

American Birkebeiner Ski Foundation
Board of Directors Meeting
June 25, 2012

Members present: Jane Bidwell, John Garrett, John Kotar, Dennis Kruse, John Leighton, Dave Nelson, Sue Scheer, Joe Timmerman, Mary Wingfield. Not present: Bill Bauer, Don Becker, Scott Chapin, Tom Duffy. Also present: Steve Narveson, Susan Kendrick, Jan Jenkins.

Meeting called to order by Sue Scheer, Chairperson.

Minutes of the May meeting were approved.

2012-13 Budget Approval: Joe Timmerman indicated that the draft budget would be in the black, with revenues exceeding expenditures by \$14,000. Three minor changes were made; the line item for Ceremonies was changed from \$15,000 to \$25,000 due to plans for the 40th Anniversary, the line for Permits and Use of Property was changed from \$26,000 to \$30,000 because of additional costs of obtaining permissions from Telemark, the line for Trademark enforcement was changed from \$500 to \$1500 because three trademarks are up for renewal. There was some discussion about the need for budgeting longer term and for a contingency fund. Sue Scheer stated that the large dollar items being considered would not be in the operating budget but would be capitalized. It was decided that the operating budget and the capital budget would be separated for the purposes of approval. Dennis Kruse made a motion to approve the 2012-13 operating budget as amended. John Leighton seconded. There was some further discussion about the need for a 10 year plan. A vote was called for, motion carried. Joe Timmerman indicated that Ned Zuelsdorff requested an addition of \$8000. to the capital budget for a finish line structure. It was decided that a motion should be made to approve the 2012-13 capital budget and that it could be amended as needed. Dave Nelson made the motion. John Kotar seconded. Motion carried.

Committee Reports

Finance: Joe Timmerman reported a \$70,000 surplus at the end of May. Deferred revenue is \$308,000 as compared to \$176,000 for this period last year.

Personnel: No report

Competition: Dennis Kruse reported that he had heard from a number of elite women who are excited about the 8:00 start. Highlights of the Worldloppet AGM meeting in Tartu: A one hour video is being produced about the Worldloppet with 4 to 5 minutes being dedicated to each race. There are now 16 member races. Russia was accepted as a member. The Worldloppet AGM will be in Hayward from June 13-16, 2013 and Dennis invited all board members to all the activities. The meeting facility will be Lakewoods Resort with the official dinner at Telemark.

Trail and Facilities: John Garrett reported that the planned meetings with Telemark had not taken place but that there was another planned for Friday morning. The committee's main area of concern at this time is a contingency plan for the start area, looking at Duffy Field or Lake Hayward in the short term and at working on getting approvals for the Highway 63 property in the long term. In regard to facilities, John talked with Terry Penman about the plans for the Birkie office space and he said the committee is leaning toward building a new facility in the present location. There was further discussion about start area contingencies and the need for a deadline. John said that the Duffy Field property is being prepared.

Fortieth Anniversary Celebration: John Kotar reported on some of the ideas being discussed for opening ceremonies, decorations, music, inviting dignitaries.

Directors Report: Susan Kendrick reported on sponsorships, a possible TV spot, the 2013 t-shirt contest and Birkie Trail Run promotion.

Unfinished business: There was a question raised as to whether or not the board had approved the Paintball Biathlon. Jane Bidwell reviewed her notes from the last board meeting and said that there was no approval. John Leighton feels that it should be expressed to Ned that the board needs to be involved in the decision making process in regard to new events. After further discussion, John Kotar made a motion to approve the Paintball Biathlon to be held July 28, 2012 as a trial event. Dave Nelson seconded the motion. Motion carried with John Leighton and Mary Wingfield opposing. Dave Nelson gave a presentation about the Birkie office building proposal. He talked about the problems with the present building and the options for purchasing an existing building or putting a new building on the existing property. He estimates the costs would be between \$600,000 and \$650,000 for either option. His opinion is that the board should move forward on the project with a capital campaign. There was further discussion about strategic planning and the need to focus. It was decided that priorities would be discussed at the July meeting but that the main focus would be securing the start area for the 2013 race.

Joe Timmerman made a motion to adjourn. John Kotar seconded. Motion carried. Meeting adjourned at 6:08 p.m.

Submitted by Jan Jenkins and Jane Bidwell.