

GUNSTOCK AREA COMMISSION MEETING

November 28, 2018 AT 6:00 PM

Lakes Region Adaptive Sports Center, Gunstock Mountain Resort

**APPROVED MINUTES**

Notice of the meeting was posted at the Belknap County Courthouse, Gilford Town Hall, County Commissioners Office, Gunstock Area, and at GUNSTOCK.COM.

**GAC:** Russ Dumais, Steve Nix, Ruth Larson, Brian Gallagher, Bob Durfee, Gary Kiedaisch

**Gunstock Personnel:** Greg Goddard, Mike Roth, Robin Rowe, Patrick McGonagle, Cathy White, Iwan Fuchs, Tami Dubois

**BDC:** Rep. Howard

**Public:** None.

Chairman Nix opened the public meeting at 6:02PM.

Minutes

The minutes of the October 24, 2018 Gunstock Area Commission meeting were reviewed. Commissioner Gallagher proposed an amendment on page 2 of 3 under Ethics Policy to read as "Commissioner Gallagher with Chairman Nix will draft a memorandum and bring to the November GAC Meeting."

**ACTION**

**Motion:** Commissioner Dumais made a motion to approve the minutes as amended.

**Second:** Commissioner Gallagher.

**Vote:** All in favor. Commissioner Durfee abstained due to his absence at the meeting.

Swearing In of Newly Elected Commissioner

General Manager and Justice of the Peace, Greg Goddard, swore in Gary Kiedaisch as the newest member of the Gunstock Area Commission.

Vice Chairman Durfee gave a brief explanation of election process for officers per the By-Laws of the Gunstock Area Commission. Chairman Nix asked for nominations for Chairman, Vice Chairman, and Secretary.

**ACTION**

**Motion:** Commissioner Dumais made a motion to accept the slate of officers.

**Second:** Commissioner Kiedaisch.

**Vote:** All in favor.

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Election of Officers

**ACTION**

**Motion:** Commissioner Nix made a motion to elect Commissioner Durfee as the new Chairman of the Gunstock Area Commission.

**Second:** Commissioner Gallagher.

**Vote:** All in favor.

**ACTION**

**Motion:** Commissioner Durfee made a motion to elect Commissioner Nix as the new Vice Chair of the Gunstock Area Commission.

**Second:** Commissioner Dumais.

**Vote:** All in favor.

**ACTION**

**Motion:** Commissioner Durfee made a motion to elect Commissioner Gallagher as the new Secretary of the Gunstock Area Commission.

**Second:** Commissioner Nix.

**Vote:** All in favor.

Chairman Durfee took over the December GAC meeting at 6:15pm. The commissioners recognized the work Ruth Larson has done over the past five years as commissioner, thanked her and wished her well in her future endeavors. She excused herself from the meeting.

Correspondence

None

Public Presentations

None

Action Items

General Manager, Greg Goddard, reviewed two proposals that he had previously received from Snowmaking Manager, Dan Carbonneau. The proposals were for snowmaking pipe infrastructure replacement on Flintlock Extension Trail, Lower Recoil Trail, and Musket Trail. GM Goddard explained that the pipes that needed replacing are critical pieces for the snowmaking process and the work needed to be done as soon as possible. Under normal circumstances the replacement of these pipes would have been recommended to the commission earlier. Discussion ensued regarding the use of current practice of using steel versus other types of pipe available. Commissioner Nix recommended that the commission may want to revisit the 2011 Master Plan and the 2015 Strategic plan. GM Goddard agreed as snowmaking is capital intensive and involves longer term planning. Commissioner Kiedaisch asked GM Goddard to bring a map of the pipelines to the December GAC meeting.

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**ACTION**

- Motion:** Commissioner Nix made a motion to ratify GM Goddard's decision to expend the funds as proposed.
- Second:** Commissioner Kiedaisch.
- Vote:** All in favor.

**Written Reports**

***Financial Report*** - A written report was provided. GM Goddard introduced new Finance Director, Cathy White. GM Goddard added that the 2008 Paving Bond has been paid in full and the Alpine Ridge notes will be paid in full in January.

***Marketing and Sales Report*** - A written report was provided. Marketing and Sales Director, Mike Roth, gave a brief history of the Outreach program. He also gave a informative verbal report on current programming and pricing models for new Commissioner Kiedaisch.

***Resort Services Report*** - A written report was provided. Resort Services Director, Robin Rowe, added that current opening plan for Tubing is December 15<sup>th</sup>. Robin also reported out on the InTouch testing process and the Retail lease program.

***Human Resources Report*** - A written report was provided. Commissioner Dumais commented on the Worker's Comp Loss Run and the significant decrease in incurred expenses from 2017. GM Goddard added that there has been about a 10-15% premium decrease each year and attributes some of that to the robust safety program.

***Snowsports Report***- A written report was provided. Snowsports Director, Iwan Fuchs, added that he is not seeing a problem with the applicant pipeline like some of the other departments. Iwan reviewed the physical remodel of the Children's Center and the new programming changes for the Learning Center and Children's Center. Iwan also gave an update on the Outdoor Center and Terrain Park changes. Discussion ensued regarding pricing for beginner lesson packages and how to get guests hooked on the skiing/riding lifestyle. Commissioner Nix asked for Iwan's definition of 'playground' when he referred to changes to be made to the Terrain Park. Iwan responded that he is looking to attract younger kids and add elements that families can do together. Also, from a teaching point of view, changing some elements will provide more opportunities for lessons, tips, and discovery, bringing in the playground concept.

***Operations Report*** - A written report was provided. Operations Manager, Patrick McGonagle added that he has been focused on innovation, creativity, and teamwork amongst the operations departments despite financial restraints. Patrick also reported that the temporary phase of the FEMA project on the Panorama Drive culvert has been completed and Gunstock has entered the permanent repair phase of the project.

***General Manager's Report*** - A written report was provided. GM Goddard provided a financial breakdown regarding the additional snow gun purchases that was previously approved by the commission and rebates from Eversource. The total out of pocket cost was \$52,000 with a

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savings of about \$26,000 per year. Brief discussion ensued about rebates for the next fiscal year.

Commissioner Gallagher agrees with GM Goddard's plan to host an Open House for the Belknap County Delegation. Discussion followed regarding the program and information material or presentation that would be provided for the attendees. GM Goddard will send a draft presentation to each commissioner individually to seek comments and suggestions.

Commissioner Nix inquired about the status of a new General Manager for Centerplate. GM Goddard replied that the senior management team has a few interviews lined up, from the perspective of the client. Currently Centerplate is operating under Interim General Manager, Roger Proulx.

New Business

- a. *2019 GAC Meeting Dates*- GM Goddard provided the proposed meeting dates for 2019. GAC meetings are the 4th Wednesday of each month, except in November and December, due to holidays, they are moved to 3rd Wednesday.

**ACTION**

**Motion:** Commissioner Nix made a motion adopt the proposed 2019 meeting dates.

**Second:** Commissioner Gallagher.

**Vote:** All in favor.

Old Business

- a. *Ethics Policy* - Commissioner Gallagher gave a brief background regarding the policy. Commissioner Gallagher also provided the draft memo to the Attorney General for opinion regarding the Commissioner's pass. Commissioner Gallagher is seeking additional input before finalizing the letter with Chairman Durfee.

**ACTION**

**Motion:** Commissioner Gallagher made a motion that he and Chairman Durfee finalize the draft letter and send to the Attorney General.

**Second:** Commissioner Durfee- for discussion only.

Commissioner Nix read the compensation section of the 1959 Enabling Statute prior to discussion.

Commissioner Kiedaisch responded that anyone who has oversight for an operation should have access to said operation to be able to understand the business. The pass is a tool to do the job as Commissioner and doesn't believe that the GAC needs to seek opinion of a third party.

Commissioner Dumais added that another mountain had a standard operating procedure that included a pass for the person and family members, a pass is important to see the operation from the skier's point of view. Commissioner Nix offered to look

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over the letter again to make sure it reflects the question at hand- does the pass fall under compensation as per the Enabling Statute. Commissioner Gallagher responded that the ability to participate at the mountain equates to some value and that value equals some sort of compensation and he doesn't disagree that the commissioners need access to the resort as long as the pass doesn't violate the statute.

Commissioner Gallagher withdrew his motion and Commissioner Durfee withdrew his second.

**ACTION**

**Motion:** Commissioner Kiedaisch made a motion to request an opinion from the Attorney General regarding the Commissioner Pass.

**Second:** Commissioner Gallagher.

**Vote:** Yes- 1, No- 4, motion does not carry.

- b. *Historic Single Chair Project* -Commissioner Durfee and GM Goddard provided background information for Commissioner Kiedaisch. Commissioner Durfee proposes to continue with the project using funds from the operating income, once available.

**ACTION**

**Motion:** Commissioner Nix made a motion to put the Historic Single Chair back on the table and use operating income to fund it, as funds become available.

**Second:** Commissioner Kiedaisch.

**Vote:** All in favor.

- c. *GAC Website*- GM Goddard reported that the subcommittee is making progress with website content and would like to have a special work session of the GAC to discuss final details.

Other Business

***BCD Gunstock Subcommittee*** - Rep. Howard asked about the status of the subcommittee that was going to be set up to look into business models and privatization of the resort. Commissioner Nix responded that a written motion was sent to the delegation which stated that the Gunstock Commission would participate in a study if the County Delegation decided to do one. Chairman Durfee added that it was his understanding that the new county chair would take over this task in January. Rep. Howard noted that the swearing in for the delegation would be taking place on December 5, 2018.

***Affiliated Agency Reports*** - GM Goddard added that he is still working with the GNA on a lease agreement and the Gunstock Freestyle Academy has also indicated they would like an agreement as well.

Miscellaneous

None.

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Public Comment

Rep. Howard stated that this political body operates differently from a private body. ID cards are required for the delegation so what is different with the Commissioner's Pass? Any member of the public can come on property, but why is there such a big deal regarding the pass?

Adjourn

**ACTION**

- Motion:** Commissioner Dumais made a motion to adjourn the GAC meeting at 9:01PM.  
**Second:** Commissioner Kiedaisch.  
**Vote:** All in favor.

Respectfully Submitted,

Brian Gallagher, Secretary  
Gunstock Area Commission