



SNOWMOBILE VERMONT

**Board of Directors
February 26, 2024
Meeting Minutes**

Members Present:

OFFICERS PRESENT

President, Jeff Fay

Vice President, Mark Reaves

Secretary, Ruth Halpin

Treasurer, Patty Companik

DIRECTORS PRESENT

Addison: Lewis Barnes

Bennington: Carol DeJohn

Caledonia: Bruce Carlson

Chittenden: Pat Poulin

Essex: John Hull

Franklin: Mike Burns

Grand Isle: Jeff Porter

Lamoille: Dustin Turner

Orange: Juliann Sherman

Orleans: Roger Gosselin (Not Present)

Rutland: Mike Stewart

Washington: Jeff Halpin

Windham: Michael Garber

Windsor: Doug Jacobs

STAFF PRESENT:

Executive Director: Cindy Locke

Trails Administrator: Matthew Tetreault

Office & Programs Manager: Mandy Dwinell

Technology & Media Manager: Beth Flint

Office & Programs Assistant: Tina Bedard

GUESTS:

Ivor Stevens, Windham County Alt. Director, Ed Hebebrand, Caledonia County Alt. Director; Greg Rouleau, Washington County Alt. Director, Stan Choiniere, Windsor County Alt Director; Mike Koehler, Orleans County Alt. Director; Nathan LaFont, Green Mtn Roamers; Steve Torrey, Green Mtn Roamers; Barry Messer, Hawks Mtn Snowmobile Club; Mike Mutascio, Lunenburg Polar Bears.

President Jeff Fay called the meeting to order at 6:02 pm.

Approval of Agenda

Grand Isle County moved and Franklin County seconded, to approve the Agenda as presented.

MOTION CARRIED

Secretary's Report

**Rutland County: Motion to approve, Addison County seconded to approve Secretary's Report.
MOTION CARRIED.**

Treasurer's Report

	Jan-21	Jan-22	Jan-23	Jan-24	<i>Mbrshp Income w/o \$10 increase The \$5.00 is included since it is reflected in prior data trackg per yr</i>	<i>\$10 per TMA estimated</i>
Membership \$\$					Jan 2024 w/o \$10	
Budget	\$2,481,915	\$2,478,385	\$2,767,295	\$2,767,295	\$2,767,295	
MONTH activity	\$479,251	\$394,168	\$207,155	355,918	\$335,916	\$20,002
Season So far	\$2,336,783	\$2,497,174	\$2,158,184	2,176,088	\$2,014,679	\$161,409
	-\$145,132	\$18,789	-\$609,111	-\$591,207	-\$752,616	
percentage	94.15%	100.76%	78%	79%	73%	
Income \$\$					Jan 2024 w/o \$10	
Budget	\$3,255,180	\$3,310,443	\$3,436,342	\$3,586,956	\$3,586,956	
MONTH activity	\$550,291	\$433,335	\$482,872	420,181	\$400,179	
Season so far	\$2,551,047	\$2,750,252	\$2,604,314	2,517,564	\$2,356,155	
	-\$704,133	-\$560,191	-\$832,028	-\$1,069,392	-\$1,230,801	
percentage	78.37%	83%	76%	70%	66%	
Expense						
Budget	\$2,816,998	\$2,752,476	\$2,983,607	\$3,032,072		
MONTH activity	\$100,984	\$175,339	\$146,562	212,510		
Season so far	\$663,588	\$733,755	\$1,247,558	1,245,822		
		-\$2,018,721	-\$1,736,049	-\$1,786,250		
percentage	23.56%	27%	42%	41%		

Membership - January 2024

Increase of \$10.00 per TMA implemented this Season.

~355,918 Membership Income Activity for January/ 79% of budget expectations - with \$10 increase included

73% year over year comparison (w/o \$10 included) which is **about 5% less than last season at this time (or \$143,499 less)**

NSB-Trails Special Reserve Acct - \$244,560 (5.00 & 10.00 per TMA sold) x 66% = \$161,409 Season

Oct: \$11,101 Nov: \$38,336 Dec: \$91,964 Jan: \$20,002

Income - January 2024

~420k Income - of which ~355k was from Membership (includes \$10.00 TMA Increase funds)

We are **70% of Expected Income Budget (includes the \$10 increase)** - **about 6% less than last season at this time**

66% year over year comparison (w/o the \$10 included) - **or 10% less than last season at this time**

Expense - January 2024

Monthly Expenses of ~\$212k (~\$139k is in Trails of which ~\$124k was in Grooming payments)

GPS Equipment & Contracts Expenses:

Not a big expense this month \$144 - but wanted to share where we are (data thru December) regarding overall GPS Equip & Contracts Expenses. 65k Budget - YTD 38,869 expensed

ACCT NO	DESCRIPTION	BUDGET	MONTH	YEAR TO DATE	BUDGET BALAN	%REC'D SED
8300/2013	Sign/Map postage	3,000.00	0.00	455.06	2,544.94	15.17
8300/2014	Trails Miscellaneous	2,700.00	0.00	0.00	2,700.00	0.00
8300/2015	GPS Equip & Contracts	65,000.00	144.00	38,869.78	26,130.22	59.80

TRAIL PROJECT DATA

Trails Encumbered	2020 Season Final	2021 Season Final	2022 Season Final	2023 Season Final	Jan-24
Budget	\$400,000	\$400,000	\$550,000	\$554,170	\$554,170
MONTHLY ACTIVITY					\$56,519
Season so far	\$363,721	\$434,560	\$501,293	\$583,721	\$251,052
8310/2010 Trail Construction		\$100,764	\$157,804	\$223,860	\$934
8310/2010a Trail Maintenance		\$283,450	\$268,248	\$303,654	\$29,397
8310/2021 Trails Emergency Fund		\$24,895	\$45,556	\$26,499	\$24,687
8310/2027 Trail Debrushing		\$26,942	\$29,686	\$29,708	\$1,500
8310/2030 Next Year's Trails Projects		\$0	\$0	\$0	\$0

Flood Relief Trail Work	Oct-23	Nov-23	Dec-23	Jan-24
Budget	\$750,000	\$750,000	\$750,000	\$750,000
MONTHLY Project Expenses 8310/2010b	\$16,044	\$91,518	\$150,784	\$109,968
Season So Far	\$16,044	\$107,563	\$258,348	\$368,316
Percentage of Budget Utilized	2.14%	14.34%	34.45%	49.11%
BALANCE	\$733,956	\$642,437	\$491,652	\$381,684

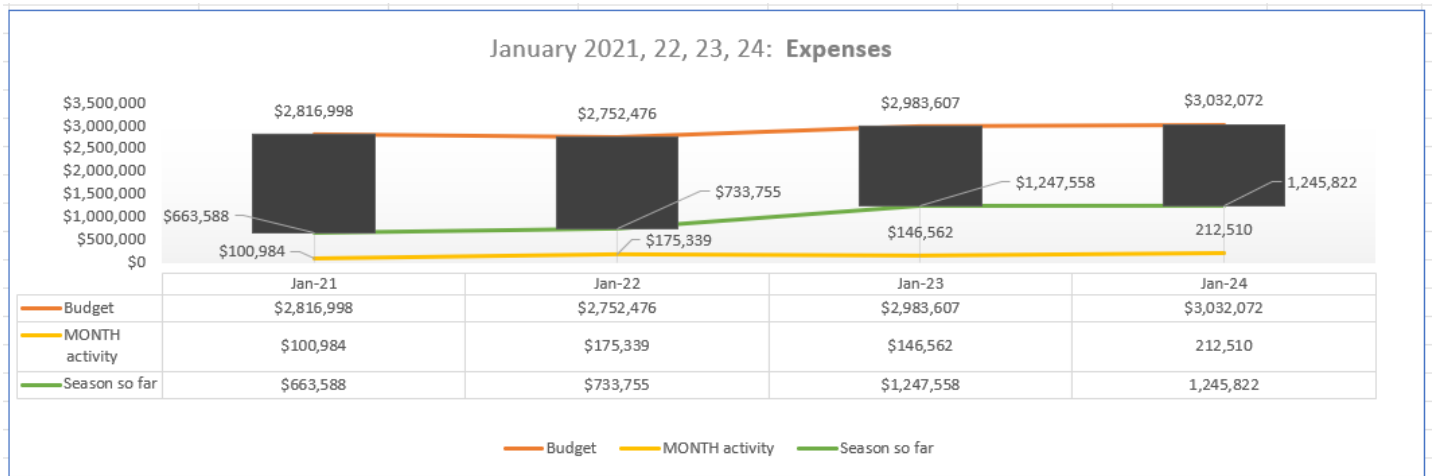
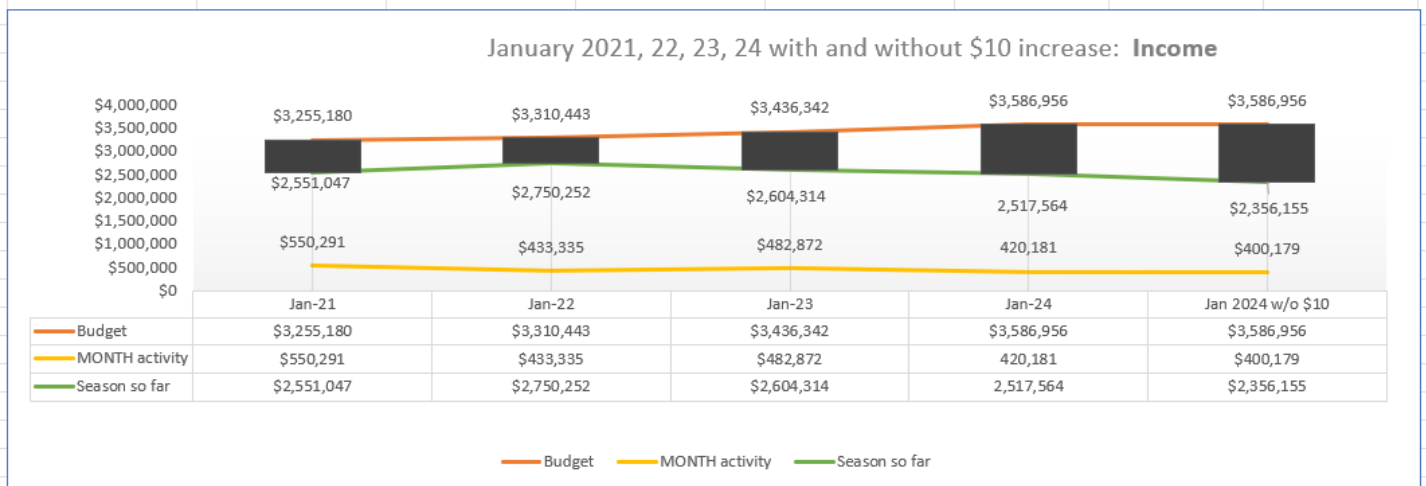
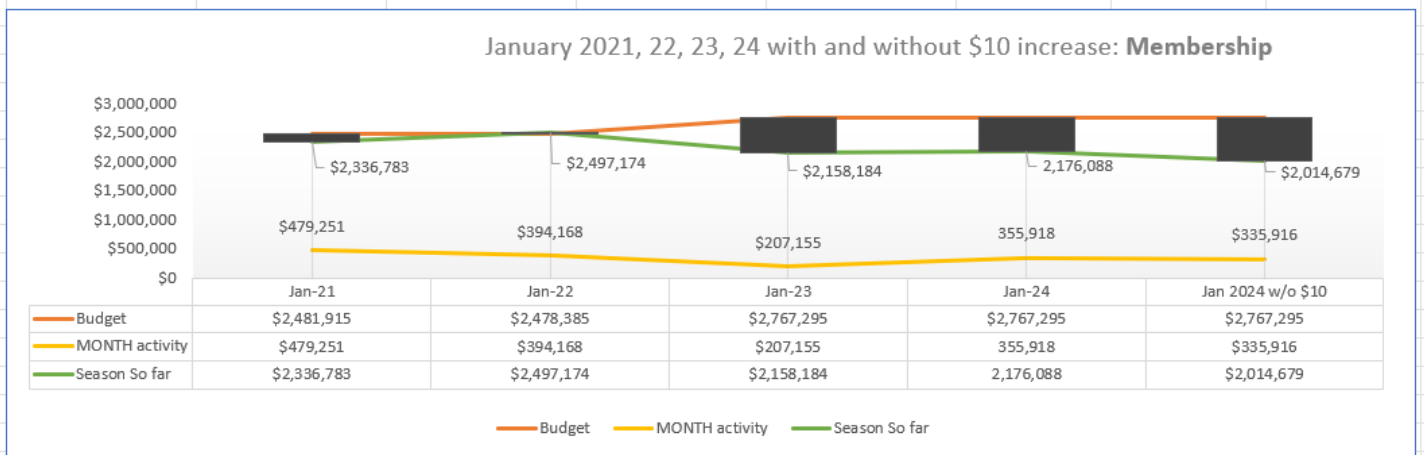
Trail Projects - January 2024

Regular Season Projects for **January:** \$56,519 Regular Season Projects for the Season so far: \$251,052

Flood Relief Projects for **January:** \$109,986 Flood Relief Projects for the Season so far: \$368,316

TOTAL: \$619,368 paid for Reg & Flood projects (\$251k + 368k) for the Season so far

CHARTS: (black bar represents gap between YTD actual (season so far) and Budget)



Windsor County: Motion to approve, Grand Isle County seconded to approve Treasurer’s Report. MOTION CARRIED.

Discussion on \$750k fund VAST received for assistance with trails for flood relief on its usage and where it can be used. 49% of the funds have been used through the end of January 2024.

TABLED ITEMS

Nothing new to report.

Old Business

Nothing new to report.

NEW BUSINESS

TMA Update - Cindy

110 TMAs have been sold in the last 5 days.

Just past regular season numbers with the Out-of-State TMAs YTD over last year.

\$100K behind in revenue where we were last year.

Projecting to be under \$1M for grooming expenses for the season.

Cindy emailing TMA reports to BOD.

TMA Sales Incentives, Cindy

Working on brainstorming incentive ideas for increasing EB TMAs sales. Idea of connecting with a local dealer on option of purchasing a snowmobile at cost to raffle to an EB TMA member – both as a way to help support a local dealership and VAST membership.

An EB TMA incentive raffle would not be competing with club raffles as it would take place prior to the start of the season.

Discussion on a clearer definition of and distinguishing between EB & Regular season TMAs and pricing.

Discussion for every EB TMA that is purchased for a snowmobile, would be a member's entry for the EB incentive raffle.

Discussion on prior EB snowmobile raffle for the 2016-2017 season as a way to increase membership, and was well received.

Discussion on profit & loss potential for EB snowmobile raffle.

Discussion on including this topic on the agenda for an upcoming Long Range Planning Committee meeting.

FEMA Funding Update, Cindy

Email sent from FEMA notifying VAST they were denied funding.

FEMA funding denied eligibility as an organization not due to the specific project.

VAST was encouraged by State of Vermont to apply to FEMA for funding. Have been in contact with State of Vermont, conversation had on not to appeal the denial of approval as the funding was not based on the specific project.

Waterbury Bridge Discussion, Cindy & Matt

Waterbury suspension bridge is a large bridge that goes over the Winooski River. The bridge received significant damage from the July 2023 flooding to the already damaged bridge.

DeWolf previously had submitted an engineer report for repairing the bridge.

The bridge is not currently in stable condition.

The Green Mtn Roamers club performs annual maintenance on the cables and abutments as well as has been working on connecting on ways to problem solve bridge repairs.

Changes and repairs to the bridge would require permissions from multiple agencies due to the bridge being over state owned river.

Discussion on how the BOD would like to proceed with the project.

Discussion on the concerns on liability for the condition of how the bridge currently stands.

Potential replacement expenses could potentially be \$1M+

Discussion on precautionary measures for the bridge while being mindful that clubs don't want to loss access to the bridge.

Discussion on BODs financial commitment for research and suggestions for next steps.

Discussion on the contactor, VHP who constructed the LVRT bridges as a possible similar structure for the Waterbury bridge.

Discussion on potential outlets for funding the bridge project.

Discussion on Built America, Buy America project and how it may add an additional component for construction and funding.

The Waterbury bridge is single use snowmobile traffic.

Discussion on connecting with UVM consulting for potential assistance with an RFP for the bridge.

Discussion on connecting with neighboring associations who have experienced similar bridge situations to gather information on potential costs and resources. Mike Burns to connect with a contact in Maine.

Discussion on including this topic on the agenda for an upcoming Long Range Planning Committee meeting.

Trails Administrator's / ED Report – Cindy and Matt

Beginning with the March BOD packet, with the changes in the Mandy's position, she will be including a report with updates on the current projects she's working on. She's currently been working on creating an online Shopify store front for both standard and custom signs, building the Spring Construction Course, bi-weekly eNews and others.

Discussion on Windsor County bridge projects.

Committee and Other Meeting Reports

American Outdoor Risk Retention Group (AORRG) Insurance – Mark
Working on processing Annual Report.

Northeast Chapter and USA – Pat Poulin, Jeff Fay as VT Representatives

USA: Nothing new to report.

Northeast Chapter: The February ride in Malone, NY was cancelled due to weather. Three \$500 scholarship checks were issued to recipients. The deadline is April 15.

VT Snow Trails Conservancy (VSTC) – Cindy

Sheila has transferred the funds to VSTC that was previously voted on by the BOD with \$1/TMA to go to VSTC. Sheila transferred \$40k for one year and \$42k for the second year.

Law Enforcement (LE) Committee – Cindy

Nothing new to report.

Awards & Nominating – Patty Companik, Chair

We begin our busy part of the season now, committee met Wed last week.

Focus was on Maintenance & Operational items

Brought Ruth up to speed on the Scholarship process/timeline - and a high-level overview of the process/timeline for awards

Committee reviewed forms - a few minor edits were made

Discussed ideas on getting more nominations submitted by members

Discussed National Volunteer Week - April 21-27 - several ideas were mentioned - committee members doing some research - meeting again in a few weeks to finalize.

Scholarship Applications are due March 1

Awards Nominations are due May 1

Quality vs Quantity

Encourage the clubs in your counties to submit nominations

County Meetings - Patty willing to participate via Zoom - or - have a member contact her directly if they need help

We will leverage eNews, Facebook and VAST magazine for communication (in addition to YOUR support getting the word out)

There are 2 awards which require board approval - committee does not decide the recipients of these awards: Lifetime and Partnership

Partnership has to be submitted by May 1 to the VAST Executive Director and then all nominations received are presented to the board for a vote.

Will also leverage eNews to get the word out on these.

Remember your volunteer Trailblazers - 25 years or more of volunteering. ALL submissions meeting time criteria are recognized.

Meeting again in a couple of weeks (March)

Cindy added - committee can work with Mandy "how to video" on how to submit a nomination if they would like and there is a professional video on the VAST website currently - Spotighting Volunteers.

By-Laws & Policy – Mark Reaves, Chair

Nothing new to report.

Annual Meeting – Ivor Stevens

Confirming dates with the hosting property for the date of September 7.

Executive Committee – Jeff Fay, President

Met today to review prior to the BOD meeting. Plan to meet on a regular basis moving forward.

Finance - Patty Companik, Chair

We have not met - Patty will set up a meeting now that we are the point where we can project numbers. (March/April)

We also will begin to start discussing the draft of next years budget. (April/May).

Long Range Planning & Organizational Committee – Mark Reaves, Chair

Meeting this week.

Resource Committee

Not active.

Trails Committee, Cindy

Matt and Curt have in contact with CTCs to get a list of topics for the next week. Proposed meeting date of the 3rd Monday of the month.

Connect with Matt and Curt on topics for the agenda ASAP.

Safety Committee – Stan Choiniere

Met last month, not enough for a quorum.

Meeting again this month.

Governor's Council – Pat Poulin

Met on February 7.

790 students to date completed the safety course with a 100% pass rate.

Fish & Wildlife reported 429 contacts with a few violations 2-3 warnings for no TMA, several warnings for insurance and lack of safety certification.

DMV reported 17,671 registrations across 12 states.

FPR launched a public survey for Move Forward Together Vermont for outdoor recreation, link for the survey is included in the eNews.

Discussion on the VAST Recruitment Development powerpoint on the VAST forms page on the VAST website. The resource is encouraged to be shared with clubs and volunteers.

Discussion on GPS units. VAST appreciates everyone's patience and is aware of the continually issues as the GPS units have been an ongoing daily struggle for both clubs & VAST. In the preliminary states of reconnecting with MapGears & AtlasTrak for an alternate plan for next year. Meeting with AtlasTrak 2/27.

Discussion on the national hosting company VAST partners with for the website & trail conditions. Unfortunately, many customers the company works with has been receiving technical issues with their sites going down. The host company shared with the increase with sudden spikes the host company thought there was "robot fraud" traffic to the site, and shut the site down. VAST continues to work with the host company to resolve issues.

Discussion on LVRT signage.

Motion to adjourn Addison County moved to approve; Washington County seconded to adjourn the meeting. MOTION CARRIED.

The meeting was adjourned at 7:10PM.

Respectfully submitted,
Ruth Halpin, Secretary