Minutes of the monthly meeting of the Board of Trustees
March 4, 2010

Board members present:
Officers
President - Tab Wilkins
President Elect – Mona West
Secretary – Lorna Corrigan
Treasurer – Gavin Woody
VP Publishing - Don Heck
VP Properties - Dave Claar – absent
Past President - Eric Linxweiler

Trustees at Large
Kirk Alm
Rich Draves
Dale Flynn
Ed Henderson
Lynn Hyde–absent
John Ohlson
Mark Scheffer
Dave Shema
x

Branch Trustees
Steven Glenn – Bellingham
Rob Simonson – Everett
Gerry Haugen – Foothills
Jimmy James- Kitsap
Mike Maude – Seattle
Tom Shimko – Tacoma
John Flanagan – Olympia

Board Members absent:
Dave Claar
Lynn Hyde

Guests Present:
Judy Jones
Fran Troje
Fred Linxweiler
Brad Stracner
Matt Sullivan

<u>Call to Order</u>
The meeting was called to order at 7:10 p.m. by Mountaineers President Tab Wilkins in Room 110 at the Program Center. The President and Secretary were in attendance. A quorum was established.

Approve Agenda
Ed Henderson requested that the agenda be modified to move the appointment of Eric Linxweiler to the Nominating Committee to new business**.**

It was moved and seconded by _____ to approve the agenda. The motion carried.

Approve Consent Agenda
It was moved by Mike Maude and seconded to approve the consent agenda. The motion carried.

Approve Minutes of the February 2010 meeting
It was moved by Ed Henderson and seconded to approve the February 2010 Board minutes. Motion carried.

Officer/Staff Reports
President Tab Wilkins:

President Elect Mona West reported:

Guest Judy Jones reported on the financial statements for September 30, 2009 and 2008.
A motion was made by Kirk Alm to accept the IRS Form 990. The motion carried.

Executive Director Martinique Grigg provided a report on the status of the 501C3 incorporation efforts

Secretary Lorna Corrigan reported:

- The next board meeting will be on April 1, 2010

Treasurer Gavin Woody gave a report and copies of the financials will be transmitted to the Board.

Books Publisher Helen Cherullo provided a report.

Vice-President of Recreational Properties Dave Claar was absent.

Committee and Staff Reports
Rich Draves reported from the Fundraising Committee on "Give or Get" campaign, the upcoming Legends evening, and on funding requests from Bruni's bequest.

New Business
-motion by Rich Draves to accept the recommendations of the fundraising committee was seconded. Motion carried.
-Motion by Mike Maude to appointment Eric Linxweiler to Nominating Committee and seconded**.** Motion carried**.**
-Motion was made by Don Heck, and seconded, to approve the appointment of Matt Sullivan as Trustee at Large to fill a vacancy. Motion carried.
-Discussion was had on Vision of Membership Growth.

Good of the Order

Tab Wilkins presented outgoing President Linxweiler and incoming Vice President Mona West with the first annual Leader of the Year Award.

Adjournment

It was moved by Eric Linxweiler and seconded to adjourn the meeting of the Mountaineers Board of Trustees at 9:25PM

Attachment List:

Resolution of Authorization to Establish and Sign on Bank Accounts
Financial Statements - September 30, 2009, and 2008
IRS Form 990 2008
Financials prepared by Gavin Woody
President-Elect Mona West's report
Executive Director Martinique Grigg's report
Fundraising Committee report

RESOLUTION

Authorization to Establish and sign on Bank Accounts

BE IT RESOLVED:

That President--Bruce Wilkins Jr., Executive Director-- Martinique Grigg, Controller--Blair Cossey and Accounting Manager--Eileen Allen, are appointed the authority to establish, make changes to and transact business for The Mountaineers on all financial accounts with Employer Identification Number # 91-0328867.

This resolution supersedes all prior resolutions pertaining to such accounts.

The foregoing resolution is adopted at the regular meeting of the Board of Trustees held in Seattle, Washington on March June 4, 2010.

ATTEST:

_____ _____

Lorna Corrigan, Secretary Date

Signature samples

_____ _____

Bruce Wilkins, Jr., President Martinique Grigg, Executive Director

_____ _____

Blair Cossey, Controller Eileen Allen, Accounting Manager

7700 Sand Point Way NE
Seattle WA 98115
(206) 521-6000
(206) 523-6763 fax

Please reference the file

Financial_Statements_March2010.PDF

Please reference the file

IRS990-March2010.pdf

The Mountaineers
Treasurer Report
March 4th 2010

Financials:

- Review financial results
  - Year to Date performance
  - January results

Governance:

- Judy Jones review
- Budget Progress / Updates April BoT meeting

Engagement:

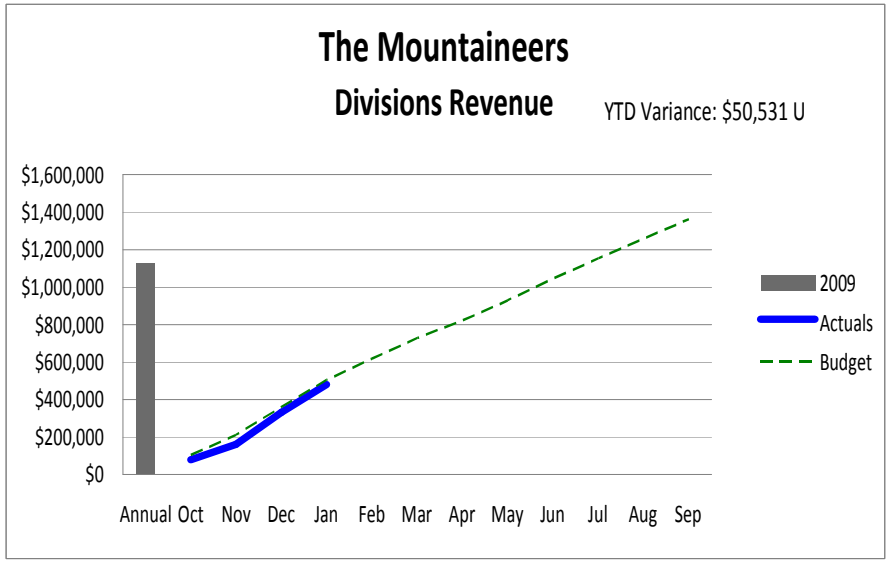
- Transitioning Treasurer Role
- Survey to BoT on frequency and type of reporting

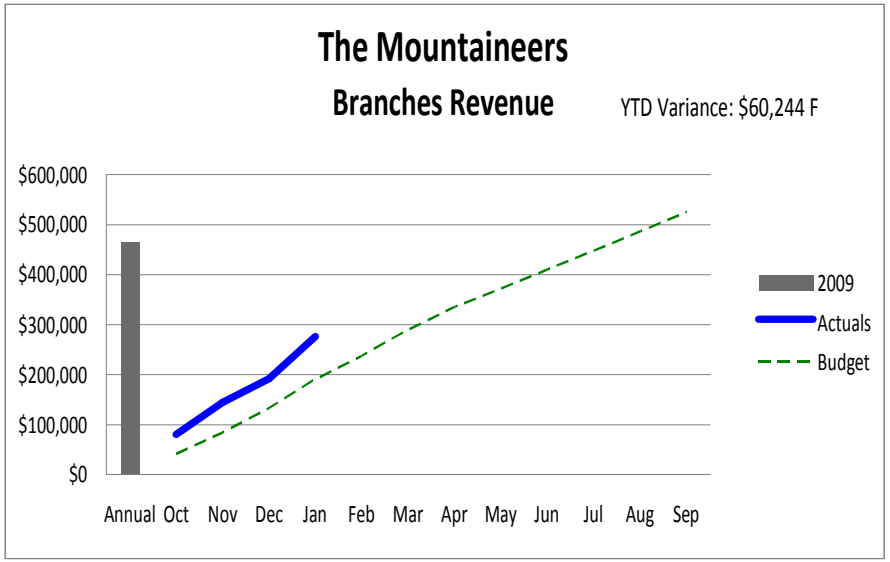
The Mountaineers
Financial Report
Period ending 01/31/10

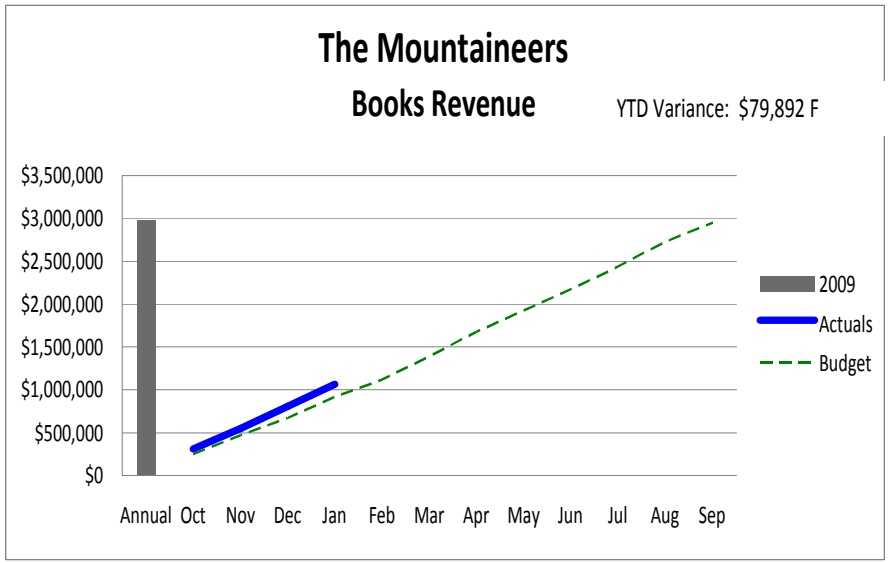
Status	Financials- The Mountaineers Total	Annual Budget	YTD Budget	YTD Actuals	YTD Variance	January Budget	January Actual
	Total Revenue	$ 4,839,835	$ 1,618,910	$ 1,818,099	$ 199,189	$451,118	$493,947
	Total Expenditures	$ 5,062,289	$ 1,675,437	$ 1,656,238	$ (19,199)	$420,802	$427,738
	Total Net Income	$ (222,454)	$ (56,527)	$ 161,861	$ 218,388	$30,316	$66,209
	Total Cash	$ 2,512,042		$ 2,669,101			$2,669,101
	Total Operating Cash	Zero		17,916			17,916
	Total Membership	9,655		9,833			9,833
	Mountaineers Summary - Excluding Books						
	Revenue	$1,888,039	$698,910	$ 752,481	$ 53,571	$201,118	$234,654
	Expenditures	$2,141,496	$ 737,081	$672,997	$ (64,084)	$175,625	$169,524
	Net Income	($253,457)	($38,171)	$79,484	$ 117,655	$25,493	$65,130
	Cash	$2,307,720		$ 2,458,260			$2,458,260
	Building, Administration, Fundraising and Member Services						
	Revenue	$ 1,108,426	$ 442,527	$ 364,417	$ (78,110)	$129,497	$110,524
	Expenditures	$ 1,352,657	$ 472,537	$ 422,213	$ (50,324)	$109,958	$96,042
	Net Income	($244,231)	$ (30,010)	$ (57,796)	$ (27,786)	$ 19,539	$ 14,482
	Cash	$1,539,087		$ 1,607,909			$1,607,909
	Branches and Divisions						
	Revenue	$ 779,613	$ 256,383	$ 388,064	$ 131,681	$71,621	$124,130
	Expenditures	$ 788,839	$ 264,544	$ 250,784	$ (13,760)	$65,667	$73,482
	Net Income	($9,226)	$ (8,161)	$ 137,280	$ 145,441	$ 5,954	$ 50,648
	Cash	$ 768,633		$ 850,351			$850,351
	Mountaineers Books						
	Revenue	$ 2,951,796	$ 920,000	$ 1,065,618	$ 145,618	$250,000	$259,293
	Expenditures	$ 2,920,793	$ 938,356	$983,241	$ 44,885	$245,177	$258,214
	Net Income	$ 31,003	$ (18,356)	$ 82,377	$ 100,733	$4,823	$1,079
	Cash	$ 204,322		$ 210,841			$210,841

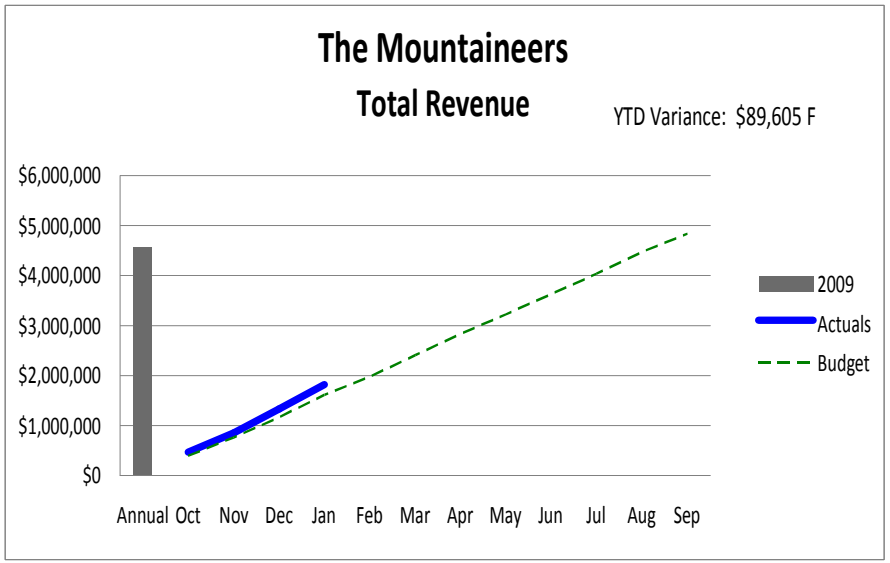
G	Favorable Result	On Plan/Positive change
Y	Unsatisfactory	0-10% Negative result
R	Very Unsatisfactory	=> 10% Negative Result

The Mountaineers
Treasurer Report
February 4th 2010

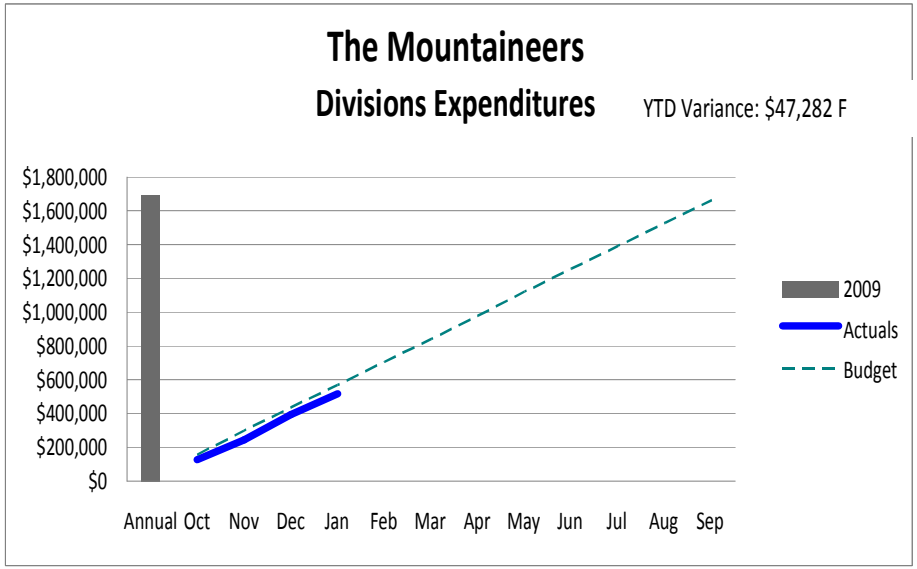


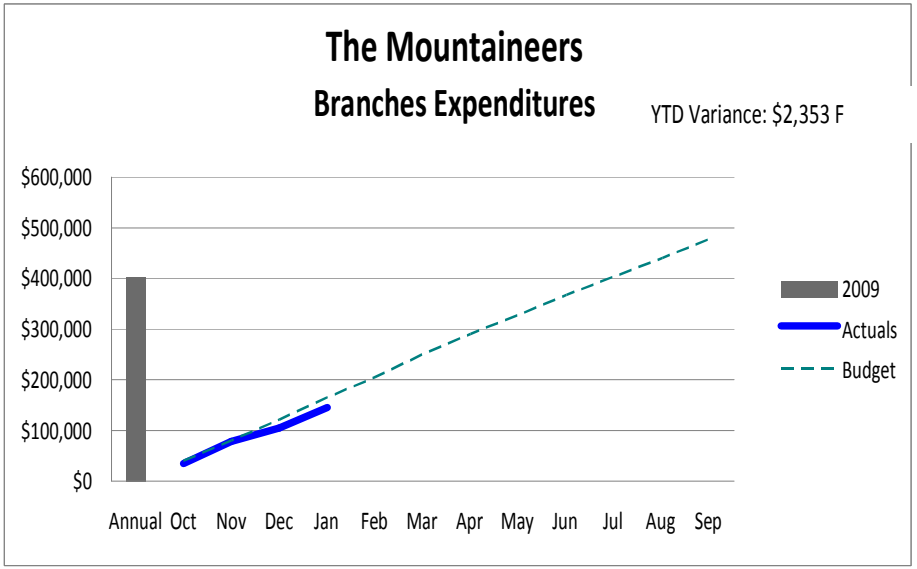


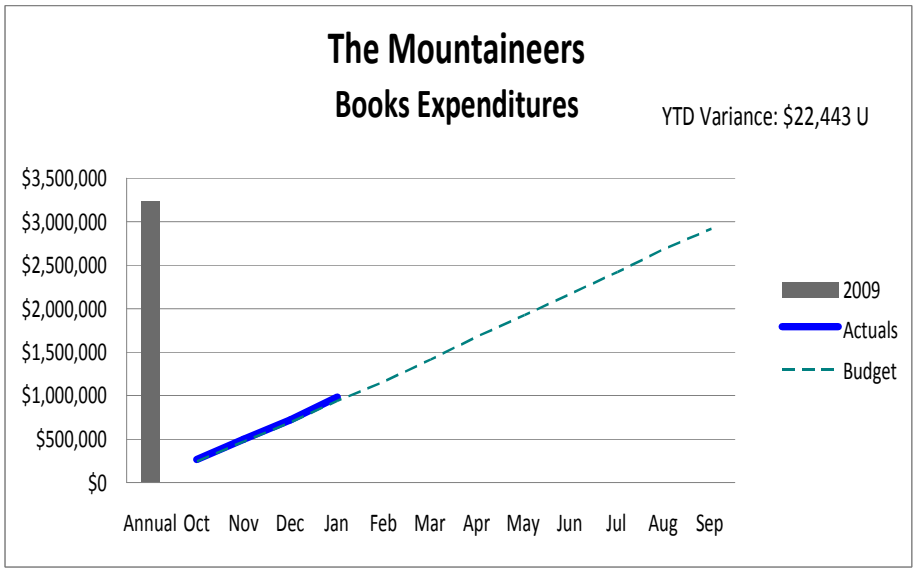


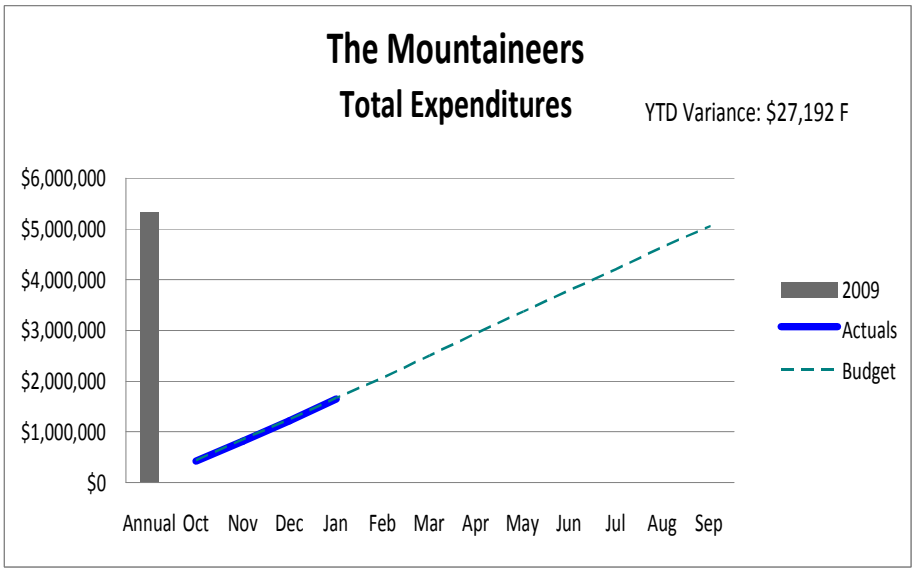


The Mountaineers
Treasurer Report
February 4th 2010

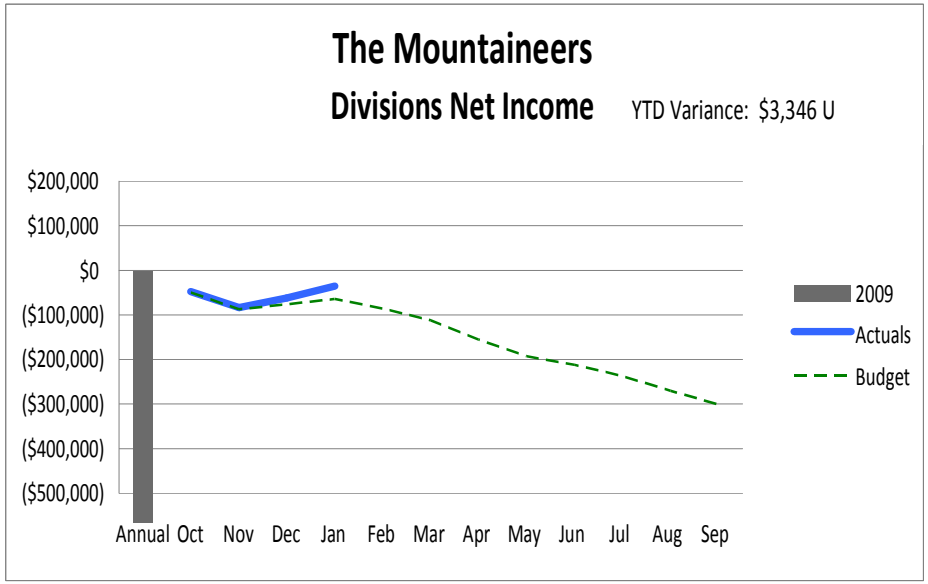


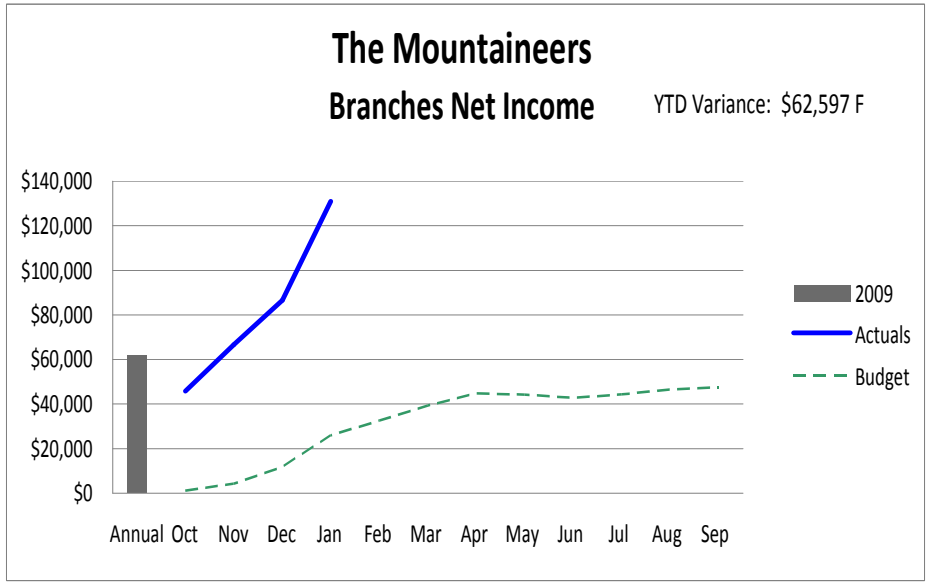


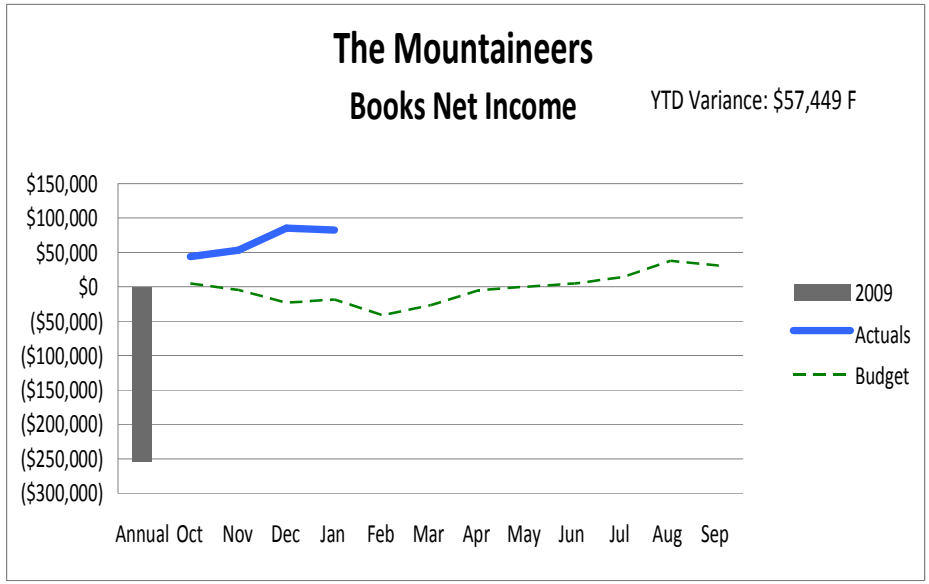


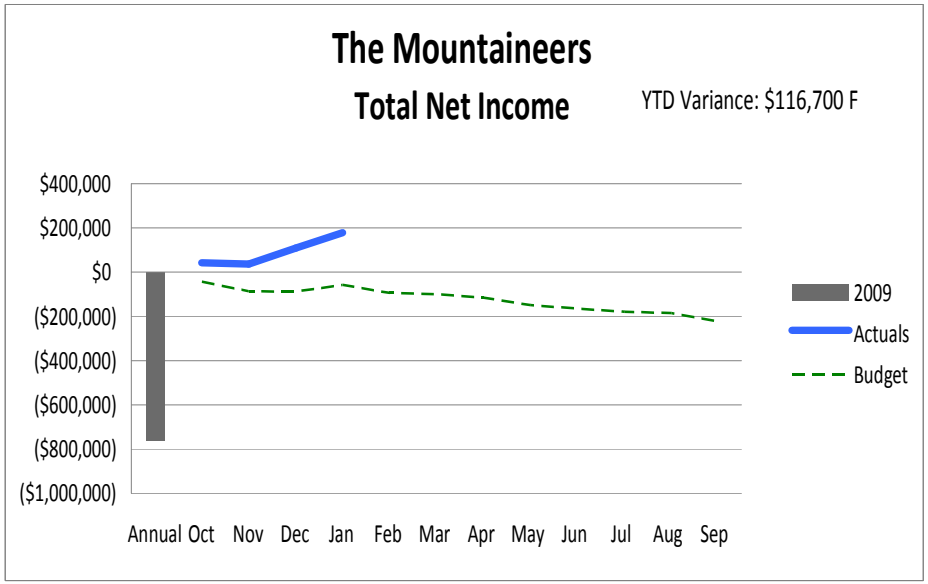


The Mountaineers
Treasurer Report
February 4th 2010









Mountaineers Financial Summary Excluding Books
Four Months Ending January 31, 2010

	Rec Resource	Conservation	Rec Prop	Membership	Fundraising	Admin	Building	Bellingham	Everett	Kitsap	Olympia	Seattle	Foothills	Tacoma	Total
Actual YTD															
Revenue	0	0	111,788	292,154	17,495	8,358	46,410	4,055	31,936	2,257	5,059	181,609	28,477	22,883	752,481
Expense	8,008	10,275	87,195	160,490	6,257	183,368	72,098	2,560	22,297	1,207	6,487	74,396	9,271	29,088	672,997
Net	(8,008)	(10,275)	24,593	131,664	11,238	(175,010)	(25,688)	1,495	9,639	1,050	(1,428)	107,213	19,206	(6,205)	79,484
Budget YTD															
Revenue	0	3,000	65,570	333,315	56,080	11,000	42,132	3,762	31,983	7,553	13,279	87,685	12,084	31,467	698,910
Expense	9,124	11,860	76,964	185,740	42,454	175,707	68,636	3,399	23,512	6,836	10,289	79,157	12,335	31,068	737,081
Net	(9,124)	(8,860)	(11,394)	147,575	13,626	(164,707)	(26,504)	363	8,471	717	2,990	8,528	(251)	399	(38,171)
Net Variance	1,116	(1,415)	35,987	(15,911)	(2,388)	(10,303)	816	1,132	1,168	333	(4,418)	98,685	19,457	(6,604)	117,655

	Rec Resource	Conservation	Rec Prop	Membership	Fundraising	Admin	Building	Bellingham	Everett	Kitsap	Olympia	Seattle	Foothills	Tacoma	Total
Actual Month															
Revenue	0	0	39,337	89,264	15,961	541	4,758	1,323	15,659	1,725		51,500	4,697	9,889	234,654
Expense	1,801	2,226	29,052	33,807	6,173	38,498	17,564	972	9,348	486		19,022	4,104	6,471	169,524
Net	(1,801)	(2,226)	10,285	55,457	9,788	(37,957)	(12,806)	351	6,311	1,239	0	32,478	593	3,419	65,130
Budget Month															
Revenue	0	750	17,169	102,944	14,020	2,750	9,783	940	17,441	1,888		22,545	3,022	7,866	201,118
Expense	2,281	2,965	19,091	42,964	10,614	39,452	16,928	851	7,538	1,712		20,377	3,085	7,767	175,625
Net	(2,281)	(2,215)	(1,922)	59,980	3,406	(36,702)	(7,145)	89	9,903	176	0	2,168	(63)	99	25,493
Net Variance	480	(11)	12,207	(4,523)	6,382	(1,255)	(5,661)	262	(3,592)	1,063	0	30,310	656	3,320	39,637

Cash		101,735	167,035	215,245		53,464	1,339,200	16,023	113,351	26,919	81,023	227,539	43,091	73,636	2,458,260
		RESTRICTED	RESTRICTED							PARTIALLY RESTRICTED	PARTIALLY RESTRICTED			PARTIALLY RESTRICTED	

Membership

	Bellingham	Everett	Kitsap	Olympia	Seattle	Foothills	Tacoma	Total
Jan-10	174	853	222	710	6,603	259	1,012	9,833
Sep-09	178	822	223	661	6,474	265	984	9,607
Variance	*(4)*	*31*	*(1)*	*49*	*129*	*(6)*	*28*	*226*
% Change	-2.2%	3.8%	-0.4%	7.4%	2.0%	-2.3%	2.8%	2.4%
Jan-10	174	853	222	710	6,603	259	1,012	9,833
Jan-09	192	876	258	680	6,656	279	1,054	9,995
Variance	*(18)*	*(23)*	*(36)*	*30*	*(53)*	*(20)*	*(42)*	*(162)*
% Change	-9.4%	-2.6%	-14.0%	4.4%	-0.8%	-7.2%	-4.0%	-1.6%

The Mountaineers
Balance Sheet (excluding Books)
As of January 31, 2010

ASSETS

Current assets		
Cash and investments		
Admin	$	17,916
Branch Cash		
Bellingham	$	16,023
Everett		113,351
Foothills		43,091
Kitsap		26,919
Olympia		75,468
Seattle		227,539
Tacoma		72,803
Total Branch Cash	$	575,193
RESTRICTED CASH		
Conservation Education	$	101,735
Library (Foundation grant)	$	10,904
Swanson bequest	$	20,000
HARK (Olympia)		5,555
Inner City Youth (Tacoma)		100
Don Schmidt Memorial (Tacoma)		432
Environmental Fund (Tacoma)		301
HARK (Kitsap)		4,644
Property Division		167,035
Total Restricted Cash	$	310,706
Board Reserves		
Program Development	$	215,245
Building Reserve		1,339,200
Unfunded Reserve		-
Total Board Reserves	$	1,554,445
Total cash and investments	$	2,458,260
Other Current Assets		
Receivables	$	3,507
Due from Books		214,796
Prepaid Expense		56,098
Inventory		56,748
Total Other Current Assets	$	331,150
Other Assets		
Property and equipment	$	6,363,279
Accumulated depreciation		(979,299)
Net property and equipment	$	5,383,980
Other Long term Assets		
Total assets	**$**	**8,173,390**

LIABILITIES AND NET ASSETS

Current Liabilities		
Accounts payable	$	32,693
Accrued expenses		31,309
Unearned Revenues		116,598
Total current liabilities	$	180,600
Net assets		
Unrestricted		
Undesignated	$	743,660
Board Designated		1,554,445
Restricted		
Permanently Restricted		310,706
Net assets invested in property and equipment		5,383,980
Total net assets	$	7,992,790
Total liabilities and net assets	**$**	**8,173,390**

President Elect Report
March 4, 2010

Excited to be here – thank you for support!

Attended 3 meetings:

- Ex Com Feb 23rd
- Fundraising Committee Feb 24th
- Managing Committee meeting Feb 25th

Personal goal for the Managing Committee is to increase engagement in club and branch level financial performance as well as our Strategic Plan

Beginning to schedule introductory meetings with new members of ExCom and Managing Committee

Met with Chip Jenkins, Superintendent of N. Cascades National Park, about potential partnership opportunities with Club. Next step is meeting with Martinque and members of Chip's team.

Planning to attend Wolf Bauer Evening of Legends event April 9th

To: Mountaineers Board of Directors **From:** Martinique Grigg

Date: March 2010

Subject: Executive Director Report: February Accomplishments

Focused on personnel re-organization building fundamental programs in fundraising and membership marketing. Progress on C3 application and continued interviewing for a Development and Marketing Director.

Membership/ Member Services

Membership was down month over month -1.0% and down -2.4% to last year.

	February	January	Month over Month Growth	Growth over FEB 2008
Total	9,733	9,833	-1.0%	-2.4%
New	149	279	-46.6%	
Lapsed	444	304	46.1%	
Reinstate	133	92	44.6%	

- February membership drive to lapsed members. Emailed and mailed a $20 coupon offer to 9,000 lapsed members. The promotion generated 133 reinstates, a substantial increase from the 61 reinstates in Feb 2008.
- Drops higher than normal. Investigation revealed an accidental reduction in renewal mailings sent December 2009. Within 7 days staff sent email and paper renewals to December drops and conducted a call-a-thon to top 200 members. We hope to see benefits in March.
- Launching base line membership marketing program which will include 3 paper renewal notices, 1 drop notice, 4 email renewal reminders, 2 email drop notices. These programs will be fully operational in March. Revamped our membership drop letter.
- Launched automated email delivery of message to 4 month members who had not participated in any activities.
- Scheduled members-only night at the Mountain Hardwear store for April 22.

Fundraising

- Evening of Legends Event scheduled for April 9th. Spread the word, attend and donate.
- Completed development of a Corporate Sponsorship program. Initial meetings with REI, OR. Scheduled meetings with Black Diamond and Ex Officio.
- Working on an annual report.
- DDM interviews narrowing down to finalists.

Programs

Hired 2 new interns (one starts in March)
Started work partnering with BSA for program/leadership development
First Sea Snowshoe sponsored trailhead event
Met with Sea Singles to start Trailhead implementation, 1st event is listed
Met with Amy Mann of Tacoma to work on implementing Trailhead
35+ volunteers committed to supporting a Trailhead program committee within Sea Climbing
Delivered a Wilderness Awareness lecture as an Organizational Outreach event. Another is scheduled for March.

Conservation

- Attended the "Hike the Hill" conference in Washington DC sponsored by American Hiking Society. The conference included training in using social networking to reach out to youth, leveraging partnerships with other outdoor organizations, accessing funding sources for recreation land acquisition and conservation, "how to" sessions on conducting congressional meetings, 501c3 and 501c4 lobbying regulations and meetings with USFS Chief Tom Tidwell and Senate Interior Appropriations committee.

Staff

- Eliminated manager of member services position
- Marketing and Outreach Coordinator is now Membership and Marketing Coordinator

501C3 Update

- See separate slides

ED Priorities

- See separate slides

Fundraising Committee Report

Rich Draves

March 4, 2010

Fundraising

- Board “give or get” campaign: 9 of ~20
  - Participation more important than the $10K goal
  - Please contact Rich, Eric, Tab or Emily!
- “Evening of Legends” for Wolf Bauer on April 9
  - Please buy a ticket ($100)
  - Please invite your friends & family
- Membership tiers
- “Buy a rock”
- Corporate sponsorship
- Annual report

Club Grant Proposals

- Development Coordinator salary: $8237
- Conservation Capacity Building: $8000
- 501(c)3 legal fees: $5000
- Library: $3900
- Go Green with Go Guide: $8000

Bruni Grant Proposals

- Cascade Land Conservancy: $600,000
- Foothills Rails-to-Trails Coalition: $500,000
- MTTA Snow Bowl Hut: $250,000
- Kitsap Theater Upgrade: $232,819
- Digital Freedom 8: $50,000
- N Cascades Conservation: $35,500
- Film Preservation: $25,068
- ~~Program Development: $25,000~~

Bruni Process

- Tacoma reviewed the proposals
- Three independent reviewers on the FC
  - Score card to evaluate on multiple dimensions
- Discussion in FC (including Tacoma representative) resulted in combined/consensus recommendation
- Cautious about funding in this first round
  - No clear benchmark or standard for good proposals, need to develop experience
  - Opportunity cost: if club becomes 501(c)3 we can use Bruni's money more directly as she intended

Cascade Land Conservancy

- $600,000 requested of $6,900,000 total
- Funds used for land acquisition for Foothills trails gaps & spurs in Carbon River, White River, Rim Rocks areas.
- Recommend reject, primarily due to lack of Mountaineers leadership/benefit and unclear disposition of the funds.

Foothills Rails-to-Trails Coalition

- $500,000 requested of $2,000,000 total
- $450,000 to Pierce Co Parks for 1.5 miles of Foothills trail between S Prairie and Buckley. $50,000 to RTC for trail to Irish Cabin.
- Recommend deferral, because Tacoma did not review this proposal (inadvertent oversight).

MTTA Snow Bowl Hut

- $250,000 requested of $300,000 total
- Would build 2688sf Snow Bowl Hut, incorporating a memorial to Bruni displaying her skis.
- Recommend reject, primarily because of lack of Mountaineers leadership/benefit but also unanswered questions regarding cost controls/overruns. Recommend Tacoma work with MTTA to resolve these issues.

Kitsap Theater Upgrade

- $232,819 requested (total project cost)
- Would build 620sf two-story toilet facility with 14 composting toilets. Also build a trail for handicap access to the theater.
- Recommend reject, primarily because does not fit Bruni's interests. Also concerned that cost is too high. Recommend reconsidering project scope and pursuing alternate funding sources.

Digital Freedom 8

- $50,000 requested of ~$250,000 (through second phase)
- Would provide funds to hire a project manager and start work on a digital/online version of Freedom of the Hills. Expect follow-on funding of $200,000 would be required.
- Recommend reject, because would not provide a lasting legacy for Bruni and concerns that a business venture would be inappropriate use for her funds. Recommend pursue alternative funding sources.

North Cascades Conservation

- $35,500 requested of $254,188 total
- Would support the “focused education” and “expanded media campaign” components of the American Alps Legacy Project outreach strategy.
- Recommend reject. Primarily because it would not create a permanent legacy for Bruni and not in the preferred geographic area. Suggest revision to secure a legacy for Bruni and/or target something more concrete.

Film Preservation

- $25,068 requested (total project cost)
- Would preserve and manage access to historical films in the Mountaineers Archives, in cooperation with UW.
- Recommend reject. Suggest revisions (possibly requesting more money) to increase legacy for Bruni, increase relevance to club's strategic plan, increase value & use of the films.