

ABSF
Board of Directors Meeting
March 26, 2012

Member present: Jane Bidwell, Don Becker, Scott Chapin, Tom Duffy, John Garrett, John Kotar, Dennis Kruse, John Leighton, Dave Nelson, Sue Scheer, Joe Timmerman, Mary Wingfield. Also present: Ned Zuelsdorff, Shellie Milford, Steve Narveson, Chris Campbell. Bill Bauer was present via "conference call".

Meeting called to order at 4:00 p.m.

Minutes of January meeting passed.

Agenda approval: John Leighton made a motion to strike new business C on the agenda: Discussion on 3rd wave, age placement. motion did not pass. Agenda approved

FINANCE COMMITTEE: Joe Timmerman reported on the minutes from the previous committee meeting. 1) North End trail fees were not included on income statement. Steve Narveson will correct disparity on future statements.

2) Tent cost budgets is too low.

3) Bussing budget was too low.

4) Elite Athletes: Benefits budget was too low. Housing was not included. Ned reported on agreement with Yuri (CXC), on stipends, to be paid to international athletes, based on FIS points. There was some question on the agreement with Yuri. it was decided that Joe Timmerman, Dennis Kruse, Sue Scheer and Ned, will meet to resolve issue.

5) Joe Timmerman makes MOTION; to keep the race entry fees for 2013 the same, no increase. Discussion followed on decreasing entry fees, increasing services and festivities for the 40th anniversary, MOTION CARRIED.

6) John Kotar makes a MOTION; That the Finance Committee consider a two year budget. MOTION CARRIED.

7) Skier cap for 2013. Discussion: Skier cap in past has created a budget that is in "the black". The cap makes it easier to budget, We know in advance how much to order for the race, such as bibs, food, porta-potties, etc. Comments on skier survey about congestion on trail, and impacts of increasing the numbers by smart growth. Scott Chapin makes MOTION; To Cap the event at 10,000 to include Birkie, Korte, Prince Haakon, with a committee to decide on issues that come up such as- how the races are split to come up with that number. Don Becker seconds motion. MOTION CARRIED. Don has questions on transfer of entries. That will be part of discussion within the committee.

8) Joe has requested that the entire board think about the issue of requests for donations by other entities (Ian Duncan's request for a donation to MS). What is our role? Mission statement. Should we form a committee to decide how we dole out donations? Discussion tabled to April meeting.

PERSONNEL COMMITTEE: Jane Bidwell asks for a meeting time for entire board to discuss ED evaluation. It is decided we will meet one hour prior to our April board meeting. Discussion on formalizing plans for an ABSF Business Plan. The Personnel Committee is requesting we start work on the plan now. Scott Chapin thinks we can do this with our ABSF staff working with his "in-staff" people, (insurance industry), and we could probably do it for around \$2500. Jane Bidwell makes a MOTION; We will develop an ABSF Business Plan within the next year, working with consultants from Scott Chapin's business to help with the human resources aspect (\$2500 budget). Our staff will work on other parts of the plan with input from entire BOD. Don Becker seconds motion. MOTION CARRIED.

COMPETITION COMMITTEE: The Committee has not met formally for the last few months. The Birkie has not been a part of the FIS Marathon Cup of the Worldloppet. Next year is our opportunity to be in the Cup. Sue, Ned and Dennis feel we must take the opportunity, and have made a tentative agreement with FIS to be a part of it next year. The cost to us is about \$10,000 more. Norway and Sweden will NOT be in the Cup next year. The number of participants in the Cup has grown dramatically in the last few years. More Americans are skiing Worldloppet races and participating in the Cup. Dennis Kruse makes MOTION: For 2013 (one year commitment), we would participate in the FIS Marathon Cup as part of the Worldloppet. Second by Tom Duffy. MOTION CARRIED.

FINISH LINE COMMITTEE: Tom Duffy reported on the many finish line improvements we implemented this year.

TRAIL COMMITTEE: John Garrett read in the minutes from the last Trail Com. Meeting. Do we need to extend the Classic trail? Maybe it should be a board decision. Food and aid station cabins- adding another at Timber Trail or high point? Ned- we don't need to move water tanks in the future. Joe Timmerman suggests we put improvement capital into the OO building rather than building more small cabins along the trail, the OO building is too small. The small cabins along the trail do provide comfort and safety for volunteers on race day.

EXECUTIVE DIRECTOR REPORT: The Jr. Birkie is down in numbers. The numbers for the Barnie, Barkebirkie, Giant Ski and spectators on Main, for those events is up. 273 skiers changed events this year, most from Birkie Skate to Korte skate, probably weather related. The ABSF staff is requesting changes of events, to be done, by January 31st. The mid February date we use now is too late for staff to address all the issues involved, and puts a great strain on them so close to race day. Discussion on this issue tabled till April meeting when Shelly gets back. We had 64 "drop outs" due to medical issues this year. Ned brought up several issues expressed in the skier surveys. Sponsor surveys are not in yet.

UNFINISHED BUSINESS: Telemark start line issue. Ned, Sue, Dennis, John Garrett and working with Joe Hoida, have submitted a proposal to Telemark representatives, (Dick Short and Steve Kauffman), in two phases. 1) Focused on trail easements as we use them now, as well as a new easement, we could use to create a new skate trail, that would allow us to bypass the properties on McNaught Rd. The meetings with Telemark reps. Have been positive on those issues. The next step is to meet with Dick Short, Steve Kauffman and Rick Carpenter (taking over Jack Moin's job). 2) Step Two is focused on an agreement to move the start off the Airport property, and onto Telemark Property. They would put up a new "colosseum" type building that we could use for our events. We would have to sign a long term lease of the

building for ABSF events. next step is to meet and work this out face to face. Dennis spoke about personal conversations he has had with Dick S., Steve K. And Rick C., without other committee members present.

The Hwy. 63 option of Klebenow property is valid through May. Plum Creek will not do options, but will hold for an unspecified amount of time. Efforts are on hold with Hwy. 63 option while we are negotiating with Telemark about easements. Joe T. Wants us to get some resolution on this matter soon. Sue and Dennis think there is no reason we can't accomplish this, but it is subject to being able to schedule meetings with Telemark reps., and they need to understand our urgency.

NEW BUSINESS: Discussion on third wave placement for people age 65+. Ned reported that there were 140 people age 65+ that were put into wave 3, that did not qualify because of time. These people are taking spots from people who do qualify because of time. The staff recommendation is to give people an option of wave 5, not wave 3, (based on age). Much discussion followed. Dennis Kruse makes a MOTION: People age 65+ will be put in after wave 4 (or earlier waves if qualified by time). The office staff will have discretion on the issue and set timing for the "new wave". Tom Duffy seconds. MOTION CARRIED.

Mary Wingfield recommends that we direct staff to come forward with recommendations with what can be done to make the sponsorship issue move forward. The ABSF Business Plan in the works, can we address the sponsorship goals in the plan. What are our goals and expectations with respect for pure income and in-kind donations. Ned reported on new ideas in the works with Susan Kendrick and her work with sponsors. Much discussion about sponsorship. Sponsorship Committee has been disbanded. Sue asks Ned to work with Susan Kendrick and come up with a report at our April meeting.

Sue brings up the staff request to move the timeline (cutoff), for wave changes to January, 31. It was decided to let the office staff make the call on the date.

Jane Bidwell brings up the issue of the lack of any prize money for the classic race. The issue was sent to the Competition Committee for further discussion.

Meeting adjourned at 6:30 p.m.

Submitted by Jane Bidwell, Ned Zuelsdorff and Sue Scheer