

## MINUTES

ABSF Board of Directors Meeting

Monday May 22, 2023

3:00 PM

Birkie Office

**Board Members Present:** Paul Eckerline, Tom Duffy, Kathie Pautsch, Bill Brown, Mike Mandli, Andy Ubel, Sue Scheer, Karen Manske, Chris Morley

**Electronically present:** Jan Guenther

**Staff Present:** Ben Popp, Mike Brown

**Absent:** Yuri Gusev, Kris Bjerkness, Madelaine Rekemeyer

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

**Approval of Minutes** from April 24, 2023 meeting: Scheer move. Manske second. **Approved.**

**President's Comments:** Paul Eckerline

- Friends of Mount Ashwabay-Forest Practices  
This discussion was tabled until next month.
- Executive Director's Review  
Paul sent out an email detailing Ben's 2022-2023 goals. Board members are asked to provide input on Ben's performance of these goals, and Ben's performance overall. Bill Brown and Paul will then summarize the feedback, review it with Ben, then present to the board at our next meeting for approval of his compensation.
- Cable Community Garden  
Andy Ubel is helping with the lease agreement. The Bayfield County Zoning Committee has this on their agenda for their next meeting.

- **ABSF BOD Elections**

There are four board positions to be elected this year. Sue Scheer will work with staff members to coordinate the election as the secretary is up for re-election. Candidate applications are due by 5PM on June 28, 2023. Election period is July 1 – July 28. Election results will be announced on the Birkie website on August 1, 2023.

### **Executive Director's Comments: Ben Popp**

- Ben sent out a detailed report electronically prior to meeting.
- The meeting with the Birchleggings Club went well and they have agreed on a plan for us to distribute emails on their behalf.
- Ben shared Birkie event registration data comparison over the past several years. There are higher numbers of new participants and higher numbers of people signing up early. More women have signed up by numbers and percent compared to last year. As of May 18, registrations are 5,366, nearly 33% higher than last year.
- Our next BOD meeting is June 26. There will not be a July meeting. Our Annual Meeting is August 12, 2023.

### **Committee Reports**

#### **Finance: Kris Bjerkness**

- The 2023-24 Proposed Budget was shared with the following highlights:

Revenue \$5.98M

Expense \$4.68M

Net Income \$1.3M

Restricted Donations \$1.14M

Operational Net Revenue \$\$160K

YOY Revenue Growth is 1.5% while YOY expense is essentially flat. Revenue and Expense were each broken down in detail and reviewed.

Expected Available Capital Funds is \$400K.

Potential Capital Expenditures is \$254K.

Capital Budget available funds \$145K.

The Proposed Budget will be voted on at our June meeting.

### **Telemark Capital Campaign: Bill Brown**

- The committee continues to meet every other week focusing on fundraising strategies. John Schneider has joined the committee. Contracted employees are John Munger and Allison Slavik, being paid on an hourly basis. Prospect list for lead gifts is constantly updated. Birkie Fever Score is being utilized. Gift pyramid goals are being developed. A summer event with Cable/Hayward landowners is being considered. Marketing materials are being developed including a video. Solicitations are in progress.
- Total Mount Telemark Village cost is \$10M of which the building cost is \$3.2M. We have raised \$4.3M (including pledges of \$1.3M, grants \$2.4M, land sale \$0.7M).
- The major question is: How much do we need to raise before we begin (feel comfortable with) construction of Base Camp?

\$5.7M needed for 100% of funds needed for the full campaign.

\$3.2M needed for committed projects including Base Camp.

Typically 65% of fundraising funds are raised before a campaign moves forward from silent to public phase.

The committee is looking at various scenarios including a building loan. Decisions include how long we should wait before construction to raise the necessary money, and if we are comfortable with taking on additional debt.

Final construction costs are not in yet. Construction costs projected to go up approximately 10% per year. At least \$250K of our CDI grant must be spent by year end. We will have more discussion on this at our next meeting.

**Documentation Committee:** Karen Manske

- Andy is updating our Procedures Manual. The updated version will be sent out prior to board approval.
- Karen has updated the Board Committees on the Birkie website.
- A Human Resources Committee will be added to include Paul Eckerline and Bill Brown with Mike Brown as staff liaison.

**Birkie One:** Chris Morley

- The running series at LCO will conclude Wednesday 5/31 with the run at 5PM followed by a pasta dinner. T-shirts will be given to participants.
- The committee is working with Ernie St. Germaine for the Native Celebration which will be part of the 50<sup>th</sup> Anniversary of the American Birkebeiner.

**Old Business:**

- Anticipate future meetings to discuss funding and progress on Mount Telemark Village.

**New Business:**

- Next board meeting is Monday June 26, 2023 3PM at ABSF Office.

**Motion** to adjourn: Scheer move. **Adjournment** at 5:15PM by acclamation.

