, and John Tholl. Non-members present were DNCR Commissioner Sarah Stewart, NH Parks & Rec Director Phil Bryce, FNSP-Cannon GM John DeVivo, and FNSP-Cannon Financial Officer Nicole Natti.

### **II. Review of CMAC Statute**

Irwin

Chair Irwin reviewed the statute that outlines the purview of the CMAC.

### **III. Minutes from prior meeting (April 5, 2019)**

Irwin

There was not a voting quorum present, so a vote on whether to accept the minutes from the April 5, 2019 meeting was tabled, and will be taken up in November.

### **IV. Membership Status**

DeVivo

DeVivo detailed the confusion regarding the seat held by Rep Hennessey / John Tholl, having received clarification last week from the Speaker's Office. Mr. Tholl (a former CMAC member while in office as a State Rep) is, in fact, one of the Speaker's appointees, and shall be until his term expires in February 2020.

### **V. Summer Season Update**

DeVivo

DeVivo reported that relative to 2018... overall FNSP-Cannon revenue was up 17%, and that retail revenue was up 28%, and that Visitation was up approximately 3%. June had featured poor weather, but July through October was fairly strong. Robust discussion about successful hiker shuttle service.

### **VI. Winter Season Preview**

DeVivo

DeVivo noted that the ski area would be opening on the 23<sup>rd</sup> and 24<sup>th</sup> as a "soft" opening, and then re-opening for the season on November 29<sup>th</sup> (Thanksgiving Friday). If the ski area remains open through April 19<sup>th</sup>, then the season will be 145 days long.

DeVivo noted that operations are looking strong, but that several capital projects are still ongoing, or have been bumped off or shelved. Details in project review section.

Season pass sales are up over 2018, and the Boston Ski Show was a particularly strong one, with over 100 season passes sold and nearly 500 (ticket) 3-packs.

**VII. Remaining / Ongoing FY19 Capital Projects**

DeVivo

DeVivo detailed the following:

- a. Septic system @ summit... Project ongoing, revised estimates of \$400K - \$1.2M
- b. Peabody Quad motor... was \$80K est. replacement, spent \$47K on refurb
- c. F&B upgrade @ summit... was \$180K est., bumped to \$220K (joint funding), nearly done

**VIII. FY20 Capital Project Status (\$1.976M not-to-exceed)**

DeVivo

DeVivo detailed the following:

- a. Fire suppression system @ summit (\$500K Cannon) // revised to \$1.35M cost

Contract goes to G&C on Nov 25<sup>th</sup>.

Contractor meeting @ summit with Public Works & Cannon crew on Dec 2<sup>nd</sup>.

Project / contract completion date Aug 31, 2020.

Senator Starr noted his concern that the price of the project seemed quite high.

- b. Septic system upgrade @ summit (\$800K + remaining \$400K)

Project still in the works and under engineering review.

DES has approved a normal Fri-Mon (plus holiday weeks) operating schedule.

- c. Tram carriage assembly rebuild (\$400K)

Still seeking timeframe from contractor. Planning on late March – late May, 2020.

- d. Zoomer Triple Gearbox & Grips (\$130K)

Grips arriving soon for spring installation; gearbox rebuild spring 2020.

- e. Tram restrooms (\$75K Cannon)

Deferred to address the need for more fire suppression capital money.

- f. New HKD Phazer guns (\$36K)

On the property and in use. DeVivo lauded and applauded both HKD and Eversource for working together on rebate programs to reduce the original \$62K cost (for 20 HKD Phazer units) to \$36K.

- g. New pipe (A&W) on Toss Up (\$35K)

Installed during the summer and in use.

- a. NH Parks & Rec / Fire Suppression (\$500K)

Many thanks to NH Parks & Rec for adding \$500K toward the fire suppression project.

- b. NH Parks & Rec / Tram restrooms (\$75K)

Added by NH Parks & Rec... deferred toward the fire suppression project.

- c. NH Parks & Rec / HQ backup power (\$50K)

This project estimate came in at \$57K; in the works for spring 2020.

- d. NH Parks & Rec / Paving @ Tram (\$25K)

Many thanks to NH Parks & Rec for funding this necessary (adaptive) paving route at the Aerial Tramway; project completed in May.

**IX. Mittersill Performance Center / FSC Contract** DeVivo / Bryce

DeVivo and Bryce detailed the 2-year joint effort by NH Parks & Rec, DNCR, and Franconia Ski Club to amend and restate the 35-year contract, allowing the ski club to fund, build, and gift a non-exclusive use training center / lodge facility over on the Mittersill side. Bryce detailed the effort to ensure the LWCF compliance in the way of non-exclusive use language, and also mentioned the language in the agreement detailing use of the training terrain areas by local schools and visiting clubs.

**X. Cannon Mountain Capital Improvement Fund Status** DeVivo / Bryce

DeVivo mentioned that the current balance is \$5.8M (capped at \$6M), and that the available capital is \$200K, and that the current deficiency (*the gap between the amount bonded since 1998 and the amount paid to the State as a result of the Mount Sunapee lease since 1998*) is down to \$200K. Said deficiency looks to be trending downward by \$50K annually until 2024, even as new debt service is added. *Source: Christopher Marino, DNCR Business Administrator.*

**XI. Short-Mid-Long Range Capital Plan (1-3-5-10+)** Bryce / DeVivo

Natti posted the capital plan matrix onscreen as Bryce detailed certain portions of it for the membership. Robust discussion relative to timeframes, funding mechanism. Senator Starr asked Bryce if he and the CMAC members may have a copy of the matrix, and Bryce agreed.

**XII. Old Business** Irwin

Nothing brought up or discussed.

**XIII. New Business** Irwin

Penner raised the issue of the CMCIF status, and asked whether the spring 2020 meeting should be purely informational and the following (Fall 2020) meeting pertain to a vote on a capital plan recommendation. Bryce and DeVivo noted that as sound planning.

**XIV. Set Date for Spring Meeting** Irwin

Chair Irwin set the spring meeting date for Friday, April 10<sup>th</sup>.

**XV. Adjournment** Irwin

Moved by Penner, seconded by Senator Starr, passed 4-0, meeting adjourned at 12:00 sharp.