

MINUTES

ABSF Board of Directors Meeting

Monday January 16, 2023

3:00 PM

Birkie Office

Board Members Present: Paul Eckerline, Tom Duffy, Kathie Pautsch, Madelaine Rekemeyer, Chris Morley, Sue Scheer, Mike Mandli

Electronically present: Bill Brown, Karen Manske, Andy Ubel, Kris Bjerkness, Jan Guenther, Yuri Gusev

Staff Present: Ben Popp, Mike Brown

Approval of Agenda: Duffy move. Mandli second. **Approved.**

Approval of Minutes from December 5, 2022 meeting: Duffy move. Ubel second. **Approved.**

President's Comments: Paul Eckerline

- There will not be a board meeting in February. The next meeting date is March 20, 2023.
- Paul asked that we consider if we should change the frequency of board meetings. A board retreat is being considered for this summer-more to come on this.

Executive Director's Comments: Ben Popp

- Ben sent out a detailed report electronically prior to meeting.
- The Development Director position is open. Andrew Wall has been awarded a grant to study mental health in schools. He will be missed, but has agreed to continue to remain on the Development Committee and help with the Mount Telemark Campaign.

We have hired a new Partnership Director, Andrew Manocneo, who is currently part-time, but will be full-time in May.

- CBS Sunday Morning will be here for Birkie 2023. They will be focusing on the history of the American Birkebeiner.
- We have been approved for a tracked wheelchair. This will be stored at the OO Outdoor Center.
- Seeley Hills Classic ski race and the World Cup Sprints were both great events this past weekend.
- The Wheeler Building is now completed.
- The re-routing of traffic to Mount Telemark via Telemark Road was discussed.

Committee Reports

Finance: Kris Bjerkness

- Mike Brown presented the December 2022 YTD financials.
Highlights:
December showed positive Net Income \$164K.
Assets surpassed \$10M.
YTD Revenue is strong +9.6% to Budget and +7.7% to LY.
Expense YTD is -1.2% to budget on a base of \$1.9M (due to prudent expense management by the staff).

Revenue \$4.4M YTD (favorable to budget and LY).

Expense \$1.9M (unfavorable to budget and LY, also due to strong expense management by team).

Bank Balance \$1.784M

Registrations for all Birkie events is nearly 11,200 (most ever), contributing \$1.9M in revenue.

Trail Pass Income YTD \$138K (also highest ever).

Cash Flow Forecast was shared.

Telemark Capital Campaign: Bill Brown

- The committee has reviewed the plans and supports moving forward with the campaign. All agree that an outdoor recreational center “Base Camp” is essential and will be the epicenter of Mount Telemark Village.

Campaign materials and fundraising strategies were shared.

Base camp building: 12,000 square feet (similar to the building at OO but 3 times bigger). Preliminary cost bids are \$275 per square foot putting construction cost at \$2.8M with another \$300K estimated for parking lot and landscaping. The committee recommends working with Royal Construction out of Eau Claire (well recommended and supports local contractors when possible/feasible). Next step is to complete architectural design and submit to state for building permit.

Motion: Authorize ABSF staff to proceed with pursuing a construction contract with Royal Construction for Base Camp. Duffy move. Pautsch second. **Passes** unanimously.

Ben will set up meeting in the near future for interested board members to go over the plans for the building in more detail to provide input and suggestions.

Mount Telemark operating costs and various financing options were shared.

Motion: Authorize ABSF staff to move forward with the Fundraising Campaign as presented. Mandli move. Ubel second. **Passes** unanimously.

Documentation Committee: Karen Manske

- The following motions were made by Andy Ubel and seconded by Karen Manske. These motions were presented today and will be discussed further at our next meeting.



ABSF Board of
Directors Motion 11



Birkie bylaws Art IV,
Section 5 President'

Competition Committee/World Cup Update: Ben Popp

- Hosting a World Cup Event in 2024 is unfortunately not financially feasible as we have been unable to secure a title sponsor. However, the planning for our 50th anniversary is underway and very exciting.

Birkie One: Chris Morley

- Birkie One has continued to have ski days with the LCO youth. It is fun and rewarding for all, and supports our mission/vision.

New Business:

- Next board meeting is Monday March 20, 2023 3PM at ABSF Office.

Motion to adjourn: Duffy move. **Adjournment** at 5:15PM by acclimation.

Addendum:

- A virtual meeting was held on Wednesday February 16, 2023 at 4PM to discuss moving forward with the silent phase of the Telemark Village

Capital Campaign. A quorum was achieved with the following board members present: Brown, Eckerline, Mandli, Pautsch, Ubel, Manske, Morley, Bjerkness, Rekemeyer.

Discussed that final construction drawings should be done by the end of March, after which the final cost can be determined. Goal is to start construction July 2023 with completion in spring/summer of 2024.

It is felt important to initiate the silent part of the campaign in order to start construction as soon as possible after the bid is approved.

Motion: Move that we approve the Development Committee to work with the ABSF staff to raise the funds outlined here for the Telemark Village Capital Campaign of approximately \$9.5M - the exact amount to be determined when the board approves the final bid for the building. Brown move. Morley second. **Approved** unanimously.

On February 3, 2023 the following motion was made electronically, discussed and voted on.

Motion: Authorize ABSF staff to proceed with securing a long term Agricultural Lease with the Cable Community Farm. Guenther move. Pautsch second. **Approved.**

ABSF staff will assure that this 3-5 acre parcel of land at Telemark Village will be in a suitable area and any building or infrastructure would be done only with ABSF approval.