

Ohio Swimming, Inc. Board of Directors Meeting

Conference Call – October 15, 2019 8:30 pm

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

TENTATIVE AGENDA

1. Call to Order and Roll Call

BOD members:		BOD Members:		BOD Members:	
General Chair – Todd Billhimer	x	Senior Athlete Rep – Braydon Kime	x	Operational Risk Coord. – John Pristash	x
Admin Vice Chair – Joe Waller	x	Junior Ath Rep – Jack Banks		Sanctioning Chair – Anissa Kanzari	x
Senior Vice Chair – Chris McKinney	x			Disability Swimming Chair – Jim Peterfish	
Age Group Vice Chair – Kevin Rachal	x			Officials Chair – Pam Birnbrich	x
Secretary – Mark Johnson	x			Technical Planning Chair – Kyle Goodrich	x
Treasurer – David Lloyd	x			Safe Sport Co Chair – Lew Timberman	
Coaches Chair – Kris Moellenberg	x			Diversity/Inclusion Chair – Terry Anchrum	x
Asst. Coaches Chair – Dan Cherok					
Committee and Coordinators:					
Camps – Craig Schoenlein	x	Ath Rep – Bridget Parker		Office – Erin Schwab	x
Open Water – Chip Carrigan	x	Ath Rep – Peyton Farrell		Office – Kristi Princell	x
Zone Team – Brent Peaden	x	Ath Rep – Caroline Holmes	x	Jerry Ferritto - Governance	x
High School – Rich Morris	x				

2. Approve Agenda - Agenda **APPROVED**
3. Consent agenda
 - a. Adoption of September 2019 Minutes – Minutes
 - b. Treasurers report from October 2019
4. Old Business
 - a. Update on swimmer surcharge/facility charges - Kyle Goodrich - Motion **PASSED** for WTRC to collect a \$11 facility fee per swimmer.
5. New Business
 - a. Number of HOD meetings - Todd Billhimer – Todd is interested in moving to just one HOD meeting per year. Mostly since we usually only bring things to HOD one time per year. Just food for thought.
 - b. Discuss the implementation of Safe Sport guidelines to high school swimming and a discussion with OHSAA – Rich Morris – Concern is that OHSAA does not have anything currently in place to educate coaches regarding general Safe Sport (MMAP specifically).
6. Announcements
 - a. Pam announced that Ohio Swimming officials selected for Olympic Trials in June 2020 are Anissa Kanzari, Pam Birnbrich and Mark Johnson. Secretaries note: Joe Waller and Edgar Caraballo were also selected.
7. Next BOD Meetings – November 19, 2019 8:30 pm.
8. Adjournment – Adjourned at 9:23 pm.

OSI Technical Planning Chair Agenda Item

The OSI Age Group Committee had a teleconference on Wednesday, October 9. One of the issues we discussed was host teams charging additional “Facility Fees” for swimmers to enter their meets. Here are some of our thoughts:

Rationale: Meet hosting expenses have increased, and these facility fees provide the meet hosts with additional income to cover those costs, which will provide more incentive for teams to continue hosting meets. These facility fees are preferable to “gate” and/or heat sheet fees since they are easier to quantify; they are one-time and consistent (as opposed to parents paying for multiple sessions/heat sheets); and they eliminate the need for a volunteer to sit at the entrance with a cash box. There is also precedent in place as Sectionals and most national-level meets include similar facility fees.

Issues:

1. These fees appear to conflict with our OSI bylaws regarding “Service Charges” as currently written. In order to allow these fees to be implemented, it appears that we will need to amend our bylaws. This will require BOD approval and implementation before a host team can charge these fees. Unless and until that occurs, I don’t believe that meet hosts can add these fees.
2. These facility fees currently have no OSI limitations (this is related to – but distinguishable from – the first issue above). One concern from our committee is that, without parameters from OSI, teams may begin escalating these fees throughout the season based on subjective standards: you charged us \$10 to enter your meet, so we’re going to charge you \$11 to enter our meet; our facility is nicer than theirs, so we can obviously justify charging higher facility fees for our meet; we need to recoup the rising costs of away meets, so we’re going to increase these fees accordingly. Since our bylaws currently do not allow/address these facility fees, meet hosts can set whatever amount they want. Free market is great, but the reality is that there aren’t that many opportunities without traveling, so teams/swim families may feel frustrated and stop attending as many meets. We realize and discussed that these fees may be less or similar than charging them in other ways, but the perception of up-front costs may deter people from attending at all.
3. Allowing these facility fees significantly affects the meet entry budgets for some teams. I’m going to change hats for this one. The OSSC incorporates meet entry fees into our monthly team fees. We collect these fees based on the average meet entry fees for each of our training fees from the previous season. Since our fiscal year begins July 1 of each year, we have already set our team fees for the current season. We attend roughly 25 Ohio Swimming meets each year, and we bring roughly 100 swimmers to each meet. If every team were to suddenly add these facility fees this season, it would increase my meet entry budget by \$27,500 (25 meets x 100 swimmers per meet x \$11 facility fee). That’s a huge, unexpected hit! I realize this would be the worst possible scenario, but even though it’s unlikely to happen at that level, the point is that it could happen and we would be helpless to do anything about it. One of the other coaches said, “Yeah, but won’t these teams just increase their gate and/or heat sheet fees so that they’re similar to the \$11 facility fee?” My response was, “possibly, but it won’t come out of *my* budget. Those fees would be dispersed to each family in much smaller amounts, as it is currently done.” Most teams still charge their swim families for each meet so this would affect them differently, but there are some of us that have already set our fees and this could be financially detrimental to us since we didn’t have the opportunity to plan ahead for it.

Age Group Committee Recommendation: We are opposed to changing our bylaws and allowing facility fees *this season*. We all see the benefit of moving to facility fees in lieu of gate and/or heat sheet fees

beginning next season. That would give us enough time for the BOD to discuss this matter, change our bylaws, set parameters, and allow teams who incorporate meet entry fees into their team fees to adjust prior to the implementation of these new fees.

Respectfully,

Kyle Goodrich, Technical Planning Chair



Treasurer's Report
Ohio Swimming BOD October 2019 Meeting

To: Ohio Swimming BOD
From: David Lloyd
Date: October 11, 2019
Re: OSI Treasurer's Report

1. Financials as of and for the month ended September 30, 2019 (P1)
 - a. Inflows of \$10,961
 - b. Outflows of \$14,567
 - c. Net deficit for September of \$3,606
 - d. Very limited activity for the month of September, although nothing outside of expectations at this point.

2. Other Matters
 - a. Currently have \$15,727.50 of receivables more than 60 days past due. Six clubs make up this balance, with only three of those clubs representing approximately 96% of the total overdue amount.
 - b. Balance Sheet and Reserves: OSI continues to maintain a healthy balance sheet including sufficient reserves. Excess reserves are estimated at \$3K as of August 31, 2019, based upon 75% of budgeted annual expenses for FY20 (this is different than what was disclosed at HOD because I've removed both the assets and expenses related to Olympic trials from the calculation).
 - c. The latest LSC affiliation agreement that we received from Ohio Swimming has some differences in how we've handled things from a financial standpoint in the past. Primary differences include the requirement to complete Internal Audit type procedures on an annual basis in addition to the external audit that we already have completed. This appears to be a change in policy and is currently being reviewed by USA Swimming's legal counsel.
 - d. The new affiliation agreement also requires us to either adopt an LSC-specific investment policy, or adopt USA Swimming's current policy. The current asset allocation of our invested reserves is currently slightly more aggressive than would be allowed under USA Swimming's current investment policy. It would also require us to present regular information to the board on performance of our investments versus benchmarks, fund expenses and portfolio risk.

Respectfully Submitted,

David Lloyd

OSI Interim Treasurer

Ohio Swimming Profit & Loss Budget vs. Actual September 2019

	Sep 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
Memberships/Dues(USA Swim)				
2019 Income Recieved in 2020	5,911.50	20,000.00	-14,088.50	29.56%
Club Membership Dues	200.00	13,755.00	-13,555.00	1.45%
Club Membership Dues Expense	0.00	-4,970.00	4,970.00	0.0%
Non Athlete	4,800.00	63,750.00	-58,950.00	7.53%
Non Athlete Expense	0.00	-51,000.00	51,000.00	0.0%
Outreach	0.00	400.00	-400.00	0.0%
Outreach Expense	0.00	-400.00	400.00	0.0%
Premium Athlete	0.00	495,000.00	-495,000.00	0.0%
Premium Athlete Expense	0.00	-396,000.00	396,000.00	0.0%
Seasonal Swimmers	0.00	26,600.00	-26,600.00	0.0%
Seasonal Swimmers Expense	0.00	-21,000.00	21,000.00	0.0%
Total Memberships/Dues(USA Swim)	10,911.50	146,135.00	-135,223.50	7.47%
Other Income				
Approved/Meet Observvation Fees	0.00	1,900.00	-1,900.00	0.0%
Interest Income(Ckg/Saving)				
Dividends	0.00	200.00	-200.00	0.0%
Total Interest Income(Ckg/Saving)	0.00	200.00	-200.00	0.0%
Misc.	0.00	3,905.59	-3,905.59	0.0%
Total Other Income	0.00	6,005.59	-6,005.59	0.0%
Sanctions & Meet Revenue				
Entry Fees	0.00	95,000.00	-95,000.00	0.0%
Facility Fund	0.00	0.00	0.00	0.0%
Sanctions	50.00	3,800.00	-3,750.00	1.32%
Senior Circuit Entry Fees	0.00	6,300.00	-6,300.00	0.0%
Swimmers Surcharge	0.00	175,000.00	-175,000.00	0.0%
Total Sanctions & Meet Revenue	50.00	280,100.00	-280,050.00	0.02%
Savings(From)				
Tfr from Olympic Travel Fund	0.00	28,000.00	-28,000.00	0.0%
Total Savings(From)	0.00	28,000.00	-28,000.00	0.0%
Total Income	10,961.50	460,240.59	-449,279.09	2.38%
Expense				
2019 Expenses Paid in 2020	1,040.90			
Operations				
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%
Camps/Clinics Coordinator	0.00	11,200.00	-11,200.00	0.0%
Coach Representatives				
Coach Education/Training	0.00	1,000.00	-1,000.00	0.0%
Coach of Yr Clinic, Scholarship	750.00	4,000.00	-3,250.00	18.75%

Ohio Swimming Profit & Loss Budget vs. Actual September 2019

	Sep 19	Budget	\$ Over Budget	% of Budget
Coach of Yr Plaques	0.00	400.00	-400.00	0.0%
Total Coach Representatives	750.00	5,400.00	-4,650.00	13.89%
Disability Swimming Coodinator	0.00	3,000.00	-3,000.00	0.0%
Donations	0.00	1,500.00	-1,500.00	0.0%
General Chairman	0.00	5,000.00	-5,000.00	0.0%
Interest Expense	0.00	720.00	-720.00	0.0%
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	210.00	1,975.00	-1,765.00	10.63%
USAS Convention	2,198.00	18,000.00	-15,802.00	12.21%
Workshops	1,579.74	1,957.00	-377.26	80.72%
Total LSC Conventions/Clinics/Dues	3,987.74	22,557.00	-18,569.26	17.68%
Officials Chair				
Background Check	152.00	2,300.00	-2,148.00	6.61%
Background Check Renewals	108.00			
Official Dues (\$6.00)	0.00	-1,800.00	1,800.00	0.0%
Officials Chair(Tshirts&Badges)	77.62	500.00	-422.38	15.52%
Officials Travel	0.00	15,200.00	-15,200.00	0.0%
Officials Travel Olympic Trials	0.00	3,000.00	-3,000.00	0.0%
Wkshps,Meetings,Recog,Training	491.60	3,000.00	-2,508.40	16.39%
Total Officials Chair	829.22	22,200.00	-21,370.78	3.74%
Outreach/Diversity				
CZ Diversity Select Camp	0.00	2,500.00	-2,500.00	0.0%
Diversity/Inclusion Clinic	0.00	2,000.00	-2,000.00	0.0%
Learn To Swim	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	860.76	12,000.00	-11,139.24	7.17%
Outreach Travel	0.00	11,000.00	-11,000.00	0.0%
Total Outreach/Diversity	860.76	32,000.00	-31,139.24	2.69%
Permanent Office				
Bank Charges	0.00	85.00	-85.00	0.0%
CC & Electronic Fees	54.20			
Office Expense	815.23	7,171.00	-6,355.77	11.37%
Payroll Expenses	442.45	98,907.59	-98,465.14	0.45%
Payroll Wages	5,686.16			
Subcontractor Work	100.00	20,000.00	-19,900.00	0.5%
Worker's Compensation	0.00	310.00	-310.00	0.0%
Permanent Office - Other	0.00	0.00	0.00	0.0%
Total Permanent Office	7,098.04	126,473.59	-119,375.55	5.61%
Safe Sport Coordinator	0.00	2,400.00	-2,400.00	0.0%
Safety Coordinator	0.00	600.00	-600.00	0.0%
Secretary	0.00	110.00	-110.00	0.0%
Senior Vice-Chairman	0.00	2,500.00	-2,500.00	0.0%

Ohio Swimming Profit & Loss Budget vs. Actual September 2019

	Sep 19	Budget	\$ Over Budget	% of Budget
Treasurer				
Audit	0.00	6,000.00	-6,000.00	0.0%
Tax Prep	0.00	2,900.00	-2,900.00	0.0%
Taxes	0.00	100.00	-100.00	0.0%
Total Treasurer	0.00	9,000.00	-9,000.00	0.0%
Total Operations	13,525.76	246,360.59	-232,834.83	5.49%
Recognition Banquet	0.00	9,420.00	-9,420.00	0.0%
Swimmer Support				
Awards	0.00	15,530.00	-15,530.00	0.0%
Championship Facility				
Copier Rental	0.00	0.00	0.00	0.0%
Open Water Championship	0.00	3,500.00	-3,500.00	0.0%
Championship Facility - Other	0.00	55,500.00	-55,500.00	0.0%
Total Championship Facility	0.00	59,000.00	-59,000.00	0.0%
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	0.00	0.00	0.0%
Zone Team-Open Water	0.00	2,500.00	-2,500.00	0.0%
Total Open Water Programs	0.00	2,930.00	-2,930.00	0.0%
Senior Travel Fund				
Coach Travel	0.00	0.00	0.00	0.0%
Olympic Trials	0.00	28,000.00	-28,000.00	0.0%
Senior Travel Fund - Other	0.00	70,000.00	-70,000.00	0.0%
Total Senior Travel Fund	0.00	98,000.00	-98,000.00	0.0%
Zone Team				
Zone Team Expenses	0.00	15,000.00	-15,000.00	0.0%
Zone Team Income	0.00	0.00	0.00	0.0%
Total Zone Team	0.00	15,000.00	-15,000.00	0.0%
Total Swimmer Support	0.00	204,460.00	-204,460.00	0.0%
Total Expense	14,566.66	460,240.59	-445,673.93	3.17%
Net Ordinary Income	-3,605.16	0.00	-3,605.16	100.0%
Net Income	-3,605.16	0.00	-3,605.16	100.0%

Ohio Swimming
Balance Sheet
As of September 30, 2019
Sep 30, 19

ASSETS

Current Assets

Checking/Savings

Edward Jones

Olympic Trial Funds (Reserved) 28,000.00

Edward Jones - Other 308,419.48

Total Edward Jones 336,419.48

Edward Jones Money Market 3,971.79

FMB Checking -6,910.61

Total Checking/Savings 333,480.66

Other Current Assets

Clearing account -0.08

Total Other Current Assets -0.08

Total Current Assets 333,480.58

TOTAL ASSETS 333,480.58

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Other Current Liabilities

Payroll Liabilities -58.63

Total Other Current Liabilities -58.63

Total Current Liabilities -58.63

Total Liabilities -58.63

Equity

Opening Bal Equity 220,316.78

Retained Earnings 116,827.59

Net Income -3,605.16

Total Equity 333,539.21

TOTAL LIABILITIES & EQUITY 333,480.58