

Ohio Swimming, Inc. Board of Directors Meeting

Conference Call – December 17, 2017 8:00 pm

513-275-6543 (no PIN) or via computer: www.uberconference.com/ohioswim

APPROVED MINUTES

1. Call to Order and Roll Call 8:02 PM

| BOD members: | | BOD Members: | | BOD Members: | |
|-------------------------------------|---|--|---|---|---|
| General Chair – David Back | x | Senior Athlete Rep – Kierstyn Cassidy | x | Safety Coordinator – John Pristash | x |
| Admin Vice Chair – Anne Lawley | | Junior Athlete Rep – Katrina Kanzari | x | Sanctioning Chair – Anissa Kanzari | x |
| Senior Vice Chair - Norman Wright | x | Ath Rep (C) – Annie McNenny | | Disability Swimming Chair – Jim Peterfish | |
| Age Group Vice Chair – Chad Rehkamp | x | Ath Rep (NW) – Chloe Kaminski | | Officials Chair – Pam Birnbrich | x |
| Secretary – Mark Johnson | | Ath Rep (SW-D) – Luke Knopf | | Technical Planning Chair – Todd Billhimer | |
| Treasurer – Joe Waller | x | Ath Rep (SW-C) – Lucy Callard | x | Safe Sport Chair – Mike Yeager | x |
| Coaches Chair – Kris Moellenberg | x | | | Diversity/Inclusion – Terry Anchrum | |
| Coaches Rep – tbd | | | | | |
| | | | | | |
| Committee members: | | | | | |
| Chip Carrigan – Open Water | x | Erin Schwab - Office - | | Kristi Princell - Finances | |
| Brent Peaden - Zone | x | Jr NW - Brady Ireland | | Jr Central - Bridget Parker | |
| Jr Dayton - Peyton Farrell | | Jr Cincinnati - Angelika Georgostathis | | | |
| | | | | | |

2. Approve Agenda - Agenda **APPROVED**

3. Consent agenda

- a. Adoption of November 2017 minutes – Minutes **APPROVED**

4. Board Reports

- a. Athlete Representatives – No Report
- b. General Chair – No Report
- c. Admin Vice Chair – No Report
- d. Senior Vice Chair – No Report
- e. Age Group Vice Chair – No Report
- f. Treasurer – Attached
 - Deficit due to late payments of teams paying membership payments.
 - Joe will convene the financial committee meeting after the holidays to discuss Olympic travel fund excess.
- g. Coach Representatives – No Report
- h. Operational Risk Coordinator – Attached
- i. Sanctioning – No Report
- j. Disability Coordinator - No Report
- k. Officials Chair – Attached
- l. Technical Planning Chair – No Report
- m. Safe Sport – No Report
- n. Diversity and Inclusion – No Report

5. Committee Reports

- a. Membership/Registration – No Report
- b. Times/Records – No Report
- c. Open Water – No Report
- d. Outreach Coordinator – No Report
- e. Zone Team Coordinator – No Report

6. Old Business

7. New Business

- a. Transfers

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APPROVED MINUTES

- Need to get the word out about how to properly transfer athletes correctly.
 - There were a lot of issues at the Mako's invite with swimmers having to swim unattached because they transfer was not properly done.
 - Webinar or more detailed web instructions maybe coming.
- b. Backstroke ledges
- Need to start certifying athletes in backstroke ledge starts in the near future.
 - Propose that we purchase one ledge to each club. Not sure on model or pricing to purchase.
 - Discuss in detail at the next meeting.
- c. Banquet and HOD on same weekend.
- Anne has concerns having banquet and HOD on same weekend due to March being a Championship month.
 - Would like to move this to May to have more time to plan for HOD. If this doesn't align with the banquet then so be it.
- d. Discuss Auditors review report.
- Reconciles what we have been discussing through the year and at HOD.
 - Motion to accept review passed.
8. Announcements
- a. Sounds like the general consensus is that the suit issue for younger swimmers will potentially come up short on any clear direction.
9. Next BOD Meetings – Sunday December 17 2017 8 pm.
10. Adjournment at 8:43 PM.



FINANCIAL STATEMENTS - MODIFIED CASH BASIS
For the Years Ended
August 31, 2017 and 2016

Ohio Swimming, Inc.

TABLE OF CONTENTS

| | |
|---|---|
| Review Engagement Report..... | 1 |
| Statements of Revenues, Disbursements, and Changes in Net Assets - Modified Cash Basis..... | 2 |
| Notes to Financial Statements..... | 3 |



INDEPENDENT ACCOUNTANTS' REVIEW REPORT

To the Board of Directors of
Ohio Swimming, Inc.
Oxford, Ohio

We have reviewed the accompanying financial statement of Ohio Swimming, Inc. (a nonprofit organization) which includes the statement of revenues, disbursements, and changes in net assets - modified cash basis and the related notes to the financial statement for the year ended August 31, 2017. A review includes primarily applying analytical procedures to management's financial data and making inquiries of management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the financial statement as a whole. Accordingly, we do not express such an opinion.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statement in accordance with the modified cash basis of accounting; this includes determining that the modified cash basis of accounting is an acceptable basis for the preparation of financial statements in the circumstances. Management is also responsible for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement whether due to fraud or error.

Accountants' Responsibility

Our responsibility is to conduct the review engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the American Institute of Certified Public Accountants. Those standards require us to perform procedures to obtain limited assurance as a basis for reporting whether we are aware of any material modifications that should be made to the financial statements for them to be in accordance with the modified cash basis of accounting. We believe that the results of our procedures provide a reasonable basis for our conclusion.

Accountants' Conclusion

Based on our review, we are not aware of any material modifications that should be made to the accompanying August 31, 2017 financial statement in order for it to be in accordance with the modified cash basis of accounting, as described in Note B.

Basis of Accounting

We draw attention to Note B of the financial statements, which describes the basis of accounting. The financial statements are prepared on the modified cash basis of accounting, which is a basis of accounting other than accounting principles generally accepted in the United States of America. Our conclusion is not modified with respect to that matter.

Report on August 31, 2016 Financial Statements

The statement of revenues, disbursements, and changes in net assets - modified cash basis for the year ended August 31, 2016 was audited by us, and we expressed an unmodified opinion on it in our report dated December 7, 2016. We have not performed any auditing procedures since that date.

Kirsch CPA Group, LLC
October 25, 2017

Ohio Swimming, Inc.
Statements of Revenues, Disbursements, and Changes in Net Assets - Modified Cash Basis
For the Years Ended August 31, 2017 and 2016

| | 2017 - unaudited | | | 2016 - audited | | |
|--|-------------------------|-------------------|-------------------|-------------------------|-------------------|-------------------|
| | Cash & Cash Equivalents | Investments | Total Net Assets | Cash & Cash Equivalents | Investments | Total Net Assets |
| CASH RECEIPTS | | | | | | |
| Membership Dues | \$ 66,741 | \$ 0 | \$ 66,741 | \$ 102,162 | \$ 0 | \$ 102,162 |
| Donations | 1,059 | 0 | 1,059 | 0 | 0 | 0 |
| Camp and Clinic Income | 13,296 | 0 | 13,296 | 0 | 0 | 0 |
| Other Income | 16,239 | 0 | 16,239 | 10,729 | 0 | 10,729 |
| Zone Team Income | 64,250 | 0 | 64,250 | 71,680 | 0 | 71,680 |
| Interest and Dividend Income | 156 | 11,223 | 11,379 | 61 | 12,679 | 12,740 |
| Sanctions & Meet Revenue | 179,190 | 0 | 179,190 | 181,338 | 0 | 181,338 |
| TOTAL CASH RECEIPTS | 340,931 | 11,223 | 352,154 | 365,970 | 12,679 | 378,649 |
| CASH DISBURSEMENTS | | | | | | |
| Accounting fees | 9,290 | 0 | 9,290 | 7,490 | 0 | 7,490 |
| Legal fees | 5,604 | 0 | 5,604 | 0 | 0 | 0 |
| Supplies & Chair Exp. Reimbursements | 22,574 | 0 | 22,574 | 31,273 | 0 | 31,273 |
| Senior Circuit | 9,000 | 0 | 9,000 | 9,000 | 0 | 9,000 |
| Conventions and Clinics | 63,696 | 0 | 63,696 | 44,166 | 0 | 44,166 |
| Awards | 16,986 | 0 | 16,986 | 14,503 | 0 | 14,503 |
| Background Checks | 1,997 | 0 | 1,997 | 1,310 | 0 | 1,310 |
| Travel | 11,770 | 0 | 11,770 | 26,100 | 0 | 26,100 |
| Zone Team Expenses | 80,585 | 0 | 80,585 | 82,371 | 0 | 82,371 |
| Facilities Fees | 62,000 | 0 | 62,000 | 47,026 | 0 | 47,026 |
| Payroll Expenses | 76,024 | 0 | 76,024 | 75,851 | 0 | 75,851 |
| Outreach | 21,159 | 0 | 21,159 | 11,977 | 0 | 11,977 |
| Miscellaneous | 12,108 | 0 | 12,108 | 6,569 | 0 | 6,569 |
| TOTAL CASH DISBURSEMENTS | 392,793 | 0 | 392,793 | 357,636 | 0 | 357,636 |
| INTER FUND TRANSFERS | | | | | | |
| Purchase/(Redemption) of Investments, Net | 30,301 | (30,301) | 0 | (89,686) | 89,686 | 0 |
| TOTAL INTER FUND TRANSFERS | 30,301 | (30,301) | 0 | (89,686) | 89,686 | 0 |
| TOTAL INCR. OR DECR. FOR THE YEAR | (21,561) | (19,078) | (40,639) | (81,352) | 102,365 | 21,013 |
| BALANCE, BEGINNING OF YEAR - UNRESTRICTED | (12,308) | 408,412 | 396,104 | 69,044 | 306,047 | 375,091 |
| BALANCE, END OF YEAR - UNRESTRICTED | \$ (33,869) | \$ 389,334 | \$ 355,465 | \$ (12,308) | \$ 408,412 | \$ 396,104 |

(Fair Value: \$412,981)

(Fair Value: \$410,681)

See accompanying notes and independent accountants' review report.

Ohio Swimming, Inc.
Notes to Financial Statements
August 31, 2017 and 2016

NOTE A - GENERAL INFORMATION

Ohio Swimming, Inc. (the Organization) is a not-for-profit organization formed for the education, instruction, and training of all individuals. Its purpose is to develop and improve individual capabilities in the sport of swimming for swimmers of all ages and abilities in accordance with the standards and the rules prescribed by the Federation Internationale de Natation Amateur, USA Swimming, and Ohio Swimming, Inc. It services primarily Northern Kentucky and Ohio.

The Organization receives its revenue primarily from membership dues charged to its members as well as monies received from participation fees charged at various swim meets.

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting

The financial statements of the Organization have been prepared on the modified cash basis of accounting, which is a comprehensive basis of accounting other than accounting principles generally accepted in the United States of America. Such basis differs from the accrual basis of accounting in that it provides for the recognition of revenues and other receipts when received rather than when earned and the recognition of expenses and other outlays when disbursed rather than when incurred. Modifications to the cash basis of accounting result from management's decision to record investments as assets in these financial statements instead of cash expenditures. In addition, cash received by the Organization for membership dues that are payable to USA Swimming are treated as an agency transaction, and this activity does not flow through the statements of revenues, disbursements, and changes in net assets – modified cash basis.

Use of Estimates

The preparation of financial statements requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Cash and Cash Equivalents

The Organization considers all short-term investments with original maturities of three months or less to be cash equivalents.

Cash balance of (\$33,869) at August 31, 2017 represents outstanding checks in excess of the bank balance of \$9,870 (2016 cash balance of (\$12,308) represents outstanding checks in excess of the bank balance of \$35,068).

Investments

Investments are reported at cost basis, and are comprised of mutual funds and common stock. Interest, dividends and capital gain distributions are reported on the statements of revenues, disbursements, and changes in net assets – modified cash basis. Unrealized gains and losses are not included in the financial statements. The fair market value of the investments is \$412,981 at August 31, 2017 (August 31, 2016 - \$410,681). If the investments were reported at fair value, the investment balance at August 31, 2017 would increase by \$23,647 (2016 – increase by \$2,269).

Ohio Swimming, Inc.
Notes to Financial Statements
August 31, 2017 and 2016

Income Taxes

The Organization is exempt from federal income tax under the provisions of Internal Revenue Code Section 501(c)(3) and does not currently conduct any activities that would result in the imposition of the unrelated business income tax. The Internal Revenue Service has determined that the Organization qualifies for the charitable contribution deduction under Section 170(b)(1)(A) and has been classified as an organization that is not a private foundation under Section 509(a)(2).

Uncertain Tax Positions

Accounting standards require management to evaluate tax positions taken by the Organization and recognize a tax liability if the Organization has taken an uncertain position that more likely than not would fail to be sustained upon examination by the Internal Revenue Service. As discussed above, the Organization is exempt from federal income taxes and management believes the Organization has not engaged in any activities that would disqualify it from tax-exempt status or incur a tax obligation for the years ended August 31, 2017 and 2016. The Organization believes their estimates are appropriate based on current facts and circumstances. The Organization is subject to routine audits by taxing jurisdictions; however, there are currently no audits for any tax periods in progress. The Organization believes it is no longer subject to income tax examinations for years ended prior to August 31, 2013. The Organization's policy with regard to interest and penalty, if incurred, is to recognize interest through interest expense and penalties through miscellaneous expenses.

Net Assets

The Organization is required to report net assets according to three classes: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets.

Unrestricted net assets are not subject to donor-imposed stipulations and are available for general operations of the organization.

Contributions of cash are temporarily restricted support if they are received with donor stipulations that limit the use of the donated asset to a specific time period or purpose. Contributions that are restricted by the donor are reported as an increase in unrestricted net assets if the restriction expires in the reporting period in which the contribution is received.

All other donor-restricted contributions are reported as an increase in temporarily or permanently restricted net assets, depending on the nature of the restriction.

When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statements of revenues, disbursements, and changes in net assets – modified cash basis as net assets released from restrictions.

Permanently restricted net assets would result from donor-imposed restrictions that limit the use of net assets in perpetuity.

At August 31, 2017, unrestricted net assets were \$355,465 (August 31, 2016 - \$396,104). The Board has designated \$28,000 for 2020 Olympic funds at August 31, 2017 and 2016. There were no temporarily or permanently restricted net assets as of August 31, 2017 and 2016.

Ohio Swimming, Inc.
Notes to Financial Statements
August 31, 2017 and 2016

Advertising Costs

Advertising costs are expensed as incurred.

Subsequent Events

In preparing these financial statements, the Organization has evaluated events and transactions for potential recognition or disclosure through October 25, 2017, the date the financial statements were available to be issued. The Organization has determined that there were no subsequent events that would require disclosure or adjustment to the accompanying financial statements.

NOTE C - INVESTMENTS

The cost basis of investments as of August 31, 2017 and 2016 are as follows:

| | 2017 | 2016 |
|-----------------------------|-------------------|-------------------|
| Balance Fund | \$ 60,465 | \$ 58,309 |
| Growth and Income Fund | 118,186 | 113,273 |
| Capital Income Builder Fund | 70,381 | 68,071 |
| Income Fund of America | 70,918 | 68,749 |
| Money Market Mutual Fund | 68,325 | 100,010 |
| Common Stock | 1,059 | - |
| Total Cost Basis | <u>\$ 389,334</u> | <u>\$ 408,412</u> |

The Organization has the ability to borrow money from its investment accounts. At August 31, 2017, the Organization had an approved credit balance of approximately \$171,000 (August 31, 2016 - approximately \$155,500), but the actual amount the Organization is eligible to borrow could differ from the approved credit balance based on changes to the investment account balance. The interest rate on any borrowing is 5.50% (August 31, 2016 - 5.25%). At August 31, 2017 and 2016, there were no amounts drawn on this loan account.

NOTE D - RELATED PARTY TRANSACTIONS

The Organization collects membership dues from individuals and families who wish to become members of Ohio Swimming and its national affiliate USA Swimming. Ohio Swimming paid \$453,999 to USA Swimming for USA Swimming's portion of membership revenue collected for the year ended August 31, 2017 (August 31, 2016 - \$420,255). These amounts are treated as agency transactions and, therefore, are not included in cash receipts or cash disbursements on the statement of revenues, disbursements, and changes in net assets – modified cash basis. There are no amounts owing to USA Swimming at August 31, 2017 or 2016.

NOTE E - CONCENTRATIONS, RISKS AND UNCERTAINTIES

The Organization maintains cash balances at one financial institution. The cash balances in a financial institution during the year may exceed the \$250,000 amount insured by the Federal Deposit Insurance Corporation (FDIC). At August 31, 2017 and 2016, the Organization's cash was below the threshold of the FDIC insurance limits.

Ohio Swimming, Inc.
Notes to Financial Statements
August 31, 2017 and 2016

The Organization invests in various mutual funds and common stock. Mutual funds and common stock are exposed to various risks such as interest rate, market, and credit risks.

NOTE F - FUNCTIONAL EXPENSES

Cash disbursements are shown on the statements of revenues, disbursements, and changes in net assets – modified cash basis based on their natural expense classification. Where identifiable, costs are charged directly to the program for which they are incurred. Costs that benefit more than one program are allocated among those programs by management based upon estimated program usage or consumption. Cash disbursements are as follows:

| | 2017 | 2016 |
|--|-------------------|-------------------|
| Program Services (Awards, Travel, Meet Facilities) | \$ 276,768 | \$ 236,452 |
| Member Services | 55,727 | 55,604 |
| General Management | 60,298 | 65,580 |
| | <u>\$ 392,793</u> | <u>\$ 357,636</u> |

General Management consists of the following:

| | 2017 | 2016 |
|------------------|------------------|------------------|
| Accounting Fees | \$ 9,290 | \$ 7,490 |
| Legal Fees | 5,604 | - |
| Payroll Expenses | 20,297 | 20,248 |
| Supplies | 12,999 | 31,273 |
| Miscellaneous | 12,108 | 6,569 |
| | <u>\$ 60,298</u> | <u>\$ 65,580</u> |

Officials Chair Report

Board of Directors Meeting

December 2017

1. Sub-committee Updates

- a. *Stroke & Turn* certification documents are complete; updates to Session by Session guidance documents were introduced at Fall Clinics.
- b. *Admin Official* certification documents and checklists have been updated and re-introduced at Fall Clinics. *Admin Referee* documents are still being drafted, with introduction planned for Spring Clinics.
- c. *Starter* sub-committee certification standards are complete; still working on clinic powerpoint. First Starter clinic planned in January/February.
- d. OSI *Chief Judge* clinics will be offered as needed, with several new apprentices now working on certification.
- e. *NEW: Social Media* and *Recruiting* sub-committee Chairs have been identified (Missy Tew and David Short, respectively). Social Media campaign launching this month. We will be Tweeting/Instagramming to prospective officials in the stands at meets going forward.
- f. *Recognition* sub-committee membership developing staggered three-year terms for all members.
- g. *NEW: Open Water* sub-committee membership was identified and first meetings have been held.
- h. *NEW: YMCA Crossover* team has been formed; certifications for S&T and Starter have been drafted.
- i. Apprentice feedback survey is being developed for all positions. Data will enable continuous improvement over our certification process.

2. National Championship meet attendance:

- a. Winter Nationals (Columbus): Kanzari (AAR), Raker (CJ), Meagher (DR), Lawley, Johnson, Indest, Oz, Sampson, Yeager
- b. East Junior Nationals (Knoxville): Lawley (CJ), Waller (CJ), Caraballo, Sampson, Kuriger
- c. West Junior Nationals (Iowa City): Birnbrich
- d. Austin Pro Series: Kanzari (AR), Birnbrich (DR), Meagher, Yeager

3. OSI Championship Meet Referee appointments

- a. 2018 SC JO's: Tom Mantkowski
- b. 2018 LC Senior Champs: TBD
- c. 2018 LC JO's: Joe Waller

Respectfully submitted,

Pamela Birnbrich

Pamela Birnbrich
OSI Officials Chair

Disability Committee Report and proposed JO format and time standards

I will be hosting the Ohio Virtual Distance meet on Sunday which is scheduled until 8:50p. I can jump on my phone at that time. But I'm hoping this proposal can be approved so that the JO meet announcement can include this format modification.

Attached is the format for approval of the BOD for the upcoming JO Championship meet including a para-swimmer division. This proposed format was approved by 5 of the 6 committee members (one non-response)

Highlights include:

- 1) Paired events for prelims – results in no additional time for prelims.
- 2) Time standards for each event by age group and gender modified from the national disability standards.
- 3) Finals format which allows for simple combining of events based on total number of para-swimmers. (will result in 1 to 3 extra para- only heats in finals).

Other items of note:

3 members of the Disability Committee participated in the US Paralympic workshop hosted by BGSU Aquatics and moderated by US Paralympic Consultant Peggy Ewald. Athlete rep Abbie Gase, Coach George Leatherman and Chair Jim Peterfish were all active participants in this workshop.

Opportunities exist for an Ohio Coach to attend the workshop co-hosted by USA Swimming and US Paralympics in February 2, 3, 2018. Electronic notices have been sent out to all Ohio Coaches. A survey monkey version follow up from the paper survey presented at the fall HOD meeting is to be sent in the coming weeks.

Respectfully submitted,

Jim Peterfish

Disability Comm Chair

Paired events for D-2

| JO Event | JO Event # | Girls | | 9-10 | Br |
|----------------|------------|---------------|--------------|------------|--------------|
| | | Para Standard | Para Event # | Para event | Para Event # |
| 100 Free | 111 | 146.59 | 111D | 50 Free | 112D |
| 100 Back | 211 | 146.59 | 211D | 50 Back | 212D |
| 100 Breast | 223 | 322.69 | 223D | 50 Breast | 224D |
| 100 Fly | 323 | 159.69 | 323D | 50 Fly | 324D |
| 11-12 | | | | | |
| JO event | | | | Para event | |
| 100 Free | 113 | 55.29 | 113D | 50 Free | 114D |
| 100 Breast | 225 | 116.09 | 225D | 50 Breast | 226D |
| 200 Free | 231 | 200.09 | 231D | 100 Free | 232D |
| 100 Back | 313 | 103.69 | 313D | 50 Back | 314D |
| 100 Fly | 325 | 108.69 | 325D | 50 Fly | 326D |
| 13-14 | | | | | |
| JO event | | | | Para event | |
| 200 Free | 109 | 124.99 | 109D | 100 Free | 110D |
| 200 IM | 209 | 147.39 | 209D | 100 IM | 210D |
| 200 Breast | 221 | 158.99 | 221D | 100 Breast | 222D |
| 200 Back | 309 | 138.19 | 309D | 100 Back | 310D |
| 200 Fly | 321 | 233.29 | 321D | 100 Fly | 322D |
| Combined final | | | | | |
| Friday | 9-10 | 11-12 | 13-14 | | |
| 100 Fr | | | 109D/110D | | |
| 50 Fr | 111D/112D | | | | |
| 50 Fr | | 113D/114D | | | |
| Saturday | 9-10 | 11-12 | 13-14 | | |
| 100IM | | | 209D/210D | | |
| 50 Bk | 211D/212D | | | | |
| 100 Br | | | 221D/222D | | |
| 50 Br | | 225D/226D | | | |
| 50 Br | 223D/224D | | | | |
| 100 Fr | | 231D/232D | | | |
| Sunday | 9-10 | 11-12 | 13-14 | | |
| 100 Bk | | | 309D/310D | | |
| 50 Bk | | 313D/314D | | | |
| 100 Fly | | | 321D/322D | | |

50 Fly
50 Fly

323D/324D

325D/326D

oys

| Para Standard | JO Event # | JO Event |
|---------------|------------|------------|
| 119.49 | 112 | 100 Free |
| 119.49 | 212 | 100 Back |
| 241.59 | 224 | 100 Breast |
| 150.89 | 324 | 100 Fly |

| | | JO event |
|--------|-----|------------|
| 48.89 | 114 | 100 Free |
| 100.89 | 226 | 100 Breast |
| 145.89 | 232 | 200 Free |
| 55.19 | 314 | 100 Back |
| 51.79 | 326 | 100 Fly |

| | | JO event |
|--------|-----|------------|
| 114.89 | 110 | 200 Free |
| 131.29 | 210 | 200 IM |
| 150.69 | 222 | 200 Breast |
| 125.29 | 310 | 200 Back |
| 136.39 | 322 | 200 Fly |



Treasurer's Report
Ohio Swimming BOD December 2017 Meeting

To: Ohio Swimming BOD

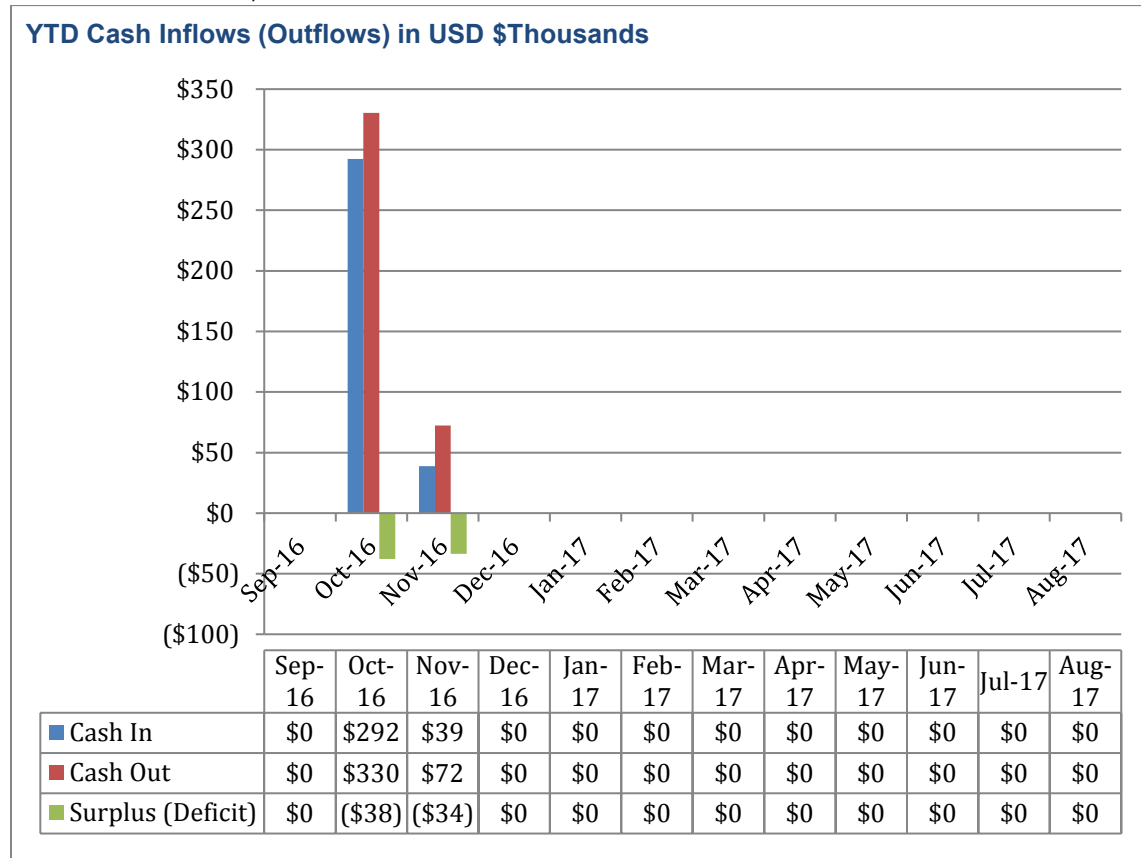
From: Joseph Waller

Date: December 14, 2017

Re: OSI Treasurer's Report

1. YTD Financials as of fiscal November (P3)

- a. Inflows = \$331K vs our \$898K budget, or 37% YTD
- b. Outflows = \$403K vs our \$909K budget, or 44% YTD
- c. YTD Net Deficit = \$72K



2. P&L Actual versus Budget = **\$72K YTD Unfavorable Variance versus \$12K Budget = \$60K Unfavorable Variance**

| Main Drivers of Surplus (Deficit) | | |
|--|--|-----------------|
| Membership/Dues NET | | \$ (148,237.00) |
| FY17 Membership/Dues recovered in FY18 | | \$ 35,345.00 |
| Planned Use of Reserves | | \$ (11,515.28) |
| Credit Card Fees YTD | | \$ (1,326.95) |
| Senior Travel Fund Underspend | | \$ 17,450.00 |
| All Other | | \$ 48,124.33 |
| Surplus (Deficit) YTD | | \$ (60,159.90) |
| Estimated FY17 Membership/Dues to be recovered in FY18 | | \$ 10,000.00 |
| Adjusted Surplus (Deficit) YTD | | \$ (50,159.90) |



Treasurer's Report

Ohio Swimming BOD December 2017 Meeting

Summary: With the first quarter behind us, we will need a continuing focus to catch up the FY18 registration process and draw down the Membership/Dues Receivable closer to zero. The actual consumption of OSI financial reserves of \$11.5K for the year is still achievable through close attention to individual line item budgets. Most of the FY17 Membership/Dues Receivable are collected, with \$35K received through November, and approximately \$10K remaining to collect. With regard to FY18 Registrations, we have approximately \$150K receivables, mostly related to Athlete registrations. We have an aging report that shows most of the receivable is current, with \$57K older than 31 days. The Treasurer is involved in placing phone calls to the large unpaid items once they get into the 31+ day aging status.

3. Other matters

- a. FY17 Review with Kirsch CPAs is finished.
- b. Form 990 review in process.
- c. Finance Committee Meeting will be called to discuss Travel Fund restrictions

Respectfully Submitted,

Joseph Waller

OSI Treasurer

Ohio Swimming
Profit & Loss Budget vs. Actual
September 2017 through August 2018

| | Sep '17 - Aug 18 | Budget | \$ Over Budget | % of Budget |
|--|-------------------|-------------------|--------------------|---------------|
| Ordinary Income/Expense | | | | |
| Income | | | | |
| Memberships/Dues(USA Swim) | | | | |
| 2017 Income Recieved in 2018 | 35,345.00 | | | |
| Athlete | 217,755.52 | 468,600.00 | -250,844.48 | 46.47% |
| Club Membership Dues | 6,265.00 | 13,000.00 | -6,735.00 | 48.19% |
| Non Athl | 31,159.00 | 61,415.00 | -30,256.00 | 50.74% |
| Outreach | 240.00 | 375.00 | -135.00 | 64.0% |
| Seasonal Swimmers | 5,330.00 | 35,700.00 | -30,370.00 | 14.93% |
| Total Memberships/Dues(USA Swim) | 296,094.52 | 579,090.00 | -282,995.48 | 51.13% |
| Other Income | | | | |
| Approved/Meet Observation Fees | 200.00 | 3,300.00 | -3,100.00 | 6.06% |
| Banquet Income (C1) | 0.00 | 4,500.00 | -4,500.00 | 0.0% |
| CZ Diversity Select Camp | 0.00 | 40,000.00 | -40,000.00 | 0.0% |
| Interest Income(Ckg/Saving) | | | | |
| Dividends | 63.49 | 65.00 | -1.51 | 97.68% |
| Total Interest Income(Ckg/Saving) | 63.49 | 65.00 | -1.51 | 97.68% |
| Misc. | 800.00 | 0.00 | 800.00 | 100.0% |
| Official Dues (\$6.00) (C3) | 1,332.00 | 2,000.00 | -668.00 | 66.6% |
| Officials (T-shirts,Badges) C3 | 0.00 | 0.00 | 0.00 | 0.0% |
| Zone Team (C4) | 0.00 | 72,000.00 | -72,000.00 | 0.0% |
| Total Other Income | 2,395.49 | 121,865.00 | -119,469.51 | 1.97% |
| Sanctions & Meet Revenue | | | | |
| Entry Fees | 18,074.50 | 105,000.00 | -86,925.50 | 17.21% |
| Facility Fund (Reserved Fund) | 10,320.00 | 59,250.00 | -48,930.00 | 17.42% |
| Sanctions | 800.00 | 4,200.00 | -3,400.00 | 19.05% |
| Senior Circuit Entry Fees (C5) | 0.00 | 5,400.00 | -5,400.00 | 0.0% |
| Travel Fund (Reserved Fund) | 3,090.50 | 19,750.00 | -16,659.50 | 15.65% |
| Sanctions & Meet Revenue - Other | 349.50 | | | |
| Total Sanctions & Meet Revenue | 32,634.50 | 193,600.00 | -160,965.50 | 16.86% |
| Total Income | 331,124.51 | 894,555.00 | -563,430.49 | 37.02% |
| Expense | | | | |
| Memberships/Dues Exp.(USA Swim) | | | | |
| Athlete | 293,983.58 | 382,800.00 | -88,816.42 | 76.8% |
| Club Membership Dues | 2,240.00 | 4,550.00 | -2,310.00 | 49.23% |
| Individual Non Ath | 25,228.00 | 50,170.00 | -24,942.00 | 50.29% |
| Outreach | 290.00 | 375.00 | -85.00 | 77.33% |
| Seasonal Swimmers | 7,620.00 | 30,600.00 | -22,980.00 | 24.9% |
| Total Memberships/Dues Exp.(USA Swim) | 329,361.58 | 468,495.00 | -139,133.42 | 70.3% |
| Operations | | | | |
| Administrative Review Board | 0.00 | 96.00 | -96.00 | 0.0% |
| Administrative Vice Chairman | 0.00 | 480.00 | -480.00 | 0.0% |
| Age Group Chairman | 0.00 | 96.00 | -96.00 | 0.0% |
| Athlete Representative | 487.00 | 960.00 | -473.00 | 50.73% |
| Coach Representatives | | | | |
| Coach Education/Training | 310.00 | 2,880.00 | -2,570.00 | 10.76% |
| Coach of Yr Clinic, Scholarship | 1,000.00 | 2,000.00 | -1,000.00 | 50.0% |
| Coach of Yr Plaques | 0.00 | 200.00 | -200.00 | 0.0% |
| Total Coach Representatives | 1,310.00 | 5,080.00 | -3,770.00 | 25.79% |
| Disability Swimming Coodinator | 0.00 | 1,152.00 | -1,152.00 | 0.0% |
| Donations | 0.00 | 1,440.00 | -1,440.00 | 0.0% |
| General Chairman(Discretionary) | 0.00 | 9,600.00 | -9,600.00 | 0.0% |
| LSC Conventions/Clinics/Dues | | | | |
| Central Zone Dues | 0.00 | 96.00 | -96.00 | 0.0% |
| D&O Insurance | 0.00 | 500.00 | -500.00 | 0.0% |
| House of Delegates Meeting | -2,021.60 | 1,920.00 | -3,941.60 | -105.29% |
| Recognition Banquet Exp (C1) | 0.00 | 13,920.00 | -13,920.00 | 0.0% |
| USAS Convention | 21,618.84 | 19,680.00 | 1,938.84 | 109.85% |
| Workshops | 921.13 | 1,440.00 | -518.87 | 63.97% |
| Total LSC Conventions/Clinics/Dues | 20,518.37 | 37,556.00 | -17,037.63 | 54.63% |
| Officials Chair (C3) | | | | |
| Background Check | 152.00 | 1,021.44 | -869.44 | 14.88% |
| Background Check Renewals | 570.00 | 4,104.00 | -3,534.00 | 13.89% |
| Officials Chair(Tshirts&Badges) | 166.37 | 599.04 | -432.67 | 27.77% |
| Officials Travel | 1,500.00 | 15,360.00 | -13,860.00 | 9.77% |
| Wkshops,Meetings,Recog,Training | 1,790.00 | 2,788.80 | -998.80 | 64.19% |
| Total Officials Chair (C3) | 4,178.37 | 23,873.28 | -19,694.91 | 17.5% |
| Open Water | | | | |
| Camps | 0.00 | 3,360.00 | -3,360.00 | 0.0% |

Ohio Swimming
Profit & Loss Budget vs. Actual
September 2017 through August 2018

| | <u>Sep '17 - Aug 18</u> | <u>Budget</u> | <u>\$ Over Budget</u> | <u>% of Budget</u> |
|--|-------------------------|-------------------|-----------------------|--------------------|
| Total Open Water | 0.00 | 3,360.00 | -3,360.00 | 0.0% |
| Outreach/Diversity | | | | |
| CZ Diversity Select Camp | 0.00 | 40,000.00 | -40,000.00 | 0.0% |
| Diversity | 0.00 | 2,880.00 | -2,880.00 | 0.0% |
| Diversity/Inclusion Clinic | 0.00 | 480.00 | -480.00 | 0.0% |
| Outreach-Gear | 10,358.90 | 12,000.00 | -1,641.10 | 86.32% |
| Outreach Travel | 0.00 | 2,880.00 | -2,880.00 | 0.0% |
| Total Outreach/Diversity | 10,358.90 | 58,240.00 | -47,881.10 | 17.79% |
| Permanent Office | | | | |
| Bank Charges | 37.00 | | | |
| CC & Electronic Fees | 1,326.95 | 0.00 | 1,326.95 | 100.0% |
| Office Expense | 2,724.83 | 9,500.00 | -6,775.17 | 28.68% |
| Payroll Expenses | 24,147.75 | 89,745.00 | -65,597.25 | 26.91% |
| Worker's Compensation | 0.00 | 310.00 | -310.00 | 0.0% |
| Total Permanent Office | 28,236.53 | 99,555.00 | -71,318.47 | 28.36% |
| Safe Sport Coordinator | 0.00 | 2,400.00 | -2,400.00 | 0.0% |
| Safety Coordinator | 0.00 | 576.00 | -576.00 | 0.0% |
| Secretary | 0.00 | 100.00 | -100.00 | 0.0% |
| Senior Vice-Chairman | 0.00 | 96.00 | -96.00 | 0.0% |
| Treasurer | | | | |
| Audit | 4,840.00 | 4,995.00 | -155.00 | 96.9% |
| Tax Prep | 695.00 | 2,795.00 | -2,100.00 | 24.87% |
| Taxes | 0.00 | 100.00 | -100.00 | 0.0% |
| Total Treasurer | 5,535.00 | 7,890.00 | -2,355.00 | 70.15% |
| Total Operations | 70,624.17 | 252,550.28 | -181,926.11 | 27.96% |
| Swimmer Support | | | | |
| Awards | | | | |
| Age Group | 0.00 | 15,000.00 | -15,000.00 | 0.0% |
| Open Water | 0.00 | 397.00 | -397.00 | 0.0% |
| Seniors | 513.94 | 500.00 | 13.94 | 102.79% |
| Total Awards | 513.94 | 15,897.00 | -15,383.06 | 3.23% |
| Championship (Facility Reserved) | | | | |
| LC Jr. Olympics | 0.00 | 6,517.50 | -6,517.50 | 0.0% |
| LC Regionals | 0.00 | 14,812.50 | -14,812.50 | 0.0% |
| LC Seniors | 0.00 | 6,517.50 | -6,517.50 | 0.0% |
| Open Water Championship | 0.00 | 3,555.00 | -3,555.00 | 0.0% |
| SC Jr. Olympics | 0.00 | 6,517.50 | -6,517.50 | 0.0% |
| SC Regionals | 0.00 | 14,812.50 | -14,812.50 | 0.0% |
| SC Sr Championships | 0.00 | 6,517.50 | -6,517.50 | 0.0% |
| Championship (Facility Reserved - Other) | 0.00 | 0.00 | 0.00 | 0.0% |
| Total Championship (Facility Reserved) | 0.00 | 59,250.00 | -59,250.00 | 0.0% |
| Meets | | | | |
| Distance Meets | 0.00 | 5,000.00 | -5,000.00 | 0.0% |
| Senior Circuit Meets (C5) | 0.00 | 9,000.00 | -9,000.00 | 0.0% |
| Total Meets | 0.00 | 14,000.00 | -14,000.00 | 0.0% |
| Open Water | | | | |
| Ohio Open Water Cup | 0.00 | 0.00 | 0.00 | 0.0% |
| Total Open Water | 0.00 | 0.00 | 0.00 | 0.0% |
| Senior Travel Fund (Reserved) | | | | |
| Futures | 1,300.00 | | | |
| Long Course | 1,150.00 | | | |
| Open Water | 150.00 | | | |
| Short Course | -300.00 | | | |
| Senior Travel Fund (Reserved) - Other | 0.00 | 19,750.00 | -19,750.00 | 0.0% |
| Total Senior Travel Fund (Reserved) | 2,300.00 | 19,750.00 | -17,450.00 | 11.65% |
| Zone Team | | | | |
| Zone Team-Open Water | 0.00 | 1,152.00 | -1,152.00 | 0.0% |
| Zone Team Coaches(C4) | 0.00 | 1,056.00 | -1,056.00 | 0.0% |
| Zone Team Expenses (C4) | 0.00 | 73,920.00 | -73,920.00 | 0.0% |
| Total Zone Team | 0.00 | 76,128.00 | -76,128.00 | 0.0% |
| Total Swimmer Support | 2,813.94 | 185,025.00 | -182,211.06 | 1.52% |
| Total Expense | 402,799.69 | 906,070.28 | -503,270.59 | 44.46% |
| Net Ordinary Income | -71,675.18 | -11,515.28 | -60,159.90 | 622.44% |
| Net Income | <u>-71,675.18</u> | <u>-11,515.28</u> | <u>-60,159.90</u> | <u>622.44%</u> |

Paired events for D-2

| JO Event | JO Event # | Girls | | 9-10 Para event | 11-12 Para event | 13-14 Para event | Br |
|----------------|------------|---------------|--------------|---------------------|---------------------|---------------------|----|
| | | Para Standard | Para Event # | | | | |
| 100 Free | 111 | 146.59 | 111D | 50 Free | 112D | | |
| 100 Back | 211 | 146.59 | 211D | 50 Back | 212D | | |
| 100 Breast | 223 | 322.69 | 223D | 50 Breast | 224D | | |
| 100 Fly | 323 | 159.69 | 323D | 50 Fly | 324D | | |
| | | | | | | | |
| JO event | | | | 11-12 Para event | | | |
| 100 Free | 113 | 55.29 | 113D | 50 Free | 114D | | |
| 100 Breast | 225 | 116.09 | 225D | 50 Breast | 226D | | |
| 200 Free | 231 | 200.09 | 231D | 100 Free | 232D | | |
| 100 Back | 313 | 103.69 | 313D | 50 Back | 314D | | |
| 100 Fly | 325 | 108.69 | 325D | 50 Fly | 326D | | |
| | | | | | | | |
| JO event | | | | 13-14 Para event | | | |
| 200 Free | 109 | 124.99 | 109D | 100 Free | 110D | | |
| 200 IM | 209 | 147.39 | 209D | 100 IM | 210D | | |
| 200 Breast | 221 | 158.99 | 221D | 100 Breast | 222D | | |
| 200 Back | 309 | 138.19 | 309D | 100 Back | 310D | | |
| 200 Fly | 321 | 233.29 | 321D | 100 Fly | 322D | | |
| | | | | | | | |
| Combined final | | | | | | | |
| Friday | 9-10 | 11-12 | 13-14 | | | | |
| 100 Fr | | | 109D/110D | | | | |
| 50 Fr | 111D/112D | | | | | | |
| 50 Fr | | 113D/114D | | | | | |
| Saturday | 9-10 | 11-12 | 13-14 | | | | |
| 100IM | | | 209D/210D | | | | |
| 50 Bk | 211D/212D | | | | | | |
| 100 Br | | | 221D/222D | | | | |
| 50 Br | | 225D/226D | | | | | |
| 50 Br | 223D/224D | | | | | | |
| 100 Fr | | 231D/232D | | | | | |
| Sunday | 9-10 | 11-12 | 13-14 | | | | |
| 100 Bk | | | 309D/310D | | | | |
| 50 Bk | | 313D/314D | | | | | |
| 100 Fly | | | 321D/322D | | | | |

50 Fly
50 Fly

323D/324D

325D/326D

oys

| Para Standard | JO Event # | JO Event |
|---------------|------------|------------|
| 119.49 | 112 | 100 Free |
| 119.49 | 212 | 100 Back |
| 241.59 | 224 | 100 Breast |
| 150.89 | 324 | 100 Fly |

| | | JO event |
|--------|-----|------------|
| 48.89 | 114 | 100 Free |
| 100.89 | 226 | 100 Breast |
| 145.89 | 232 | 200 Free |
| 55.19 | 314 | 100 Back |
| 51.79 | 326 | 100 Fly |

| | | JO event |
|--------|-----|------------|
| 114.89 | 110 | 200 Free |
| 131.29 | 210 | 200 IM |
| 150.69 | 222 | 200 Breast |
| 125.29 | 310 | 200 Back |
| 136.39 | 322 | 200 Fly |

