

American Birkebeiner Ski Foundation
Board of Directors Meeting
July 15, 2013

Members present: Jane Bidwell, John Garrett, John Kotar, Dennis Kruse, Yuri Gusev, John Leighton, Mary Wingfield, Scott Chapin, Amy Rowley, Sue Scheer, Joe Timmerman, Not present: Jan Guenther, Don Becker. Also present: Ben Popp, Steve Narveson, Susan Kendrick, Jan Jenkins.

Meeting called to order at 5:05 pm by Sue Scheer, Chairperson.

Minutes of the June meeting were approved.

Sue Scheer announced two changes to the agenda, Yuri Gusev to discuss Tony Wise Fund and Joe Timmerman, to discuss year end financials before the budget discussion.

Committees Reports:

Trail Committee: John Garrett reported that the committee had met on July 11th. The main area of concern at this time is trail security. A one year agreement with Telemark has been signed for 2014. Rosie's Field is for sale and the committee is looking at our options. The Kortelopt Trail that crosses Titus property needs to be looked into. The start area and issues created with the closing of Telemark need to be addressed. The finish date for the new trail head at Birkie Ridge is September 1.

Finance: Joe Timmerman reported on fiscal year end profit and loss. Income is down \$30,000 versus budget and expenditures are up \$12,000. Reasons for this are: Sawyer County was not invoiced \$26,000 for available trail pass funds until after July 1. We will eventually be reimbursed by the County. The trail tour was cancelled causing a \$6500. loss versus budget. Online registration has had a \$15,000 negative effect on the budget. The registration fee is now included with the race fee, it used to be separate. There have been some increases in expenses: accounting fees, legal expenses, postage.

Executive Directors Report:

Ben Popp reported that updated signatures for the Telemark easements had been received from Great Southern Bank and Dick Short but that Steve Kaufman still needed to sign. Swix has signed as title sponsor for \$60,000 for 2014 and \$70,000 for 2015. We have a new registration system for the Birkie Tour and for all Birkie week Thursday and Friday events. Chris Campbell will begin his new full time position as Trail Manager on 8/15/13. Ben is working with Steve Narveson and Joe Timmerman on the 2014 budget. He is developing a 5 to 10 year business plan. Ben reported on his trip to Milwaukee to meet with a group about fundraising. Birkie Enterprises is being evaluated and Ben will bring a proposal in September.

Headquarters Committee:

Amy Rowley reported that based on Ben's work on the 5-10 year plan the committee recommends holding off on any decision for a month or two. Amy withdrew her motion to go ahead with the building plan and Joe Timmerman withdrew his second of the motion. Amy said that pre-work needs to be done but that the risk is that interest rates are going up.

2014 Budget:

Operating budget: Joe Timmerman reported on the budget revisions: revenues from fundraising, sponsorships and events have been increased. Expense line items increase are: volunteers for \$10,000, employee wages for \$35,000, and event operations miscellaneous for \$10,000 for drug testing. The winner's purse has been increased by \$5000 in the proposed budget

Yuri asked about testing 20 athletes. Dennis said it is very important for the Birkie to take a leadership role in supporting clean athletes. Scott Chapin made a motion to approve the operating budget as revised. Dennis Kruse seconded the motion. Motion passed.

Capital budget: Joe Timmerman reported that \$250,000 was allocated for land acquisitions and easements and \$100,000 for a Pisten Bully replacement, Ben removed the \$31,000 for a shelter at Timber Trail and inserted \$600 for Duffy building improvements. The total for capital equipment is \$294,465. Scott Chapin made a motion to approve the capital budget as revised. Amy Rowley seconded the motion. Motion passed.

Unfinished Business:

Telemark Easement: Ben reported that the easement agreement with Telemark is in place for the Trail Run and that is in place through March 2014. Dennis made a motion to accept the easement as written. John Garrett seconded the motion. Motion passed.

Board and Committee Meeting attendance policy: Sue Scheer said regular attendance is essential. There was discussion about attendance issues. Sue Scheer proposed the following procedure: If a board member has two absences of either a board meeting or a committee meeting in a 12 month period, the board president will meet with the board member to discuss the matter and then will take the results of the meeting to the full board for discussion and the board will decide how the matter will be resolved. Scott Chapin made a motion to adopt the procedure. Amy Rowley seconded the motion. Motion passed.

Board Elections: After discussion about the counting of the ballots, it was decided that Jane Bidwell would count the ballots received by mail, with the help of volunteers.

Tony Wise Fund: Yuri Gusev inquired about the use of the Tony Wise Fund for fundraising for sport development and grassroots programming. The fund was set up as an endowment and interest only was to be used. Joe and Yuri will work on a proposal for a change to the fund so that it can be used.

New Board members: There was discussion whether the new board members appointed by Sawyer and Bayfield Counties will be subject to the new attendance policy, their participation should be encouraged. They will be appointed by the Sawyer County and Bayfield County boards for one year with an annual assessment. A board retreat and orientation of the new members is scheduled for September.

Yuri thanked the board for their assistance with the IPC by forgiving the remainder of the grooming invoice.

John Leighton made a motion to adjourn, John Kotar seconded the motion. Motion approved. Meeting adjourned at 5:45pm.

Submitted by Jane Bidwell and Jan Jenkins