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| BSA Update | Jack | Discussion | Action |
|  |  | OCBSA | Balancing budgets with quality programs |
|  |  |  | Scouts #11,554 worldwide registered (lower than past of #17,000) |
|  |  |  | * 1. Million for outdoor advance team   2. 4.5 mil as a council fees/fundraising for this pas year (lower than in previous years)   Popcorn sales $484,000 (#1 in area and #18 Nationwide) |
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|  |  | Seabase | 724 Kids with $244,00 revenue  Spring Classes to bring $20-30 K  Black pug register for classes (homeschool)  New sports for charter schools-Paddle board/science classes  \*pontoon boat back\*  Testing/C-19 guidelines for field trips to be implemented |
|  | Barney | Losses bigger than anticipated |  |
|  |  |  | Santa Ana office building being sold-may allow for debt payments  Help with payment of PPE loan |
|  |  | Lawsuits are bad-some credence to allegations which council may lose more money which will affect the bottom line | The lawsuits have not been accounted for in budget |
|  |  |  | Seabase is a bright light within the OCBSA |
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|  | Kristen | Storage Items at the Santa Ana building | No new updates-may move items to golf room |
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| Equipment | James | Launches | Grants (Tom) is looking into-  $16,000 safety launches  Have 2018-2019  Saving for new ones-hope to purchase 2 from Stillwater (1 large/1 small) |
|  |  | Ongoing Maintenance | Tom working with Justin to keep Seabase running  Justin keeping Michael aware of benefits to keeping someone on hand to maintain launches.  Save $ since costs is higher if must pay for new parts |
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|  |  |  | Maintenance of launches in budget  \*\*however, purchase of new/used launches is not\*\* |
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|  | Jack | Whalers - | Whalers are down-working on this while on winter break |
|  |  | \*\*need a maintenance person (talking with Tom/Michael) |  |
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|  |  | Need a maintenance budget-looking for a solution to acquire more money |  |
|  |  |  | Any ideas/recommendations-cost benefit analysis for a maintenance proposal (James/Robert) to work together & communicate with other members |
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| Ergathon | James |  | Madi/Lacey look into Classy as a fundraising platform for Ergathon-discussed with Dave Jarvis-OCBSA  Classy user friendly-if use will lower cost $1500 more a year but easier to get money with unlimited fundraising access |
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|  |  | Classy would work well with the Ergathon platform-Tom is not negative towards spending the money, however need to make up the difference (make up the cost-) |  |
|  |  | \*\*Raise contribution to $450 pp instead of $400 to cover the cost of Classy\*\* |  |
|  | Ian/James | Create our own mini fundraiser to cover cost |  |
|  |  | Location for Ergathon | OAC-outdoor space- |
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|  |  | continue as a one-day event or spread it out because of C-19 guidelines |  |
|  | Barney |  | Look at Mobile Cause vs Classy for fundraising |
|  |  |  | Advisory Board was informed that Tom would have less involvement with NSBR & be more involved with OCBSA-He will also be more active with fundraising-  NSBR will have more communication with Michael-  \*make sure any/all proposals have good weight before presenting\*\* |
|  |  |  | Costs of each platform & what the pro/cons are for each one. |
|  |  |  | Decision made to push Ergathon back to March 20th…details TBA |
|  | Christy | Flags for Ergathon to display at Seabase/yards, etc.- | Need a cost |
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| Budget | Ian |  | Needs approval of Michael |
|  |  | 1. So Cal Scullers fleet payoff possible with sale of OCBSA Santa Ana Building…may payoff fleet w/o compacting NSBR budget & keep money |  |
|  |  | 1. Change salary costs (1 FT until Fall 2021 trying for 2 FT coaches) |  |
|  |  | 1. Higher Fundraising to cover costs of new agency platform |  |
|  |  |  | Tom & KC working together for NSBR fundraising-good to get more money for items needed/etc |
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|  |  | Soft Area of budget-repairs/boat | Not in budget |
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|  |  | Damaged boat | Ryan S-wind damage to boat-not sure of all the details  If repair $2000 or fluid payout $1000 to be discussed-offer membership or Nelo for 2 years-various ideas for restoration of damaged boat. |
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|  | Lisa/James/Ian | Repairs for singles | Release Philippe-fix |
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| Fees |  | Masters | Flat rate $150 |
|  |  | Juniors/Novice/Middle School | New due structure to be implemented beginning January 2021 |
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| C-19 Updates |  | State board guidelines for racing- | 7 weeks away |
|  |  |  | Update at NSBR |
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| Holiday Schedule | James/Ian | Emailed | Novice-land training |
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|  |  |  | Varsity-Water/land training |