

**OHA Steering Committee
Meeting Minutes, April 12, 2022**

Called to Order: 6:35pm

Attendance:

- Steering Committee Present: Emily Benson, Emma “EB” Brandt, Jeff Colt, Phoebe Howe, Jared Liu, John “Moose” Meserve, Lawrence “Stroker” Rogovin, Kimberly “Schroeder” Steward, Gerry Whiting, Dawson Winch, Alex Ziko
- Steering Committee Absent: Miles Howard, Bethany Taylor
- Guests: Bill Barrett, Bill Oliver, Thom Davis, Richard Stetson, Amanda Fisher-Katz Keohane, Doug Shaffer, Brian Post
- A quorum is present

Approve Minutes for 2/15 (Jared Liu)

- Motion: To approve 2/15 minutes as amended. This motion passed unanimously.

Treasurer’s Report (Alex Ziko)

- Balance Sheet and P&L comparison from YTD 2022 and 2021 included here. We are on-target with dues for this time of year. Alex will monitor the expense for bookkeeping, which is currently over budget by almost \$400, but expected to balance out by later in the year. Current balance is \$121,201.
- Investment Committee met and confirmed that we will no longer pay for active investment. They will have a plan by the next meeting for the membership to approve.
- Lot 33 (Bill Oliver): The true owner appears to be an LLC that dissolved in the 1960s. Bill is trying to track them down, but will likely move forward after a quitclaim deed is signed by the heirs of the last 3 known shareholders. The possibility of their being any other people claiming title under the name of a 50 year old dissolved corporation that kept no written books is extremely remote. And the land does not have sufficient commercial worth to make a legal challenge economically viable. Bill expects to wrap this up and get a deed and affidavit signed in the next few weeks, and will report back with draft documents and a clear proposal to the Steering Committee to consider by the next meeting. The ultimate goal is to put the land into a conservation easement to reduce future tax burden. Meanwhile, someone will have to pay \$200 in current taxes.

Cabin (Emily Benson)

The Cabin Committee (Brian, Dawson, Emily, and Schroeder) decided to bring the policy to the group for discussion, mainly along the lines of “exclusive” use of the cabin. From the 50 people who responded to the cabin use survey that was completed earlier this spring, 68% want reservations (38% reservations with both shared and exclusive options available, 30% shared reservations only). The survey went to about people who used the cabin, or attempted to, within the past year, and was also posted on Facebook. Several Steering Committee members spoke to how that is not in the spirit of the cabin usage, though, and was only employed during the pandemic, and would rather see less cabin usage than to set this precedent in normal times. Reservations should be scheduled with a minimum of 48 hours in advance, so there should be no situations of walk-ins in the early hours. Given that the AMC policy is

that masks are now optional and croos no longer have to isolate in pods, there was no need to defer to their health policy.

- Motion: That cabin usage be conducted through a reservations system (not walk-in), with the default for shared usage, and with exceptions for exclusive use to be considered on a case-by-case basis. This motion passed unanimously.

Washburn Land (Stroker Rogovin)

The current owner continues to express interest in selling to the OHA, but caring for his ailing mother has diverted his attention elsewhere for the time being.

Gala Reps (Phoebe Howe)

EB and Amanda will take the lead on this, and have some names in mind that they'll be reaching out to for help.

Spring Reunion, 5/14 (Richard Stetson)

The plan will be similar to what Richard and Bridget have done in the past. Note that there is some health risk for anyone who attends. So please decide for yourself if you're comfortable mixing with a group. If you want to attend, email richard@qualey.net

Fallfest, 11/5 (Phoebe)

Several names for speaker have been considered, but none who are available yet. In addition, the group suggested Susan Arnold and Michael Wejchert (President of Mountain Rescue Service, climber, and writer... also worked in the storehouse!). Otherwise, the High C is booked, and there are no award nominees yet (and Laura Waterman has been invited to join in-person this year).

Nominating Committee (Stroker)

Will be putting together a subcommittee to make a recommendation about this process. Email Stroker if you're interested in helping.

Merch (EB Brandt)

EB setup [Printful.com](https://www.printful.com) account. Watch for more information in the Tator about an art design contest.

- Motion: To set the prize for 9 designs at \$500 or a lifetime OHA membership to the winner of the design competition, with \$100 being paid immediately and the remainder payable upon completion of the artwork. This motion passed unanimously.

Website (Brian Post)

The website running well.

Croo Photo Project (Phoebe)

Will have an update in June once we can get in there to see what's happening.

Hut System (Amanda Fisher-Katz Keohane)

- The Huts Field Coordinator, Ray Stevens, is now on-board, but they're still looking for spring caretakers starting April 30 for Galehead, Greenleaf, and Mizpah. If you have any suggestions, send names to afkkeohane@outdoors.org
- This summer, there will be new T-shirts designed by Molly available in the huts.
- Flys start soon

- Amanda is revising the Huts Handbook, and hoping to include advice from OHA. Send her a couple of sentences to include!
- They had a record number of returners for summer croo positions, but several folks had to cancel late, and now the AMC is hustling to fill those spots. If you know of anyone, email afkkeohane@outdoors.org

Trails (Bill Barrett)

The May 14 trails project to build some water bars is still on. Look for more information in the Resuscitator about this and other upcoming projects.

Resuscitator (EB, Riley Steward)

The spring issue is almost done. There will be some good essays and even a game!

- Motion: To approve Riley as new Co-Editor. This motion passed unanimously.

New & Other Bidness (Stroker)

- Bill Johnson, who worked in the huts in the 1980s, will give any Croo a 5% discount to attend the Ossipee Valley Music Festival in Maine. The discount code will be in the spring Resuscitator. See it like a third reunion!
- There was some talk at City Square about expanding the purpose of the Joe Dodge Award. The OHA confirmed that the award should remain as a recognition of service in the North Country.

Next Steering Committee Meeting

- Jun. 14, 2022, 6:30 PM via Zoom here:
URL: <https://us06web.zoom.us/j/3105879688?pwd=bW1NQXnNUZPaURcdi9EdXBtM3hkQT09>
Or Phone: 929-205-6099, Meeting Number: 3105879688#, Passcode: 780291#
- Other meeting dates for 2022: 9/13, 11/15

Adjourned: 8:27pm

4:31 PM

04/11/22

Accrual Basis

The OH Association
Balance Sheet
As of March 31, 2022

	<u>Mar 31, 22</u>
ASSETS	
Current Assets	
Checking/Savings	
TD Bank - Operating Account	91,114.75
TD Bank - Money Market Account	10,004.95
TD Bank - CD # 2994	10,034.06
TD Bank - CD # 4838	4,333.90
TD Bank - CD # 9394	5,586.83
PayPal	-75.01
Stripe	202.21
Total Checking/Savings	<u>121,201.69</u>
Total Current Assets	<u>121,201.69</u>
TOTAL ASSETS	<u>121,201.69</u>
LIABILITIES & EQUITY	
Equity	
Opening Balance Equity	74,297.40
Unrestricted Net Assets	35,039.75
Net Income	11,864.54
Total Equity	<u>121,201.69</u>
TOTAL LIABILITIES & EQUITY	<u>121,201.69</u>

The OH Association
Profit & Loss Budget vs. Actual
January through March 2022

	Jan - Mar 22	Budget	\$ Over Budget	% of Budget
Income				
Cabin Annual Pass	1,800.00	600.00	1,200.00	300.0%
Cash Back Rewards	47.61	100.00	-52.39	47.6%
Cabin Fees	1,175.00	1,700.00	-525.00	69.1%
Donations	5,328.00	7,000.00	-1,672.00	76.1%
Dues	8,770.00	13,000.00	-4,230.00	67.5%
Interest	3.16	20.00	-16.84	15.8%
Merchandise Sales	15.00	350.00	-335.00	4.3%
Shipping & Handling	10.00	50.00	-40.00	20.0%
Miscellaneous Income	0.00	150.00	-150.00	0.0%
Discounts	-160.00			
Total Income	16,988.77	22,970.00	-5,981.23	74.0%
Gross Profit	16,988.77	22,970.00	-5,981.23	74.0%
Expense				
Donations/Contributions	103.00			
E-Commerce Fees	190.87	400.00	-209.13	47.7%
AMC Donation	0.00	100.00	-100.00	0.0%
Bank Fees	45.00			
Cabin	1,479.49	11,550.00	-10,070.51	12.8%
Cabin Check	0.00	600.00	-600.00	0.0%
Email Marketing	56.94	500.00	-443.06	11.4%
End of Summer Party	0.00	300.00	-300.00	0.0%
Mailings	237.60	2,000.00	-1,762.40	11.9%
Octoberfest Exp	0.00	250.00	-250.00	0.0%
Picture Project	916.60	750.00	166.60	122.2%
Spring Reunion Exp	0.00	300.00	-300.00	0.0%
Stationary	85.00	551.00	-466.00	15.4%
Steering Committee	0.00	150.00	-150.00	0.0%
Tax Preparation	0.00	500.00	-500.00	0.0%
Website	0.00	400.00	-400.00	0.0%
Other	184.66	250.00	-65.34	73.9%
YOH Outreach	1,825.07	1,000.00	825.07	182.5%
Miscellaneous Expenses	0.00	1,400.00	-1,400.00	0.0%
Total Expense	5,124.23	21,001.00	-15,876.77	24.4%
Net Income	11,864.54	1,969.00	9,895.54	602.6%

4:30 PM

04/11/22

Accrual Basis

The OH Association
Profit & Loss by Month
January through March 2022

	Jan 22	Feb 22	Mar 22	TOTAL
Income				
Cabin Annual Pass	1,000.00	650.00	150.00	1,800.00
Cash Back Rewards	40.02	7.59	0.00	47.61
Cabin Fees	675.00	225.00	275.00	1,175.00
Donations				
By Online/Website	580.00	25.00	0.00	605.00
By Mail	250.00	3,723.00	750.00	4,723.00
Total Donations	830.00	3,748.00	750.00	5,328.00
Dues				
Lifetime Dues	600.00	3,000.00	-320.00	3,280.00
By Online/Website	1,375.00	220.00	50.00	1,645.00
By Mail	75.00	3,770.00	0.00	3,845.00
Total Dues	2,050.00	6,990.00	-270.00	8,770.00
Interest	1.10	1.04	1.02	3.16
Merchandise Sales	15.00	0.00	0.00	15.00
Shipping & Handling	10.00	0.00	0.00	10.00
Discounts	-160.00	0.00	0.00	-160.00
Total Income	4,461.12	11,621.63	906.02	16,988.77
Gross Profit	4,461.12	11,621.63	906.02	16,988.77
Expense				
Donations/Contributions	0.00	103.00	0.00	103.00
E-Commerce Fees	135.96	39.62	15.29	190.87
Bank Fees	0.00	45.00	0.00	45.00
Cabin				
Insurance	0.00	0.00	1,371.49	1,371.49
Utilities	35.00	37.00	36.00	108.00
Total Cabin	35.00	37.00	1,407.49	1,479.49
Email Marketing	17.84	19.55	19.55	56.94
Mailings	0.00	195.55	42.05	237.60
Picture Project	0.00	641.25	275.35	916.60
Stationary	85.00	0.00	0.00	85.00
Other	0.00	0.00	184.66	184.66
YOH Outreach	1,825.07	0.00	0.00	1,825.07
Total Expense	2,098.87	1,080.97	1,944.39	5,124.23
Net Income	2,362.25	10,540.66	-1,038.37	11,864.54

The OH Association
Balance Sheet
As of December 31, 2021

	Dec 31, 21
ASSETS	
Current Assets	
Checking/Savings	
TD Bank - Operating Account	76,637.58
TD Bank - Money Market Account	10,003.73
TD Bank - CD # 2994	10,033.31
TD Bank - CD # 4838	4,058.40
TD Bank - CD # 9394	5,586.14
PayPal	-75.01
Stripe	3,615.94
Total Checking/Savings	109,860.09
Total Current Assets	109,860.09
TOTAL ASSETS	109,860.09
LIABILITIES & EQUITY	
Equity	
Opening Balance Equity	74,297.40
Net Income	35,562.69
Total Equity	109,860.09
TOTAL LIABILITIES & EQUITY	109,860.09

The OH Association
Profit & Loss Budget vs. Actual
January through December 2021

	Jan - Dec 21	Budget	\$ Over Budget	% of Budget
Income				
Cabin Annual Pass	1,575.00	973.76	601.24	161.7%
Cash Back Rewards	119.23	50.00	69.23	238.5%
Cabin Fees	2,715.00	2,100.00	615.00	129.3%
Donations	17,684.39	5,576.44	12,107.95	317.1%
Dues	22,356.65	9,500.00	12,856.65	235.3%
Interest	24.73			
Merchandise Sales	1,021.77	137.90	883.87	740.9%
Shipping & Handling	81.00			
Miscellaneous Income	0.00	75.00	-75.00	0.0%
Cash Deposits (Uncat)	0.00			
Total Income	45,577.77	18,413.10	27,164.67	247.5%
Gross Profit	45,577.77	18,413.10	27,164.67	247.5%
Expense				
Donations/Contributions	206.40			
E-Commerce Fees	593.41			
AMC Donation	0.00	100.00	-100.00	0.0%
Bank Fees	80.00			
Bookkeeping	1,088.50			
Cabin	3,392.56	11,550.00	-8,157.44	29.4%
Cabin Check	600.00	600.00	0.00	100.0%
Email Marketing	1,228.49	120.00	1,108.49	1,023.7%
End of Summer Party	300.00	300.00	0.00	100.0%
Mailings	335.06	2,000.00	-1,664.94	16.8%
Octoberfest Exp	0.00	250.00	-250.00	0.0%
Picture Project	0.00	750.00	-750.00	0.0%
Sales	303.05			
Spring Reunion Exp	0.00	300.00	-300.00	0.0%
Stationary	64.26	551.00	-486.74	11.7%
Steering Committee	149.90			
Tax Preparation	500.00	450.00	50.00	111.1%
Website	0.00	400.00	-400.00	0.0%
YOH Outreach	398.45	1,000.00	-601.55	39.8%
Miscellaneous Expenses	775.00	250.00	525.00	310.0%
Total Expense	10,015.08	18,621.00	-8,605.92	53.8%
Net Income	35,562.69	-207.90	35,770.59	-17,105.7%

The OH Association
Profit & Loss by Month
January through December 2021

	Jan 21	Feb 21	Mar 21	Apr 21
Income				
Cabin Annual Pass	600.00	275.00	0.00	100.00
Cash Back Rewards	41.02	0.10	0.10	9.24
Cabin Fees	0.00	0.00	0.00	150.00
Donations				
By Online/Website	3,533.26	25.00	200.00	105.00
By Mail	3,015.00	550.00	8,376.13	165.00
Donations - Other	0.00	0.00	0.00	0.00
Total Donations	6,548.26	575.00	8,576.13	270.00
Dues				
Lifetime Dues	1,200.00	1,200.00	600.00	600.00
By Online/Website	5,321.65	175.00	100.00	325.00
By Mail	4,810.00	595.00	675.00	300.00
Total Dues	11,331.65	1,970.00	1,375.00	1,225.00
Interest	3.37	3.28	1.53	1.64
Merchandise Sales	125.40	39.28	40.00	90.00
Shipping & Handling	0.00	5.00	10.00	0.00
Cash Deposits (Uncat)	-9,980.72	-19.28	0.00	10,000.00
Total Income	8,668.98	2,848.38	10,002.76	11,845.88
Gross Profit	8,668.98	2,848.38	10,002.76	11,845.88
Expense				
Donations/Contributions	0.00	0.00	0.00	0.00
E-Commerce Fees	109.20	44.05	29.36	44.89
Bank Fees	0.00	0.00	65.00	15.00
Bookkeeping	0.00	0.00	0.00	0.00
Cabin				
Property Tax	0.00	0.00	0.00	0.00
Repairs	0.00	0.00	0.00	0.00
Insurance	0.00	0.00	1,396.66	3.09
Utilities	34.00	31.00	62.00	0.00
Total Cabin	34.00	31.00	1,458.66	3.09
Cabin Check	0.00	0.00	0.00	0.00
Email Marketing	5.00	5.00	5.00	461.01
End of Summer Party	0.00	0.00	0.00	0.00
Mailings	121.00	0.00	29.65	1.20
Sales	0.00	0.00	0.00	0.00
Stationary	64.26	0.00	0.00	0.00
Steering Committee	0.00	0.00	0.00	0.00
Tax Preparation	0.00	0.00	0.00	0.00
YOH Outreach	0.00	0.00	0.00	0.00
Miscellaneous Expenses	0.00	0.00	0.00	0.00
Total Expense	333.46	80.05	1,587.67	525.19
Net Income	8,335.52	2,768.33	8,415.09	11,320.69

The OH Association
Profit & Loss by Month
January through December 2021

	May 21	Jun 21	Jul 21	Aug 21
Income				
Cabin Annual Pass	100.00	200.00	0.00	100.00
Cash Back Rewards	7.45	0.32	9.45	0.00
Cabin Fees	360.00	735.00	300.00	455.00
Donations				
By Online/Website	0.00	0.00	0.00	0.00
By Mail	0.00	0.00	0.00	0.00
Donations - Other	115.00	0.00	0.00	0.00
Total Donations	115.00	0.00	0.00	0.00
Dues				
Lifetime Dues	1,200.00	0.00	0.00	0.00
By Online/Website	380.00	170.00	100.00	165.00
By Mail	0.00	0.00	0.00	0.00
Total Dues	1,580.00	170.00	100.00	165.00
Interest	2.24	1.91	1.84	1.91
Merchandise Sales	60.00	70.00	26.00	23.00
Shipping & Handling	0.00	18.00	3.00	5.00
Cash Deposits (Uncat)	0.00	0.00	0.00	0.00
Total Income	2,224.69	1,195.23	440.29	749.91
Gross Profit	2,224.69	1,195.23	440.29	749.91
Expense				
Donations/Contributions	206.40	0.00	0.00	0.00
E-Commerce Fees	70.89	36.87	19.82	27.01
Bank Fees	0.00	0.00	0.00	0.00
Bookkeeping	0.00	0.00	0.00	0.00
Cabin				
Property Tax	739.00	0.00	0.00	0.00
Repairs	0.00	0.00	0.00	0.00
Insurance	0.00	0.00	0.00	0.00
Utilities	64.00	0.00	54.00	0.00
Total Cabin	803.00	0.00	54.00	0.00
Cabin Check	0.00	0.00	0.00	600.00
Email Marketing	16.06	16.06	17.84	17.84
End of Summer Party	0.00	0.00	0.00	300.00
Mailings	0.00	55.75	61.94	0.00
Sales	0.00	0.00	0.00	0.00
Stationary	0.00	0.00	0.00	0.00
Steering Committee	149.90	0.00	0.00	0.00
Tax Preparation	0.00	0.00	0.00	500.00
YOH Outreach	0.00	398.45	0.00	0.00
Miscellaneous Expenses	750.00	0.00	25.00	0.00
Total Expense	1,996.25	507.13	178.60	1,444.85
Net Income	228.44	688.10	261.69	-694.94

The OH Association
Profit & Loss by Month
January through December 2021

	Sep 21	Oct 21	Nov 21	Dec 21
Income				
Cabin Annual Pass	0.00	0.00	0.00	200.00
Cash Back Rewards	0.36	31.54	18.46	1.19
Cabin Fees	210.00	215.00	240.00	50.00
Donations				
By Online/Website	0.00	0.00	0.00	1,425.00
By Mail	0.00	0.00	0.00	100.00
Donations - Other	0.00	0.00	0.00	75.00
Total Donations	0.00	0.00	0.00	1,600.00
Dues				
Lifetime Dues	0.00	600.00	600.00	1,800.00
By Online/Website	50.00	175.00	140.00	1,050.00
By Mail	0.00	0.00	0.00	25.00
Total Dues	50.00	775.00	740.00	2,875.00
Interest	1.91	1.84	1.87	1.39
Merchandise Sales	68.09	375.00	95.00	10.00
Shipping & Handling	2.00	0.00	33.00	5.00
Cash Deposits (Uncat)	0.00	0.00	0.00	0.00
Total Income	332.36	1,398.38	1,128.33	4,742.58
Gross Profit	332.36	1,398.38	1,128.33	4,742.58
Expense				
Donations/Contributions	0.00	0.00	0.00	0.00
E-Commerce Fees	10.14	38.47	36.74	125.97
Bank Fees	0.00	0.00	0.00	0.00
Bookkeeping	756.00	291.25	41.25	0.00
Cabin				
Property Tax	0.00	0.00	0.00	773.00
Repairs	0.00	46.40	0.00	0.00
Insurance	0.00	0.00	0.00	0.00
Utilities	38.00	108.41	0.00	43.00
Total Cabin	38.00	154.81	0.00	816.00
Cabin Check	0.00	0.00	0.00	0.00
Email Marketing	17.84	631.16	17.84	17.84
End of Summer Party	0.00	0.00	0.00	0.00
Mailings	0.00	65.52	0.00	0.00
Sales	303.05	0.00	0.00	0.00
Stationary	0.00	0.00	0.00	0.00
Steering Committee	0.00	0.00	0.00	0.00
Tax Preparation	0.00	0.00	0.00	0.00
YOH Outreach	0.00	0.00	0.00	0.00
Miscellaneous Expenses	0.00	0.00	0.00	0.00
Total Expense	1,125.03	1,181.21	95.83	959.81
Net Income	-792.67	217.17	1,032.50	3,782.77

The OH Association
Profit & Loss by Month
 January through December 2021

	TOTAL
Income	
Cabin Annual Pass	1,575.00
Cash Back Rewards	119.23
Cabin Fees	2,715.00
Donations	
By Online/Website	5,288.26
By Mail	12,206.13
Donations - Other	190.00
Total Donations	17,684.39
Dues	
Lifetime Dues	7,800.00
By Online/Website	8,151.65
By Mail	6,405.00
Total Dues	22,356.65
Interest	24.73
Merchandise Sales	1,021.77
Shipping & Handling	81.00
Cash Deposits (Uncat)	0.00
Total Income	45,577.77
Gross Profit	45,577.77
Expense	
Donations/Contributions	206.40
E-Commerce Fees	593.41
Bank Fees	80.00
Bookkeeping	1,088.50
Cabin	
Property Tax	1,512.00
Repairs	46.40
Insurance	1,399.75
Utilities	434.41
Total Cabin	3,392.56
Cabin Check	600.00
Email Marketing	1,228.49
End of Summer Party	300.00
Mailings	335.06
Sales	303.05
Stationary	64.26
Steering Committee	149.90
Tax Preparation	500.00
YOH Outreach	398.45
Miscellaneous Expenses	775.00
Total Expense	10,015.08
Net Income	35,562.69