

MINUTES  
ABSF Board of Directors Meeting  
*March 27, 2017*  
3:00 PM ABSF Office  
Hayward, WI

Board Members present: Dennis Kruse, , Charlie Dee, Tom Duffy, John Kotar, John Garrett, Jeff Tumbleson, Mike Mandli, Sue Scheer, Jan Guenther

Digitally Present: Paul Eckerline

Board Members Absent: Brett Rondeau, Yuriy Gusev, Joe Timmerman

Staff Present: Ben Popp

Call to order, 3:00 p.m.

Approval of Agenda: Duffy moved, Scheer second. **Approved.**

Approval of minutes from January 17, 2017 Board Meeting: Duffy moved, Scheer second. **Approved.**

President's Comments, Paul Eckerline

Kruse sitting in as chair praised the ABSF staff for the amazing accomplishment of pulling of Birkie Fest and the Fat Bike Birkie despite horrendous weather conditions for both. At the Worldloppet meeting last week in Estonia, representatives from other races praised the way we handled the information flow leading up to the cancellation.

Executive Director's Comments, Ben Popp

- Just returned from the Birkebeinerrennet, and had a great experience. The Norwegian race has lost 7800 skiers in the past few years. I realized that our focus on "skier experience" is really working.
- Resolution necessary to accompany grant proposal to Wisconsin DNR for Phase II matching funds: Scheer moved, Duffy second. **Approved**  
(Resolution attached as Attachment 1)
- Due to race cancellation, we did not spend funds that were to be given to skiers as prize money. Would like to offer some of that for skier development, such as the WiNN High School Scholarship program and NNF summer camps for elite athletes.
- **Motion:** Twenty five thousand dollars of prize money not awarded in 2017 races will be awarded as skier development grants. The overall budget will remain the same. Scheer moved, Mandli second. **Approved** (one abstention)
- ABSF Staff Retreat will be May 15-16.
- The Shellie Milford Spirit of the Birkie Award: Dan Clark, 41 year volunteer. We will have an article about him in *Birch Scroll*, and we will present to him

- at a County Board meeting since he didn't attend the volunteer banquet.
- Local merchants didn't seem to have been hurt that much by cancellation. The biggest hit appears to have been taken by waxing services.
  - In a green effort, next year's registrants will be offered a \$35 Birkie Backpack as an alternative to the plastic bags for clothing dropped off and retrieved at finish line..
  - Working on getting names on bibs; we'll experiment next year with Elite and Spirit of 35 participants.

#### Development: Ben Popp

- We have \$335,000 in equity account now. Have raise \$840,000 in either cash or commitments for Phase II, so we're halfway to our goal.
- The Endowment Board met 2-3 weeks ago. Plan is Founders Group of several donors at \$25,000 to get ball rolling. Will meet again in April.
- Have numerous applications for replacing Chris McGrath whose last day was Friday. When we get someone, we will need help from board with the new director to work with contacts.

#### Committee Reports

##### Finance: Joe Timmerman

Popp reported on budget since Timmerman was absent.

- Financial statements distributed are through current date rather than through February, but are not complete. At April meeting Joe will present both February and March statements.
- Still some items not adjusted here. Some invoices haven't come through yet.
- We budgeted \$95,000 for Trail pass fees and collected \$91,000 despite the trail being closed for a portion of the season. It's clear that skiers have bought into this.
- Revenues: Gap between budgeted sponsorship income as \$397,000 but only \$354,000 shown is result of Swix pre-paying for two years at once, and we mistakenly booked the income all last year. So while we appear short this year, we really aren't.
- We got almost \$11,000 less income on Fat Bike because we anticipated more registrations at last minute, which we didn't get due to the foul weather. So we had 1,100 + paid, and 800 picked up bibs. Over 50% did not finish, mostly those without studded tires. All finishers had studded tires.

Trail: Mike Mandli  
No report

Documentation: Charlie Dee

- A template for board committee minutes has been sent to everybody. We have been lax in recording and storing those. Going forward, Colleen will keep both cyber and hard copies in a designated place in the office. So please email all minutes to her and to me after they're approved at the meeting subsequent to their recording.
- I'm working with Colleen on other documentation issues mandated in Bylaws and will report back when we've finalized.
- Procedures Manual Proposals:

## RESOLVING TIE VOTES

### A. Election of ABSF Board of Directors

1. If there is a tie vote, there shall be an immediate re-count supervised by the Secretary of the Board with each candidate or candidate's surrogate observing the recount.
2. If the Secretary is a candidate, the tied candidates or their surrogates shall mutually agree on an officer of the ABSF Board to supervise the recount.
3. Following the recount, a two-way tie shall be decided by a coin flip. The "caller" shall be determined alphabetically.
4. A tie of three or more shall be decided by the supervisor of the election drawing names out of a hat.

Dee Moved, Kotar Second. **Approved**

### B. Election of ABSF Board Officers

1. If there is not a majority vote for the officer, there shall be a re-vote.
2. If the second ballot continues not to produce a majority vote, each officer will be given the opportunity to address the board for a maximum of three minutes before a third vote.
3. If there are more than two candidates, the lowest vote getter in the third vote shall be dropped, and there will be a fourth vote. After the fourth vote, if there continues to be a tie, the director of the election shall flip a coin. The "caller" shall be determined alphabetically.

Dee moved, Mandli second. **Approved**

### Selection of ABSF Representative to Worldloppet Ski Federation

The Worldloppet Ski Federation (WSF) was the brainchild of ABSF Founder Tony Wise, and the American Birkebeiner was a charter member of the Worldloppet.

Recognizing the importance of this historic relationship as well as the mutual benefit, the ABSF Board will select from among its members a Representative to attend the WSF Annual General Meeting and will financially support his or her travel to that meeting, barring mitigating budgetary constraints.

The selection shall take place at the same meeting and following the election of officers to the ABSF. The Worldloppet Representative will serve a one-year term. In the event that the Board member's term of office ends, for any reason, during the term as WSF Rep, the ABSF Board will select a new representative to complete the term at its first meeting after that expiration or at a special meeting per Article III (6) (b) in the Bylaws.

In addition, the ABSF encourages the Executive Director also to attend the WSF Annual General Meeting and will financially support his or her travel to that meeting, barring mitigating budgetary constraints.

(This was broken down into three different votes, all moved by Dee. First section Mandli second, second section Kotar second, third section Duffy second. ) All **Approved**.

Skier Development: Jan Guenther  
No Report.

Competition: Dennis Kruse

- The committee will meet on Tuesday, 3/28/17 at 5 PM in the Birkie office to discuss the importance of an elite field of skiers in the Birkie. The options of participation in the FIS Worldloppet Cup or the Visma Ski Classics will be examined.
- Worldloppet Board Meeting in Estonia last week: best thing was emphasis on videos and TV productions, which are receiving large audiences in Europe. Of the 20 Worldloppet races 17 are available on Worldloppet website under "TV," and two more will be available soon.
- At our Birkie this year we had the best attendance ever at the Worldloppet breakfast, probably because nobody was worried about waxing.

New Business

Snowmaking issues discussed. Consensus expressed that Popp and Eckerline will plan a detailed discussion of various aspects of this for Board Retreat, May 15-16.

Adjournment

Duffy moved, Mandli second. **Approved.**

ATTACHMENT 1: Resolution for Wisconsin DNR Grant Request

WHEREAS **American Birkebeiner Ski Foundation** is interested

in acquiring or developing lands for public outdoor recreation

purposes as described in the application; and WHEREAS,

financial aid is required to carry out the project;

THEREFORE, BE IT RESOLVED, that **American Birkebeiner Ski**

**Foundation** has budgeted a sum sufficient to complete the project

or acquisition and

HEREBY AUTHORIZES **Ben Popp, Executive Director** and **Paul Eckerline, President** to act on behalf of

**American Birkebeiner Ski Foundation** to:

Submit an application to the State of Wisconsin Department of Natural Resources for any financial aid that may be available;

Submit reimbursement claims along with necessary supporting documentation within 6 months of project completion date;

Submit signed documents; and

Take necessary action to undertake, direct and complete the approved project.

BE IT FURTHER RESOLVED that **American Birkebeiner Ski Foundation** will comply with state

or federal rules for the programs; may perform force account work; will maintain the completed project in an attractive, inviting and safe manner; will keep the facilities open to the general public during reasonable hours consistent with the type of facility; and will obtain from the State of Wisconsin Department of Natural Resources or the National Park Service approval in writing before any change is made in the use of the project site.