

Alyeska Ski Club Board of Directors

Meeting Minutes

Date: December 5, 2018

Time: 11:30 am

Location: JL Towers, 3800 Centerpoint Drive, Suite 901

Participants:

- | | |
|--|--|
| <input checked="" type="checkbox"/> Stig Colberg | <input type="checkbox"/> Rob Buck (out) |
| <input checked="" type="checkbox"/> Gordon Descutner | <input checked="" type="checkbox"/> Nancy Kragt |
| <input checked="" type="checkbox"/> Jeff Gries | <input checked="" type="checkbox"/> Joey Austerman |
| <input checked="" type="checkbox"/> Paul Lantz | <input checked="" type="checkbox"/> Clint Lentfer |
| <input checked="" type="checkbox"/> Matt Tanaka | <input checked="" type="checkbox"/> Tim Charnon |
| <input checked="" type="checkbox"/> Julie Wrigley | <input type="checkbox"/> Rob Wasserman (out) |
| <input checked="" type="checkbox"/> Matt Hemry | <input checked="" type="checkbox"/> Lara Hildreth |
| <input type="checkbox"/> Carl Swanson | <input type="checkbox"/> Scott Zahn (out) |

Meeting Motions:

1. Matt Hemry motioned to approve meeting minutes from the 10-4-18. Seconded by Nancy Kragt. Approved unanimously.

Meeting Minutes:

Agenda: Approved

Chairman's Report – Jeff Gries

- Programming Update
 - Nikiska camp is in progress and receiving positive reviews
 - Freeskiing starting this week with dryland training this week, with first competition slated for January 2019
 - Results for FIS racers in national event were overall better than previous years
- Registration Numbers
 - Updated numbers not specifically discussed by Chairman in his report
- Pending Resort Sale
 - Lots of attention from all programs regarding the pending sale.
 - New tentative closing date is 12/14/18.

Finance Committee Report – Stig Colberg

- Report format has been modified to more clearly show revenue budget, forecast, and actuals on a program-specific basis. Kudos given to Keith Hand, the Juniors representative to the Finance Committee, for his efforts to make this happen.
- FY19 Budget vs. Actuals through November 2018
 - Imprecision in enrollment estimates has led to <\$45K>. For example Juniors enrollment at 125 versus estimated 162, although Freeski at 50 versus 30 estimate. This downturn partially offset by hiring one fewer FIS coach.
 - Expenses down by estimated \$36K, mostly labor-related costs, resulting in net <\$9K> YTD bottom line relative to budget.

- Discussion of how to improved budgeting in the future, particularly with respect to estimating juniors enrollment. Last three years were 90, 100-ish, and 132, so 160 probably too aggressive and the 125 currently enrolled likely an appropriate “saturation” number.
 - Master’s registrations not open yet, but not expected to have significant impact on financials.
 - Revenue from ski swap and Warren Miller films exceeded expectations, at least partly due to additional \$1K in raffle sales.
- Balance Sheet
 - Total equity down \$70K relative to same point last year; Stig reports he is not concerned at this point but will continue to monitor and re-evaluate with year-end numbers.
 - GVSEF funds – GVSEF Board of Directors anticipate to step down and be replaced with members of ASC Board of Directors to keep entity alive; Finance Committee will develop recommendation for use of remaining funds.

Development Committee Report – Lara Hildreth

- Corporate Sponsorships
 - Approximately 100 corporate sponsors.
- Annual Auction
 - Date is February 2
 - Planning is going a bit slower than expected
 - New Chair of committee is Amy G.
- Merchandise Sales
 - Sales were less than expected, but all is unbudgeted revenue. Some discussion on potential changes to timing and duration of sales period.

New Items –

- Human Resource Policy
 - A third-party review of current labor-related policies and practices being conducted by HR Consulting Inc.
 - We are in the process of developing ASC-specific “safe sport” policy, versus relying exclusively on USSA.
- Resort Sale
 - Continue to interact with John Byrne.
 - Investigate method of developing relationship with new owner and management group. Need to craft framework for initiating discussion and what questions should be asked and priorities presented. ***
- Nordic Skiing
 - Discussed proposition to consider adding a nordic ski component to ASC, potentially including fundraising for a new 5K loop. General consensus was synergy with existing club is not clear, and that further discussion would be tabled until such time a more focused proposal is presented to the Board.
- Older Athlete Program
 - Discussion focused on potentially providing a program for athletes that age out of mighty mites but don’t want to pursue racing through Juniors. Round-table discussion on what the program might look like, potentially including educational elements related to backcountry safety, ski-patrol, coaching, etc. Jeff to speak to Roberta and/or Jeff/Matt to develop proposal. ***

Schedule next Meeting – November

- Next Board Meeting January 16, 2019 (rescheduled to January 22, 2019)