The Mountaineers

Minutes of the Board of Trustees Meeting
May 1, 2008

Board Members Present:
Officers
President - Eric Linxweiler
President Elect - Tab Wilkins
Secretary - Steve Sears
Treasurer Jordon Roderick
VP Publishing Don Heck
VP Properties Dave Claar
Past President Bill Deters

At Large Trustees
Ed Henderson
Sabrina Oesterle
Patti Polinsky
Don Schaechtel
Dave Shema

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

Board Members Absent
Trustee Dale Flynn
Trustee Eva Schoenleitner
Trustee Mona West
Branch Trustee Rob Simonson

Others Present
Executive Director Steve Costie
Books Finance/Operations Hally Swift
Controller Brian Horstman

Guests Present
Fran Troje, Paul Robisch, Gene Yore, Rick Anderson

Call to Order

The meeting was called to order at 8:14 pm in the Pinnacle Room. The President and Secretary were in attendance. A quorum was established.

Approve Agenda

It was moved by Jordan Roderick and seconded to amend the consent agenda to include the appointment of Bill Deters and Dale Flynn to the NFC committee. The Motion passed.

It was moved by Patti Polinsky and seconded to approve the agenda. The Motion passed.

Approve Minutes of April 2008 Meeting

It was moved by Steve Sears and seconded to approve the Minutes of the April 2008 meeting of the Board of Trustees. The Motion passed.

Consent Agenda

- Approves the appointment of Bill Deters as the Chair of the Nominating Committee.
- Approves the appointment of Jerry Lockwood to membership in the Investment Advisory Committee.
- Approves the appointment of Bill Deters and Dale Flynn to membership in the New Facilities Construction Committee.
- It was moved by Jimmy James and seconded to approve the consent agenda. The Motion passed.

Officer/Staff Reports

President: Eric Linxweiler: Written report attached

President Elect: Tab Wilkins: Written report attached

Executive Director, Steve Costie: Written report attached

Secretary: Steve Sears

- Sears gave Notice that the next Board of Trustee Meeting is scheduled for June 3rd at 7pm in the Pinnacle room.
- Sears gave Notice that the next Board of Trustees Retreat is scheduled for May 10th at the Mountaineers Seattle clubhouse. Continental breakfast at 8 am, meeting starting at 9, lunch included, will end around 3pm.

Treasurer: Jordan Roderick

- Roderick stated that all club financials are looking favorable, revenue is greater than budget and expenses are lower than budget Month and YTD.
- Jordan stated that grants and bequests to the club are 33K ahead of YTD plan.
- The Treasurer noted that the delay in moving into the Magnuson clubhouse is helping the financial picture.
- Jordan informed the Board that the club membership totals are still declining, but noted that our rate of decline is less than last year.
- Roderick stated that the annual budget instruction went out to the Branches and Divisions on Wednesday.

Vice-President, Publishing: Don Heck

- Hally Swift Associate Publisher presented the Publishing Division financial details which are confidential, permissions are granted by the Executive Director.
- Swift reported that the YTD revenue growth rate is an impressive 14.5%.
- Hally noted that the Division just missed the aggressive revenue goal for April. She attributed the variance to the impact of the strong March sales drawing from April revenues and heavy snow slowing trail book sales.
- VP of Publishing Heck informed the board that the Division expects to hear soon from the IRS regarding a 501 c3 status for the Braided River imprint
- Heck also relayed that Publisher Helen Cherullo will be on sabbatical for about a month.

Vice-President, Recreational Properties: Dave Claar

- VP of Recreational Properties Claar summarized the results of a meeting with the Brown Paper Tickets Company noting that they had completed a very thorough analysis of compatibility issues with Rec Properties needs. Dave expressed satisfaction with the meeting and the intention to continue using BPT as a Recreational Properties tool.
- Claar noted that the lodges are now shut down for the season with just a few private events still remaining.

Other Reports

Strategic Revenue Committee: Don Schaechtel: Written report attached.

New Facility Construction Committee: Steve Costie, Rick Anderson

- NFCC member Rick Anderson gave an overview of the Magnuson project to date. He noted exceptions to the plan some of which have created the need for additional funding.
- It was moved by Ed Henderson and seconded to approve an adjustment to the club budget increasing Magnuson construction expenses by $109,000. The Motion passed.

New Business

It was moved by Don Schaechtel and seconded to remove the following Committee charters BP

310, 311, 315, 316, 319, 320, 321, 323, 327 from the Board Policy Manual because these committees are inactive and have either served their purposes, been superseded by other committees, or their functions are being handled by club staff. The Motion passed

It was moved by Don Schaechtel and seconded to assign the Recreational Access Committee charter BP 326 to the Recreational Resources Division and remove it from the committee charters in the Board Policy Manual. The Motion passed

It was moved by Dave Claar and seconded to ratify Executive Committee action approving Recreational Properties request to apply for NRTP grants funding the purchase of a grooming machine and track setter to be used on public and Mountaineers properties. The Motion Passed

It was moved by Dave Claar and seconded to ratify Executive Committee action approving Trustee Patti Polinsky's request to apply for grants which will fund traffic control signs on FS Road 54, a winter multi user road. The Motion passed

Program Reports

Conservation Division: Written report attached

Recreational Access Division
Henderson reported that the Wild Sky Wilderness designation is very likely to be signed into existence by President Bush, Ed noted that much credit should be given to Harry Romberg and Norm Winn for their efforts on this legislation.

Bellingham Branch: Steven Glenn - No report

Everett Branch: Rob Simonsen - Trustee absent, no report

Foothills Branch: Gerry Haugen
- Trustee Haugen reports that the winter programs are now over.
- Gerry noted that many Foothills Branch members attended the meeting of the Winter Recreation Division of Washington State Parks held at the Seattle REI.
- Gerry informed the board that the branch is in the process of preparing for National Trails Day and will represent the club that day at area trails.

Olympia Branch: John Flannigan
- Trustee Flannigan reports that the Olympia Branch will be taking part in the Outdoor Light Festival for the 5th year in a row.
- John noted that this is a great promotion opportunity for new membership.
- Flannigan stated that historically the festival has inspired increased participation at the branches Wild Skills Course, composed of 3 classroom sessions and 1 field trip.

Seattle Branch: Mike Maude

- Trustee Maude reports that the Climbing Program is going great.
- Maude noted the well presented Small Interest Groups article in the Go Guide.

Tacoma Branch Tom Shimko

- Trustee Shimko reports that the Tacoma Branch membership trend is currently at a break even position, noting the improvement over recent declines.
- Shimko noted that the Climbing Program is doing very well.
- Tom stated that this year's 2nd session of the Scrambling Course is going strong.
- Trustee Shimko informed the board that the branch Climbing Chairs term is up and that the replacement Chair has been determined

Mountaineers Foundation: Jamie Gordon: Paul Robisch reported for Jamie Gordon
Representative Robisch reports that the Mountaineers Foundation and the Mountaineers Club are communicating as well as they ever have.
Robisch noted that the reports used by the Foundation in determining which applications will be granted funding are completed.
Paul stated that the recent bequest to the Mountaineers Foundation is still being processed. Determining and honoring the donors intentions are of the utmost importance.

Good of the Order

Eric Linxweiler expressed gratitude for the Boards consensus to attend the Jennifer Lowe Anker production delaying the start of the May Board of Trustees meeting. Eric presented us with a picture of our newest Mountaineer member, his family's new son Whit Linxweiler. Eric expressed he and his wife Pam are doing their part to bring new members to the club.

Sabrina Oesterle is tracking the metrics in the Trailhead program (previously the CORE program) in the Seattle Climbing course. Sabrina noted that many new members are introduced to the club via the climbing program. Sabrina further noted that there is a higher percentage of continuation into other courses from the climbing course.

Paul Robisch noted that our logo Nalgene bottles are not environmentally friendly. Club staff was aware and is managing our future logo products on that issue.

Ed Henderson noted success for the Olympia Hark Committee as their application for grant funding from Washington State Parks was approved for $17,000 after applying for only $5700. Trustee Henderson fondly remembered Jo Bacchus noting her past work on the Olympia beach cleanup. Henderson also reported that 58 year member John Dyer recently passed away. Ed informed the Board members that he is doing a Charity Ride for the American Diabetes Association and is accepting sponsorships.

Steve Costie noted that he will be on vacation from May 10 to May 19. Brian Horstman will act on behalf of Steve C. during his absence.

Adjournment
It was moved by Steve Sears and seconded to adjourn at 10:27 pm The Motion passed.

Attachments:
1. Presidents report.
2. President Elects report.
3. Executive Directors report.
4. Strategic Revenue Committee report.
5. Conservation Division report.
6. Magnuson report.
7. Alternative Funding Committee report.

Memo

To:	Mountaineers' Board of Trustees, Officers and Executive Director	**From:**	Eric Linxweiler
cc:		**Date:**	1 May 2008
Subject:	**President's Report**		

General Activities For April

- Weekend at Meany Lodge (April 4-7)
- Champagne Preview of Climbing Plaza (April 14)
- Added a Mountaineer to the club roster (April 22)
- Cascade Land Conservancy Breakfast (May 1)

Committee Updates

Snoqualmie Land Use Committee

- Released RFP on 18 April.
- Expected evaluation through May, with early June selection
- Targeting August BOT meeting for final SLUC report

Executive Committee

- Was absent at April meeting, chaired by Steve Sears / Steve Costie
- Trustee selection starting with Trustee Job Description, on page 27 of the BOT packet.
- Beginning the Performance Evaluation of our Executive Director

Miscellaneous

- New meeting rules:
  - All reports are completed by presenter(s) before comments or questions
  - Agenda items run through ExComm for inclusion in Board meetings

- May 10th Retreat is still on with Mike Bisesi (Director - Center for Non-profit Enterprises, Seattle University). Start at 9am, end around 3pm @ clubhouse. Continental breakfast and lunch provided. Key non-board members?

- We have to consider all of our involvement in Wild Sky. It's awesome, important, and impressive.

- Word about the impressive progress we are making
  - Efficiency of Board meetings
  - Board Policy and Committee Revisions
  - Hiring of key personnel
  - Relationship with the Foundation

- Keep our collective compass on the strategic plan. We are executing, but more is needed. Better reporting of progress forthcoming.

President Elect
Report on Activities

Held Managing Committee Meeting via teleconference focusing on discussion of

- Branch finances
- Travel policy
- Youth policy
- Volunteer recognition.

Executive Director Report Outline—May 1st, 2008

Mountaineers Productions:
--sponsorship of the Hazel Wolf Film Festival—opening night of ***Oil+Water***
--***Forget Me Not*** tonight in the Olympus
--***Day Hikes in Rainer*** next Wednesday

Program Development:
New name for CORE program: ***Trailhead***
Trips are going out and there is strong interest in these one-day easy events
We are tracking numbers of people/conversions to membership/numbers of events

On-Line Voting:
New committee for assisting staff in creating this feature: Eng, Schaechtel, Sears.

On-Line Survey nears Completion:

Planned Giving Update:
--Tools for use by key staff and volunteers
--creation of the "heritage society'
--50-Year Member Luncheon
--close coordination with Mountaineers Foundation

Public Policy Associate hired:
--Leesa Wright has accepted the position
--strong candidate who will be able to engage the membership on important events
--will re-start NWEIC

Meeting with AAC's Phil Powers

Working with the Seattle Channel on a TV report on Building 67

Strategic Revenue Committee

Report to the Board of Trustees, May 1, 2008

Background
The ad hoc Strategic Revenue Committee was chartered at the January Board meeting to "look strategically at club [non-dues] revenue sources with the goal of increasing club revenue."

Members
Don Schaechtel (chair), Suzanne Rowan, Lauren Schwartz, Eva Schönleitner, Jordan Roderick, Jamie Gordon, and Eric Linxweiler

Recommendations
The major opportunity for the club is to identify projects and activities that will qualify for funding through tax-deductible contributions, and then to fund these projects and activities with money collected by the Mountaineers Foundation for 501(c)3 purposes. Several methods are available for receiving money, including bequests and fiscal sponsorship agreements. A few club programs have taken the initiative to fund their projects and activities with grant requests and fundraising programs, however there are undoubtedly more club programs that could do so. This is especially important now that the Foundation has received a sizable bequest and a planned giving program is underway. The committee recognized that the issue may not be increasing revenue but rather getting better at accessing revenue that is already available.

Standing committees are already in place to address this issue. Recommended actions are:

- Finance (this action is underway): Identify 2008-9 club projects and activities that could qualify for 501(c)3 purposes.
- Alternative Funding: Improve processes for accessing money for the 501(c)3 purposes identified in the 2008-9 budget, promote the use of these processes, and train volunteers and staff to use them.
- Marketing: Developed tiered membership programs that recognize members who make targeted tax-deductible contributions at different giving levels.

These efforts can not only make up the revenue shortfall in past year's club budgets, it can expand funding for new club projects. While the committee did not come up with any new or novel ways to increase revenue, the committee's discussions confirmed that the efforts going into planned giving and building the relationship between the Foundation and the club are on target.

An additional idea of the committee was to seek commercial partnerships for programs. This would best be directed by staff. Related to this idea, implementing changes recommended by the above three committees will require staff leadership to achieve lasting results.

With this report the ad hoc Strategic Revenue Committee will disband.

The Mountaineers
Conservation Executive Committee

Regular meeting of March 19, 2008
Summary of meeting minutes

Members Present: Ed Henderson, Ross Lytle, Harry Romberg, Michael Shurgot (*Chair*), Fran Troje, Norm Winn

Ross Lake Recreation Area

The Committee decided to forward Dan Crouse's written comments, regarding the Ross Lake Recreation Area, to Mountaineers President Eric Linxweiler for his review and submittal to the National Park Service. The deadline for comments is March 21st.

Wilderness Conference

Ed Henderson made a motion to make up to $500 available for CEC members to attend the 2008 Wilderness Conference at the University of Washington. Fran Troje amended the motion that the re-imbursement be limited to active CEC members, and be limited to $50 apiece. Norm Winn seconded. Motion approved.

Pacific Northwest Trail Association petition

The Mountaineers voted in support of National Recreational Trail status for the Pacific Northwest Trail in 2000. Currently, the PNT is under consideration for National Scenic Trail status. Fran Troje said she will draft a letter of support for the upgraded trail status. ***Norm Winn moved to forward the letter of support to the Mountaineers President. Fran Troje seconded. Motion approved.***

Land purchase from U.S. Forest Service

Fran Troje moved that the CEC support the efforts of the Trust for Public Land to purchase two parcels of land, through the Land & Water Conservation Fund (LWCF), from the U.S. Forest Service. Norm Winn seconded. Motion approved.

Other business items

1. The CEC discussed the merits of having official letters of position signed by the Mountaineers' Executive Director, instead of the President, as is currently the case. It was decided that, if the current practice is to be changed, it must be discussed by the Mountaineers Board of Trustees.
2. The current status of the CEC Public Policy Assistant position was discussed. A selection committee has already been formed, but we will need to determine if funding for the position will be available.
3. The CEC's participation in the opening ceremonies for the new Mountaineers building was discussed.
4. The CEC also determined that, in order to plan a new Northwest Issues Course in 2009, it will be necessary to submit a grant request by July 2008.

BOT Project Management Brief #9

5/1/2008

Progress against budget

Draw #	Date	Mtn Cap	Saltaire GMP	forecast project	Mtn Cost	Mtn Accum
	pre	$2,500,000		$3,887,422	$63,296	$63,296
1	Apr-07	$2,500,000		$3,887,422	$22,442	$85,738
2	May-07	$2,500,000		$3,887,422	$9,612	$95,350
3	Jun-07	$2,500,000		$3,887,422	$35,478	$130,828
4	Jul-07	$2,500,000		$3,887,422	$20,024	$150,851
5	Aug-07	$2,500,000		$3,887,422	$36,339	$187,190
6	Sep-07	$2,500,000		$3,887,422	$6,067	$193,257
7	Oct-07	$2,509,800	$4,249,652	$5,074,683	$21,549	$214,806
8	Nov-07	$2,509,800		$5,074,683	$134,580	$349,386
9	Dec-07	$2,509,800		$5,074,683	$59,150	$408,535
10	Jan-08	$2,571,698		$5,074,683	$43,393	$451,928
11	Feb-08	$2,537,832	$3,573,677	$4,424,886	$100,331	$552,259
12	Mar-08	$2,541,339	$3,573,677	$4,425,886	$194,692	$746,951
13	Apr-08		$3,468,061			

Progress against schedule

- 9/9/08 → 10/8/08 [roof design-build and rot repair]
- ~ potential + 2 weeks [waste oil tank]

Major issues

- Waste Oil Tank [removed 4/24 at City expense]
- contaminated soil in South Plaza (2 places to be removed by City)
- Remote Gas Meter [approved, meter cost was waved ➔ 30 years service and Mountaineers nonprofit status]

Major milestones

- roof water tight and 90% finished, should be completed today or tomorrow

- all demolition complete; all doors out, new doors cut, all windows removed
- seismic structure prep is done, started installing structural steel yesterday,
- interior climbing wall and Boulder delivered to secure storage
- south slope terraced and prepped for remediation and boulder field
    - drainage tile, mesh, quarry spall, concrete curb,
    - boulders are being placed this week, about 40% complete
    - Granite boulders from 2003 Hwy 20 rock slide, 2nd largest in hemisphere [$425 per rock → $50 per ton for Mountaineers]

Major up coming activities

- approve submittals; Mechanical, Electrical, Plumbing
- sandblast ceilings, 119 is complete and the bookstore, membership services area started today

- grinding floors to 90% starts next week

The AFC met yesterday and considered the following four grant applications:

1. By Patti Polinsky to the WRAC (Winter Recreation Access Commission) for $1,300 for winter non-motorized trail signage along Forest Service Road 5400 near Meany Lodge. Recommend approval by the Board of Trustees

2. By Dave Chaar to NTRP (National Trails Recreation P?) for ~$47,200 to purchase a snow grooming machine and associated equipment. To be used by Mountaineer volunteers and other to groom and maintain non-motorized ski, dog sledding and ski-jogging trails on FS Rd 420. Recommend approval by the Board of Trustees.

3. By the Olympia Branch HARK Committee for $5,720. This is a partnership with Big Brothers and Sisters of Thurston County. The total projected cost of the project is $33,436 with the balance coming from a grant from Washington State Parks, $15,700 and the balance in in-kind donations. This is an excellent opportunity for community outreach. AFC recommends that the Mountaineers Foundation fund the entire amount, $5,720, from the Jo Backus HARK Fund. Signed copy of the application is attached.

4. By the Mountaineers Library Committee for $21,606 for operating expenses for FY 2009. The AFC recommends that the Mountaineers Foundation fund the entire amount by $6,000 from the Friends of the Mountaineers Library designated fund and the balance of $15,606 from the general funds made available by the Foundation for the use of the Mountaineers Club for qualifying 501c3 projects. An unsigned application is attached. I will leave a signed copy in the Foundation Mail box at the Clubhouse.

Respectfully Submitted

Ed Henderson
Chair, AFC