Board of Directors Meeting

December 6, 2023

Present: Absent

Ruth D’Alessandro, President Mary Thibault

Larry Langer, Vice President

Carole Howe Secretary

Bev Ashcraft

Sylvia Harris

BJ Barger

Carol Thomas

Cheryl Wiseman

Rita Togni

**Call to Order:** The meeting was called to order by Ruth D’Alessandro, President, at 5:50pm.

**Approval of Agenda:** Motion to approve the agenda made by Larry, seconded by Bev, passed unanimously.

**November Minutes:** Motion to approve November, 2023 BOD meeting minutes was made by Larry, seconded by Rita, passed unanimously.

**President’s Comments:** According to Gary R. our current membership is 1173 with 8 new members in the last 7 days and 23 new members in the last 30 days. We currently have 27 overdue renewals and 10 pending renewals. The trend for the last several months has been slow but steady growth. Ski trip registrations have fallen off dramatically and Gary’s forecast is that membership may start to decline slightly over the next few months.

The weekly Ski Gram newsletter “open” rate during the month of November remained over 65% but the most recent issue dropped to a 60% open rate. It is increasingly difficult to find new articles and videos to interest our readers and we have fewer new events to highlight.

Lee Negroni, our part time office assistant is working in the SCWDC office approximately once a week depositing checks, answering the phone, and responding to emails. She has also been cleaning up the office and getting rid of outdated materials. Bev and Ruth discussed hiring an additional person to work another 4 hours each week in the office. In the past few months, Larry and Bev have been tremendous assets in streamlining office procedures. Thank-you Larry and Bev. We have been getting used to the new phone system and how to use it.

**Budget and Finance:** Bev reports that November continued to be a good month for our Western Flight trip sales although 2 trips were cancelled, Mt. Bachelor and Aspen. Because we cancelled early we are expecting a full refund from Mt Bachelor. We have received a partial refund from Aspen and have one condo available for 4 skiers. If that condo is not sold, we will lose approximately $8500.00. Several participants have transferred to other trips which has offset some losses. Seven western trips are full at this time. Whitefish, Big Sky, Snowbird, Park City, Lake Tahoe, Mammoth, and Beaver Creek. Two of our western trips still have openings, Taos and Kitzbuhel.

Our January Canaan Valley trip has 60 participants signed up and there is a waitlist. The February Canaan Valley trip has 6 spots remaining.

The Sunday River Blue Ridge Ski Council (BRSC) trip was deactivated, the 8 participants were refunded and referred to the Baltimore Ski Club to register for the trip with their club.

The Club Med trip to Turkoise in November with a total of 50 participants, was very successful. Also, the golf trip to Kiawah Island with 19 participants was very successful.

We hve received our commission and trip leader compensation from our Egypt trip from Overseas Adventure Travel (OAT) and have made refunds to participants.

**Travel Report:** In other travel news, the VBT (Vermont Biking Tours), boat and bike trip to the Netherlands scheduled for April 2024 is full. The Windstar Sailing Cruise to St. Marteen in February is also full.

**Old Business:** Last month we discussed the survey Sylvia developed for our members. Sylvia was going to discuss with Gary, our communication chair what our next step should be for this survey. Updates?

**New Business**: Last month, the BoD voted to cancel the ski trip to Chile in August 2024 after reviewing the proposed contract.

Since then, the vendor responded with a more favorable proposal. The trip was reduced to 25 paid slots, no change in price. The hotel extended early booking to March and the tour operator agreed to assist in filling the trip if we have a problem. Therefore, the flights committee co-chair, Mary Jo asked the BoD to reconsider approving the Chile ski trip for 2024.

Ruth sent an email with the new proposal to the BoD on November 28, 2023. BJ made a motion to accept the proposal, Larry seconded the motion and the BoD unanimously approved the Chile ski trip. The vote was ratified by the BoD this evening. This evening, a motion to approve Joanne Cavallero as trip leader made by Rita second by Larry. Passed unanimously.

**Liaisons:** Do the BOD liaisons have any new information/concerns to report from their Committee Chairs. This is a reminder if you have to miss a board meeting you can contact Ruth or any other board member to find out what we discussed. You should not miss more than 3 BoD meetings in a year. Most of our BoD meetings will be via zoom but we will have a few in person meetings at the SCWDC office.

Meetings till the end of the year:

January 8, 2024

Feb. 12 2024

March 4, 2024

March 25, 2024

April 15, 2024

**Motion to Adjourn:** With no further business to discuss a motion to Adjourn was made at 6pm, by Larry seconded by Sylvia: passed unanimously.

Respectfully submitted,

Carole Howe

Secretary