

OHA Steering Committee
Meeting Minutes, November 15, 2022
Called to Order: 6:31pm

Attendance:

- Steering Committee Present: Emma “EB” Brandt, Jared Liu, Lawrence “Stroker” Rogovin, Kimberly “Schroeder” Steward, Gerry Whiting, Dawson Winch, Alex Ziko, Deirdre Vander Schaff
- Steering Committee Absent: Carter Bascom, Jeff Colt, Phoebe Howe, Riley Steward, Bethany Taylor
- Guests: Josh Alper, Bill Barrett, Jesse Carlson, Amanda Fisher-Katz-Keohane, John “Moose” Meserve, Brian Post, Ray Welch

Approve Minutes from 9/13 (Jared)

Motion: To approve April minutes. This motion was seconded and passed unanimously.

Welcome New Steering Committee Members (Stroker)

New members: Deirdre Vander Schaff and Carter Bascom. Folks went around to make introductions.

Treasurer’s Report (Alex)

Balance sheet showed a swing in income from 2021 to 2022 based on some large bequests, but income and expenses are within the realm of normal.

Membership is down by about 36 individuals, even after taking into account the offset of Lifetime Memberships. There have been some swings in membership from year to year, so there wasn’t too much concern at this point.

Motions made for 1. Email dues campaign to go out ahead of snail mail (unanimous), 2. Eliminate the return envelope from the membership mailing for cost savings and instead layout the letter to have a tear-off strip for members needing to update their information (unanimous), and 3. Setup a trigger campaign for automated thank you letters, which will cost about \$1.00/letter and eliminate membership cards (unanimous, although Moose expressed concern about eliminating the membership cards which is a long-standing tradition).

Cabin (Dawson)

Water has been shut-off, and the mice enjoying themselves.

Report on Fallfest (Gerry)

There were 80-90 attendees, including a good distribution of service years, and it was great to be together in-person. For future years, suggestions were made to be in the more spacious Thayer, work with staff on the check-in process (ex. coat racks) and serving egress, review the menu in advance, and address accessibility/acoustics issues. Phoebe has done a great job with Fallfest, and can likely work with Amanda to carry this message to the AMC. Moose suggested that the OHA consider subsidizing meals so that people stick around for dinner.

Report on Oktoberfest (Dawson)

Screens down, storms up, cracked windows to be repaired.

Merch (EB)

Have designs from Abby. Morgan will send her 8 finished designs by February. Watch for more in the spring.

Joe Dodge Award (Stroker)

Today is the deadline for nominations. Stroker submitted one on behalf of the OHA. Here is the nomination form:

<https://www.surveymonkey.com/r/8KZ2HQ2>

Website (Schroeder, Brian)

All fine.

Croo Photo Project (Amanda)

Most of the huts have no croo photos on display more recently than the early 2000s. There's also a question of space in the huts for where these go. Will need to rehang photos in Greenleaf after the bathroom project is complete.

Hut System (Amanda)

Three huts are open in caretaker season now. Preference forms have been sent to returners. Message Amanda and Bethany if you know of someone else.

Trails (Bill)

Trails in good shape, we're in good standing with the Forest Service. May need more blazing on the Hall's Ledge Trail and, as always, need more people involved. Stroker asked Bill to make contact with the Trails Crew alumni organization. Schroeder noted that Robert White wants to help bring the organizations together.

Resuscitator (EB)

Fall issue went out mid-October. Will start working on spring issue in early February. Stroker asked EB to highlight some of the things we did to earn the 501c3 designation including trailwork, hospitality, info volunteers, and hut naturalist. Gerry reiterated how appreciated the Tator has been among OH he talks with.

New & Other Bidness (Stroker)

- Directors & Officers Insurance: Stroker looking into purchasing about \$1 million liability policy. Will be around \$1200 annually. Josh suggested that the underwriter be in New Hampshire.
- The \$10,000 donation earmarked for the Washburn property is being held in escrow in a separate account.
- 4 CC alum on this call.
- 2023 meeting dates: 1/31, 4/11 (potentially in Jackson, NH), 6/13, 9/19, 11/14

Next Steering Committee Meeting

Jan. 31, 2023, 6:30pm, via Zoom

URL: <https://us06web.zoom.us/j/3105879688?pwd=bW1NQXnNUZPaURCdi9EdXBtM3hkQT09>

Or Phone: 929-205-6099, Meeting Number: 3105879688#, Passcode: 780291#

Adjourned: 7:53pm

The OH Association
Balance Sheet
As of October 31, 2022

	<u>Oct 31, 22</u>
ASSETS	
Current Assets	
Checking/Savings	
TD Bank - Operating Account	106,158.71
TD Bank - Money Market Account	10,007.86
TD Bank - CD # 4838	4,060.09
TD Bank - CD # 9394	5,588.47
PayPal	-75.01
Stripe	1,134.11
Total Checking/Savings	<u>126,874.23</u>
Total Current Assets	<u>126,874.23</u>
TOTAL ASSETS	<u><u>126,874.23</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	
American Express - 41003	-138.24
Total Credit Cards	<u>-138.24</u>
Total Current Liabilities	<u>-138.24</u>
Total Liabilities	-138.24
Equity	
Opening Balance Equity	74,297.40
Unrestricted Net Assets	35,039.75
Net Income	17,675.32
Total Equity	<u>127,012.47</u>
TOTAL LIABILITIES & EQUITY	<u><u>126,874.23</u></u>

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

	Jan - Oct 22	Budget	\$ Over Budget	% of Budget
Income				
Cabin Annual Pass	2,350.00	600.00	1,750.00	391.7%
Cash Back Rewards	137.15	100.00	37.15	137.2%
Cabin Fees	5,940.00	1,700.00	4,240.00	349.4%
Donations	5,618.00	7,000.00	-1,382.00	80.3%
Dues	14,560.00	13,000.00	1,560.00	112.0%
Interest	9.47	20.00	-10.53	47.4%
Merchandise Sales	115.00	350.00	-235.00	32.9%
Shipping & Handling	55.00	50.00	5.00	110.0%
Miscellaneous Income	25.00	150.00	-125.00	16.7%
Discounts	-220.00			
Total Income	28,589.62	22,970.00	5,619.62	124.5%
Gross Profit	28,589.62	22,970.00	5,619.62	124.5%
Expense				
AMC Donation	0.00	100.00	-100.00	0.0%
Bank Fees	45.00			
Bookkeeping	2,243.39	1,800.00	443.39	124.6%
Cabin	2,625.15	11,550.00	-8,924.85	22.7%
Cabin Check	540.00	600.00	-60.00	90.0%
Donations/Contributions	103.00			
E-Commerce Fees	536.19	400.00	136.19	134.0%
Email Marketing	193.79	500.00	-306.21	38.8%
End of Summer Party	0.00	300.00	-300.00	0.0%
Fallfest	212.46	212.46	0.00	100.0%
Lifetime Dues Cards	718.25	550.00	168.25	130.6%
Mailings	2,064.43	2,000.00	64.43	103.2%
Merchandise Shipping	27.58	75.00	-47.42	36.8%
Octoberfest Exp	0.00	250.00	-250.00	0.0%
Picture Project	0.00	750.00	-750.00	0.0%
Spring Reunion Exp	0.00	300.00	-300.00	0.0%
Stationary	85.00	551.00	-466.00	15.4%
Steering Committee	149.90	150.00	-0.10	99.9%
Tax Preparation	500.00	500.00	0.00	100.0%
Website	585.50	400.00	185.50	146.4%
YOH Outreach	0.00	1,000.00	-1,000.00	0.0%
Other	284.66	250.00	34.66	113.9%
Miscellaneous Expenses	0.00	1,400.00	-1,400.00	0.0%
Total Expense	10,914.30	23,638.46	-12,724.16	46.2%
Net Income	17,675.32	-668.46	18,343.78	-2,644.2%

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

11:44 AM
 11/01/22
 Accrual Basis

	Jan 22	Feb 22	Mar 22	Apr 22	May 22	Jun 22	Jul 22
Income							
Cabin Annual Pass	1,000.00	650.00	150.00	150.00	300.00	100.00	0.00
Cash Back Rewards	40.02	7.59	0.00	13.76	20.54	11.09	1.89
Cabin Fees	675.00	225.00	275.00	160.00	840.00	885.00	105.00
Donations							
By Online/Website	355.00	25.00	0.00	40.00	10.00	85.00	25.00
By Mail	250.00	3,723.00	750.00	50.00	175.00	0.00	25.00
Total Donations	605.00	3,748.00	750.00	90.00	185.00	85.00	50.00
Dues							
Lifetime Dues	600.00	3,000.00	-320.00	3,600.00	0.00	0.00	0.00
By Online/Website	1,375.00	220.00	50.00	275.00	150.00	170.00	145.00
By Mail	25.00	3,770.00	0.00	175.00	125.00	0.00	50.00
Total Dues	2,000.00	6,990.00	-270.00	4,050.00	275.00	170.00	195.00
Interest	1.10	1.04	1.02	1.08	1.13	0.82	0.81
Merchandise Sales	15.00	0.00	0.00	32.50	20.00	0.00	20.00
Shipping & Handling	10.00	0.00	0.00	10.00	7.50	0.00	7.50
Miscellaneous Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Discounts	-160.00	0.00	0.00	0.00	-60.00	0.00	0.00
Total Income	4,186.12	11,621.63	906.02	4,507.34	1,589.17	1,251.91	380.20
Gross Profit	4,186.12	11,621.63	906.02	4,507.34	1,589.17	1,251.91	380.20
Expense							
Bank Fees	0.00	45.00	0.00	0.00	0.00	0.00	0.00
Bookkeeping	0.00	0.00	398.53	434.00	268.13	0.00	668.68
Cabin							
Property Tax	0.00	0.00	0.00	0.00	758.00	0.00	0.00
Insurance	0.00	0.00	1,371.49	0.00	0.00	0.00	0.00
Utilities	35.00	37.00	36.00	34.00	38.00	40.00	44.00
Total Cabin	35.00	37.00	1,407.49	34.00	796.00	40.00	44.00
Cabin Check	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Donations/Contributions	0.00	103.00	0.00	0.00	0.00	0.00	0.00
E-Commerce Fees	135.96	39.62	15.29	127.14	40.68	39.17	11.49
Email Marketing	17.84	19.55	19.55	19.55	19.55	19.55	19.55
Fallfest	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Lifetime Dues Cards	0.00	55.75	275.35	174.65	112.70	74.85	0.00
Mailings	1,825.07	195.55	42.05	0.00	0.00	1.76	0.00
Merchandise Shipping	0.00	0.00	0.00	0.00	3.76	0.00	0.00
Stationary	85.00	0.00	0.00	0.00	0.00	0.00	0.00
Steering Committee	0.00	0.00	0.00	0.00	149.90	0.00	0.00
Tax Preparation	0.00	0.00	0.00	0.00	0.00	0.00	500.00

11:44 AM

11/01/22

Accrual Basis

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

	Jan 22	Feb 22	Mar 22	Apr 22	May 22	Jun 22	Jul 22
Website	0.00	585.50	0.00	0.00	0.00	0.00	0.00
Other	0.00	0.00	184.66	0.00	100.00	0.00	0.00
Total Expense	2,098.87	1,080.97	2,342.92	789.34	1,490.72	175.33	1,243.72
Net Income	2,087.25	10,540.66	-1,436.90	3,718.00	98.45	1,076.58	-863.52

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

11:44 AM
 11/01/22
 Accrual Basis

	Aug 22	Sep 22	Oct 22	TOTAL
Income				
Cabin Annual Pass	0.00	0.00	0.00	2,350.00
Cash Back Rewards	23.81	0.88	17.57	137.15
Cabin Fees	575.00	1,895.00	305.00	5,940.00
Donations				
By Online/Website	10.00	0.00	25.00	575.00
By Mail	40.00	30.00	0.00	5,043.00
Total Donations	50.00	30.00	25.00	5,618.00
Dues				
Lifetime Dues	0.00	0.00	600.00	7,480.00
By Online/Website	125.00	175.00	175.00	2,860.00
By Mail	25.00	50.00	0.00	4,220.00
Total Dues	150.00	225.00	775.00	14,560.00
Interest	0.83	0.65	0.99	9.47
Merchandise Sales	17.50	5.00	5.00	115.00
Shipping & Handling	7.50	5.00	7.50	55.00
Miscellaneous Income	25.00	0.00	0.00	25.00
Discounts	0.00	0.00	0.00	-220.00
Total Income	849.64	2,161.53	1,136.06	28,589.62
Gross Profit	849.64	2,161.53	1,136.06	28,589.62
Expense				
Bank Fees	0.00	0.00	0.00	45.00
Bookkeeping	0.00	321.75	152.30	2,243.39
Cabin				
Property Tax	0.00	0.00	0.00	758.00
Insurance	0.00	0.00	0.00	1,371.49
Utilities	31.00	52.00	148.66	495.66
Total Cabin	31.00	52.00	148.66	2,625.15
Cabin Check	0.00	0.00	540.00	540.00
Donations/Contributions	0.00	0.00	0.00	103.00
E-Commerce Fees	23.65	66.06	37.13	536.19
Email Marketing	19.55	19.55	19.55	193.79
Fallfest	0.00	0.00	212.46	212.46
Lifetime Dues Cards	0.00	0.00	24.95	718.25
Mailings	0.00	0.00	0.00	2,064.43
Merchandise Shipping	23.82	0.00	0.00	27.58
Stationary	0.00	0.00	0.00	85.00
Steering Committee	0.00	0.00	0.00	149.90
Tax Preparation	0.00	0.00	0.00	500.00

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

11:44 AM
 11/01/22
 Accrual Basis

	Aug 22	Sep 22	Oct 22	TOTAL
Website	0.00	0.00	0.00	585.50
Other	0.00	0.00	0.00	284.66
Total Expense	98.02	459.36	1,135.05	10,914.30
Net Income	751.62	1,702.17	1.01	17,675.32

The OH Association
 Monthly Woo Commerce Report
 October 2022

	TOTAL			
	Qty	Amount	% of Sales	Avg Price
Service				
Annual Dues (Annual Dues)				
Adult (Annual Dues - Adult)	7	175.00	15.7%	25.00
Total Annual Dues (Annual Dues)	7.00	175.00	15.7%	25.00
Cabin Fee (Cabin Fee)				
Adult (Overnight Cabin Fee - Adult)	15	300.00	26.8%	20.00
Current Croo (Overnight Cabin Fee - Current Croo)	1	5.00	0.4%	5.00
Total Cabin Fee (Cabin Fee)	16.00	305.00	27.3%	19.06
Donation (Donation)				
Online/Website (Donation: Support The O.H.A.)	1	25.00	2.2%	25.00
Total Donation (Donation)	1.00	25.00	2.2%	25.00
Lifetime Dues (Lifetime Dues)	1	600.00	53.7%	600.00
Merchandise (Merchandise)				
Patch - OHA (O.H.A. Patch)	2	5.00	0.4%	2.50
Total Merchandise (Merchandise)	2.00	5.00	0.4%	2.50
Total Service	27.00	1,110.00	99.3%	41.11
Other Charges				
Shipping & Handling (Shipping & Handling)	1	7.50	0.7%	7.50
Total Other Charges	1	7.50	0.7%	7.50
TOTAL	28	1,117.50	100.0%	39.91