

Trails For All (TFA) Meeting Minutes
October 12, 2021, 5:30 pm, Monthly Board Meeting
In-Person Meeting and via Zoom
Board Approved: November 16, 2021

a) Board Members Present

Paul Parsons (PP) Kate Vickery (KV) Janet Smith (JS) Chuck Ziehr (CZ) Herb Kober (HK)
John Anderson (JA)

b) Board Members Absent

Andrew Todd (AT)

Secretary Note: President PP scheduled this meeting in person in the San Isabel Land Protection Trust conference room and via Zoom.

Consent Agenda:

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

JS moved and JA seconded that the consent agenda be approved; it passed unanimously.

Reports, Discussion, Decisions:

1. Rural Philanthropy Days (Paul) PP attended on behalf of TfA. There were workshops; some was about pretty basic leadership. Met wonderful people, lot of local non-profit people. It was fascinating meeting funders (foundation people), but none were ready to give to outdoor recreation like us, but heard of other foundations around the country which were more likely to fund outdoor recreation. The third day was here in Westcliffe; he shared about TfA. Other local groups included KLZR, SILPT, Silver Cliff museum, and arts council.

Lucille Domenico phoned PP and reported that Megan Carter (Americorps/VISTA) was interested in TfA and thinks TfA could be accepted for a grant to fund a volunteer in the summer; stipend of about \$1000 per month to the volunteer. Perhaps the volunteer could work with SEEK for two weeks and with USFS and trail maintenance for the remainder of the time. JS noted that such volunteers have worked for SILPT. Need pairs to work. Karen Foley (SILPT) has worked as a VISTA volunteer; JS will check with her for more information. PP will investigate the application process and talk with Tom Dimler (SEEK), Jeff Outhier (USFS), and Karen Foley (SILPT).

2. Bluegrass Festival—banner and/or table in their Vendor Tent? (Kate) KV suggested that this should be regarded as an investment with a specific goal. JS said a table in the vendor tent costs \$1,500, and perhaps we could ask for donations and sell merchandise (shirts, trail guides); she will explore this further. KV suggested a giveaway for gaining contact information; JA said these contacts could be used for a more direct fundraising effort.

3. Custer County Tourism Board workshop, Oct. 18 (Paul) There will be a Restart Destination Workshop on Oct. 18, 9 a.m. to 4 p.m. CZ volunteered to represent TfA and will contact Deb Adams (CCTB) to find out what will be involved and what is expected of TfA. JS might be able to attend in the afternoon.

4. Hiking Guide Steering Committee (Herb) HK will pursue the establishment of this committee. People who have




already volunteered include JS, AT, HK, CJ Berry, and Shelly Larson (graphic designer).

5. Bike Trail Planning Committee (Herb and/or Chuck) – the committee did not meet in October.
6. Merchandise (Kate) – an additional order of t-shirts are now at All the Range.
7. Trail Maintenance Report (Chuck)—the year-end report was made at last month’s meeting and no changes are in order.
8. Upcoming Newsletter idea (Paul) – PP noted that Lucille Domenico had suggested a summary of the last four years of trail maintenance. PP suggested that it should be “inspirational.” CZ volunteered to draft such an article.

Next Meeting: Due to some members being out of town on the second Tuesday of November it was agreed that the next meeting will be Tuesday, November 16, 2021 at 5:30 pm MT in-person at SILPT and via Zoom.

Adjournment: PP adjourned the meeting at 6:53 pm.

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



Treasurer's Report, September 2021

Dear Board,

September expenses included insurance payments (\$1573.00), hiking guide shipping costs (\$8.55), and expense report reimbursement to PP for Philanthropy Days registration (\$135.00). September income is from ATR hiking guide sales (\$1200.00), and ATR garment sales (\$1676.50).

| | |
|---------------------|----------|
| Beginning Balance - | 17838.06 |
| Income - | 2876.50 |
| Expenses - | 1716.55 |
| Ending Balance - | 18998.01 |

Treasurer Action Items in September

Hiking Guides – All the Range has already sold through nearly 60% of the third printing, making the grand total sold (including TFA direct sales) nearly 260 guides. ATR will likely need more guides this week. I also received an order for two guides through the website and shipped those on 9/28. The funds for that sale will show up in October reporting. I actually have 45 guides in hand (I reported 40 last month) – it turns out the printer sent 7 extra copies in the last shipment.

Attached for your review are the following documents;

- TFA 2021 Budget Summary
- TFA September 2021 Balance Sheet
- TFA September 2021 P/L Statement
- TFA September 2021 Bank Statement

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

Regards,

Herb Kober
Treasurer, Trails For All

2021 Budget Status

The dollar amounts shown for 2021 actual are accurate relative to our books.

| Trails For All | | | | |
|--|-------------------|--------------------|--------------------|-------------------|
| <i>Budget - 2021 (updated YTD 10/8/21)</i> | | | | |
| | 12/31/2019 | 12/31/2020 | | |
| Account Description | 2019 Actual | 2020 Actual | 2021 Budget | 2021 Actual |
| Direct Public Support - Individual Contributions | 513.00 | 973.00 | 1,000.00 | 465.00 |
| Direct Public Support - Corporate Contributions | 2,000.00 | 1,070.23 | 1,600.00 | 212.14 |
| Direct Public Support - Spirit Campaign | 2,217.94 | 4,905.16 | 4,000.00 | 5,032.24 |
| Direct Public Support - Event Generated | - | - | - | - |
| Product Sales | - | 804.22 | 3,850.00 | 5,375.26 |
| Grants | 5,800.00 | 7,500.00 | 7,500.00 | 7,500.00 |
| Total Income | 10,530.94 | 15,252.61 | 17,950.00 | 18,584.64 |
| Bank Service Charge | (60.81) | (65.37) | (65.00) | (24.00) |
| Insurance | (1,493.00) | (1,512.00) | (1,550.00) | (1,573.00) |
| Event/Outreach | (50.00) | (79.00) | (300.00) | - |
| Grant Support/Matching | - | - | (500.00) | - |
| Equipment | (728.31) | - | (700.00) | - |
| Operating Supplies | (58.10) | (40.70) | (100.00) | - |
| Training/Tuition/Event Registration | (24.00) | - | - | (135.00) |
| Travel Expenses | - | - | - | - |
| SEEK Support | (4,969.50) | (7,500.00) | (7,500.00) | - |
| Trail development expense | - | - | (500.00) | - |
| Web Hosting Fee | (132.00) | (156.00) | (160.00) | (156.00) |
| Web Registration | (51.76) | - | - | (23.98) |
| Web Development/Maintenance | - | - | - | (1,200.00) |
| Mailchimp | - | - | (180.00) | - |
| State Fees | (11.00) | (20.00) | (20.00) | (20.00) |
| PO Box Rental/Postage | - | - | - | (89.35) |
| Printing/Shirts/Collateral | (52.00) | (1,461.65) | (2,250.00) | (3,698.07) |
| Advertising | (120.00) | - | (200.00) | (400.00) |
| Total Expenses | (7,750.48) | (10,834.72) | (14,025.00) | (7,319.40) |
| Net Cash | 2,780.46 | 4,417.89 | 3,925.00 | 11,265.24 |
| | | | Projected net | Actual net |

Balance Sheet

Trails For All

As of Sep 30, 2021

| ACCOUNTS | Sep 30, 2021 |
|-----------------------------|--------------------|
| Assets | |
| Total Cash and Bank | \$18,998.01 |
| Total Other Current Assets | \$0.00 |
| Total Long-term Assets | \$0.00 |
| Total Assets | \$18,998.01 |
| Liabilities | |
| Total Current Liabilities | \$0.00 |
| Total Long-term Liabilities | \$0.00 |
| Total Liabilities | \$0.00 |
| Equity | |



Trails for All

Profit and Loss

Trails For All

Date Range: Sep 01, 2021 to Sep 30, 2021



| ACCOUNTS | Sep 01, 2021 to Sep 30, 2021 |
|--|---------------------------------|
| Income | |
| Sales | \$2,876.50 |
| Total Income | \$2,876.50 |
| Total Cost of Goods Sold | |
| | \$0.00 |
| Gross Profit As a percentage of Total Income | \$2,876.50 100.00% |
| Operating Expenses | |
| Event/Training Registration | \$135.00 |
| Insurance | \$1,573.00 |
| Postage & Delivery | \$8.55 |
| Total Operating Expenses | \$1,716.55 |
| Net Profit As a percentage of Total Income | \$1,159.95 40.33% |



Trails for All

Bank Statement – September 2021, Only Kirkpatrick Bank



Member FDIC

PO Box 2850
Edmond, OK 73083

RETURN SERVICE REQUESTED

TRAILS FOR ALL
PO BOX 1063
WESTCLIFFE CO 81252-1063

Statement Ending 09/30/2021

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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 |

ANNUAL PRIVACY NOTICE

To read the Kirkpatrick Bank Privacy Notice, please go to our website www.kirkpatrickbank.com
(At the bottom of the home page, click on "Privacy", then click on the link that says "Click here to download the Kirkpatrick Bank Privacy Notice (PDF)").

Summary of Accounts

| Account Type | Account Number | Ending Balance |
|-------------------------------|----------------|----------------|
| SIMPLY FREE BUSINESS CHECKING | XXXXXXXX2900 | \$18,998.01 |

SIMPLY FREE BUSINESS CHECKING-XXXXXXXX2900

Account Summary

| Date | Description | Amount |
|------------|-------------------------|-------------|
| 09/01/2021 | Beginning Balance | \$17,838.06 |
| | 1 Credit(s) This Period | \$2,876.50 |
| | 4 Debit(s) This Period | \$1,716.55 |
| 09/30/2021 | Ending Balance | \$18,998.01 |

*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.

FINANCE CHARGES ARE COMPUTED BY APPLYING THE PERIODIC RATE TO THE "DAILY BALANCE" OF YOUR ACCOUNT INCLUDING CURRENT TRANSACTIONS. TO GET THE "DAILY BALANCE" WE TAKE THE BEGINNING BALANCE OF YOUR ACCOUNT EACH DAY, ADD ANY NEW ADVANCES AND SUBTRACT ANY PAYMENTS OR CREDITS AND UNPAID FINANCE CHARGES NOT CONSIDERED PAST DUE. THIS GIVES US THE DAILY BALANCE.

Deposits

| Date | Description | Amount |
|------------|-----------------|------------|
| 09/08/2021 | REGULAR DEPOSIT | \$2,876.50 |

Electronic Debits

| Date | Description | Amount |
|------------|---|----------|
| 09/07/2021 | XX9278 PURCHASE ALLIANCE MEMBER 831-4590980 CA 13700265 273600 | \$750.00 |
| 09/13/2021 | Great American-G VENDOR PMT #XXXXX0888 | \$823.00 |
| 09/28/2021 | XX9278 PURCHASE* USPS PO 07954007 WESTCLIFFE CO 40076997 215438 | \$8.55 |

Checks Cleared

| Check Nbr | Date | Amount |
|-----------|------------|----------|
| 1003 | 09/14/2021 | \$135.00 |

* Indicates skipped check number

Bank Activity Receipts – September 2021

KIRKPATRICK BANK **DEPOSIT** UNRECORDED CHECK
 CHECK ONE
 9/8/21 Today's Date
 Trails For All Customer Name (Please Print)
 ADDRESS
 X
 Sign Here (If cash is received from this deposit)

DEPOSIT

CASH ▶
 CHECK ▶
 TOTAL FROM OTHER SIDE ▶
 SUBTOTAL ▶
 CASH BACK ▶

2876.50
 .
 .
 .
 .

 \$ 2876.50

011 2037012900 \$

⑆54⑆020002⑆ 2037012900⑆ 011

All electronic debits shown on statement made with debit card