

Outrigger Santa Cruz Board Minutes February 26, 2017

Call to Order - 5:00PM

Attendance: Dena Levey, Kay Miyamoto, Pam Myers, Duane Strong, Tai Boutell, Carter McCoy, Bob Darling, Cat Steele, Gayle Bensusan, Matt Muirhead, Phillip, Theresa Muldar.

Approve December 4, 2016 Minutes: Gayle motions to approve, Bob. D. 2nds, motion approved.

Approve January 29, 2017 Minutes: Pam motions to approve, Cat 2nds, motion passes, approved.

Kudos: - Duane for website support/voting, securing Makua Kane Dave and Kai Malama Keiki with new tie downs, carter, setting up CPR class. Gary for donating CPR classes, Tracy for OC1 training program, Leslie, Jackson, Pam, Matt, others for organizing the tribute to Dave Dyc. Kalae and Matt for the canoe blessing ceremony. Gayle for helping to vet the canoe names. Lisa Franklin for fitness paddles. Kyle Wade for working with Rita and Tai on possible new supplier for apparel. Salton Sea boys for the season's first first place finish – DL, Mike I, Bryan M, Dan C, and Bob D.

1.Treasures Report - Bob:To date \$10,350 in checking account, \$7,000 in savings. \$10,350 available to spend. \$17,770 in new memberships.

Racers: 46 Total, 25 men and 21 women

Recreation: 29 Total, 10 men and 19 women

Rec Drop In: \$50.00

2017 Budget for rec Drop In: \$400

2017 Budget Income Forecast: \$20,000

Currently 75 members. Bob D. will send email out as a reminder of April 1,2017 deadline to pay dues.

New canoe purchased - \$20,900, New Dolly for trailer - \$200

\$450.00 raised by Tai from sticker sales. YTD Fundraising - \$835.00

Estimated Goal - \$1,000

Donations: \$80.00 – Terrance, \$40.00 Amazon Smile, \$170.00 Discretion Brewery – thank you to Carter for organizing.

Duane to send memo on website informing club members about Amazon Smile.

YTD Donations/New Equipment \$4,300 - Estimated Goal - \$4,500

Equipment Fund - \$5,950

Rent increased by \$50.00 = New Rent of \$520.00. Financial Obligations to Jacobs Heart, administration cost- postage, copies, website.

(see attached Treasurers Report and 2017 Annual Planning Budget report for details)
Advanced membership dues/donations made new boat possible. Rehab of one canoe possible by end of year.

Phillip suggest a balance sheet. Gayle comments that an accounting firm can assist with a profit and loss balance sheet. Phillip and Bob D. (accounting committee) will review form 503C and research as to stay in compliance with our 503C status – Non Profit.

Matt motions to approve Treasurers report, Kay 2nd's – Motion passes, approved.

2. NCOCA – CRAB FEED TICKETS – OSC will purchase two tickets at \$50 each and donate \$100 to the NCOCA. Cat donated \$20.00 to the NCOCA.

3. Safety Committee – Carter: CPR class – 1st meeting Wednesday March 1st at 5:30. 2nd class to be held in mid March. No date set yet.

Class to be taught by Gary (one of our own members) Gary request a yelp review from students.

4. Promotions and Marketing, Fundraising – Phil, Tai (Kialoa)

Forrest Kaiser \$2,500? Program similar to what we do. Suggestion to a lot \$20.00 per month to promote the racing and recreation programs on facebook. Also Boost 3 days a week per month– Target Audience – age, water sports. Great way to expand our reach. DL is the administrator of OSC's Facebook page. Phil to contact DL for access to our Facebook / Boost page. Duane to add a how did you hear about us link on website for new paddlers and interested parties. Gayle recommends Hubspot – a demographic way of advertising.

5. Equipment: New Dolly for trailer purchased. 2 Dry bags missing. Not the radios only the bags. Matt to get 3 new dry bags. Boat maintenance to take place mid April before race season begins. New Anchors in ground for unlimited. Tai commented that there are 24 club adult paddles in shed. Suggest purchasing new Fixed/Adjustable paddles from Kialoa \$73.00 each. Matt can donate to club he has 32 paddles.

6. Update from the coach – Matt – Race Clinic? Jimmi (Puakea):

Tai attended the NCOCA Race Clinic.

7. Club Store: New Design for jerseys. Pam, Kay And Forrest to submit 3 designs to choose from. Kyle, pam and Forrest – Garment Committee.

8. Tabled

9. Tabled

10. Schedule March Meeting: March 19, 2017 – 5PM

Bob D. motions to adjourn the meeting, Carter 2nd's, Motion passes, meeting adjourned.



TREASURY
REPORT
YEAR 2017

	January 1/31/17	February 2/25/17	2/25/17	TOTAL year-to-date 2017	PLANNING BUDGET 2017	PREVIOUS YEAR 2016
BALANCE						
Checking Acct. Bal. Start of Month	\$7,379.83	\$8,261.73	\$10,348.66			
Savings Acct. Bal. Start of Month	\$7,000.76	\$7,000.91	\$7,000.91			
BALANCE	\$14,380.59	\$15,262.64	\$17,349.57			
INCOME						
Membership Dues	\$13,076.14	\$1,777.62		\$14,854	estimated \$20,000	\$21,349
Drop-In Paddle Fee		\$50.00		\$50	\$400	\$210
Aloha Festival Income					\$1,500	\$879
Fundraising Income	\$384.50	\$450.00		\$835	\$1,000	
General Donations	\$120.00	\$289.30		\$409	\$500	\$2,709
Donations - New Equipment	\$4,375.67			\$4,376	\$4,500	
Donatons - Keiki Program	\$160.00			\$160	\$0	
Jacob's Heart Event Donations					\$0	\$3,795
Race Administration Income					\$10,000	\$10,073
Administration Income	\$5,947.00			\$5,947	\$5,950	
Club Store		\$240.00		\$240	\$4,500	\$3,988
MBX Income					\$18,000	\$16,254
End of Season Party Income					\$500	\$3,171
Insurance Claim Reimbursement					\$0	\$3,062
Keiki Camp Income					\$4,000	\$4,420
Paddle Class					\$2,000	\$1,950
Esript (electronic deposit)	\$1.02			\$1	\$0	\$16
	\$24,064.33	\$2,806.92	\$0.00	\$26,871	\$72,850	\$71,876
EXPENSES (estimated)						
Port District Boat & Shed Rent	(\$467.32)	(\$467.32)		(\$935)	estimated (\$6,170)	(\$5,145)
NCOCA Dues & Insurance	(\$685.00)			(\$685)	(\$700)	(\$700)
Club property insurance					(\$2,000)	(\$1,951)
D&O liability insurance					(\$550)	(\$510)
Coaching Expenses					\$0	
OC6 Repairs/Maintenance	(\$83.96)	(\$34.69)		(\$119)	(\$3,000)	(\$12,890)
Small Boat Repairs/Maintenance					(\$100)	(\$36)
Trailer & Dolly Repairs/Maintenance	(\$64.00)	(\$217.98)		(\$282)	(\$1,000)	(\$1,311)
Canoe Painting & Re-Hab					\$0	(\$5,937)
Equipment Purchases	(\$20,900.00)			(\$20,900)	(\$22,900)	(\$13,000)
Club Store Expenses					(\$3,500)	(\$3,107)
Coaches Awards					(\$500)	(\$257)
Aloha Festival Expenses					(\$500)	(\$439)
Fundraising Expenses	(\$100.00)			(\$100)	\$0	
Race Administration Expenses	(\$126.00)			(\$126)	(\$10,000)	(\$10,694)
Community Outreach					\$0	(\$125)
MBX Expenses	(\$675.00)			(\$675)	(\$17,000)	(\$16,708)
Jacob's Heart Event Expenses					(\$2,000)	(\$3,986)
End Of Season Party Expenses					(\$250)	(\$2,231)
Paddle Class Expenses					\$0	
Membership Refunds					\$0	(\$1,480)
Keiki Camp Expenses					(\$500)	(\$551)
Administration	(\$81.15)			(\$81)	(\$1,000)	(\$1,024)
	(\$23,182.43)	(\$719.99)	\$0.00	(\$23,902)	(\$71,670)	(\$82,082)
RESERVE						
Safety Net (1/2 of annual exp)	(\$4,500)	(\$4,500)	(\$4,500)		(\$4,500)	(\$4,500)
New Equipment Purchase Fund					(\$5,947)	
MBX Prize Money Reserve	(\$2,500)	(\$2,500)	(\$2,500)		(\$2,500)	\$0
	(\$7,000)	(\$7,000)	(\$7,000)	\$0	(\$12,947)	(\$4,500)
TOTAL = (BALANCE) + (INCOME) - (EXPENSES) - (RESERVE) =	\$8,262.49	\$10,349.57	\$10,349.57			

Available
2/26/2017



SUPPLEMENTAL TREASURY REPORT – February 26, 2017

Membership Update:

Total Paid/Paying Members: YTD 2017: 75 Total Membership in 2016: 122

Amount Collected YTD 2017: \$14,854
 2017 Budget: \$16,500

Membership Breakdown:

Racers: 46 Total @ 25 Men and 21 Women
 Recreation: 29 Total @ 10 Men and 19 Women

Rec. Drop-In: \$ 50.00
 2017 Budget: \$400.00

Equipment Update:

Category	Budget	YTD Spend	Notes
OC6 Repairs & Maint.	\$ 3,000.00	\$ 118.65	
OC1&2 Repairs & Maint.	\$ 100.00	\$ -	
Trailer & Dolly Exp.	\$ 1,000.00	\$ 281.98	\$200 is new Trailer Dolly
OC6 ReHab & Painting	\$ -	\$ -	
New Equipment	\$ 20,900.00	\$ 20,900.00	Puakea Unlimited Canoe
2017 Totals	\$ 25,000.00	\$ 21,300.63	

Fundraising:

February: \$450.00 (Tai Boutell Sticker Sales)
 YTD: \$834.50

Donations:

February: \$289.30 (Terrence Collins-\$80/Amazon Smile-\$39.42/Discretion Brewing-\$169.88(Carter McCoy)
 YTD : \$409.30

OCS 2016 Budget Forecast

Category	2014 Actual	2015 Forecast	2015 Actual	2016 Forecast	2016 Actual	Notes for 2016 Actual	2017 Forecast	Notes for 2017 Forecast
Membership Dues	\$ 15,000	\$ 15,000	\$ 16,426	\$ 16,000	\$ 19,889	Includes deduction of \$1,480 for RDCG membership refunds.	\$ 20,000	2017 Forecast includes additional @ \$170 average payment.
Rec. Drop-In Fees	\$ 500	\$ 500	\$ 580	\$ 500	\$ 210		\$ 400	Double actual 2016 due to new 250 Drop-In Rate
Aloha Festival	\$ 900	\$ 1,000	\$ 802	\$ 1,000	\$ 940	Based on income of \$879 and Expenses of \$439 plus \$500 from PuPu 'O for Aloha Race Assistance	\$ 1,000	
Camp Recovery	\$ 400	\$ 400	\$ 300	N/A	N/A		\$ 3,500	
MBX Income	\$ 550	\$ 500	\$ 2,700	\$ 2,000	\$ 52	2016 MBX Income includes MBX & OSC Income - \$800 deposited into MBX Prize Fund.	\$ 2,000	
Keiki Camp	\$ 1,200	\$ 1,000	\$ 2,400	\$ 2,000	\$ 3,869		\$ 6,000	
Paddle Class	\$ 900	\$ 900	\$ 1,420	\$ 1,000	\$ 1,950		\$ 250	
Donations/Fundraising	\$ 440	N/A	\$ 3,579	\$ 500	\$ 2,209		\$ 1,000	
Season Party	N/A	N/A	\$ 1,056	\$ 500	\$ 884		\$ 35,150	
Club Store	N/A	N/A	\$ -	\$ -	\$ 16	Based on income of \$3,988 and Expenses of \$3,107.	\$ 5,950	Available in Savings Account for Canoe Purchase
Escort	\$ 18,890	\$ 19,300	\$ 29,263	\$ 23,500	\$ 30,936		\$ 41,100	
Total Income								
New Equipment Fund								
Total Available Funds								

EXPENSES

Category	2014 Actual	2015 Forecast	2015 Actual	2016 Forecast	2016 Actual	Notes
Harbor Rent	\$ 5,700	\$ 6,015	\$ 4,280	\$ 6,120	\$ 5,145	
Liability Insurance	\$ 1,700	\$ 1,975	\$ 1,210	\$ 1,800	\$ 1,951	
NOCCL Club & Insurance	\$ 700	\$ 500	\$ 500	\$ 500	\$ 510	
D&O Insurance	\$ 510	\$ 520	\$ 529	\$ 550	\$ 510	
OCG Repairs & Maint.	\$ 2,735	\$ 5,000	\$ 2,220	\$ 3,000	\$ 8,603	\$1,185-US Tow, \$575-Ho'o Tow Damage, \$8661-Makani Jetty, \$2162 Ins., \$1,103-Keholo TG - \$400
Small Boat Repair & Maint.			\$ 1,289	\$ 1,500	\$ 36	
Trailer & Dolly Repair & M.			\$ 644	\$ 600	\$ 1,311	
Canoe Painting & Re-Hab		\$ 5,000	\$ 2,400	\$ 7,500	\$ 5,837	\$2,400 Balance Due on Ho'o and Nappy + \$3,537.24 Painting of Makani following Jetty Damage
New Equipment Purchases	\$ 16,395	\$ 15,925	\$ 15,772	\$ -	\$ 8,780	New Trailer @ \$5755 - \$1200 Old Trailer Sale, \$2,000 - JH Unlimited, \$500 Inflatable, \$1,725 - Skirt
Administration Costs	\$ 540	\$ 600	\$ 439	\$ 600	\$ 1,024	
Race Administration			\$ -	\$ -	\$ -	
Coaches Awards	\$ 380	\$ 500	\$ 516	\$ 600	\$ 621	Due to Spirits hosted with PuPu 'O in Monterey
Coaches Expenses			\$ -	\$ -	\$ 257	2015 Coaches Awards does not include \$450 donated by members for Waynar
Coaches Outreach			\$ -	\$ -	\$ -	
Total Expenses	\$ 28,650	\$ 35,940	\$ 29,279	\$ 22,970	\$ 35,000	

Summary

2017 Starting Checking Acct. Balance	\$ 7,380
2017 Income Forecast	\$ 35,150
New Equipment Fund	\$ 5,950
Total Available	\$ 48,480
2017 Expenses Forecast	\$ 37,990
Available 12/31/2017	\$ 10,490
2017 Reserve Savings	\$ 4,500
6 Mo. Operating Expenses	\$ 2,500
MBX Prize Money	\$ -
New Equipment Fund	\$ -
Total Reserve	\$ 7,000

Tai Boutell

From: Meg Chun <meg@kialoa.com>
Sent: Thursday, February 23, 2017 5:03 PM
To: Tai Boutell
Cc: Jim Miller; Carrie Allan; Jared Larkin
Subject: RE: Outrigger Santa Cruz

Hi Tai,

You can see the paddles online at www.kialoa.com, including the wood 'Oha paddle that I will quote below.
A few things to think about:

1. We offer the Kaho'olawe in both an adjustable version and a fixed version. The fixed version is lighter, has no moving parts, and is cheaper. If your club was truly thinking about ordering 30 Kaho'olawes I would recommend something like 20 fixed and 10 adjustable. Or some sort of mix.
2. The 'Oha is the wood paddle that I will quote. Its weight is comparable to the Kaho'olawe adjustable paddle. 'Oha at 50" weighs 22-24 oz, Kaho'olawe Adjustable weighs 22 oz. The Kaho'olawe Fixed is the lightest of all of the paddles (18 oz)
3. You can do a mix of paddles but just a heads up that our wood paddles can have up to a 6 week lead time.

	Full Retail	Group Order Pricing when Ordering 30 for 2 years Ad on boat and shirts Marketing Trade	Your price in trade
Kaho'olawe			
Fixed	109.00	92.65	73.80
Kaho'olawe			
Adj	149.00	126.55	99.00
'Oha Wood paddle	149.00	116.55	80.10

Thank you for presenting this to your board Tai. Very much appreciated.
Meg

Meg Chun
CEO/Brand Manager



Together on the Water
Phone 541-382-5355 Fax 541-382-5552
www.kialoa.com

From: Tai Boutell [mailto:Tai@santacruzhomefinance.com]
Sent: Wednesday, February 22, 2017 11:13 AM
To: Meg Chun <meg@kialoa.com>
Cc: Jim Miller <jim@kialoa.com>; Carrie Allan <carrie@kialoa.com>; Amy Graves <amy@kialoa.com>; Jared Larkin <jared@kialoa.com>
Subject: RE: Outrigger Santa Cruz

Timestamp	Please pick a name for our new Puakea Unlimited canoe
2/20/2017 17:34:32	DAD: The initials for Dave Allen Dyc
2/20/2017 17:55:46	Makuakane: Hawaiian name for Dad or Father
2/20/2017 18:08:54	Makuakane: Hawaiian name for Dad or Father
2/20/2017 18:11:50	Makuakane: Hawaiian name for Dad or Father
2/20/2017 18:12:00	Makuakane: Hawaiian name for Dad or Father
2/20/2017 18:20:32	DAD: The initials for Dave Allen Dyc
2/20/2017 18:20:38	Makuakane: Hawaiian name for Dad or Father
2/20/2017 18:21:54	Makuakane: Hawaiian name for Dad or Father
2/20/2017 18:24:51	DAD: The initials for Dave Allen Dyc
2/20/2017 18:36:50	DAD: The initials for Dave Allen Dyc
2/20/2017 18:43:51	DAD: The initials for Dave Allen Dyc
2/20/2017 18:45:51	DAD: The initials for Dave Allen Dyc
2/20/2017 18:46:55	Makuakane: Hawaiian name for Dad or Father
2/20/2017 18:53:14	DAD: The initials for Dave Allen Dyc
2/20/2017 18:53:49	DAD: The initials for Dave Allen Dyc
2/20/2017 18:55:59	Makuakane: Hawaiian name for Dad or Father
2/20/2017 18:59:49	Makuakane: Hawaiian name for Dad or Father
2/20/2017 19:03:49	Makuakane: Hawaiian name for Dad or Father
2/20/2017 19:20:40	Makuakane: Hawaiian name for Dad or Father
2/20/2017 19:20:55	Makuakane: Hawaiian name for Dad or Father
2/20/2017 19:25:12	DAD: The initials for Dave Allen Dyc
2/20/2017 19:29:02	Makuakane: Hawaiian name for Dad or Father
2/20/2017 19:45:48	DAD: The initials for Dave Allen Dyc
2/20/2017 19:54:55	Makuakane: Hawaiian name for Dad or Father
2/20/2017 20:01:05	Makuakane: Hawaiian name for Dad or Father
2/20/2017 20:07:07	DAD: The initials for Dave Allen Dyc
2/20/2017 20:42:43	Makuakane: Hawaiian name for Dad or Father
2/20/2017 20:45:58	DAD: The initials for Dave Allen Dyc
2/20/2017 21:15:49	DAD: The initials for Dave Allen Dyc
2/20/2017 21:15:58	DAD: The initials for Dave Allen Dyc
2/20/2017 21:28:32	Makuakane: Hawaiian name for Dad or Father
2/20/2017 22:15:04	Makuakane: Hawaiian name for Dad or Father
2/20/2017 22:30:22	Makuakane: Hawaiian name for Dad or Father