

March 2016 GMNC Board Meeting

Attending: Dave, Jodi, Kristina, Callie, Christie, Clint, Tom, Winslow, Lew

Regrets: Greg, Christina, Christie, Susie, Anita

Guests: Terry Stright

Motion to approve minutes, seconded. Passed.

Maps: We've been going through a lot of them lately. Probably need to reorder for next year. Should we charge for them?

Finance report: Short on business memberships, \$6300. Unrestricted grants over forecast. \$7789 over on memberships. Have made a little profit on hats, although we're under the estimate. Expenses – biggest increase this year was in grooming costs. Compared to budget, we were going to be -17K in hole, but we made some of that up. Total expense number about \$92K. Net loss \$10,639. So we closed the gap by \$7k. Deficit is about the same as last year.

Total grooming hrs thru Dec. 464 this year, 185 last year.

Membership up \$11,354 over last year. Unrestricted grants up \$4k. Bus. Memberships down \$1809. Hourly grooming and payroll up \$12,656 from last year.

For Gliders, we got about \$315 to cover overhead/grooming, etc. No income from Jr Ski program or Skis for Kids.

Liquid assets - \$187,654. Restricted funds \$96,606. Our reserve is \$73,621, less than a year's expenses. About \$35K in capital equipment fund. We are projecting expenses to total \$92K. We may have reached income threshold, may be time to figure out how to cut expenses, administrative and otherwise, while still protecting grooming budget.

What to cut? Both races and adult programs contribute to general fund. Jr. programs do cost us. We pay for grooming, Kristina's time, bookkeeping. Growing income by adding programs is backwards.

We should have big sign about recommended daily fee. Should be focusing on people who are freeloading, using trails without contributing. Membership tables didn't generate any new members or income. We get 20,000 skier visits every winter, if we got the freeloaders to contribute it would close our budget gap. Member numbers are stagnant. We may have hit the max for that.

Clint – should we pay someone to stand at trails at peak times and point people to donation boxes? Boxes are way over to side, too low to ground, hard to get to.

We need to crunch numbers for each program and figure out where to cut expenses. Each program owner can bring this to next year. Adult programs don't need to do this because they're contributing.

Stepwise process – get to new budget by end of May. Turnover of June 1 for fiscal responsibility. Callie notes it's really difficult to make that deadline, and it's the treasurer's job to come up with the budget. Fiscal activity is low in the summer. Asking volunteer treasurer to come up with budget for May is asking for extra work. Timing of our fiscal year – we're closing it out in May when there's a lot of activity. No purpose to having a budget in May. Instead should do it at first meeting in fall. Has to be useful budget based on accurate detail. Let's get the budget done by Sept. 1. First board meeting should be then. Continuing discussion of strategy and path forward.

Callie can circulate financial committee's recommendation about handling expenses in off season. We can skip the May meeting and send final financial reports by email. At season's end, work toward more accurate grooming budget. Winslow and Kenton will do that. Loose season is one reason we are over on grooming. Need better handle on firm dates. Could then budget money monthly. Should just spend the grooming money we have and when we run out, that could motivate people to donate to get extended grooming.

Terry: retired PA in Montrose. Treasurer of HOA. Very interested in GMNC treasurer's job. Detail oriented. Has time to devote to it.

Last weekend for grooming: March 26 – 27. Seconded, passed.

REI grant-- can focus on grooming, going into general fund. Max. \$6K. Colo Parks and Wildlife – presentation to Mesa Cty commissioners. Pretty jazzed. Grant applied for in fall. Awarded in Feb/March and then you have to spend money. Need to come up with \$60K for match.

Trail use strategy – we need dog closure at Skyway. We do not want to encourage skijoring. It's too high speed and hazardous.

Motion for asking Forest Service for dog closure at Skyway. Seconded. Unanimous.

We have done a poor job of signing trails with etiquette, helping snowshoers know where to be. They should be FS signs, not our signs. Not clear what FS responsibility is for signage. Can we get businesses to pay for them?

Delta Cty schools – start taking over Skis For Kids. Want to make sure that program is a priority, maintenance of inventory. If schools let go of program it needs to go back to us. We should make a really clean break, we don't want to own and maintain equipment. If they're going to run 1,000 skiers they should pay a user fee, rather than use our trails for free. Keep it simple. We don't want it to impact Gliders program. Dave will negotiate on board's behalf, run proposal by board. Motioned, seconded, passed.

Coldwell Banker – No, we do not want to send this letter to members. The intent is really good, to help raise money, but we think the impact on members would be negative, and they would probably be unhappy that we shared their information. Instead we will put this on the website under Membership Benefits. CB should become a business member,

Membership update – lapsed membership notice sent out, got 10 renewals. Working on member

benefits and increasing business memberships.

Newsletter – end of year wrapup. Get to Kristina by end of March.

Membership survey – should not do unless we have a clear purpose for doing it. Don't want to ask members about things we can't do. Focus our efforts on collecting more money at trailheads.

May meeting – we are obligated to have it according to bylaws. It's our annual election meeting.

We can make that April instead. April will be last meeting this year, then let's add September. Shifting our meeting dates.

Motion to change annual meeting to April, cancel May meeting, add September, if bylaws allows.

Seconded, passed.

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Motion to approve minutes, seconded. Passed.

If anyone's program needs a board decision before Mar. 8, needs to be discussed tonight.

CDOT needs to start knocking down berms at exits to Skyway and County Line. Front end loader will be up this week and fix it.

Callie: Treasurers report. Ahead in membership, \$9600 over last year. Overall \$13K ahead of last year – this year we have more unrestricted grants and memberships. We spent about \$2K on promotional items, but \$2K less on trail maps. Last year at end of year we had 185 hrs of grooming Oct.-Dec., this year so far 464 hrs.

Still looking for treasurer. Kim Roberts declined. Maybe still a way to split duties more.

Dave suggests we could reformat membership director job to include some of those duties.

Operations: Winslow. Kevin wrecked his truck, but is okay. Hired new groomer who used to work at Powderhorn. Matt Gallob. Doing great. John Canty will be on retainer. 3 groomers – good for rest of season.

Snowcat maintenance less than last year. Continue to be frustrated with snowmobile maintenance. Rebuilt snowmobile had gear shear off, would cost \$3K to fix.

Team from Oregon State University will come down for CMU sprints, Skyway Scuffle. We'll need a snowmobile for that day, for safety.

Clint: Do we have a moral obligation to keep a running snowmobile for rescues?

Dave: Our ops plan calls for just calling 911. Ambulance crew brings their own snowmobile.

Winslow: We always have to have one available at sanctioned events, and should at citizen races too.

Kyle: We have radios this year and will be able to communicate between aid stations and keep better track of who's where. We should have volunteers sweep the course this year.

Lew: Can we get a snow report in the morning? It comes out at 4 pm and then describes what's already been done. We need info about grooming to decide if we want to come up.

Dave: Groomer calls into Kenton so he knows they are off the mountain and okay. Kenton relays that to Kristina who puts it on website. Winslow needs to talk to Kenton about using SPOTs so that it automatically updates. Can Kenton put up grooming report himself and not have to go through Kristina? Give him password for website. He can at least post a quick status about what is going to happen for grooming that day. Groomers have been doing awesome job.

Winslow: We beat the SPOT thing to death every year. Probably not going to happen that it always gets carried on whatever machine is grooming.

We should just remove the SPOT THE GROOMER page on the website since it's not getting updated. Kristina please do this.

We still need SPOT for safety. We should not renew the tracking feature of SPOT next fall.

Anita: Long term viability of Skis For Kids. With GOCO grant there's the Nature Connection building. Could move the gear to that building. School district is all for that. Would board support shift of operations to that building in Hotchkiss? Next year could have full time person doing Skis For Kids and other stuff out of that building. Win for us – gear would be insured by school district. Kurt Clay thinks it's viable, would like to do contract. If that building isn't going to continue it would come back to Nordic Council. Can she apply for grants through school district to do that? Two grants, one for personnel, one for equipment. If it's run through school district, expenses run thru district, financial stuff is handled by them. Only con – making sure communication piece is set. Whoever's in that position has to have good communication. Links between website. If taking people up to Mesa, making sure there's grooming, determining how it's paid for. Don't seem to be any negatives for this plan. WE

would have to continue serving all school districts. Would need to iron out details about ownership of equipment, what happens if something gets broken, what about replacement gear and trailers, etc.

Could do long term lease of that equipment to school district. SFK would support Gliders and Barneloped.

Anita needs to know if she should apply thru school district or thru GMNC.

Clint motions to support proposal for applying through school district, Lew seconds, all are in favor.

BOARD RETREAT:

What topics do we need to cover when we have Carlene for moderating our March meeting?

Need to cover staffing. Treasurer probably needs to be a paid position. Look at grooming as well. How is our employment structure working?

Programs – we tend to look at them as being “owned” by individuals. They are siloed – Dave has hut, Christina has junior program, Winslow has ops, etc. We need to be more cohesive in how we approach programs, and support each program.

All programs have come into existence because they have champions willing to put in time to make it happen.

Need to get better at using volunteers. How are we working with them? Are we meeting their needs? Are they being well matched when they want to help? How can we help members feel engaged and useful?

COPMOBA – possibility of developing summer mountain biking. Permit with Forest Service – can we get to keep our hut up year round? Other temporary structures are allowed to stay in place (i.e. corrals, etc.)

Need to have events scheduled and budget process done earlier in year, March or April, for marketing.

Dave will mail out “parking lot list” to board, to develop agenda for working with Carleen.

Colorado Parks and Wildlife – will pay for Nordic grooming. We need a letter supporting going after a grant from them. Dave sent a draft letter. Grant w/ budgets needs to be completed, due in Nov. 30% of grooming purchases using grant funding has to come from cash, we can go after businesses and memberships to contribute that. We would get that money for 2017-2018 and that's perfect timing for getting a new snowcat.

Clint moves to adopt the letter. Tom seconds. All in favor.

Jerry Evans – how to honor him? Susie Evans served as our treasurer for many years. An award at one

of the races? Dave suggests that just this year, top male and female finishers get Jerry Evans award. Tom will work on that.

Recap of weekend events. Any ideas for mitigating traffic and parking? We need 2 volunteers at Skyway to take turns from 8:30 to 11 or so to wrangle parking.

Need to have membership table signups for 3-day weekends in January and February. 10:30 to 1:30, at County Line. Will do signup online.

Skyway parking lot. 4 diff options. Lots of concerns mentioned about the plans, Dave will convey to Forest Service.

Hats – Lew brought 50 to the meeting. We paid \$20 for them, plan to sell for \$30. We should get them out there and start selling them so they don't show up as a loss for this year. Kristina will control inventory.