

# **Outrigger Santa Cruz**

## **Board of Directors Meeting**

### **AGENDA**

**March 19, 2023**

**Meeting time: 5:00pm – 7pm**

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

Kudos Corner, one (brief) per attendee

Sergeant at Arms timing rules - Kim

1. Approve February minutes
2. Treasurer's Report – Theresa – 15 min
3. Junior Race Program – Tai- 5 min
  - a. Rachel Anticoli, Justin Kiesby directors
  - b. April 30 start date/parent meeting
4. Coaches Corner – Sabine – 10 min
5. Rec Roundup – Phil - 10 min
  - a. New member director(s)
6. Non-profit – Amy – 10 min
7. Request from Rita – American Cancer Society fundraiser – 10 min
  - a. Proposal attached
8. Equipment –
  - a. Club store – Rita and Amy - 10 min
  - b. New canoe purchase? – Tai - 5 min
  - c. Battery pack recall -- Tai 1 min
9. Safety Check – Bruce (remarks attached)
  - a. Radios – proposal to purchase 10 new radios – 5 min
  - b. Air horns – Amy – 5 min
  - c. Right of way – never in a canoe – Tai - 1 min
10. Upcoming events - 10 min
  - a. Pig Run April 22
  - b. Club workday
  - c. Canoe blessing
  - d. Round the Rock changed to 8/5
11. Next BOD meeting

Request, American Cancer Society fundraiser

Hello Outrigger Santa Cruz and Pupuo Hawaii'

"Making Strides On Our Bay" would like to collaborate with both clubs in 2023. "Making Strides On Our Bay" is a paddle out fundraiser for the American Cancer Society Making Strides Against Breast Cancer. 100% of all donations will go to the American Cancer Society. In 2018, the first ever "Making Strides on our Bay" was well attended, and all available seats filled up. We even had interest from the San Francisco Area. We are planning to reach out to several other clubs, even in SoCal to see if, they would be interested in joining/bringing this fundraiser to their bays.

The fundraiser will reflect OSC's and Pupuo's interests towards causes dear to our community. Paddlers from both clubs are an integral part of our community and several of them take long journeys to participate in similar fundraisers. Let's bring it to them. The fundraiser welcomes not only paddlers, but anyone caring about cancer in our community. The fundraiser paddle outs would take place in October 14th and 21st if, there is an overspill.

There is a similar fundraiser in Napa, known as [www.paddle4acure.org](http://www.paddle4acure.org) led by Sheri Blades.

Please, let us know your thoughts. Let's bring this fundraiser to our community.

Thank you,

Rita Melamed

Caring and Crazy paddler.

Together we are stronger. Together we fuel the fight against cancer and save lives. Together we make the impossible possible. Let's get together!

## Safety Report March 2023

About 55 club members attended the 2023 Annual Member and Safety Meeting.

We have gathered about a dozen club members who are willing to help think about safety issues. The 'safety team' has met to discuss safety issues and concerns. We will meet again to discuss and prioritize those ideas and issues to ultimately present it to the board of directors.

We sent out a club-wide email about cold-water immersion and how the principals of cold-water immersion might influence our member's personal decisions and preparations for paddling in cold water environments.

I have inspected the club first aid kit and it is in pretty good shape. Once we have a decent weather window, I will go through it thoroughly, replace any outdated items, organize it and create an inventory for it.

I am in discussion with SC Harbor Patrol to conduct training drills – once the weather is a little more amenable.

### On air horns:

A member of the sailing community casually approached Amy Miyakusu and Yoko McMillian to suggest we carry airhorns to alert sailboats of our presence. In my experience, airhorns corrode quickly and become non-functional rapidly. And air horns would likely be carried in dry bags – not readily available in a time-sensitive near-collision situations. All steers and many other members already carry whistles; I suspect we are just as safe using whistles and being conservative with steering around sailboats.

### On new radios:

VHF radios are an important part of our safety equipment, and we could stand to invest in some new radios. I would like to suggest that the Club purchase a quiver of floatable, waterproof radios. Radio operation by club members will have the highest likelihood of success if all radios are identical and having identical base chargers will simplify the process of charging the radios. The model I am suggesting can deliver GPS coordinates in an emergency.

The radio I suggest we buy is the STANDARD HORIZON HX890NB Floating 6 Watt Class H DSC Handheld VHF/GPS Radio. Standard Horizon makes a reliable radio at a reasonable price. Several club members use this model and are pleased with it. We can buy 10 radios through my Port Supply account from West Marine for \$1961.89, including sales tax.

# Outrigger Santa Cruz

## Balance Sheet

As of December 31, 2022

	Dec 31, 22
<b>ASSETS</b>	
<b>Current Assets</b>	
Checking/Savings	
Checking	35,703.22
Paypal	8,253.41
Savings Account	10,116.76
Total Checking/Savings	54,073.39
Accounts Receivable	
Accounts Receivable	-550.70
Total Accounts Receivable	-550.70
Other Current Assets	
Inventory Asset	2,331.29
Petty Cash	-129.99
Undeposited Funds	3,831.00
Total Other Current Assets	6,032.30
Total Current Assets	59,554.99
<b>Fixed Assets</b>	
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
Kanimauloa	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
Nate's OC1 - need name	1,000.00
New unnamed Malolo	25,251.50
OC2	2,000.00
Red OC1	1,500.00
Total Club Equipment	163,731.50
Depreciation and Amortization	-68,512.00
Total Fixed Assets	95,219.50
<b>TOTAL ASSETS</b>	<b>154,774.49</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
Accounts Payable	
Accounts Payable	309.00
Total Accounts Payable	309.00
Credit Cards	
Visa Credit Card	-263.64
Total Credit Cards	-263.64

**Outrigger Santa Cruz**  
**Balance Sheet**  
As of December 31, 2022

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	Dec 31, 22
Other Current Liabilities	
Sales Tax Payable	1,081.10
Use Tax Payable	-138.27
Total Other Current Liabilities	942.83
Total Current Liabilities	988.19
Total Liabilities	988.19
Equity	
Opening Balance Equity	97,698.94
Unrestricted Net Assets	13,692.62
Net Income	42,394.74
Total Equity	153,786.30
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>154,774.49</b>

# Outrigger Santa Cruz

## Profit & Loss

### January through December 2022

	Jan - Dec 22	Jan - Dec 21	% Change
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>ATTENDED RACE INCOME</b>	8,991.00	2,106.00	326.9%
<b>CONTRIBUTIONS, GIFTS &amp; GRANTS</b>			
Amazon	34.51	44.80	-23.0%
Donated Equipment	0.00	2,000.00	-100.0%
Donations from loan of canoe	230.00	305.00	-24.6%
Fundraising Income	140.00	660.00	-78.8%
MemberTax Deductible	615.00	1,181.00	-47.9%
New Equipment Drive	8,225.00	0.00	100.0%
CONTRIBUTIONS, GIFTS & GRANTS - Other	0.00	238.00	-100.0%
<b>Total CONTRIBUTIONS, GIFTS &amp; GRANTS</b>	9,244.51	4,428.80	108.7%
<b>MEMBERSHIP DUES &amp; ASSESSMENTS</b>			
Club Store Income	7,556.41	4,144.70	82.3%
End of Season Party Income	2,937.44	0.00	100.0%
Membership-Race Dues	21,677.75	12,140.00	78.6%
Membership-Rec. Paddler Dues	12,890.00	12,962.50	-0.6%
Membership-Youth Dues	300.00	225.00	33.3%
Pig Run Income	2,378.48	0.00	100.0%
Raffle Income			
End of Year Party Raffle	1,537.29	0.00	100.0%
Parking Permit Raffle	1,300.00	830.00	56.6%
<b>Total Raffle Income</b>	2,837.29	830.00	241.8%
<b>Total MEMBERSHIP DUES &amp; ASSESSMENTS</b>	50,577.37	30,302.20	66.9%
<b>OC1 Rack Income</b>	5,424.00	4,757.00	14.0%
<b>PUBLIC CLASSES &amp; FESTIVALS</b>			
Aloha Festival Community Races	0.00	500.00	-100.0%
Drop-In Paddle Fee	1,440.00	260.00	453.9%
Paddle Class Fees	2,800.00	2,800.00	0.0%
Team Building Workshops	135.00	640.00	-78.9%
<b>Total PUBLIC CLASSES &amp; FESTIVALS</b>	4,375.00	4,200.00	4.2%
<b>Total Income</b>	78,611.88	45,794.00	71.7%
<b>Cost of Goods Sold</b>			
Cost of Goods Sold	5,557.33	2,962.73	87.6%
<b>Total COGS</b>	5,557.33	2,962.73	87.6%
<b>Gross Profit</b>	73,054.55	42,831.27	70.6%
<b>Expense</b>			
<b>ADMINISTRATION EXPENSE</b>			
Attorney General Fees	0.00	25.00	-100.0%
Bank Fees	3.52	22.43	-84.3%
CPR Certification for Coaches	300.00	0.00	100.0%
Marketing	60.00	34.41	74.4%
Merchant Fees	1,076.50	420.32	156.1%
Race Program Webservice	277.97	259.98	6.9%
Statement of Information Filing	0.00	20.00	-100.0%
Supplies	807.36	0.00	100.0%
Website Hosting	240.39	987.85	-75.7%
ADMINISTRATION EXPENSE - Other	359.92	0.00	100.0%
<b>Total ADMINISTRATION EXPENSE</b>	3,125.66	1,769.99	76.6%
<b>ATTENDED RACE EXPENSES</b>	9,037.15	2,195.76	311.6%

# Outrigger Santa Cruz

## Profit & Loss

### January through December 2022

	Jan - Dec 22	Jan - Dec 21	% Change
<b>CANOE AND TRAILER MAINTENANCE</b>			
OC1 / OC2 Expenses	98.04	3,311.56	-97.0%
OC6 Repair/Maintenance	4,633.26	55.25	8,286.0%
Trailer Expense	0.00	10.00	-100.0%
<b>Total CANOE AND TRAILER MAINTENANCE</b>	<b>4,731.30</b>	<b>3,376.81</b>	<b>40.1%</b>
Club Store Expense	589.68	60.00	882.8%
Community Support	0.00	350.00	-100.0%
<b>Contract Services</b>			
Accounting Fees	0.00	700.00	-100.0%
Contract Services - Other	0.00	149.99	-100.0%
<b>Total Contract Services</b>	<b>0.00</b>	<b>849.99</b>	<b>-100.0%</b>
<b>HARBOR RENT</b>			
Rent for Subleased OC1 Racks	5,011.86	4,661.60	7.5%
HARBOR RENT - Other	10,171.86	10,274.93	-1.0%
<b>Total HARBOR RENT</b>	<b>15,183.72</b>	<b>14,936.53</b>	<b>1.7%</b>
<b>HOSTED RACE EXPENSES</b>			
MBX EXPENSES	1,077.77	0.00	100.0%
<b>Total HOSTED RACE EXPENSES</b>	<b>1,077.77</b>	<b>0.00</b>	<b>100.0%</b>
<b>INSURANCE EXPENSE</b>			
Liability insurance - D & O	760.00	760.00	0.0%
Liability Insurance - NCOCA	200.00	300.00	-33.3%
Property Insurance	4,486.00	4,735.00	-5.3%
<b>Total INSURANCE EXPENSE</b>	<b>5,446.00</b>	<b>5,795.00</b>	<b>-6.0%</b>
<b>MEMBER EXPENSES</b>			
Club Events Expenses			
BBQ Expenses	201.48	0.00	100.0%
Club Work Day Expenses	92.69	0.00	100.0%
<b>Total Club Events Expenses</b>	<b>294.17</b>	<b>0.00</b>	<b>100.0%</b>
Coaches Awards	707.41	0.00	100.0%
End of Season Party Expenses	3,377.50	0.00	100.0%
Fundraising Expense	847.99	0.00	100.0%
Lighted Boat Parade Expenses	20.00	0.00	100.0%
Misc. Entertainment Expenses	0.00	100.00	-100.0%
Pig Run Expenses	2,154.56	0.00	100.0%
Raffle Expenses	150.00	32.78	357.6%
<b>Total MEMBER EXPENSES</b>	<b>7,551.63</b>	<b>132.78</b>	<b>5,587.3%</b>
NCOCA DUES	0.00	600.00	-100.0%
PRINTING, POSTAGE & SHIPPING	0.00	154.70	-100.0%
Site Improvements	0.00	748.72	-100.0%
<b>SMALL EQUIPMENT PURCHASES</b>			
Safety Equipment / Radios	107.99	608.47	-82.3%
SMALL EQUIPMENT PURCHASES - Other	1,644.57	677.88	142.6%
<b>Total SMALL EQUIPMENT PURCHASES</b>	<b>1,752.56</b>	<b>1,286.35</b>	<b>36.2%</b>
<b>Travel and Meetings</b>			
NCOCA Race Clinic	20.00	0.00	100.0%
Travel and Meetings - Other	50.00	0.00	100.0%
<b>Total Travel and Meetings</b>	<b>70.00</b>	<b>0.00</b>	<b>100.0%</b>
<b>Total Expense</b>	<b>48,565.47</b>	<b>32,256.63</b>	<b>50.6%</b>
<b>Net Ordinary Income</b>	<b>24,489.08</b>	<b>10,574.64</b>	<b>131.6%</b>

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Cash Basis

**Outrigger Santa Cruz**  
**Profit & Loss**  
January through December 2022

	Jan - Dec 22	Jan - Dec 21	% Change
Other Income/Expense			
Other Income			
Savings Account Interest Income	0.00	4.01	-100.0%
Total Other Income	0.00	4.01	-100.0%
Other Expense			
Ask My Accountant	-17,413.34	-59.99	-28,927.1%
Total Other Expense	-17,413.34	-59.99	-28,927.1%
Net Other Income	17,413.34	64.00	27,108.3%
Net Income	<b>41,902.42</b>	<b>10,638.64</b>	<b>293.9%</b>



# **Recap / Notes for OSC Checking Account Activity** **2022 Fiscal Year**

## **INCOME ACCOUNTS & ASSOCIATED EXPENSES**

Category	2022 Budget			2022 Actual			Differential	Notes
	Gross Income	Expenses	Net Income	Gross Income	Expenses	Net Income		
Membership Dues	\$30,000	\$0	\$30,000	\$34,568	\$0	\$34,568	\$4,568	214 members: 113 race, 97 rec, 4 jr
Rec. Drop-In Fees	\$1,500	\$0	\$1,500	\$1,440	\$0	\$1,440	-\$60	
Aloha Festival	\$1,000	\$500	\$500	\$0	\$0	\$0	-\$500	
MBX Income	\$12,000	\$11,000	\$1,000	\$0	\$1,078	-\$1,078	-\$2,078	Medals
Keiki Camp	\$2,250	\$250	\$2,000	\$0	\$0	\$0	-\$2,000	
Paddle Class	\$2,800	\$0	\$2,800	\$2,800	\$0	\$2,800	\$0	
Donations/Fundraising	\$4,000	\$0	\$4,000	\$10,680	\$998	\$9,682	\$5,682	\$2,837 raffles; \$8,225 new canoe
End of Season Party	\$3,000	\$2,000	\$1,000	\$4,475	\$3,378	\$1,097	\$97	
Club Store	\$5,000	\$2,500	\$2,500	\$7,556	\$590	\$6,967	\$4,467	Does not include over \$5k on inventory
Race Income	\$15,000	\$15,000	\$0	\$8,991	\$9,037	-\$46	-\$46	
Race Clinics	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Pig Run	\$2,000	\$1,250	\$750	\$2,378	\$2,155	\$224	-\$526	
Hosted Regatta	N/A	N/A	N/A	N/A	N/A	N/A	N/A	
Junior Race Program	\$1,500	\$500	\$1,000	\$300	\$0	\$300	-\$700	
Subleased OC1 racks	\$5,400	\$5,000	\$400	\$5,424	\$5,012	\$412	\$12	
<b>Total Income</b>	<b>\$85,450</b>	<b>\$38,000</b>	<b>\$47,450</b>	<b>\$78,612</b>	<b>\$22,247</b>	<b>\$56,365</b>	<b>\$10,129</b>	Does not include \$17k from Manahau

## **EXPENSES NOT ASSOCIATED WITH INCOME ACCOUNTS**

Category	2022 Budget	2022 Actual	Differential	Notes
Harbor Rent	\$11,000	\$10,172	-\$828	
Equipment Insurance	\$5,500	\$4,486	-\$1,014	Insurance for Kikaha paid in 2023
NCOCA Dues & Insurance	\$950	\$200	-\$750	
D&O Insurance	\$800	\$760	-\$40	
OC6 Repairs & Maint.	\$5,000	\$6,278	\$1,278	
Small Boat Repair & Maint.	\$1,000	\$98	-\$902	
Trailer & Dolly Repair & M.	\$2,000	\$0	-\$2,000	
Canoe Painting & Re-Hab	\$10,000	\$0	-\$10,000	
Safety Equipment / Radios	\$1,000	\$108	-\$892	
New Equipment Purchases	\$0	\$0	\$0	Does not include new Malolo or new OC1 - that money was converted to fixed assets
Admin Costs/ Officer Fund	\$6,000	\$3,360	-\$2,640	Includes purchase of new software and laptop
Coaches Awards	\$800	\$707	-\$93	
Lighted Boat Parade	\$100	\$20	-\$80	
Community Outreach	\$250	\$0	-\$250	
Marketing	\$200	\$60	-\$140	
Travel / Meetings	\$500	\$70	-\$430	
Site Improvements	\$500	\$0	-\$500	
Contract Services	\$2,500	\$0	-\$2,500	Tax preparation paid for in 2023
Exp. from income accts.	\$38,000	\$22,247	-\$15,753	
<b>Total Expenses</b>	<b>\$86,100</b>	<b>\$48,565</b>	<b>-\$37,535</b>	

## Actual Income and Expenses from Previous Years

### INCOME ACCOUNTS & ASSOCIATED EXPENSES

Category	2016 Actual	2017 Actual			2018 Actual			2019 Actual			2020 Actual		
		Gross Income	Expenses	Net Income	Gross Income	Expenses	Net Income	Gross Income	Expenses	Net Income	Gross Income	Expenses	Net Income
Membership Dues	\$19,869	\$23,851	\$0	\$23,851	\$28,585	\$0	\$28,585	\$21,238	\$0	\$21,238	\$19,525	\$0	\$19,525
Rec. Drop-In Fees	\$210	\$460	\$0	\$460	\$690	\$0	\$690	\$1,292	\$0	\$1,292	\$80	\$0	\$80
Aloha Festival	\$940	\$907	\$365	\$542	\$936	\$458	\$478	\$688	\$552	\$136	\$0	\$0	\$0
MBX Income	\$52	\$19,183	\$18,420	\$763	\$11,230	\$9,732	\$1,499	\$10,700	\$8,858	\$1,842	\$0	\$0	\$0
Keiki Camp	\$3,869	\$3,060	\$489	\$2,571	\$2,380	\$363	\$2,017	\$2,040	\$115	\$1,925	\$768	\$0	\$768
Paddle Class	\$1,950	\$2,400	\$252	\$2,148	\$2,850	\$0	\$2,850	\$2,700	\$247	\$2,453	\$0	\$0	\$0
Donations/Fundraising	\$2,209	\$7,702	\$2,073	\$5,629	\$10,402	\$150	\$10,252	\$3,980	\$1,696	\$2,284	\$1,030	\$150	\$880
End of Season Party	\$940	\$1,902	\$2,073	-\$171	\$2,169	\$1,186	\$983	\$3,014	\$8,507	-\$5,493	\$255	\$0	\$255
Club Store	\$881	\$9,879	\$10,844	-\$966	\$5,464	\$1,779	\$3,685	\$9,843	\$12,225	-\$2,382	\$2,331	\$3,083	-\$752
Race Income	N/A	\$8,759	\$9,414	-\$655	\$15,708	\$16,109	-\$401	\$12,215	\$1,000	\$11,215	\$0	\$90	-\$90
Race Clinics	N/A	N/A	N/A	N/A	\$3,405	\$3,360	\$45	\$1,000	\$947	\$53	\$0	\$0	\$0
Pig Run	N/A	N/A	N/A	N/A	\$2,319	\$1,181	\$1,138	\$2,040	\$3,024	-\$984	\$0	\$0	\$0
Hosted Regatta	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$2,856	\$384	\$2,472	N/A	N/A	N/A
Junior Race Program	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$1,650	\$0	\$1,650	\$225	\$0	\$225
<b>Total Income</b>	<b>\$30,920</b>	<b>\$78,103</b>	<b>\$43,930</b>	<b>\$34,173</b>	<b>\$86,138</b>	<b>\$34,318</b>	<b>\$51,820</b>	<b>\$75,256</b>	<b>\$37,555</b>	<b>\$37,701</b>	<b>\$24,214</b>	<b>\$3,323</b>	<b>\$20,891</b>

### EXPENSES NOT ASSOCIATED WITH INCOME ACCOUNTS

Category	2016 Actual	2017 Actual	2018 Actual	2019 Actual	2020 Actual
Harbor Rent	\$5,145	\$6,270	\$8,495	\$10,172	\$9,909
Equipment Insurance	\$1,951	\$0	\$7,574	\$4,486	\$4,502
NCOCA Dues & Insurance	\$700	\$715	\$817	\$200	\$910
D&O Insurance	\$510	\$510	\$510	\$760	\$760
OC6 Repairs & Maint.	\$8,603	\$5,944	\$4,175	\$6,278	\$1,883
Small Boat Repair & Maint.	\$36	\$414	\$328	\$98	\$491
Trailer & Dolly Repair & M.	\$1,311	\$326	\$69	\$0	\$0
Canoe Painting & Re-Hab	\$5,937	\$0	\$2,000	\$0	\$0
Safety Equipment / Radios	\$5,937	\$0	\$586	\$108	\$336
New Equipment Purchases	\$8,780	\$21,118	\$21,781	\$0	\$0
Administration Costs	\$1,024	\$1,075	\$3,069	\$3,360	\$3,300
Coaches Awards	\$257	\$482	\$882	\$707	\$0
Lighted Boat Parade	N/A	\$41	\$115	\$20	\$0
Community Outreach	\$125	\$220	\$200	\$0	\$0
Marketing	N/A	N/A	\$1,809	\$60	\$60
Travel/Meetings	N/A	N/A	\$159	\$5,012	\$290
Site Improvements	N/A	N/A	N/A	N/A	\$784
Contract Services	N/A	N/A	N/A	N/A	\$2,500
Exp. from income accts.	N/A	\$43,930	\$34,318	\$37,555	\$3,323
<b>Total Expenses</b>	<b>\$40,316</b>	<b>\$81,046</b>	<b>\$88,585</b>	<b>\$68,816</b>	<b>\$29,047</b>

## 2021 Expenses

### INCOME ACCOUNTS & ASSOCIATED EXPENSES

Category	2021 Actual		
	Gross Income	Expenses	Net Income
Membership Dues	\$25,103	\$0	\$25,103
Rec. Drop-In Fees	\$260	\$0	\$260
Aloha Festival	\$500	\$0	\$500
MBX Income	\$0	\$0	\$0
Keiki Camp	\$0	\$0	\$0
Paddle Class	\$2,800	\$0	\$2,800
Donations/Fundraising	\$5,399	\$0	\$5,399
End of Season Party	\$0	\$0	\$0
Club Store	\$4,145	\$2,689	\$1,456
Race Income	\$2,106	\$2,196	-\$90
Race Clinics	\$0	\$0	\$0
Pig Run	\$0	\$0	\$0
Hosted Regatta	N/A	N/A	N/A
Junior Race Program	\$225	\$0	\$225
Subleased OC1 racks	\$4,821	\$4,662	\$159
<b>Total Income</b>	<b>\$45,358</b>	<b>\$9,546</b>	<b>\$35,812</b>

### EXPENSES NOT ASSOCIATED WITH INCOME ACCOUNTS

Category	2021 Actual
Harbor Rent	\$10,275
Equipment Insurance	\$4,735
NCOCA Dues & Insurance	\$900
D&O Insurance	\$760
OC6 Repairs & Maint.	\$733
Small Boat Repair & Maint.	\$3,312
Trailer & Dolly Repair & M.	\$10
Canoe Painting & Re-Hab	\$0
Safety Equipment / Radios	\$608
New Equipment Purchases	\$0
Admin Costs/ Officer Fund	\$1,990
Coaches Awards	\$0
Lighted Boat Parade	\$0
Community Outreach	\$350
Marketing	\$64
Travel / Meetings	\$0
Site Improvements	\$749
Contract Services	\$850
Exp. from income accts.	\$9,546
<b>Total Expenses</b>	<b>\$34,883</b>

## 2023 Budget Forecast

### INCOME ACCOUNTS & ASSOCIATED EXPENSES

Category	2022 Budget			2022 Actual			2023 Budget		
	Gross Income	Expenses	Net Income	Gross Income	Expenses	Net Income	Gross Income	Expenses	Net Income
Membership Dues	\$30,000	\$0	\$30,000	\$34,568	\$0	\$34,568	\$35,000	\$0	\$35,000
Rec. Drop-In Fees	\$1,500	\$0	\$1,500	\$1,440	\$0	\$1,440	\$1,500	\$0	\$1,500
Aloha Festival	\$1,000	\$500	\$500	\$0	\$0	\$0	\$1,000	\$500	\$500
MBX Income	\$12,000	\$11,000	\$1,000	\$0	\$1,078	-\$1,078	\$12,000	\$10,000	\$2,000
Keiki Camp	\$2,250	\$250	\$2,000	\$0	\$0	\$0	\$2,250	\$250	\$2,000
Paddle Class	\$2,800	\$0	\$2,800	\$2,800	\$0	\$2,800	\$2,800	\$0	\$2,800
Donations/Fundraising	\$4,000	\$0	\$4,000	\$10,680	\$998	\$9,682	\$4,000	\$0	\$4,000
End of Season Party	\$3,000	\$2,000	\$1,000	\$4,475	\$3,378	\$1,097	\$3,000	\$2,000	\$1,000
Club Store	\$5,000	\$2,500	\$2,500	\$7,556	\$590	\$6,967	\$10,000	\$8,000	\$2,000
Race Income	\$15,000	\$15,000	\$0	\$8,991	\$9,037	-\$46	\$15,000	\$15,000	\$0
Race Clinics	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Pig Run	\$2,000	\$1,250	\$750	\$2,378	\$2,155	\$224	\$2,000	\$1,250	\$750
Hosted Regatta	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Junior Race Program	\$1,500	\$500	\$1,000	\$300	\$0	\$300	\$1,500	\$500	\$1,000
Subleased OC1 racks	\$5,400	\$5,000	\$400	\$5,424	\$5,012	\$412	\$5,400	\$5,250	\$150
<b>Total Income</b>	<b>\$85,450</b>	<b>\$38,000</b>	<b>\$47,450</b>	<b>\$78,612</b>	<b>\$22,247</b>	<b>\$56,365</b>	<b>\$95,450</b>	<b>\$42,750</b>	<b>\$52,700</b>

### EXPENSES NOT ASSOCIATED WITH INCOME ACCOUNTS

Category	2022 Budget	2022 Actual	2023 Budget
Harbor Rent	\$11,000	\$10,172	\$11,000
Equipment Insurance	\$5,500	\$4,486	\$6,500
NCOCA Dues & Insurance	\$600	\$200	\$950
D&O Insurance	\$900	\$760	\$800
OC6 Repairs & Maint.	\$5,000	\$6,278	\$5,000
Small Boat Repair & Maint.	\$1,000	\$98	\$1,000
Trailer & Dolly Repair & M.	\$4,000	\$0	\$2,000
Canoe Painting & Re-Hab	\$10,000	\$0	\$10,000
Safety Equipment / Radios	\$1,000	\$108	\$1,000
New Equipment Purchases	\$0	\$0	\$0
Admin Costs/ Officer Fund	\$6,000	\$3,360	\$4,000
Coaches Awards	\$800	\$707	\$800
Lighted Boat Parade	\$100	\$20	\$100
Community Outreach	\$250	\$0	\$250
Marketing	\$200	\$60	\$200
Travel / Meetings	\$500	\$70	\$500
Site Improvements	\$500	\$0	\$500
Contract Services	\$2,500	\$0	\$3,000
Exp. from income accts.	\$38,000	\$22,247	\$42,750
<b>Total Expenses</b>	<b>\$87,850</b>	<b>\$48,565</b>	<b>\$90,350</b>

\$3,500 for general admin & \$500 for the President's slush fund

Two years of tax filing

**Projected Net Income**                      **\$5,100**

# Outrigger Santa Cruz

## Balance Sheet

As of March 19, 2023

	Mar 19, 23
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
Checking	47,343.77
Paypal	1,531.09
Savings Account	10,116.76
Venmo	200.00
Total Checking/Savings	59,191.62
Accounts Receivable	
Accounts Receivable	-1,214.70
Total Accounts Receivable	-1,214.70
Other Current Assets	
Inventory Asset	2,015.93
Petty Cash	-129.99
Undeposited Funds	7,109.00
Total Other Current Assets	8,994.94
Total Current Assets	66,971.86
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
Nate's OC1 - need name	1,000.00
New unnamed Malolo	25,251.50
OC2	2,000.00
Red OC1	1,500.00
Total Club Equipment	163,731.50
Depreciation and Amortization	-68,512.00
Total Fixed Assets	95,219.50
<b>TOTAL ASSETS</b>	<b>162,191.36</b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	309.00
Total Accounts Payable	309.00

**Outrigger Santa Cruz**  
**Balance Sheet**  
As of March 19, 2023

	Mar 19, 23
Other Current Liabilities	
Sales Tax Payable	1,124.71
Use Tax Payable	-138.27
Total Other Current Liabilities	986.44
Total Current Liabilities	1,295.44
Total Liabilities	1,295.44
Equity	
Opening Balance Equity	97,698.94
Unrestricted Net Assets	56,087.36
Net Income	7,109.62
Total Equity	160,895.92
TOTAL LIABILITIES & EQUITY	162,191.36

# Outrigger Santa Cruz

## Profit & Loss

January 1 through March 19, 2023

	Jan 1 - Mar 19, 23	Jan 1 - Mar 19, 22	% Change
Ordinary Income/Expense			
Income			
CONTRIBUTIONS, GIFTS & GRANTS			
Amazon	0.00	12.66	-100.0%
Fundraising Income	0.00	140.00	-100.0%
MemberTax Deductible	10.00	470.00	-97.9%
New Equipment Drive	0.00	2,125.00	-100.0%
CONTRIBUTIONS, GIFTS & GRANTS - Other	130.00	0.00	100.0%
Total CONTRIBUTIONS, GIFTS & GRANTS	140.00	2,747.66	-94.9%
MEMBERSHIP DUES & ASSESSMENTS			
Club Store Income	471.50	1,167.44	-59.6%
Membership-Race Dues	9,150.00	15,145.00	-39.6%
Membership-Rec. Paddler Dues	3,060.00	6,045.00	-49.4%
Raffle Income			
Parking Permit Raffle	1,100.00	1,300.00	-15.4%
Total Raffle Income	1,100.00	1,300.00	-15.4%
Total MEMBERSHIP DUES & ASSESSMENTS	13,781.50	23,657.44	-41.8%
OC1 Rack Income	776.00	1,723.00	-55.0%
PUBLIC CLASSES & FESTIVALS			
Drop-In Paddle Fee	120.00	660.00	-81.8%
Team Building Workshops	0.00	135.00	-100.0%
Total PUBLIC CLASSES & FESTIVALS	120.00	795.00	-84.9%
Total Income	14,817.50	28,923.10	-48.8%
Cost of Goods Sold			
Cost of Goods Sold	315.36	723.05	-56.4%
Total COGS	315.36	723.05	-56.4%
Gross Profit	14,502.14	28,200.05	-48.6%
Expense			
ADMINISTRATION EXPENSE			
Bank Fees	10.00	0.00	100.0%
Marketing	0.00	60.00	-100.0%
Merchant Fees	250.43	532.70	-53.0%
Race Program Webservice	0.00	129.99	-100.0%
Supplies	674.08	0.00	100.0%
Total ADMINISTRATION EXPENSE	934.51	722.69	29.3%
Club Store Expense	0.00	-6.93	100.0%
HARBOR RENT			
Rent for Subleased OC1 Racks	1,262.73	815.78	54.8%
HARBOR RENT - Other	2,567.28	1,662.48	54.4%
Total HARBOR RENT	3,830.01	2,478.26	54.5%
INSURANCE EXPENSE			
Liability insurance - D & O	886.00	760.00	16.6%
Liability Insurance - NCOCA	300.00	200.00	50.0%
Property Insurance	621.00	0.00	100.0%
Total INSURANCE EXPENSE	1,807.00	960.00	88.2%
MEMBER EXPENSES			
Raffle Expenses	150.00	150.00	0.0%
Total MEMBER EXPENSES	150.00	150.00	0.0%
NCOCA DUES	300.00	0.00	100.0%
PRINTING, POSTAGE & SHIPPING	182.00	0.00	100.0%

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03/19/23

Cash Basis

**Outrigger Santa Cruz**  
**Profit & Loss**  
 January 1 through March 19, 2023

	Jan 1 - Mar 19, 23	Jan 1 - Mar 19, 22	% Change
Travel and Meetings			
Annual Safety Meeting	189.00	0.00	100.0%
Total Travel and Meetings	189.00	0.00	100.0%
Total Expense	7,392.52	4,304.02	71.8%
Net Ordinary Income	7,109.62	23,896.03	-70.3%
Other Income/Expense			
Other Expense			
Ask My Accountant	0.00	19.50	-100.0%
Total Other Expense	0.00	19.50	-100.0%
Net Other Income	0.00	-19.50	100.0%
Net Income	<b>7,109.62</b>	<b>23,876.53</b>	<b>-70.2%</b>



**Recap / Notes for OSC Checking Account Activity**  
**March 2023**

**INCOME ACCOUNTS & ASSOCIATED EXPENSES**

Category	2023 Budget			2023 Actual			Differential	Notes
	Gross Income	Expenses	Net Income	Gross Income	Expenses	Net Income		
Membership Dues	\$35,000	\$0	\$35,000	\$12,210	\$0	\$12,210	-\$22,790	
Rec. Drop-In Fees	\$1,500	\$0	\$1,500	\$120	\$0	\$120	-\$1,380	
Aloha Festival	\$1,000	\$500	\$500	\$0	\$0	\$0	-\$500	
MBX Income	\$12,000	\$10,000	\$2,000	\$0	\$0	\$0	-\$2,000	
Keiki Camp	\$2,250	\$250	\$2,000	\$0	\$0	\$0	-\$2,000	
Paddle Class	\$2,800	\$0	\$2,800	\$0	\$0	\$0	-\$2,800	
Donations/Fundraising	\$4,000	\$0	\$4,000	\$1,240	\$150	\$1,090	-\$2,910	
End of Season Party	\$3,000	\$2,000	\$1,000	\$0	\$0	\$0	-\$1,000	
Club Store	\$10,000	\$8,000	\$2,000	\$472	\$0	\$472	-\$1,529	
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	\$0	\$0	\$0	-\$1,000	
Subleased OC1 racks	\$5,400	\$5,250	\$150	\$776	\$1,263	-\$487	-\$637	
<b>Total Income</b>	<b>\$95,450</b>	<b>\$42,750</b>	<b>\$52,700</b>	<b>\$14,818</b>	<b>\$1,413</b>	<b>\$13,405</b>	<b>-\$36,909</b>	

**EXPENSES NOT ASSOCIATED WITH INCOME ACCOUNTS**

Category	2023 Budget	2023 Actual	Differential	Notes
Harbor Rent	\$11,000	\$2,567	-\$8,433	
Equipment Insurance	\$6,500	\$621	-\$5,879	
NCOCA Dues & Insurance	\$600	\$600	\$0	
D&O Insurance	\$900	\$886	-\$14	
OC6 Repairs & Maint.	\$5,000	\$0	-\$5,000	
Small Boat Repair & Maint.	\$1,000	\$0	-\$1,000	
Trailer & Dolly Repair & M.	\$4,000	\$0	-\$4,000	
Canoe Painting & Re-Hab	\$10,000	\$0	-\$10,000	
Safety Equipment / Radios	\$1,000	\$0	-\$1,000	
New Equipment Purchases	\$0	\$0	\$0	
Admin Costs/ Officer Fund	\$4,000	\$1,117	-\$2,883	
Coaches Awards	\$800	\$0	-\$800	
Lighted Boat Parade	\$100	\$0	-\$100	
Community Outreach	\$250	\$0	-\$250	
Marketing	\$200	\$0	-\$200	
Travel / Meetings	\$500	\$189	-\$311	
Site Improvements	\$500	\$0	-\$500	
Contract Services	\$3,000	\$0	-\$3,000	
Exp. from income accts.	\$42,750	\$1,413	-\$41,337	
<b>Total Expenses</b>	<b>\$92,100</b>	<b>\$7,393</b>	<b>-\$84,707</b>	