1. Approve last meetings minutes
   1. Things that Brad worked on
   2. First lodge meeting and second lodge meeting
   3. Will send out January notes for board approval in the next month
2. Review Financials – Libby Schoedel
   1. ATV capital campaign update
      1. Haven’t seen donations designated for this coming through
      2. Do we want to offer sponsorships or recognition for potential grant sponsorship from Avista?
         1. Avista has two grant options, one where sponsorship recognition is offered, one where it isn’t
         2. Confirm that we want to submit for both grant options, one with marketing and one without
   2. Van door repair ~$1500
      1. Van door blew open and got damaged
      2. Estimated repair cost is $1,500 including deductible
      3. We can get it repaired but need to file an insurance claim
   3. Going to go pay for costs for Cosmic Cowboy Chili at JNQ ~$1,900
   4. To charge people $5 per bowl, would have to get a ~$1,000 banquet license
      1. We started providing food service because in the past there had been complaints about being far away from food
      2. Spokane gets the race every year because we put on such a good event
      3. Previously had the race every other or every third year
   5. For JNQ, took some Sports Commission money toward timing equipment to allow wireless communication between Start and Finish
   6. Fees for JNQ are capped by USSA at $35 or so, cannot charge more. To have insurance, kids are required to have USSA license, which is $60 or $80, plus entry fee, which brings it up to $100 per kid for 5k race, which is why they capped the entry fee.
   7. JNQ / Race Team / T-Team are all tracked together financially. JNQ income often offsets the Race Team costs. There usually hasn’t been a big JNQ expense at the end.
   8. We will cover the food costs (chili) this time, and recommend budgeting for this in the future, whether an increased budget or a different format.
   9. While our budget looks good on paper, we are eating into our accounts about 30-40% more this year than the past two years. It’s a cumulative impact based on a number of small increases in expenses, such as:
      1. Increased coaching costs
      2. Certification expenses
      3. Donations down about $2,000
      4. Banff film festival donations are down a bit this year
      5. Nordic Kids numbers are down
   10. Income is up about $3,000
   11. Expenses are up about $9,000 this year
   12. Race team is negative $6,616
   13. T-Team is up $6,969
   14. Between Race Team / T-Team / JNQ, still up overall about $6,200
   15. Between general program (day-to-day expenses) and development (website, etc.), membership and donations, and development, we are down about $1,100
   16. Nordic Kids and Rangers are both positive
   17. Trails category- We are positive. Alot of that is from business sponsorships for the trail maps. Can define: what money came in for trails? Can manually call out what each donation came in for, if there’s a designation for the donation when submitted online, can track financially. If it comes through the mail and there’s a comment or note, it can be classified.
       1. Trail maps,
       2. Banff Film Festival
       3. Expenses:
          1. Brad’s time
          2. Trail maintenance
          3. Printing trail maps
       4. Can produce a similar report for each classification
3. Grooming/Trail clearing – Dave
   1. Spokane Nordic conduit to State Parks was “abysmal,” lots of comments and complaints, reflects poorly on SNSA
   2. Is Diana Responding? Yes, usually within a day or two, but they have up to two weeks
   3. Big groomer 350 -- at beginning of year, was it good to go?
      1. Answer: went through all checks pre-season
      2. First time it went out for grooming, found a leakk, and found an issue with this complex gearing system- --- something you couldn’t find out without taking it out
      3. Had people all the way up to Olympia contacting the grooming company, so State Parks was doing all they could.
      4. There were warranty issues, and then another part they found that needed replacement
   4. Another issue with grooming, separately, is the JNQ and all the impacts on all the people who came to the event and paid
   5. The fact that we lost two months on the big groomer, a machine that’s under warranty puts us out half the season is a major issue with the maintenance arrangement and the company’s response
   6. Would it be worth teaming up with the Alpine area that lost revenue --- can we do a joint statement with Mt. Spokane?
   7. There should be something in the State’s contract, like a damages clause, that they should be able to invoke --- what are the damages? We can define that, and the company should respond by extending the warranty with some liquidated damages.
   8. Snowline
      1. Mike Burns is going to ask the WRAC for a GPS to put in the 180 groomer
      2. Is there a better way to get information out on the day-of for grooming? Many different ideas have been proposed and explored, such as proposing to have a link through the comments page on the website. Diana is working with us on a way to provide a better way to update through the website.
      3. Would it be good to dictate through Google voice and then copy that file onto the website?
      4. Have tried some dictation in the past, but it didn’t work out that well
      5. Voice file could be challenging, but also possibly more simple depending on format/logistics
      6. At a minimum, could do a form where the groomer could use checkboxes
   9. Groomer operator
      1. Nathan is doing a day-time job and a night-time job, which isn’t sustainable
      2. At first he committed to a couple weeks, and he’s extended that, but it’s not a long-term solution
      3. Pay is $25/hour, which is $3 more per hour than Mt. Spokane downhill groomers make, but it’s still a part-time job
      4. Grooming during the day might open the door to more people applying to do the grooming job
      5. They have now opened the groomer position from a 4-month to a 6-month position
   10. Is there a way we can more effectively serve as the conduit for grooming comments?
       1. It seemed to work well last year to have one point of contact for all comments: the lead from the Grooming Committee, in that case George Momany. Just had comments go directly to the Grooming Committee contact, and only the grooming committee contact, and George would convey information back to SNSA President, in order to streamline communications.
   11. Should we find a way for people to pay more to fund the groomer?
       1. There is room to increase the cost in some fashion, and people might be willing to pay for that if it goes toward grooming
       2. Diana said that Sno Park permits don’t even bring in enough to cover grooming costs
       3. Grooming permit for Mt. Spokane is all through the WRAC
   12. Is there a way to show gratitude to Nathan for the grooming he’s doing?
       1. We are not allowed by state law to do much for the groomer
       2. We can bake cookies, write thank-you notes --- there are some legal limits that are defined, and we must stay below those.
4. Race / Transition / Cross team – Ben Mandel
   1. Mid-season feedback has requested for both Race Team and T-Team, and provided by families.
   2. One question that has been consistent in the responses and feedback: what is the purpose of T-Team, fundamentally?
      1. Have received two different categories of responses
         1. Some think it’s totally about racing and development toward racing
         2. Some think it’s about staying involved
      2. In the past it’s been helpful to recruit at end of winter season for the next year’s group
         1. T-Teamers or racers coming out to ski with Nordic Kids - at Yeti age group, would be helpful to link these two groups
   3. Overwhelming positive response for Ted with the T-Team
   4. Putting together a sweatshirt for T-Team / Race Team kids, parents, families
      1. Just collect checks, give the money to whoever is ordering the sweatshirts
      2. Doesn’t necessarily come through SNSA
   5. Certifications / trainings
      1. In the future, requests for training from volunteers and assistants should come through the respective team coaches, and be approved by those coaches
      2. Training for coaching racers should come through USSA in general, versus PSIA which focuses more on how to instruct people learning how to ski
         1. Difference between learning how to be a racing coach versus a ski instructor
5. Nordic Kids/Rangers – Matt Halloran
   1. Good so far, only had to cancel one day due to weather
   2. Has been some behavioral problems with one or two kids, kind of a new thing
   3. For prepping and training coaches, in the future, outside of just saying “how do you teach skiing?” should also address “how do you discipline large groups of kids?”
      1. For the coach’s training, in the future this could be a talking point or focus
      2. Or there could be a policy for a warning system and removal system
         1. In the emails to coaches, explain the behavior policy, and it should also be explained in registration policy
            1. First a warning and talk to the parent
            2. Second warning, skip a week

Example, swinging a ski pole

* + - * 1. Consequences escalate logically and predictably

1. Adaptive / Skijor – Susan Engel
   1. Robin is looking for a skijor-related “mat” a black, rolled-up piece of equipment
   2. Robin is looking for instructors to take able-bodied adults to take out families on a 1-2 hour lesson
   3. She has a meeting this week with Shriner’s to nail down exact information
2. Master Ski Team and Adult Programs – Petr Groza
   1. Master Ski Team, there has been some interest and people showing up, but not super active
   2. Loppet - a popular event but difficult to get race-day volunteers at the end of the season
3. Partnership Updates – Andy Anderson
   1. New Lodge meeting – Dave, Matt, Susan
      1. Out of that meeting, we got the message that if we want this to happen, SNSA needs to get out and campaign
      2. Had good board turnout at the second meeting
      3. Cindy Whaley called and said we really needed to get everybody out
         1. They don’t think we are serious unless we have a lot of people showing up at meetings and loudly asking for this project
      4. Lodge proposal has evolved from a small-scale proposal to an extremely complicated, dream version that will take an extremely long time, if ever, to fund. Anything over $5 million has almost zero chance of getting funded, and really $1.5 M is on the range that is actually feasible.
      5. Brad McQuarrie’s drawing shows what is really feasible.
      6. They said we can scale back and bring this process back a few steps
      7. They said we can’t commit volunteer hours to construction due to union issues
      8. As a nordic community, we need to have a consensus about what we are asking for
      9. Action Item: Put together a survey to find out from our membership what they actually want. Get back to Lisa.
   2. Communications plan meeting Feb 18.
      1. If something happens, email the whole board not just the President, so everyone is involved and in the loop and there is back-up in sharing knowledge, so we all know right away what’s happening
   3. Promoting State Parks events (hiking, snowshoeing)
      1. We made a policy two or three years ago that we are focused on Nordic Skiing, on our website and communications and do not spend cross-promoting other activities, but we can provide a link in some of our emails and communications.
4. Review Brads tasks
   1. Reviewed documents capturing everything that Brad does
   2. At the end of this, need to put together a committee to determine what tasks we want to carry forward, what we might want to add or adjust
   3. Wix is relatively easy to use and learn
   4. Social media could be its own task, takes a certain flare for social media and advertising/copy-writing
   5. Can adjust website format so that emails with questions go right to the topic experts
      1. Can set it up so that emails sent to an expired account can be retrieved
   6. There are ways we can cover these things without hiring a single person to do them all
   7. Website and social media and email updates are the biggest time commitments
   8. Top areas to outsourced:
      1. Social media could be on its own
5. Next board meeting March 9
6. Executive session