



**Board of Directors Meeting**  
**Tuesday, November 12, 2019 • 8:30 PM**  
**Conference Call**  
**Call In: 1-866-295-5950**  
**Code: 995-3717**

**MEETING AGENDA**

General Chair	Carol Olson
Adm Vice Chair	Jay Thiltgen
Senior Vice Chair	Open
Age Group Chair	Emma McEntarffer
Secretary	Jeffrey Nelson
Treasurer	Stefanie Martinez
Registration	Scot Sorensen
Finance Chair	Jason Hiley
Technical Chair	Jimmy Parmenter
Official Chair	Steve Marchitelli
Operational Risk	John Tysdal
Coaches' Rep	Sam Bach
Senior Athlete	Lauren Mayo
Junior Athlete	Martha Walstad
Safe Sport Ath Rep	Aidan Cho
Delegate At Large	Bruce Schomburg
Delegate At Large	Kerry Paup
Delegate At Large	Toby Rees
Delegate At Large	Brinker Harding
Executive Secretary	Betty Kooy

- 1. Welcome and Roll Call**
- 2. Declaration of Conflict of Interest Statement**
- 3. Review and Approve**
  - July 23, 2019 Meeting Minutes
- 4. Consent Agenda**
  - Executive Secretary Report
  - Registration Coordinator Report
  - Operational Risk Report
  - Officials Report
  - Safe Sport Report
- 4. New Business**
  - Financial Overview
  - All Star Athlete Fee Increase Proposal
  - MW Office and Leadership Succession Discussion
  - Board Manual with Updated Job Descriptions
  - Updated Redbook
- 5. Announcements/Information**
  - Safe Sport Winter Bash Party – December 28
    - Papillion LaVista High School Pool 2-4 PM
  - Next Meeting, Tuesday, January 14 – Conf Call 8:30p
- 6. Adjournment**

Midwestern Swimming strives to maximize opportunities  
 for growth and success through competitive swimming.

Midwestern Swimming Board of Directors Meeting Minutes

Tuesday 23 July 2019

Via Conference Call

**DRAFT**

DISTRIBUTION: posted to Midwestern Swimming website, mswim.org, and via email

CALL TO ORDER: Carol Olson, Midwestern Swimming General Chair, called the meeting to order at 8:35 PM.

ATTENDANCE:

General Chair	Carol Olson	Present
Administrative Vice Chair	Jay Thiltgen	Present
Senior Vice Chair	Mike Witt	Present
Age Group Chair	Sean Froemming	Absent
Secretary	Jeff Nelson	Present
Treasurer	Stefanie Martinez	Present
Registration	Scot Sorensen	Present
Finance Chair	Jason Hiley	Present
Technical Chair	Jimmy Parmenter	Present
Officials Chair	Betsy Purcell	Present
Operational Risk	Starre Haney	Present
Safe Sport Chair	Betsy Purcell	Present
Coaches' Representative	Sam Bach	Present
Safe Sport Representative	Aiden Cho	Present
Athlete Representative	Lauren Mayo	Present
Athlete Representative	Alana Palmer	Absent
Athlete Representative	Kaitlyn Witt	Absent
Athlete Representative	Kayden McCullough	Absent
Delegate At Large	Bruce Schomburg	Absent
Delegate At Large	Louie Balogh	Absent
Delegate At Large	Toby Rees	Absent
Delegate At Large	Brinker Harding	Absent
Diversity/Inclusion	Betsy Purcell	Present
Executive Secretary	Betty Kooy	Present
Elected Guest	Emma McEntaffer	Absent
Elected Guest	Marti Walstadt	Absent
Elected Guest	John Tysdal	Absent
Elected Guest	Keri Paup	Absent
Elected Guest	Steve Marchitelli	Present

AGENDA PREVIEW: Betty has one addition to the agenda, approval of the Olympic Trials volunteers.

DECLARATION OF CONFLICT OF INTEREST

Carol Olson read the following to the Board of Directors:

“Is any member aware of any conflict of interest, that is, of a personal interest or direct or indirect pecuniary interest, in any matter being considered by this meeting which should now be reported or disclosed or addressed under the Midwestern Swimming Conflict of Interest Policy?”

If a Board member determines there to be a conflict of interest at any point during the course of the meeting when a specific subject is being discussed and/or action is being taken, a declaration of a conflict of interest should be made at that time.

## MINUTES

The minutes of the previous meeting, held on 7 May 2019, were reviewed. A motion to approve the May minutes was made by Mike Witt. Second by Starre Haney. A vote was conducted with all in favor. The May minutes are APPROVED.

## CONSENT AGENDA

Motion to review and approve the Consent Agenda by Betsy Purcell. Second by Jimmy Parmenter. A vote to approve the Consent Agenda was had with all in favor. The Consent Agenda is APPROVED.

## NEW BUSINESS

### Trials Volunteers

Betty announced the MW Swimming volunteers who will help Arlene McDonald with the Olympic Trials. Volunteers include Sam Bach, Betsy Purcell, Kerry Paup, and John Tysdal. A vote of approval was asked for by Betty. The vote was had with all in favor of these volunteers.

### Financial Review by Jason Hiley

The Midwestern Swimming balance sheet is unchanged. YTD Profit and Loss Statement shows MW Swimming with a current \$10K loss, knowing that \$21K loss is budgeted. Budget vs Actual Statement shows nothing significant, as we are close to budget at this point in the year. The registration report indicates that registrations and splash fees are both down for the year. The lower income may need to be considered as we move forward. Swim year over swim year shows we are nearly even.

### Midwestern Swimming Fees

A committee consisting of Jimmy Parmenter, Bruce Schomburg, Jeff Nelson, Jay Thiltgen, and Betty Kooy has been working to update MW Swimming Fees. Jimmy introduced the proposed fee structure. Steve asked, "Are the increases enough?" Some discussion ensued. Carol reiterated the reality that facility fees are going up, especially at Fremont, UNL, and Common Ground. Betty reminded the group that the last fee increases were in September 2016. There is no date for implementation, but January 2020 is suggested. Sam asked, "Do clubs with meet bids already in place need to make changes?" Betty suggests no fee changes for meets already in place. Jimmy reminded the group that each host has some leeway in establishing the fee, depending on the facility cost. Sam suggests he doesn't want to overcharge. A motion to approve the new fee structure, with a January 2020 start date, was made by Jimmy Parmenter. Second by Sam. A vote was had with all in favor. The new fee structure is APPROVED. The new fee structure will be shared with the House of Delegates, for their information only.

### Midwestern Swimming Document Retention Policy

Carol and Betty have been meeting to discuss document retention. They have also consulted with Randy Julian, from USA Swimming, who leads Club Development. Banking documents need to be kept for 3 years. BOD and HOD minutes need to be kept permanently. Other documents have various retention requirements. Betsy asked, "Can documents be kept electronically? Do Bylaws require a hard copy?" Betty reminded the group of our obligation to follow the Sarbanes Oxley Act. Tax returns and Audits need to be retained forever. Most other documents need to be retained from 3-7 years. Betty has been burning old documents in her fireplace. Mike suggested a daily backup on the cloud. Betsy is accustomed to total redundancy in her profession, utilizing flash drives and hard drives. A motion to adopt the Document Retention Plan, and update this in the Policies and Procedures, was made by Betsy Purcell. Second by Mike. A vote was had with all in favor. The Document Retention Plan is APPROVED.

## ANNOUNCEMENTS/INFORMATION

Friday 27 September 2019 – Clinic for Coaches, Brownell Talbot, Brett Hawke is the speaker

Saturday 28 September 2019 – Board of Directors Meeting, Brownell Talbot, In Person

Sunday 29 September 2019 – House of Delegates Meeting, Brownell Talbot

Sunday 29 September 2019 – MW Awards Banquet, Brownell Talbot, Olympic Swimmer as guest speaker

Jimmy asked if a flyer could be prepared to distribute at MW Swim Championships. Jimmy has the Swanson Auditorium reserved for the coach's clinic and MW Awards, and the Upper School Library will be available for the HOD meeting. Jimmy asked again if MW Swimming would be willing to subsidize the coaches fee for attending the clinic and social gathering after the talk. Carol will work on the fee for coaches.

Carol reports that 11 have signed up for the convention in St Louis. Jay has reserved 2 vans to take folks to St Louis.

Starre Haney made a brief statement about each club being required to have an Emergency Action Plan (EAP), which is specific for their practice site. The Report of Occurrence should be available on mobile platforms soon.

Carol reports that APT is showing up on USA Swimming DeckPass. Certificates can be printed. The survey at the end of the training is required to complete APT.

MOTION TO ADJOURN: Starre Haney made the motion to adjourn. Second by Aiden Cho. Meeting adjourned at 9:22 PM.

RESPECTFULLY SUBMITTED: Jeff Nelson, Secretary

**Midwestern Swimming strives to maximize opportunities  
for growth and success through competitive swimming.**

## BOD Report

Executive Secretary

November 12, 2019

### Executive Secretary:

- **Sanctions/Meet Schedules**– The fall meets are posted and the meet flyers and event files are posted through December. Spring meet schedule is posted and meets will be posted when all the requirements are met (club registration, officials registration and certifications). Requests for meets for 2020-2021 have been received. Long Course Schedule has been posted (as tentative) and is dictated by Omaha Cup, Trials, and USA Swimming's end of season meets. Sanction committee will deal with summer meets in January after flyers, applications and fees are received. Tentative Short Course 2020-2021 will be posted soon.
- **MW Championship and Championship Challenge Meets** – The Area 2 Championship Challenge (Qualifier) Meet was awarded to Heartland Aquatics. The meet flyers for the Championship and Challenge meets will be posted when finalized. Qualifying times for Championships have been posted and have been entered into Team Unify.
- **MAAPP Reminder** – Our 18 and over athletes have to have a current APT on file.
- **Reimbursement Requests** – Requests for Sectional, Futures, and Juniors reimbursement have been processed. We processed \$28,850 for meets from December 2018 through August 2019. Deadline for filing for LC reimbursement was September 31. There were more athletes attending the Futures Meet than in previous years (proximity of the Des Moines location) making a difference between actual and budget.
- **Outreach Requests** – Outreach requests are being processed as received. We are reimbursing for facility fees as well as for event fees and splash fees. New forms are being used.
- **All Star Meet** – Coaches have nominated and voted for Head All Star Coach. Eric Samson will be serving as Head All Star coach. He will choose his staff. Hotel (Hampton Inn) has been booked for the meet. Emma McEntarffer will serve as team manager for the meet. Application for athletes will be posted soon.
- **CZ 2020 Diversity Camp** – Beloit, WI will be the site of the 2020 CZ Diversity Camp. Dates are June 4-7, 2020. Midwestern will be allowed two athletes, a diversity coordinator and a coach.
- **HS Season** – HS Season will start November 18, 2019. State meet is February 28-29, 2020. Midwestern will again observe Conference and State meets and several invitationals. Times from those meets will be entered into SWIMS for all athletes who are registered at the time of the swim. Again, clubs with HS swimmers have been and are reminded that the swimmers who are 18 and over must have a current APT on file to comply with MAAPP and for their times to be entered into SWIMS.
- **Trials** – The Local Organizing Committee had its first meeting on October 21. Several committees are self-recruiting volunteers now. Regular volunteer recruitment will begin in January.



To: MWS Board of Directors

From: Scot Sorensen, Membership/Registration Coordinator

Date: November 6, 2019

<i>Through November 5 of:</i>	2019	2018	Increase / Decrease
<b>Year-Round Clubs</b>	14	13	+1
<b>Year-Round Athletes - Renew</b>	690	755	- 65
<b>Year-Round Athletes - New</b>	343	387	- 44
<b>Seasonal Athletes – Renew</b>	0	0	0
<b>Seasonal Athletes - New</b>	0	0	0
<b>Flex Athletes – Renew</b>	28	22	+ 6
<b>Flex Athletes - New</b>	27	55	- 28
<b>Flex Athletes - Upgrade</b>	0	0	0
<b>Outreach Athletes - Renew</b>	16	25	- 9
<b>Outreach Athletes - New</b>	13	10	+ 3
<b>Athletes - Total</b>	1,117	1,254	- 137
<b>Transfers within MWS</b>	*	*	*
<b>NATH Members</b>	138	136	+ 2

**OBSERVATIONS:**

1. These early numbers in the registration year may not much meaning.
2. \* Transfer numbers reported in the past have been over-inflated. With the larger number of new athletes initially unattached from lacking proof of birth documentation, final club attachment then becomes a ‘transfer transaction’ in SWIMS once birth proof is provided. As there is no easy way to accurately monitor this number singularly or by trending, ***transfer transactions will no longer be routinely reported.***

**OTHER NEWS:**

1. All coaches must complete Concussion Protocol Training (CPT) and Coaches Advantage Training (CAT) by January 1, 2020. If either of these new safety requirements are incomplete by the deadline, these members will become non-coach, non-athlete members. All club registrars have been reminded of this mandate and should begin monitoring them for their coaching staff.
2. Athletes age 18 or over who have not completed APT will not have times uploaded into SWIMS beginning November 6, 2019.



MWS Officials Committee Report  
Tuesday, Nov 12th @ 8:30 pm

To the BOD:

We currently have 14 people as apprentices. We could always use more officials and need the coaches help in talking to their team about becoming an official.

The current count of Officials is:

AO: 21

ST: 49

SR: 13

DR: 26

The meet ref for the 2020 All Star Meet will be Betsy Purcell.

We are working on getting everyone that need recertification complete in the next 30 days. We have 2 DR left, 2 Starters and 10 S&T remaining.

I have one request for a new S&T Clinic and one request for deck ref clinic.

Our radios will need some work this year. We will need some more headsets and maybe one or two radios. We will need the funds to make this happen.

Thank you for your Support.

Stephen Marchitelli  
MW Officials Chair

Safe Sport  
Betsy Purcell  
Nov 9, 2019

Frist, we would like to congratulate Elkhorn Aquatics Club for achieving Safe Sport recognition. They join Sarpy County Swim Club as the only two in our LSC. Heartland Aquatics has started the process, and Marti Walstad is actively working on that. She has been in contact with Aidan Cho and myself looking for direction on a couple of items. They are also planning to have a table at their meet on Nov 23<sup>rd</sup> & 24<sup>th</sup>.

Safe Sport will also be hosting a pool party for anyone in the LSC during the Christmas / Winter break for students. The event will be December 28<sup>th</sup> at the Papillion LaVista High School Pool from 2-4. Siblings are welcome. The goal is to offer fun while promoting Safe Sport awareness throughout the LSC. We are open to sharing ideas, and possibly helping out in other areas for such an event, or at meets to hold their own tabling. It is a great way to remind our younger athletes and parents what Safe Sport is all about.

The Safe Sport Committee recently reminded coaches to be sure that their athletes turning 18 this winter should be reminded to complete their APT now. High School season can be pretty hectic. Times achieved after their 18<sup>th</sup> birthday would not upload to SWIMS unless that was done.



MW Operational Risk Report – 11/09/19

John Tysdal

The 2019 / 2020 Season is upon us and Operational Risk is everyone's responsibility and should be a focus in our LSC and in all of our Clubs. Please read this quick excerpt from the USA Swimming Operational Risk Manual:

“The objective of any athletic competition is to determine the winner. The goal of an athlete is to be that winner. The safety goal is to have no injuries or accidents during training and/or competition in seeking victory. Risk management focuses on achieving the goal of winning with minimal risk to athletes, coaches, officials and spectators in all USA Swimming activities.

A risk management/safety program must comprehensively cover all aspects of our sport including travel to and from the pool, in water activity, dryland training, locker room activity, team activities and avoidance of child predators (this concern is now addressed by Safe Sport). Obviously, a single person (Chair, Coordinator, Marshal, Coach, etc.) cannot be all places at all times. An important component of risk management/safety is raising awareness of all involved in our sport. Simply stated, education. When everyone looks out for safety, we can minimize the athlete's risk of harm during training and competition.

Most of our athletes are minors, not of legal age to consent to risk nor aware of the consequences of risky behaviors. As Administrators, Officials and Coaches we must have the high goal of protecting the athletes from known and unknown risks and from seen and unseen dangers. Our efforts must also protect all other participants, including competition spectators. Success is simply defined: Seeing everyone leave a swimming venue accident and injury free every time” (*This is from the USA Operational Risk Manual*).

I would like to bring this to mind and ask that we all work together to bring Operational Risk to the forefront of our daily thinking during practice, dryland activities and meets. I have a few items that I would like to bring into focus for the LSC this season and beyond.

The first would be to have ALL injuries reported that occur in our LSC. Our Clubs are not looked down at for reporting the injuries. We need to work as a Team to find the areas that need improvement or change to help our athletes to avoid injury all together in the first place. When we are able to review the occurrences we can see the patterns and move to fix them. USA Swimming has made it easy to report these issues with a Form that you can fill out from your Phone so there is no need to wait until later to report the incident.

Our Clubs should have an Operational Risk Coordinator or Champion to help further the importance of Operational Risk in our LSC. Our Club Operational Risk Coordinator / Champion should be informed of every safety incident, accident or injury involving any of the club's members or facilities and work with the coaches, parents, board, and meet management staff to ensure timely completion and submittal of the Report of Occurrence form. This then should also be reported to the LSC Operational Risk Chair to help find and see the patterns to help resolve and reduce Risk to the athletes, spectators and anyone else in our swimming community.

An Emergency Action Plan is a great way to help your Club be prepared for various things that may come up during practice or even meets. All Clubs should have an EAP and USA Swimming does provide a very nice Template that you can fill out. Once the EAP is completed it needs to be practiced and reviewed by Coaches, Swimmers and even the Facility that you use for practice or meets so that all parties are in the know and can react appropriately if the need arises to use the Emergency Action Plan.

The Meet Marshal Program is a vital part of Operational Risk and each club should have two (one male / one female) if not two male and two female Marshals available at each meet to help with Safety and MAPP compliance. USA Swimming has this to say about the role of the Meet Marshal:  
Athlete injuries occurring during competition warm ups can be reduced with coordination between Coaches, Meet Marshals and the Meet Referee. Meet Marshals have a broad range of authority, in concurrence with the Meet Referee to enforce an unsafe act, as outlined in the USA Swimming Rulebook: *102.19 MARSHALS - Shall wear identifying attire and enforce warm-up procedures and maintain order in the swimming venue. The marshal shall have full authority to warn or order to cease and desist, and, with the concurrence of the Referee, to remove, or have removed from the swimming venue anyone behaving in an unsafe manner or using profane or abusive language, or whose actions are disrupting the orderly conduct of the meet.*

The Club Operational Risk Coordinator / Champion and the LSC Operational Risk Chair are always available to help with anything that you may need to help establish a strong Meet Marshal program for your Club.

All Coaches need to be sure that they have certified all of their swimmers in racing starts. This is going to help your Club and the LSC provide a safe environment for all parties involved. Per USA Swimming: Effective May 1, 2009, USA Swimming's Board of Directors modified the racing start rule (103.2.2, which provides that racing starts should only be taught in at least six feet of water) to further clarify that racing starts should only be taught under the direct supervision of a USA Swimming member coach, and to expand the definition of teaching racing starts to make clear that no swimmer who has not been certified as proficient by his or her coach in performing racing starts proficiently should be performing racing starts into less than six feet of water.

The certification process is described on the Racing Start Certification Checklist as approved by the Board. The document requires that for swimmer age 10 years and under or swimmers with less than one year of experience, the coach must certify that the swimmer has been trained according to the progression set forth on the form. For older or more experienced swimmer, the checklist requires the coach to certify appropriate skill level based on the coach's observation. The required certification is based on the coach's professional judgment and must be recorded in writing for each swimmer. **Failure to have the proper documentation on file with the Club can cause a lack of insurance coverage and will put the Club, the LSC and USA Swimming in a bad position.**

Together we can make Operational Risk an important part of our LSC and our Member Clubs. The Operational Risk Chair is always available to answer questions and will work with your Operational Risk Coordinator / Champion to bolster your current programs.

# Midwestern Swimming, Inc.

## BALANCE SHEET

As of November 8, 2019

	TOTAL
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
102 Wells Fargo	132,842.51
122 Savings Wells Fargo	65,091.04
124 CD FNBO	102,834.84
129 PayPal Account	0.00
Bill.com Money Out Clearing	1,107.06
<b>Total Bank Accounts</b>	<b>\$301,875.45</b>
Accounts Receivable	
1200 Accounts Receivable	0.00
<b>Total Accounts Receivable</b>	<b>\$0.00</b>
Other Current Assets	
119 close out of investments	0.00
410 Kirkpatrick Pettis	0.00
412 American Express	0.00
414 Dain Rauscher	0.00
Payroll Refunds	0.00
<b>Total Other Current Assets</b>	<b>\$0.00</b>
<b>Total Current Assets</b>	<b>\$301,875.45</b>
Fixed Assets	
181 Depreciation	0.00
<b>Total Fixed Assets</b>	<b>\$0.00</b>
<b>TOTAL ASSETS</b>	<b>\$301,875.45</b>
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 Accounts Payable	0.00
<b>Total Accounts Payable</b>	<b>\$0.00</b>
Credit Cards	
204 Credit Card - Kooy, Betty	0.00
209 Credit Card - Scot Sorensen	0.00
<b>Total Credit Cards</b>	<b>\$0.00</b>
Other Current Liabilities	
201 Prepaid USS Registrations	37,384.00
211 Accrued PR Taxes	967.44
301 Payroll Tax	0.00
Direct Deposit Payable	0.00
<b>Total Other Current Liabilities</b>	<b>\$38,351.44</b>
<b>Total Current Liabilities</b>	<b>\$38,351.44</b>
<b>Total Liabilities</b>	<b>\$38,351.44</b>

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	TOTAL
Equity	
3000 Opening Bal Equity	0.00
3900 Retained Earnings	255,265.49
Net Income	8,258.52
<b>Total Equity</b>	<b>\$263,524.01</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$301,875.45</b>

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# Midwestern Swimming, Inc.

## PROFIT AND LOSS

January 1 - November 8, 2019

	TOTAL
Income	
420 Interest Income	60.31
421 All Star Meet	10,592.40
423 Zone Meet	7,263.82
425 Officials Income	954.51
431 MWS LSC Long Course	29,572.00
432 MWS LSC Short Course	27,626.75
441 MWS Sanction Fee	3,655.40
442 MWS Splash Fee	69,489.35
451 USS Athlete Membership	62,960.00
451.1 Athlete-Premium	42,110.00
451.2 Athlete-Seasonal	29,680.00
451.3 Athlete-Flex	1,280.00
451.4 Athlete-Outreach	445.00
<b>Total 451 USS Athlete Membership</b>	<b>136,475.00</b>
452 USS Nonathlete Members	14,290.00
453 USS Club Memberships	4,200.00
489 LSC Awards Banquet Income	1,956.66
495 Miscellaneous Income	2,145.00
<b>Total Income</b>	<b>\$308,281.20</b>
GROSS PROFIT	<b>\$308,281.20</b>
Expenses	
4000 Reconciliation Discrepancies	272.00
521 All Star Meet Exp	19,186.54
523 Zone Meet Exp	18,227.03
526 Diversity Support	
526.1 Outreach Meet Support	2,317.24
526.2 Diversity Camp/Meet	4,989.47
<b>Total 526 Diversity Support</b>	<b>7,306.71</b>
527 Safe Sport	100.00
531 MWS LSC LongCourse	30,604.11
532 MWS LSC ShortCourse	35,932.92
541 Athlete Reimbursement	
541.1 Sectional & Sr. Zone Reimburse	14,000.10
541.2 Grand Prix Reimb	6,850.00
541.3 Nationals & Jr. Nationals	7,600.00
<b>Total 541 Athlete Reimbursement</b>	<b>28,450.10</b>
551 USS Athlete Registration	52,715.00
551.1 Athlete-Premium	29,824.00
551.3 Athlete-Flex	130.00
551.4 Athlete-Outreach	55.00
<b>Total 551 USS Athlete Registration</b>	<b>82,724.00</b>
552 USS NonAthlete Reg	6,788.00

	TOTAL
553 USS Club Registrations	630.00
554 Club Rebates	1,725.00
566 Insurance	306.00
568 Service Charge	29.50
569 Returned Checks	10.00
571 Administration	2,174.72
571.1 Admin - Professional Fees	9,129.16
<b>Total 571 Administration</b>	<b>11,303.88</b>
572 Office Supplies	22.45
573 Admin Internet	611.21
574 Admin Phone	559.32
576 Admin Travel/Training	
576.1 Admin Travel-Mileage Reimburse	394.40
<b>Total 576 Admin Travel/Training</b>	<b>394.40</b>
577 National Convention	445.12
577.1 Registration	2,160.00
577.2 Travel & Hotel	5,920.66
577.3 Meals & Incidentals	2,793.47
<b>Total 577 National Convention</b>	<b>11,319.25</b>
578 Officials Expense	2,174.11
578.2 Meet Costs	3,489.56
578.3 Officials Reimbursement	1,749.91
<b>Total 578 Officials Expense</b>	<b>7,413.58</b>
579 USA Swim Conference Expenses	2,559.28
581 Exec Secretary - Wage	17,304.20
582 Payroll Taxes	1,323.77
589 LSC Awards Banquet	
589.1 Banquet	3,840.67
589.2 Awards	5,876.84
<b>Total 589 LSC Awards Banquet</b>	<b>9,717.51</b>
590 Coaches Clinic	1,361.12
595 Miscellaneous Expense	3,690.03
596 BOD Meeting Expenses	150.77
Unapplied Cash Bill Payment Expense	0.00
<b>Total Expenses</b>	<b>\$300,022.68</b>
<b>NET OPERATING INCOME</b>	<b>\$8,258.52</b>
<b>NET INCOME</b>	<b>\$8,258.52</b>

# Midwestern Swimming, Inc.

## BUDGET VS. ACTUALS: 2019 BUDGET - FY19 P&L

January - December 2019

		TOTAL		
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Income</b>				
420 Interest Income	60.31	55.00	5.31	109.65 %
421 All Star Meet	10,592.40	10,500.00	92.40	100.88 %
423 Zone Meet	7,263.82	8,650.00	-1,386.18	83.97 %
425 Officials Income	954.51		954.51	
431 MWS LSC Long Course	29,572.00	30,500.00	-928.00	96.96 %
432 MWS LSC Short Course	27,626.75	30,400.00	-2,773.25	90.88 %
441 MWS Sanction Fee	3,655.40	2,600.00	1,055.40	140.59 %
442 MWS Splash Fee	69,489.35	81,700.00	-12,210.65	85.05 %
442.1 Splash Fee - SC Championships		4,300.00	-4,300.00	
442.2 Splash Fee - LC Championships		4,000.00	-4,000.00	
<b>Total 442 MWS Splash Fee</b>	<b>69,489.35</b>	<b>90,000.00</b>	<b>-20,510.65</b>	<b>77.21 %</b>
451 USS Athlete Membership	62,960.00	195,500.00	-132,540.00	32.20 %
451.1 Athlete-Premium	42,110.00		42,110.00	
451.2 Athlete-Seasonal	29,680.00		29,680.00	
451.3 Athlete-Flex	1,280.00		1,280.00	
451.4 Athlete-Outreach	445.00		445.00	
<b>Total 451 USS Athlete Membership</b>	<b>136,475.00</b>	<b>195,500.00</b>	<b>-59,025.00</b>	<b>69.81 %</b>
452 USS Nonathlete Members	14,290.00	20,500.00	-6,210.00	69.71 %
453 USS Club Memberships	4,200.00	6,400.00	-2,200.00	65.63 %
489 LSC Awards Banquet Income	1,956.66	1,800.00	156.66	108.70 %
490 Coaches Clinic Income		5,500.00	-5,500.00	
495 Miscellaneous Income	2,145.00		2,145.00	
<b>Total Income</b>	<b>\$308,281.20</b>	<b>\$402,405.00</b>	<b>\$ -94,123.80</b>	<b>76.61 %</b>
<b>GROSS PROFIT</b>	<b>\$308,281.20</b>	<b>\$402,405.00</b>	<b>\$ -94,123.80</b>	<b>76.61 %</b>
<b>Expenses</b>				
4000 Reconciliation Discrepancies	272.00		272.00	
521 All Star Meet Exp	19,186.54	19,750.00	-563.46	97.15 %
523 Zone Meet Exp	18,227.03	19,100.00	-872.97	95.43 %
524 Other Age Group Expense		8,000.00	-8,000.00	
526 Diversity Support		10,000.00	-10,000.00	
526.1 Outreach Meet Support	2,317.24		2,317.24	
526.2 Diversity Camp/Meet	4,989.47		4,989.47	
<b>Total 526 Diversity Support</b>	<b>7,306.71</b>	<b>10,000.00</b>	<b>-2,693.29</b>	<b>73.07 %</b>
527 Safe Sport	100.00	400.00	-300.00	25.00 %
528 Athlete Leadership Committee		500.00	-500.00	
531 MWS LSC LongCourse	30,604.11	32,700.00	-2,095.89	93.59 %
532 MWS LSC ShortCourse	35,932.92	32,600.00	3,332.92	110.22 %
541 Athlete Reimbursement		25,000.00	-25,000.00	
541.1 Sectional & Sr. Zone Reimburse	14,000.10		14,000.10	
541.2 Grand Prix Reimb	6,850.00		6,850.00	

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
541.3 Nationals & Jr. Nationals	7,600.00		7,600.00	
<b>Total 541 Athlete Reimbursement</b>	<b>28,450.10</b>	<b>25,000.00</b>	<b>3,450.10</b>	<b>113.80 %</b>
551 USS Athlete Registration	52,715.00	172,000.00	-119,285.00	30.65 %
551.1 Athlete-Premium	29,824.00		29,824.00	
551.3 Athlete-Flex	130.00		130.00	
551.4 Athlete-Outreach	55.00		55.00	
<b>Total 551 USS Athlete Registration</b>	<b>82,724.00</b>	<b>172,000.00</b>	<b>-89,276.00</b>	<b>48.10 %</b>
552 USS NonAthlete Reg	6,788.00	18,000.00	-11,212.00	37.71 %
553 USS Club Registrations	630.00	2,240.00	-1,610.00	28.13 %
554 Club Rebates	1,725.00	1,000.00	725.00	172.50 %
566 Insurance	306.00	325.00	-19.00	94.15 %
568 Service Charge	29.50		29.50	
569 Returned Checks	10.00		10.00	
571 Administration	2,174.72	1,550.00	624.72	140.30 %
571.1 Admin - Professional Fees	9,129.16	10,500.00	-1,370.84	86.94 %
<b>Total 571 Administration</b>	<b>11,303.88</b>	<b>12,050.00</b>	<b>-746.12</b>	<b>93.81 %</b>
572 Office Supplies	22.45	300.00	-277.55	7.48 %
573 Admin Internet	611.21	600.00	11.21	101.87 %
574 Admin Phone	559.32	850.00	-290.68	65.80 %
575 Admin Postage		50.00	-50.00	
576 Admin Travel/Training		400.00	-400.00	
576.1 Admin Travel-Mileage Reimburse	394.40	800.00	-405.60	49.30 %
<b>Total 576 Admin Travel/Training</b>	<b>394.40</b>	<b>1,200.00</b>	<b>-805.60</b>	<b>32.87 %</b>
577 National Convention	445.12	15,300.00	-14,854.88	2.91 %
577.1 Registration	2,160.00		2,160.00	
577.2 Travel & Hotel	5,920.66		5,920.66	
577.3 Meals & Incidentals	2,793.47		2,793.47	
<b>Total 577 National Convention</b>	<b>11,319.25</b>	<b>15,300.00</b>	<b>-3,980.75</b>	<b>73.98 %</b>
578 Officials Expense	2,174.11	6,000.00	-3,825.89	36.24 %
578.2 Meet Costs	3,489.56		3,489.56	
578.3 Officials Reimbursement	1,749.91		1,749.91	
<b>Total 578 Officials Expense</b>	<b>7,413.58</b>	<b>6,000.00</b>	<b>1,413.58</b>	<b>123.56 %</b>
579 USA Swim Conference Expenses	2,559.28	3,500.00	-940.72	73.12 %
580 Exec Sec Support Wages		21,750.00	-21,750.00	
581 Exec Secretary - Wage	17,304.20		17,304.20	
582 Payroll Taxes	1,323.77		1,323.77	
589 LSC Awards Banquet		6,000.00	-6,000.00	
589.1 Banquet	3,840.67		3,840.67	
589.2 Awards	5,876.84		5,876.84	
<b>Total 589 LSC Awards Banquet</b>	<b>9,717.51</b>	<b>6,000.00</b>	<b>3,717.51</b>	<b>161.96 %</b>
590 Coaches Clinic	1,361.12	14,000.00	-12,638.88	9.72 %
595 Miscellaneous Expense	3,690.03	500.00	3,190.03	738.01 %
596 BOD Meeting Expenses	150.77		150.77	
Unapplied Cash Bill Payment Expense	0.00		0.00	
<b>Total Expenses</b>	<b>\$300,022.68</b>	<b>\$423,715.00</b>	<b>\$ -123,692.32</b>	<b>70.81 %</b>
<b>NET OPERATING INCOME</b>	<b>\$8,258.52</b>	<b>\$ -21,310.00</b>	<b>\$29,568.52</b>	<b>-38.75 %</b>



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		TOTAL		
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
NET INCOME	<b>\$8,258.52</b>	<b>\$ -21,310.00</b>	<b>\$29,568.52</b>	<b>-38.75 %</b>

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Proposal for All Star 2020 Athlete Costs

Budgeted Income - \$10,710.00 (\$178.50 per athlete)

Number of Athletes – 60

Cost for PayPal – 2.5%

Recommend - \$180.00 (\$4.50 to PayPal)

The \$180.00 won't quite cover the PayPal cost, but we don't want to increase the cost to the athlete much more than \$5.00 (was \$175.00 in 2019; \$170 in 2018).