

American Birkebeiner Ski Foundation
Board of Directors Meeting
May 20, 2013

Members present: Jane Bidwell, Scott Chapin, John Garrett, Jan Guenther, John Kotar, Dennis Kruse, John Leighton, Amy Rowley, Sue Scheer, Joe Timmerman. Not present: Don Becker, Yuriy Gusev, Mary Wingfield. Also present: Ned Zuelsdorff, Shellie Milford, Ben Popp, Susan Kendrick, Steve Narveson, Chris Campbell

Minutes of the Meeting of April 22, 2013, were approved.

Agenda was approved.

Committee Reports.

Headquarters. Amy Rowley announced that the headquarters presentation would be postponed until the June 17 meeting and will include a cost estimate provided by a local builder. Several options are being considered: tear down current building and build new or remodel and add on to existing building. Discussion took place regarding: the scope of and how much space to allocate to Birkie Enterprises; consideration of moving BE out of the office into a separate location; the need to have more information regarding the amount of profit generated by BE.

Finance. Joe Timmerman explained that the monthly financial report looks dismal, but that is because registration is not opening until June 3rd; therefore, the income has not happened as anticipated when the budget was developed. The outlook will greatly improve once the fees start coming in. Steve Narveson explained that the on-line fee will be removed in the next budget as that fee is built into the registration fee. Joe also explained that the current assets are lower than budgeted because of the registration fees being non-existent at this time. Ned indicated that ABSF tapped into short term CD's but that Johnson Bank did not assess us any penalties to do so.

Skier Development. Scott Chapin indicated that the application is available and the deadline for submission is in August.

Competition. Dennis Kruse said that the Committee is suggesting incremental increases in prize money going from a total of \$40,000 to \$45,000. Also suggested is a Tony Wise award giving \$2500 to the top American man and woman. Also discussed was prize money for classic winners.

Personnel. Jane Bidwell welcomed Ben Popp. The Personnel Committee will be meeting on May 21st.

Trail. John Garrett reported that the Committee and trail staff agreed to create a written policy to have a March and April grooming protocol. Bill Pierce is concerned about mountain bikes creating a lot of damage on the trail. After discussion regarding the need for a Pisten

Bully, John Garrett made a motion to purchase the newer Pisten Bully which is at OO and sell the 1999 model. John indicated that the manufacturer wants the machine back very soon, so it is important to decide on the purchase now. >>>>seconded the motion. Motion passed.

Ned talked about the development of Birkie Ridge, the property off of Boedecker Rd which will connect to the Birkie trail. The Town of Lenroot granted approved for the development. The Sawyer County Board approved a donation of \$2700 in gravel and hauling. Mark and Chris Rasmussen will start working on the trail in less than two weeks.

Sponsorship. Yuriy filed a report which was read by Sue Scheer. The Committee is recommending that the ABSF have a minimum of \$50,000 major sponsor. Discussion took place regarding ways of working with potential sponsors to ask what they want from a sponsorship. It was recommended that the Sponsorship Committee meet with Susan and Ben.

New Business. Discussion took place regarding: budgeting for a headquarters building; fundraising for Birkie Ridge; question of sponsorship commissions; including Fat Bike Birkie in the next budget; question of money for additional staff person; suggestion of developing a pie chart of some other means of letting skiers know "where the money goes." Also discussed was the need to improve the bathrooms at OO.

Yuriy has requested that the Board consider dropping the last amount CXC owes for the grooming during the IPC. After some discussion, It was suggested that Yuriy personally bring this up for discussion at the June meeting.

Sue Scheer announced that she received information that Rosie's Field will be for sale for \$4-6,000 per acre. Rosie's daughter wanted the ABSF to know first so that we had the opportunity to purchase. Out of 120 acres, we utilize about 17.

The revised waiver agreement was discussed. Dennis Kruse made a motion that the waiver be adopted. John Kotar seconded the motion. Motion passed.

Meeting adjourned at 6 p.m.

Submitted by Shellie Milford