



**Ozark Trail Association  
2020 Second Quarter Board Meeting  
Zoom Online Conference  
Saturday, April 25, 2020**

A meeting of the directors of the corporation was held on Saturday, April 25, 2020, at 10:00 A.M., via Zoom Conferencing Service, for the purpose of electing board directors and officers, reviewing the prior year's business, discussing corporate operations for the upcoming year, and for the transaction of any other business that may properly come before the meeting, pursuant to notice and in accordance with Bylaws of the Ozark Trail Association, A Missouri Nonprofit Corporation.

Ms. Abi Jackson was elected Chairman of the meeting and Mr. Jeff Goetter was appointed Secretary thereof.

The secretary announced that the meeting was held pursuant to notice, if and as required under the bylaws of this corporation.

The secretary announced that the following directors were present at the meeting:

Ms. Kathie Brennan	Mr. Mark Goforth
Mr. Jeff Howell	Mr. Stephen Thompson

The secretary then announced that the presence of these directors at the meeting represented a quorum of the board of directors as defined in the bylaws of this corporation

The following persons were also present at the meeting:

Mr. Jeff Goetter	Mr. Garret Doak
Ms. Abi Jackson	Mr. Roger Allison
Ms. Hannah Hussey	Mr. Terry Hawn

The secretary announced that the minutes of the Annual Board meeting held on January 25, 2020 were provided at the meeting. After discussion, a vote was taken, and the minutes of the meeting were approved by the directors in attendance.

The first item of business was the opportunity for open public discussion by meeting attendees. There were no comments presented.

The next item of business in accordance with the BYLAWS OF OZARK TRAIL ASSOCIATION, A MISSOURI NONPROFIT CORPORATION Article IV Section B, Term and Election of Directors, were for elections to be held for directors of the Board of Directors. After discussion, the following persons were elected to serve as directors of the corporation:

Mr. Garret Doak  
Mr. Roger Allison  
Mr. Jeff Goetter

The chairman announced that the next item of business was the election of the officers of the corporate in accordance with the BYLAWS OF OZARK TRAIL ASSOCIATION, A MISSOURI

NONPROFIT CORPORATION Article VI, Officers, Section A, Number and Elections. After discussion, the following persons were elected to serve in the following capacities:

Ms. Kathleen Brennan, President  
Mr. Mark Goforth, Vice-President  
Mr. Roger Allison, Treasurer  
Mr. Jeff Goetter, Secretary

The next item of business was the **President** report from Ms. Kathie Brennan. Due to COVID-19 activities has slowed down, however since the last meeting the have been meetings the Conservation Federation of Missouri and the US Forest Service. At the last Ozark trail Council meeting it was decided to officially name the new trail section at Round Spring the "Upper Current Section" and the maps are being worked to reflect that.

The next item of business was the **Vice President** report from Mr. Goforth. The us Forest Service has provided a copy if a document on how to properly sharpen the different types of tools, this is in the process of being duplicated. A chainsaw was recently donated to the organization, but it was not usable, it is being used for parts. We still have open items on the required list from the US Forest Service, main one being the HVAC replacement and bids are in progress.

The next item of business was the **Treasurer's** report by Ms. Kathie Brennan. Ms. Abi Jackson applied to the Paycheck Protection Program, it is a federal program to help small businesses (500 employees or less) get through this economic crisis and keep employees on the payroll. This is a forgivable loan from the SBA. If we spend at least 75% of the funds on payroll and up to 25% on utilities within an 8-week period before June 30, 2020, the loan turns into a grant and we do not have to pay the money back. As part of the application each Board Member needs to sign a special resolution and to return it to Ms. Jackson. There has been no new information on the endowment fund. The current P&L statement was provided for rule. See **Attachment 1** for the documents discussed.

The next item of business was the **Chief Operations Officer** report by Ms. Abi Jackson, please see **Attachment 2** for the report.

The next item of business was reports from the Standing Committees

The **Communications Committee** was reported on by multiple individuals. Currently there is a need for a committee chair. Web site upgrades and redesign have been put in place. If there are any issues please contact, Ms. Abi Jackson.

The **Construction & Maintenance Committee** report was presented by Mr. Terry Hawn. The US Forest Service has offered \$15,000 for the cost share program this year. Discussed the need to rework the way events are held due to COZVID-19 and rescheduling events. Also, some sections are closed due to restrictions put in place by the counties the trail passes through. A map of the effected sections is going to be put together and published on Facebook. Adopt-A-Trail is still working, not as many reports, but they are coming in. See **Attachment 3** for the submitted report.

The **Planning and Development Committee** was reported by multiple persons. Discussion was held on the Guthooks App proposal presented last year. Mr. Stephen Thompson reported nothing much has been heard from the app company; however, they will need gpx files at some point.

The **Education and Outreach Committee** was reported on by Ms. Kathie Brennan. Currently there is a need for a committee chair. Depending on COZVID-19 restriction the National Trails Day event may not be possible, it is thought it may be possible to do virtual event as has been happening with fundraising run/walks.

The **Fundraising Committee** was reported on by Ms. Hannah Hussey. See **Attachment 4** for the submitted report.

The next item of business was a call for new business items there was no new business presented.

**On motions duly made and carried by the affirmative vote of all directors in attendance at this meeting, the following resolutions were adopted by the directors entitled to vote at the meeting:**

**RESOLVED**, that Mr. Greg Grimes hereby resigns from the board as a Director of the Corporation, such resignation was effective as of February 9, 2020.

**WHEREAS**, the Bylaws of the Corporation provide that the Board has the power to fix the number of directors of the Corporation. **NOW THEREFORE BE IT RESOLVED** that the number of directors constituting the Board is hereby changed from five (5) to eight.

**RESOLVED**, that all accounts held with US Bank, primary branch located in Potosi, Missouri, be, and is hereby, modified to authorize Kathleen Brennan, President, Mark Goforth, Vice President, Roger Allison, Treasurer, and Jeffery J. Goetter, Secretary to sign on behalf of the Corporation all checks, drafts, and other instruments obligating the Corporation to pay money. **FURTHER RESOLVED**, that the foregoing resolution shall continue in full force and effect until rescinded or modified by a resolution of the board of directors of the corporation and a certified copy of such a resolution shall have been filed with said institution.

**RESOLVED**, that Ozark Trail Association, has authorized Roger Allison, Treasurer and/or Kathleen Brennan, President of the Corporation, to add or to remove any officers of the Corporations who are not listed as current officers as signatories on said accounts.

There being no other further business before the Board, on motion duly made seconded and carried, the meeting was adjourned.

Respectfully submitted,

Jeffery J. Goetter  
Secretary, Ozark Trail Association Board of Directors

Attachment 1 – Financial Documents

12:26 PM  
04/21/20  
Accrual Basis

**Ozark Trail Association**  
**Profit & Loss**  
January through March 2020

	Jan 20	Feb 20	Mar 20	TOTAL
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
40000 · Donations				
40100 · Individual Contributions	690.85	234.11	3 mo. Paypal 2,409.42	3,334.38
40200 · Entity Contributions	567.85	Boeing 4,541.08	322.61	5,431.54
<b>Total 40000 · Donations</b>	1,258.70	4,775.19	2,732.03	8,765.92
42000 · Grants				
42100 · Business Grants	Bass Pro 5,000.00	S. Hayden 902.50	0.00	5,902.50
42300 · Foundation Grants	0.00	0.00	CFM/Risberg 1,500.00	1,500.00
<b>Total 42000 · Grants</b>	5,000.00	902.50	1,500.00	7,402.50
50000 · USFS Cost-Share				
50200 · USFS Cost-Share Reimbursements	0.00	0.00	2,055.34	2,055.34
<b>Total 50000 · USFS Cost-Share</b>	0.00	0.00	2,055.34	2,055.34
52000 · Membership Revenue				
52100 · Memberships	592.19	592.73	1,423.58	2,608.50
<b>Total 52000 · Membership Revenue</b>	592.19	592.73	1,423.58	2,608.50
54000 · Merchandise and Misc. Sales				
54300 · Inventory Sales				
54340 · Map Sales	362.60	0.00	829.61	1,192.21
54350 · Merchandise Sales	108.22	0.00	1,171.57	1,279.79
<b>Total 54300 · Inventory Sales</b>	470.82	0.00	2,001.18	2,472.00
54400 · Cost of Inventory Sales				
54450 · Merchandise Costs	-41.00	0.00	0.00	-41.00
<b>Total 54400 · Cost of Inventory Sales</b>	-41.00	0.00	0.00	-41.00
<b>Total 54000 · Merchandise and Misc. Sales</b>	429.82	0.00	2,001.18	2,431.00
58000 · Special Events Income				
58010 · Trivia Cash In	0.00	4,783.19	0.00	4,783.19
58030 · Challenge Hike Cash In	600.00	5,830.00	7,415.64	Needs confirmation 13,845.64
58035 · Devil's Toll Race Cash In	637.36	290.31	1,043.34	1,971.01
<b>Total 58000 · Special Events Income</b>	1,237.36	10,903.50	8,458.98	20,599.84
<b>Total Income</b>	8,518.07	17,173.92	18,171.11	43,863.10
<b>Gross Profit</b>	8,518.07	17,173.92	18,171.11	43,863.10
<b>Expense</b>				
72000 · Salary and Wage Expenses				

Attachment 1 – Financial Documents (Continued)

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**Profit & Loss**  
January through March 2020

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72200 · Staff Wages	4,382.59	2,916.23	2,921.72	10,220.54
72500 · Payroll Expenses	340.52	227.01	227.01	794.54
<b>Total 72000 · Salary and Wage Expenses</b>	<b>4,723.11</b>	<b>3,143.24</b>	<b>3,148.73</b>	<b>11,015.08</b>
74000 · Promotion and Awards				
74300 · Booths	Terrain Expo - refund requested 250.00	Display 387.06	CFM 50.00	687.06
<b>Total 74000 · Promotion and Awards</b>	<b>250.00</b>	<b>387.06</b>	<b>50.00</b>	<b>687.06</b>
75000 · Contract Services				
75200 · Accounting Fees	225.00	245.00	225.00	695.00
<b>Total 75000 · Contract Services</b>	<b>225.00</b>	<b>245.00</b>	<b>225.00</b>	<b>695.00</b>
81000 · Nonpersonnel Expenses				
81100 · Office Supplies	79.78	80.58	72.98	233.34
81300 · Computer and IT				
81390 · IT Subscriptions	200.00	\$300 Website 400.00	100.00	700.00
<b>Total 81300 · Computer and IT</b>	<b>200.00</b>	<b>400.00</b>	<b>100.00</b>	<b>700.00</b>
81400 · Postage & Shipping	137.45	15.80	51.20	204.45
81700 · Printing	Sponsorship Brochures 141.95	0.00	0.00	141.95
81800 · Dues and Subscriptions				
81820 · IT Subscriptions	45.00	45.00	45.00	135.00
<b>Total 81800 · Dues and Subscriptions</b>	<b>45.00</b>	<b>45.00</b>	<b>45.00</b>	<b>135.00</b>
<b>Total 81000 · Nonpersonnel Expenses</b>	<b>604.18</b>	<b>541.38</b>	<b>269.18</b>	<b>1,414.74</b>
82000 · Facilities Expenses				
82200 · Utilities	213.69	63.67	175.23	452.59
82300 · Telecommunications	103.78	103.09	103.09	309.96
82600 · Facilities Maintenance	0.00	0.00	33.59	33.59
<b>Total 82000 · Facilities Expenses</b>	<b>317.47</b>	<b>166.76</b>	<b>311.91</b>	<b>796.14</b>
85000 · Other Expenses				
85200 · Dues and Subscriptions	Eminence Chamber 10.00	CFM & Mo Bike & Ped 288.00	0.00	298.00
85500 · Insurance	1,734.22	794.08	0.00	2,528.30
85900 · Other Expenses	0.01	0.00	0.00	0.01
<b>Total 85000 · Other Expenses</b>	<b>1,744.23</b>	<b>1,082.08</b>	<b>0.00</b>	<b>2,826.31</b>
86000 · Other Business Expenses				
86800 · Bank Fees	0.00	0.00	Amt of Deposits 2.70	2.70
<b>Total 86000 · Other Business Expenses</b>	<b>0.00</b>	<b>0.00</b>	<b>2.70</b>	<b>2.70</b>
87000 · Special Events Expenses				

Attachment 1 – Financial Documents (Continued)

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87000 · Special Events Expenses				

Attachment 1 – Financial Documents (Continued)



**Paycheck Protection Program  
Borrower Application Form**

OMB Control No.: 3245-0407  
Expiration Date: 09/30/2020

<b>Check One:</b> <input type="checkbox"/> Sole proprietor <input type="checkbox"/> Partnership <input type="checkbox"/> C-Corp <input type="checkbox"/> S-Corp <input type="checkbox"/> LLC <input type="checkbox"/> Independent contractor <input type="checkbox"/> Eligible self-employed individual <input checked="" type="checkbox"/> 501(c)(3) nonprofit <input type="checkbox"/> 501(c)(19) veterans organization <input type="checkbox"/> Tribal business (sec. 31(b)(2)(C) of Small Business Act) <input type="checkbox"/> Other		<b>DBA or Tradename if Applicable</b>	
<b>Business Legal Name</b> Ozark Trail Association			
<b>Business Address</b> 406 West High Street Potosi, MO 63664		<b>Business TIN (EIN, SSN)</b> 76-072119	<b>Business Phone</b> (573) 436-0540
		<b>Primary Contact</b> Abi Jackson	<b>Email Address</b> abi.jackson@ozarktrail.com

Average Monthly Payroll:	\$ 3,166.99	x 2.5 + EIDL, Net of Advance (if Applicable) Equals Loan Request:	\$ 7,917.48	Number of Employees:	1
Purpose of the loan (select more than one): <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Lease / Mortgage Interest <input checked="" type="checkbox"/> Utilities <input type="checkbox"/> Other (explain): _____					

**Applicant Ownership**

List all owners of 20% or more of the equity of the Applicant. Attach a separate sheet if necessary.

Owner Name	Title	Ownership %	TIN (EIN, SSN)	Address

*If questions (1) or (2) below are answered "Yes," the loan will not be approved.*

Question	Yes	No
1. Is the Applicant or any owner of the Applicant presently suspended, debarred, proposed for debarment, declared ineligible, voluntarily excluded from participation in this transaction by any Federal department or agency, or presently involved in any bankruptcy?	<input type="checkbox"/>	<input checked="" type="checkbox"/>
2. Has the Applicant, any owner of the Applicant, or any business owned or controlled by any of them, ever obtained a direct or guaranteed loan from SBA or any other Federal agency that is currently delinquent or has defaulted in the last 7 years and caused a loss to the government?	<input type="checkbox"/>	<input checked="" type="checkbox"/>
3. Is the Applicant or any owner of the Applicant an owner of any other business, or have common management with, any other business? If yes, list all such businesses and describe the relationship on a separate sheet identified as addendum A.	<input type="checkbox"/>	<input checked="" type="checkbox"/>
4. Has the Applicant received an SBA Economic Injury Disaster Loan between January 31, 2020 and April 3, 2020? If yes, provide details on a separate sheet identified as addendum B.	<input type="checkbox"/>	<input checked="" type="checkbox"/>

*If questions (5) or (6) are answered "Yes," the loan will not be approved.*

Question	Yes	No
5. Is the Applicant (if an individual) or any individual owning 20% or more of the equity of the Applicant subject to an indictment, criminal information, arraignment, or other means by which formal criminal charges are brought in any jurisdiction, or presently incarcerated, or on probation or parole? Initial here to confirm your response to question 5 → <u>AJ</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
6. Within the last 5 years, for any felony, has the Applicant (if an individual) or any owner of the Applicant 1) been convicted; 2) pleaded guilty; 3) pleaded nolo contendere; 4) been placed on pretrial diversion; or 5) been placed on any form of parole or probation (including probation before judgment)? Initial here to confirm your response to question 6 → <u>AJ</u>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
7. Is the United States the principal place of residence for all employees of the Applicant included in the Applicant's payroll calculation above?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
8. Is the Applicant a franchise that is listed in the SBA's Franchise Directory?	<input type="checkbox"/>	<input checked="" type="checkbox"/>



**Paycheck Protection Program  
Borrower Application Form**

**By Signing Below, You Make the Following Representations, Authorizations, and Certifications**

**CERTIFICATIONS AND AUTHORIZATIONS**

I certify that:

- I have read the statements included in this form, including the Statements Required by Law and Executive Orders, and I understand them.
- The Applicant is eligible to receive a loan under the rules in effect at the time this application is submitted that have been issued by the Small Business Administration (SBA) implementing the Paycheck Protection Program under Division A, Title I of the Coronavirus Aid, Relief, and Economic Security Act (CARES Act) (the Paycheck Protection Program Rule).
- The Applicant (1) is an independent contractor, eligible self-employed individual, or sole proprietor or (2) employs no more than the greater of 500 or employees or, if applicable, the size standard in number of employees established by the SBA in 13 C.F.R. 121.201 for the Applicant's industry.
- I will comply, whenever applicable, with the civil rights and other limitations in this form.
- All SBA loan proceeds will be used only for business-related purposes as specified in the loan application and consistent with the Paycheck Protection Program Rule.
- To the extent feasible, I will purchase only American-made equipment and products.
- The Applicant is not engaged in any activity that is illegal under federal, state or local law.
- Any loan received by the Applicant under Section 7(b)(2) of the Small Business Act between January 31, 2020 and April 3, 2020 was for a purpose other than paying payroll costs and other allowable uses loans under the Paycheck Protection Program Rule.

For Applicants who are individuals: I authorize the SBA to request criminal record information about me from criminal justice agencies for the purpose of determining my eligibility for programs authorized by the Small Business Act, as amended.

**CERTIFICATIONS**

The authorized representative of the Applicant must certify in good faith to all of the below by **initialing** next to each one:

AJ The Applicant was in operation on February 15, 2020 and had employees for whom it paid salaries and payroll taxes or paid independent contractors, as reported on Form(s) 1099-MISC.

AJ Current economic uncertainty makes this loan request necessary to support the ongoing operations of the Applicant.

AJ The funds will be used to retain workers and maintain payroll or make mortgage interest payments, lease payments, and utility payments, as specified under the Paycheck Protection Program Rule; I understand that if the funds are knowingly used for unauthorized purposes, the federal government may hold me legally liable, such as for charges of fraud.

AJ The Applicant will provide to the Lender documentation verifying the number of full-time equivalent employees on the Applicant's payroll as well as the dollar amounts of payroll costs, covered mortgage interest payments, covered rent payments, and covered utilities for the eight-week period following this loan.

AJ I understand that loan forgiveness will be provided for the sum of documented payroll costs, covered mortgage interest payments, covered rent payments, and covered utilities, and not more than 25% of the forgiven amount may be for non-payroll costs.

AJ During the period beginning on February 15, 2020 and ending on December 31, 2020, the Applicant has not and will not receive another loan under the Paycheck Protection Program.

AJ I further certify that the information provided in this application and the information provided in all supporting documents and forms is true and accurate in all material respects. I understand that knowingly making a false statement to obtain a guaranteed loan from SBA is punishable under the law, including under 18 USC 1001 and 3571 by imprisonment of not more than five years and/or a fine of up to \$250,000; under 15 USC 645 by imprisonment of not more than two years and/or a fine of not more than \$5,000; and, if submitted to a federally insured institution, under 18 USC 1014 by imprisonment of not more than thirty years and/or a fine of not more than \$1,000,000.

AJ I acknowledge that the lender will confirm the eligible loan amount using required documents submitted. I understand, acknowledge and agree that the Lender can share any tax information that I have provided with SBA's authorized representatives, including authorized representatives of the SBA Office of Inspector General, for the purpose of compliance with SBA Loan Program Requirements and all SBA reviews.

Signature of Authorized Representative of Applicant  
Abi Jackson  
Print Name

4/3/2020  
Date  
Chief Operations Officer  
Title





**Paycheck Protection Program  
Borrower Application Form**

**Purpose of this form:**

This form is to be completed by the authorized representative of the Applicant and **submitted to your SBA Participating Lender**. Submission of the requested information is required to make a determination regarding eligibility for financial assistance. Failure to submit the information would affect that determination.

**Instructions for completing this form:**

With respect to "purpose of the loan," payroll costs consist of compensation to employees (whose principal place of residence is the United States) in the form of salary, wages, commissions, or similar compensation; cash tips or the equivalent (based on employer records of past tips or, in the absence of such records, a reasonable, good-faith employer estimate of such tips); payment for vacation, parental, family, medical, or sick leave; allowance for separation or dismissal; payment for the provision of employee benefits consisting of group health care coverage, including insurance premiums, and retirement; payment of state and local taxes assessed on compensation of employees; and for an independent contractor or sole proprietor, wage, commissions, income, or net earnings from self-employment or similar compensation.

For purposes of calculating "Average Monthly Payroll," most Applicants will use the average monthly payroll for 2019, excluding costs over \$100,000 on an annualized basis for each employee. For seasonal businesses, the Applicant may elect to instead use average monthly payroll for the time period between February 15, 2019 and June 30, 2019, excluding costs over \$100,000 on an annualized basis for each employee. For new businesses, average monthly payroll may be calculated using the time period from January 1, 2020 to February 29, 2020, excluding costs over \$100,000 on an annualized basis for each employee.

If Applicant is refinancing an Economic Injury Disaster Loan (EIDL): Add the outstanding amount of an EIDL made between January 31, 2020 and April 3, 2020, less the amount of any "advance" under an EIDL COVID-19 loan, to Loan Request as indicated on the form.

All parties listed below are considered owners of the Applicant as defined in 13 CFR § 120.10, as well as "principals":

- For a sole proprietorship, the sole proprietor;
- For a partnership, all general partners, and all limited partners owning 20% or more of the equity of the firm;
- For a corporation, all owners of 20% or more of the corporation;
- For limited liability companies, all members owning 20% or more of the company; and
- Any Trustor (if the Applicant is owned by a trust).

**Paperwork Reduction Act** – You are not required to respond to this collection of information unless it displays a currently valid OMB Control Number. The estimated time for completing this application, including gathering data needed, is 8 minutes. Comments about this time or the information requested should be sent to : Small Business Administration, Director, Records Management Division, 409 3rd St., SW, Washington DC 20416., and/or SBA Desk Officer, Office of Management and Budget, New Executive Office Building, Washington DC 20503.

**Privacy Act (5 U.S.C. 552a)** – Under the provisions of the Privacy Act, you are not required to provide your social security number. Failure to provide your social security number may not affect any right, benefit or privilege to which you are entitled. (But see Debt Collection Notice regarding taxpayer identification number below.) Disclosures of name and other personal identifiers are required to provide SBA with sufficient information to make a character determination. When evaluating character, SBA considers the person's integrity, candor, and disposition toward criminal actions. Additionally, SBA is specifically authorized to verify your criminal history, or lack thereof, pursuant to section 7(a)(1)(B), 15 USC Section 636(a)(1)(B) of the Small Business Act (the Act).

**Disclosure of Information** – Requests for information about another party may be denied unless SBA has the written permission of the individual to release the information to the requestor or unless the information is subject to disclosure under the Freedom of Information Act. The Privacy Act authorizes SBA to make certain "routine uses" of information protected by that Act. One such routine use is the disclosure of information maintained in SBA's system of records when this information indicates a violation or potential violation of law, whether civil, criminal, or administrative in nature. Specifically, SBA may refer the information to the appropriate agency, whether Federal, State, local or foreign, charged with responsibility for, or otherwise involved in investigation, prosecution, enforcement or prevention of such violations. Another routine use is disclosure to other Federal agencies conducting background checks but only to the extent the information is relevant to the requesting agencies' function. See, 74 F.R. 14890 (2009), and as amended from time to time for additional background and other routine uses. In addition, the CARES Act, requires SBA to register every loan made under the Paycheck Protection Act using the Taxpayer Identification Number (TIN) assigned to the borrower.

**Debt Collection Act of 1982, Deficit Reduction Act of 1984 (31 U.S.C. 3701 et seq. and other titles)** – SBA must obtain your taxpayer identification number when you apply for a loan. If you receive a loan, and do not make payments as they come due, SBA may: (1) report the status of your loan(s) to credit bureaus, (2) hire a collection agency to collect your loan, (3) offset your income tax refund or other amounts due to you from the Federal Government, (4) suspend or debar you or your company from doing business with the Federal Government, (5) refer your loan to the Department of Justice, or (6) foreclose on collateral or take other action permitted in the loan instruments.

**Right to Financial Privacy Act of 1978 (12 U.S.C. 3401)** – The Right to Financial Privacy Act of 1978, grants SBA access rights to financial records held by financial institutions that are or have been doing business with you or your business including any financial



### Paycheck Protection Program Borrower Application Form

institutions participating in a loan or loan guaranty. SBA is only required provide a certificate of its compliance with the Act to a financial institution in connection with its first request for access to your financial records. SBA's access rights continue for the term of any approved loan guaranty agreement. SBA is also authorized to transfer to another Government authority any financial records concerning an approved loan or loan guaranty, as necessary to process, service or foreclose on a loan guaranty or collect on a defaulted loan guaranty.

**Freedom of Information Act (5 U.S.C. 552)** – Subject to certain exceptions, SBA must supply information reflected in agency files and records to a person requesting it. Information about approved loans that will be automatically released includes, among other things, statistics on our loan programs (individual borrowers are not identified in the statistics) and other information such as the names of the borrowers (and their officers, directors, stockholders or partners), the collateral pledged to secure the loan, the amount of the loan, its purpose in general terms and the maturity. Proprietary data on a borrower would not routinely be made available to third parties. All requests under this Act are to be addressed to the nearest SBA office and be identified as a Freedom of Information request.

**Occupational Safety and Health Act (15 U.S.C. 651 et seq.)** – The Occupational Safety and Health Administration (OSHA) can require businesses to modify facilities and procedures to protect employees. Businesses that do not comply may be fined, forced to cease operations, or prevented from starting operations. Signing this form is certification that the applicant, to the best of its knowledge, is in compliance with the applicable OSHA requirements, and will remain in compliance during the life of the loan.

**Civil Rights (13 C.F.R. 112, 113, 117)** – All businesses receiving SBA financial assistance must agree not to discriminate in any business practice, including employment practices and services to the public on the basis of categories cited in 13 C.F.R., Parts 112, 113, and 117 of SBA Regulations. All borrowers must display the "Equal Employment Opportunity Poster" prescribed by SBA.

**Equal Credit Opportunity Act (15 U.S.C. 1691)** – Creditors are prohibited from discriminating against credit applicants on the basis of race, color, religion, national origin, sex, marital status or age (provided the applicant has the capacity to enter into a binding contract); because all or part of the applicant's income derives from any public assistance program; or because the applicant has in good faith exercised any right under the Consumer Credit Protection Act.

**Debarment and Suspension Executive Order 12549; (2 CFR Part 180 and Part 2700)** – By submitting this loan application, you certify that neither the Applicant or any owner of the Applicant have within the past three years been: (a) debarred, suspended, declared ineligible or voluntarily excluded from participation in a transaction by any Federal Agency; (b) formally proposed for debarment, with a final determination still pending; (c) indicted, convicted, or had a civil judgment rendered against you for any of the offenses listed in the regulations or (d) delinquent on any amounts owed to the U.S. Government or its instrumentalities as of the date of execution of this certification.

**WRITTEN CONSENT OF THE BOARD OF DIRECTORS OF**  
**OZARK TRAIL ASSOCIATION**  
**IN LIEU OF SPECIAL MEETING OF DIRECTORS**

The following action is hereby taken and the following business transacted by the unanimous written consent of the Board of Directors of **OZARK TRAIL ASSOCIATION** a Missouri Corporation (the "Corporation"), effective as of the 21<sup>st</sup> day of **April, 2020** which consent and action is evidenced by the signatures of all members of the Corporation's Board of Directors appended hereto.

WHEREAS, the Corporation has determined that it is in its best interest to secure a Loan from Belgrade State Bank, a Missouri banking corporation, in the amount of **Eight thousand two hundred seventeen and no/100 dollars (\$8,217.00)** for the purpose of **SBA PPP program**.

NOW THEREFORE, BE IT RESOLVED, that the Board of Directors of **OZARK TRAIL ASSOCIATION** does hereby approve and authorize the borrowing for the purposes stated herein and that **Kathleen Brennan, President** of the Corporation **is** hereby authorized to execute on behalf of the Corporation any and all documents necessary to borrow any funds for the purposes stated herein, including but not limited to, promissory notes, deeds of trust, security agreements, guarantees, and collateral assignments of leases, subleases and rents.

BE IT FURTHER RESOLVED, that **Kathleen Brennan, President** of the Corporation **is** authorized in the name and on behalf of the Corporation to execute and deliver any additional agreements or other documents of any nature whatsoever, related to the transaction contemplated in the Loan as **she** may in **her** discretion, approve, which approval shall be conclusively evidenced by **her** execution thereof.

BE IT FURTHER RESOLVED, that in order to fully carry out the intent and effectuate the purposes of the foregoing resolutions, **Kathleen Brennan, President** of the Corporation **is** hereby authorized to take all such further action, and to execute and deliver all such further instruments and documents in the name and on behalf of the Corporation, and to pay all such costs, fees and expenses, which shall in **her** judgment be necessary, proper and advisable.

The undersigned, constituting the Board of Directors of the Corporation, hereby adopts and approves the foregoing resolutions and **certifies there have been no amendments or changes to OZARK TRAIL ASSOCIATION and that Kathleen Brennan, Mark Goforth, Jeff Howell, Mark Seesing and Stephen Thompson are the only directors of the company** as of the day and year first above written.

**OZARK TRAIL ASSOCIATION**

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**Kathleen Brennan, Director**

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**Mark Goforth, Director**

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**Jeff Howell, Director**

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**Mark Seesing, Director**

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**Stephen Thompson, Director**

**COO Report**  
**April 25th • Abi Jackson**  
**1st Quarter 2020**

**1. MAINTENANCE**

- *USFS Floyd Restoration Project*  
Completed a field trip report and posted a message regarding the project to social media.
- *USFS Cost-Share*  
Submitted an invoice for \$2,055.23.

**Sawyer Certification**

Organized and corresponded with current and potential sawyers and assisted with registrations.

**2. DEVELOPMENT**  *2017 RTP*

Completed and submitted the 2019 Q4 report to DNR.

**Planning & Trail Development**

Communicated with Ralph Heck and the Osage Nation on an alternative naming option for the future trail section along the Meramec River.

**Mapping**

Completed design work of the Upper Current (Round Spring) section map that will be the 13<sup>th</sup> map in our series. Communication with printer is underway and maps will be uploaded to their site in the next week. We will also be purchasing 1,500 Courtois, 1,500 Current River and 1,500 Taum Sauk maps. These will be paid for by two L-A-D Foundation grants and the 2019 USFS Cost-Share funds.

**3. PROMOTION**

*Promotional Displays*

Designed and ordered an updated portable display to be used at informational booths.

**Website**

Closed out final edits on website relaunch and completed updating of webstore inventory and pictures. Updated email forwarders and ozarktrail.com email addresses. Set up Google billing account to update Google maps on section pages. Please direct any website questions, concerns or complaints to me.

**Social Media**

Created monthly membership promotional graphics for social media and made posts regularly. Submitted charitable info to add a donate button and update our Facebook status to verified. Posted prescribed burns.

• *Newsletter*

Worked with Kathie Brennan, President, to design and send multiple e-newsletters.

• *Advertising*

Created an ad for Terrain's Gateway Outdoor Expo.

- *Lobby Day*  
Created promo graphic for social media and attended Lobby Day in Jefferson City on Jan 29, 2020.

☐ **CFM Awards**

Attended the award ceremony in Jefferson City on Mar. 6<sup>th</sup> where the OTA won “Conservation Organization of the Year.” Wrote and submitted a press release to all county newspapers along the trail, along with Cape Girardeau, St. Louis and Terrain Magazine.

☐ **Alpine Shop Presentation**

Assisted Kathie in updating the collaborative PowerPoint.

**4. FUNDRAISING**

☐ **2020 OT Challenge Hike**

Continued work with event director, Garrett Doak. Updated Crowdrise donations and promoted and posted event updates within the Facebook group. ☐ *Devil’s Toll Race*

Continued planning with Jake Grossbauer and Ryan Maher, race directors, for the 2020 race to be held on October 3<sup>rd</sup>. Updated event info on website and worked on event promotion, budgeting and buff design.

☐ **Membership**

Continued work with Garret Doak, Membership Coordinator, to review current membership procedures and data and will continue to work toward increasing memberships.

- *Bass Pro Grant*

Completed and submitted the 2018 grant survey and report.

- *Corporate Sponsorships*

Completed final edits and ordered sponsorship brochures and inserts.

☐ **David Risburg Grant**

The OTA was awarded a \$2,500 grant request for “Maintaining and Developing the Ozark Trail” to help with signage, safety equipment, tools, repairs, maintenance, fuel, training, work outings, Megas, insurance, booths, and wages.

☐ **3-Legged Monster Adventure Race**

Continued planning and completed final edits to race map and priced event swag. Completed and submitted event permit application to the USFS and received approval. Met with race committee on Feb.

12. Garrett Doak, paddling coordinator, and I met with Julie at Bass’ Resort and Kian at Ozark Outdoors to discuss base camp location, canoe ingress and egress points and date availability. We also checked aid station area.

**5. ADMINISTRATIVE**

- *2020 Operating Plan*

Updated the current operating plan and program expenses.

- *2020 Budget*

Worked with the OTA President to create the 2020 proposed budget.

□ **Bookkeeping**

Entered first quarter banking information into QuickBooks. All payables, receivables and deposits have been tracked and coded to the appropriate categories in the chart of accounts and there are detailed and organized electronic files of all documents.

□ **Miscellaneous Additional Collaboration**

- Communicated with committee chairs. Participated in committee meetings and discussions.
- Attended the Q1 2020 Board Meeting and committee meetings.
- Obtained signatures and submitted the USFS operating plan and special use permit.
- Submitted Conservation Federation of MO affiliate application.
- Assisted with OTC meeting prep.
- Updated guidestar.org organizational profile.
- Submitted a detailed public comment letter regarding the USFS Sustainable Recreation Strategy. I hope to make public comments a priority to increase the OTA's influence in the outdoor community.
- Corresponded with Cory Roegner, Forest Recreation Program Manager, regarding the National Recreation Trail designation, 2019 Cost-Share and requested district maps to assist in public comment letters.

*All other general and miscellaneous office duties have also been completed during this time.*

## **Attachment 3 – C&M Report**

### Current Project Status

#### Road Signage - Ongoing

- Courtois - 95% Completed from Bass to Hazel Creek
- Trace Creek - Completed
- MiddleFork - Completed from Hwy 32 to Hwy J.
- Karkaghne - Completed from Hwy J to Hwy 72
- Blair Creek - Completed from Hwy 72 to HWY 106
- Current River - 80% Complete
- Eleven Point - 90% Complete
- Norfolk - TBD
- Between the Rivers - 80% Complete
- Marble Creek - Completed
- Victory - Completed
- Wappapello - TBD
- Taum Sauk - Completed

#### Pending Projects List

- Midco Re-route – Underway- 50% complete
- Tom Sauk Re-route – scheduled – ??????, Layout and flag, Schedule Trail Day
- Code-Away...Trail Tread Maintenance – North Harmon Springs – rescheduled – Oct10 – Fall Mega
- Huzzah north towards Onondaga brush cutting – reschedule –
- Multi-Day Seasoned OTA Volunteer Maint Event
- Karkaghne Tread Work – reschedule– Apr 4<sup>th</sup> – Sutton Bluff
- Berryman Logging repair – TBD
- Arkansas Build prep work – OHT visit – reschedule – ??? Fall – Tecumseh
- Trail Signage on Tom Sauk – just above Min Sauk Falls, ElevenPoint, BTR, Co-de-way anywhere else? - re-schedule
- Trace Creek – Nrth of HWY TH – tread repair
- Eleven PT – East og Greer Campground – tread repair
- Council Bluff Tread repair – scheduled – May 16

#### project list

- Will discuss current projects, status and completion requirements
- Disposition of DR Mowers – 1 working – 2 down.
- Mini- Kiosk – Builds and Placement – TBD
- Road signage – Norfolk Section
- OTA House – basement tiles removed and disposed – floor has 1st coat of paint



### Calendar of work events

- May 16 - Trail Maint Council Bluff
- June 1<sup>st</sup> – National Trails Day
- June 12<sup>th</sup> - Devils TollGate Race - JSISP
- Aug 21 - 3-Legged Monster Maint.
- Aug22 - 3-legged Monster Race -- Bass
- Sept 11 - OT Challenge Hike Prep
- Sept 12 - OT Challenge Hike
- Sept. 19 - Karkahgne at Sutton Bluff, Midco Reroute ( logging damage) or Arkansas- MO weekend??)
- Sept 25 - Eye Dog 50/100 MTB Race Prep - Council Bluff
- Sept 26 - One-Eyed Dog 50/100 MTB Race
- Oct 9 - Fall Mega Prep
- Oct 10 - Fall Mega Bass – BerryMan
- Oct 17 - Whoopin It Up in Winona... (Eleven Pt, Norfolk work)
- Oct 24. 50/100 MTB Race Maint
- Oct 31 – Maint on the trail ?????
- Nov 7. 50/100 Foot Race
- Nov 14 - Midco Reroute?? Winona / Van Buren/ Sinking Creek ????
- Dec 5 - Trace Creek - HWY A TH -- Tread repair ?????
- Dec 12 - ????

## Attachment 4 – Fundraising Committee



### Ozark Trail Association Fundraising Committee Board Meeting Report April 24, 2020

#### Executive Summary:

The Fundraising Committee has an eventful first quarter. Work has been completed on updating Membership retention and reporting. A successful Trivia night generated over \$4700.00. Two members of the Committee have stepped down. Goals updates are located in Exhibit A. Detailed committee meeting notes from Q1 2020 can be found in Exhibit B.

#### Membership

Membership as of the end of 1Q2020

Annual Members	Life Members	Total Members
179	51	230

3.5% increase in membership over Q4 2019 resulting in over \$1300.00 in Q1 2020. See P&L report for exact numbers.

- Synchronization of NEON membership and contact list database to Constant Contact added several hundred new email addresses to Constant Contact. Now, approximately 2,900 email addresses will receive the next OTA e-newsletter.
- Established a monthly schedule to send individual emails to new members who joined three and six months prior. This is an attempt to improve retention rates of new members.

#### Events

- Due to COVID-19 restrictions, moved the 2020 OT Challenge Hike to the weekend of September 12-13, 2020.
- It is anticipated that the pandemic may continue to have an impact on events for the immediate future.
- Upcoming Events in Q2 2020 - Devil's Toll Race

The Fundraising Committee is looking forward to new and continuing partnerships in 2020.

## Exhibit A



### Ozark Trail Association Fundraising Committee 2020 Goals

The intent of these goals is to set direction, motivate, and provide transparency for the Fundraising Committee.

1. Strategy and Structure
  - a. Create a strategic three year plan for the development of a sustainable revenue generation program for the Ozark Trail Association.
  - b. Identify key skills that are necessary to deliver the Fundraising Committee's strategic plan, pair skills with projects in the strategic plan, and begin recruiting for the key skills.
2. Revenue
  - a. Increase net revenue by 5% through fundraising efforts, grants, and renewable memberships, etc. [Membership process updates are in progress.](#)
  - b. Partner with Planning Committee to develop and prioritize ready to go projects that are in need of funding.
3. Reporting and Compliance
  - a. Develop process for vetting new fundraising events, monitoring the status of events, and evaluate success after the event. [Vetting process has been established and was approved by the Board in January 2020.](#)
  - b. Partner with Chief Operations Officer to identify key reporting metrics and timelines for reporting revenue.
  - c. Meet all legal reporting requirements on time as agreed upon with the Chief Operations Officer.

## Exhibit B



Ozark Trail Association  
**Fundraising Committee**

January 06, 2020 7PM

Conference Bridge: 425-436-6359 access code: 639929

### Attending:

Garrett Doak  
Abi Jackson  
Hannah Smith

### Not Attending:

Alicia Brehe  
Kathie Brennan  
Jake Grossbauer  
Greg Grimes  
Mike Tobin

## Agenda

1. Welcome and Thank you - Hannah
2. Special Events Updates
  - a. Trivia Contest – February (Don Shulte handles) [2019 Net budget: \$5,400]  
Need to touch base with Don and Kathie but everything should be running well. Will touch base
  - b. Challenge Hike – May (needs organizer) [2019 Net budget: \$16,000]  
Normally Steve would be sending email to raise money. Go-Fund-Me Charity, search OTA Challenge Hike to see who has signed up and encourage fundraising and getting sponsorship. New race registrants can get \$60 added to their fundraising page for new friends or family. Steve would set up Friday afternoon - happy hour & meals (Bass), shwag(affle), camping, band(recommended not to continue). Did Steve confirm with Bass this year? If OTA is providing alcohol, OTA needs liquor liability insurance (Steve) event specific.

Garret will pull report and send a templated email.

c. Devil's Toll Race – June (Jake handles) [2019 Net budget: \$3,900]

50 people signed up on Ultra Sign up.

d. One-Eyed Dog 100/50 MTB Race – September [2019 Net budget \$4,000]

Matt Johnson coordinates.

e. OT100 Mile Endurance Race – November (not ours but we help) [2019 budget: \$0, Actual \$3,000] Historically contribute trail maintenance at intersection and 2 aide stations. Kathie has coordinated. Paul Shilinlog (sp?) ACTION ITEM: verify actual revenue

f. Ozark Adventure Team Relay Race (new; target October 3 or 17, 2020)

Mark Seesing is the event director. Matt Johnson will handle the biking leg, and is looking for someone for the running. Garrett will run the paddling. Logistics needed.

ACTION: review process for vetting new events

g. Al-Pint Night at Alpine Shop 2020

Check with Kathie and Perry on Date (Garret)

## 2. Membership Updates - Garrett [2019 budget: \$8,500]

ACTION ITEM: audit against actual revenue, consider separating membership and donation revenue

End of 2019 Membership: 176 Annual Members + 46 Lifetime Members

2019 Membership and Donation payments recorded in NEON: \$11,150

December 2019 Activity:

New member joins: 7

Existing member renewals: 8 (including one new Lifetime member)

Memberships expired in December: 0 (!)

16 Annual Memberships expire in January 2020-Neon has missed some renewal notices.

Garrett is sending out manually.

## 3. Entity and Individual Contributions Updates – Abi [2019 budget: \$18,200]

Abi will have to reconcile the books for Q4 board meeting - actions

## 4. Grants Updates - Abi (includes grants, RTP, USFS cost-share) [2019 budget: \$65,155]

Grant from Redwing for \$6,000 - for sawyer program and insurance. Bass Pro \$5,000

general operational funding.

5. OT Online Store Updates - Abi (maps, clothing, etc.) [2019 budget: \$12,500]  
Revenue comes through the website. Abi wants to place order for new products (new designs). Need to inventory remaining product and create recommendation for the Board meeting. We will soon have new maps for sale, including the new Round Spring section. ACTION restock shirts. Need \$1000 for new shirts.

6. Website updates - Abi  
Duane is the web developer. Requested relaunch for Thursday January 09, 2020

7. Ozark Trail "shares" - Garrett  
Roger is intrigued to get GPS into 100 ft sections. ACTION - Garret will follow up with Palmetto to get GPS expert to learn how it works

8. Update: REI Garage Sale table December - Garrett, Kathi  
No participation.

9. Update: Photo / video contest -Garrett  
Concept is to create a members-only contest with REI gift cards as reward and engage REI to judge the submissions. This perhaps represents the last outreach to REI. Topic and guidelines for the contest, REI judge and provide gift cards. Garrett will provide proposal.

10. New Business  
a. Fundraising Committee 2020 Goals Proposal-Hannah ACTION  
i. Strategy and Structure  
ii. Revenue  
iii. Reporting and Compliance

11. Other

**NEXT MEETING - February 03, 2020 at 7:00 PM**



Ozark Trail Association  
**Fundraising Committee**  
February 03, 2020 7PM  
Conference Bridge: 425-436-6359 access code: 639929

Attending:

Garrett Doak  
Hannah Hussey  
Alicia Brehe  
Kathie Brennan

Not Attending:

Abi Jackson  
Jake Grossbauer  
Greg Grimes

Agenda

1. Board Meeting Updates
  - a. Goals - approved
  - b. Special Event Request Form - approved
  - c. 3 Legged Monster - approved
  - d. Online Store Inventory Budget Request - \$1000 approved, \$50k in bank 20-30% allocated for salaries, RTP, etc. Ultralight jerk t-shirt as an example and/or Missouri prison system. Consider swag inventory as well.
  - e. Secretary Minutes - Vertical hang file at Jeff's house and a back-up on this computer (ask Jeff how we are archiving information)
  - f. Other - currently 7 board members plus one potential. Greg Grimes was a 3 year term, no response. No MTB, runner, or equestrian. Board elections in April.
  
2. Special Events Updates
  - a. Trivia Contest – Saturday night Feb 8. Tables have been signing up. Steve Meyer is doing the trivia questions. 4-5 volunteers for pre-setup, 4:00. Don will need help with raffle, mulligans. Garrett will be there. 2 50:50 raffles. Calvin will take table entries. Don and Calvin will make sure the tables are paid. NEED - silent auction and raffle donations.

b. REI Garage sale is on Saturday morning. Kathy may set up a table.

c. Challenge Hike -

The OT Challenge Hike is May 1-3, 2020 (sooner than you think).

- Garret Doake accepted event Director responsibility from Steve Liescheidt
  - Reviewed, discussed prior years' events and materials with Steve during trip to Jefferson City
- Hikers
  - 14 confirmed
  - 3 possibles
  - **Need more participants!** Suggestion reach out to individuals who raced last year and have not
- Contacted Bass' River Resort
  - Awaiting call back from Julie Bass
  - Confirmed event is on their calendar
- Participant pins ordered
- Meeting with last year's swag provider Monday 3/3
  - Need to establish sponsor cut-off date
  - Need to collect T-shirt sizes
  - Need to settle on swag bag contents
- Abi to work on designing sponsors banner/sign

c. Devil's Toll Race – (Jake)

Devil's toll update, we are at 33 participants thus all organically grown and many new faces from LY. We will begin heavier promos for it over the next several weeks.

Looking at buff option for swag to include course map on it. This will limit sizing issues shirts bring up and potential elimination of the printed maps costs too.

We are working to solidify the shuttle transits, with the longer time between starts we shouldn't need but 1 more shuttle from LY even if we double participants using shuttles 2x.

Ryan my coRD is unable to attend this year due to family travels but is working on prerace items together with myself and abi.

We are looking at ways to get more place swag for the teams.

That is all to market on the Devils toll race to date.

2020 Budget: \$3100 expense, revenue \$8000

d. One-Eyed Dog 100/50 MTB Race – Matt Johnson has the registration ready. Registration will open in April. No request from OTA yet. 50:50 revenue split.



- e. OT100 Mile Endurance Race – OTA only does volunteer work. The return is a donation after and race.
- f. 3 Legged Monster Race (new; target tentative date August 22, 2020) needs confirmation from Mark Seesing. Place hold is on Bass River calendar for start.
- g. Al-Pint Night at Alpine Shop 2020 - Alex may not be doing Al-Pint night in 2020. Perry and Kathie will meeting on Feb 04.

### 3. Membership Updates - January 31 Membership Counts

- Annual Members: 178
- Lifetime Members: 46
- TOTAL Members: 224

#### January Membership Activity

- New Members: 6
- Renewing Members: 11
- Expired (Lost) Members: 8

#### February Membership Activity

- Renewed Membership: 1
- Need to Renew: 9
  - Of the 9, 5 are auto-renew
    - Of those 5, 2 have expired credit cards on file and must update

#### January Coordinator Activity

- Provided Abi with list of new and renewing December members for Facebook recognition
- Reconfigured NEON to issue membership auto-renewal notifications at 30 days
- Reconfigured NEON to issue failed auto-renewal notifications
- Reviewed February auto-renewals and manually issued emails to those whose credit cards are expired
- Sent reminder and 'please come back' emails to expired members
- Began using [OTAMembership@ozarktrail.com](mailto:OTAMembership@ozarktrail.com) email address to look more official
- Established Square account to use for offline membership applications (e.g., at MEGAs, work events)
- Published first draft of members-only photo/video contest rules
- Created first draft of a new-member / veteran member contact roadmap, limited circulation
- Created first draft of instructions for updating credit card information for auto-renewals, limited circulation
- With Abi, investigated 'rouge' CiviCRM membership renewal reminder emails
- Set 2020 goal of increasing membership count by 15%

4. Grants Updates - Latner Foundation for \$10-\$50K potential. Chris Woods is working on Walmart grant. \$11K in general funding grants at beginning of 2020.

5. OT Online Store Updates - Garrett inventoried online stock January 21, see report attached to meeting reminder.

6. Website updates - Duane was having challenges getting into host. Password was the challenge and it has been resolved. New Website will be launched this coming weekend.

7. Ozark Trail "shares" - Garrett

I called Suzette Anderson Thursday January 23rd, the Finance Director at the Palmetto Conservation Foundation (they manage the Palmetto Trail, South Carolina's long trail). I spoke to her about their "Share the Trail" program, in which they sell "shares" of the Palmetto Trail: a \$25 contribution to the Palmetto Conservation Foundation makes you an honorary "owner" of a 1/100<sup>th</sup> of a mile of the Palmetto Trail.

I purchased one of their "shares" last year and received my "share" (attached) and a thank you letter.

Suzette said program enthusiasm was high in the beginning, both because it was a new concept and because they were able to work with Time Warner Cable to run PSAs to promote the "share" sales. She did not volunteer "share" sales and I did not ask specifics, but she did say there were plenty of "shares" left to be purchased.

She said that a strong marketing campaign was critical to the success of the program.

I asked about mapping logistics/process, and she gave me the name of their GIS dude. I'll get that to Roger Allison to see if he can talk with him to determine if an Ozark Trail "share" program is feasible. Todd Horn is another potential GIS source, Kathie can provide contact information.

9. Update: Photo / video contest -Garrett sent guideline to structure for Hannah and Abi's review. Need to make a decision on next steps. Suggested as a member differentiator.

10. New Business

a. PR campaign - related to the trail shares program but could be used for another purpose. Short videos on "why" members for members drive. Emily, Kathie's daughter, has done some marketing. Could shoot @ trivia night, ex. Joy.

11. Other - Abi and Kathi are looking for displays 7'x7' displays will be available for promotional events.

**NEXT MEETING - March 02, 2020 at 7:00 PM**

↳



Ozark Trail Association  
**Fundraising Committee**

March 02, 2020 7PM

Conference Bridge: 425-436-6359 access code: 639929

Attending:

Kathi  
Abi  
Hannah  
Garrett



Not Attending:

Agenda

1. Special Events Updates

a. Trivia Contest – Follow up - Next year February 06, 2021 Steve Meyer has been notified and Hall (\$100) has been booked and paid for, total funds raised - \$4900, allocation/designated - support the work of the OTA

b. Challenge Hike -

Met again with Steve Liescheidt to discuss hand-off, event progress

- Hikers
  - 16 confirmed
  - 5 possibles, but becoming less likely as time passes
  - Need more participants!
- Abi and I met with Julie Bass of Bass' River Resort
  - Confirmed donation of sites, firewood for Friday night, Saturday night
  - Received package of prices / menus
    - Minimum 30 for meals, which should cover us
    - Need to confirm with Julie, sign order
- Participant pins received
- Swag vendor logistics confirmed
  - Established sponsor cut-off date of Monday 4/13/2020 (3 weeks before event)
    - Need to notify participants

- Need to gather T-shirt sizes
  - Need to settle on swag bag contents
  - Need to settle on door prizes, prizes for fundraising
  - Abi working on designing sponsors banner/sign as sponsors are signed up
- c. Devil's Toll Race – (Jake)
- d. One-Eyed Dog 100/50 MTB Race – Matt Johnson has the registration ready. Registration will open in April. No request from OTA yet. 50:50 revenue split.
- e. OT100 Mile Endurance Race – OTA only does volunteer work. The return is a donation after and race.
- f. 3 Legged Monster Race (new; target tentative date August 22, 2020) needs confirmation from Mark Seesing. Place hold is on Bass River calendar for start.
- g. Al-Pint Night at Alpine Shop 2020 - Alex may not be doing Al-Pint night in 2020. Perry and Kathie will meeting on Feb 04.

### 3. Membership Updates -

#### February 29 Membership Counts

- Annual Members: 186
- Lifetime Members: 50 (increase over prior month due to synch-up with Abi's records)
- TOTAL Members: 236

#### February Membership Activity

- New Members: 8
- Renewing Members: 6
- Expired (Lost) Members: 3

#### March Membership Activity

- Renewed Membership: 3
- Need to Renew: 17
  - Of the 17, 9 are auto-renew
    - Of those 9, 1 has expired credit cards on file and must update
- Set 2020 goal of increasing membership count by 15%

4. Grants Updates - Latner Foundation for \$10-\$50K potential. Chris Woods is working on Walmart grant. \$11K in general funding grants at the beginning of 2020.

5. OT Online Store Updates - \$1000 available to restock store

6. Website updates - Duane was having challenges getting into host. Password was the challenge and it has been resolved. New Website will be launched this coming weekend.

7. Update: Photo / video contest -Garrett sent guideline to structure for Hannah and Abi's review. Need to make a decision on next steps. Suggested as a member differentiator.

8. New Business  
Endowment fund

**NEXT MEETING - April 06, 2020 at 7:00 PM**