



DWSF Executive Committee Minutes

December 5th, 2011

Present: Cynthia Aspen, Amber Bardin, Mike Elliott, Rick Lorenz, Jim McCarthy, John Ott, John Seibert, Ivan Unkovskoy

1. Minutes from the October 25, 2011 DWSF Executive Committee meeting are posted on the DWSF Web Site.
2. Executive Director Report. Cynthia Aspen reported that with commitments, Corporate Sponsorships are at \$40,500 in comparison to a \$42,000 budget. Event Support Packages are down \$2,500. The General Donations are down significantly and the reason is that we are missing a \$10,000 donor that we have had the last two years. We are in line with expenses. Saving money by not purchasing season passes but instead substituting daily lift tickets for Corporate Sponsorships. The corporate sponsors like the flexibility. With all the printing that Cynthia and Amber Bardin have had done, DWSF is still under the line item for printing.
 - Gala. Down in gross revenue in comparison to budget in past years. Ticket sales down only \$180 in comparison to last year. Silent Auction items were down \$1,800 in comparison to last year. There were plenty of auction items, but not large revenue producing items. Bar revenue with beer and wine sales was \$855 that will be forwarded to DWSF. Ska Brewery and Southern Wine Distributors donated their products and DWSF will receive the revenue for those sales. Kathy Wilson put in a lot of work on the Gala and was there late the night of the event cleaning up.
 - A motion was made by Rick Lorenz and seconded by John Seibert to show DWSF appreciation for the hard work performed by Kathy Wilson by issuing to her \$500 to be used towards her son's tuition or other team expenses or for whatever she would like to spend it on. Motion passed unanimously.
 - A motion was made by Jim McCarthy and seconded by Ivan Unkovskoy that the Gala in 2012 be held on Saturday November 10, 2012. Motion passed unanimously.
 - Warren Miller. Cynthia is still waiting on some funds to be turned in on ticket sales. Smiley Auditorium was not quite completely sold out, but ticket prices were \$2 more than last year. Cynthia estimates that DWSF should meet or exceed revenue for Warren Miller Film.
 - A motion was made by Jim McCarthy and seconded by John Ott that the Warren Miller Film in 2012 be held on Wednesday December 5, 2012. Motion passed unanimously. The date is predicated on the Smiley Auditorium being available for the Warren Miller Film.
3. Fundraising and Marketing Report: Amber Bardin passed out a report on the 2011 DWSF Corporate Donor Commitments as of Dec 5, 2011. The report was very thorough with notes. The following are highlights from the report:
 - a. Pediatric Partners of the Southwest will be the Title Sponsor for the Durango Nordic Ski Club Rocky Mountain Nordic Junior National Qualifying race at the Nordic Center at DMR February 24 & 25, 2012.



- b. BP America would like to promote safety with a partnership with Mercy Regional Medical Center on concussions and the use of helmets. BP is the sponsor for the Summer Olympics in 2012 in London. They are interested in educational speaker series tying together Olympic athletes and the incredible benefits of winter sports.
 - c. Ska Brewery donated beer for the Gala and they would like to be the venue for the All Awards Dinner on Sunday April 22, 2012. Ska would also like to host a Snowboard team fundraiser in August 2012.
 - d. Rochester Hotel/Leland House has donated room nights to be utilized by Technical Delegates and/or VIPs. Reservation requests need to go through Amber Bardin.
 - e. Amber has made National Sponsorship contacts and this is an ongoing relationship that may bear some donations in the future.
4. Amber reported that because of the holiday period she has backed off somewhat making contacts for donations. She will hit it hard again after the first to the year.
5. Ivan Unkovskoy reported Chapman Hill was made snow as we were meeting. A picture of snowmaking operations at Chapman Hill appeared in the Durango Herald the next morning on December 6, 2011.
6. John Seibert reported on the status for liability insurance for DWSF and the four clubs. In the past Purgatory Ski Team (PST) had used the USSA insurance program. Kirk Rawles had done some research with other ski teams in the region who have used Sports Insurance Global. With this company ski team members do not have to be USSA members and the insurance covers special events that do not have to be sanctioned USSA events.
 - A motion was made by Rick Lorenz and seconded by John Seibert that the base price for the insurance of \$3,100 be divided so that PST pay three fifths, Durango Nordic Ski Club (DNSC) and DWSF each pay one fifth. In addition each team would have to pay for their insurance add-ons and \$55 per coach for their respective teams. Motion passed unanimously.

PST spent \$1,300 with the USSA insurance program before learning about the Sports Insurance Global program. PST will save money and recoup all but \$695 in savings by going with Sports Insurance Global rather than the USSA insurance program.

 - Rick Lorenz made a motion and seconded by John Seibert that DWSF reimburse the \$695 to PST. Discussion followed and the motion did not pass.
7. Cynthia Aspen passed out an excel spreadsheet on scholarships to be awarded by PST for all three teams. Rick Lorenz led a discussion on scholarships especially for possible snowboard team members. Part of the reasoning behind DWSF disbursing more funds this year to the four clubs is for them to be able to extend more scholarships their qualified team members. There seems to be an interest by skiers and boarders to join PST who cannot afford the team tuitions. DWSF wants to form a subcommittee in the future to address how scholarships should be disbursed.
 - A motion was made by John Ott and seconded by Ivan Unkovskoy that DWSF, for this year, does not have additional money available to fund scholarship beyond the money already been approved to be disbursed to the four teams. Discussion followed and the Motion passed with Rick Lorenz abstaining from voting.



8. John Ott requested that DWSF help support Lanny and Tracy Barnes who are on the US Biathlon National Team. Lanny has been on two Olympic Teams and Tracy has been on one. They both are going to compete through the 2014 Winter Olympics in Sochi, Russia. They currently are in Europe training and competing and their expenses are being paid by the Biathlon National Team, but their expenses for year round training have not been covered.
 - A motion was made by John Ott and seconded by John Seibert to disburse \$2,000 to Lanny and \$2,000 to Tracy to support their training efforts. Motion passed unanimously.
9. Next meeting for signing tax letters for donors will be Wednesday January 18, 2012 at the Steaming Bean at a time to be determined later.
10. Next Executive Committee meeting will be Tuesday February 7, 2012 at John Seibert's office 6pm.