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**Orange Coast College Foundation  
Executive Brief**

July 21, 2020

The

July 8, 2020

TO: OCC Foundation Board of Directors

FROM: Doug Bennett, Executive Director

RE: Nordic Star

The OCC Foundation Marine Committee is recommending that the Foundation's motoryacht Nordic Star be listed for sale as discussed at their meeting of June 24 and at previous meetings.

The Nordic Star was donated to the OCC Foundation in December of 2011 by the Jerry Barto family of Newport Beach. Following the donation, the boat was extensively refitted and upgraded to meet the U.S. Coast Guard requirements for a license to hire, and the interior spaces were redecorated and upgraded to make them more contemporary.

The upgrades were made with two primary goals, making the boat suitable as an underway teaching platform for the college's growing Professional Mariners Program, and for the offering of a charter program that would provide experiences for OCC students and to generate revenue to subsidize the ongoing maintenance of the vessel.

To help with the upgrades to the vessel, the Harriet Pflieger Foundation provided over \$360,000 in grants to fund various improvement projects on the boat and a five-year grant of \$40,000 per year to fund a portion of the captain's salary beginning in 2017. The other upgrades for the vessel were funded from the sale of donated boats to the Foundation.

A full-time captain for the boat was hired in 2017 with his salary funded by the Pflieger Foundation annual grant of \$40,000, \$40,000 per year in OCC general fund dollars to support the boat's instructional program, and \$40,000 from charter fees and OCC Marine Program foundation funds.

The ongoing net cost of maintaining the boat is about \$100,000 per year after income from charter fees and the Pflieger grant.

The boat is used by OCC Professional Mariner Training classes and for day charters and for weekend and weeklong charters during the season. We have been unable to charter the boat since the beginning of the COVID-19 crisis in March.

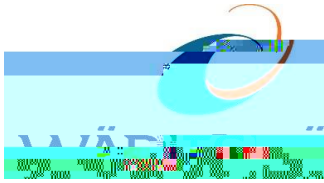
While the boat has been useful to the Professional Mariner program, it has not reached the level of use and value to the program we had initially hoped, and the ongoing maintenance costs are

The instructional challenges include its limited capacity for overnight trips and the fact that it is outfitted as a luxury yacht rather than an instructional boat. The instructors have found that it is more beneficial to charter boats that are better outfitted for instructional labs and have better overnight capabilities.

Based on staff recommendations, the boat will be listed with Jim Elliott of Northrop & Johnson's office in Newport Beach. The initial asking price will be in the \$1.4 - \$1.5 million range. Given the type of boat it is, and the luxury boat market staff estimates it could take anywhere from 90 days – 18 months to sell the vessel.

The proceeds from the sale will go back into the Marine operating fund and Marine Program endowment. Funds will then be used to support the Professional Mariner Training program and the general operations of the sailing and marine programs.

There have been preliminary discussions with donors who have boats that fit the Nordic Star role. Generally, major boat gifts of this magnitude evolve over a few months to a year. Separately, the new Director of Marine Programs, the chief faculty member in the Professional Mariner Program and the OCC Marine Science faculty will be initiating a scan of the market to assess what the cost would be to acquire a vessel that would be more appropriate to use in a lab environment for both programs.



Wartsila Voyage Solutions  
 751 North Drive Suite 9-12  
 Melbourne, FL 32934

Date: 9 July 2020  
 PC: ACD-TUS-C-00023  
 Q008

## Price Quotation - Simulation Facility for Orange Coast College

Full Mission Bridge- Complete	
Instructor Station	\$22,270
Full Mission Navigation Bridge	\$238,220
Services and Infrastructure	\$34,450
	\$294,940
NT Pro Multifunction Classroom (Radar/ECDIS)	\$48,600
<b>Full Simulation Complex Total</b>	<b>\$343,540</b>
OPTIONAL SMART SUPPORT EXTENDED Maintenance (5 Year Program)	\$67,500




Debriefing Station					
Briefing / Debriefing Software, graphic feedback system	TR-S-NTP4-INS-SW02	1	WVS	\$0	\$0
Video Monitors	65" LED	1	OCC		


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# NT Pro Multifunction Classroom (Radar/ECDIS)

Instructor Control and Monitoring





Orange Coast College Foundation

Overview of Key Deal Points for

2020-2025 OCC Foundation PepsiCo Sponsorship Agreement

Total Value \$427,500+ to Foundation Program over Five Years

x \$65,000 per year annual sponsorship fee

x \$6,000 per year in annual Flex Funds

x \$3,500 per year for OCC EGaming Program & Team

x \$3,000 per year to general scholarship fund

x \$3,000 per year in credits for Gatorade products for athletic sidelines

x \$2,000 per year to athletic scholarship fund

x \$2,000 per year for campus sustainability projects

x One-time scholarship contribution of \$1,000

x 400 free cases of product per year

x Commitment (i) 16.5 (4 (1,) 6) 0.7 (a) a6 (c) 5.5 (h Tc ) 5.5 (l) 7.7 5 (iTJ EMC /Lbl <</MCI