

STATE OF NEW HAMPSHIRE DEPARTMENT of RESOURCES and ECONOMIC DEVELOPMENT OFFICE OF THE COMMISSIONER

172 Pembroke Road Concord, New Hampshire 03301 Phone: 271-2411 Fax: 271-2629

May 19, 2017

His Excellency, Governor Christopher T. Sununu and the Honorable Executive Council State House Concord, New Hampshire 03301

REQUESTED ACTION

In accordance with RSA 12-A:29-b, V, the Department of Resources and Economic Development respectfully requests approval to implement the Cannon Mountain Aerial Tramway & Ski Area capital improvement projects summarized in the attached outline to be funded in the amount of \$750,000 by the Cannon Mountain Capital Improvement Fund effective upon Governor and Executive Council approval. The Cannon Mountain Advisory Commission recommended submittal of this request and the Capital Budget Overview Committee approved this request on May 16, 2017 (CAP #17-015).

EXPLANATION

Chapter 134:13, Laws of 1998, authorized the State Treasurer "[t]o provide funds for the Cannon Mountain Capital Improvement Fund (CMCIF)... to borrow from time to time upon the credit of the State such amounts so that the total State obligation shall at no time exceed the sum of \$6,000,000, and for said purpose may issue bonds and notes at such time in the name of and on behalf of the State of New Hampshire in accordance with RSA 6-A."

The projected June 30, 2017 bonds outstanding total approximately \$3.8 million and therefore this request is within the \$6 million threshold as required by Chapter 134:13, Laws of 1998. The Sunapee lease payment revenue will support the debt service outlay for the Cannon Mountain Capital improvement Fund. Although there was a drop in revenue in the Sunapee Lease payment for 2017 due to the unprecedented mild winter in 2016, the 2017 winter season projects a revenue recovery in 2018. Projected growth of base payments will create a surplus in debt service by 2021 that will significantly accelerate bond payoff.

Also, attached for your information are the minutes from the March 31, 2017 Cannon Mountain Advisory Commission meeting and a project outline detailing the requested projects totaling \$750,000 to be completed between July 2017 and June 2018. Said projects will provide mountain infrastructure improvements, Tramway/lift maintenance, and other operational improvements. These improvements will continue our strong public relations push and grow revenues. Your approval of these improvements will allow the agency to meet its project schedule.

Respectfully submitted,

(GM)

Jeffrey J. Rose Commissioner

State of New Hampshire - Department of Resources and Economic Development

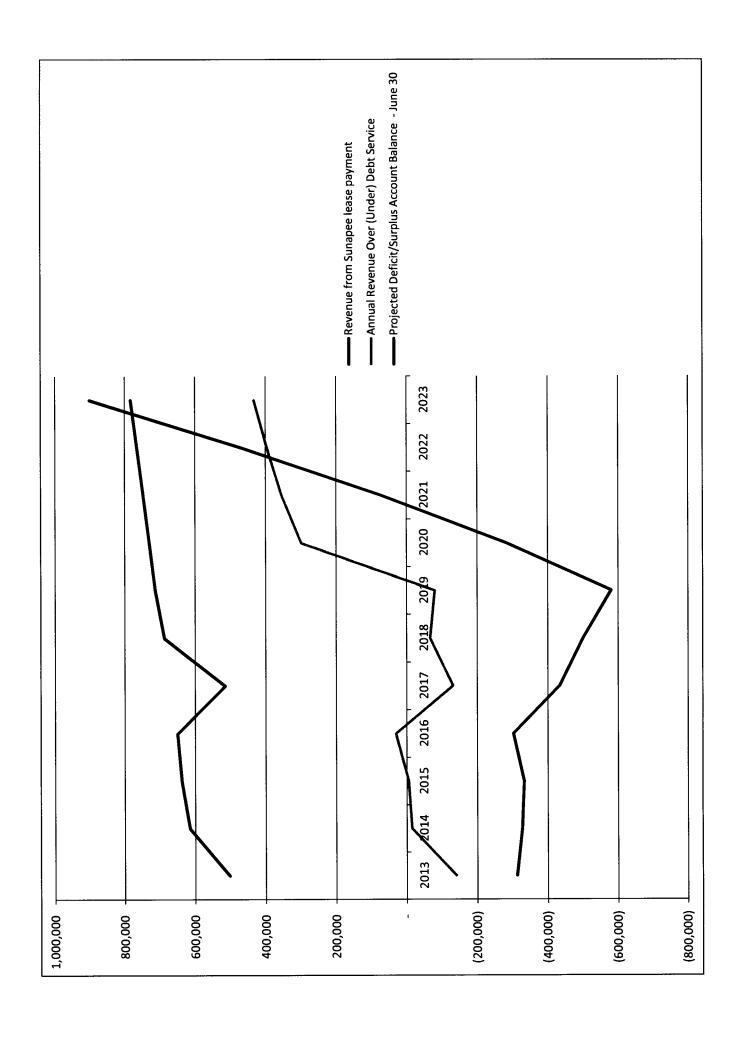
Cannon Mountain Aerial Tramway & Ski Area - Summer / Fall 2017

Cannon Mountain Capital Improvement Fund (CMCIF) Request - RSA 12-A:29-b

Project	Estimate	Explanation
MOUNTAIN INFRASTRUCTURE		
Snowmaking Piping Projects	\$ 250,000	Replace snowmaking air and water lines on Skylight trail, add snowmaking air and water spur lines on TossUp, Short Fuse, and Fleitman trails. Aging pipe infrastructure; this will be an annual line item.
Booster Pumphouse Powerline Replacement	\$ 50,000	Existing 400" line was used to power the new booster pumphouse, but the outer sheath is water compromised and should be replaced.
Sub-Total Mountain Infrastructure	\$ 300,000	
TRAMWAY/LIFT MAINTENANCE		
Tramway and Eagle Cliff Bullwheel Bearings	\$ 180,000	Bullwheel bearing replacement on (8) sets at Aerial Tramway and (2) sets at Eagle Cliff Triple. Must do in timely fashion.
Sub-Total Tramway/Lift Maintenance	\$ 180,000	
SKIER SERVICES		
Tuning System	\$ 150,000	Current equipment approaching end of usable lifespan; new equipment has 2-year payoff and 10-year life expectancy; revenue opportunity will grow exponentially, and should pay itself off 5-7x within 10 years and improve our offerings.
Sub-Total Skier Services	\$ 150,000	
BUILDINGS AND GROUNDS		
Patrol Hut atop Cannon	\$ 100,000	Currently very limited public interaction and increased response time, as Patrol is based in Aerial Tram (Mtn Station) basement and located below the summit; new structure will improve guest interaction and decrease Patrol response time from the summit to all areas.
Notchview Lodge Carpeting	\$ 20,000	Aging carpet in primary seating area, public eyesore.
Sub-Total Buildings and Grounds	\$ 120,000	
GRAND TOTAL FY18 CAPITAL PLAN	\$ 750,000	

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						Fiscal Year					
	Actual	Actual	Actual	Actual				Projected			
Fiscal Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Beginning Balance - July 1	\$ (235,207)	\$ (312,372)	\$ (327,226)	\$ (332,616)	\$ (302,214)	\$ (433,805)	\$ (500,422)	\$ (580,333)	\$ (281,723)	\$ 72,490	\$ 468,328
Revenue from Sunapee lease payment	502,280	615,399	637,993	650,534	514,596	687,000	713,000	730,000	747,000	765,000	783,000
Debt Service:											
Existing as of FY 2009	642,357	630,253	601,046	554,449	553,579	534,586	515,842	161,404	129,934	113,492	101,783
Actual for bonding in FY 2014 \$489,125 Issue #N219S	•	'	37,001	38,120	38,270	38,370	38,420	38,420	38,370	38,270	38,120
Actual for bonding in FY 2015 \$260,325 Issue #N222S	•	,	5,335	27,564	26,993	26,486	25,900	25,119	24,338	23,557	22,776
Actual bonding for FY 2017 \$1,215,210.00 Issue #N227S	•	•	•	•	27,344	135,426	131,374	127,322	123,270	119,218	115,166
Total Projected Debt Service:	642.357	630.253	643.382	620 133	646.186	753,617	792 911		392 787	369 162	350 221
				2010						2000	-1000
Annual Revenue Over (Under) Debt Service	(140,077)	(14,854)	(2,389)	30,401	(131,590)	(86,617)	(79,911)	298,610	354,213	395,838	432,779
Transfers of Net Revenue from Cannon Operations	62,913	•	·	•	•		•		•	•	
Projected Deficit/Surplus Account Balance - June 30	\$ (312,372)	\$ (327,226)	\$ (332,616)	\$ (302,214)	\$ (433,805)	\$ (500,422)	\$ (580,333)	\$ (281,723)	\$ 72,490	\$ 468,328	\$ 901,107
Available to Borrow from Fund	\$ 2,272,623	\$ 2,265,262	\$ 2,504,447	\$ 2,984,061	\$ 2,268,019	\$ 2,144,490	\$ 2,772,020	\$ 3,058,625	\$ 3,320,817	\$ 3,570,866	\$ 3,813,542
Assumptions:											
 Sunapee Payment increase in 2014 reflects recovery from 2011-2012 Season, (2013); Projected revenue estimated to grow @ 3.00%. FY 2017 Estimated Revenue projection of \$515k reflects decrease of 21% from FY 2016 based on weather related low performance for 15-16 winter season. Future Bond Issues projected @ 5% Interest Rate. 	, (2013); Projecte m FY 2016 based	d revenue estii I on weather re	mated to grow (② 3.00%. mance for 15-1	6 winter seaso	ė					
Summary of Transfers from Cannon Operations - Ch. 144:	ons - Ch. 144:90	90/91 L'13							-		
Transfer To	Actual FY 13	Actual FY 14	Actual FY 15								
To Park Fund	650.000	324.903	322.679								
Fish and Game Search & Rescue Cannon Capital (Balance)	50,000										
	07.20										



CANNON MOUNTAIN ADVISORY COMMISSION Meeting Minutes* / / March 31, 2017

*DRAFT form until approved by committee vote at next meeting on November 3, 2017

1. Call to Order / Introductions / Review - Approval of Prior Meeting Minutes

The meeting was called to order by Chairman McLeod at 1:04 PM. Present were CMAC members Rich McLeod (Chair), Karen Irwin (Vice Chair), Representative John Mullen, Representative Erin Hennessey, State Treasurer Bill Dwyer, Charles Chandler, Kevin Johnson, and John Tholl, and non-CMAC members Jeff Rose (DRED Commissioner), Phil Bryce (NH Parks & Rec Director), and John DeVivo (FNSP-Cannon GM and CMAC scribe). Absent were CMAC members Senator William Gannon and Senator Jeff Woodburn.

McLeod called for a motion to approve the April 15, 2016 minutes. Motioned by Chandler, seconded by Mullen. Dwyer asked for a few revisions, based largely on substituting the term "lease payment" in the place of "bond / bonding" when referring to the Ameresco project. Motioned with changes and approved unanimously. DeVivo asked about re-sending, and McLeod advised to simply make the changes as reflected.

Hennessey asked whether the 5-10 year capital plan discussed at the April 15, 2016 meeting had been put into effect at this point. Bryce and Rose both mentioned that as a part of a larger overall plan for both the Division of Parks & Recreation and Franconia Notch State Park, monies will be budgeted (ostensibly in the FY19-20 cycle) to do a more comprehensive 5-10 year capital plan for FNSP and Cannon Mountain. Bryce mentioned that the CMAC will be involved in said planning. No definitive timetable given, but more discussion expected at the November, 2017 CMAC meeting.

DeVivo asked Bryce to update the CMAC membership on the status of the "Nonis Tract" (aka Lafayette Brook Parcel) of land that will be annexed to FNSP. Bryce detailed the purchase and discussed the desire to host another public info / input session or two at Cannon, as the one held last spring was lively and very well-attended. Several types of non-motorized uses have been discussed to date, as has the fact that the parcel dramatically increases the amount of "flat" terrain within FNSP.

2. Review of CMAC Statute (interpretation by CMAC Chairman McLeod)

McLeod stated that the CMAC statute is essentially interpreted as written, and is best left to interpretation by the Legislature. He echoed his earlier sentiments as Chair that the purview of the CMAC relates directly to the Cannon Mountain Capital Improvement Fund and the use of the funds from it.

3. Cannon Mountain Ski Season and FYTD Status

Update from DeVivo:

- Mittersill project completion and massive snowmaking (energy efficiency) project
- Marketing campaign focused on CannonIsMine message and both major projects
- Very strong December (weather and business both very good)
- Cannon's snowmaking improvements set us apart in NH
- Natural snow was equally helpful... 97" last year and 225" this year

- Weak January (weather warm and wet, business above last year)
- Strong first half of February (six feet of snow in 16 days)
- Weak second half of February (weather warm and wet, business slowed)
- Very strong March all month long (weather and business very good)
- Overall... weather only 5 degrees colder, variable weather, we overcame and excelled
- Strengths were marketing, project successes, PR / media, and good (vaca week) weather
- As of March 26th (ski season to date) skier visits:
 - 10% above the 6-yr avg (2010/11 2015/16)
 - Dead even with 2010/11 (best overall FY)
 - 2% ahead of 2014/15 (very strong spring)
 - o 41% ahead of 2015/16 (tough year in the east)
- As of March 26th (ski season to date) revenue:
 - 14% above the 6-yr avg (2010/11 2015/16)
 - 4% below 2010/11 (best overall FY)
 - o 10% ahead of 2014/15 (very strong spring)
 - o 55% ahead of 2015/16 (tough year in the east)
- Fiscal Year 17 To Date (Jul 1 Mar 22) versus FY 16 TD:
 - Total Revenue was up \$1.3 Million (25%)
 - Total Expense was within \$240K (3%)
 - Net total was up \$1.128 Million (328%)
 - FY 16 TD was negative \$344K / FY 17 TD was positive \$784K
- FYTD Jul 1 March 29 (snapshot only / changes weekly):
 - o Total Revenue \$6.782M... but comm tower revenue expected
 - o Total Expense \$5.866M... but W-Comp, OT payouts
 - Net Total \$916K... DRED Bus Office has encumbrances and settling @ \$750K
 - Q4 typically nets out at roughly negative \$250K
 - Late-purchase season pass sales should offset that, still projecting net \$500-750K FY close-out
 - o FY16 close-out was at negative \$527K... so projecting at least a million dollar net turnaround

Johnson spoke out in favor of more detailed reporting, citing the reports that (DeVivo) has issued to the CMAC membership at past meetings, and stated that he'd be uncomfortable in making any capital recommendations based upon the information given. McLeod noted the sentiment and stated that he'd be comfortable in hearing the remainder of the information and making a decision based upon the information given. Rose, Bryce, Dwyer, and DeVivo in turn offered information regarding the overall financial health and performance of Cannon Mountain. DeVivo offered to bolster the reporting, and stated that Cannon no longer uses the Quickbooks model and is in transition to using (solely) the State's accounting and reporting model.

4. Review of FY17 CMCIF Project Requests

Update from DeVivo:

\$80K Painting on Aerial Tramway superstructure

- \$75K Septic outflow system revision
- \$50K Refurb restroom facilities
- \$50K Refurb atop Mtn Station for Patrol HQ
- \$50K New piping / junctions for Avalanche-Banshee-Jaspers
- \$25K Roof repairs at Valley Station (Tram motor room roof)
- \$20K New wiring / conduit at Peabody Express return station
- \$350K in total requested / recommended

Actuality in project planning / shifting...

- \$50K work on Avalanche completed
- \$20K wiring project atop Peabody Express completed
- \$14K toward massive bullwheel bearing projects on Zoomer Triple and Cannonball Quad completed
- \$108K toward Valley Station restrooms and boiler replacements (energy efficiency) projects pending
- \$80K toward Tramway Superstructure painting seeking bridge painting contractor
- \$78K toward Tramway motor room roof repairs contract awarded for June completion
- \$350K will be spent / hope to have it all encumbered by June 30th

Hennessey asked for information on how the shifting of projects and funding had occurred, and whether the ability to shift said projects is essentially granted to the team at Cannon based upon need, and whether the CMAC, or CBOC, or G&C need to be re-convened as project plans shift. DeVivo replied that he's been counseled in years past by the (previous) DRED Commissioner's Office, the (previous) DRED Business Office, and the (previous) CMAC Chair that as project plans and estimates (and true dollar figures) are adjusted, so long as the project categories remain the same, there is no need to re-convene the approving (or recommending) authorities, similar to projects undertaken by the Division of Parks & Recreation.

Chandler, McLeod, Bryce, DeVivo, and Rose weighed in regarding the use of "categories," rather than specific projects, when requesting consideration on annual capital plans, similar to the use of them by the Division of Parks & Recreation. Examples given were: Infrastructure, Heat-Water-Elec, Buildings, etc., but Devivo was asked to also offer "projects such as..." type of detail.

Update from DeVivo:

\$4 Million (non-CMCIF) Mittersill Improvement Project / funded @ 98.75% through FSC efforts

\$650K new compressor
 \$450K new dam at Echo Lake
 \$650K new high-efficiency guns
 \$800K in trail work / safety netting
 \$800K snowmaking system
 \$650K new T-Bar
 Dec 2014 completion
 Dec 2015 completion (half in 2015)
 Dec 2016 completion (half in 2015)
 Jan 2017 completion

• \$5.1 Million (non-CMCIF) Ameresco Project

\$1M new power line
 \$400K lighting / weatherization
 Jun 2017 completion (half in Nov 2016)
 Jun 2017 completion (half in Nov 2016)

\$2.7M snmk'g / energy efficiency

o \$1M new booster pumphouse

Nov 2016 completion

Nov-Dec 2016 completion

- o Both have been "life changing" projects for Cannon
 - Mittersill project has revitalized the area (after Cannon's \$3M investment)
 - New focus on competition, development, and a boon to the local economy
 - NCAA Championships added to already sky-high PR over the project
 - Energy efficiency project has rocketed Cannon to the forefront of NH snowmaking
 - Maximized water flow at all temps, minimized air use at all temps
 - Number crunching will show that energy consumption has been drastically reduced
 - The annual payoff on the ("lease payment" substituted for "bond" at Dwyer's request) is \$369K
 (separate line item, protected in budget)
 - That \$369K toward payoff is safe, and with \$272K left, we'll exceed the necessary savings
 - Addendum... early figures (as of Friday afternoon) are showing a 50% snowmaking energy consumption reduction and a 54% overall snowmaking energy cost reduction. Rough figures, and will be settled out before fiscal year close.

Other Capital Projects in FY17

- \$47K Dual Vault Pit Toilet Bldg @ Mittersill with CMCIF funds from 2010 Mittersill project (completed)
- \$125K Mittersill (base area) Warming Hut with CMCIF funds from 2010 Mittersill project (summer/fall 2017)

Chandler noted that the NCAA Championships were a tremendous success for the greater Cannon and Franconia community, but that the infrastructure (buildings and lack of a central core) at the base of the Mittersill terrain area itself is lacking. DeVivo concurred, noting that the original build-out plan at Mittersill had been slated for commencement in as late as 2016, but was well underway in 2014, and that UNH had booked the competition based purely upon the hope that the two slopes in question would be completed and suitable for an NCAA Championships caliber event by January, 2017. DeVivo and Bryce detailed the plan for an additional warming hut to be built by Cannon (Franconia Ski Club already has on on-site) and the desire of FSC to move its operations to that side of the ski area and build a larger operations HQ (open to the public).

5. Proposed FY18 CMCIF Project Plan (\$750K Proposal)

Detailed by DeVivo:

- \$150K Bullwheel bearing replacement @ Tram Valley Station
 - This will cover all 8 sets of bearings (top and bottom) even if they need to be sent to QC
 - HIGHLY recommended by Doppelmayr Tramway Division
- \$30K Bullwheel bearing replacement @ Eagle Cliff Triple
 - This will cover the top and bottom sets and is right on replacement schedule

Bryce recommended detailing this (in the future) in a "Lift Maintenance" category.

- \$250K Snowmaking pipe replacement
 - Skylight, TossUp, and Short Fuse replacement and Fleitman Trail spur line to Mittersill

- Aging pipe infrastructure... this will become an annual line item
- \$50K Replace Power Feed to Booster Pumphouse
 - 400' powerline @ 25+ years old, and (the outer sheath) is water compromised

Bryce recommended detailing this (in the future) in an "infrastructure" category.

- \$150K Wintersteiger Mercury Tuning Machine @ \$160K (including trade-in value)
 - Current equipment will be worthless for trade-in within a year or two
 - o Mercury is PROVEN to pay off in 2 years, lifespan of 10 years, reduced labor, higher revenue
 - Cost of \$150K / annual net profit \$80K @ current pricing and volume (both will increase)
 - \$640K in profit @ current pricing and volume (both will increase)
 - o Labor reduction of 10-20% also expected and has been proven elsewhere

Bryce recommended detailing this (in the future) in a "Retail Division / Visitor Services" category.

- \$100K Patrol Hut atop Cannon Mountain
 - Our crew is in the basement at the top of the Tram
 - o ZERO mountaintop interaction with the public, and added response time on each call
 - Mittersill Patrol Hut has increased public interaction and reduced response time
- \$20K Notchview Lodge re-carpet and general refurb
 - o Institutional look to it, aging structurally, public eyesore

Bryce recommended detailing this (in the future) in a "Buildings & Grounds" category.

6. Review of Cannon Mountain Capital Improvement Fund (CMCIF) Status

DeVivo summarized:

- \$2.238M available for bonding, asking to bond 1/3 of that
- Start of FY17 neg balance \$302K... close of FY17 neg balance projected @ \$433K
 - Sunapee payment expected to be 20% less than last year due to poor FY16
- Start of FY09 neg balance \$495K... close of FY17 neg balance \$433K
- Trending downward while still making annual capital improvements to Cannon
- Averaging \$327K neg balance... while averaging \$500K in bonding and \$500K in net surplus
- DRED Commissioner's discretion, but Cannon's annual net surplus could offset this neg balance

Hennessey asked for a summary of how the CMCIF structure actually works. Dwyer summarized it with the explanation that while the fund itself has incurred a \$434K deficiency since its inception in 1998, Cannon's net surplus could be used to cover that deficiency at any time, as could the (approx.) \$2 Million surplus in the NH Parks Fund, which Cannon's surplus has contributed heavily into. Thus the department (DRED) and the Division (Parks & Rec) choose to leave it as is for now. The deficiency itself is the difference in the amount that Mount Sunapee has contributed into the fund and the amount that the State has bonded (all in arrears) on behalf of Cannon. Dwyer, Bryce, Rose, and DeVivo all noted that since 2009 the deficit has hovered at (approx.) \$400K, yet the ski area has netted an average of (approx.) \$500K and done an average of (approx.) \$500K in capital improvements. And all

agreed that while legally the CMAC could recommend that Commissioner Rose utilize all remaining funds available (\$2.238 Million) and always keep the fund pegged right at the \$6 Million revolving limit, it would be unwise to do so.

DeVivo noted for the record that between 1998 and 2008, while using CMCIF funds, Cannon Mountain had built the Brookside Learning Center (and installed the associated lifts) and the Tuckerbrook Family Area (and the associated lift), installed the Eagle Cliff Triple Chair, expanded the Notchview Lodge, upgraded the Aerial Tramway, and made snowmaking improvements, and that from 2008 to 2017, while using both CMCIF funds and funds from other sources, Cannon has added 70% more skiable terrain, brought Mittersill back to life, nearly doubled its snowmaking and grooming capabilities, nearly doubled its base lodge capacities and capabilities, doubled the Brookside Learning Center, added new rental and repair facilities, added the new Cannonball Pub, made countless smaller infrastructure improvements and efficiencies, and cut its snowmaking energy footprint by 50% and replacing its entire snowmaking arsenal... while zeroing out a nearly \$1.5 Million negative on the operating line and putting nearly \$2 Million in surplus back into the NH Parks Fund.

7. Request for Vote to Recommend FY18 CMCIF Project Plan

McLeod asked for a motion to recommend Cannon's \$750K capital plan for FY18 to DRED Commissioner Rose. Tholl motioned that the \$750K capital plan, as outlined in the categories recommended by Bryce and detailed below, be recommended to DRED Commissioner Rose as a not-to-exceed (\$750K). The motion was seconded by Mullen and passed unanimously.

8. Old Business

Hennessey asked if the CMAC membership will receive an overview of the 5-10 year capital plan for Cannon Mountain by next year's April meeting. Bryce replied that the recent audits of the State Park System itself and Cannon Mountain provide direction on that, and that he'll engage DeVivo and the CMAC membership in crafting said plan, further discussion slated for November.

9. New Business

None brought to the table; Vice Chair Irwin asked for a date for the fall meeting.

10. Set Date for Fall CMAC Meeting

After discussion on days, dates, and times, Chairman McLeod set the date for the fall meeting for Friday, November 3^{rd} , from 10 AM - 12 Noon at FNSP-Cannon Headquarters.

11. Adjournment

McLeod requested a motion to adjourn. Mullen motioned adjournment, Hennessey seconded, and the meeting was adjourned at 3:10 PM.

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CAP 17-015



MICHAEL W. KANE, MPA Legislative Budget Assistant (603) 271-3161

CHRISTOPHER M. SHEA, MPA Deputy Legislative Budget Assistant (603) 271-3161

State of New Hampshire

OFFICE OF LEGISLATIVE BUDGET ASSISTANT State House, Room 102 Concord, New Hampshire 03301 STEPHEN C. SMITH, CPA Director, Audit Division (603) 271-2785

May 16, 2017

Jeffrey J. Rose, Commissioner
Department of Resources and Economic Development
172 Pembroke Road
Concord, New Hampshire 03301

Dear Commissioner Rose,

The Capital Budget Overview Committee, pursuant to the provisions of RSA 12-A:29-b, on May 16, 2017 approved the request of the Department of Resources and Economic Development, for approval of the recommendation of the Cannon Mountain Advisory Commission to implement the Cannon Mountain Aerial Tramway and Ski Area capital improvement projects to be funded in the amount of \$750,000 by the Cannon Mountain Capital Improvement Fund, as specified in the request dated April 27, 2017.

Sincerely,

Michael W. Kane

Legislative Budget Assistant

MWK/pe Attachment

Cc: Philip Bryce, Director, Division of Parks and Recreation Christopher Marino, Business Manager