

MINUTES

ABSF Board of Directors Meeting

Monday May 18, 2020

3:00 PM Microsoft Teams Meeting

Board Members Present: Paul Eckerline, Brett Rondeau, Jeff Tumbleson, Tom Duffy, Jan Guenther, Mike Brown, Yuri Gusev, Kathie Pautsch, Charlie Dee, Sue Scheer, Mike Mandli, Dennis Kruse

Absent: John Kotar

Staff Present: Ben Popp

Approval of Agenda: Pautsch move, Dee second. **Approved.**

Approval of Minutes from April 20, 2020 Board Meeting: Scheer move, Dee second. **Approved**

President's Comments: Paul Eckerline

- Welcome.

Executive Director's Report: Ben Popp

- Birkie Trail Head - Currently focusing work on this area (developing a second "stadium") so that it is possible to use this as a venue for a "loop" Birkie if needed in the future.
In addition, opening more trails that we will be using for the Birkie Trail Run this fall.
- Highway 77 Bridge - currently working on the south side; this should be completed in mid-June.
- World Cup Race -Partnering with the Loppet Foundation for a bid for World Cup races
in 2024 (hoping to have several events in cooperation with the Loppet).
- Gitchi Gami Games to be held at Birkie Start Area January 16-17, 2021 and are part of the Junior Cup and Youth Cup series.

- Snowmaking – working on ways to improve snowmaking next year; the planned pond/water improvement project has been put on hold.
- Birkie Event Registration – Registration is going strongly. We are 1,500 ahead of last year at this time. We have gone through our first price hike (determined by inventory system rather than date this year). Compared to numbers at first price hike from last year, we are down in registrations by 20%.
- Covid 19 - Sawyer County Public Health is using our Finish Line Building/Trailer as a remote drive-through testing site. Discussed allocation of the OO Building to be use if needed.
- Trail Run – Registrations are coming in. Unsure of what type of event we will be able to have; alternative ideas are being evaluated (i.e., a virtual event, or small waves of runners at a time). There will be an event!
- We are working with Prime Time to develop a Birkie App that is very specific to the Birkie Trail. It can give data on things including: who has skied the most days; who has skied the most K's; who has the greatest elevation change; how many cars are in each trailhead parking lot (to help spread people out on the trail).

Committee Reports

Finance: Mike Brown

- We continue to have a very strong financial situation.
April 2020: Income \$17K, Expense \$121K, Net income (\$104K)
Year to date: Income \$3,319K; Expense \$2,731K; Net Income Surplus \$589K
Bank Balance \$452K (which includes \$222K in CARES Act Loans, of which most is forgivable); Earned Income YTD 65.8%
- Cares Act
We have received \$ 212K (Payroll Protection Plan) with the majority forgivable.
We have received \$12K advance EIDL with a 0.1% interest rate.
EIDL loans applied for include \$150K for ABSF, \$150K for LWC, and \$50K for Birkie Enterprises. These are 30-year loans with a 2.75% interest rate (lower than our LOC).
The ABSF loan is approved and we are still waiting for approval of the other two.

Motion made for ABSF to accept these loans and sign as soon as possible. Mandli move. Dee second. **Passed** unanimously.

- Annual audit is completed. There were minor call outs, but nothing major and all criteria met satisfactorily.
- Budget - Due to present uncertainties, a full year budget is not feasible with any degree of accuracy. Therefore, Finance Committee and ABSF staff are recommending a rolling budget with three segments: (1) 60 day/2 month budget; (2) 120 day/4 month budget; (3) 180 day/6 month budget. All present were in agreement with this concept. We may need to make changes in the Procedures Manual, to be addressed at our next board meeting.

Trail: Mike Mandli

- Telemark Redevelopment discussed.

Documentation: Charlie Dee

- Board of Directors election - An email sent out last week and a new tile added to the Birkie Website regarding nominations for the 4 open positions for the ABSF BOD.
- Changes recommended for the Procedure Manual as below. These changes pertain to timing of election of officers. The Documentation Committee recommends adding the paragraph below in red ink:

Election of ABSF Board Officers

1. The board will elect its President, Vice President, Secretary and any other officers it deems necessary by a simple majority at a duly noticed Board of Directors Meeting each year after the ABSF Annual Meeting. If there are new Directors elected in that year's Board Election, the election of officers will take place at the second scheduled meeting after the new term begins. If there are no new board members for the term, the election can take place at the first scheduled meeting of the new term, at the discretion of a majority vote by Directors. The officers will serve a one-year term or until the following year's ABSF Board Officers Election.
2. If there is not a majority vote for the officer, there shall be a re-vote.
3. If the second ballot continues not to produce a majority vote, each officer will be given the opportunity to address the board for a maximum of three minutes before a third vote.
4. If there are more than two candidates, the lowest vote getter in the third vote shall be dropped, and there will be a fourth vote. After the fourth vote, if there continues to be a tie, the director of the election shall flip a coin. The "caller" shall be determined alphabetically.

Motion made to amend the Procedure Manual as above: Dee move. Mandli second. **Passed** unanimously.

Competition: Dennis Kruse

- Ongoing discussions regarding possibility of hosting a World Cup event in 2024.

Skier Development: Jan Guenther

No report. (Anticipate that we will be in a better position to announce possible grants in the fall.)

New Business

- Next meeting scheduled for 6/15/20, 3-5 pm, Microsoft Teams electronically.

Adjournment at 4:45 pm.