

Finance Committee Report

10/25/19

The Finance Committee last met in mid-July 2019 (see 07/14/19 meeting minutes below).

In lieu of a Finance Committee meeting, time has been spent working with KeyBank to:

- Change signatories on MESI checking, savings, and CD accounts. This has proved to be more problematic than it should have been. Every phone call, email, and face-to-face meeting with the KeyBank branch staff led to some type of issue or concern on the bank's behalf. As of 10/25/19, all hurdles appear to have been dealt with and/or resolved. Last set of signatures can now be obtained (Lia Langeveld) and all accounts should be in order after received.
- Discuss current checking, and savings account types, interest rates, and fees. KeyBank agreed that MESI accounts are outdated and not providing us with the best interest/fee structure. According to KeyBank branch manager, it may be possible to update accounts to better bank products by changing product codes in bank system as opposed to having to go through another round of signatory documents.
- Discuss current certificate of deposit (CD) to see if there is a better CD option and what penalties there might be to make a change. According to KeyBank branch manager, the penalty to close/change current CD would be approximately \$35. Accrued interest around end of September was on approximately \$4. There should be a better product available.
- Discuss debit card vs. credit card. According to KeyBank branch manager, because MESI is a non-profit, a credit card is a viable option and a better choice than debit card. As a non-profit, no guarantor is required. This should be easily attainable.
- Discuss overdraft protection options. Currently, a higher balance is carried in checking account than savings account even though the savings account should provide a better interest rate. Preference would be to move additional monies into savings and take advantage of additional interest. Checking and savings could be linked to cover unanticipated balance shortfalls in checking. This wouldn't happen until after all accounts are updated to new product types.
- Inquire about KeyBank's merchant services offerings and electronic deposit options (check scanner, etc.). Requested a comprehensive review of all banking products to determine whether KeyBank is providing us with the best services.

Respectfully submitted,

~Holly Hatch

Finance Committee Meeting
Via Zoom
07/14/19

Present: Jim Willis, Taylor Rogers, Lia Langeveld, Holly Hatch

Guest: Mary Ellen Tynan

Discussion by the committee about current revenue stream being less than anticipated to identify possible options to offset budget shortfall resulted in the following recommendations for the Board of Directors:

- 1.) Increase the Championship meet fees by \$1.00 in 2020 and an additional \$1.00 in 2021.
- 2.) Reduce sectionals reimbursements from \$600.00 to \$400.00; reduce Winter Age Group Zone Meet from \$200.00 to \$0.00; reduce Junior National Open Water reimbursement to \$600.
- 3.) Fundraise for Winter Championship meet to help offset facility rental expenses through solicitation of event and program sponsors; task force needed.

Additional discussion by the committee about:

- Need for general fundraising to augment membership revenue. Viable options include an annual fundraising appeal to current membership base and MESI alumni as well as available local and national grants; task force needed.
- Need to review current account investments and consider changes to maximize investments earnings and reduce fees; Holly will review accounts with Key Bank first before other banking options are considered.
- Concerns about registration trends – if USA Swimming increases annual team registrations to \$250.00 (MESI charges \$200.00) there is a possibility of losing teams like CCSC, WCY, MVSC, etc.; is there a solution?
- Quad Budget is due in FY20 (April 2020).
- Need to review and revise/update Finance Vice Chair and Treasurer job descriptions.
- Reminder that MESI uses Purdy Powers accounting firm in Portland for annual tax returns, etc.

Respectfully submitted,

~Holly Hatch