THE MINNESOTA STREETCAR MUSEUM

Meeting Minutes.

Board of Directors Meeting Sunday – September 25, 2016 Excelsior Carbarn Excelsior, Minnesota

Directors Present:	Aaron Isaacs Karen Kertzman Holly Wetzel	Bob Bayers Darel Leipold	John Dillery James Vaitkunas
Directors Absent:	Ben Franske	Joe Young	Dave French
Others Present:	Keith Anderson Bruce Gustafson	Todd Bender Jim Kertzman	Tim Crain

Call to Order. The meeting was called to order by Board Chair **Aaron Isaacs** at 12:40 PM. Corporate Secretary **Jim Vaitkunas** reported that with seven Directors present at this meeting, we have a quorum to conduct official Museum business.

Approval of the Agenda. The draft agenda was approved.

Approval of Minutes. Minutes of the Board of Directors meeting held on June 6, 2016 were not approved because Secretary **Vaitkunas** failed to send the minutes to the Directors in advance of this Board meeting. Chair **Isaacs** directed that this agenda item be deferred until the next Board meeting.

Board Chair's Report. Chair **Aaron Isaacs** gave the Directors a quick update on the status of the Minnesota Legacy grant to rebuild the trucks on No. 1300. Contrary to what **Isaacs** was told some time ago, the Minnesota Historical Society won't announce which applicants will receive Legacy grants until sometime in November.

The Museum has sent our request for bids to five companies that do truck work and the deadline for their bids is October 1, 2016. We may have to wait until November to see whether we have been awarded our grant before we ship the trucks to the truck rebuilders. In the meantime we're now looking for a pair of freight car trucks so No. 1300 can be semimobile while 1300's trucks are sent off for rebuilding. We also need to investigate a source for shipping the trucks to and from the rebuilder.

Isaacs then reported that new member **Pat Kriske** has been doing a great job as our new Buildings and Grounds manager. Pat has jumped right in and spearheaded the repairs to the Linden Hills Station which are proceeding well. Pat has also visited the Excelsior Streetcar Line and he's got several projects that he'll be working on at ESL, including paving of the walkway inside the cold barn. In a related note, the right-of-way at CHSL is looking better now that **Russ Isbrandt** and **Norm Larson** sprayed weed killer on the Como-Harrier right-of-way and concrete wall by the Isaacs carbarn.

Isaacs reported that the all-color book on Twin City streetcars (author **Aaron Isaacs**) is at the publishers and should be ready for sale in 2017.

MINUTES MSM Board of Directors Meeting Saturday – September 25, 2016

Corporate Secretary's Report. Secretary **Jim Vaitkunas** stated that he does not have any report to the Directors for this meeting. However, he then reported that after 15-plus years using his e-mail system to send out e-mail blasts and the *Streetcar Currents* newsletter, he's run into some delivery issues lately. Reportedly, some MSM members had not received the August and September issues of the *Streetcar Currents*. **Vaitkunas** commented that he can't explain why this has happened but he is investigating the problem and if no quick solution is forthcoming, MSM may have to purchase some kind of commercially available e-mail blast service like *Constant Contact*. Using this service to send the *Currents* to MSM members means that the member will be forced to go to our website to read it or download it. This may create a problem for some members who are not computer literate. **Vaitkunas** will report to the Board at the next meeting on the this problem and if it has been fixed.

Electronic Votes taken since the last Board meeting. Corporate Secretary **Vaitkunas** reported that there were three motions made and votes taken by e-mail since the last Board meeting. The motions' dates and subjects were as follows:

- June 13, 2016 Policy on naming of MSM locations and Honorary Memberships;
- July 12, 2016 Approval of IRS Form 990 for Tax Year 2015; and,
- August 23, 2016 Approval of Purchase of Outside Message Board for ESL.

All of these electronic motions were approved by the Direcxtors with no dissenting votes.

The following motion was then made.

MOTION: Made by Bob Bayers; 2nd by John Dillery The electronic votes conducted on June 13, 2016, July 12, 2016 and August 23, 2016 are affirmed and approved without change. **VOTE:** YES – 7; NO – 0. *Motion approved.*

Treasurer's Report. Treasurer **Keith Anderson's** report started with a review of the Museum's finances for the first two quarters of FY 2016 using the Profit & Loss Budget vs. Actual report. A copy of the report was given to the Directors wanting them and the reports are attached to these minutes. Several Directors has questions relative to a line-item in the report and **Anderson** answered them. Secretary **Vaitkunas** pointed out that there was a significant increase in the merchandise income and this was because of the increase in income from merchandise sold at the ESL carbarn. **Todd Bender** and **Jim** and **Karen Kertzman** were commended for their work in creating the new merchandise area in the Excelsior carbarn which has caused the income from merchandise sales at ESL to increase so well.

2017 ATRRM Annual fall meeting. Chair **Aaron Isaacs** gave the Directors an update on the status of planning and coordination of the 2017 ATRRM fall meeting. A conference planning meeting is scheduled for October 1, 2016. Very shortly, **Isaacs** and the planning committee will start to solicit participation in support of the 2017 conference from sponsors and vendors.

MINUTES MSM Board of Directors Meeting Saturday – September 25, 2016

Restoration of Winona No. 10. The Directors walked into the Excelsior restoration shop to take a look at Winona No. 10 and get a briefing on the status of the car's restoration.

New Business. General Superintendent **Bruce Gustafson** requested that his report be accepted by the Directors and attached to the meeting minutes. Chair **Isaacs** so directed.

The meeting adjourned at 12:55 PM.

ames A. Vaitkunas

Corporate Secretary

Attachments:

- Profit & Loss—Budget vs. Actual report, January to June 2016.
- Report from the MSM General Superintendent

	Apr - Jun 16	Budget
Ordinary Income/Expense		
Income		
4010 Contributions-Unrestricted		
4011 · Donations Box	1,071.85	600.00
4012 · Contributions-Unrestricted	120.00	708.00
Total 4010 Contributions-Unrestricted	1,191.85	1,308.00
4020 Contributions-Temp. Restr.		
4026 · Truck Rebuild	0.00	1,500.00
Total 4020 Contributions-Temp. Restr.	0.00	1,500.00
4110 Passenger Fares		
4111 · Tokens	15,106.50	19,061.00
4112 · Season Passes	2,994.00	
4119 · Cash Over/Short	-426.11	-225.00
Total 4110 Passenger Fares	17,674.39	18,836.00
4120 Charters	2,185.00	2,505.00
4130 Special Events/Revenue		
4130a · Vinternatt	0.00	0.00
4139 · Moonlight Ride	0.00	250.00
4136 · Pumpkin Patch Fares Revenues		
4137 · Pumpkin Patch - Pumpkin Sales	0.00	0.00
4136 · Pumpkin Patch Fares Revenues - Other	0.00	0.00
Total 4136 · Pumpkin Patch Fares Revenues	0.00	0.00
4125 Murder Mustery Boyonues	0.00	150.00
4135 · Murder Mystery Revenues	0.00 345.00	150.00
4134 · Streetcar Camp		250.00
4131 · Ghost Trolley 4132 · PJ/Storytime/Trick'RTrolley	0.00 370.00	0.00 850.00
4133 · Christmas Trolley	0.00	0.00
Total 4130 Special Events/Revenue		
Total 4130 Special Events/Revenue	715.00	1,500.00
4150 Merchandise Sales		
4151 · Taxable Sales	4,794.28	3,045.00
4152 · Non-Taxable Sales	1,741.00	540.00
4159 · Sales Tax Expense	0.00	-265.00
Total 4150 Merchandise Sales	6,535.28	3,320.00
4160 Member Dues	4,760.00	3,530.00
4190 Other	.,,	0,000.00
4191 · Interest Income	86.39	60.00
4192 · Photograph Reproduction & Use	55.05	00.00
4193 · Photograph Reproduction & Ose 4193 · Photograph Repo non-taxable	10.00	
	10.00	

	Apr - Jun 16	Budget
Total 4192 · Photograph Reproduction & Use	10.00	
4197 · Miscellaneous Income	0.00	12.00
	0.00	13.00
Total 4190 Other	96.39	73.00
Total Income	33,157.91	32,572.00
Gross Profit	33,157.91	32,572.00
Expense		
6025 · Office Furniture & Equipment	95.34	
5100 Repairs and Maintenance		
5110 Roadway Track & Overhead	0.00	11,500.00
5120 Buildings and Grounds	3,187.03	2,400.00
5130 Streetcars	482.06	2,200.00
5190 Shop Tools & Supplies	1,315.57	2,520.00
Total 5100 Repairs and Maintenance	4,984.66	18,620.00
5200 Operations		
5210 Electricity for Power	1,383.87	1,800.00
5220 Permits & Licenses	75.40	75.00
5230 Volunteer Services	0.00	400.00
5231 · Training Expense	0.00	400.00
Total 5230 Volunteer Services	0.00	400.00
5290 Special Events		
5299 · Vinternatt Expense	0.00	0.00
5298 · Pumpkin Patch Expenses	0.00	0.00
5296 · Special Events Other	0.00	50.00
5295 · Murder Mystery Trolley Expense	0.00	0.00
5294 · Streetcar Camp Expense	0.00	0.00
5291 · Ghost Trolley	0.00	0.00
5292 · Christmas Trolley	0.00	0.00
5293 · PJ/Storytime/Trick'RTrolley	0.00	25.00
Total 5290 Special Events	0.00	75.00
Total 5200 Operations	1,459.27	2,350.00
5300 Insurance		
5310 Liability	0.00	9,850.00
5320 Property	0.00	1,795.00
5330 Streetcars	0.00	2,105.00
Total 5300 Insurance	0.00	13,750.00
	0.00	,

Minnesota Streetcar Museum Inc. Profit & Loss Budget vs. Actual

April through June 2016

	Aug. 1. 10	Devidence
	Apr - Jun 16	Budget
5400 Utilities		
5410 Electricity for Light	100.72	400.00
5420 Natural Gas for Heat	322.28	255.00
5430 Water & Sewer	242.15	300.00
5470 Security System	0.00	250.00
Total 5400 Utilities	665.15	1,205.00
5500 Marketing & Communications	0.00	50.00
5600 · Exhibits/Photographs		
5601 · Exhibit Items Purchased	109.87	925.00
5602 · Photograph Reproduction	0.00	525.00
Total 5600 · Exhibits/Photographs	109.87	1,450.00
5700 Printing & Reproduction	1,809.21	500.00
5800 Merchandise Cost	2,388.57	4,860.00
5900 · Genl. Supt. Contingencies	0.00	100.00
6020 Telephone		
6021 · Telephone	553.47	770.00
Total 6020 Telephone	553.47	770.00
6030 Office Supplies		
6131 · Cash Register Expense	0.00	2,492.00
6030 Office Supplies - Other	388.45	150.00
Total 6030 Office Supplies	388.45	2,642.00
6040 Postage	274.07	600.00
6050 Assn Dues & Subscriptions	200.00	300.00
6060 Membership Publications	1,573.00	3,700.00
6070 Meetings/Travel	414.41	800.00
6090 Other		
6094 · PayPal Refund/Svc Fees	26.10	
6093 · Credit Card Service Charge	397.69	900.00
6092 · Bank Service Charges	79.24	40.00
Total 6090 Other	503.03	940.00
8400 · Depreciation expense		
8450 · Depreciation - Buildings	3,873.97	4,050.00
8460 · Depreciation - Track & Overhead	2,317.93	3,120.00
Total 8400 · Depreciation expense	6,191.90	7,170.00
Total Expense	21,610.40	59,807.00
Net Ordinary Income	11,547.51	-27,235.00

Minnesota Streetcar Museum Inc. Profit & Loss Budget vs. Actual April through June 2016

	Apr - Jun 16	Budget
Net Income	11,547.51	-27,235.00

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	\$ Over Budget	% of Budget
Ordinary Income/Expense		
Income		
4010 Contributions-Unrestricted		
4011 · Donations Box	471.85	178.64%
4012 · Contributions-Unrestricted	-588.00	16.95%
Total 4010 Contributions-Unrestricted	-116.15	91.12%
4020 Contributions-Temp. Restr.		
4026 · Truck Rebuild	-1,500.00	0.0%
Total 4020 Contributions-Temp. Restr.	-1,500.00	0.0%
4110 Passenger Fares		
4111 · Tokens	-3,954.50	79.25%
4112 · Season Passes		
4119 · Cash Over/Short	-201.11	189.38%
Total 4110 Passenger Fares	-1,161.61	93.83%
4120 Charters	-320.00	87.23%
4130 Special Events/Revenue		
4130a · Vinternatt	0.00	0.0%
4139 · Moonlight Ride	-250.00	0.0%
4136 · Pumpkin Patch Fares Revenues		
4137 · Pumpkin Patch - Pumpkin Sales	0.00	0.0%
4136 · Pumpkin Patch Fares Revenues - Other	0.00	0.0%
Total 4136 · Pumpkin Patch Fares Revenues	0.00	0.0%
4135 · Murder Mystery Revenues	-150.00	0.0%
4134 · Streetcar Camp	95.00	138.0%
4131 · Ghost Trolley	0.00	0.0%
4132 · PJ/Storytime/Trick'RTrolley	-480.00	43.53%
4133 · Christmas Trolley	0.00	0.0%
Total 4130 Special Events/Revenue	-785.00	47.67%
4150 Merchandise Sales		
4151 · Taxable Sales	1,749.28	157.45%
4152 · Non-Taxable Sales	1,201.00	322.41%
4159 · Sales Tax Expense	265.00	0.0%
Total 4150 Merchandise Sales	3,215.28	196.85%
4160 Member Dues	1,230.00	134.84%
4190 Other		
4191 · Interest Income	26.39	143.98%
4192 · Photograph Reproduction & Use		
4193 - Photograph Repo non-taxable		

	\$ Over Budget	% of Budget
Total 4192 · Photograph Reproduction & Use		
4197 · Miscellaneous Income	-13.00	0.0%
Total 4190 Other	23.39	132.04%
Total Income	585.91	101.8%
Gross Profit	585.91	101.8%
Expense		
6025 · Office Furniture & Equipment		
5100 Repairs and Maintenance		
5110 Roadway Track & Overhead	-11,500.00	0.0%
5120 Buildings and Grounds	787.03	132.79%
5130 Streetcars	-1,717.94	21.91%
5190 Shop Tools & Supplies	-1,204.43	52.21%
Total 5100 Repairs and Maintenance	-13,635.34	26.77%
5200 Operations		
5210 Electricity for Power	-416.13	76.88%
5220 Permits & Licenses	0.40	100.53%
5230 Volunteer Services		
5231 · Training Expense	-400.00	0.0%
Total 5230 Volunteer Services	-400.00	0.0%
5290 Special Events		
5299 · Vinternatt Expense	0.00	0.0%
5298 · Pumpkin Patch Expenses	0.00	0.0%
5296 · Special Events Other	-50.00	0.0%
5295 · Murder Mystery Trolley Expense	0.00	0.0%
5294 · Streetcar Camp Expense	0.00	0.0%
5291 · Ghost Trolley	0.00	0.0%
5292 · Christmas Trolley	0.00	0.0%
5293 · PJ/Storytime/Trick'RTrolley	-25.00	0.0%
Total 5290 Special Events	-75.00	0.0%
Total 5200 Operations	-890.73	62.1%
5300 Insurance		
5310 Liability	-9,850.00	0.0%
5320 Property	-1,795.00	0.0%
5330 Streetcars	-2,105.00	0.0%
Total 5300 Insurance	-13,750.00	0.0%

Minnesota Streetcar Museum Inc. Profit & Loss Budget vs. Actual

April through June 2016

	\$ Over Budget	% of Budget
5400 Utilities		
5410 Electricity for Light	-299.28	25.18%
5420 Natural Gas for Heat	67.28	126.38%
5430 Water & Sewer	-57.85	80.72%
5470 Security System	-250.00	0.0%
Total 5400 Utilities	-539.85	55.2%
5500 Marketing & Communications	-50.00	0.0%
5600 · Exhibits/Photographs		
5601 · Exhibit Items Purchased	-815.13	11.88%
5602 · Photograph Reproduction	-525.00	0.0%
Total 5600 · Exhibits/Photographs	-1,340.13	7.58%
5700 Printing & Reproduction	1,309.21	361.84%
5800 Merchandise Cost	-2,471.43	49.15%
5900 · Genl. Supt. Contingencies	-100.00	0.0%
6020 Telephone		
6021 · Telephone	-216.53	71.88%
Total 6020 Telephone	-216.53	71.88%
6030 Office Supplies		
6131 · Cash Register Expense	-2,492.00	0.0%
6030 Office Supplies - Other	238.45	258.97%
Total 6030 Office Supplies	-2,253.55	14.7%
6040 Postage	-325.93	45.68%
6050 Assn Dues & Subscriptions	-100.00	66.67%
6060 Membership Publications	-2,127.00	42.51%
6070 Meetings/Travel	-385.59	51.8%
6090 Other		
6094 · PayPal Refund/Svc Fees		
6093 · Credit Card Service Charge	-502.31	44.19%
6092 · Bank Service Charges	39.24	198.1%
Total 6090 Other	-436.97	53.51%
8400 · Depreciation expense		
8450 · Depreciation - Buildings	-176.03	95.65%
8460 · Depreciation - Track & Overhead	-802.07	74.29%
Total 8400 · Depreciation expense	-978.10	86.36%
Total Expense	-38,196.60	36.13%
Net Ordinary Income	38,782.51	-42.4%

Minnesota Streetcar Museum Inc. Profit & Loss Budget vs. Actual April through June 2016

	\$ Over Budget	% of Budget
Net Income	38,782.51	-42.4%

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Minnesota Streetcar Museum General Superintendent's Report – September 2016

CURRENT ROSTER

Currently we have 117 operators on the roster – these operators were trained or recertified in 2016. This compares to 104 in June.

Fun Facts:

- As of September 25th we had 1,001 scheduled shifts/positions. Ignoring cancelled shifts, we have operated 3,121 hours
- 98 operators carried at least 1 shift
 - o 18 volunteers operated less than 10 hours (15% of the roster)
 - 19 rostered volunteers did not operate a shift (16% of the roster)
- 20 operators (17% of the roster) operated 56% of the hours
 - Top 10 operators (based on the number of hours) accounted for 30% of the 3,121 hours
 - The next 10 operators (based on the number of hours worked) accounted for 26% of the total hours
- Thru August our first year operators have collectively contributed approximately 10% of the operating hours. The first year operators include: CHSL - Pat Cosgrove, Kathleen Dion, Dave Grandpre, Pat Kriske, Steve McCulloch, Jim Talley, and Lantz Wagner; ESL – Larry Kappel, Ted Spear, and Jeff Storlie

OPERATIONS

RIDERSHIP STATISTICS

As you can see below year-to-date ridership for CHSL has been surprisingly strong, especially given one of the wettest summers in recent years. While charters have been down, regular ridership has been very strong. Through early August, at CHSL we had 22 charters and 16 special events.

Year		Мау	June	July	Aug	YTD August
2015	Regular Charter Total	4,212 501 4,713	5,374 534 5,908	6,114 670 6,784	6,212 341 6,553	21,912 2,046 23,958
2016	Regular Charter	4,621	5,458 462	7,762	5,984 372	23,825 1,621
Variance	Total Regular Charter	4,881 409 (241)	5,920 84 (72)	8,289 1,648 (143)	6,356 (228) 31	25,446 1,913 (425)
Va	Total	168	12	1,505	(197)	1,488

Rank	Year	July	Rank	Year	Augus
1	2004	8,412	1	2011	7,641
2	2016	7,762	2	2013	7,439
3	2009	7,679	3	2012	7,097
4	2013	7,533	4	2008	6,990
5	2006	7,255	5	2009	6,854
6	2011	6,891	6	2010	6,571
7	2007	6,890	7	2006	6,569
8	2014	6,819	8	2014	6,278
9	2008	6,739	9	2015	6,212
10	2010	6,662	10	2016	5,984
11	2015	6,114	11	2004	5,931
12	2012	5,936	12	2007	4,641
13	2005	4,044	13	2005	3,315

The tables below rank the CHSL regular ridership since 2004 for the months of July and August.

SHIFT SCHEDULES

The PCC evening shift and the 2nd shift on Sunday were challenging to fill during most of the year. While we trained several new PCC operators during the year, the qualified operators did not seem sufficient. During the upcoming Ops Meeting we will discuss some ideas to address the issues

SPECIAL EVENTS

- Redesign of Halloween events. Rod Eaton is leading a remake of the CHSL Halloween events to move from a skit-based to a scene-based ride to try something different in the hope of addressing a steady decline in ridership
- Ryder Cup. With the Ryder Cup coming to the Twin Cities, the ESL team has created an extended schedule during the event – September 27 thru October 1

BUILDINGS AND LANDSCAPE/ GARDEN

- CHSL Accomplishments
 - New roof at CHSL depot thanks to Bill Arends
 - Pat Kriske volunteered to be building manager. Some of Pat's plans:
 - CHSL Depot. The soffits and fascia will be replaced on the CHSL Depot. Following that work, the Depot will be repainted, color selections are not yet final. (Work is scheduled for mid-September)
 - CHSL Carbarn. Pat will inspect the roof, and make what minor repairs. Also checking into adding fencing near the drainage area on the hill, and in the rear of the Carbarn
 - ESL Lighting. Evaluating installation of exterior lighting to improve security
 - ESL Carbarn. Planning installation of asphalt in some of the Carbarn interior
- CHSL Issues
 - Garden up-keep. Need to find a someone/group interested in maintaining the garden. The plants/grasses were selected as they are low maintenance, but weeding needs to be done periodically

ROADWAY MAINTENANCE

- CHSL Accomplishments
 - Applied weed killer to the entire right-of-way (Norm Larson, Russ Isbrandt). The work was very successful and from an aesthetic perspective makes a very good impression
 - \circ $\,$ Major clean-up of trees/brush along fence at north end
- Future Actions
 - Planning major tree cutting mid-October
 - Need to work with Park maintenance to evaluate trimming trees encroaching on overhead
- Issues
 - o Open positions
 - Organized on-going weed / vegetation control

GENERAL ISSUES:

- Chronic Issue open second tier positions
 - Filled Car Cleaning Foreman (Bill Way)
- How to engage volunteers in non-operating activities
 - Better communication