

## December 2023 Meeting Agenda

## Sawtooth Interpretive & Historical Association

Location: Community Room - Stanley Library + Virtual  
 Call-in Details: **(253)215-8782**, Meeting ID: **817 2612 8900**  
 or join by **Zoom** link - <https://us02web.zoom.us/j/81726128900>

Date: **December 14, 2023**  
 Time: **10a – 12p\***, MST

### Participants

<b>Officers</b>	Stewart Wilder <i>President</i>	Terry Clark <i>Vice-President</i>	Roland Miller <i>Secretary</i>	Liesl Scherthanner <i>Treasurer</i>	Gary Gadwa
<b>Directors</b>	Ed Cannady	Paul Hill	Bernice Hartz	Susan Kim	Amelia Jones
	Jenny MacNichol	Becky Obletz	Dave Pinney	Caitlin Straubinger	
<b>Others in attendance</b>	Kathy Atchley <i>C/T Liaison</i>	Erica Cole <i>Business Manager</i>	Laurii Gadwa <i>Volunteer Recorder</i>	Lin Gray <i>Executive Director</i>	Sarin Lomascolo <i>SNRA Liaison</i>

Agenda Item	Discussion (topics, key points, etc.)	Action Required	Responsible Party	Duration
<b>Call to Order/Roll Call</b>			Stewart	
<b>Review of Consent Agenda &amp; Minutes of previous meeting</b>	Discussion/Motion to approve		Stewart	2 min
OPEN TOPICS/UPDATES/REPORTS				
• <b>President's Report</b>		Discussion	Stewart	5 min
• <b>SNRA Liaison's Report</b>	SNRA Updates	Discussion	Sarin	10 min
• <b>C/T Liaison's Report</b>	FS Updates	Discussion	Kathy	10 min
• <b><a href="#">Executive Director's Report</a></b>	Review/Updates: summer season; <a href="#">priorities + annual work plan, 2024 Draft Calendar</a>	Discussion	Lin	15 min
• <b>Finance Report</b>	Treasurer's Update <b>Approval of Financial Report</b> <a href="#">Review 2024 Draft Budget</a> <b>Approval of 2024 Budget</b>	Discussion <b>Action Item</b>	Liesl	20 min
• <b>Outlets Update</b>	Sales/Operations	Discussion	Erica	10 min
• <b>Membership Update</b>	Membership/Outreach	Discussion	Caitlin	5 min
• <b>Preservation Comm Update</b>	Oral Histories	Discussion	Committee	5 min
• <b>Executive Comm Update</b>	Board Vacancy	Discussion	Committee	5 min
• <b>Center for the Sawtooths</b>	General Update Committee Updates	Discussion	Committees	20 min
• <b>Round Table/Open Topics</b>		Discussion		5 min
<b><a href="#">Next Meeting</a></b>	<b>February 15, 2024 – 10am-12pm MT</b> <b>Location: Virtual</b>		Stewart	
<b>Adjournment</b>				
<b>*12:10 – 12:40pm - Center for the Sawtooths Meeting if necessary</b>				

## Sawtooth Interpretive and Historical Association

### Executive Director's Update

December 8, 2023

#### AGENDA ACTION ITEMS:

- *Approval of Finance Report*
- *Approval of 2024 Budget*

#### THANK YOUs and SHOUT OUTs

- Thanks to Gary and Laurii for getting the SIHA car put to bed for the winter and Jenny for providing garage space.
- Thanks to Dave and Melissa, Paul and Ann, Gary and Laurii, Erica, and Clare for their help pulling our 2023 mailing together. We have already received over 50 end of year donations.

#### UPDATES

- There is an updated **2024 budget** linked on the agenda. We made the CeSaw budget match Exhibit C of the donation agreement. Additional changes include an increase in funding to identify and hopefully fix the sprinkler issues at the Museum, consulting with a CPA regarding CeSaw, and possible Caribou-Targhee expenses for equipment upgrades.
- We have begun posting our **open positions** for 2024. Interviews will start in mid-January. If you have any contacts who could help us recruit you can send them our web address: [discoversawtooth.org/work-with-us](https://discoversawtooth.org/work-with-us) for more details. Particularly helpful would be professors/staff of colleges and university that could share the position descriptions with their students.
- Erica, Terry and I had a meeting with representative on the **Caribou-Targhee** (Kathy, Bill, Sarah and Ben) to discuss how to improve operations at the 4 outlets we manage on their forest. They are researching some options and working to track down some information for us. We'll be moving to cash-only operations in the Palisades office beginning in January to cut down on fees. Erica and I will be working on best practices/guidance for office staff as well as what we think is needed to help reduce the burden on SIHA. We plan to meet again after the new year to formalize next steps. If we are able to figure out a wifi workaround, then we hope to purchase Square terminal to simplify inventory management and reports. In this scenario we would request to use C/T funds for the new equipment.
- Susan has scheduled 5 **oral history** programs in partnership with the Library.
  - December 21: Bethine Church; January 25: John Buccuzzo; February 22: Shirley Athy; March 27 and April 17.
- Thanks to legwork by Gary, we have a 3-night stay at Beckwith Lodge for our 2024 **summer raffle**. My plan is to sell tickets throughout the summer and draw the winner after Labor Day. Tickets will be \$20 each. I would welcome thoughts on whether or not we should sell tickets online. If we do sell them online, we'll need to add a processing fee to cover the additional cost to SIHA.
- The **FLS** committee has its first meeting in November. Due to road construction, and the late opening date at the visitor center, our program dates will be as follows:
  - July 12, July 26, August 9 and August 23
  - WRV location/date(s) TBD
  - Topics we hope to have this year: women in fire forum, wolverine update, owls, salmon, mushrooms/foraging – we are trying to stick to topics we think will pull in crowds
  - We will work on identifying speakers and making initial contacts after the new year.
- The **Center for the Sawtooth** project continues to move forward. The tank removal report to DEQ recommends no further action is required regarding the fuel system. Before closing can occur an

updated property appraisal and meeting with our challenge match donor need to occur. The CeSaw committee chairs will have additional information to share.

- I've updated the annual 2023 **workplan** and it can be found linked in the agenda and on the board resource page. However, I am postponing taking the time to create a 2024 workplan.
- We have had some connectivity and website cache issues with the new **webcam**. We've tried to enlist the help of our IT person but she didn't seem to be able to fix anything. When Dave returns from his travels I'll sit down with him to determine if we are going to just have to live with a glitchy system or figure out if there is a resource we can tap into to help fix it.

## GRANTS

To be researched/submitted:

- License Plate Fund – Q4 – requesting funds for naturalist compensation in 2024 - \$10,400

Submitted:

- None in review at this time

Active Grants:

- **Val A. Browning Foundation** - \$25,000 awarded for partial 2024 Redfish crew compensation
- **Sho-Ban Interp Project**. Idaho Humanities Council, major grant cycle. \$5,550 awarded for Shoshone-Bannock Interpretive signage/exhibit. + 2022 Q1 License Plate Fund, \$6,500 awarded for Shoshone Bannock Interpretive project
  - **UPDATE:** We continue to work with the Language and Cultural Preservation Department to finalize designs. The signage also still needs to be approved by the Fort Hall Business Council. I'm hoping this will happen before the end of the year so I can order the signs in 2023. We have received a replica digging stick, made by Tribal member Russell Haskett, for the Museum display.
  - An additional \$30,000 was awarded by the FS for outdoor interpretive signs, more replica artifacts and an outdoor mobile classroom. The Agreement has been signed and I'll be working on initial purchases of outdoor classroom items in the next few weeks. One replica I am hoping to incorporate into the project is a brush lodge that will sit on the Museum grounds, providing a physical representation of the first stewards of the area to visitors and our community. In adding a brush lodge, we may need to relocate some of the farm equipment to make the layout more intentional. A permanent outdoor sign may accompany the brush lodge. **UPDATE:** Some items for the outdoor classroom have been purchased, I did this so we can work through the reimbursement process to learn the system. The first reimbursement invoice will be submitted in January 2024. A meeting with the Tribes to discuss this phase is scheduled for later in the day on Dec. 14.
- **Museum Roof** – Complete! (This is Lin doing a dance.)
- **Webcam** – Complete!
- **2023 Redfish Fund:** Final report submitted to Val A. Browning Foundation grant, \$25,000 award for Naturalist program for 2023. Additional awards secured from National Forest Foundation - \$10,000 and License Plate Fund/Sawtooth Society - \$10,400 to cover increased crew wages **UPDATE:** I'll be working on final reports for NFF and LPF in the coming months.

## IMPORTANT DATES

- Our next scheduled board meeting is Thurs. February 15, 2023 at 10am MST

Submitted by Lin Gray

January						
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# SIHA 2024

Sawtooth Association Events	
5/24-6/7	Crew Training
May 25	Museum Opens
Jun 6	SIHA Work Day ?
Jun 12	Community Clean-Up ?
Jun 27	Redfish Opens
Jul 12	FLS begins (biweekly)
Jul 20	History Day
Aug 3	Smokey Bear's Birthday
Aug 24	Sawtooth Salmon Festival
Sep 2	Museum Closes Daily Ops
Sep 8	Redfish Closes Daily Ops
Sep 9	Museum Maintenance Day
9/13-23	SNRA Clean-up
Sep 22	Museum Maintenance Day
Board Meetings: (Mountain Time)	
Feb 15	Via phone 10a-12p
Apr 18	Via phone 10a-12p
Jun 20	Redfish Center 10a-1p
Aug 22	Redfish Center 10a-12p
Oct 17	Via phone 10a-12p
Dec 12	Via phone 10a-12p
2025 Proposed Board Dates	
Feb 20	Via phone 10a-12p
Apr 17	Via phone 10a-12p
Jun 19	Redfish Center 10a-1p
Notes:	

Area of Focus		2023 Goals	3 Year Goals	5 Year Goals
Staffing	•	Evaluate short/long term needs/roles with consideration for the Center for the Sawtooths	• Increase pay and benefits to meet livable standards	• Increase year-round staff size
	•	Improve pay and benefits	• Implement training improvements • Establish crew housing	• Provide incentives and quality professional development for returning crew
	•	Research colleges/universities/organizations to build official intern/AmeriCorps program	• Develop plan to improve training/skill building for interns and summer crew	• Have established inter program tied to a university
Partnerships	•	Create framework for Center for the Sawtooths governing body	• Convene non-profits to develop shared vision for preserving and protecting the Sawtooth National Recreation Area	• Expand mission outreach of SIHA and other nonprofits through collaborations and partnerships
	•	Maintain/increase information sharing	• Cultivate SNRA support and align goals	
Capacity Development	•	Develop fundraising plan for the Center for the Sawtooths project, including greater SIHA needs	• Cultivate relationships with grantors, foundations, membership, community	• Review possible expansion of outlets
	•	Build relationship with part-time residents	• Diversify sales products	• Improve bookstore outlet displays
			• Implement new POS system at all outlets	• Evaluate and adjust fundraising plan
Communication	•	Develop outreach campaign for off-season	• Implement off-season Outreach Campaign	• Update branding look
	•	Augment outreach campaign with the Center for the Sawtooths messaging	• Survey community and visitors about impact, review and adjust as necessary	• Continue building online presence
	•	Develop plan for video message, introducing SIHA, online, to crew, to greater community	• Build online presence as historic, natural history, LNT resource	• Plan and implement updated annual outreach campaign
Historic Conservation/ Interpretation	•	Develop list of facility needs for Redfish + share with SNRA	• Develop plan to review resources, historic sites, oral histories, and content	• Address visitor center accessibility
	•	Research set-up for online access to oral histories	• Develop plan to improve signage on Museum collection + at historic sites throughout area	• Plan and implement, annual oral history field trips to locations throughout area
	•	Formalize museum maintenance plan and recordkeeping	• Redfish furnace replacement/upgrade visitor center restrooms	• Implement historic site needs assessment
	•	Develop plan to replace Fishhook boardwalk	• Revisit Clerk's Cabin project	• Secure finding to improve signage
Education	•	Maintain Forum & Lecture Series	• Year-round office/meeting space	• Offer programs outside the SNRA
	•	Create new content for interpretive displays	• Extend programming season	• Host local training opportunities for outfitters, guides, new employees
	•	Complete Sho-Ban interp project, phase 1	• Implement paid group programming	
	•	Beginning planning phase 2 Sho- Ban project	• Develop in-school programming	• History of Recreation display at RVCG
	•	Complete portal info booth project	• Review crew education/training	

Activity		Responsible Party(s)	Month							
			Q1	Apr	May	Jun	Jul	Aug	Sep	Q4
<b>1. Staffing</b>										
Work to support our staff to benefit both the employees and the organization through staff retention, a livable wage and benefits, and address housing needs. This will support SIHA's goal to grow our educational programs, visibility, and partnerships.										
1.1	Evaluate short/long term needs/roles within SIHA with consideration for the Center for the Sawtooths	Committee?	X	X	X				X	X
	a. Review Strategic Plan to determine needs for 1, 3 & 5 year goals b. Develop incremental org. charts for the next 5 years considering future plans/growth c. Create projected budget for increases to staff/crew d. Create list of resources other than money needed for increases to staff/crew									
1.2	Formalize staff structure/pay schedule and benefits for SIHA staff		X	X						X
	a. Review Idaho Nonprofit Center's 2022 Compensation Report b. Develop plan/budget for pay and benefit increases over the next 3-5 years									
1.3	Research opportunities/structure to develop intern +/- AmeriCorps program.		X	X						X
	a. Identify university/college programs that would align with SIHA's mission/build relationships b. Meet with organizations that administer AmeriCorps programs, determine if their program meet our needs and fit our programs									
<b>2. Partnerships</b>										
Increase efficacy and efficiency among all organizations, agencies, and individuals working within the Sawtooth National Recreation Area to preserve and protect it.										
2.1	Maintain/increase information sharing among partners	ED	X	X	X	X	X	X	X	X
	a. Formalize Trailhead Portals, share with ICL and others. b. Continue participating in Clean-up events c. Determine if SIHA should facilitate regularly scheduled information sharing meetings are worthwhile for area nonprofits and SNRA d. Consider partners when planning new events, projects, programs.									
2.2	Develop framework for governing body that manages the Center for the Sawtooths	CeSaw Coms		X	X	X	X	X	X	X
	a. Research LLC structures and other organizational structures b. Identify needs of center vs. needs of SIHA a. Determine IRS requirements and banking needs									

4. Communications											
Enhance our brand so SIHA is recognized as the go-to resource for natural and cultural history of the Sawtooth and Salmon River country. Increase awareness and											
4.1	Develop outreach campaign for off-season	ED			X	X	X	X	X	X	X
	a. Develop messaging: who we are / what we do										
	b. Formalize plan for posting/scheduling online content	Summer Crew									
	c. Evaluate topics and additional information needs										
4.2	Augment outreach campaign with Center for the Sawtooths messaging	CeSaw Coms	X	X	X	X	X	X	X	X	X
	a. Develop messaging for CeSaw project										
	b. Engage with PR/marketing professional to distribute information										
	c. Identify and develop language for board, summer crew, staff to use										

Activity		Responsible Party(s)	Month								
			Q1	Apr	May	Jun	Jul	Aug	Sep	Q4	
<b>5. Historic Conservation/Interpretation (Preservation)</b>											
Manage stewardship and maintenance of facilities. Lead historic conservation of important buildings and sites. Maintain archive of artifacts, oral histories, and general area information for access to the public.											
5.1	Develop list of facility needs for Redfish Visitor Center		X	X	X	X	X	X	X	X	
	a. Share with FS staff to develop plan for implementation										
5.2	Develop plan to replace Fishhook boardwalk		X	X	X						X
	a. Engage interested parties										
	b. Determine what FS is willing to let SIHA do (repair vs find funding to replace)										
	c. Identify and research possible funding sources										
5.3	Research set up for online access to oral histories										
	a. Identify format we to make available to public: video, sound files, transcripts	OHC						X	X	X	
	b. Determine priority (video, sound, transcripts) and need to put resources online										
<b>6. Education</b>											
Increase reach and improve quality of programs offered. Be know as THE Sawtooth education organization. Be a leader in our community and fields of education											
6.1	Complete Shoshone-Bannock Interpretive Project		X	X	X	X	X	X	X	X	X
	a. Engage with Shoshone-Bannock Tribes and compensate them to develop content and design interpretive signs covering Sho-Ban history										
	b. Identify tribal artisans to complete replica artifacts for display at the Museum										
	c. Order and install signage and artifacts in Museum and Redfish Visitor Center.										
6.2	Review summer programming/content	SPC/ED			X	X	X	X	X	X	X
	a. Survey current and past crew members to help determine strengths and weaknesses of program: <a href="#">in development</a>										
	b. Develop budget/plan for changes to summer program schedule in 2023 as well as training schedule in 2023 or 2024										
6.3	Create new content					X	X	X	X	X	X
	a. Develop a digital version of the Stanley Walking Tour that is easy to download and use on smartphones.										



FOCUS	DESCRIPTION	RESPONSIBLE PERSON(S)	TASKS	DEADLINE	Progress
Finance	2022 Budget	Fin	Review draft - October; final draft for vote by BOD – December Review and adjust if needed at meetings	10/20/2022	Complete
				12/8/2022	Complete
Personnel	Hire Lead Naturalist	ED	Post job description Dec. 1, open until filled	1/13/2023	Complete
Personnel	Hire Museum Docent	ED	Post job description Dec. 1, open until filled	4/1/2023	Complete
Personnel	Hire 5 Naturalists 1 Historic Specialist	ED SPC	Post job description Dec. 1, rolling deadline – priority by Jan. 9 Interviews rolling; Recruit local volunteers if needed	5/1/2023	Complete
Outreach/ Fundraiser	Participate in Idaho Gives	ED	Create/distribute E-Newsletter prior to Idaho Gives	4/27/2023	Complete
Fundraiser		M&O Com	March 15 sign-up deadline, week long May 1-4		
Fundraiser	Redfish Gallery	ED	Recruit artists for gallery Develop marketing plan	5/15/2023	Complete
Finance	Filing Federal Tax Form 990	Treasurer/C PA ED/BM	Work with new accounting company for smooth transition, file extension, file taxes	11/15/2023 4/15/2023	Complete
Operations	Open Museum	ED MD	Board and or local volunteers needed!	5/27/2023	Complete
Personnel	Training for Seasonal Volunteers	ED/Leads B	First two weeks of season Board called upon as needed to present content	5/26/2023	Complete
Operations	Work Day to prepare buildings for reopening	ED; B Volunteers	Establish work day priorities	6/4/2023	Complete
Event	Community Clean-up	ED	1 <sup>st</sup> week of June	6/7/2023	Complete
Operations	Open Redfish Center	ED SPC		6/9/2023	Complete
Programming	Forum and Lecture Series Bi-weekly June 30-August 25, 2023 Sept. 8? Sept 22 at Community Library	ED FLS Com	January: develop plan, contact speakers February/March: schedule/confirm speakers April: Design program brochure May: Print program brochure/advertise	6/15/2023	Complete
Outreach	Coordinate summer crew post to social media/blog posts	SPC	Need volunteers to review blogs before posting	6/30/2022	Complete
Fundraiser	Raffle	ED/Crew B	Determine this year's raffle: 2025 raft trip? Something else?	7/1/2023	In Progress
Event	Sawtooth History Day at the Museum	ED Crew		7/22/2023	Complete
Event	Smoke Bear's Birthday Party	ED/Crew		8/5/2023	Complete
Resource Capacity	2024 Draft Budget <b>NEW DATE!</b>	Fin Comm	Draft to board in August for final approval at October meeting.	8/17/2023	In Progress
Event	Salmon Festival	ED/Crew IRU		8/26/2023	Complete
Event	End-of-Season SNRA Clean-up	ED/SPC Partners	Multi-week event, 3 <sup>rd</sup> annual – in conjunction with National Lands Day – Partners include NFF, SawSo, PUG, SNRA, ERC, ICL, IRU, ITA +?	9/1/2023	Complete
Operations	Museum Work Days	ED	Complete building and grounds maintenance on historic site; Sept. 11 and 24	9/6/2023	Complete
Resource Capacity	Approve 2024 Budget <b>NEW DATE!</b>	Fin Comm	Review in Oct. - Approve in Dec.	10/19/2023	In Progress
Outreach	Fall Membership Drive Create and distribute Nov. newsletter	ED M&O Com	Board to review + personalized notes at folding party	10/30/2023	Complete

[illegible]

Focus	Tasks	Responsible Person(s)	Q1	Apr	May	Jun	Jul	Aug	Sep	Q4	Progress
Com	Recruit members at all events/outlets	ED/Crew BM	X	X	X	X	X	X	X	X	
Com	Assign coordinators, plan, organize events	ED/Crew	X	X	X	X	X	X	X	X	
Com	Manage website/keep updated	ED/Crew M&O Com	X	X	X	X	X	X	X	X	
Education	Secure operations grant/donation to operate Redfish Center next FY	ED	X	X	X				X	X	
Partnership	Work with FS Staff to ensure successful year (Sarin Lomoscolo, SNRA; Kathy Atchley C/T)	ED/BM	X	X	X	X	X	X	X	X	
Partnership	Cooperate with Sawtooth NRA efforts to improve effectiveness of HQ and SRS reception areas	ED/BM	X	X	X	X	X	X	X	X	
Partnership	Attend FS Department lead meeting: work with SNRA to identify information they want SIHA to focus on during the field season	ED	X	X							
Partnership	Develop relating programs/exhibits as requested by SNRA	ED/Crew				X	X	X	X		
Partnership	Work with SNRA to find housing for Lead/Naturalists/Museum crew	ED	X	X	X						
Preserve	Maintain collection records and input new donations acquisitions at the Stanley Museum	ED/MD	X	X	X	X	X	X	X	X	
Preserve	Conduct, transcribe, upload oral histories	Oral	X	X	X	X	X	X	X	X	
Preserve	Create new exhibit in rotating museum case	MD/ED				X	X	X	X		
Training	Conduct training for SIHA/FS staff on how to market SIHA materials and make sales JUNE + as needed	BM				X					

## 2023 Committees

Committee	Members (C) indicates Committee Chair Executive Director sits on every committee	Notes
Education	Bernie Hartz, Terry Clark, Roland Miller	
Executive	President (C), Vice-President, Treasurer, Secretary, Past President/Appointed Director	
Finance	Treasurer (C), Business Manager, Stewart Wilder	Prepares annual budget
FLS	Gary Gadwa, Jenny MacNichol, Ed Cannady, Stewart Wilder, Amelia Jones, Becky Obletz, Paul Hill	Meets Dec/Jan each year to begin planning for the next season
Gallery		
Historic Preservation	Gary Gadwa, Terry Clark, Stewart Wilder, Roland Miller, Liesl Schernthanner	
Major Donors		
Membership & Outreach	Caitlin Straubinger (C), Liesl Schernthanner, Stewart Wilder, Erica Cole, Hannah Fake	Reviews emails to members, annual newsletter, ID Gives, etc.
Oral History	Gary Gadwa (C), Becky Obletz, Stewart Wilder, Susan Kim	Schedules and carries out oral histories.
Plaque/Dedications ad hoc	Bernie Hartz, Gary Gadwa	
Board Recruitment	Stewart Wilder, Terry Clark, Liesl Schernthanner, Jenny MacNichol, Gary Gadwa, Becky Obletz	Works to fill vacant director positions.
Ad Hoc Salmon Committee	Stewart Wilder, Ed Cannady, Paul Hill, Gary Gadwa, Terry Clark, Caitlin Straubinger	
Strategic Planning	Jenny MacNichol, Terry Clark, Liesl Schernthanner, Gary Gadwa, Stewart Wilder, Bernie Hartz, Roland Miller	
Center for the Sawtooths		
Operations	Liesl Schernthanner/Terry Clark (C), Dave Pinney, Gary Gadwa, Roland Miller, Ezra Jones, Stewart Wilder, Jenny MacNichol	
	Jenny MacNichol (C), Paul Hill, Ed Cannady, Amelia Jones, Becky Obletz, Stewart Wilder, Caitlin Straubinger, Liesl Schernthanner/Terry Clark	

<b>Color Legend:</b>	<b>Code</b>
Completed	
Working on it!	
Not in progress	
<b>Legend:</b>	
Board	B
Executive Committee	Ex
Finance Committee	Fin
Executive Director	ED
Business Manager	BM
Summer Programs Coordinator	SPC
Museum Docent	MD
Oral History Committee	OHC
Membership & Outreach Committee	M&O
<b>Other Committees:</b>	<b>Code</b>
Education Committee	Edu
FLS Committee	FLS
Gallery Committee	Gal
Historic Preservation Committee	Hist
Major Donors Committee	MjD
Plaque/Dedications ad hoc Committee	Plaq
Board Recruitment Committee	Recru
Salmon ad hoc Committee	Salm
Strategic Planning Committee	Strat
Center for the Sawtooths Committee	CeSaw

# SIHA Finance Report

Presented to the Board of Directors  
Meeting Date: December 14, 2023



Hello and happy winter!

What follows is a financial summary through the end of November. While not tallied for the whole year, the figures give a good indicator of our accomplishments. Of course, there will be a few updates in our year-end report.

In addition to achieving decent seasonal sales and grant getting, it is worth noting that a portion of our net income windfall is the grant payment for last year's Museum roof replacement (in Other Revenue > Reimbursed Expenditures).

In a separate spreadsheet, the 2024 budget is presented for approval.

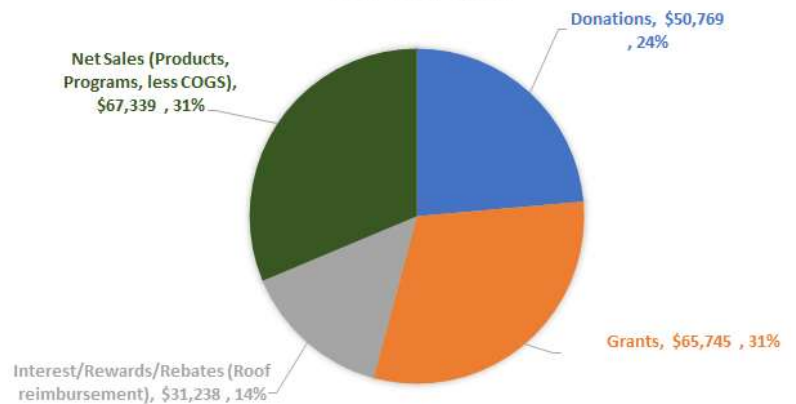
Discrepancies with other reports presented at this meeting are associated with variations in dates, category groupings, and reporting style. If you have any questions, please do not hesitate to ask – between Lin, Erica, and I, we will get you an answer!

Prepared by  
Liesl Schernthanner  
SIHA Treasurer, 12/08/23 update

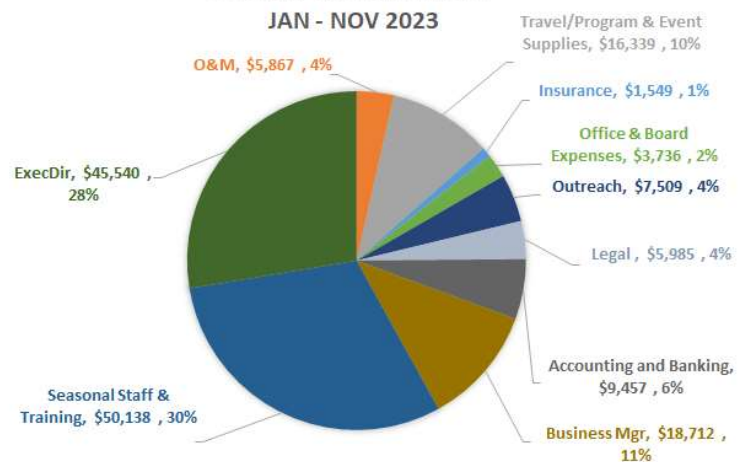
## Reports Following:

- Statement of Activity & YTD Budget Summary
- Statement of Financial Position (Balance Sheet)
- Projects (Dedicated Funds) Detail

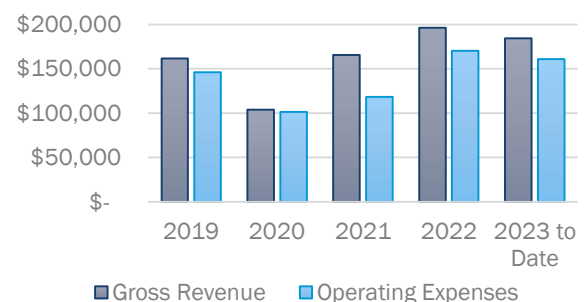
SIHA REVENUE SUMMARY  
JAN - NOV 2023



SIHA EXPENSE SUMMARY  
JAN - NOV 2023



Income and Expense Comparison





SIHA Statement of Activity And Budget Summary				
	Actual as of 11/30/23	Budget	% of Budget	Compare 11/30/22
<b>Revenue</b>				
<b>4100 Contributed Support</b>				
4110 Individual/Business Donations	50,769	54,250	94%	30,006
4120 Grants - Foundation/Private	61,600	43,000	143%	69,770
4130 Grants -State	4,145	10,000	41%	
4140 Grants - Federal	0	2,400	0%	
<b>4100 Contributed Support Total</b>	<b>\$ 116,514</b>	<b>\$ 109,650</b>	<b>106%</b>	<b>\$ 99,776</b>
<b>5000 Program Service Fees &amp; Other Inc</b>	<b>\$ 24,725</b>	<b>\$ 430</b>	<b>5750%</b>	<b>\$ 25</b>
<b>5800 Sales of Product Revenue</b>	<b>112,672</b>	<b>100,950</b>	<b>112%</b>	<b>118,495</b>
<b>Total Revenue</b>	<b>\$ 253,911</b>	<b>\$ 211,030</b>	<b>120%</b>	<b>\$ 218,297</b>
<b>Total Cost of Goods Sold</b>	<b>\$ 69,516</b>	<b>\$ 65,000</b>	<b>107%</b>	<b>\$ 72,186</b>
<b>Gross Profit</b>	<b>\$ 184,395</b>	<b>\$ 146,030</b>	<b>126%</b>	<b>\$ 146,111</b>
<b>Expenditures</b>				
<b>7200 Payroll Expense Total</b>	<b>\$ 95,204</b>	<b>\$ 97,250</b>	<b>98%</b>	<b>\$ 76,222</b>
<b>7310 Business Manager</b>	<b>18,712</b>	<b>20,000</b>	<b>94%</b>	<b>9,508</b>
<b>7350 Accounting Fees</b>	<b>3,951</b>	<b>6,000</b>	<b>66%</b>	<b>7,491</b>
<b>7360 Legal Fees</b>	<b>5,985</b>	<b>2,500</b>	<b>239%</b>	
<b>7400 Board Expenses</b>	<b>158</b>	<b>500</b>	<b>32%</b>	<b>537</b>
<b>7500 Travel</b>	<b>1,402</b>	<b>500</b>	<b>280%</b>	(incl auto maint, fuel)
<b>7600 Training &amp; Continuing Education</b>	<b>475</b>	<b>600</b>	<b>79%</b>	<b>382</b>
<b>8000 Administration</b>				
8010 Outreach	7,509	2,500	300%	3,275
8030 Website	630	1,500	42%	2,099
8110 Supplies & Materials	8,903	1,700	524%	1,807
8120 Office Supplies	1,032	1,000	103%	1,026
8130 Postage	722	250	289%	237
8190 Dues & Subscriptions	1,194	1,500	80%	416
<b>8000 Administration Total</b>	<b>\$ 19,990</b>	<b>\$ 8,450</b>	<b>237%</b>	<b>\$ 8,859</b>
<b>8200 Operations &amp; Maintenance</b>				
8210 Building Maintenance	1,250	500	250%	
8220 Grounds Maintenance	242	500	48%	
8230 Equipment Maintenance	1,043	1,220	85%	
8250 Utilities	2,881	2,600	111%	
8260 Automotive	450	moved to travel		
<b>8200 Operations &amp; Maintenance Total</b>	<b>\$ 5,867</b>	<b>\$ 4,820</b>	<b>122%</b>	<b>\$ 5,193</b>
<b>8400 Insurance</b>				
8410 Liability Insurance	1,043	1,000	104%	697
8420 Work Comp	506	300	169%	258
<b>8400 Insurance Total</b>	<b>\$ 1,549</b>	<b>\$ 1,300</b>	<b>119%</b>	<b>\$ 955</b>
<b>8600 Bank Charges</b>				
8610 Credit Card Processing Fees	5,289	1,000	529%	3,022
8620 Bank Fees	217	230	94%	201
<b>8600 Bank Charges Total</b>	<b>\$ 5,506</b>	<b>\$ 1,230</b>	<b>448%</b>	<b>\$ 3,223</b>
<b>8870 Meals</b>	<b>477</b>			in FLS budg
	moved to other categories			
<b>8890 Project Expenses</b>		<b>17,000</b>	<b>80.8%</b>	<b>48,964</b>
<b>8895 Contributions</b>	<b>1,500</b>	<b>2,000</b>	<b>75%</b>	<b>0</b>
<b>8899 Unapplied Payment</b>	<b>0</b>	<b>0</b>		
<b>Total Expenditures</b>	<b>\$ 160,775</b>	<b>\$ 162,150</b>	<b>99%</b>	<b>\$ 161,333</b>
<b>Net Operating Revenue</b>	<b>\$ 23,620</b>	<b>-\$ 16,120</b>	<b>-147%</b>	<b>-\$ 15,222</b>
<b>Other Revenue</b>				
5910 Reimbursed Expenditure	30,162	mostly roof reimbursement		
5920 Interest Earned	533	20	2665%	16
<b>Total Other Revenue</b>	<b>\$ 30,695</b>			<b>\$ 16</b>
<b>Other Expenditures</b>				
8900 Other Miscellaneous Expenditure	0	900	0%	
8980 Capital Improvements	4,057	in projects		
<b>Other Expenditures Total (Misc)</b>	<b>\$ 4,057</b>	<b>\$ 900</b>	<b>451%</b>	<b>\$ 0</b>
<b>Net Other Revenue</b>	<b>\$ 26,638</b>	<b>-\$ 900</b>	<b>-2960%</b>	<b>\$ 16</b>
<b>Net Revenue</b>	<b>\$ 50,258</b>	<b>-\$ 17,020</b>	<b>-295%</b>	<b>-\$ 15,206</b>

**Sawtooth Interpretive & Historical Association  
Statement of Financial Position**

As of November 30, 2023

	<u>Total</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Bank Accounts</b>	
Cash Account	197.63
Cash Banks	50.00
US Bank Checking *7239	26,519.58
DL Evans - CeSaw	7,000.00
US Bank Savings *5884	260,551.45
<b>Total Bank Accounts</b>	<b>\$ 294,318.66</b>
<b>Other Current Assets</b>	
Inventory	58,237.26
Undeposited Funds	3,969.90
<b>Total Other Current Assets</b>	<b>\$ 62,207.16</b>
<b>Total Current Assets</b>	<b>\$ 356,525.82</b>
<b>TOTAL ASSETS</b>	<b>\$ 356,525.82</b>
<b>LIABILITIES AND EQUITY</b>	
<b>Liabilities</b>	
Total Credit Cards	-\$ 1,261.33
ID State Tax Comm Payable	214.28
Payroll Tax Liability	-27.00
<b>Total Liabilities</b>	<b>-\$ 1,074.05</b>
<b>Equity</b>	
Retained Earnings	307,342.32
Net Revenue	50,257.55
<b>Total Equity</b>	<b>\$ 357,599.87</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$ 356,525.82</b>

	<u>Balances as of 11/30/23</u>
<b>Dedicated Funds</b>	
AED Grant	104.22
Building Fund	59,184.39
Caribou/Targhee Fund	36,886.99
Center for the Sawtooths	9,077.73
FLS	1,747.96
Museum Roof Fund	3,595.00
Oral History Fund	3,902.16
Redfish Fund	42,992.09
Salmon Festival Fund	2,974.10
Sho-Ban Interp Project	1,033.34
Trail Map Fund	2,555.83
Trailhead Portal Project	-263.54
Wildlands Fund	1,377.31
<b>Dedicated Funds Total</b>	<b>\$ 165,167.58</b>
<b>Funds Available</b>	<b>\$ 130,225.13</b>



**Sawtooth Interpretive & Historical Association**  
**2024 Budget**

| Attachment # 6 |

12/8/23

Revenue	2024	YTD 2023		2022	2021	2020	2019	2024
	Budget	Actual as	Budget	Actual	Actual	Actual	Actual	CESAW
<b>4100 Contributed Support</b>								
4110 Individual/Business Donations	\$50,000	\$35,414	\$40,600	\$51,565	\$51,938	\$40,231	\$60,193	\$164,620
4120 Grants - Foundation/Private	\$45,000	\$60,400	\$43,000	\$75,320	\$62,206	\$35,080	\$43,000	
4130 Grants -State	\$1,500	\$550	\$10,000					
4140 Grants - Federal	\$35,000		\$2,400					
4150 Fundraisers/Miscellaneous Contributions			\$13,650	\$10,620	\$3,803	\$1,500	\$6,360	
<b>Total 4100 Contributed Support</b>	<b>\$131,500</b>	<b>\$116,749</b>	<b>\$109,650</b>	<b>\$137,505</b>	<b>\$117,947</b>	<b>\$76,811</b>	<b>\$109,553</b>	<b>\$164,620</b>
<b>5000 Service Revenue</b>								
5010 Program Service Fees	\$25,000	\$23,787	\$400	\$759	\$728	\$200	\$175	
5020 Other Income - Rewards, Rebates, Refunds	\$200	\$500	\$30	\$25	\$0			
<b>Total 5000 Service Revenue (recategorized in '23)</b>	<b>\$25,200</b>	<b>\$24,725</b>	<b>\$430</b>	<b>\$784</b>	<b>\$728</b>	<b>\$200</b>	<b>\$175</b>	
<b>5800 Sales of Product Revenue</b>	<b>\$120,000</b>	<b>\$112,672</b>	<b>\$100,950</b>	<b>\$120,123</b>	<b>\$107,049</b>	<b>\$72,472</b>	<b>\$117,602</b>	
<b>Unapplied Cash Payment Revenue</b>	<b>\$0</b>	<b>\$0</b>						
<b>Total Revenue</b>	<b>\$276,700</b>	<b>\$254,146</b>	<b>\$211,030</b>	<b>\$258,412</b>	<b>\$225,724</b>	<b>\$149,483</b>	<b>\$227,330</b>	<b>\$164,620</b>
<b>Cost of Goods Sold</b>								
6000 Cost of Goods Sold	\$60,000	\$56,760	\$60,000	\$62,199	\$60,102	\$45,456	\$65,484	
6010 Commissions Paid	\$8,000	\$10,481	\$5,000					
<b>Total Cost of Goods Sold</b>	<b>\$68,000</b>	<b>\$67,241</b>	<b>\$65,000</b>	<b>\$62,199</b>	<b>\$60,102</b>	<b>\$45,456</b>	<b>\$65,484</b>	
<b>Gross Profit</b>	<b>\$208,700</b>	<b>\$186,905</b>	<b>\$146,030</b>	<b>\$196,213</b>	<b>\$165,623</b>	<b>\$104,027</b>	<b>\$161,846</b>	<b>\$164,620</b>
Expenditures	2024	YTD 2023		2022	2021	2020	2019	2024
	Budget	Actual	Budget	Actual	Actual	Actual	Actual	CESAW
<b>7200 Payroll Expense</b>								
7210 Wages	\$118,888	\$87,039	\$90,444	\$73,511	\$63,128	\$58,031	\$54,992	
(6% raise/~\$25/hr) Executive Director	\$52,628		\$47,884	\$42,000	\$36,000	\$35,700	\$27,978	
(1040 hours at \$16/hr) Summer Coordinator	\$16,640		\$15,600					
(115 days a \$7.25/hr each) Nats + HS	\$40,020							
(120 days at \$10/hr) Museum Lead	\$9,600							
(seasonal crew now grouped above)	-	-	-	\$31,511	\$27,128	\$22,331	\$27,014	
7220 Health Stipend	\$1,920	\$1,650	\$1,800	\$1,800	\$1,440	\$1,320	\$1,320	
7230 Taxes - Payroll	\$9,095	\$6,652	\$4,006	\$3,366	\$3,361	\$3,268	\$6,021	
7290 Mileage	\$1,000	\$633	\$1,000	\$2,795	\$195	\$552	\$619	
<b>Total 7200 Payroll Expense</b>	<b>\$130,903</b>	<b>\$95,974</b>	<b>\$97,250</b>	<b>\$81,472</b>	<b>\$68,124</b>	<b>\$63,171</b>	<b>\$62,953</b>	
<b>7310 Business Manager (1500 hrs at \$20/hr)</b>	<b>\$30,000</b>	<b>\$19,673</b>	<b>\$20,000</b>	<b>\$10,740</b>	<b>\$6,500</b>	<b>\$5,700</b>	<b>\$4,962</b>	<b>\$5,200</b>
<b>7350 Accounting Fees</b>	<b>\$5,100</b>	<b>\$4,251</b>	<b>\$6,000</b>	<b>\$8,291</b>	<b>\$8,041</b>	<b>\$8,000</b>	<b>\$7,363</b>	<b>\$400</b>
<b>7360 Legal &amp; Professional Fees</b>	<b>\$13,000</b>	<b>\$5,985</b>	<b>\$2,500</b>	<b>\$537</b>	<b>\$1,468</b>	<b>\$15</b>	<b>\$557</b>	<b>\$31,500</b>
<b>7400 Board Expenses</b>	<b>\$500</b>	<b>\$158</b>	<b>\$500</b>	<b>\$685</b>	<b>\$836</b>	<b>\$464</b>	<b>\$2,295</b>	
<b>7500 Travel</b>	<b>\$1,900</b>	<b>\$1,402</b>	<b>\$500</b>	<b>\$382</b>	<b>\$401</b>	<b>\$296</b>	<b>\$40</b>	
<b>7600 Training &amp; Continuing Education</b>	<b>\$600</b>	<b>\$475</b>	<b>\$600</b>					
<b>8000 Administration</b>								
8010 Advertising &Promotion (Outreach)	\$6,750	\$8,019	\$2,500	\$2,964	\$882	\$2,227	\$824	\$4,650
8030 Website	\$2,250	\$755	\$1,500	\$1,840	\$30	\$469	\$834	\$1,600
8110 Supplies & Materials	\$12,500	\$9,103	\$1,700	\$1,857	\$703	\$450	\$125	
8120 Office Supplies	\$3,300	\$1,032	\$1,000	\$1,075	\$2,621	\$844	\$2,106	
8130 Postage	\$250	\$722	\$250	\$434	\$416	\$294	\$197	
8190 Dues & Subscriptions	\$1,500	\$1,519	\$1,500	\$1,783	\$575	\$599	\$1,369	\$2,245
<b>Total 8000 Administration</b>	<b>\$26,550</b>	<b>\$21,150</b>	<b>\$8,450</b>	<b>\$9,953</b>	<b>\$5,227</b>	<b>\$4,884</b>	<b>\$5,455</b>	<b>\$8,495</b>

Expenditures, Continued	2024	YTD 2023		2022	2021	2020	2019	CESAW
	Budget	Actual	Budget	Actual	Actual	Actual	Actual	
8210 Building Maintenance	\$1,000	\$1,250	\$500	\$621	\$848	\$939	\$1,141	\$43,500
8220 Grounds Maintenance	\$4,000	\$242	\$500	\$349	\$228	\$130	\$0	\$9,500
8230 Equipment Maintenance	\$250	\$1,043	\$1,220	\$928	\$456	\$936	\$714	
8250 Utilities	\$3,000	\$2,881	\$2,600	\$2,235	\$2,664	\$3,040	\$3,000	\$5,700
8260 Automotive	\$350	\$450		moved to travel				
<b>Total 8200 Operations &amp; Maintenance</b>	<b>\$8,600</b>	<b>\$5,867</b>	<b>\$4,820</b>	<b>\$4,133</b>	<b>\$4,196</b>	<b>\$5,046</b>	<b>\$4,855</b>	<b>\$58,700</b>
<b>8400 Insurance</b>								
8410 Liability Insurance	\$1,200	\$1,043	\$1,000	\$697	\$892	\$710	\$674	\$15,000
8420 Work Comp	\$600	\$506	\$300	\$258	\$150	\$150	\$4,934	
<b>Total 8400 Insurance</b>	<b>\$1,800</b>	<b>\$1,549</b>	<b>\$1,300</b>	<b>\$955</b>	<b>\$1,042</b>	<b>\$860</b>	<b>\$5,608</b>	<b>\$15,000</b>
<b>8600 Bank Charges</b>								
8610 Credit Card Processing Fees	\$4,000	\$5,414	\$1,000	\$3,078	\$2,856	\$4,480	\$6,346	
8620 Bank Fees	\$250	\$217	\$230	\$201	\$153	\$140	\$302	
<b>Total 8600 Bank Charges</b>	<b>\$4,250</b>	<b>\$5,631</b>	<b>\$1,230</b>	<b>\$3,279</b>	<b>\$3,009</b>	<b>\$4,620</b>	<b>\$6,648</b>	
<b>8870 Meals (primarily FLS)</b>	\$500	\$477						
8890 Project Expenses (removing account)	in other accts		\$17,000	\$49,903	\$18,967	\$8,383	\$40,556	
<b>8895 Contributions</b>	\$0	\$1,500	\$2,000	\$0	\$670	\$0	\$5,000	
<b>8899 Unapplied Cash Bill Payment Expenditure</b>	\$0	\$0	\$0					
<b>Total Operating Expenditures</b>	<b>\$223,703</b>	<b>\$164,092</b>	<b>\$162,150</b>	<b>\$170,331</b>	<b>\$118,480</b>	<b>\$101,439</b>	<b>\$146,293</b>	<b>\$119,295</b>
<b>Net Operating Revenue</b>	<b>-\$15,003</b>	<b>\$22,813</b>	<b>-\$16,120</b>	<b>\$25,882</b>	<b>\$47,142</b>	<b>\$2,588</b>	<b>\$15,554</b>	<b>\$45,325</b>
<b>Other Revenue</b>								
5910 Reimbursed Expenditure	\$0	\$30,162						
5920 Interest Earned	\$300	\$533	\$20	\$17	\$16	\$82	\$111	
<b>Total Other Revenue</b>	<b>\$300</b>	<b>\$30,695</b>	<b>\$20</b>	<b>\$17</b>	<b>\$16</b>	<b>\$82</b>	<b>\$111</b>	
<b>Other Expenditures</b>								
8900 Miscellaneous and Capital Improvements		\$4,058	\$900					\$20,325
<b>Total Other Expenditures</b>		<b>\$4,058</b>	<b>\$900</b>					
<b>Net Other Revenue</b>	<b>\$300</b>	<b>\$26,638</b>	<b>-\$880</b>	<b>\$17</b>	<b>\$16</b>	<b>\$82</b>	<b>\$111</b>	
<b>Net Revenue</b>	<b>-\$14,703</b>	<b>\$49,451</b>	<b>-\$17,000</b>	<b>\$25,899</b>	<b>\$47,158</b>	<b>\$2,670</b>	<b>\$15,664</b>	<b>\$25,000</b>
<b>Dedicated Fund Equity</b>	\$9,250							
<b>Adjusted Net Revenue</b>	<b>-\$5,453</b>							<b>\$0</b>

## Sawtooth Interpretive & Historical Association

### Outlets Update

Board Meeting Date: December 14, 2023

### Sales Comparison

Total 2023 sales from January 1 – November 30 are \$118,165 compared to \$107,194 on December 31, 2022. You can find all the exciting sales details on page 3 of this report.

### Christmas Tree Permits

At the request of Megan and Hannah, the Christmas Tree Permits are being sold through SIHA's Square Terminal at the Stanley Ranger Station and SNRA Headquarters. This helps make selling these permits to the public easier for them. The permits are \$10 each. SIHA receives a \$1 incentive per permit sold as agreed to in the Sawtooth Fuelwood and Christmas Tree Sales Agreement between SIHA (the vendor) and the USDA Forest Service.

### BCRD Ski Passes

We are selling the BCRD Ski Passes at the SNRA Headquarters again this year. The Square Terminal will make monthly reporting easier and with the new 6% incentive per pass sold, SIHA should earn a minimal profit for the 2024 ski season.

Here is a comparison of SIHA's incentive in 2023 vs. 2024 ski season when the customer pays with cash. BCRD did not increase ski pass prices this year.

		Incentive	
BCRD Ski Passes	Price	2024	2023
1 Day Adult	\$20	\$1.20	\$1
3 Day Adult	\$54	\$3.24	\$1
7 Day Adult	\$119	\$7.14	\$1
Snowshoe	\$10	\$0.60	\$0
Dog	\$5	\$0.30	\$0
Youth	\$0	\$0.00	\$0

### Idaho Department of Parks and Recreation

Stanley Ranger Station is selling the following stickers:

- ✓ Snowmobile: 1 and 2 year, resident and non-resident registration
- ✓ Park and Ski: annual and 3 day pass
- ✓ OHV Registration: 1 and 2 year registration

SIHA earns \$1.50 per sticker sold as an incentive. We are also allowed to increase the sticker price to cover the cost of the credit card processing fees. Since the Stanley Ranger Station is the only place in Stanley selling these stickers, it's a great way to get more exposure for the SRS and SIHA.

### A Request

Since very few sales occur at the Ketchum Ranger District in November and December, they transitioned to cash-only sales. The plan is to switch them from the cash register to Square in January. If we are unable to connect a Square Terminal to the internet, we will use the Square app on a cell phone and purchase a data plan. **If you have an old cell phone you would like to donate to SIHA, please let me know. It would be greatly appreciated!**

### **SNRA Pocket Naturalist Guide**

I approved the final proof in November! It was sent to the printers at the end of November, and it generally takes about 5 weeks for delivery.

Thanks to all of you who provided suggestions, feedback, edits and accuracy checks:

Ed Cannady, Gary & Laurii Gadwa, Robin Garwood, Lin Gray, Sarin LoMascolo,  
James Paris, Evelyn Phillips, Liesl Schernthanner, Deb Taylor and Kathy Wilkins

### **US Bank Checking Account**

We changed from a Silver Plan to a Gold Plan for SIHA's US Bank checking account.

Why? Since 2021, SIHA paid US Bank \$489.65 in analysis service charge fees. These fees on the Silver Plan included:

- ✓ Transactions exceeding 125 per month were \$0.50 per transaction.
- ✓ Cash deposit units exceeding 25 per month. Branch coin/currency services are charged \$0.21380 per unit.

Gold Plan benefits include:

- ✓ 300 transactions per month
- ✓ 100 cash deposit units per month
- ✓ An interest-bearing account

The Gold Plan requires a \$10,000 minimum balance. As a result, we will be increasing the amount we have in the checking account from \$15,000 - \$25,000 to \$25,000 - \$35,000. This will allow us to pay salaries and monthly expenses while comfortably maintaining a \$10,000 balance.

Submitted by Erica Cole

## Sales by Location 2023 and 2022 Comparison

<b>Sawtooth Outlets</b>	<b>2023 Jan 1 - Nov 30</b>	<b>2022 Jan 1 - Dec 31</b>
Fairfield Ranger District	\$279.96	\$62.65
Ketchum Ranger District	\$2,779.53	\$2,810.47
Lost River Ranger District	\$455.89	\$799.04
Redfish Visitor Center	\$33,080.83	\$25,483.74
SNRA Headquarters	\$19,999.33	\$18,846.18
Stanley Museum	\$12,718.92	\$10,178.80
Stanley Ranger Station	\$17,182.19	\$10,970.59
<b>Sawtooth Outlets Total</b>	<b>\$86,496.65</b>	<b>\$69,151.47</b>
<b>Gallery Sales at Redfish VC</b>		
Gallery Sales	\$16,168.96	\$13,342.00
Less 65% Commission Paid to Artists	\$10,509.82	\$8,672.30
<b>35% SIHA Commission</b>	<b>\$5,635.89</b>	<b>\$4,669.70</b>
<b>Caribou/Targhee Outlets</b>		
Ashton Ranger District	\$2,258.04	\$1,880.91
Island Park Ranger Station	\$2,055.79	\$2,946.22
Palisades Ranger District	\$521.08	\$868.58
Teton Basin Ranger District	\$1,956.66	\$2,392.42
<b>Caribou/Targhee Outlets Total</b>	<b>\$6,791.57</b>	<b>\$8,088.13</b>
<b>Misc Outlets</b>		
Made in Idaho Store	\$1,367.91	\$1,513.89
Mountain Village Gas Station	\$138.00	\$433.76
Mountain Village Merc	\$16,043.79	\$21,690.18
Recreation Resource Management of America (trail map sales only)	\$400.95	\$0.00
Stanley Chamber of Commerce (trail map sales only)	\$341.01	\$534.56
Wholesale Trail Map	\$950.00	\$1,112.50
<b>Misc Outlets Total</b>	<b>\$19,241.66</b>	<b>\$25,284.89</b>
<b>Grand Totals</b>	<b>\$118,165.77</b>	<b>\$107,194.19</b>