

MINUTES

ABSF Board of Directors Meeting

Monday May 20, 2024

3:00 PM

Birkie Office

Board Members Present: Paul Eckerline, Chris Morley, Kathie Pautsch, Mike Mandli, Sue Scheer

Electronically present: Madelaine Rekemeyer, Karen Manske, Jan Guenther, Kris Bjerckness, Andy Ubel (Andy was unable to connect for the entire meeting and thus was not present for voting.)

Staff Present: Ben Popp, Mike Brown, Jim Sokup, Louise Dressler

Absent: Yuri Gusev, Tom Duffy, Bill Brown

Guests: Paul Thompson, Jim Tenorio, Edward Eroo (all present electronically)

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

Approval of Minutes from April 15, 2024 meeting: Scheer move. Mandli second. **Approved.**

President's Comments: Paul Eckerline

- Madelaine Rekemeyer is only able to attend the first part of our board meetings due to other commitments. Therefore, we will try to address critical agenda items early in our meetings.
- A potential donor list for MTV was distributed. Board members are asked to choose 10 donors on the list to call to discuss the wonderful things happening at MTV and to see if there is interest in donating to the campaign.

- The Grand Opening for the Trek trails powered by OTM, and the George Hovland Roller Loop is June 1. As Paul Eckerline is unable to attend, Mike Mandli will make a presentation as a representative of the board.
- Birchleggings Club Presentation:

Paul Thompson (President), Jim Tenorio (Secretary), and Edward Eroo (Webmaster) were introduced after which they presented a Birchleggings Club Update. Their excellent presentation is accessible on the link below.



BLC Presentation to
ABSF Board 5-20-24

The Birchleggings Club (BLC) was founded in 1992. Their mission compliments the mission of the ABSF. This is an optional club for skiers who have completed 20 or more Birkebeiner or Kortelopet events, or a combination of the two. BLC supports the ABSF in many ways. They are developing year-round opportunities to support their mission and an active lifestyle. They have several upcoming events detailed in the link above, all of which use RunSignup.

The BLC desires to expand their partnership with the ABSF. They would like us to consider having a designated seat for a Birchleggings representative on the ABSF BOD.

- Jim Sokup discussed 2024 proposed snowmaking budget and goals. Total proposed investment is \$135K which includes \$50K for two HDK guns and booster pump and 22 new pedestals. These new guns will be more efficient and provide a narrower strip. Goals are to increase pedestal locations, bury water lines, add two more wells, and add infrastructure for power. In ideal conditions, this would allow 1 kilometer per day of machine-made snow.

Other planned capital projects include work at the Birkie Trail Head, an outdoor storage structure, and a permanent bathroom near the Great Hall.

- Louise Dressler shared the Mount Telemark Village (MTV) Capital Campaign budget.

The entire campaign total is over \$7.6M which includes future donations and 95% of verbal commitments. Current MTV balance is \$352K. Total Base Camp Draws thus far is \$2.2M. Construction estimate is \$3.4M. Balance owed is \$1.2M. We have not yet needed to access our loan. A matching donation of \$80K has been secured and will be promoted through the Epic Bike Festival.

Executive Director's Comments: Ben Popp

- Ben sent out a detailed report electronically prior to the meeting.
- The city will be eliminating the adjacent parking lot to the ABSF office building to which we currently have an easement.
- The 2024-25 budget will be shared later in the meeting. Staff have worked extremely hard on this budget, which is the most thorough and complete budget that we have ever done.
- There are three more Wednesday runs left in the Run Series at LCO. They are utilizing the refurbished ski trails.
- An upcoming fundraiser for MTV is planned at the home of Mark and Anne Hooley in St. Paul on May 30th.
- Birkie week registrations are up 15% from last year at this time (4,714 vs. 3,835).

- The Georg Hovland Paved Trail Dedication and the official opening of the Trek Trails Powered by OTM is scheduled for June 1 from 12:30 - 2:30.
- The Epic Bike Fest is scheduled for the following weekend, June 7-9.
- The sales tax exemption issue is not yet resolved. A meeting with the Governor's office and DOR is scheduled for next week. Senator Quinn has been immensely helpful in navigating this process.
- As Louise mentioned earlier, we have an \$80K match donation from the Dahl Family that is being promoted as part of the Epic Bike Festival. If we reach the match, this will give naming rights for the MTV parking lot.
- The Worldloppet Ski Federation Annual General Meeting is scheduled for June in Sapporo, Japan. Ben will be in attendance and is a candidate for the new Worldloppet President.
- A group of Biathlon specialists will be coming to MTV on June 18 to finalize the layout of the range.
- The Department of Administration (who oversees grants) will be coming to some of our ribbon cutting events. We have received \$2M in grant dollars thus far.
- A draft lease for Telemark Stays camping was shared. They would like to start reservations in August. This is a proposed 10-year lease with 7.5% sharing of gross revenue. Deed restrictions are in place.
Motion: Move that ABSF BOD will review the draft lease to be discussed and voted on at our next meeting.
Mandli move. Morley second. **Approved** unanimously.
- The land purchase of the Golf Course and old Korte trail property is being finalized.

- A donation from ABSF to Hayward Schools of \$31K will be presented at 5PM this evening.

Committee Reports

Finance: Mike Brown and Kris Bjerckness

- The very detailed ABSF 2024-25 Proposed Budget was shared and discussed.

Total Revenue	5,897,804
Total Expenses	4,780,924
Net Income	1,116,881

Restricted Donations	1,150,000
Fundraising Expense	111,780
Operational Net Revenue	78,661

Comparisons to 2023-24 are not yet available as these are still in process. Detailed comparisons to 2022-23 were highlighted as well as actuals from the past 7 years.

Motion: Move to accept the proposed ABSF 2024-2025 Budget and vote on this at our next meeting.

Mandli move. Morley second. **Approved** unanimously.

Telemark Capital Campaign: Bill Brown and Ben Popp

- Discussed earlier in meeting.

Birkie One: Chris Morley

- The run series at LCO has been successful. The LCO Boys and Girls Club have also been participating this year.
- The Birkie One Committee has been consulting with the Loppet Foundation. The Loppet's program has three full-time development staff and are funded mainly through grants. They started with one middle school program and are now in all middle schools in NE Minneapolis and well as some elementary schools. They have summer programs and adult programs in addition to youth programs.
- Birkie One goals are to have one full-time staff person, and to increase outreach and build relationship with community members.
- They are looking at possible grant opportunities, including grants aimed at drug and alcohol prevention.
- Tamarack Health has a Community Health Improvement Plan (CHIP) which could be a potential partner for our Birkie One initiative.

Documentation Committee: Karen Manske

- The updated Procedures Manual has been uploaded to the Birkie website.

Old Business:

- Team Birkie: Yuri Gusev – no update.

New Business

- Our next meeting is Monday June 17, 2024, 3PM at Birkie Headquarters.

Motion to adjourn: Mandli move. **Adjournment** at 5:00PM by acclimation.