The Mountaineers
Minutes of the Monthly Meeting of the Board of Trustees
January 3, 2008

Approved February 7, 2008

Board Members Present

Officers
President, Bill Deters
President-Elect, Eric Linxweiler
Secretary, Don Schaechtel
Treasurer, Jordan Roderick
Vice-President of Publishing, Don Heck

At-Large Trustees
Dale Flynn
Sabrina Oesterle
Patti Polinsky
Dave Shema
Mona West

Branch Trustees
Foothills, Gerry Haugen
Kitsap, Jimmy James
Olympia, John Flanagan
Seattle, Tab Wilkins
Tacoma, Tom Shimko

Board Members Absent

Scott Eby, Vice-President of Recreational Properties
Ken Hahn, At Large Trustee
Ed Henderson, At Large Trustee
Eva Schönleitner, At Large Trustee
Rob Simonsen, Everett Branch Trustee
Steven Glenn, Bellingham Branch Trustee

Others Present

Executive Director, Steve Costie
Controller, Brian Horstman
Publisher, Mountaineers Books, Helen Cherullo
Chair, Recreational Resources Division, Tom O'Keefe
President, Mountaineers Foundation, Jamie Gordon

Guests Present

Fran Troje, Gene Yore, Steve Sears, Leonard Russell, and Paul Robisch

Call to Order and Approval of Agenda

The meeting was called to order by President Bill Deters at 7:05 pm. Don Schaechtel served as Secretary. A quorum was in attendance.

It was moved by Gerry Haugen and seconded to approve the agenda with the addition of a "Friends of Magnuson Climbing" fundraising proposal to New Business. The motion passed.

Minutes of the Last Meeting

It was moved by Patti Polinsky and seconded to approve the minutes of the December 6, 2007 meeting. The motion passed.

Consent Agenda

The board approved a donation of $500 from club funds to support the Issaquah Alps Trail Club's fundraising project to erect a statue of Harvey Manning in Issaquah.

Officer and Staff Reports

President
Bill Deters reported that the Executive Committee is having a strategic execution meeting on January 9. Martin Mehalchin and Tab Wilkins are joining the meeting to share their expertise.

As part of the president's report, Jamie Gordon announced that Brunhilde Wislicenus, a longtime member from Tacoma, left a $1.4 million bequest to the Mountaineers Foundation on behalf of the club. The money must be spent for 501(c)(3) purposes.

Bill said that this would be his last meeting as president, as he will be participating on a club outing in the Tyrol the first week of February.

Executive Director
Steve Costie reported that:

- He has retained "Planned Giving Services" for one year to help develop a planned giving program that will be coordinated with the Mountaineers Foundation. A planning session is scheduled for next Wednesday.
- Sabrina Oesterle, Brad Stracener, Rich Barringer, and Steve have been working on a member survey planned for February. This initial survey will seek opinions on the website and Go Guide. They are also considering general membership surveys every 2-3 years and on-going trip and course participant surveys.
- Upcoming events include Winter Trails Day on January 12, a presentation by Ed Viesturs on January 28, and Radical Reels on March 4.
- Alison Huffman Kinney is leaving the staff after 14 years of service. Her duties will be absorbed by current staff and some database services will be outsourced.

Steve distributed Magnuson Project Brief #5 (attached).

President-Elect

Eric Linxweiler presented a report (attached).

Secretary
No report.

Treasurer
Jordan Roderick reported that revenue, earnings, and cash flow remain ahead of plan. There are some revenue timing issues at the branch level, most noticeably in Seattle, where climbing course fees are being collected later than usual. The November financial report is attached.

Vice-President, Publishing
Helen Cherullo reviewed financial results for Mountaineers Books (confidential).

New Business

Bill Deters opened nominations for officers for two-year terms starting March 1, 2008. Bill read a memo from Nominations Committee chair Ron Eng that announced the following nominations:

- President: Eric Linxweiler
- President-Elect: open
- Secretary: Steve Sears
- Treasurer: Jordan Roderick
- VP of Publishing: Don Heck
- VP of Rec. Properties: open

Eric Linxweiler expressed his enthusiasm for the nominees and encouraged board members to seek candidates for the open President-Elect and Vice-President of Recreational Properties. Bill asked Board members to refer candidates to Ron Eng.

Motion to charter an ad hoc revenue strategy committee
Don Schaechtel introduced a motion for chartering an ad hoc committee that would look strategically at club revenue sources. He explained that member Suzanne Rowen initially proposed this effort as a brainstorming project to seek sources of non-dues revenue. Since she made her proposal Gene Yore completed a successful fundraising effort for the Magnuson Park boulder, Steve Costie initiated a planned giving campaign, and the Mountaineers Foundation has been working on a strategic plan. This committee can consider how to coordinate these and other initiatives, with special interest in ways to fund qualified programs with tax-deductible contributions. Suzanne Rowen, Eva Schönleitner, and Jordan Roderick have volunteered to participate on this committee.

It was moved by Don Schaechtel and seconded to charter an ad hoc committee to look strategically at club revenue sources – with the goal of increasing club revenue – and making a report to the board by the June 2008 board meeting.

The motion passed.

Motion to approve a fundraising proposal to construct a belay tower and climbing pinnacle

It was moved by Don Schaechtel and seconded to authorize a $120,000 fundraising project to construct a belay tower and climbing pinnacle at the new Magnuson Park facility. The proposal is attached.

The motion passed.

Program Reports

Conservation Division
Dale Flynn reported that:

- Chester Marler, director of development at the Stevens Pass Ski Area, will make a presentation at the Mountaineers Building on January 16 about development plans. Michael Shurgot considers this a crossroads issue, as it involves both conservation and recreational interests.
- The CEC submitted a letter regarding proposed developments at the Ross Lake National Recreation Area.
- As part of the CEC's outreach efforts, short presentations are planned for the Seattle Branch basic climbing course on the effects of global warming on Northwest climbing routes. They also hope to make the presentation to the Everett Branch basic climbing class and the Seattle Branch alpine scrambling course.
- The January issue of *The Mountaineer* featured an article about driving and global warming in support of the CEC's interest in moving the club toward carbon neutrality.

Recreational Resources
Tom O'Keefe also encouraged members to attend the January 16th meeting about development at Stevens Pass. He reported that:

- Activity is increasing on the Roadless Area Conservation Act.
- The comment period on the general management plan for the Ross Lake National Recreation Area has passed. He noted that the anticipated public policy staff support will ensure that other comment deadlines are not missed.

Foothills Branch
Gerry Haugen reported that:

- The branch enjoyed the December presentation about backcountry skiing by Martin Volken. He recommended Martin if other branches are looking for program ideas.
- The branch meeting on January 29 will feature short presentations on snowshoeing, trekking in Nepal, and a trail proposal for the Green River Gorge.
- The Beacon Basin equipment has arrived and will be installed at the Snoqualmie Campus in the next two weeks in time for avalanche training.

Kitsap Branch
Jimmy James reported that:

- Work parties are planned to clean up storm damage on the preserve property.
- The mini photo course is complete.
- The Snowshoe Lite Course is underway with 28 students.

Olympia Branch
John Flanagan reported that the club-community kickoff meeting to introduce branch outdoor courses is scheduled on January 27.

Seattle Branch
Tab Wilkins reported that:
- On December 9 the branch held a volunteer recognition dinner for 97 branch leaders, instructors, and other volunteers.
- Most courses kick off in the next two months.

Tacoma Branch
Tom Shimko reported that:
- The branch holiday party on December 8 was a success.
- The fiscal year financials are not off to a good start and are under study.
- Several climbing seminars are coming up.
- Membership retention continues to be under study.
- An acoustic consultant is reviewing the clubhouse and will make recommendations to improve sound projection.

Mountaineers Foundation
Jamie Gordon reported that:
- On February 3 the Foundation is hosting an event to honor Morris Moen, who is retiring from the Mountaineers Foundation Board after 40 years of service.
- The strategic planning process is coming together, with approval expected at the Foundation's February board meeting.

Good of the Order

Sabrina Oesterle said that she added the Mountaineers Foundation to the list of organizations qualified for the University of Washington's annual giving drive.

Sabrina complimented Mountaineers Books on the *Yukon to Yellowstone* exhibit and *Unleashed*. She also said that she enjoyed *Three Cups of Tea* and encouraged Steve Costie to invite Greg Mortensen back for another presentation.

Helen Cherullo encouraged members to write reviews for amazon.com about books they like. That is a good way to promote Mountaineers Books titles.

Patti Polinsky suggested that a Board Committee should investigate 501(c)(3) status for the club. Jordan commented that the ad hoc revenue committee will consider tax status.

Mona West thanked Bill Deters for his service as president.

It was moved by Patti Polinsky and seconded to adjourn. The motion passed. The meeting was adjourned at 8:32 pm.

Attachments:

- Magnuson Project Brief #5
- President Elect Report
- November Financial Report
- Friends of Magnuson Climbing: Fundraising Proposal

BOT Magnuson Project Brief #5

1/3/2008

Milestones

- All in all December was a slow month with little tangible progress to report.

- The general contract with Saltaire did not get signed prior to the principals leaving for the holidays. It will most probably be next week before we can have a contract signing. We believe that we are in agreement with Saltaire and Goodman Real Estate on the contract language.

- Saltaire has continued a low level of effort. The site is now secured with a construction fence.

- The critical reviews on 12/10 of the Entre Prises climbing wall in Redmond and Bend, OR went very well. We were able to see the nearly completed outside wall. Entre Prises is exceeding both their proposal and our expectations.

Parks

- The relationship with the management of Magnuson Park continues to positively develop. Parks have made available their forklift and have also suggested other equipment and operators to save the project costs.

Volunteers

- We have had 4 additional Mountaineer Work Parties during December. Mostly small 3~5 people efforts but one with 11 volunteers. Over 20 people have been involved, a few multiple times. We currently stand at ~250 volunteer hours. Once the contract is signed we will be more constrained, but hope to continue these efforts. They are generating a tremendous amount of ownership.

Plans

- Our plan for January is to focus on getting the contract signed, all PSA issues resolved with Goodman and the abatement and roofing started.

Schedule & Money: Currently a July move is still achievable.

Respectfully submitted, Gene Yore

Memo

To:	Mountaineers' Board of Trustees, Officers and Executive Director	**From:**	Eric Linxweiler
cc:		**Date:**	3 January 2008
Subject:	**President-Elect Report**		

General Activities For December

- Working on officer recruitment for 2008-2010.
- Focus on Managing Committee activities.

Committee Updates

Snoqualmie Land Use Committee

- Evaluating potential consultant and outside professional resources. We will be issuing an RFP for this, and have already received interest from several qualified firms.
- RFP is nearly ready for release. Minor adjustments being made. Expected selection in next 45 days.

Managing Committee

- December meeting was held on December 20th, via concall and web sharing. This was extremely effective, and the group enjoyed the time and driving savings realized. Will continue this method depending on agenda topics and committee preferences.
- Near final plan for Branch Safety Officers presented. Finalizing in January.
- Still some work to complete with club wide minimum standards. Most activities are now completed.
- Next meeting is January 24th to be held at the clubhouse. Focus will be on finalizing branch safety officer and evaluating a minors participation policy.

Miscellaneous

- Looking forward to maintaining and growing our strong and effective relationship with the Mountaineers Foundation.

The Mountaineers
Financial Report
Period ending 11/30/07

	Month	Budget Variance	Prior Year Variance	YTD	Budget Variance	Prior Year Variance
HQ & Divisions						
Revenue	145,733	25,359	1,838	185,840	57,101	58,288
Net Income	18,709	5,255	6,622	32,001	42,241	40,395
Capital Expense	6,400	(6,400)	6,247	6,400	(6,400)	18,202
Cash Flow	16,463	(1,627)	15,245	33,909	34,876	63,308
Branches						
Revenue	46,981	4,960	8,826	79,668	(21,435)	(19,867)
Net Income	16,009	11,367	4,661	19,972	(717)	(67,829)
Cash Flow	16,009	11,367	4,661	19,972	(717)	(67,829)
Books						
Revenue	297,212	10,487	47,810	641,643	29,908	119,055
Net Income	(40,024)	31,694	(1,529)	(38,879)	41,960	34,433
Cash Flow	(38,104)	32,296	(1,437)	(35,040)	43,164	34,282
The Mountaineers						
Revenue	489,926	40,806	58,474	907,151	65,574	157,476
Net Income	(5,306)	48,316	9,754	13,094	83,484	6,999
Cash Flow	(5,632)	42,036	18,469	18,841	77,323	29,761
Building Construction						
Capital Expense	(92,431)			(211,025)		
Membership	49	114	141	20	88	44

Month of November 2007

Positive Variances	
Building Sales	21,923
last minute bookings, repeat customers, conservative budget	
Lodge Fees	4,930
budget timing difference	
Other	
Interest	
Slower Building Construction	7,378

Negative Variances	
Cost of Goods Sold Bldg.	9,857
higher sales than budget	
Admissions Income	8,907
timing difference Banff ticket sales	
Repair & Maintenance	2,541
high spending at Meany Lodge	
Printing & Postage	3,306
timing difference membership materials	

Mountaineers Financial Summary Excluding Books
Two Months Ending November 30. 2007

	Rec Resource	Conservation	Rec Prop	Membership	Admin	Building	Bellingham	Everett	Kitsap	Olympia	Seattle	Foothills	Tacoma	Total
Actual YTD														
Revenue	0	0	15,110	157,616	50,308	107,725	0	4,885	2,125	1,243	51,507	10,912	8,996	410,427
Expense	571	991	36,220	83,439	82,904	76,159	1,103	12,621	380	545	29,981	1,273	13,793	339,980
Net	(571)	(991)	(21,110)	74,177	(32,596)	31,566	(1,103)	(7,736)	1,745	698	21,526	9,639	(4,797)	70,447
Budget YTD														
Revenue	250		12,094	156,724	26,883	53,160	1,392	4,540	1,083	2,401	70,812	7,976	12,901	350,214
Expense	3,910	5,485	28,021	79,571	85,299	44,014	1,385	15,775	969	2,518	38,892	7,942	12,933	326,714
Net	(3,660)	(5,485)	(15,927)	77,153	(58,416)	9,146	7	(11,235)	114	(117)	31,920	33	(33)	23,500
Net Variance	3,089	4,494	(5,183)	(2,976)	25,820	22,420	(1,110)	3,499	1,631	815	(10,394)	9,606	(4,765)	46,947

	Rec Resource	Conservation	Rec Prop	Membership	Admin	Building	Bellingham	Everett	Kitsap	Olympia	Seattle	Foothills	Tacoma	Total
Actual Month														
Revenue	0	0	8,629	80,095	19,336	37,673	0	3,510	1,805	1,243	26,911	8,140	5,372	192,714
Expense	250	581	14,660	44,101	38,752	28,658	980	6,824	144	545	15,763	708	6,008	157,974
Net	(250)	(581)	(6,031)	35,994	(19,416)	9,015	(980)	(3,314)	1,661	698	11,148	7,432	(636)	34,740
Budget Month														
Revenue	125		5,727	84,530	13,442	16,550	696	3,320	541	2,401	24,625	3,988	6,450	162,395
Expense	1,957	2,744	7,135	38,136	40,047	16,904	693	6,557	484	2,518	16,690	3,971	6,467	144,302
Net	(1,832)	(2,744)	(1,408)	46,394	(26,605)	(354)	3	(3,237)	57	(117)	7,935	17	(16)	18,093
Net Variance	1,582	2,163	(4,623)	(10,400)	7,189	9,369	(983)	(77)	1,604	815	3,213	7,415	(620)	16,647

Cash		136,993	200,444	266,770	########		10,528	98,780	13,361	69,448	86,737	10,585	72,485	4,933,373

Membership

	Bellingham	Everett	Kitsap	Olympia	Seattle	Foothills	Tacoma	Total
Current	187	891	264	614	6,933	268	1,068	10,225
Last year	192	950	244	616	7,187	206	1,160	10,555
Variance	(5)	(59)	20	(2)	(254)	62	(92)	(330)
% Change	-2.6%	-6.2%	8.2%	-0.3%	-3.5%	30.1%	-7.9%	-3.1%

The Mountaineers
BALANCE SHEET
As of November 30, 2007

Assets

Current assets:		
Cash and investments	$	3,867,242
Branch Cash:		
Foothills		10,585
Kitsap		13,361
Seattle		86,737
Board funds:		
Program Development		266,770
Conservation Education		136,993
Books Reserve		100,000
Lodge Reserve		200,444
Total Reserve		704,207
Total cash and investments		4,682,132
Receivables		100,947
Prepaid Expense		92,657
Inventory		52,828
		4,928,564
Property and equipment		1,726,922
Accumulated depreciation		(745,176)
Net property and equipment		981,746
Other Long term Assets		
Total assets	$	5,910,310

Liabilities

Current Liabilities:		
Accounts payable	$	129,948
Accrued expenses		40,441
Total current liabilities		170,389
Net assets		5,739,921
Total liabilities and net assets	$	5,910,310
Total liabilities and net assets	$	5,739,921

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Friends of Magnuson Climbing
Fundraising Proposal for
Belay Tower/Climbing Pinnacle

November 2007

Purpose

Expand the scope of the "Friends of Magnuson Climbing" to fund a Belay Tower / Climbing Pinnacle for instruction and practice.

$35,000+ was successfully raised in the first phase to purchase a manufactured climbing Boulder for the South Climbing Plaza.

Boulder ($30k)

Like the Boulder the Belay Tower / Climbing Pinnacle will be donated to the City of Seattle, Parks and Recreation Department. Again like the Boulder, The Mountaineers will receive recognition for it, we will have this facility for our training and the City will cover the liability. The Belay Tower / Climbing Pinnacle will be open to the public. The public and other climbing organizations beyond the Mountaineers will benefit from this educational opportunity.

The Belay Tower / Climbing Pinnacle project will require $120,000.

Like the Boulder, the requirements for this climbing amenity came from the Magnuson Climbing Requirements Group. The New Facilities Construction Committee will be responsible for the development and approval of plans and the management of the fabrication and installation.

North Pinnacle / Belay Tower ($120k)

Plan

<u>How</u>
Continue our successful fundraising for the Mountaineers Foundations' "Friends of Magnuson Climbing". In addition to individuals contributors seek support from Branch Climbing Committees, the Mountaineers Foundation, other foundations and corporate sponsors.

<u>Who</u>
"Friends" who have contributed > $250 receive regular status reports and are invited to help fundraise. "Friends" who have contributed > $1,000 will form a "Friends of Magnuson Climbing" steering group which Gene Yore will chair until a next chair is selected.

<u>When</u>
Start fundraising as soon as it is approved by The Mountaineers Board of Trustees and The Mountaineers Foundation Board.