

American Birkebeiner Ski Foundation
Board of Directors Meeting
September 16, 2013

Members present: Jane Bidwell, Tom Duffy, John Garrett, Jan Guenther, YuriyGusev, Dennis Kruse, Brett Rondeau, Sue Scheer. Present by phone: Scott Chapin, Dave Nelson. Members absent: John Kotar, John Leighton, Joe Timmerman. Also present: Ben Popp, Shellie Milford, Amy Rowley

Meeting called to order by Sue Scheer, President, at 4 p.m.

Minutes of meeting of July, 2013. Motion to approve by Dennis Kruse, seconded by John Garrett. Motion passed.

Agenda for meeting. Motion to approve by Tom Duffy, seconded by Brett Rondeau. Motion passed.

Annual Meeting Board Election Results. Jane Bidwell announced the results of the Board member election. Joe Timmerman received 292 vote; Dave Nelson 277; John Leighton 224; Mary Wingfield 176; Mike Sund 152. Jane indicated that she counted the ballots periodically as they came into the office and at the Annual Meeting with Amy Rowley.

Election of officers. President. Sue Scheer and YuriyGusev were nominated. Yuriy declined the nomination. Sue Scheer was elected by majority vote. Vice President. John Garrett was nominated. There were no other nominations. John was elected by majority vote. Secretary. Jane Bidwell was nominated. There were no other nominations. Jane was elected by majority vote. Treasurer. Joe Timmerman was nominated. There were no other nominations. Joe was elected by majority vote.

Formation of Committees. Sue Scheer indicated that she did not think there was need for Personnel Committee. Discussion took place regarding keeping committee but it can be considered inactive. Current active committees are: Finance chaired by Joe Timmerman, Trail chaired by John Garrett, Skier Development chaired by Scott Chapin and Competition chaired by Dennis Kruse. Improved definitions of the committees will be discussed at the long range planning meeting in October.

Executive Director Report. Ben Popp...see his notes. The Fat Bike Birkie will be part of a series. We are moving from the former level of Birkie Enterprises to developing a licensing agreement with Swix, which will reduce our amount of retail business. Sponsorship dollars are up. Ben and Susan are reviewing contracts that are up this year and making contacts to renew. Susan is developing a more clear definition of levels of sponsorships. There are two uncollected contracts from the 2013 event: Becker Law and IGY. Boulder Nordic Sport will not renew contract. Johnson Bank will sponsor the Barnebirkie, but not the Volunteer party this year.

Birkie Ridge is completed. Expenses are over the \$20,000 budget by \$6000 largely because of laying in the drive, turn-around and parking lot. Sawyer County donated \$2500 in gravel. Sawyer County wants to put in a heated building with water at an approximate cost of \$125,000. Amy is working with Sawyer County regarding grant money available. Discussion took place regarding the proposed building at Birkie Ridge vs. more development at OO. Sawyer County is not interested in development at OO because they see the value of a County Park adjacent to Hwy 63.

The older Pisten Bully was sold to CXC for \$65,000. Retail value is \$85,000. Two other offers to purchase did not work out. Arrangement with CXC is that ABSF will have access to 50 hours of the machine time leading up to Birkie week. ABSF will provide operator and fuel. Yuriy commented that, when not in use by CXC, the machine would always be available to ABSF.

ABSF budget \$100,000 for the current Pisten Bully purchase. Actual cost was \$125,000.

The survey of Rosie's Field is in process. An easement survey for the Duffy property between Hwy 77 and Wheeler Rd is completed.

A group of Milwaukee area Birkie skiers approached Ben about doing a fundraiser designed to support the Birkie Trail.....The event is called Birktoberfest and will take place at Lapham Peak on October 1st.

Discussion is taking place with the County trail people regarding how best to use the Birkie trail.

ABSF is looking at buying property from Telemark Resort in order to secure and develop a permanent start area.

Question was raised about other users on the Birkie trail and if/how the Birkie is compensated for repair. Events other than the American Birkebeiner pay a Sawyer County trail user fee based on participant numbers. That money goes into the Trail Pass Fund and is available to the ABSF when requesting reimbursement for appropriate trail maintenance expenses. There is no user fee paid to Bayfield County, but they give us \$5,000 and access to the County land portions of the trail.

Committee Reports.

Skier Development. Amy indicated that the committee is scoring 28 grant applications and will meet the following Wednesday to do the final scoring. Any grant applicant asking for more than \$1,000 will be deferred to approval by the Board. CXC and SISU have requested more than \$1,000.

Trail. John Garrett commented on Trail Committee meeting discussions. The Gary Penman fund would like to build a Stauber style building at Gravel Pit. Security of buildings on the trail is a concern. The number one goal is to have permanent access to 100% of the trail. Several landowners are not willing to give this. Question was raised about what is the ABSF's responsibility for maintaining trail heads. Discussion took place regarding the development of a clear map of all area trails to enable communication and collaboration between rescue people.

Finance. Steve Narveson indicated that revenue for July and August was very high because of the influx of registrations. Months look good in terms of revenue vs expenses. Money has been moved to money market accounts in lieu of using cds which allows for more flexibility. Concern expressed about employee wages up over budget and the need to cover these added amounts

CXC Grant Request of \$37,000. Yuriy began his presentation with information about the CXC development program. \$27,000 of the request is for the elite program. \$10,000 of the request is for the Adaptive Program. Yuriy gave a powerpoint presentation about the CXC programs. Lengthy discussion took place with the following points made: ABSF must be fiscally responsible; should this be a grant or a sponsorship? Motion by Brett Rondeau and seconded by Dennis Kruse to tentatively support a \$37,000 grant to CXC and send the request to the finance committee and staff to come up with a plan to bring

back to the full Board. After further discussion, motion failed. Jan Guenther, Brett Rondeau and Dennis Kruse voted for the motion. Sue Scheer, John Garrett, Tom Duffy, Jane Bidwell voted against the motion.

Motion made by Dennis Kruse and seconded by Tom Duffy that the Skier Development Committee make their decisions on the smaller grant requests and CXC and SISU requests be sent to the Finance Committee and they and the staff come back to the Board with recommendations. After discussion, motion passed unanimously.

Sue Scheer explained the evolving Board member issue, stating that the Board decided to reduce the Board by two members and add a member from Bayfield and Sawyer Counties. The Board would have been 14, except that Amy Rowley resigned to become a staff member, so the number is again 13.

Sue announced future meeting dates. October 21, November 18, December holiday meeting and party on the 16th, January 20, 2014, no February meeting unless needed, March 17, April 21, May 19, June 23, July 21, Annual Meeting on August 9.

Meeting adjourned at 6:10 p.m.

Submitted by Shellie Milford and Amy Rowley