

MINUTES  
ABSF Board of Directors Meeting  
June 24, 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 May 20, 2019 Board Meeting: Dee move, Rondeau second. **Approved**

President's Comments: Paul Eckerline

- Sat in on Birkie Enterprise board meeting today, It's planning to meet quarterly. Mike Brown is planning to create a dashboard to show BE financials. This will be shared with the ABSF Board immediately after it's next quarterly meeting. BE is considering engaging a marketing consultant.
- We'll have no board meeting in July, barring unforeseen circumstances.
- Sue and Dennis are going to ID pervious board members so they can be contacted about their perq of free entries to events.

Executive Director's Report: Ben Popp

- Ben asked the board to consider allowing the appointment of members to the Board of Directors in order to get particular expertise that we wouldn't already have. He mentioned a specific person who would be excellent to be involved in strategic planning. Brief discussion followed. There will be a longer discussion scheduled at the September meeting.
- Budgeting for 2019-2020 is moving forward. We're taking a close look at capital expenses needed in the future.
- Birkie entries are at historic highs, exceeding 2017 totals, which were highest ever.
- We had an ABSF booth at Grandma's Marathon. We were primarily promoting our trail run. It was surprising that most of the people approaching the booth had never heard of the Birkie.
- The Board went into Executive Session.
- The Board left Executive Session MOTION: ABSF Board authorizes the Executive Director to move forward with the real estate transaction discussed in Executive Session. Scheer move, Kruse second. **Approved.**
- Ben, Kristy and Dennis attended the World Loppet AGM. There will no longer be a World Loppet Marathon Series competing with the FIS. The WL's focus going forward will be to function as the central organization for citizen skiers.

## Committee Reports

Finance: Brown

- Handout: P & L Summary + Cash Flow Forecast  
\$3.2 M YTD in income. We're slightly under budget, currently running a net surplus of \$560,000.
- Variances were explained.
- We've cleared the low point in our annual cash flow cycle and are in good shape.
- Our taxes were prepared by our CPA. We had no issues.
- The 2019-2020 Budget was presented. MOTION: Approval of 2019-2020 Budget as submitted. Mandli move, Scheer second. **Approved**
- Capital budget was submitted. There's a \$139,000 deficit that includes depreciation and the cost of constructing the Highway 77 bridge. We have a line of credit to use for cash flow during this period. MOTION: Approve Capital Budget as submitted. Mandli move, Duffy second. **Approved**

Trail Committee: Mandli

No report.

Documentation: Dee

The period for self nomination of candidates for ABSF Board of Directors election ended last Friday at 5:00 PM. Five candidates will be on ballot for two open positions.

Competition: Kruse

No report

Skier Development: Guenther

No report

Events: Pautch:  
No report  
New Business

There is currently no organization in the Midwest sponsoring and developing 22-30 year old highly competitive skiers. Ben, CXC and The Loppet are in discussions about a collaborative enterprise that would possibly develop a team.

Adjournment: Duffy move. **Acclimation.**