AMC NH Chapter – Minutes

Meeting Date: February 7, 2013; 7:00

Meeting Location: Holiday Inn, Manchester, NH

Members in Attendance:

√ Karen Thurston Chair
√ Wayne Goertel Vice Chair
√ Bill Warren Treasurer
√ Beth Zimmer Secretary
√ Gene Harding Bike Chair
√ Paul Hopkins Conservation
√ Eric Savage Education Chair; Past Chair
√ Leon Tokatlian Excursions Co-Chair
√ Jennifer Varney Excursions Co-Chair
√ Patty Anderson Hospitality Chair

Mitch Manseau Membership Co-Chair
Marianne Page Membership Co-Chair
√ Jim Kent Mountaineering Co-Chair
√ Tom Sintros Mountaineering Co-Chair

Ron Janowitz Newsletter Editor
David Phillips Newsletter Editor
Susan Englert Newsletter Editor
√ Sally Leonard Paddling Co-Chair
√ Marcy Stanton Paddling Co-Chair
√ Paul Berry Programs Co-Chair
Marie Berry Programs Co-Chair
"Sam" Ruth Jamke Regional Director, North (NH & ME)
√ Tony Schmidt Ski Co-Chair
√ Valerio Viti Ski Co-Chair
√ Richie Holstein Trails Chair
√ Tom Todd Webmaster
√ John Green Young Members Co-Chair

Stephanie Champers Young Members Co-Chair
√ Roger Scholl AMC Staff Liaison
√ Wanda Rice Excursions Family Coordinator
6:30PM: Dinner

7:00PM: Karen Thurston called the meeting to order.

**Conservation Trailhead Talk**

K. Thurston passed out an AMC handout with conservation-related, “trailhead talking points” that trip leaders can use. ExComm members are asked to share this with the leaders within their respective committees.

**NH-AMC ExComm Promotive Team**

T. Sintros shared information regarding a newly established “Promotive Team.” This opportunity to purchase gear is limited to ExComm members, and must only be used for personal items or club items. After setting up your account, please send Tom Sintros the e-mail address you will be using with this account at: tsintros@gmail.com.

**2014 BUDGET OVERVIEW**

K. Thurston presented a summary of the proposed FY2013 operating budget as submitted by the various committees.

<table>
<thead>
<tr>
<th>FY13 Operating Budget Proposal</th>
<th>Submitted</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY12 Ending Checkbook Balance</td>
<td>$35,000</td>
</tr>
<tr>
<td>FY13 Estimated Allocation</td>
<td>$40,000</td>
</tr>
<tr>
<td>Total Operating Funds Available</td>
<td>$75,000</td>
</tr>
<tr>
<td>FY13 Operating Budget (Requests)</td>
<td>$55,000</td>
</tr>
<tr>
<td>FY13 Estimated Ending Balance</td>
<td>$20,000</td>
</tr>
</tbody>
</table>

** The chapter also has $30K in invested reserves.**
After reviewing the above, K. Thurston proposed that members consider a vote to amend the proposed operating budget to $45K (rather than the $55K presented). Through years of frugal and prudent practices, we have ended the past few years with a substantial and healthy ending balance. This was not always the case. We do not need to end the year with $35K, but as a starting point, how about if we consider ending FY13 with a $30K balance. While we do not need to end with a large balance, we do want to end the year with a balance that sets us up well for the future. We may not be able to come to agreement on this [a fiscal year ending target] tonight, but we do need to solve it. K. Thurston proposed that we consider paring down the $55K requests by $10K, to $45K. This would still allow for some Chapter growth and budgeting of long-overdue expenditures (i.e., leader training and certification), but would leave us with a greater ending balance and set us up for long-term fiscal health. The vote as presented read:

**Vote #1:** Approve a top-line budget target of $45K for the NH Chapter this year based on the attached assumptions. This will provide guidance for the evening and will strike a balance between spending down and spending spree.

A motion to accept the proposal was made by W. Goertel; it was seconded by G. Harding.

Discussion: When asked, B. Warren, Treasurer, stated that he would not like the Club’s checkbook to fall below $12K. Discussion followed regarding should we pare down requests for resources if we indeed have the money. K. Thurston expressed being comfortable spending reserves down $5K from where they are this year. J. Kent wanted to know what a 6-month reserve figure should be. E. Savage stated that while we have money and we can spend it down, we should consider distinguishing between operating expenditures versus one-time capital improvement activities. If we continually have an operating budget bigger than our allocation, we will eventually drain our treasury. We will not have monies for large expenditures (i.e., kayaks, canoes) and leadership training/recertification. K. Thurston noted that while we have done a good job being frugal in years past, we have done so at expense of delaying leadership training in some of the committees. Many trip leaders (such as in Mountaineering and Skiing) are paying for training and recertification out of pocket, or forgoing recertification. The addition of recertification and training expenses is one reason the proposed budget is so high. B. Warren and K. Thurston noted that the Excursions Committee has withdrawn their budget request and will spend down from their own funds. Very little of the budget is fixed (such as insurance costs); most of the budget is discretionary. Some members stated that the $45K target seemed arbitrary.
A move was made to call the question, and the motion on Vote #1 passed by a voice vote with a minority dissenting.

K. Thurston proposed that members consider a second vote to form an ad hoc finance committee. The vote read:

**Vote #2:** Approve the formation of an ad hoc FY14-17 Finance Committee that will be tasked with developing a 3-year financial plan for our chapter. Based on some of the emails I've seen, this could be a very popular committee.

A motion to approve the proposal was made by J. Varney and seconded by P. Hopkins.

**Discussion:** P. Berry stated that while the above seems like a good idea, it is important to keep in mind that the committee can only be advisory in nature as the by-laws do not permit the committee to put restraints / or encumber expenses on future boards.

A move was made to call the question and the motion on Vote #2 passed by unanimous voice vote.

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**2014 BUDGET REQUESTS BY COMMITTEE**

B. Warren, Treasurer, led members through FY2013 budget requests by Committee:

1/ **Conservation:**
- No budget received
- Proposed: $100 placed in their budget

2/ **Education:**
- Requested: $200
- Reformulating what “education” means needs to be a topic for a future meeting
- Major funding we might need exists in other places, such as SOLO training
- Proposed: $100 placed in their budget

3/ **SOLO (WFA, CPR):**
- Requested $4500
• We are anticipating an increase of participants as T. Schmitt may be looking at adding a spring training
• SOLO’s minimum number of participants is negotiable
• Proposed: $5500

4/ **Trails:**
• Requested: $225
• Voluntary cut of $75
• Some subsidy is available for tools from Joy St.
• Proposed: $150

5/ **Excursions:**
• Requested: $2000
• Withdrawing request; will operate within their own budget
• Family Group: Bernice Johnson Fund (endowment) used to promote NH families, especially helping children enjoy the outdoors; this fund helps purchase food on family weekends, keeping the costs down
• Proposed: $100 placed in their budget line

6/ **Young Members:**
• Requested: $2250
• Efforts and “push out” are to increase involvement; big events get out the most people such as hut weekends and inter-chapter activities
• Proposed: $2250

7/ **Membership:**
• Requested: $2000
• If we sign people up online through our chapter portal, we get a premium $20
• Membership has been an income source for us (budgeted, spent and what they brought in)
• Proposed $1000

8/ **Biking:**
• Requested: $1050
• Want to provide rider leaders with expand opportunities to take bike maintenance and repair training
• Proposed: $1050
9/ Mt. Passages (Newsletter):
  - Requested: $12,138
  - This represents a large expense for the chapter. It will soon be time to consider electronic transmission. For some members, receiving a paper copy of the newsletter is the only reason they are still paying members. Future direction of the newsletter will need a lot of discussion at another time; tonight, we need to accept the newsletter in its present form.
  - Proposed: $11,738

10/ Store:
  - Requested: $500
  - It is time to replenish fleece, (which will exceed income), or to draw down on present stock, and/or to talk about the future direction of fleece, clothing, and Chapter “branding.”
  - We can expand our store via having someone else (i.e., LL Bean) fulfilling the order; we would carry zero inventories.
  - We need to have a future discussion regarding: vision of branding, present and future inventory, transition to a new sales model, and the like.
  - Proposed (-$500)

11/ Hospitality:
  - Requested: $700
  - A line item relating to the Annual Meeting was moved from ExComm to Hospitality so that related items were in one location
  - Proposed: $950

12/ Hut Nights:
  - Requested: $2000
  - In the past, participation in Hut Nights had dropped. It was found that the “sweet spot” for getting folks to sign up was around $89 (compared to $124 “cost”). Presently, Hut Nights are popular and are selling out. There was discussion about to what degree the Chapter should underwrite member costs to the Hut Nights.
  - For future discussion: should this activity fall under Excursions?
  - Proposed: $1800
13/ **Mountaineering:**
- Requested: $5000
- Investment requested for training and certification; leaders will rotate through training; present leader pool is around 24; using a reciprocity model, we can offer training in return for their commitment to lead trips; this committee will absorb some monies through their checkbook.
- Short term the Chapter needs to front up some money, and then, as we improve the base of our leadership pool and training, expenses relating to these line items should come down.
- Proposed: $4500

14/ **Skiing:**
- Requested: $7000
- Investment requested for training, as we have instructors paying for their own training or forgoing training due to costs; present pool is around 15 leaders.
- To increase member participation, a ski trip to the Gaspe is proposed (hut-to-hut skiing); request was modified to cover leader costs and not to underwrite participants costs.
- Proposed: $4970

15/ **Paddling:**
- Requested: $5300
- Paddling has their own checkbook and will be turning a $3K CD into cash this year; they will receive a grant from the club; also, some free training coming this year to leaders; funds are primarily for training, recertification and some for family paddling and misc.
- Proposed: $5300

16/ **Programs:**
- Requested: $4204
- Presently, monies needed for the annual meeting fall under both “Programs” and “ExComm”; we subsidize a lot of people to go to annual meeting; we should leave this as is for tonight pending new decisions.
- For future discussion: to what degree should we subsidize attendance to Annual Meeting? How substantial should door prizes be?
- Proposed: $4204
17/ ExComm:

- Requested: $6223
- Proposed: $3523

Total / Initial Requests: $55,390

Total / Proposed: $46,735

A motion to accept the proposed (amended) budget of $46,735 was made by T. Sintros; it was seconded by S. Leonard; and was approved unanimously.

Food

A big thank you went out to the Excursions and Education Committees for tonight’s dinner of Sal’s Pizza and salads. At our next (March) meeting, the Mountaineering Committee will next in line to provide dinner.

Business / Agenda Items Postponed to the March Meeting:

- Approval of December 2012 Minutes
- Approval of December 2012 & January 2013 Treasurer’s Report
- Regional Director Report Out
- Chapters Committee Central Fund Update

Topics for Future Meetings:

- (Feb 2013) By member vote: Approve the formation of an ad hoc FY14-17 Finance Committee that will be tasked with developing a 3-year financial plan for our chapter.
- (Feb 2013) “Education” - what does this really mean (education of staff, members, events, etc.?).
- (Feb 2013) Future direction of our newsletter Mt. Passages.
- (Feb 2013) Clothing & Fleece: vision of branding, present and future inventory, transition to a new sales model, and the like.
- (Feb 2013) Huts Nights: Should this activity fall under Excursions? To what extent should the Chapter underwrite participant costs?
- (Feb 2013) Annual meeting: door prizes; subsidizing attendance; etc.
- (Dec 2012) How to use the online activities / etools Club wide.
- (Dec 2012) How to offer CPR to trip leaders.
• (Dec 2012) How to capture individuals at the Winter Expo, facilitate immediate online registration, and connect folks up with events they might be interested in, fostering that enthusiasm “in the moment.”

Next Meeting

March 7, 2013

Adjournment

At 9:25 a motion was made to adjourn by W. Goertel; it was seconded by B. Zimmer it was approved unanimously.

Minutes: Beth Zimmer