

MINUTES

ABSF Board of Directors Meeting

Monday July 19, 2021

3:00 PM

ABSF Office

Board Members Present: Mike Mandli, Jeff Tumbleson, Kathie Pautsch, Mike Brown, Paul Eckerline, Tom Duffy, Sue Scheer, Yuri Gusev, Jan Guenther, Bill Brown
Electronically present: Charlie Dee, Karen Manske

Absent: Brett Rondeau

Staff Present: Ben Popp

Guest Present: Dave Tworek

Approval of Agenda: Mandli move; Eckerline second. **Approved.**

Approval of Minutes from June 21, 2021: Duffy move. Eckerline second. **Approved.**

President's Comments: Mike Mandli

- ABSF annual meeting is Saturday, August 14, 2:00PM at the Birkie Trail Head. Dedication of the Becker Law Link is 11:00AM that day. Staff and board members are encouraged to attend.
- Executive Director's Evaluation: The evaluation/goal committee has met twice. The agreed upon goals and concerns were presented to Ben. Ben reminded us that he is always available to talk.
Motion: Move to approve the Performance Review and Goals for Fiscal Year 2021-2022 as presented. Duffy move. Guenther second. **Approved.**
- Discussion of sale of 4 acres of land to Dave Tworek for the purpose of building a hotel on the eastern part of the Telemark Property (TP).
 - This fits in very well with the overall concept and plan for this portion of the TP.
 - Would house up to 50 people and would be very useful for youth camps, etc.
 - This requires a conditional use permit and needs to be approved by Bayfield County Board. ABSF needs to make the request for this permit; Dave Tworek could act as an agent for the ABSF for this purpose.
 - Tennis courts need to be removed (approximately \$3K to do so).

-An architectural board will review all construction on the TP.

Motion: Move to allow Dave Tworek to act as an agent for the ABSF for the purpose of obtaining a conditional use permit for 4 acres of the Telemark Property. Pautsch move. Eckerline second. **Approved.**

Motion: Approve proceeding with a Purchase Agreement with Dave and Ronda Tworek toward purchase of 4 acres of land on the eastern section of the Telemark Property for the purpose of building a hotel. Pautsch move. Duffy second. **Approved.**

- Birkie Enterprises needs to replace 9,000 stock shares.

Motion: ABSF petitions Birkie Enterprises to replace the missing stock certificates (9,000 shares). Eckerline move. Duffy second. **Approved.**

Executive Director's Comments: Ben Popp

- Working on Annual Report including a letter from Ben and Mike Mandli with acknowledgements to staff on their hard work this past year.
- LWC is scheduled for July 29 – 31 with the Lumberjack Run on Saturday August 31.
- Fundraising for Telemark Capital Campaign is going well; just received a \$100K donation.
- We have 2 extra guns and more water capability for snow making this season.
- The trail crew has been working on the World Cup Trails at Telemark.
- World Cup 2024: working on an expense prediction and financing; will know more in September. No decision will be made until then.

Committee Reports

Finance: Mike Brown

- Year-end financials reviewed:
\$3.033M Revenue
\$2.523M Expense
This is very close to budget (\$9K variance); drivers are unchanged.

Total Assets \$7.6M

Total Liabilities \$3.95M (increase due to Telemark, snowmaking, and equipment)

Bank Balance \$458K (a historic low, but paying for the demolition of Telemark)

Cares Act update:

Approval of \$500K EIDL Grant money (2.75% over 30 years)

Otherwise no change in other loans; applying for forgiveness for the PPPv2 loan.

Donations for YTD are strong \$918K (double budgeted amount).

Trail Revenue is almost \$6K for this month (increase of 600% from last year).

Event participants are strong: 6,250 for Birkie events, 490 for Trail run (both up from last year).

Telemark Capital Campaign: Bill Brown

- The first fundraising postcard has been sent out and the website has been getting a lot of hits.
- Working on a campaign for the Board of Directors. Devising talking points/FAQ's for board members to access.
- Meeting next week to outline next steps and make a target list for potential donors.
- Fundraising is focused on the Core Investments first.

Documentation Committee: Charlie Dee

- Working on a formal way to document the Executive Director's annual review and to file the information yearly; files to be kept with the BOD President. (Securing a permanent file of the ED goals, salary. etc.)
- Four things that will be reviewed in the next few months include:
 1. Permanent record of ED review, goals and salary (as noted above).
 2. Language and best practice for turning down contributions if deemed appropriate.
 3. Language on inurement c/w IRS regulations.
 4. Documentation of Executive Session: currently no minutes are taken or kept; need to have a policy for taking minutes and keeping them accessible to Board of Directors.

Diversity Committee: Jeff Tumbleson

- Birkie One has had a few meetings. Currently reaching out to LCO members to join the committee.
- Goal is to make it easy for all to participate; would like LCO Board and ABSF to come together to break down barriers.

New Business:

- Congratulations to Yuri Gusev as the new Chairman of the National Nordic Foundation!
- Ben announced that (as part of the Birkie Green initiative) we are switching to Borah for bibs that are made from recycled pop bottles. One bib is made from 6 bottles.
- Next meeting is our Annual Meeting: August 14, 2PM at the Great Hall (Birkie Start).
- **Motion** to adjourn: Duffy move. Pautsch second. **Adjournment** at 4:20 PM.