

Ohio Swimming, Inc. Board of Directors Meeting

Conference Call – February 19, 2018 8:30 pm

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

UNAPPROVED MINUTES

1. Call to Order and Roll Call

BOD members:		BOD Members:		BOD Members:	
General Chair – David Back	x	Senior Athlete Rep – Katrina Kanzari	x	Operational Risk Coord. – John Pristash	x
Admin Vice Chair – Michael Yeager	x	Athlete Rep – Braydon Kime	x	Sanctioning Chair – Anissa Kanzari	x
Senior Vice Chair – Norman Wright		Ath Rep – Jack Banks	x	Disability Swimming Chair – Jim Peterfish	x
Age Group Vice Chair – Chad Rehkamp				Officials Chair – Pam Birnbrich	x
Secretary – Mark Johnson	x			Technical Planning Chair – Todd Billhimer	x
Treasurer – Joe Waller	x			Safe Sport Co Chair – Madeline Sheblesy / Christi Holmes	x
Coaches Chair – Kris Moellenberg	x			Diversity/Inclusion Chair – Terry Anchrum	x
Asst. Coaches Chair – Vacant					
Committee and Coordinators:					
Camps – Vacant		Ath Rep – Bridget Parker		Office – Erin Schwab	x
Open Water – Chip Carrigan	x	Ath Rep – Peyton Farrell	x	Finances – Kristi Princell	
Zone Team – Brent Peaden		Ath Rep – Caroline Holmes	x		
High School – Rich Morris	x				

2. Approve Agenda - Agenda **APPROVED**

3. Consent agenda - **APPROVED**

- a. Adoption of January 2019 Minutes
- b. Treasurer report for February 2019
- c. Permanent Office report for February 2019

4. Old Business

- a. Governance Committee – We currently have a governance committee that has geographical representation. Peyton Farrell is the athlete representative. As soon as David’s term as general chair is expired, he will replace Toby Boedecker on the committee.
- b. Bylaws – The bylaws have been drafted and we should see them in a draft form in the March BOD meeting.

5. New Business

- a. National Officials training – Some confusion on Officials Qualifying Meets (OQM) in getting things setup in place for an OSI non championship meet.

6. Announcements

- a. Bill Fieger was award Officials' Excellence Award from Swimming World magazine.
- b. KCST put on a great regional meet last weekend and had fun.
- c. Spring HOD is the last Sunday of April in Mason OH.

7. Next BOD Meetings – Tuesday March 19, 2019 8:30 pm.

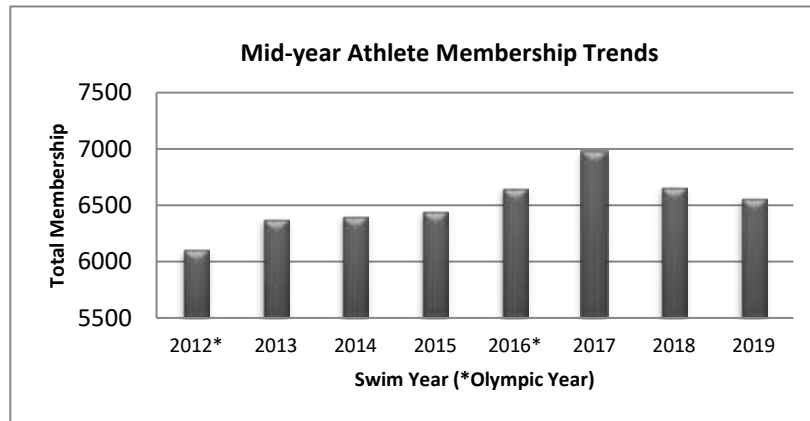
8. Adjournment at 9:11 PM.

**Membership Services Director Report
February 19, 2019 BOD Meeting**



2019 Mid-Year Membership Statistics Summary

Mid-year numbers show a 1.5% decrease in overall athlete membership from previous year's mid-year. Mid-year new membership statistics show a slight increase vs final numbers last season (23.0% vs 22.6%) with summer membership still to be tabulated.



Registration/Membership National Committee Meeting

Update from the national registration committee meeting last weekend in Phoenix:

- MDVS update: Team Unify continues to be the only vendor offering the USA Swimming athlete integration service to date. Active Network (Hytek) Team Manager has no roll-out plan to date.
- USAS convention contracts for USA Swimming expire after 2021 with the Zone workshops acting as the replacement to convention in the future.
- The USA Swimming website has another update planned in the future. No date available yet.
- Flex Membership: Is for 18 & under athletes, not 19 & under as previous legislation indicated. USA Swimming Board approved the new age that went into effect Sept 25, 2018.
- Deck Pass Plus Mobile: Is now FREE! Allows access to membership card (only if all certifications are current). Coaches have additional capability of accessing their swimmer rosters/times. Deck Pass Plus shows a "VALID TO" date on the card and prevents members from displaying a card if a certification is expired.
- Concussion programming: concussion expirations will not be auto-tracked by SWIMS until a later date. However, we can still manually track and uncheck the met/not met box if certification is expired.

Upcoming Zone Workshops – May 17-19, 2019 Chicago

The upcoming zone workshops are for the following LSC personnel: General Chair, Admin VC, Operational Risk Coordinator, Diversity & Inclusion Chair, Safe Sport Chair, Officials Chair, office staff (registration, times). The LSC provides transportation, USA Swimming provides lodging. A survey will go out in the next 2 weeks gauging availability of attendees.

Respectfully Submitted,

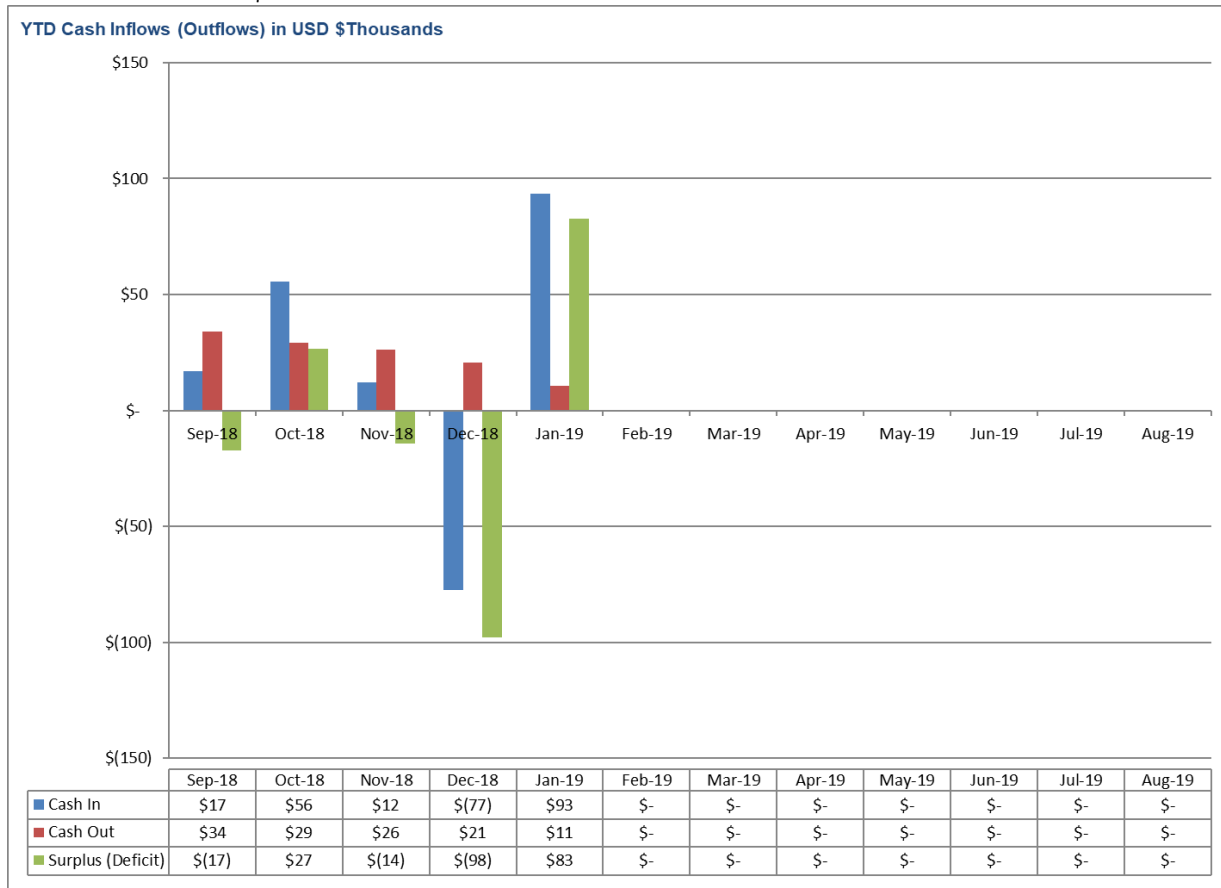
Erin Schwab



Treasurer's Report Ohio Swimming BOD February 2019 Meeting

To: Ohio Swimming BOD
 From: Joseph Waller
 Date: February 10, 2019
 Re: OSI Treasurer's Report

1. YTD Financials as of fiscal January (P5)
 - a. Inflows = \$100K vs our \$299K budget, or 34% YTD
 - b. Outflows = \$120K vs our \$346K budget, or 35% YTD
 - c. YTD Net Deficit = -\$20K



2. P&L Actual versus Budget = -\$20K YTD Unfavorable Variance versus -\$47K Budget = \$27K Favorable Variance

Main Drivers of Surplus (Deficit)		
Planned Use of Reserves		\$ (47,549)
Membership/Dues NET		\$ (96,507)
Prior year income received in current year		\$ 46,493
Prior year expenses paid in current year		\$ (23,602)
Credit Card Fees YTD		\$ 811
Senior Travel Fund Overspend		\$ -
All Other		\$ 100,125
Surplus (Deficit) YTD		<u>\$ (20,229)</u>



Treasurer's Report
Ohio Swimming BOD February 2019 Meeting

3. Other Matters

- a. January 2019 cash inflows significantly exceeded outflows, primarily related to the delayed collection of significant accounts receivable related to the USA Swimming automatic draw of membership dues in mid-December. The OSI line of credit has been decreased to a resulting balance of \$59.9K at 1/31/2019. Permanent office continues to follow up on outstanding amounts due of approximately \$96K. We expect the OSI line of credit to be paid down further or eliminated in its entirety during February or early March 2019, as the remaining receivables are collected.
- b. Balance Sheet and Reserves: OSI continues to maintain a healthy balance sheet including sufficient reserves. Excess reserves are estimated at \$25K as of January 31, 2019.
- c. Quad Financial Forecasting: We are in the process of updating the Quad Financial Forecast, and intend to use this in the next budget cycle that will kick off in the Spring.

Respectfully Submitted,

Joseph Waller

OSI Treasurer

Ohio Swimming

Profit & Loss Budget vs. Actual

September 2018 through January 2019

	Sep '18 - Jan 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
Memberships/Dues(USA Swim)				
2018 Income Recieved in 2019	46,493.00			
Athlete	350,168.90	474,500.00	-124,331.10	73.8%
Athlete Expense	-361,676.00	-390,400.00	28,724.00	92.6%
Club Membership Dues	6,905.00	13,525.00	-6,620.00	51.1%
Club Membership Dues Expense	-2,740.00	-4,820.00	2,080.00	56.8%
Non Athlete	43,210.00	62,415.00	-19,205.00	69.2%
Non Athlete Expense	-33,000.00	-52,155.00	19,155.00	63.3%
Outreach	568.00	375.00	193.00	151.5%
Outreach Expense	-5,440.00	-375.00	-5,065.00	1,450.7%
Seasonal Swimmers	9,671.00	27,170.00	-17,499.00	35.6%
Seasonal Swimmers Expense	-4,170.00	-21,450.00	17,280.00	19.4%
Total Memberships/Dues(USA Swim)	49,989.90	108,785.00	-58,795.10	46.0%
Other Income				
Approved/Meet Observation Fees	800.00	2,000.00	-1,200.00	40.0%
Interest and Dividends (Edward)	0.00	184.00	-184.00	0.0%
Interest Income(Ckg/Saving)				
Dividends	97.96	230.00	-132.04	42.6%
Total Interest Income(Ckg/Saving)	97.96	230.00	-132.04	42.6%
Misc.	1,620.00	2,050.00	-430.00	79.0%
Total Other Income	2,517.96	4,464.00	-1,946.04	56.4%
Sanctions & Meet Revenue				
Entry Fees	22,408.50	100,000.00	-77,591.50	22.4%
Facility Fund (Reserved Fund)	15,072.00	59,250.00	-44,178.00	25.4%
Sanctions	5,063.50	3,100.00	1,963.50	163.3%
Senior Circuit Entry Fees	254.00	5,000.00	-4,746.00	5.1%
Travel Fund (Reserved Fund)	5,158.00	18,000.00	-12,842.00	28.7%
Total Sanctions & Meet Revenue	47,956.00	185,350.00	-137,394.00	25.9%
Total Income	100,463.86	298,599.00	-198,135.14	33.6%
Expense				
Operations				
2018 Expenses Paid in 2019	23,601.93			
Administrative Review Board	0.00	100.00	-100.00	0.0%
Administrative Vice Chairman	0.00	500.00	-500.00	0.0%
Age Group Chairman	0.00	100.00	-100.00	0.0%
Athlete Representative	0.00	1,000.00	-1,000.00	0.0%
Coach Representatives				
Coach Education/Training	0.00	1,000.00	-1,000.00	0.0%
Coach of Yr Clinic, Scholarship	0.00	2,000.00	-2,000.00	0.0%
Coach of Yr Plaques	0.00	200.00	-200.00	0.0%
Total Coach Representatives	0.00	3,200.00	-3,200.00	0.0%
Disability Swimming Coordinator	0.00	3,000.00	-3,000.00	0.0%
Donations	0.00	2,000.00	-2,000.00	0.0%
General Chairman	0.00	10,000.00	-10,000.00	0.0%
General Chairman(Discretionary)	452.63			
Interest Expense	589.78			
LSC Conventions/Clinics/Dues				
Central Zone Dues	0.00	100.00	-100.00	0.0%
D&O Insurance	0.00	525.00	-525.00	0.0%
House of Delegates Meeting	1,581.12	1,975.00	-393.88	80.1%
USAS Convention	25,063.37	20,270.00	4,793.37	123.6%
Workshops	0.00	1,957.00	-1,957.00	0.0%
Total LSC Conventions/Clinics/Dues	26,644.49	24,827.00	1,817.49	107.3%
Officials Chair				
Background Check	1,887.00	5,000.00	-3,113.00	37.7%
Official Dues (\$6.00)	-930.00	-1,800.00	870.00	51.7%
Officials Chair(Tshirts&Badges)	117.24	599.04	-481.80	19.6%
Officials Travel	3,570.17	15,360.00	-11,789.83	23.2%
Wkshops,Meetings,Recog,Training	1,627.05	2,788.80	-1,161.75	58.3%
Total Officials Chair	6,271.46	21,947.84	-15,676.38	28.6%
Outreach/Diversity				
CZ Diversity Select Camp	0.00	2,000.00	-2,000.00	0.0%
Diversity	0.00	2,000.00	-2,000.00	0.0%
Diversity/Inclusion Clinic	0.00	2,000.00	-2,000.00	0.0%
Multi Cultural Camp	0.00	2,500.00	-2,500.00	0.0%
Outreach-Gear	11,385.61	13,000.00	-1,614.39	87.6%
Outreach Travel	100.00	2,500.00	-2,400.00	4.0%
Total Outreach/Diversity	11,485.61	24,000.00	-12,514.39	47.9%

Ohio Swimming
Profit & Loss Budget vs. Actual
September 2018 through January 2019

	Sep '18 - Jan 19	Budget	\$ Over Budget	% of Budget
Permanent Office				
Bank Charges	112.31	85.00	27.31	132.1%
CC & Electronic Fees	-810.62	0.00	-810.62	100.0%
Office Expense	2,816.19	10,271.04	-7,454.85	27.4%
Payroll Expenses	2,375.76	92,437.35	-90,061.59	2.6%
Payroll Wages	28,430.80			
Subcontractor Work	3,920.00	3,150.00	770.00	124.4%
Worker's Compensation	105.00	310.00	-205.00	33.9%
Total Permanent Office	36,949.44	106,253.39	-69,303.95	34.8%
Safe Sport Coordinator	809.60	2,400.00	-1,590.40	33.7%
Safety Coordinator	0.00	600.00	-600.00	0.0%
Secretary	107.00	100.00	7.00	107.0%
Senior Vice-Chairman	0.00	100.00	-100.00	0.0%
Treasurer				
Audit	5,420.00	6,000.00	-580.00	90.3%
Tax Prep	900.00	2,900.00	-2,000.00	31.0%
Taxes	100.00	100.00	0.00	100.0%
Total Treasurer	6,420.00	9,000.00	-2,580.00	71.3%
Total Operations	113,331.94	209,128.23	-95,796.29	54.2%
Recognition Banquet				
Recognition Banquet Exp	0.00	13,920.00	-13,920.00	0.0%
Recognition Banquet In	0.00	-4,500.00	4,500.00	0.0%
Total Recognition Banquet	0.00	9,420.00	-9,420.00	0.0%
Swimmer Support				
Awards				
Age Group	270.37	15,000.00	-14,729.63	1.8%
Seniors	573.47	530.00	43.47	108.2%
Total Awards	843.84	15,530.00	-14,686.16	5.4%
Championship (Facility Reserved)				
SC Sr Championships	6,517.50			
Championship (Facility Reserved - Other)	0.00	59,250.00	-59,250.00	0.0%
Total Championship (Facility Reserved)	6,517.50	59,250.00	-52,732.50	11.0%
Meets				
Distance Meets	0.00	5,000.00	-5,000.00	0.0%
Senior Circuit Meets	0.00	9,000.00	-9,000.00	0.0%
Total Meets	0.00	14,000.00	-14,000.00	0.0%
Open Water Programs				
Open Water-Awards	0.00	430.00	-430.00	0.0%
Open Water Camps	0.00	3,360.00	-3,360.00	0.0%
Zone Team-Open Water	0.00	2,030.00	-2,030.00	0.0%
Total Open Water Programs	0.00	5,820.00	-5,820.00	0.0%
Senior Travel Fund (Reserved)				
Open Water	0.00	1,900.00	-1,900.00	0.0%
Senior Travel Fund (Reserved) - Other	0.00	25,000.00	-25,000.00	0.0%
Total Senior Travel Fund (Reserved)	0.00	26,900.00	-26,900.00	0.0%
Zone Team				
Zone Team Coaches	0.00	1,100.00	-1,100.00	0.0%
Zone Team Expenses	0.00	77,000.00	-77,000.00	0.0%
Zone Team Income	0.00	-72,000.00	72,000.00	0.0%
Total Zone Team	0.00	6,100.00	-6,100.00	0.0%
Total Swimmer Support	7,361.34	127,600.00	-120,238.66	5.8%
Total Expense	120,693.28	346,148.23	-225,454.95	34.9%
Net Ordinary Income	-20,229.42	-47,549.23	27,319.81	42.5%
Net Income	-20,229.42	-47,549.23	27,319.81	42.5%

Ohio Swimming
Balance Sheet
As of January 31, 2019

Jan 31, 19

ASSETS

Current Assets

Checking/Savings

Edward Jones

Olympic Trial Funds (Reserved)

28,000.00

Edward Jones - Other

267,870.72

Total Edward Jones

295,870.72

Edward Jones Money Market

92,062.96

FMB Checking

1,584.91

Total Checking/Savings

389,518.59

Total Current Assets

389,518.59

TOTAL ASSETS

389,518.59

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Other Current Liabilities

Direct Deposit Liabilities

-4,331.26

Edward Jones Short Term Loan

59,887.44

Payroll Liabilities

-791.33

Total Other Current Liabilities

54,764.85

Total Current Liabilities

54,764.85

Total Liabilities

54,764.85

Equity

Opening Bal Equity

220,316.78

Retained Earnings

134,666.38

Net Income

-20,229.42

Total Equity

334,753.74

TOTAL LIABILITIES & EQUITY

389,518.59
