

MINNESOTA STREETCAR MUSEUM

MINUTES

Board of Directors Meeting
7:00 PM – Monday – November 21, 2022
Computer Tele-Conference using Zoom Application
Minneapolis, MN

Present:	Ben Franske	Dave French	Chris Heck
	Aaron Isaacs	Karen Kertzman	Jim Vaitkunas
Absent:	John Dillery	Darel Leipold	Elaine Love
Others Present:	Bill Arends	Todd Bender	Pat Cosgrove
	David Downs	Rod Eaton	Jim Kertzman
	Bill Pekarna	Dick Zawacki	

The meeting of the Minnesota Streetcar Museum’s Board of Directors was called to order by Board Chair **Aaron Isaacs** at 7:02 PM. The meeting was held using the Zoom web-based tele-conference application. Secretary **Vaitkunas** reported that at the beginning of this meeting a quorum was present.

The agenda for this meeting was approved except that it doesn’t include a time for the Board Chair’s report and update. The agenda was amended accordingly.

Approval of the minutes for the last Board of Directors meeting held on June 27, 2022.

MOTION: Made by Chris Heck; Seconded by Ben Franske
The minutes of the MSM Board of Directors meeting held on June 27, 2022 are approved as to form and content.
VOTE: Yes – 6; No – 0 **Motion carried.**

Approval of Electronic Votes taken since the last Board meeting.

MOTION: Made by Dave French; Seconded by Karen Kertzman
The motion and vote held on September 10, 2022 to approve an exception to MSM Policy #10, Financial Operations, section 11.0 which allows MSM to offer the Linden Hills Neighborhood Council a motorman’s certificate for silent auction, is affirmed.
VOTE: Yes – 6; No – 0 **Motion carried.**

MOTION: Made by Jim Vaitkunas; Seconded by Chris Heck
The motion and vote held on October 10, 2022 to approve the invoice dated 9/29/2022 in the unbudgeted amount of \$6,450, for trackwork at the Excelsior Streetcar Line, is affirmed.
VOTE: Yes – 6; No – 0 **Motion carried.**

MOTION: Made by Karen Kertzman; Seconded by Dave French

The motion and vote held on November 3, 2022 to approve the unbudgeted expenditure in the amount of \$18,898 for concrete work at the Excelsior carbarn, is affirmed.

VOTE: Yes – 6; No – 0 **Motion carried.**

Treasurer's Report. MSM Treasurer **Chris Heck** began his presentation with a review of the FY 2022 profit and loss budget versus actual spreadsheet as of the end of September 2022, which he displayed on the screen (see attachment). He commented that the figure that everyone is interested in is account 4010 unrestricted donations which shows the bequest from MSM member **Gordon Geddes** of over \$130,000.

Heck then reviewed highlighted account entries displayed on the spreadsheet with comments on them. There are no major issues that need action but there were a couple that are out of the ordinary that needed further explanation. A specific issue discussed was the difficulty in allocating merchandise and on-line sales income from ESL which resulted in coordination between **Karen Kertzman**, MSM's bookkeeper **Mona Isaacs** and Treasurer **Heck** to resolve the issue. Another issue was the \$1,200 shortfall in the member dues income versus what was projected when the budget was formulated. **Heck** asked Secretary **Vaitkunas** to comment on this and **Vaitkunas** could not offer a theory on the income shortfall. Chair **Isaacs** mentioned that he feels this shortfall might be caused by the increase in life memberships and members renewing for two years. **Heck** then reported that even with the shortfall, the FY 2022 budget projected income of \$126K and so far, income exceeded expenses by \$261K. And that increase doesn't include the income we'll yet receive from the October and Christmas special events.

Turning to the expense portion of the report, Treasurer **Heck** then addressed some other deviations from the budget versus actual expenditures. Increased costs in several areas were to be expected because of inflation, especially energy related expenses. **Heck** then commented that the cost of producing the *Twin City Lines* magazine has exceeded the income the museum receives from membership dues. **Heck** suggested that we should discuss raising the dues to better match production costs of the magazine. Chair **Isaacs** commented that production costs for the TCL magazine have increased in recent years. However, no further discussion on increasing dues occurred.

In summary, while MSM budgeted expenses of \$107K we spent only \$75K. We projected a budget surplus of \$18K which leaves MSM with a \$186K surplus so far this FY. Overall FY 2022 the museum was doing quite well financially.

Treasurer **Heck** then reviewed the balance sheet (attached). One item of concern **Heck** mentioned was that with the current cash on hand of \$504K, the museum may be forced to file a long-form IRS for 990 tax return for the year. This may not be necessary if the expense for the fiber-optic cable project at CHSL, or some other project, is paid this FY.

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Heck then changed the topic to the initial meeting on November 15th with our financial advisor, **R.J. Devick** principal of Bond & Devick Wealth Partners. Unfortunately, **Heck** was not able to attend the Zoom meeting with Mr. **Devick** because of a travel problem, so he turned the discussion over to Chair **Isaacs**. **Isaacs** then reported that the meeting was mainly a get-acquainted meeting. One thing that resulted from discussion during the meeting was that Bond & Devick won't begin any work for us until MSM's investment policy statement is in place. Therefore, MSM's finance committee must develop the investment policy statement for eventual Board approval. **Isaacs** then described the intent of the investment policy statement and the decisions that must be made by the museum's board. In particular, the Board needs to agree/decide on several areas:

- 1) the amount of funds to be invested;
- 2) the rate of return and the level of risk that the museum is willing to take when investing its funds; and,
- 3) whether we want to have our investments in "green" or socially conscious investments.

Based on the above decisions memorialized in the investment policy statement, Bond & Devick will then tailor our portfolio accordingly.

Chair **Isaacs** then informed **David Downs**, who was present at this Zoom meeting, that Treasurer **Heck** feels it's best for Mr. **Downs**, as incoming MSM Treasurer, to take the lead in developing the investment policy statement, to which he agreed. **Isaacs** and **Heck** then outlined the budget development timelines that the museum historically follows to develop the annual budget.

Inclosing this discussion, **Isaacs** asked the Directors what their feelings are regarding the level of risk that we should take to get some idea on how to proceed in this area. Director **Franske** replied that he feels that a long-term investment (5 years) should be directed towards at least keeping pace with inflation. **Franske** further suggested something in the four to five percent range. No other Director provided any suggestion otherwise.

Amend The 2022 Budget. Chair **Isaacs** then introduced the agenda item to amend the 2022 budget to fund the installation of the fiber-optic cable from the Linden Hills station to the George Isaacs carbarn and shop. **Ben Franske**, MSM's Information Technology Manager, then described the need and the reasons and advantages of doing this project. He stated that internet service can't be installed directly into the Isaacs carbarn, so the current somewhat slow and unreliable internet connection comes from MSM fiber-optic connection located at the Linden Hills station. Several important initiatives that would happen when the cable is installed were discussed by **Franske**, including installing security cameras at the Linden Hills station and the capability to shut off traction power from the station. All the enhancements **Franske** outlined require increased bandwidth and reliable connection between the Linden Hills station and the George Isaacs carbarn, which can only be realized by installing the fiber-optic cable between the two locations.

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Franske gave historical background on the effort to install the cable which began in 2019 when bids were solicited, a process that was interrupted by Covid-19. Starting in August of 2022, four companies were contacted to get bids and only two companies submitted bids: one for around \$45K and the other for \$25K. Discussion with MSM Chief Engineer **Keith Anderson** revealed that the construction market is tight right now which was reflected in two of the companies failing to even contact the museum. **Franske** then commented that considering the tight construction market and inflation, if we delay the project, it will likely be more expensive later.

In response to a request from Chair **Isaacs** regarding the reliability of the current wireless connection between the two locations, **Franske** stated that the wireless internet connection can be problematic with occasional drop-outs in service especially in the summer when the trees along the right-of-way between the two locations are fully “leafed-out.” **Franske** also commented that it will greatly improve our security system monitoring and telephone service, which are done through our internet service, by eliminating the wireless connection.

After a brief side discussion on approval of the Treasurer’s report, Chair **Isaacs** called for the motion to amend the 2022 budget to install the fiber-optic cable at CHSL.

MOTION: Made by Chris Heck; Seconded by Karen Kertzman

The 2022 budget is amended to approve the bid and authorize the expenditure of \$25,657.67 to install fiber-optic cable from the Linden Hills station to the George Isaacs carbarn.

VOTE: Yes – 6; No – 0 **Motion carried.**

Board Chair’s Report/Update. Chair **Aaron Isaacs** stated that his comments will be brief, but he does have several items to discuss.

1. **Isaacs** reminded the Directors that in a previous e-mail he recommends that the Board needs to meet in early 2023 to discuss several issues, one of them being addition to the Isaacs carbarn to allow an additional streetcar to be housed in the carbarn.
2. The second major issue to be discussed is additional improvements to the Excelsior carbarn, specifically replacing the old heaters in the “warm barn,” replacing the roof shingles and installation of solar panels on the carbarn roof. After doing research on these items, Isaacs proposes that the major projects be delayed, if possible, until 2024. The reason is that Congressman **Dean Phillips** has just been reelected and he is a member of the museum. He will decide which organizations are approved for ten federal community development grants that he will sponsor in FY 2024. While it might be a long-shot, it’s worth the effort to apply for one of the ten community development grants to repair the Excelsior carbarn roof, install solar panels and have a new heating plant installed.
3. **Isaacs** reported that **Floyd Child** and **Sam Woolever** have begun scanning books and documents using the commercial scanner in the Russell L. Olson Library.

General Superintendent’s Report. Chair **Isaacs** commented that General Superintendent **Bruce Gustafson** was unable to attend this Board meeting but provided a very comprehensive report to all the Directors and other managers. This report is attached to these minutes. **Isaacs** also reported that **Gustafson** has asked to continue as the General Superintendent which was good news.

ESL Superintendent’s Report. **Todd Bender** stated that he didn’t have anything to report because all the information on ESL is contained in **Gustafson’s** report to the Board. **Bender** briefly reported on the partial completion of the concrete work at the ESL carbarn, and he acknowledged the lessons learned from recent events that any work on the streetcar line or carbarn building will be coordinated with the appropriate government agencies involved with the Excelsior Streetcar Line.

At this time in the meeting, Director **Dave French** asked a question regarding the first paragraph of the General Superintendent’s report. This section states that the second streetcar scheduled for Como-Harriet on Saturdays was cancelled in mid-summer, but no reason was stated for this decision. Charter Agent **Pat Cosgrove** replied that some customers want to schedule charters on Saturday morning, but that time is blocked for streetcar maintenance. So, we decided to offer Saturday afternoon as an option with the second streetcar available for charters. However, in the end our customers simply didn’t want to charter on Saturday afternoons. With the lack of business, there was no reason to have the second streetcar on the Saturday schedule. Director **Chris Heck** asked **Cosgrove** whether we lost customers because we don’t operate charters on Saturday morning. **Cosgrove’s** reply was that yes, we may have lost some customers who didn’t want to charter on some other day, but some others scheduled their charter for another day.

Chief Mechanical Officer’s Report. **Dick Zawacki** reported that, like the Excelsior Superintendent’s report, the mechanical department’s update was included in the General Superintendent’s report.

In response to a question from Chair **Isaacs**, **Zawacki** reported that the work on the motor for Winona No. 10 was still on-going and described the several tasks that need to be done to finish the work on the motor. He stated that he talks with the Swiger Coil shop guy on a weekly basis but does not have an estimate on when the motor will be completed and returned to us. **Zawacki** stated that the final cost for this work will be somewhere in the \$16K to \$18K area.

Chair **Isaacs** then commented that he talked with ESL Shop Foreman **Howie Melco** about work on Mesaba No. 10. **Isaacs** reported that he will try to get some info on other Niles Car Company extant interurban cars to help with the restoration of Mesaba No. 10.

Chief Engineer’s Report. Chair **Isaacs** reported that Chief Engineer **Keith Anderson** could not attend this meeting but reported that he’s worked with **Ben Franske** on the fiber-optic cable project. And in the last few months, railroad ties were replaced by him and **Miles Anderson**. **Isaacs** also recognized the great work being done by CHSL Grounds

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Foreman **Jerry Betz**, especially in arranging for the painting of the railings at the pedestrian underpass.

Appointment of Assistant MSM Treasurer. Chair **Isaacs** opened-up this topic by announcing that museum member **David Downs** has agreed to succeed current Treasurer **Chris Heck** who has requested to be relieved of his position in 2023. To help with the transition, Heck has suggested that Mr. **Downs** be appointed as Assistant MSM Treasurer and be given signature authority to sign checks and other MSM financial documents. This authority requires approval by the museum’s Board of Directors. With that brief introduction, Chair **Isaacs** called for the motion.

MOTION: Made by Chris Heck; Seconded by Karen Kertzman
Mr. David Downs is appointed to the position of Assistant MSM Treasurer and is authorized to sign checks and any other required financial documents.
VOTE: Yes – 6; No – 0 **Motion carried.**

Director **Vaitkunas** then asked **Downs** if he would tell the Board a little bit about himself. David lives in Shorewood, Minnesota and started volunteering with MSM in 2022 as a ticket booth agent. David works for himself as a consultant in the environmental health and safety area. He is not a railfan but is a history fan and he enjoys learning about Twin City streetcar history and meeting the people who ride our streetcars at Excelsior. **Downs’** wife, **Paula** is also an MSM volunteer.

Scheduling a Strategic Planning Meeting. Chair **Isaacs** asked for input on when to hold this meeting and the consensus among the Directors was that it would occur sometime after January 1, 2023. **Isaacs** stated he would set something up soon.

Other Business. None

Adjournment. The meeting adjourned at 8:02 PM.


James A. Vaitkunas
Corporate Secretary

Attachments

1. FY 2022 MSM Profit and Loss report by class
2. MSM Balance Sheet as of 10/31/2022
3. General Superintendent’s report and Chief Mechanical Officer’s report

6060 Membership Publications			0.00					0.00		8,557.09	8,900.00	-342.91	96.15%	8,557.09	8,900.00	-342.91	96.15%											
6090 Other Admin Expense			0.00					0.00				0.00		0.00	0.00	0.00												
6092 Bank Service Charges			0.00					0.00		41.21	20.00	21.21	206.05%	41.21	20.00	21.21	206.05%											
6093 Credit Card Service Charge			0.00					0.00		3,410.29	2,500.00	910.29	136.41%	3,410.29	2,500.00	910.29	136.41%											
Total 6090 Other Admin Expense	\$	0.00	\$	0.00	\$	0.00	\$	0.00	\$	3,451.50	\$	2,520.00	\$	931.50	\$	136.96%	\$	3,451.50	\$	2,520.00	\$	931.50	\$	136.96%				
6600 Reconciliation Discrepancies			0.00					0.00		5.82	-100.00	105.82	-5.82%	5.82	-100.00	105.82	-5.82%											
Total Expenses	\$	9,710.31	\$	22,100.00	-\$	12,389.69	43.94%	\$	17,605.31	\$	35,498.00	-\$	17,892.69	49.60%	\$	47,086.73	\$	50,095.00	-\$	3,008.27	93.99%	\$	74,402.35	\$	107,693.00	-\$	33,290.65	69.09%
Net Operating Income	\$	73,363.25	\$	48,690.00	\$	24,673.25	150.67%	-\$	5,200.05	-\$	19,318.00	\$	14,117.95	26.92%	\$	118,591.98	-\$	10,745.00	\$	129,336.98	-1103.69%	\$	186,755.18	\$	18,627.00	\$	168,128.18	1002.60%
Net Income	\$	73,363.25	\$	48,690.00	\$	24,673.25	150.67%	-\$	5,200.05	-\$	19,318.00	\$	14,117.95	26.92%	\$	118,591.98	-\$	10,745.00	\$	129,336.98	-1103.69%	\$	186,755.18	\$	18,627.00	\$	168,128.18	1002.60%

Sunday, Nov 13, 2022 09:22:12 AM GMT-8

MSM Balance Sheet 10/31/2022

<u>Account</u>	<u>Balance</u>
Huntington Checking	\$321,941.99
Huntington Savings	\$11,088.28
Trustone Savings	\$5.00
Trustone Money Market	\$99,309.11
Trustone CD	\$52,601.97
TOTAL BANK ACCTS	\$484,946.35
Inventory	\$19,300.00
TOTAL ASSETS	\$504,246.35
Allocated unspent funds	\$58,286.53
Unallocated funds	\$445,959.82

<u>Capital Project</u>	<u>Budget</u>	<u>Account Balance</u>
Winona 10 window shades and motors	\$24,000.00	\$18,485.50
CHSL fiber connection	\$15,000.00	\$15,000.00
No. 1239 truck rebuild	\$85,000.00	\$24,801.03
Total	\$124,000.00	\$58,286.53

Minnesota Streetcar Museum

General Superintendent's Report – November 2022

I. GENERAL COMMENTS

To summarize the operations, there are four notable areas:

1. Ridership. 2022 has seen strong performance compared to 2021 and is comparable to 2019 traffic levels for CHSL. (ESL is down 26% compared to 2019). Since operations did not begin until July 2021, full year comparisons are questionable, but looking at the July-September data 2022 relative performance (compared to 2021) remains strong.
2. Special Events. Special events play a significant part of the Museum's financial performance. This is especially true at Excelsior. As noted in a following section special event interest has been remarkably strong to date and is expected to have similar results for the balance of the year.
3. Schedule. The experiment to add a second car during the first shift on Saturday at Como-Harriet to support charters during the shift did not work. We did not have enough demand to fill the second car. The slot was eliminated during the summer.
4. Staff. We are ending the year in a good position with our volunteer operators. The roster includes 117 active operators. This compares to 103 operators in 2021 and 117 operators in 2019. We continue to experience trends where a relatively small group of operators provides the bulk of the volunteer hours. The pattern has existed for as long as I have been tracking performance and is unlikely to change. As we go forward we need to develop plans to find and encourage other individuals to fill in as some of the current high hour volunteers may decide to step out.
 - CHSL Grounds Manager. Given the nature of the line at CHSL, this is a critical position responsible for mowing, weed control, brush cutting, leaf removal, etc. Jerry Betz has agreed to take on the responsibility for the 2023 season.

II. OPERATIONS

RIDERSHIP

As can be seen in the following tables and comments, the data sources and time periods are slightly different for CHSL and ESL but convey similar messages. My intent is to separate the regular season from the fall/ winter special events that are scheduled mid-October thru the end of the year.

CHSL

Through September, total passenger counts at CHSL are 19,354. This is almost double the prior year and 1,597 riders (8%) less than 2019 – the last pre-pandemic operating season. In comparing to 2019 there is not a clear monthly pattern as the 2022 shortfall is similar for the first and second halves of the regular season. In 2019, we did operate one more evening shift (Tuesday), which would have generated another 650-800 riders (based on 50-60 riders night x 13 Tuesdays) assuming they did not migrate to other scheduled trips.

CHSL								
	Date	Tokens	Passengers	Trips	Passenger/ Trip	Tokens/ Trip	YTD September	Variance to 2022 <i>incr/ (decr)</i>
2022	Total May	1,925	2,300	239	9.6	8.1		
	Total June	3,045	3,638	376	9.7	8.1		
	Total July	4,655	6,133	502	12.2	9.3		
	Total August	3,631	4,293	543	7.9	6.7		
	Total September	2,330	2,990	208	14.4	11.2	19,354	
2021	Total May		0					
	Total June		0					
	Total July		3,521					
	Total August		3,962					
	Total September		2,973				10,456	8,898
2019	Total May		2,741					
	Total June		4,398					
	Total July		4,967					
	Total August		6,419					
	Total September		2,426				20,951	-1,597

ESL

YTD end of October, ESL has had 4,385 riders. Similar to CHSL, this is strong performance compared to last year and down somewhat from 2019. Within the total ridership 3,026 were during regular trips, 420 during charters, and 939 during special events.

ESL - Total - YTD October

Date	Passengers	Variance to 2022 <i>incr/ (decr)</i>	
2022	4,385		
2021	3,015	1,370	31%
2019	5,522	-1,137	-26%

CHARTERS

CHSL

Charter activity has been very strong compared both to 2021 and 2019.

CHSL - Charter Activity			
		Passengers	YTD September
2022	Total May	486	
	Total June	348	
	Total July	490	
	Total August	131	
	Total September	211	1,666

		Passengers	YTD September
2019	Total May	212	
	Total June	270	
	Total July	306	
	Total August	603	
	Total Septemk	69	1,460

		Passengers	YTD September
2021	Total May	0	
	Total June	116	
	Total July	133	
	Total August	240	
	Total September	109	598

ESL

2022 YTD October ESL has had 9 charters with 420 riders

SPECIAL EVENTS

CHSL (Bill Arends/Rod Eaton)

Note: The numbers below are not included in the CHSL ridership analysis, which is only through September.

PUMPKIN PATCH EVENT

Total pumpkins purchased	280 (We got more than 280)	
Total pumpkins sold at patch	236 (We had 57 unsold)	\$1,652.00
Total pumpkins sold post patch	33	\$ 118.50
Total pumpkins sold	269	\$1,770.50
Total number of pumpkins unsold	11	
Total number of pumpkins spoiled	12	
 Total fares sold during pumpkin patch	 503	 \$1,508.00

GRAVEYARD GHOST STORIES

With Philip Brunelle, Nancy Nelson and Don Shelby as readers of the ghost stories this event sold out very quickly. The first ticket sold on July 28 and the event was sold out by Labor Day. It was very well received. One person asked when the tickets would be available for next year's event. I think we could have sold out two shows, but Rod and I think we are asking too much from our guest readers to do this twice in one night. Forty-four tickets were sold. Initially we had the cost per ticket at \$15. Rod and I decided to raise the price to \$18. Total revenue for this event was \$750. Other than the electricity of

operating the streetcar, this event costs nothing and requires minimal staff. Rod and I were the operators with Elizabeth Hauck as the station agent.

TRANSYLVANIA TROLLEY

Count Karl did his normal good work as the Count. The entire crew of Karl Jones, Mary Jo Odegaard, Dan Odegaard, Jay Patel, Rose Arends, Rod Eaton and myself were in costume. Total number of fares for the day was 395 (\$1,185} Merchandise sales were also good. Total revenue for the day was \$1,454.49. This is a very popular event. Karl gets so into character that it's difficult to believe that it's Karl.

THE LATE SHOW – THE CARBARN MURDERS

There were two shows for the Car barn Murders. There were 44 tickets available for each show. Both shows sold out about a week before the event. Rod and I decided to not offer a third show because ticket sales leading up to the last week of sales was slow. And, other than Dave French, the rest of the cast was not up to doing a third show starting at 10 pm. The cast included Rod Eaton, Dave French, Leah Harp, Dave Higgins providing lighting and scare in the car barn, Anja Curiskis and Nick Mainguy, as station agent and crossing guard, and me. The majority of the story took place on the car in the glen area with Dave telling the story. The car was pulled into the car barn to provide the scare at the end of the show. Total revenue from both shows was \$880. The first show had 2 no shows. The second had several more. Total riders were 78. We let Nick and Anja join us for the second show.

A STREETCAR NAMED EXPIRE aka The Ghost Trolley

A crew of Ben Franske, Linda Ridlehuber, Jerry Betz, Kathryn Barron and Nick Mainguy operated the car, station and crossing guard. Dave French was on the car to set up the story. Rod Eaton and I were in the car barn to provide the scare. As with the Late Show, the event ended with the streetcar in a totally dark car barn.

Total rides	105	\$420
Total Fright passes	20	\$200

The people with the fright passes rode throughout the evening. I think the total ridership per the trip sheet was 305.

Regarding the ESL events I can only report on the number of online tickets sold for Trolleyween and the number of fares from the POS for Trick 'o Treat.

HOLLY TROLLEY

Holly Trolley we will be running from 12 to 3:30 pm each day with each trip scheduled for a half hour. There will be 50 tickets available for each trip. Each ticket will be for a specific time. On the day of the event people will be able to buy tickets for any time slot and not have to wait in line for the next available seat on the car. Tickets are \$5 each. There will be 50 tickets available for each trip and there will be 8 trips per day for a total of 400 tickets per day. IF we get perfect weather and IF every trip sells out all 4 days, we could have 1,600 riders for a total of \$8,000. Is it ok to dream? In 2019, our last Holly Trolley, we had revenue of \$4,680 even with the first day snowed out. One more day could have put us over \$6,000.

VINTERNATT

Vinternatt 2019 was also very good. Total revenue from ticket sales was \$2,475. Let's hope for good weather with a little snow a day or two before the event. The one problem with this event is that it is so labor intensive.

ESL (Karen Kertzman)

As noted above, special event ridership YTD October is 939.

- 3 Story Time Trolley's 175 riders
- Trolleyween, 178 riders
- Trick o' Treat 586 riders

STORY TIME TROLLEY

While everyone had a great time and enjoyed Miss Debra's books and songs at the June, July and August Storytime Trolley's, ticket sales showed mixed results. There were 24 riders in June, 100 in July, and 51 in August. All three events were marketed through the same channels

OCTOBER HALLOWEEN EVENTS

Trolleyween, the ESL Halloween StoryTime Trolley event, was extended from 2 rides to 3, and Streetcar rides were available during the Excelsior Trick O' Treat Day, October 29th. Both events were very successful. Trolleyween rides were sold out weeks in advance and 586 parents and kids took a ride on Duluth Street Railway No. 265. There was even candy for those who just stopped by to Trick or Treat.

For the 2023 season we are planning "The Return of Ghost Trolley". While it's still early in planning, we are looking forward to making it a bigger and more fun packed event.

NORTH POLE TROLLEY

North Pole Trolley is the final event of the ESL season. Duluth Street Railway No. 265 will be decorated for Christmas and operating November 25th, 26th and 27th from 12 P.M. to 4 P.M. In past years the Excelsior Christkindlsmarkt Father Christmas has visited with children on the North Pole Trolley, this year he will be in the Christkindlsmarkt Children's Booth. The new format for the North Pole Trolley includes a streetcar ride, letters to Santa, Christmas Carols, candy canes and more. We're looking forward to giving riders a new and fun streetcar experience.

III. STAFF

THUR OCTOBER 31 (includes station agent only volunteers)

The roster includes 117 active operators. This compares to 103 operators in 2021, 117 operators in 2019, 115 operators in 2018, 106 operators in 2017, and 104 operators in 2016.

SYSTEM

The roster of 117 active volunteers reflects an increase of two from the end of July as the newly trained operators move into active service.

- We have 8 volunteers who are qualified at both locations and are included in the counts by location below.

COMO-HARRIET

- At Como-Harriet we have 91 operating personnel compared to 81 in 2021 and 90 in 2019. 76 (84%) of the operators have operated thru the end of October for a total of 2,750 hours, not counting training activities. This is very solid performance. Following historical patterns, a small group (13 volunteers) have contributed (~1,400 hours) 50% of the total operating hours at Como-Harriet. These individuals are Bill Pekarna, Rod Eaton, Bill Way, Mike Buck, Bill Arends, Patrick Desbonnet, Jerry Betz, Bruce Allyn, Pat Cosgrove, Andy Jacob, Linda Ridlehuber, Aaron Isaacs, and Louis Hoffman. What is encouraging is that an 6 volunteers (Nick Mainguy, Dan Odegaard, Mary Jo Odegaard, Scott Heiderich, Steve Simon, and Ed Copeland) contributed more than 50 hours.

EXCELSIOR

- At ESL we have 34 certified operating personnel compared to 27 in 2021 and 43 in 2019. 27 (79%) of the operators have operated thru Labor Day contributing 687 hours. A small group of volunteers (8) have contributed (359 hours) nearly 50% of the total operating hours at ESL. These individuals are Karen Kertzman, Jim Kertzman, Denny Morrow, Mike Buck, Tim Gephart, John Knox, Gregory Thomas, and Ron Neitzel).

IV. STATION / MERCHANDISE

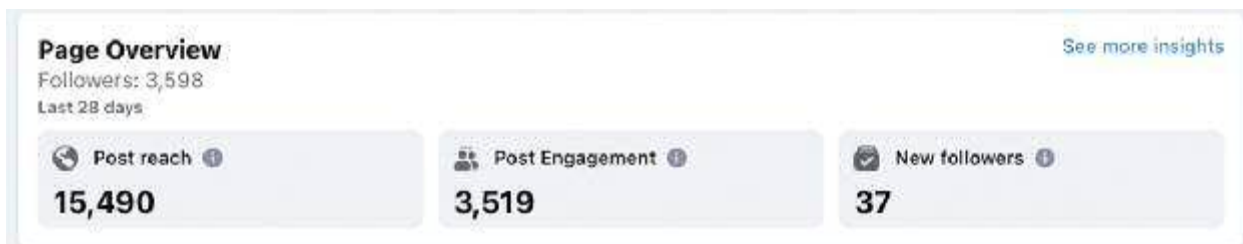
I do not have handy September sales data, but the following table shows System-wide merchandise sales YTD August as well as October activity. For the most part sales is a function of the number of guests although we see an anticipated drop in membership sales in the post-Labor Day period.

	YTD Thru 6/12	YTD Thru 7/27	YTD Thru 8/31	YTD Aug Sales	October
Passes/Membership	\$2,378	\$4,022	\$4,560	21%	\$338
Toys	\$926	\$2,517	\$4,270	20%	\$531
Artifacts/ Historic Souvenirs	\$1,257	\$3,415	\$5,174	24%	\$712
Clothing	\$632	\$1,052	\$1,290	6%	\$107
Books	\$599	\$1,396	\$1,829	9%	\$178
Jewelry	\$402	\$773	\$1,088	5%	\$120
Other	\$0	\$131	\$143	1%	\$2
Candy	\$305	\$727	\$1,097	5%	\$110
Donations	\$302	\$707	\$2,038	9%	\$629
Total	\$6,798	\$14,738	\$21,487	100%	\$2,726

The table above does not include online sales.

V. FACEBOOK STATISTICS

Rod Eaton sent out statistics from the museum’s Facebook in early November, which I found interesting and am reproducing in case it is not covered by another report out. I do not have any historical data to compare or provide a trend, but going forward this seems like something we should be tracking and reporting on.



Minnesota Streetcar Museum

Mechanical Department Report – November 2022

Dick Zawacki – Chief mechanical Officer

CHSL CARBARN ACTIVITY AND STREETCAR STATUS

The new tower car is now fully operational. It meets its design criteria and allows the CHSL crew to work on the overhead with greater safety. The Capital City Trolley Museum has offered to take our old tower car. This will be done at no expense to MSM. Depending on the weather, they may not be able to take possession of it until sometime in 2023.

The CHSL crew is preparing to order replacement brake shoes for 1300 and 1239. They are gathering information about the characteristics of different materials in order to minimize our overall replacement costs and, hopefully, increase the overall life of the shoes.

TCRT 1300

The car supported the majority of our fall season operations and special events at CHSL. It is now being decorated for the Holly Trolley and Vinternatt events. Once the Holly Trolley events are over, the car will go through its annual maintenance regimen over the winter.

TCRT 322

TCRT 322 is out of regular service will only be used for charters or if extra shifts are needed. The trolley pole base received its annual maintenance check and lubrication. Other annual maintenance items will be completed over the winter.

TCRT 1239

The shop crew has completed modifying all the parts they can to replicate the Baldwin #5 trucks that were originally under the car. We are working to coordinate fabrication of new gears, turning the wheels to the correct streetcar profile, assembling the truck components, installing the completed truck under the car, and making all the necessary electrical and pneumatic connections. Once the first truck is complete, the process will be completed for the second truck. We are trying to sell the GE 57 motors from the previous trucks but have had no takers so far.

ESL CARBARN ACTIVITY AND STREETCAR STATUS

The ESL maintenance crew supported the realignment of track #3 by Railroad Specialties in the cold portion of the carbarn. They installed a new drainage culvert to help drain water from the track yard. They raised the south service door to get the threshold aligned with the new concrete floor. The crew also cleaned up the cold storage area in preparation for installing concrete around track #3.

DSR 78

The car continues to support regular revenue and charter service as needed. The car will go through its annual maintenance regimen over the winter.

DSR 265

The car continues to support the majority of the special event and charter operations at ESL. The car is being decorated for the North Pole Trolley. Once the North Pole Trolley events are over, the car will go through its annual maintenance regimen over the winter.

MVPS (Winona) 10

Rework of the car's 100+ year old GE-800 motor continues at Swiger Coil in Cleveland, but, due to a number of factors, the pace is slower than originally expected. Swiger has received the reworked commutator from ICC Continental. Swiger Coil is in the process of fabricating a rear baffle to screw onto

the armature. This will be better than pressing the baffle in place and risking potential damage to the armature. It continues to look like the motor will not be completed until the end of the year at the earliest. Swiger is providing weekly updates to us to monitor their progress and get the project completed. The car certainly will not be ready for revenue operations until sometime into the 2023 operating season.

Mesaba 10

The car now resides on its own tracks on track #2 in the cold area of the ESL carbarn. Additional clean out work continues in preparation for starting some the restoration work. The long-term plan continues to be to restore sections of the car as a part of creating a display to show our patrons how the on-going restoration process happens.