

Trails For All (TfA) Board Meeting Minutes
October 11, 2022, 5:30 pm
Approved by Board, December 13, 2022

a) Board Members Present

Janet Smith (JS) Chuck Ziehr (CZ) Herb Kober (HK) Karen Foley (KF)
Andrew Todd (AT) Sally Strom (SS)

b) Board Members Absent

Paul Parsons (PP) on sabbatical through March 2023

c) Others Present

Rob Bidner

The meeting was chaired by JS as Vice President while PP, President, is on sabbatical.

Consent Agenda:

1. Approval of September 2022 Minutes (Chuck)
2. Approval of September 2022 Treasurer's Report (Herb)

SS moved and AT seconded that the consent agenda be approved; it passed unanimously.

Reports, Discussion, Decisions:

1. Non-Profit/Profit Relationships

JS shared the following notes from Gregg Powell (an attorney that she has worked with through San Isabel Land Protection Trust):

Consignment sales: Fine, but if we don't have a formal agreement spelling out the consignment relationship, we should do so. I have a consignment agreement we can use.

Co-branding and directing to All the Range: For appearances sake, should stay away from both. All right to say shirts and guides are available at All the Range. But shouldn't push All the Range in general.

SEEK grant: The area of most concern is acting as fiscal agent for the grant for an outside entity, (complicated by the fact that Tom and Taurin own All the Range). Advises that we adopt SEEK as a Trails for All program (assuming that's all right with Tom and Taurin), noting how it fits in with our mission to promote use of trails and get people outside for a healthier lifestyle. How does reimbursing work now?

JS will send a copy of Greg Smith's book agreement with All the Range to HK who will draft a similar agreement between TfA and All the Range.

S.E.E.K. grant – TfA serves as the fiscal agent. HK (TfA treasurer) gets documentation from Tom & Taurin Dimler about S.E.E.K expenses and reimburses them. Tom & Taurin wrote the grant proposal for S.E.E.K. JS suggested that we need to make S.E.E.K. a program of TfA. JS will talk to Tom & Taurin about TfA writing the grant application for next year. TfA could handle the finances if approved. CZ suggested that we include a stipend for Tom & Taurin’s leadership.

2. Winter Work

- a. Update the Trail Guide and perhaps more 1-pagers -- HK will reactivate the Trail Guide Committee. He will ask Shelly Larson for her cost to do the work using InDesign software. There was some discussion of addition trail summaries including Goodwin Lakes. KF volunteered her GIS expertise to create the maps. Currently, HK inputs a GPS track in to TopoFusion and uses US Topo. AT volunteered to help with GPS files. KF recommended inclusion of a context map showing road access to the trailheads. KF, AT, HK, and Shelly Larson should get together via a Zoom meeting to get started. KF will email the participants to arrange the meeting.
 - b. Other Projects – future TfA projects could include S.E.E.K., significant trail maintenance work on Comanche, Rudolph, and/or the Rainbow. AT suggested that we need a specific project in order to seek grant funding. CZ noted that we have enough money on hand for our regular trail maintenance efforts. KF said that it costs about \$10,000 per week for Mile High Youth Corps crew; she suggested that we look for grant opportunities in the \$30-50K range. AT suggested that a useful project would be signage and bridges on the Rainbow Trail. AT will contact Jeff Outhier about requirements and costs for signage.
3. S.E.E.K. – SS reported that there will be no more hikes this year. She will get with Taurin to brainstorm about planning for S.E.E.K. for next year.
 4. End-of-Trail-Maintenance Celebration/Party – JS sent a MailChimp email invitation to about 100 volunteers and donors for the October 29 event at All Aboard Westcliffe building. She listed an October 14 deadline for RSVP. She will send another email reminder this weekend. KF will prepare a Google spreadsheet for food. SS will provide plates, bowls, silverware, and candy. KF will provide cups from SILPT. JS asked about serving beer; AT will provide a cooler of beer. JS will check with the City of Westcliffe and All Aboard Westcliffe for any needed permissions to serve beer. JS recommended that we have a contest for the best chili provided by the TfA Board. Door prizes will be presented to volunteer and donor attendees. AT will provide a Silkie saw. JS recommended two \$100 and two \$50 gift certificates to All the Ranges, some TfA t-shirts, a Trail Guide, some 1-pagers, and tote bags be used a door prizes. The program will include JS as master of ceremonies, CZ celebrating the trail maintenance work of our volunteers, and JS distributing door prizes.
 5. Google Workspace for Non-Profits – KF will provide instructions soon about the use of email and Google drive within our new TfA Google Workspace.
 6. Merchandise – KF asked if we wanted to create logo stickers and perhaps to develop a new logo to re-brand TfA. There was consensus to purchase stickers (to be sold at All the Range). JS recommended that the first order use our existing logo. It was decided to order vinyl, matte finish stickers. KF will explore vendors for the stickers and see if they could be available for the October 29 event. She hopes to add Custer County, Colorado below our logo. She will email the board by next Monday.

Next Meeting: It was agreed NOT to meet in November; CZ recommended that the advisory board be informed about the decision not to meet. JS will ask Paul about the advisory board email list. The next board meeting will be Tuesday, December 13, 2022 at 5:30 pm MT in-person at COL conference room and via Zoom.

Adjournment: JS adjourned the meeting at 7:00 pm.

Minutes prepared by:  Chuck Ziehr, Secretary, Trails for All Board of Directors

Treasurer's Report, September 2022

Dear Board,

September expenses included two payments for shirts/printing, and our income included online hiking guide sales (2), an Amazon Smile deposit, and a CAF contribution.

Account Summary

Date	Description	Amount
09/01/2022	Beginning Balance	\$21,457.37
	3 Credit(s) This Period	\$75.68
	2 Debit(s) This Period	\$1,104.90
09/30/2022	Ending Balance	\$20,428.15

Given all the visitors I have had lately, I am a little behind on invoicing All the Range for shirts, and another box of hiking guides I dropped off last week. This will be cleaned up by the end of October.

Attached for your review are the following documents;

- TFA 2022 Budget Summary
- TFA September 2022 Balance Sheet
- TFA September 2022 P/L Statement
- TFA September 2022 Bank Statement

Please let me know if you have any questions or comments.

Regards,

Herb Kober
Treasurer, Trails For All

2022 Budget Status

The dollar amounts shown for 2022 actual are accurate relative to our books.

Trails For All

Budget - 2022 (updated 10/07/22)

	12/31/2020	12/31/2021		
Account Description	2020 Actual	2021 Actual	2022 Budget	2022 Actual
Direct Public Support - Individual Contributions	973.00	465.00	500.00	500.00
Direct Public Support - Corporate Contributions	1,070.23	462.14	500.00	327.05
Direct Public Support - Spirit Campaign	4,905.16	5,032.24	5,215.86	5,215.86
Direct Public Support - Event Generated				
Product Sales	804.22	7,157.26	8,500.00	1,335.00
Grants	7,500.00	7,500.00	7,500.00	7,500.00
Total Income	15,252.61	20,616.64	22,215.86	14,877.91
Bank Service Charge	(65.37)	(24.00)	-	
Insurance	(1,512.00)	(1,573.00)	(1,600.00)	(1,907.00)
Event/Outreach	(79.00)		(300.00)	
Grant Support/Matching			(500.00)	
Equipment			(500.00)	
Operating Supplies	(40.70)		(100.00)	
Training/Tuition/Event Registration		(135.00)	(300.00)	
Travel Expenses			-	
SEEK Support	(7,500.00)		(7,500.00)	
Trail development expense			(2,000.00)	
Web Hosting Fee	(156.00)	(156.00)	-	
Web Registration		(23.98)	(25.00)	
Web Development/Maintenance		(1,200.00)	(1,200.00)	
Mailchimp/Flippcause			(180.00)	
State Fees	(20.00)	(20.00)	(20.00)	(20.00)
PO Box Rental/Postage		(98.51)	(74.00)	(76.72)
Printing/Shirts/Collateral	(1,461.65)	(3,923.07)	(5,200.00)	(3,392.90)
Advertising		(400.00)	(400.00)	(300.00)
Total Expenses	(10,834.72)	(7,553.56)	(19,899.00)	(5,696.62)
Net Cash	4,417.89	13,063.08	2,316.86	9,181.29
		Actual net YTD 2021	Projected net EOY 2022	Actual net YTD 2022

Unpaid Invoices

Number of Days Overdue

	Not Yet Overdue	30 or Less	31 to 60	61 to 90	91 or More	Total Unpaid
All the Range	\$1,000.00 1 invoice					\$1,000.00 0.00 overdue
Total Unpaid	\$1,000.00 1 invoice	\$0.00 0 invoice	\$0.00 0 invoice	\$0.00 0 invoice	\$0.00 0 invoice	\$1,000.00 0.00 overdue



Trails for All

Balance Sheet

Trails For All

As of Sep 30, 2022



ACCOUNTS

Sep 30, 2022

Assets

Total Cash and Bank	\$20,428.15
Total Other Current Assets	\$0.00
Total Long-term Assets	\$0.00
Total Assets	\$20,428.15

Liabilities

Total Current Liabilities	\$0.00
Total Long-term Liabilities	\$0.00
Total Liabilities	\$0.00

Equity

Total Other Equity	\$0.00
Total Retained Earnings	\$20,428.15
Total Equity	\$20,428.15



Trails for All

Profit and Loss

Trails For All

Date Range: Sep 01, 2022 to Sep 30, 2022



ACCOUNTS	Sep 01, 2022 to Sep 30, 2022
Income	
Direct Public Support – Corporate Contributions	\$25.68
Sales	\$50.00
Total Income	\$75.68
Cost of Goods Sold	
T-Shirts for Resale	\$634.50
Total Cost of Goods Sold	\$634.50
Gross Profit	-\$558.82
As a percentage of Total Income	-738.40%
Operating Expenses	
Printing and Reproduction	\$470.40
Total Operating Expenses	\$470.40
Net Profit	-\$1,029.22
As a percentage of Total Income	-1,359.96%








PO Box 2850
Edmond, OK 73083

RETURN SERVICE REQUESTED

TRAILS FOR ALL
PO BOX 1063
WESTCLIFFE CO 81252-1063

Managing Your Accounts

	Address	8 Bassick Place Westcliffe, CO 81252
	Branch Number	719-783-2030
	Customer Service	405-341-8222 or 1-866-262-2657
	Online	kirkpatrickbank.com
	Telephone Banking	405-341-3330 or 1-866-652-2657

Summary of Accounts

Account Type	Account Number	Ending Balance
SIMPLY FREE BUSINESS CHECKING	XXXXXXXXX2900	\$20,428.15

SIMPLY FREE BUSINESS CHECKING-XXXXXXXXX2900

Account Summary

Date	Description	Amount
09/01/2022	Beginning Balance	\$21,457.37
	3 Credit(s) This Period	\$75.68
	2 Debit(s) This Period	\$1,104.90
09/30/2022	Ending Balance	\$20,428.15

*PLEASE EXAMINE STATEMENT AT ONCE. IF NO ERROR IS REPORTED WITHIN 30 DAYS, THE ACCOUNT WILL BE CONSIDERED CORRECT.
*IN CASE OF ERRORS OR QUESTIONS CONCERNING ELECTRONIC TRANSACTIONS, PLEASE TELEPHONE OR WRITE US AT THE ABOVE ADDRESS.

Electronic Credits

Date	Description	Amount
09/02/2022	AmazonSmil AMZNHLZJCURX payments.amazon.com ID#1IGSBJNZOTV6PUU	\$21.48
09/06/2022	PAYMENTS FLIPCAUSE INC NTE* FLIPCAUSE TRANSFER\	\$50.00

Other Credits

Date	Description	Amount
09/09/2022	MOBILE DEPOSIT	\$4.20

Electronic Debits

Date	Description	Amount
09/14/2022	XX9278 PURCHASE SQ * CRESTONE GRA Silver Cliff CO 37624288 776173	\$470.40
09/14/2022	XX9278 PURCHASE SPORTSWEAR GRAPH FORT WORTH TX 11200012 434341	\$634.50

Daily Balances

Date	Amount	Date	Amount
09/02/2022	\$21,478.85	09/09/2022	\$21,533.05
09/06/2022	\$21,528.85	09/14/2022	\$20,428.15



Trails for All

Bank Activity Receipts – September 2022

Sep 02, 2022	AmazonSmil AMZNHLZJCURX payments.amazon.com ID#1IGSBJNZOTV6PUU	21.48
Sep 06, 2022	PAYMENTS FLIPCAUSE INC NTE*FLIPCAUSE TRANSFER\	50.00
Sep 09, 2022	MOBILE DEPOSIT	4.20

Bank Activity Debits – September 2022

Sep 14, 2022	XX9278 PURCHASE SPORTSWEAR GRAPH FORT WORTH TX 11200012 434341	634.50
Sep 14, 2022	XX9278 PURCHASE SQ *CRESTONE GRA Silver Cliff CO 37624288 776173	470.40

All electronic debits shown on statement made with debit card