

# Ohio Swimming, Inc. Board of Directors Meeting

Conference Call – September 24, 2017 8:00 pm

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

APPROVED MINUTES

## 1. Call to Order and Roll Call

<b>BOD members:</b>		<b>BOD Members:</b>		<b>BOD Members:</b>	
General Chair – David Back	x	Senior Athlete Rep – Kierstyn Cassidy	x	Safety Coordinator – John Pristash	
Admin Vice Chair – Anne Lawley	x	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	x	Ath Rep (SW-D) – Luke Knopf		Technical Planning Chair – Todd Billhimer	x
Treasurer – Joe Waller	x	Ath Rep (SW-C) – Lucy Callard		Safe Sport Chair – Mike Yeager	
Coaches Chair – Kris Moellenberg	x			Diversity/Inclusion – Terry Anchrum	x
Coaches Rep – tbd					
<b>Committee members:</b>					
Chip Carrigan – Open Water	x	Erin Schwab - Office -	x	Kristi Princell - Finances	
Brent Peaden - Zone		Jr NW - Brady Ireland		Jr Central - Bridget Parker	
Jr Dayton - Peyton Farrell	x	Jr Cincinnati - Angelika Georgostathis			

## 2. Approve Agenda AGENDA **APPROVED**

### 3. Consent agenda

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

### 4. Board Reports

- a. General Chair – No Report
- b. Admin Vice Chair – No Report
- c. Senior Vice Chair – No Report
- d. Age Group Vice Chair – Attached
- e. Treasurer – Attached
- f. Coach Representatives – No Report
- g. Athlete Representatives – No Report
- h. Safety Coordinator – No Report
- i. Sanctioning – No Report
- j. Disability Coordinator - No Report
- k. Officials Chair – No Report
- 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

- a. Proposal on technical suit ban. See attached report. Will continue our “hold” on the ban.

### 7. New Business

- a. Backstroke ledge ban at Regionals and JO’s.
  - This should only involve the retractable kind and not the Omega ones that mount to the blocks. The Omega ones have other safety concerns.

## **Ohio Swimming, Inc. Board of Directors Meeting**

Conference Call – September 24, 2017 8:00 pm

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

### APPROVED MINUTES

- John to report back about with what Operational Risk Committee says.
  - Chad to take back to committee about suggestions.
- b. HOD prep
  - c. Convention wrap up.
8. Announcements
  9. Next BOD Meetings – Sunday October 15 2017 8 pm.
  10. Adjournment Meeting adjoined at 9:22

BOD Conference Call – September 24<sup>th</sup>  
Age Group Committee Report

### **BACKSTROKE LEDGES**

On the last conference call before Convention, the age group committee decided to not allow the backstroke ledges for Regionals and JOs. We discussed the extended time between heats for the younger swimmers, especially 10 and unders not having the strength to pull the ledges down and locking it in, thus leading to the ledge snapping back on the swimmers. From my understanding we had a couple swimmers who were injured because of this.

### **Technical Suit Restrictions for 10 & unders**

USAS's final decision should come out Feb 2nd. The Age Group Committee suggests that we continue with our "hold" on the policy until USA Swimming has their final decision on that date. Their decision would determine how we move forward on the Tech Suit Restriction Policy for OSI.



Treasurer's Report  
Ohio Swimming BOD September 2017 Meeting

To: Ohio Swimming BOD

From: Joseph Waller

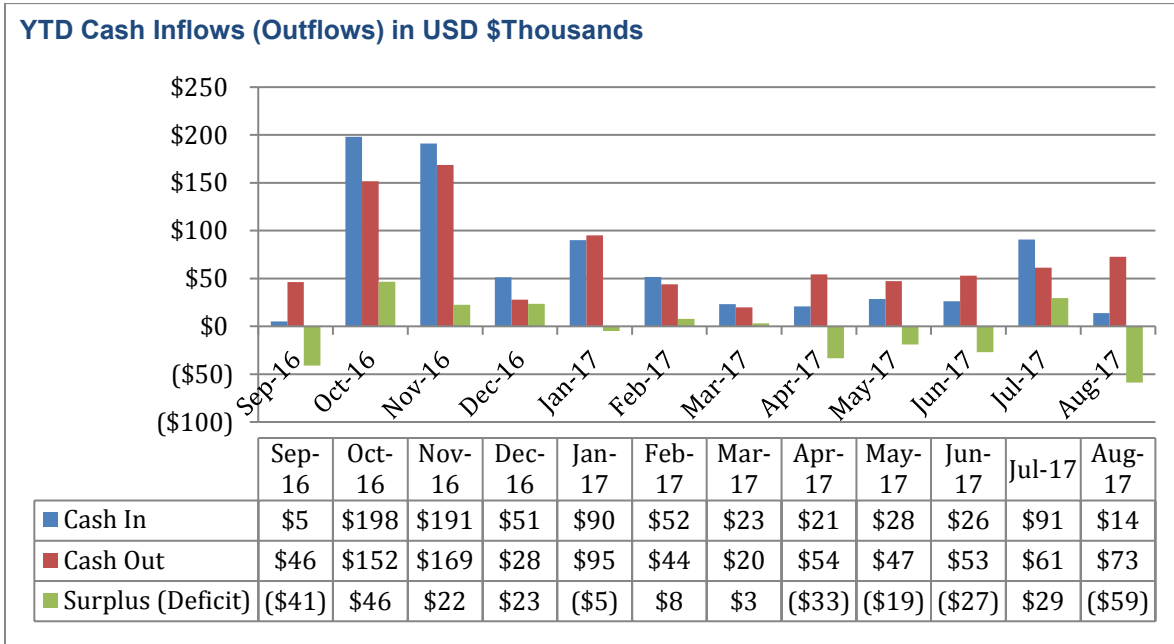
Date: September 19, 2017

Re: OSI Treasurer's Report

1. YTD Financials as of fiscal August (P12)

- a. Outflows = \$841,955 vs our \$881,834 budget, or 96% spent YTD
- b. Inflows = \$791,017 vs our \$881,834 budget, or 90% collected YTD
- c. YTD Net Deficit = \$50,938

**YTD Cash Inflows (Outflows) in USD \$Thousands**



2. P&L Actual versus Budget = **\$50,937.93 DEFICIT**

**Main Drivers of \$51K Deficit:**

Membership/Dues Shortfall	\$ (45,485.58)
Planned Use of Reserves	\$ (26,689.00)
LSC Conventions/Clinics, primarily Swimposium overspend	\$ (11,182.10)
Misc. Inflows greater than Budget	\$ 3,268.00
General Chair Discretionary Fund underspend	\$ 3,804.00
Sanctions & Meet Revenue greater than Budget	\$ 4,165.07
Senior Travel Fund Underspend	\$ 7,229.60
Officials Budget Underspend	\$ 12,561.94
All Other	<u>\$ 1,390.14</u>
Deficit as of 8/31/2017	<b>\$ (50,937.93)</b>
Estimated FY17 Membership/Dues to be recovered in Sep/Oct 2017	<u>\$ 40,000.00</u>
Estimated OSI Reserves used to cover Deficit for FY17	<u>\$ (10,937.93)</u>

**The bottom line:** To the extent we collect prior year outstanding membership dues (ongoing collection efforts are in process and will continue through Sep/Oct), then the actual consumption of OSI financial reserves will decrease accordingly from the current \$51K. For example, if we collect \$40K of prior year membership dues, then the actual use of OSI financial reserves would be \$11K.



Treasurer's Report  
Ohio Swimming BOD September 2017 Meeting

---

3. Priorities for Coming Year

- a. Registration Process – We are Leveraging TeamUnify to simplify and streamline the registration payment process.
  - i. All Teams have been asked to create accounts in TeamUnify. This is critical for implementation now.
  - ii. \$43K net receivable outstanding related to FY17 registrations. OSI Staff are working diligently to collect.
- b. OSI Internal financial controls – Kirsch CPAs are now working on FY17 Review (OSI alternates between an Audit versus a Review year-by-year). We are anticipating internal control recommendations as part of the review, and the OSI Treasurer and OSI Audit Committee will collaborate to find ways to improve internal controls for FY18 and forward.

Respectfully Submitted,

Joseph Waller, OSI Treasurer

## OSI REGISTRATION DATA ANALYSIS FOR FYE 8/31/2017

	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	YTD total	\$ Total	
<b>INFLOWS</b>															
Membership/Dues															
Athlete (\$69.00)	\$ 69	15	2502	1928	409	660	319	7	12	50	95	22	44	6062	\$ 418,278
Club Membership	\$ 200	2	20	13	4	22	2	0	0	2	0	0	3	68	\$ 13,600
Non-Athlete	\$ 69	49	161	133	72	215	40	7	7	38	12	4	19	757	\$ 52,233
Outreach	\$ 5	3	26	12	14	5	0	0	0	0	2	2	-20	44	\$ 220
Seasonal Swimmers	\$ 35	1	171	380	16	2	2	-1	18	167	73	129	1	959	\$ 33,565
<b>OUTFLOWS</b>		70	2880	2466	515	904	363	13	37	257	182	157	47	7890	<b>\$ 517,896</b>
Membership/Dues Expense															
Athlete	\$ 56	531	1894	2250	150	1210	132	124	4	168	51	27	1	6542	\$ 366,352
Club Membership	\$ 70	0	3	22	2	33	3	0	1	2	0	1	0	67	\$ 4,690
Individual Non-Athlete	\$ 56	152	187	111	98	179	47	10	30	31	19	15	3	882	\$ 49,392
Outreach	\$ 5	2	30	7	0	20	11	0	0	0	4	5	0	79	\$ 395
Seasonal Swimmer	\$ 30	0	53	426	0	60	10	0	0	229	117	110	1	1006	\$ 30,180
		685	2167	2816	250	1502	203	134	35	430	191	158	5	8576	<b>\$ 451,009</b>
<b>NET CASH FLOW</b>															<b>\$ 66,887</b>

Actual YTD	Theoretical YTD	Theoretical Receivable
\$ 51,926	\$ 85,046	\$ 33,120
\$ 8,910	\$ 8,710	\$ (200)
\$ 2,841	\$ 11,466	\$ 8,625
\$ (175)	\$ -	\$ 175
\$ 3,385	\$ 5,030	\$ 1,645
<b>\$ 66,887</b>	<b>\$ 110,252</b>	<b>\$ 43,365</b>

Monthly total	\$ 42,271	\$ (47,668)	\$ 24,085	\$ (17,107)	\$ 39,771	\$ (11,885)	\$ 8,315	\$ 605	\$ 9,829	\$ (1,003)	\$ 654	\$ (4,571)	\$ 43,365
Cumulative total	\$ 42,271	\$ (5,397)	\$ 18,688	\$ 1,581	\$ 41,352	\$ 29,467	\$ 37,782	\$ 38,387	\$ 48,216	\$ 47,213	\$ 47,867	\$ 43,296	\$ 69 Rounding

**Ohio Swimming**  
**Profit & Loss Budget vs. Actual**  
September 2016 through August 2017

DRAFT

	Sep '16 - A...	Budget	\$ Over Bud...	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>Memberships/Dues(USA Swim)</b>				
Athlete	418,250.97	479,550.00	-61,299.03	87.2%
Club Membership Dues	13,532.99	13,650.00	-117.01	99.1%
Non Athl	52,241.57	56,925.00	-4,683.43	91.8%
Outreach	221.24	550.00	-328.76	40.2%
Seasonal Swimmers	33,579.65	27,650.00	5,929.65	121.4%
<b>Total Memberships/Dues(USA Swim)</b>	<b>517,826.42</b>	<b>578,325.00</b>	<b>-60,498.58</b>	<b>89.5%</b>
<b>Other Income</b>				
Approved/Meet Observation Fees	4,300.00	3,000.00	1,300.00	143.3%
Banquet Income (C1)	4,375.00	7,000.00	-2,625.00	62.5%
CZ Diversity Select Camp	0.00	0.00	0.00	0.0%
Interest and Dividends (Edward	0.00	60.00	-60.00	0.0%
Interest Income(Ckg/Saving)				
Dividends	121.03	0.00	121.03	100.0%
<b>Total Interest Income(Ckg/Saving)</b>	<b>121.03</b>	<b>0.00</b>	<b>121.03</b>	<b>100.0%</b>
<b>Misc.</b>				
Multicultural Camp Inc (C2)	7,358.00	15,000.00	-7,642.00	49.1%
Official Dues (\$6.00) (C3)	1,896.00	1,960.00	-64.00	96.7%
Officials (T-shirts,Badges) C3	0.00	500.00	-500.00	0.0%
<b>Swimposium</b>				
Break Out Clinic	6,738.45			
<b>Total Swimposium</b>	<b>6,738.45</b>			
<b>Zone Team (C4)</b>	<b>63,669.50</b>	<b>72,000.00</b>	<b>-8,330.50</b>	<b>88.4%</b>
<b>Total Other Income</b>	<b>94,125.98</b>	<b>101,920.00</b>	<b>-7,794.02</b>	<b>92.4%</b>
<b>Sanctions &amp; Meet Revenue</b>				
Entry Fees	96,633.25	91,500.00	5,133.25	105.6%
Facility Fund (Reserved Fund)	55,395.51	57,000.00	-1,604.49	97.2%
Sanctions	2,642.82	2,900.00	-257.18	91.1%
Senior Circuit Entry Fees (C5)	5,399.00	4,500.00	899.00	120.0%
Travel Fund (Reserved Fund)	18,485.99	19,000.00	-514.01	97.3%
Sanctions & Meet Revenue - Other	508.50			
<b>Total Sanctions &amp; Meet Revenue</b>	<b>179,065.07</b>	<b>174,900.00</b>	<b>4,165.07</b>	<b>102.4%</b>
<b>Savings(From)</b>	<b>0.00</b>	<b>26,689.00</b>	<b>-26,689.00</b>	<b>0.0%</b>
<b>Total Income</b>	<b>791,017.47</b>	<b>881,834.00</b>	<b>-90,816.53</b>	<b>89.7%</b>
<b>Expense</b>				
<b>Memberships/Dues Exp.(USA Swim)</b>				

**Ohio Swimming**  
**Profit & Loss Budget vs. Actual**  
**September 2016 through August 2017**

DRAFT

	Sep '16 - A...	Budget	\$ Over Bud...	% of Budget
<b>Athlete</b>	366,348.00	389,200.00	-22,852.00	94.1%
<b>Club Membership Dues</b>	4,710.00	4,800.00	-90.00	98.1%
<b>Individual Non Ath</b>	49,384.00	46,200.00	3,184.00	106.9%
<b>Outreach</b>	395.00	550.00	-155.00	71.8%
<b>Seasonal Swimmers</b>	30,180.00	25,280.00	4,900.00	119.4%
<b>Total Memberships/Dues Exp.(USA Swim)</b>	451,017.00	466,030.00	-15,013.00	96.8%
<b>Operations</b>				
<b>Administrative Review Board</b>	0.00	100.00	-100.00	0.0%
<b>Administrative Vice Chairman</b>	154.00	500.00	-346.00	30.8%
<b>Age Group Chairman</b>	0.00	100.00	-100.00	0.0%
<b>Athlete Representative</b>	0.00	0.00	0.00	0.0%
<b>Coach Representatives</b>				
<b>Coach Education/Training</b>	0.00	0.00	0.00	0.0%
<b>Coach of Yr Clinic, Scholarship</b>	1,000.00	2,000.00	-1,000.00	50.0%
<b>Coach of Yr Plaques</b>	0.00	100.00	-100.00	0.0%
<b>Total Coach Representatives</b>	1,000.00	2,100.00	-1,100.00	47.6%
<b>Disability Swimming Coordinator</b>	0.00	1,030.00	-1,030.00	0.0%
<b>Donations</b>	1,850.00	500.00	1,350.00	370.0%
<b>General Chairman(Discretionary)</b>	592.00	10,000.00	-9,408.00	5.9%
<b>Legal</b>	5,604.00	0.00	5,604.00	100.0%
<b>LSC Conventions/Clinics/Dues</b>				
<b>Central Zone Dues</b>	100.00	100.00	0.00	100.0%
<b>D&amp;O Insurance</b>	0.00	1,500.00	-1,500.00	0.0%
<b>House of Delegates Meeting</b>	894.01	2,000.00	-1,105.99	44.7%
<b>Recognition Banquet Exp (C1)</b>	14,479.39	17,000.00	-2,520.61	85.2%
<b>Swimposium</b>				
<b>Breakout Swim Clinic</b>	10,000.00			
<b>SwimJitzu</b>	2,425.05			
<b>Swimposium - Other</b>	13,064.42	10,000.00	3,064.42	130.6%
<b>Total Swimposium</b>	25,489.47	10,000.00	15,489.47	254.9%
<b>USA Membership Board of Dir.</b>	0.00	1,680.00	-1,680.00	0.0%
<b>USAS Convention</b>	21,788.85	15,000.00	6,788.85	145.3%
<b>Workshops</b>	943.83	1,120.00	-176.17	84.3%
<b>Total LSC Conventions/Clinics/Dues</b>	63,695.55	48,400.00	15,295.55	131.6%
<b>Officials Chair (C3)</b>				
<b>Background Check</b>	825.00	865.00	-40.00	95.4%
<b>Background Check Renewals</b>	1,172.00	425.00	747.00	275.8%
<b>Officials Chair(Tshirts&amp;Badges)</b>	653.71	360.00	293.71	181.6%
<b>Officials Travel</b>	9,574.93	20,000.00	-10,425.07	47.9%
<b>Subcontract Work</b>	0.00	0.00	0.00	0.0%



**Ohio Swimming**  
**Profit & Loss Budget vs. Actual**  
**September 2016 through August 2017**



	Sep '16 - A...	Budget	\$ Over Bud...	% of Budget
Wkshops,Meetings,Recog,Training	1,668.42	5,370.00	-3,701.58	31.1%
<b>Total Officials Chair (C3)</b>	<b>13,894.06</b>	<b>27,020.00</b>	<b>-13,125.94</b>	<b>51.4%</b>
<b>Open Water</b>				
Camps	0.00	3,000.00	-3,000.00	0.0%
<b>Total Open Water</b>	<b>0.00</b>	<b>3,000.00</b>	<b>-3,000.00</b>	<b>0.0%</b>
<b>Outreach/Diversity</b>				
CZ Diversity Select Camp	0.00	0.00	0.00	0.0%
Diversity	0.00	4,970.00	-4,970.00	0.0%
Diversity/Inclusion Clinic	0.00	0.00	0.00	0.0%
Multi Cultural Camp (C2)	8,551.00	16,000.00	-7,449.00	53.4%
Outreach-Gear	11,317.37	6,710.00	4,607.37	168.7%
Outreach Travel	1,290.20	620.00	670.20	208.1%
<b>Total Outreach/Diversity</b>	<b>21,158.57</b>	<b>28,300.00</b>	<b>-7,141.43</b>	<b>74.8%</b>
<b>Permanent Office</b>				
Bank Charges	45.00			
CC & Electronic Fees	10,237.01	6,135.00	4,102.01	166.9%
Office Expense	7,694.33	7,585.00	109.33	101.4%
Payroll Expenses	72,128.35	74,605.00	-2,476.65	96.7%
Subcontractor Work	1,815.00	215.00	1,600.00	844.2%
Worker's Compensation	201.84	154.00	47.84	131.1%
<b>Total Permanent Office</b>	<b>92,121.53</b>	<b>88,694.00</b>	<b>3,427.53</b>	<b>103.9%</b>
<b>Safe Sport Coordinator</b>	<b>748.00</b>	<b>470.00</b>	<b>278.00</b>	<b>159.1%</b>
<b>Safety Coordinator</b>	<b>489.40</b>	<b>600.00</b>	<b>-110.60</b>	<b>81.6%</b>
<b>Secretary</b>	<b>0.00</b>	<b>100.00</b>	<b>-100.00</b>	<b>0.0%</b>
<b>Senior Vice-Chairman</b>	<b>0.00</b>	<b>100.00</b>	<b>-100.00</b>	<b>0.0%</b>
<b>Treasurer</b>				
Audit	6,495.00	6,295.00	200.00	103.2%
Tax Prep	2,695.00	2,695.00	0.00	100.0%
Taxes	100.00	100.00	0.00	100.0%
<b>Total Treasurer</b>	<b>9,290.00</b>	<b>9,090.00</b>	<b>200.00</b>	<b>102.2%</b>
<b>Total Operations</b>	<b>210,597.11</b>	<b>220,104.00</b>	<b>-9,506.89</b>	<b>95.7%</b>
<b>Swimmer Support</b>				
<b>Awards</b>				
Age Group	16,510.99	15,000.00	1,510.99	110.1%
Open Water	229.14	0.00	229.14	100.0%
Seniors	245.94	700.00	-454.06	35.1%
<b>Total Awards</b>	<b>16,986.07</b>	<b>15,700.00</b>	<b>1,286.07</b>	<b>108.2%</b>

**Ohio Swimming**  
**Profit & Loss Budget vs. Actual**  
September 2016 through August 2017



	Sep '16 - A...	Budget	\$ Over Bud...	% of Budget
<b>Championship (Facility Reserved)</b>				
LC Jr. Olympics	6,270.00	6,270.00	0.00	100.0%
LC Regionals	14,250.00	14,250.00	0.00	100.0%
LC Seniors	6,270.00	6,270.00	0.00	100.0%
Open Water Championship	3,420.00	3,420.00	0.00	100.0%
SC Jr. Olympics	6,270.00	6,270.00	0.00	100.0%
SC Regionals	14,250.00	14,250.00	0.00	100.0%
SC Sr Championships	6,270.00	6,270.00	0.00	100.0%
Championship (Facility Reserved - Other)	0.00	0.00	0.00	0.0%
<b>Total Championship (Facility Reserved)</b>	<b>57,000.00</b>	<b>57,000.00</b>	<b>0.00</b>	<b>100.0%</b>
<b>Meets</b>				
Distance Meets	5,000.00	5,000.00	0.00	100.0%
Senior Circuit Meets (C5)	9,000.00	9,000.00	0.00	100.0%
<b>Total Meets</b>	<b>14,000.00</b>	<b>14,000.00</b>	<b>0.00</b>	<b>100.0%</b>
<b>Open Water</b>				
Ohio Open Water Cup	0.00	500.00	-500.00	0.0%
Open Water Champ Meet Subsidy	0.00	0.00	0.00	0.0%
<b>Total Open Water</b>	<b>0.00</b>	<b>500.00</b>	<b>-500.00</b>	<b>0.0%</b>
<b>Senior Travel Fund (Reserved)</b>				
Futures	300.00			
Long Course	3,420.40			
Olympic Trials (C6)	-600.00			
Open Water	550.00			
Short Course	6,900.00			
US Open	1,200.00			
Senior Travel Fund (Reserved) - Other	0.00	19,000.00	-19,000.00	0.0%
<b>Total Senior Travel Fund (Reserved)</b>	<b>11,770.40</b>	<b>19,000.00</b>	<b>-7,229.60</b>	<b>61.9%</b>
<b>Zone Team</b>				
Zone Team-Open Water	2,444.42	2,500.00	-55.58	97.8%
Zone Team Coaches(C4)	3,500.00	0.00	3,500.00	100.0%
Zone Team Expenses (C4)	69,640.40	0.00	69,640.40	100.0%
Zone Team Team Mgr (C4)	5,000.00	5,000.00	0.00	100.0%
Zone Team - Other	0.00	82,000.00	-82,000.00	0.0%
<b>Total Zone Team</b>	<b>80,584.82</b>	<b>89,500.00</b>	<b>-8,915.18</b>	<b>90.0%</b>
<b>Total Swimmer Support</b>	<b>180,341.29</b>	<b>195,700.00</b>	<b>-15,358.71</b>	<b>92.2%</b>
<b>Total Expense</b>	<b>841,955.40</b>	<b>881,834.00</b>	<b>-39,878.60</b>	<b>95.5%</b>
<b>Net Ordinary Income</b>	<b>-50,937.93</b>	<b>0.00</b>	<b>-50,937.93</b>	<b>100.0%</b>