

## MINUTES

ABSF Board of Directors Meeting

Monday October 18, 2021

3:00 PM

Samuel Johnson Outdoor Center at OO

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

**Staff Present:** Ben Popp, Stephanie Martin

**Guest:** Dave Tworek

**Approval of Agenda:** Mandli requested to change the election of officers to the first agenda item. Scheer move to approve amended agenda. Duffy second. **Approved.**

**Approval of Minutes** from September 20, 2021 meeting: Dee move. Duffy second. **Approved.**

### **Election of ABSF Officers for 2021-2022:**

Secretary: Pautsch nominated by Mandli. Eckerline second. Approved by acclamation.

Vice President: Tumbleson nominated by Scheer. Mandli second. Approved by acclamation.

Treasurer: Dee moved to reappoint Mike Brown. Scheer second. Approved by acclamation.

President: Eckerline nominated by Pautsch. Dee second.

Mandli nominated by Tumbleson. Scheer second.

Eckerline elected for President.

### **President's Comments:** Paul Eckerline

- Mike Mandli was thanked by all for his hard work and service as ABSF President during a particularly difficult and unprecedented year.

- Meeting Dates for 2021-2022 board meetings:  
-Brett Rondeau has a conflict on Monday afternoons. Various options considered with no firm decision made. Next meeting will be Monday December 13, 3PM at the Chicago Club, to be followed at 5PM by a Holiday Gathering with board members, staff, and significant others. There will not be a November meeting. The January meeting will likely be the third Monday at 6:30PM. Eckerline will send out an email with the dates and times for 2022 meetings.

### **Executive Director's Comments:** Ben Popp

- World Cup 2024 Update  
-ABSF staff have met with US Ski and Snowboard regarding potential title sponsors.  
-Loppet Foundation is expected to reach a decision regarding their involvement by December. No decision made by ABSF yet.
- ABSF donated 500 hats to Fort McCoy to help the refugees that are housed there. Thanks to Jimmy Sokup for brainstorming this idea.
- Team Birkie has been promoting our sport through various community programs. They will also be present at the Turkey Birkie.
- Below is a summary of the four grants that ABSF staff are working on to help fund the Telemark Project:

RTP (Recreational Trails Program) is a \$102K grant that will be used for trail rehab on the Telemark Property, as well as rehab of the small cabin on the property.

An Acquisition Grant for \$321K is tentatively awarded; awaiting approval from the Joint Finance Committee.

ABSF is applying for an \$8M Federal Economic Development Grant to be used toward an Outdoor Center at Telemark. There is \$25M available for a five (Midwest) state area to be used for infrastructure surrounding tourism. The grant requires that the site be shovel-ready with 30% of the planning done. Working with LHB for rendering of a 9,000 square-foot building. If we receive the full grant, the plan is to seek LEED Platinum Certification for the structure.

Applying for a fourth grant through the Cares Act, dedicated to tourism. ABSF is seeking \$3M of the \$10M available to state. The grant application is due November 1.

- Dave Tworek is working with Cable Planning Commission and Cable Town Board to approve plans for a hotel at the Telemark Property.
- No update from the Titus Family regarding the sale of Telemark Golf Course.
- World Loppet update:
  - The first 2 races have been cancelled and there will be no Marathon Cup this year.
  - American Birkebeiner is expected to have a strong field this year.
  - Classic race prize money will increase this year; skate will remain the same.

## Committee Reports

### Finance: Mike Brown

- Financial Summary

Month: Revenue \$380K (\$15K short of budget)  
 Expense \$288K (very close to budget due to good staff management)  
 Net Income \$90K

Year to Date: Revenue \$2.43M  
 Expense \$716K (\$83K favorable to budget)  
 Net Income: \$1.72M

Telemark: Revenue \$763K (Idle Site Grant plus receipt of first two payments from Landmark, with third due on 11/1/21)  
 Expense \$185K  
 Net Income \$578K  
 Total Assets \$2.2M

Fundraising efficiency is low at 0.8%, which is very good.

Capital Expenditures is \$6.3K for month and \$14K for year.

Trail Pass Revenue is very strong: \$3.8K for month (up 432% compared to this month last year) and \$57K for year (up 99% from last year).

Event participants:

- As of the end of September 8,000 total registered for all Birkie events (Birkie, Korte, Prince Haakon, including open track) vs 8,400 in 2019. (At current date we have 8,600 registered.)
- Birkie Trail Run had 998 participants this year.
- 136 registered for Borah Epic 2022 to date.
- Approximately 100 registered for Telemark Ascent.

### **Telemark Capital Campaign:** Bill Brown

- Expense for the purchase and demolition of Telemark Property is \$2.23M. Income received to date is \$1.3M.
- We have received donations to Conservancy of approximately \$100K.
- There will be a second tour/presentation at the Telemark Property on October 23rd.
- Promotional events are being planned in Minneapolis, Milwaukee, and Madison.
- Seven board members have contributed to the Capital Campaign thus far, with the intent of all board members making a contribution.

### **Documentation Committee:** Charlie Dee

- Karen Manske is replacing Sue Scheer on the Documentation Committee.
- A draft of a Gift Acceptance Policy (GAP) including a Donor Bill of Rights has been sent out to all board members and ABSF staff.

**Motion:** Move that the board recommends this GAP be submitted to independent counsel for review with the understanding that once that review is complete and possible changes made, the board will vote via email on adding it to our Procedures Manual. Dee move. Pautsch second.

Discussion on the section regarding use of legal counsel. Consensus was to reconsider this part of the GAP. Vote was tabled at this time.

- At the recommendation of board members, the Documentation Committee will propose a change in the language of the Procedures Manual so that the election of officers will occur at the end of the board meeting in the future.

## **Diversity Committee:** Jeff Tumbleson

- The Birkie One Committee continues to work with representatives from LCO, including Ernie St. Germaine. Recent discussion centered on keeping the Telemark land sacred, being good stewards to the land, and using our land in healthy/balanced ways to enhance the health of our community.
- Ben and staff are working with the LCO School to reopen an old ski trail on the reservation.
- Diversity Committee proposes the addition of an appointed representative from LCO to the BOD. They will write up a formal proposal outlining the rationale for this.

## **New Business:**

- **Motion:** Move that the board accept the lease agreement with Dave and Rhonda Tworek, updating the language in the agreement to “reasonable sole discretion” by the ABSF. Eckerline move. Mike Brown second. **Passes** unanimously.
- Next meeting is Monday December 13, 3PM at the Chicago Club, to be followed at 5PM by a Holiday Gathering with board members, staff, and significant others.
- **Motion** to adjourn: Duffy move. **Adjournment** at 5:00 PM by acclamation.

## **Addendum:**

- On November 23, a resolution allowing Ben Popp and Andrew Wall (as our new Development Director) was sent electronically to supersede a previous resolution allowing them to liquidate donations of stock using Ameriprise as our broker. These funds would then be transferred directly to our ABSF bank account.

**Motion:** ABSF Board hereby authorizes Ben Popp, Executive Director and Andrew Wall, Development Director to liquidate stock donations with no change in the liquidation process. Mike Brown move. Rondeau second. **Approved** unanimously.