

## OUTRIGGER SANTA CRUZ BOARD MEETING – MAY 23, 2021

Attendance: Pam Myers, Matt Love, Gayle Bensusan, Leslie Eurs, Kay Miyamoto, Phil Crowley, Tai Boutell, Theresa Mulder

Kudos: Pam for quick turnaround of minutes...(forgot to ask for kudos from those attending)

April 18 minutes approved: Kay motioned to approve; Matt L seconds

Tai is stoked on getting back to paddling....exceeding his expectations! The canoe blessing and pot luck were awesome and very well attended. Kalei led paddlers with a chant, Matt Muirhead provided the salted water in a beautiful koa bowl; Kim C. provided ti leaves from Hawaii..Peter H. took the video. We had 9 canoes on the water! Rec paddle the next day had 3 canoes on the first day back! Tai's mission is to get as many people on the water as possible. We are fortunate to have our OC1s as that has greatly helped in obtaining new members.

Treasurer's Report: We have \$23,000 in checking, almost \$10,000 in pay pal & \$10,000 in savings totaling a little over \$43,000; In 2020 we had \$34,000 at this time. We have 124 paid members. Club store brought in over \$1,000. We need definite inventory from Rita from the last 2 club sales. Our OC1 racks are filled. Harbor rent has stayed the same.

Phil C. motions to approve the Treasurer's Report, Gayle seconds. Motion passes.

Learn to Paddle Class: Oct. 2, 9, 16, 23, 30....Gayle motions to approve raising cost to \$175; Leslie seconds. Motion passes. The \$30 discount on club dues is for new members only. We discussed leaving spots open for brand new paddlers. Will figure it out as the class begins to fill.

Student membership clarified to under 21 yrs.

Drop Ins: There will be no drop ins for ANY of the club programs throughout 2021. The Moms & Pirates will be added to Team Snap so that we can account for all paddling groups.

Coaching: Jay Wild is heading the coaching program. Tai is the on site men's coach by default. Ben Sampson will help. Leslie E, Debbie Lockett, Sabine Dukes & Rachel Marcuson are the ladies on site coaches. Leslie said the women are excited and are figuring out logistics. We may not have enough accredited steers people and may need help from the men. We will have OC1 training. There is a neutral positive attitude from the racers. We will build on the program that Jay set up.

Tai mentioned there was a good response to his towing request as he won't be towing for the Aug. 7<sup>th</sup> race. As of now the NCOCA will have Alcatraz, Tony Gora & Angel Island races. There will be no MBX. However, we may have a Pig Run instead for our club.

There was a good response to the OC1 clinics with Jay. Paddlers signed up with Jay for private lessons. It was great having the dingy for coaching and we would love to have use of a dingy/trailer for coaching in the future. Not sure if we can afford but maybe we can rent?

Rec Paddle sign ups: The cut off time to sign up or take your name off team snap is 12 hours. Paddlers need to take their name off if they can't paddle for some reason. We try to make the numbers work. But sometimes they may not. For example if there are 19?

Next meeting is July 11, 2021

Leslie motions to adjourn the meeting; Kay seconds. Meeting adjourns

# **Outrigger Santa Cruz**

## **Board of Directors Meeting**

### **AGENDA**

**May 23, 2021**

**Meeting time: 5:00pm – 7:00pm**

#### **CALL TO ORDER:**

Intro message

Approve April minutes

1. Kudos -- everybody
2. Treasurer's Report – Theresa
3. Learn to Paddle class
4. Drop ins
5. Coaches Corner – Leslie, Tai
6. Next BOD meeting

# Outrigger Santa Cruz

## Balance Sheet

As of May 23, 2021

	May 23, 21
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
Checking	23,135.06
Paypal	9,968.90
Savings Account	10,112.75
Total Checking/Savings	43,216.71
Accounts Receivable	
Accounts Receivable	-652.48
Total Accounts Receivable	-652.48
Other Current Assets	
Inventory Asset	3,248.10
Total Other Current Assets	3,248.10
Total Current Assets	45,812.33
Fixed Assets	
Club Equipment	
Bruddah Nappy	5,000.00
Canoe Hauling Trailer	9,500.00
Ho'omaikai	5,000.00
Hurricane OC1	2,000.00
Kaholo	18,000.00
Kai Malama Keiki	14,630.00
Kananimauloa	8,000.00
Kane Dave Dyc	20,900.00
Kumulipo (OC1)	2,500.00
Lapa Uila	15,000.00
Maka Nui	4,000.00
Makani Akua	7,000.00
Manahau	21,450.00
Mr. Poni	1,000.00
OC2	2,000.00
Red OC1	1,500.00
Total Club Equipment	137,480.00
Depreciation and Amortization	-68,512.00
Total Fixed Assets	68,968.00
<b>TOTAL ASSETS</b>	<b>114,780.33</b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Sales Tax Payable	42.59
Total Other Current Liabilities	42.59
Total Current Liabilities	42.59
Total Liabilities	42.59
Equity	
Opening Balance Equity	97,698.94
Unrestricted Net Assets	3,053.98
Net Income	13,984.82
Total Equity	114,737.74
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>114,780.33</b>

# Outrigger Santa Cruz

## Profit & Loss

January 1 through May 23, 2021

	Jan 1 - May 23, 21	Jan 1 - May 23, 20	% Change
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>CONTRIBUTIONS, GIFTS &amp; GRANTS</b>			
Amazon	5.16	5.00	3.2%
Donated Equipment	2,000.00	15,630.00	-87.2%
MemberTax Deductible	150.00	0.00	100.0%
CONTRIBUTIONS, GIFTS & GRANTS - Other	79.00	159.82	-50.6%
<b>Total CONTRIBUTIONS, GIFTS &amp; GRANTS</b>	<b>2,234.16</b>	<b>15,794.82</b>	<b>-85.9%</b>
<b>MEMBERSHIP DUES &amp; ASSESSMENTS</b>			
Club Store Income	473.26	549.96	-14.0%
Membership-Race Dues	10,835.00	11,405.00	-5.0%
Membership-Rec. Paddler Dues	7,460.00	5,055.00	47.6%
Membership-Youth Dues	225.00	150.00	50.0%
Raffle Income			
End of Year Party Raffle	0.00	255.00	-100.0%
Parking Permit Raffle	830.00	410.00	102.4%
<b>Total Raffle Income</b>	<b>830.00</b>	<b>665.00</b>	<b>24.8%</b>
<b>Total MEMBERSHIP DUES &amp; ASSESSMENTS</b>	<b>19,823.26</b>	<b>17,824.96</b>	<b>11.2%</b>
OC1 Rack Income	1,248.00	0.00	100.0%
<b>PUBLIC CLASSES &amp; FESTIVALS</b>			
Drop-In Paddle Fee	0.00	20.00	-100.0%
<b>Total PUBLIC CLASSES &amp; FESTIVALS</b>	<b>0.00</b>	<b>20.00</b>	<b>-100.0%</b>
<b>Total Income</b>	<b>23,305.42</b>	<b>33,639.78</b>	<b>-30.7%</b>
<b>Cost of Goods Sold</b>			
Cost of Goods Sold	335.18	546.89	-38.7%
Inventory Adjustment	0.00	-515.89	100.0%
<b>Total COGS</b>	<b>335.18</b>	<b>31.00</b>	<b>981.2%</b>
<b>Gross Profit</b>	<b>22,970.24</b>	<b>33,608.78</b>	<b>-31.7%</b>
<b>Expense</b>			
<b>ADMINISTRATION EXPENSE</b>			
Bank Fees	0.00	2.77	-100.0%
Marketing	60.00	60.00	0.0%
Merchant Fees	286.20	273.36	4.7%
Race Program Webservice	129.99	129.99	0.0%
Supplies	0.00	15.30	-100.0%
Website Hosting	410.48	213.41	92.3%
ADMINISTRATION EXPENSE - Other	0.00	47.50	-100.0%
<b>Total ADMINISTRATION EXPENSE</b>	<b>886.67</b>	<b>742.33</b>	<b>19.4%</b>
<b>ATTENDED RACE EXPENSES</b>			
Catalina Crossing Expenses	0.00	90.00	-100.0%
<b>Total ATTENDED RACE EXPENSES</b>	<b>0.00</b>	<b>90.00</b>	<b>-100.0%</b>
<b>CANOE AND TRAILER MAINTENANCE</b>			
OC1 / OC2 Expenses	372.79	5.67	6,474.8%
OC6 Repair/Maintenance	0.00	358.81	-100.0%
<b>Total CANOE AND TRAILER MAINTENANCE</b>	<b>372.79</b>	<b>364.48</b>	<b>2.3%</b>
Community Support	100.00	0.00	100.0%
<b>Contract Services</b>			
Outside Contract Services	0.00	2,500.00	-100.0%
Contract Services - Other	149.99	0.00	100.0%
<b>Total Contract Services</b>	<b>149.99</b>	<b>2,500.00</b>	<b>-94.0%</b>

**Outrigger Santa Cruz**  
**Profit & Loss**  
January 1 through May 23, 2021

	Jan 1 - May 23, 21	Jan 1 - May 23, 20	% Change
<b>HARBOR RENT</b>			
Rent for Subleased OC1 Racks	932.32	0.00	100.0%
HARBOR RENT - Other	2,433.77	3,741.45	-35.0%
<b>Total HARBOR RENT</b>	3,366.09	3,741.45	-10.0%
<b>INSURANCE EXPENSE</b>			
Liability insurance - D & O	760.00	760.00	0.0%
Liability Insurance - NCOCA	300.00	610.00	-50.8%
<b>Total INSURANCE EXPENSE</b>	1,060.00	1,370.00	-22.6%
<b>MEMBER EXPENSES</b>			
Raffle Expenses	0.00	150.00	-100.0%
<b>Total MEMBER EXPENSES</b>	0.00	150.00	-100.0%
<b>NCOCA DUES</b>	300.00	300.00	0.0%
Site Improvements	748.72	0.00	100.0%
<b>SMALL EQUIPMENT PURCHASES</b>			
Safety Equipment / Radios	0.00	198.09	-100.0%
SMALL EQUIPMENT PURCHASES - Other	0.00	350.68	-100.0%
<b>Total SMALL EQUIPMENT PURCHASES</b>	0.00	548.77	-100.0%
<b>Travel and Meetings</b>			
Annual Safety Meeting	0.00	290.00	-100.0%
<b>Total Travel and Meetings</b>	0.00	290.00	-100.0%
<b>Total Expense</b>	6,984.26	10,097.03	-30.8%
<b>Net Ordinary Income</b>	15,985.98	23,511.75	-32.0%
<b>Other Income/Expense</b>			
Other Income			
Savings Account Interest Income	0.00	1.33	-100.0%
<b>Total Other Income</b>	0.00	1.33	-100.0%
<b>Other Expense</b>			
Ask My Accountant	-87.37	0.00	-100.0%
<b>Total Other Expense</b>	-87.37	0.00	-100.0%
<b>Net Other Income</b>	87.37	1.33	6,469.2%
<b>Net Income</b>	<b>16,073.35</b>	<b>23,513.08</b>	<b>-31.6%</b>

**Recap / Notes for OSC Checking Account Activity**  
**May 2021**

**INCOME ACCOUNTS & ASSOCIATED EXPENSES**

Category	2021 Budget			2021 Actual			Differential	Notes
	Gross Income	Expenses	Net Income	Gross Income	Expenses	Net Income		
Membership Dues	\$25,500	\$0	\$25,500	\$18,295	\$0	\$18,295	-\$7,205	124 paid members: 58 rec, 64 race, 3 jr
Rec. Drop-In Fees	\$250	\$0	\$250	\$0	\$0	\$0	-\$250	
Aloha Festival	\$1,000	\$500	\$500	\$0	\$0	\$0	-\$500	
MBX Income	\$12,000	\$11,000	\$1,000	\$0	\$0	\$0	-\$1,000	
Keiki Camp	\$2,250	\$250	\$2,000	\$0	\$0	\$0	-\$2,000	
Paddle Class	\$2,400	\$0	\$2,400	\$0	\$0	\$0	-\$2,400	
Donations/Fundraising	\$2,000	\$0	\$2,000	\$1,064	\$0	\$1,064	-\$936	\$830 from parking permit raffle
End of Season Party	\$3,000	\$2,000	\$1,000	\$0	\$0	\$0	-\$1,000	
Club Store	\$5,000	\$4,250	\$750	\$473	\$0	\$473	-\$277	plus \$1,096 in unrecorded sales
Race Income	\$15,000	\$15,000	\$0	\$0	\$0	\$0	\$0	
Race Clinics	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Pig Run	\$2,000	\$1,250	\$750	\$0	\$0	\$0	-\$750	
Hosted Regatta	N/A	N/A	N/A	N/A	N/A	N/A	N/A	
Junior Race Program	\$1,500	\$500	\$1,000	\$225	\$0	\$225	-\$775	
Subleased OC1 racks	\$4,250	\$3,900	\$350	\$1,696	\$1,806	-\$110	-\$460	
<b>Total Income</b>	<b>\$76,150</b>	<b>\$38,650</b>	<b>\$37,500</b>	<b>\$21,753</b>	<b>\$1,806</b>	<b>\$19,947</b>	<b>-\$15,568</b>	

**EXPENSES NOT ASSOCIATED WITH INCOME ACCOUNTS**

Category	2021 Budget	2021 Actual	Differential	Notes
Harbor Rent	\$10,000	\$4,096	-\$5,904	
Equipment Insurance	\$5,000	\$0	-\$5,000	
NCOCA Dues & Insurance	\$950	\$600	-\$350	
D&O Insurance	\$800	\$760	-\$40	
OC6 Repairs & Maint.	\$5,000	\$0	-\$5,000	
Small Boat Repair & Maint.	\$1,000	\$373	-\$627	
Trailer & Dolly Repair & M.	\$2,000	\$0	-\$2,000	
Canoe Painting & Re-Hab	\$2,000	\$0	-\$2,000	
Safety Equipment / Radios	\$1,000	\$0	-\$1,000	
New Equipment Purchases	\$0	\$0	\$0	
Administration Costs	\$4,000	\$827	-\$3,173	
Coaches Awards	\$800	\$0	-\$800	
Lighted Boat Parade	\$100	\$0	-\$100	
Community Outreach	\$250	\$100	-\$150	
Marketing	\$200	\$60	-\$140	
Travel / Meetings	\$500	\$0	-\$500	
Site Improvements	\$1,500	\$749	-\$751	
Contract Services	\$1,000	\$150	-\$850	
Exp. from income accts.	\$38,650	\$1,806	-\$36,844	
<b>Total Expenses</b>	<b>\$74,750</b>	<b>\$9,521</b>	<b>-\$65,229</b>	

## March/April Equipment 2021

### OC6

Sub Total	\$0.00
-----------	--------

### OC1/2

Sub Total	\$0.00
-----------	--------

### Safety/Radio

Sub Total	\$0.00
-----------	--------

### Dolly Wheels

Sub Total	\$0.00
-----------	--------

### Trailer

Sub Total	\$0.00
-----------	--------



## Website

email lists 4/21 to 7/21 to EMWD

\$81.00

**\$81.00**

**Total**

**\$81.00**

Closed tickets

[8173](#) Hurricane iako detent pins need replacing

[8150](#) Hurricane seat velcro

[7453](#) OC2 gel coat chipping