

MINUTES  
ABSF Board of Directors Meeting  
May 20, 2019  
3:00 PM ABSF Office

Board Members present: Paul Eckerline, Dennis Kruse, Mike Brown, Charlie Dee, Tom Duffy, Mike Mandli, Kathy Pautsch, Brett Rondeau, Sue Scheer, Yuriy Gusev, Jeff Tumbleson, John Kotar  
Digitally present Jan Guenther, Yuriy Gusev  
Staff Present: Ben Popp  
Call to order: 3:00 PM

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

Approval of Minutes from April 25, 2019 Board Meeting: Dee move, Mandli second. **Approved**

President's Comments: Paul Eckerline

- Executive session for discussion. No decisions.
- Executive Director Review and Annual Goals
- Executive Director will meet the following goals by May 1, 2020:
  1. Work with the Trail Committee to review property currently owned by the ABSF
  2. Work with Community members on a "Placemaking" proposal for the Lumberjack World Championships grounds
  3. Commit a Title Sponsor for Lumberjack World Championships
  4. Complete activities outlined in the Phase 2 plan: Bridge across Hwy 77
  5. Develop a proposal to be presented to the ABSF regarding the use of the "Telemark" property.

Motion to approve goals: Scheer move, Kotar second. **Approved**

- DK: Motion to authorize lease of starting line property from Telemark Partners LLC for two more years.: Kruse move, Mandli second. **Approved**

Executive Director's Report: Ben Popp

- Trail projects are underway. We will have an excavator for two months this summer to work on the Classic Trail, some of the snow-making loops, Korte stadium, OO building/grounds and plenty of erosion repair
- We're developing an idea of a "Sport Development" tour to visit various clubs in our region to see how we can help them.

- Staff Update: Colleen was doing registration/admin, John Oman was doing Reg/Data/Marketing. Ashley Shuman will be joining us to take over the marketing part with Nancy, as well as some of the administrative duties of Colleen. Colette Belisle will be joining us to take over ALL the registration parts, as well as some of the database stuff. We will be keeping John on in a part-time role to teach out new staff CRM, help with marketing lists and provide our CRM support (discontinuing our contract with Power Objects).
- Nancy worked on a volunteer video from Birkie – to promote / attract volunteers: <https://vimeo.com/334746214>
- Birkie Kids/Strength Park at OO will soon be done – along with the Virkus fitness room there. We already have teams asking to come use it.
- Andersons Maple just came on at a Gold Circle Elite level sponsor.
- We have brought Meredith into sponsorship one day a week to work with Susan on growing the program.
- ABSF made a payment to Birkie Enterprises to cover more of Louise’s salary; she ended up doing more work for ABSF than we paid for, so BE initially overpaid its portion of her salary. That is now all square.
- 77 Crossing is making progress. Working with DOT on permit, as well as final access details and cost. Will include it in the capital budget when as we plan.
- It looks like we’ll become a Ski Classics “Challenger” race.
- Preliminary discussion on idea of appointing board members for specific needs.
- We had a community meeting in Hayward to get feedback on our mission and vision.

## Committee Reports

### Finance: Brown

- Handout: P & L Summary + Cash Flow Forecast
- Variances were explained.
- April is always a light month for income. We’re sitting at \$3.4 M in income with \$3.1M in expenses, While we have surplus, we’re at low water mark for bank balance.
- Finance Committee reviewed preliminary 2019-2020 Budget and will send out summary to whole board soon. Will show how this budget compares to other budgets in future.
- Capital Budget: will discuss in detail next month, but 77 Bridge is looking like it will cost more than we initially thought.

### Trail Committee: Mandli

- We’ll have a meeting soon to inventory properties we own per Executive Director’s goals.

- Work this summer will be done on Korte trail to make sure the whole thing is 75 ft. wide, to straighten out and get fences up for this year.
- We discussed complaints about the Johnson Center being locked for Kortie and Birkie.

Documentation: Dee

- The office staff has been great helping prepare for ABSF Board election.

Competition: Kruse

No report

Skier Development: Guenther

No report.

Events: Pautch:

Old Business

Birkie Enterprises meeting was not held so we'll discuss at next month's meeting.

Adjournment: Pautsch move. **Acclimation.**