

# METROPOLITAN SWIMMING, INC.



## BOARD OF DIRECTORS MEETING

Wednesday, August 29, 2018

**PRESENT:** John McIlhargy, Mary Fleckenstein, Monique Grayson, Eric Fisher, Dom Boccio, Allen Wone, Elaine Ang, David Ellinghaus, John Yearwood, Edgar Perez, Jim Wargo, Jocelyn Fisher and Mark Owens

**EXCUSED PRIOR:** Stanley Wong and Robert Frawley.

**ABSENT:** Brian Hansbury and John Alaimo

1. **WELCOME/ROLL CALL:** John "Mac" McIlhargy welcomed everyone present at this meeting! Mac called the meeting to order at 6:30pm at The College of New Rochelle, in New Rochelle, NY
2. **ACCEPTANCE/CORRECTIONS OF MINUTES:**  
A motion to approve the minutes of June 27, 2018 was made, seconded and approved by all. **Motion carries**
3. **GENERAL CHAIR:** John McIlhargy
  - a. **Convention – At-Large Appointments** – Monique Grayson and Mary Fleckenstein;  
**At-Large Technical Appointments** – Carle Fierro and Mike Murray
  - b. **Office Manager Employment Review** – paperwork is done and will be submitted for review. All should be done by the Finance Meeting in September.
  - c. **LCM Senior Mets** – many thanks to all that volunteered their time to work the meet!
  - d. **T. vs Metropolitan Swimming** – will take some time.
  - e. **October 13, 2018 – in Newark, NJ** – LEAP USA Swimming Board is holding a joined meeting for Metro and New Jersey. Most board members have a meet that weekend but should try to attend if possible.
  - f. **Finance Update and This Year's Returns** – The Audit is 99 % completed. Just waiting on IRS report. Mac explained what triggered the Audit. Mac recommends hiring Waugh & Goodwin LLP for this year since they are already familiar with our finances.
  - g. **Committee Chair Appointment Conversation** – we haven't heard from OW chair or disability chair. George Fleckenstein and Jeff Chu approached Mac to be Open Water Co-Chairs. Kate Hallex has requested to be Disability Chair. A notice will be posted on the Metro Website for individuals interested in these 2 positions as well as Diversity. Applications are to be sent to Mac with a brief explanation as to why they want the position and their qualifications.
  - h. **USA Swimming - Important Dates** –
    - September 4, 2018 – National Committee Applications Accepted
    - April 25 to 28, 2019 – Leadership Summit at OTC in Colorado Springs
    - May 9-10-11, 2019 – Southern/Western Zone Workshop in Denver, CO
    - May 17-18-19, 2019 – Eastern/Central Zone Workshop in Chicago, Illinois
4. **TREASURER REPORT:** Elaine Ang
  - a. Hard ***copies are attached*** to these minutes – Elaine went over the reports
  - b. Balance Sheet Comparison: as of August 29, 2018
  - c. Budget vs Actuals: FYE 2018 Budget – FYE 18 P&L

- d. Profit and Loss Comparison – September 1, 2017 to August 29, 2018
  - e. Books for 2017-18 will close on August 31, 2018 – we have stayed pretty much on budget!
  - f. Conversation about Finance followed. This will be reviewed at the Finance Meeting in September.
5. **ADMINISTRATIVE VICE CHAIRS:** Eric Fisher
- a. We are looking to change the Metropolitan Swimming email addresses to a different program where mailboxes are free for Not-for-Profit associations.
  - b. Eric has been working on updating the P&P Manual – it was emailed to the Board. Track changes were available for review.
  - c. Post-Meet-Reports have been coming in a timely manner.
  - d. We will be updating the By-Laws after the LEAP Meeting.
6. **AGE GROUP CO-CHAIRS:** John Yearwood and Dom Boccio
- a. LCM Eastern Zone Championship was fine – Metro had the largest team. Chaperones were great. Very long discussion followed about Zones.
  - b. Age Group will have a Committee meeting about Zones as a Team Travel, at logistics, at minimum number of cuts required per swimmer, and the need for chaperones.
7. **ATHLETES REPRESENTATIVES:** Jocelyn Fisher and Mark Owens
- a. Athletes did not have a report.
8. **SAFETY COORDINATOR:** Edgar Perez
- a. Edgar had no report.
9. **FINANCE CHAIR REPORT:** Allen Wone
- a. We will retain an accounting firm to help with taxes.
10. **SENIOR CO-CHAIRS:** Jim Wargo and John Alaimo
- a. Jim would like to thank Brian Hansbury, Eric Fisher and Mary Fleckenstein for their tremendous work at Senior Mets. The Meet Referee did a fantastic job! It was a very well-run meet!
  - b. Jim mentioned that Metro Athletes performed well at the Nationals and at Speedo Junior National Championships in Irvine, CA. Great job also from Metro Officials and those meets! There was lots of Metro comradery!
    - Junior National Champions:
      - Christiana Regenauer (COND) – 50 & 100 free
      - Jason Louser (LIAC) – 400 IM
    - Junior Nationals Top 8 Finishers:
      - CJ Hinckley – AGUA – 5<sup>th</sup> in 1500 free
      - Lauryn Johnson – LIAC – 8<sup>th</sup> in 200 fly
      - Dylan Porges – AGUA – 8<sup>th</sup> in 200 fly and 7<sup>th</sup> in 800 free
      - Jason Louser – LIAC – 7<sup>th</sup> in 100 breast and 5<sup>th</sup> in 200 IM
      - Isabel Gormley – AGUA – 2<sup>nd</sup> in 400 IM and 3<sup>rd</sup> in 200 IM
      - Dylan Rhee – AGUA – 6<sup>th</sup> in 200 breast
    - The following teams also participated in Junior Nationals – BAD, LIE, NYSA and WEST
    - Phillips 66 Nationals – the following teams attended:
      - AGUA – Isabel Gormley, Dylan Rhee, Sophia Zhang
      - BAD – Jack Collins
      - COND – Emily Escobedo, Christiana Regenauer

- IA – Makaylas Sargent
  - LIAC – Jason Louser, Chloe Stepanek
  - NYAC – Breeja Larson, Catherine Meili
  - TS - Benjamin Cono
  - UN – Conor Dwyer
- c. Mary thanked Jim for sending her the information to post on the website
  - d. Jim would like to develop a Mentorship program and apply for a USA Swimming Grant
  - e. Senior Committee will look at Senior Mets to see if there needs to be a change in order of events.
11. **COACHES:** John Yearwood
    - a. John had no report
  12. **TECHNICAL PLANNING:** David Ellinghaus
    - a. The TP Committee had a meeting prior to this BOD meeting to work on possible time standards for JO's, Silvers, Bronze, and Senior Mets.
    - b. Dom will continue to work on the Age Group time standards and hopes to present it at the HOD meeting.
    - c. Question about when Senior Mets LCM will be scheduled for next summer. Long course championship meet schedule will be decided in January!
  13. **OFFICE MANAGER:** Mary Fleckenstein
    - a. Nothing new to report.
    - b. Mary wants to thank Elaine for diligently working into the night to process all the checks that needed to be signed and mailed before the end of the month.
  14. **OLD/UNFINISHED BUSINESS:**
    - a. None currently
  15. **NEW BUSINESS:**
    - a. The Long Island Aquatic Club would like to be the Metro sponsored host for the 2020 Long Course Eastern Zones, August 5-8, 2020 at NCAC, East Meadow, Long Island. Dom read the proposal to the board.
    - b. Dom will check with the hotels about reserving blocks of rooms.
    - c. A motion to accept LIAC's proposal was made, seconded and accepted by all. **Motion carries.**
    - d. The bid will be sent to Bud Rimbault (Eastern Zone Championship Chair) and Dave Ferris will be doing a presentation at EZ Meeting at USA Swim Convention.

**Next BOD/Finance Meeting – September 5, 2018 at NCAC**

**Next HOD Meeting – Saturday, September 15, 2018** at 10:00am at Kips Bay Boys & Girls Club - 1930 Randall Avenue, Bronx, NY

*Mandatory meeting for athlete and non-athlete representative. Must be registered with club and in good standing. All voting delegates must be pre-registered as a delegate. Please email the Metro office to update and confirm your delegates. All 2019 registrations materials will be emailed and posted at the end of August.*

A motion to adjourn the meeting was made, seconded and approved by all. **Motion carries.** Meeting adjourned at 8:10pm.

Respectfully submitted by Monique Grayson  
September 9, 2018



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**BOARD OF DIRECTORS MEETING**

**Wednesday, August 29, 2018 6:30 PM**

The College of New Rochelle, Wellness Center  
215 Liberty Avenue, New Rochelle, NY 10805  
Room 203, upstairs

1: CALL TO ORDER, WELCOME, and INTRODUCTIONS:

Excused prior to meeting: Stanley Wong

Roll Call:

NOT PRESENT

2: ACCEPTANCE/CORRECTIONS OF MINUTES:

Reports of officers

3: GENERAL CHAIR: John McIlhargy: Welcome –General Updates-

1. At-Large Technical Appointments-Monique and Mary/Tech At-Large Carle and Mike Murray
2. Office Manager Employment Review
3. Senior Mets Thank you
4. Finance Update and This year's Returns
5. Committee Chair Appt. Conversation- George Fleckenstein and Jeff Chu Open Water  
Kate Hallex, Disability

4: OFFICERS REPORS: (\*\*additional information or officer request for specific time)

- TREASURER'S REPORT: Elaine Ang
- ADMINISTRATIVE VICE CHAIR: Eric Fisher
- AGE GROUP CHAIR: John Yearwood/Dom Boccio
- ATHLETES' REPRESENTATIVES: Jocelyn Fisher/Mark Owens
- SAFETY COORDINATOR: Edgar Perez
- FINANCE CHAIR: Allen Wone
- SENIOR CHAIR: Jim Wargo/John Alamo
- COACHES REPRESENTATIVE: John Yearwood
- TECHNICAL PLANNING: David Ellinghaus
- SAFE SPORT COORDINATOR: Brian Hansbury

\*\*At Large Athletes: Stanley Wong/ Robert Frawley

5. OFFICE MANAGER: Mary Fleckenstein

6: UNFINISHED/OLD BUSINESS:

7: NEW BUSINESS:

8: NEXT MEETING: Schedule

Adjournment

# Metropolitan Swimming Inc.

## BALANCE SHEET COMPARISON

As of August 29, 2018

	TOTAL	
	AS OF AUG 29, 2018	AS OF AUG 29, 2017 (PY)
<b>ASSETS</b>		
Current Assets		
Bank Accounts		
1001 Checking	453,337.07	439,498.41
1002 Sterling National Bank	-13,188.64	0.00
1002.1 CD# 8293544316	1,085.21	1,085.21
1002.2 CD# 8393532364	5,461.64	5,461.64
1002.3 CD# 8293532363	6,641.79	6,641.79
<b>Total 1002 Sterling National Bank</b>	<b>0.00</b>	<b>13,188.64</b>
1003 HSBC Huntington	0.00	0.00
1003.1 CD #47026-2	0.00	0.00
1003.2 CD 47047-5	0.00	0.00
1003.3 CD #61227-0	0.00	0.00
<b>Total 1003 HSBC Huntington</b>	<b>0.00</b>	<b>0.00</b>
1004 Mutual Fund Investment	0.00	0.00
1005 Savings - Chase	65,691.80	52,443.84
1006 Exchange	0.00	0.00
<b>Total Bank Accounts</b>	<b>\$519,028.87</b>	<b>\$505,130.89</b>
Accounts Receivable		
1100 Accounts Receivable	12,551.98	7,710.51
<b>Total Accounts Receivable</b>	<b>\$12,551.98</b>	<b>\$7,710.51</b>
Other Current Assets		
1007 Fidelity & Guaranty	222,280.34	220,079.54
1008 National Integrity	217,906.64	214,475.00
1200 Prepaid Expenses	0.00	0.00
1210 Credit Card Receivables	0.00	0.00
Undeposited Funds	0.00	0.00
<b>Total Other Current Assets</b>	<b>\$440,186.98</b>	<b>\$434,554.54</b>
<b>Total Current Assets</b>	<b>\$971,767.83</b>	<b>\$947,395.94</b>
Fixed Assets		
1300 Furniture & Fixtures	3,125.89	3,125.89
Depreciation	-156.30	-156.30
Original Cost	0.00	0.00
<b>Total 1300 Furniture &amp; Fixtures</b>	<b>2,969.59</b>	<b>2,969.59</b>
1301 Hall of Fame - Lehman	24,751.97	24,751.97
Depreciation	-2,865.39	-1,736.60
<b>Total 1301 Hall of Fame - Lehman</b>	<b>21,886.58</b>	<b>23,015.37</b>
<b>Total Fixed Assets</b>	<b>\$24,856.17</b>	<b>\$25,984.96</b>
<b>TOTAL ASSETS</b>	<b>\$996,624.00</b>	<b>\$973,380.90</b>
<b>LIABILITIES AND EQUITY</b>		
Liabilities		

	TOTAL	
	AS OF AUG 29, 2018	AS OF AUG 29, 2017 (PY)
Current Liabilities		
Accounts Payable		
Accounts Payable	0.00	0.00
<b>Total Accounts Payable</b>	<b>\$0.00</b>	<b>\$0.00</b>
Credit Cards		
2200 American Express	0.00	0.00
<b>Total Credit Cards</b>	<b>\$0.00</b>	<b>\$0.00</b>
Other Current Liabilities		
2001 Accrued Expense	0.00	0.00
2005 Deferred Revenue	0.00	0.00
<b>Total Other Current Liabilities</b>	<b>\$0.00</b>	<b>\$0.00</b>
<b>Total Current Liabilities</b>	<b>\$0.00</b>	<b>\$0.00</b>
<b>Total Liabilities</b>	<b>\$0.00</b>	<b>\$0.00</b>
Equity		
3900 Retained Earnings	847,213.74	848,745.43
Opening Balance Equity	0.00	0.00
Net Income	149,410.26	124,635.47
<b>Total Equity</b>	<b>\$996,624.00</b>	<b>\$973,380.90</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$996,624.00</b>	<b>\$973,380.90</b>

# Metropolitan Swimming Inc.

## BUDGET VS. ACTUALS: FYE 2018 BUDGET - FY18 P&L

September 2017 - August 2018

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Income</b>				
5000.00 General Income Accts				
5001.00 Investment Income	0.45		0.45	
5001.10 Interest Income	5,744.93		5,744.93	
<b>Total 5001.00 Investment Income</b>	<b>5,745.38</b>		<b>5,745.38</b>	
5002.00 Fee & Surcharge				
5002.10 Sanctions Fee	15,075.00	21,000.00	-5,925.00	71.79 %
5002.15 Post Meet Fee (20%)	313,694.45	217,500.00	96,194.45	144.23 %
5002.17 Senior Surcharge		10,000.00	-10,000.00	
5002.18 JO Surcharge	5,365.00	16,000.00	-10,635.00	33.53 %
5002.19 Silver/Bronze Surcharge	13,077.00	6,000.00	7,077.00	217.95 %
<b>Total 5002.00 Fee &amp; Surcharge</b>	<b>347,211.45</b>	<b>270,500.00</b>	<b>76,711.45</b>	<b>128.36 %</b>
5005.10 Fines				
5005.17 Admins Fines	2,166.00	4,500.00	-2,334.00	48.13 %
5005.18 Junior fines		100.00	-100.00	
5005.19 Senior Fines		100.00	-100.00	
<b>Total 5005.10 Fines</b>	<b>2,166.00</b>	<b>4,700.00</b>	<b>-2,534.00</b>	<b>46.09 %</b>
5006.00 Registrations				
5006.10 Club-Received	16,225.00	18,000.00	-1,775.00	90.14 %
7006.10 Club-Paid	-6,230.00	-6,000.00	-230.00	103.83 %
<b>Total 5006.10 Club-Received</b>	<b>9,995.00</b>	<b>12,000.00</b>	<b>-2,005.00</b>	<b>83.29 %</b>
5006.20 Athlete-Received	742,154.00	700,000.00	42,154.00	106.02 %
7006.20 Athlete-Paid	-617,013.00	-545,000.00	-72,013.00	113.21 %
<b>Total 5006.20 Athlete-Received</b>	<b>125,141.00</b>	<b>155,000.00</b>	<b>-29,859.00</b>	<b>80.74 %</b>
5006.30 Non Athlete-Received	73,290.00	65,000.00	8,290.00	112.75 %
7006.30 Non Athlete-Paid	-62,462.00	-55,000.00	-7,462.00	113.57 %
<b>Total 5006.30 Non Athlete-Received</b>	<b>10,828.00</b>	<b>10,000.00</b>	<b>828.00</b>	<b>108.28 %</b>
5006.40 Transfers-Received	4,150.00	3,000.00	1,150.00	138.33 %
<b>Total 5006.00 Registrations</b>	<b>150,114.00</b>	<b>180,000.00</b>	<b>-29,886.00</b>	<b>83.40 %</b>
5010.00 Bounced Check Fee				
5010.10 Bounced Check Fee	50.00		50.00	
<b>Total 5010.00 Bounced Check Fee</b>	<b>50.00</b>		<b>50.00</b>	
5011.00 Misc - Office	-71.68		-71.68	
5014.00 Sales	3,975.00		3,975.00	
<b>Total 5000.00 General Income Accts</b>	<b>509,190.15</b>	<b>455,200.00</b>	<b>53,990.15</b>	<b>111.86 %</b>
<b>Total Income</b>	<b>\$509,190.15</b>	<b>\$455,200.00</b>	<b>\$53,990.15</b>	<b>111.86 %</b>
<b>GROSS PROFIT</b>	<b>\$509,190.15</b>	<b>\$455,200.00</b>	<b>\$53,990.15</b>	<b>111.86 %</b>
<b>Expenses</b>				
6100.00 Athletics Service Program				
6110 Travel Program	-5,923.92		-5,923.92	
6110.00 Travel Reimbursement	5,923.92		5,923.92	

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
6110.11 SC Sectional	18,800.00	12,500.00	6,300.00	150.40 %
6110.12 LC Senior Zone/Sectional	4,200.00	12,500.00	-8,300.00	33.60 %
6110.14 SC NCSA Junior	30,800.00	5,000.00	25,800.00	616.00 %
6110.15 LC NCSA Junior	2,000.00	5,000.00	-3,000.00	40.00 %
6110.16 LC Futures	16,000.00	5,000.00	11,000.00	320.00 %
6110.18 USA JR National SC	11,062.58	15,000.00	-3,937.42	73.75 %
6110.19 USA JR National LC	16,800.00	15,000.00	1,800.00	112.00 %
6110.21 USA Pro Series		5,000.00	-5,000.00	
6110.22 USA National/Open SC	3,600.00	10,000.00	-6,400.00	36.00 %
6110.23 USA National/Open/Phillip66 LC	5,000.00	10,000.00	-5,000.00	50.00 %
6110.30 USA Open Water Champ	600.00	3,000.00	-2,400.00	20.00 %
<b>Total 6110.00 Travel Reimbursement</b>	<b>114,786.50</b>	<b>98,000.00</b>	<b>16,786.50</b>	<b>117.13 %</b>
6120.00 Scholarships	-2,100.00		-2,100.00	
6120.10 Joseph Stetz Registration Income		-2,075.00	2,075.00	
6120.20 Galuzzi Scholarship In	-1,000.00		-1,000.00	
7120.10 Joe Stetz Scholarship Awards	2,000.00	2,000.00	0.00	100.00 %
<b>Total 6120.00 Scholarships</b>	<b>-1,100.00</b>	<b>-75.00</b>	<b>-1,025.00</b>	<b>1,466.67 %</b>
6130.00 Programs				
6131.00 Age Group Zone Meet				
6131.10 LC Zone				
6131.11 LC Zone fees collected	-47,224.39	-95,000.00	47,775.61	49.71 %
6131.12 LC Zone Entry fees	5,179.00		5,179.00	
7131.10 LC Zone Entries Fees Paid		7,000.00	-7,000.00	
7131.11 LC Zone Uniforms	29,154.28	35,000.00	-5,845.72	83.30 %
7131.12 LC Zone Petty Cash & supplies	1,820.44	2,000.00	-179.56	91.02 %
7131.13 LC Zone Bus	22,072.93	25,000.00	-2,927.07	88.29 %
7131.14 LC Zone Hotel & meals	7,910.03	77,000.00	-69,089.97	10.27 %
7131.15 LC Zone Board Member Travel		1,500.00	-1,500.00	
7131.16 LC Zone Official' Expenses		400.00	-400.00	
<b>Total 6131.10 LC Zone</b>	<b>18,912.29</b>	<b>52,900.00</b>	<b>-33,987.71</b>	<b>35.75 %</b>
6131.20 SC Zone				
6131.21 SC Zone Entries fees collected		-34,000.00	34,000.00	
7131.20 SC Zone Entries Fee Paid		2,000.00	-2,000.00	
7131.21 SC Zone Uniforms		27,000.00	-27,000.00	
7131.22 SC Zone Petty cash & supplies		2,000.00	-2,000.00	
7131.23 SC Zone Bus		11,000.00	-11,000.00	
7131.24 SC Zone Hotel		34,000.00	-34,000.00	
7131.25 SC Zone Board Member travel		1,000.00	-1,000.00	
7131.26 SC Zone Officials Expenses		400.00	-400.00	
<b>Total 6131.20 SC Zone</b>		<b>43,400.00</b>	<b>-43,400.00</b>	
<b>Total 6131.00 Age Group Zone Meet</b>	<b>18,912.29</b>	<b>96,300.00</b>	<b>-77,387.71</b>	<b>19.64 %</b>
6132.00 Senior Training Trip		20,000.00	-20,000.00	
6133.00 Diversity Program	-731.52	8,000.00	-8,731.52	-9.14 %
<b>Total 6130.00 Programs</b>	<b>18,180.77</b>	<b>124,300.00</b>	<b>-106,119.23</b>	<b>14.63 %</b>
<b>Total 6100.00 Athletics Service Program</b>	<b>125,943.35</b>	<b>222,225.00</b>	<b>-96,281.65</b>	<b>56.67 %</b>
6200.00 Officials				
6200.10 Travel Reimbursement	8,200.00	7,500.00	700.00	109.33 %
6200.11 Clinic & Training Expenses	4,807.08	3,000.00	1,807.08	160.24 %



	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
6200.12 BGC Reimbursement	1,494.50	4,000.00	-2,505.50	37.36 %
6200.13 Incentives	4,497.04	4,000.00	497.04	112.43 %
<b>Total 6200.00 Officials</b>	<b>18,998.62</b>	<b>18,500.00</b>	<b>498.62</b>	<b>102.70 %</b>
6400.00 BOD				
6410.00 USAS Conferences/Convention Fee	13,633.21	24,000.00	-10,366.79	56.81 %
6410.20 Travel Expenses	1,710.95		1,710.95	
6410.30 Par Diem/Meals	3,111.00		3,111.00	
<b>Total 6410.00 USAS Conferences/Convention Fee</b>	<b>18,455.16</b>	<b>24,000.00</b>	<b>-5,544.84</b>	<b>76.90 %</b>
6411.00 EZ Conferences & Conventions	761.46		761.46	
6411.11 Eastern Zone Meeting Host - OUT	4,049.71		4,049.71	
6411.20 Lodging/Transportation	4,051.76		4,051.76	
6411.30 Par Diem/Meals	118.00		118.00	
<b>Total 6411.00 EZ Conferences &amp; Conventions</b>	<b>8,980.93</b>		<b>8,980.93</b>	
6420.00 BOD Travel Reimbursement	2,851.83	2,500.00	351.83	114.07 %
6440.00 Committees				
6441.00 Review Committee		500.00	-500.00	
<b>Total 6440.00 Committees</b>		<b>500.00</b>	<b>-500.00</b>	
6450.00 BOD Misc Expenses	628.27		628.27	
<b>Total 6400.00 BOD</b>	<b>30,916.19</b>	<b>27,000.00</b>	<b>3,916.19</b>	<b>114.50 %</b>
6500.00 Clubs Recognition				
6510.00 Club Excellence Program	39,000.00	20,000.00	19,000.00	195.00 %
<b>Total 6500.00 Clubs Recognition</b>	<b>39,000.00</b>	<b>20,000.00</b>	<b>19,000.00</b>	<b>195.00 %</b>
6600.00 Administration & Operations Support	9.95		9.95	
6601.00 Salary & Wages	58,352.37	57,356.00	996.37	101.74 %
6601.10 Payroll Tax	6,117.70	4,875.00	1,242.70	125.49 %
6601.20 Workers Comp Insurance	6,097.57		6,097.57	
6601.30 ADP Payroll Service Fee	734.79		734.79	
<b>Total 6601.00 Salary &amp; Wages</b>	<b>71,302.43</b>	<b>62,231.00</b>	<b>9,071.43</b>	<b>114.58 %</b>
6605.00 IT Service Fee	5,000.00		5,000.00	
6605.10 Web Site ChargesB	1,000.00	6,000.00	-5,000.00	16.67 %
<b>Total 6605.00 IT Service Fee</b>	<b>6,000.00</b>	<b>6,000.00</b>	<b>0.00</b>	<b>100.00 %</b>
6606.00 SWIMS Stipends	5,000.00	5,000.00	0.00	100.00 %
6607.00 All Office Essential Supplies	922.20	4,000.00	-3,077.80	23.06 %
6607.10 Annual Membership/Program Dues	428.11		428.11	
6607.20 Printing/Ink/Paper	583.28		583.28	
6607.30 Postage/Mailing	664.03	2,000.00	-1,335.97	33.20 %
6607.40 Misc Expenses	846.49		846.49	
<b>Total 6607.00 All Office Essential Supplies</b>	<b>3,444.11</b>	<b>6,000.00</b>	<b>-2,555.89</b>	<b>57.40 %</b>
6608.00 Operation Expenses				
6608.10 Internet Expense	2,167.79	1,000.00	1,167.79	216.78 %
6608.20 Telephone	776.93	1,600.00	-823.07	48.56 %
<b>Total 6608.00 Operation Expenses</b>	<b>2,944.72</b>	<b>2,600.00</b>	<b>344.72</b>	<b>113.26 %</b>
6609.00 Office Equipment/Hardware	1,112.53	1,000.00	112.53	111.25 %
6610.00 Bank & Credit card expenses	27,139.41	18,000.00	9,139.41	150.77 %
6610.10 Bank Service Charge/Fee	275.55		275.55	

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Total 6610.00 Bank &amp; Credit card expenses</b>	<b>27,414.96</b>	<b>18,000.00</b>	<b>9,414.96</b>	<b>152.31 %</b>
6611.00 HOD/BOD Meetings	579.05		579.05	
6611.10 Refreshment - BOD/ LSC	917.77	2,750.00	-1,832.23	33.37 %
<b>Total 6611.00 HOD/BOD Meetings</b>	<b>1,496.82</b>	<b>2,750.00</b>	<b>-1,253.18</b>	<b>54.43 %</b>
6612.00 Distance Stipends	6,000.00	6,000.00	0.00	100.00 %
6613.00 Zone Dues	2,888.25	2,600.00	288.25	111.09 %
6614.00 State Filing Fees	100.00	100.00	0.00	100.00 %
6615.00 Hall of Fame				
6615.10 Hall of Fame dinner payments		-4,000.00	4,000.00	
6615.20 Hall of Fame Dinner - caterer		3,000.00	-3,000.00	
6615.30 HOF - Display	5,000.00	5,000.00	0.00	100.00 %
<b>Total 6615.00 Hall of Fame</b>	<b>5,000.00</b>	<b>4,000.00</b>	<b>1,000.00</b>	<b>125.00 %</b>
6620.00 Professional Service Fee	13,450.00		13,450.00	
6625.00 Monthly Service Fee				
6625.10 QuickBook Monthly Fee(current)	79.60	600.00	-520.40	13.27 %
6625.11 QB Fee (old)	19.90		19.90	
<b>Total 6625.10 QuickBook Monthly Fee(current)</b>	<b>99.50</b>	<b>600.00</b>	<b>-500.50</b>	<b>16.58 %</b>
<b>Total 6625.00 Monthly Service Fee</b>	<b>99.50</b>	<b>600.00</b>	<b>-500.50</b>	<b>16.58 %</b>
6630.00 Golden Goggles Dinners				
6630.10 Golden Goggles Dinner		10,000.00	-10,000.00	
<b>Total 6630.00 Golden Goggles Dinners</b>		<b>10,000.00</b>	<b>-10,000.00</b>	
6635.00 Donation -		5,000.00	-5,000.00	
6640.00 Other Misc Expenses	0.00		0.00	
6650.00 Metro Run Meets				
6650.10 Sr. Mets SC				
6650.12 SrM - SC Meet Entries	-20,094.82	-15,000.00	-5,094.82	133.97 %
6650.13 SrM - SC Admissions & Programs	-12,721.00	-9,000.00	-3,721.00	141.34 %
6690.11 SrM - SC Personnel/Admin/AO	5,008.00	2,500.00	2,508.00	200.32 %
6690.12 SrM - SC Pool rental	17,720.00	14,000.00	3,720.00	126.57 %
6690.13 SrM - SC Officials (Evaluator/MR/TLCJ)	954.00	1,250.00	-296.00	76.32 %
6690.14 SrM - SC Refreshments	2,609.82	3,000.00	-390.18	86.99 %
6690.15 SrM - SC Awards	851.18	875.00	-23.82	97.28 %
6690.16 SrM - SC Misc Supplies Expenses	1,000.00	1,000.00	0.00	100.00 %
<b>Total 6650.10 Sr. Mets SC</b>	<b>-4,672.82</b>	<b>-1,375.00</b>	<b>-3,297.82</b>	<b>339.84 %</b>
6650.20 Sr Mets - LC				
6650.22 SrM - LC Meet Entries	-15,459.30	-23,000.00	7,540.70	67.21 %
6650.23 SrM - LC Admission & Programs	-9,245.00	-10,000.00	755.00	92.45 %
6690.21 SrM - LC Personnel/Admin/Ao	4,063.80	2,500.00	1,563.80	162.55 %
6690.22 SrM - LC Pool Rental	17,640.00	14,000.00	3,640.00	126.00 %
6690.23 SrM - LC Officials(Evaluator/MR/TLCJ)	1,363.53	1,250.00	113.53	109.08 %
6690.24 SrM - LC Refreshments	2,196.30	3,000.00	-803.70	73.21 %
6690.25 SrM - LC Awards	965.31	865.00	100.31	111.60 %
6690.26 SrM - LC Misc Supplies Expenses	677.85	1,000.00	-322.15	67.79 %
<b>Total 6650.20 Sr Mets - LC</b>	<b>2,202.49</b>	<b>-10,385.00</b>	<b>12,587.49</b>	<b>-21.21 %</b>
6650.40 Open Water		-3,000.00	3,000.00	

		TOTAL		
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
6690.41 Open water 5K & 10 K Expenses		2,000.00	-2,000.00	
<b>Total 6650.40 Open Water</b>		<b>-1,000.00</b>	<b>1,000.00</b>	
6650.50 ZQ Meet - SC				
6650.51 ZQ Meet Entries		-24,000.00	24,000.00	
6690.51 ZQ Personnel		3,100.00	-3,100.00	
6690.52 ZQ Pool Rental		15,000.00	-15,000.00	
6690.53 ZQ Officials (Evaluator/MR/TLCJ)		600.00	-600.00	
6690.55 ZQ Awards		1,500.00	-1,500.00	
6690.56 ZQ Misc Expenses		1,500.00	-1,500.00	
<b>Total 6650.50 ZQ Meet - SC</b>		<b>-2,300.00</b>	<b>2,300.00</b>	
<b>Total 6650.00 Metro Run Meets</b>	<b>-2,470.33</b>	<b>-15,060.00</b>	<b>12,589.67</b>	<b>16.40 %</b>
<b>Total 6600.00 Administration &amp; Operations Support</b>	<b>143,792.94</b>	<b>116,821.00</b>	<b>26,971.94</b>	<b>123.09 %</b>
<b>Total Expenses</b>	<b>\$358,651.10</b>	<b>\$404,546.00</b>	<b>\$ -45,894.90</b>	<b>88.66 %</b>
NET OPERATING INCOME	<b>\$150,539.05</b>	<b>\$50,654.00</b>	<b>\$99,885.05</b>	<b>297.19 %</b>
Other Expenses				
6700.00 Depreciation	1,128.79		1,128.79	
<b>Total Other Expenses</b>	<b>\$1,128.79</b>	<b>\$0.00</b>	<b>\$1,128.79</b>	<b>0.00%</b>
NET OTHER INCOME	<b>\$ -1,128.79</b>	<b>\$0.00</b>	<b>\$ -1,128.79</b>	<b>0.00%</b>
NET INCOME	<b>\$149,410.26</b>	<b>\$50,654.00</b>	<b>\$98,756.26</b>	<b>294.96 %</b>

# Metropolitan Swimming Inc.

## PROFIT AND LOSS COMPARISON

September 1, 2017 - August 29, 2018

	TOTAL	
	SEP 1, 2017 - AUG 29, 2018	SEP 1, 2016 - AUG 29, 2017 (PY)
<b>Income</b>		
5000.00 General Income Accts		
5001.00 Investment Income	0.45	17,187.61
5001.10 Interest Income	5,744.93	162.18
<b>Total 5001.00 Investment Income</b>	<b>5,745.38</b>	<b>17,349.79</b>
5002.00 Fee & Surcharge		
5002.10 Sanctions Fee	15,075.00	12,450.00
5002.15 Post Meet Fee (20%)	313,694.45	294,474.57
5002.18 JO Surcharge	5,365.00	8,070.00
5002.19 Silver/Bronze Surcharge	13,077.00	
<b>Total 5002.00 Fee &amp; Surcharge</b>	<b>347,211.45</b>	<b>314,994.57</b>
5005.10 Fines		
5005.17 Admins Fines	2,166.00	2,947.80
5005.19 Senior Fines		200.00
<b>Total 5005.10 Fines</b>	<b>2,166.00</b>	<b>3,147.80</b>
5006.00 Registrations		
5006.10 Club-Received	16,225.00	16,644.00
7006.10 Club-Paid	-6,230.00	-6,160.00
<b>Total 5006.10 Club-Received</b>	<b>9,995.00</b>	<b>10,484.00</b>
5006.20 Athlete-Received	742,154.00	734,584.00
7006.20 Athlete-Paid	-617,013.00	-603,397.00
<b>Total 5006.20 Athlete-Received</b>	<b>125,141.00</b>	<b>131,187.00</b>
5006.30 Non Athlete-Received	73,290.00	73,728.00
7006.30 Non Athlete-Paid	-62,462.00	-61,540.00
<b>Total 5006.30 Non Athlete-Received</b>	<b>10,828.00</b>	<b>12,188.00</b>
5006.40 Transfers-Received	4,150.00	4,280.00
<b>Total 5006.00 Registrations</b>	<b>150,114.00</b>	<b>158,139.00</b>
5010.00 Bounced Check Fee		
5010.10 Bounced Check Fee	50.00	
<b>Total 5010.00 Bounced Check Fee</b>	<b>50.00</b>	
5011.00 Misc - Office	-71.68	
5014.00 Sales	3,975.00	14,412.23
<b>Total 5000.00 General Income Accts</b>	<b>509,190.15</b>	<b>508,043.39</b>
<b>Total Income</b>	<b>\$509,190.15</b>	<b>\$508,043.39</b>
<b>GROSS PROFIT</b>	<b>\$509,190.15</b>	<b>\$508,043.39</b>
<b>Expenses</b>		
6000.00 Zone Meets		
6003.00 Eastern Zone Meet Host		52,826.22
<b>Total 6000.00 Zone Meets</b>		<b>52,826.22</b>
6100.00 Athletics Service Program		
6110 Travel Program	-5,923.92	

	TOTAL	
	SEP 1, 2017 - AUG 29, 2018	SEP 1, 2016 - AUG 29, 2017 (PY)
6110.00 Travel Reimbursement	5,923.92	
6110.11 SC Sectional	18,800.00	29,600.00
6110.12 LC Senior Zone/Sectional	4,200.00	
6110.14 SC NCSA Junior	30,800.00	40,400.00
6110.15 LC NCSA Junior	2,000.00	
6110.16 LC Futures	16,000.00	
6110.18 USA JR National SC	11,062.58	3,500.00
6110.19 USA JR National LC	16,800.00	
6110.22 USA National/Open SC	3,600.00	2,356.78
6110.23 USA National/Open/Phillip66 LC	5,000.00	
6110.30 USA Open Water Champ	600.00	
<b>Total 6110.00 Travel Reimbursement</b>	<b>114,786.50</b>	<b>75,856.78</b>
6120.00 Scholarships	-2,100.00	-2,150.00
6120.20 Galuzzi Scholarship In	-1,000.00	
7120.10 Joe Stetz Scholarship Awards	2,000.00	2,000.00
7120.30 Galuzzi Scholarship Awards		2,000.00
<b>Total 6120.00 Scholarships</b>	<b>-1,100.00</b>	<b>1,850.00</b>
6130.00 Programs		
6131.00 Age Group Zone Meet		
6131.10 LC Zone		
6131.11 LC Zone fees collected	-47,224.39	-74,231.00
6131.12 LC Zone Entry fees	5,179.00	
7131.10 LC Zone Entries Fees Paid		5,962.00
7131.11 LC Zone Uniforms	29,154.28	
7131.12 LC Zone Petty Cash & supplies	1,820.44	1,000.00
7131.13 LC Zone Bus	22,072.93	22,491.00
7131.14 LC Zone Hotel & meals	7,910.03	591.56
7131.15 LC Zone Board Member Travel		1,248.38
<b>Total 6131.10 LC Zone</b>	<b>18,912.29</b>	<b>-42,938.06</b>
6131.20 SC Zone		
6131.21 SC Zone Entries fees collected		-39,397.00
7131.20 SC Zone Entries Fee Paid		1,686.00
7131.21 SC Zone Uniforms		28,093.33
7131.22 SC Zone Petty cash & supplies		900.00
7131.23 SC Zone Bus		12,236.50
7131.24 SC Zone Hotel		31,824.28
7131.25 SC Zone Board Member travel		387.33
7131.27 SC Zone Chaperone BGC		152.50
<b>Total 6131.20 SC Zone</b>		<b>35,882.94</b>
<b>Total 6131.00 Age Group Zone Meet</b>	<b>18,912.29</b>	<b>-7,055.12</b>
6133.00 Diversity Program	-731.52	5,379.69
<b>Total 6130.00 Programs</b>	<b>18,180.77</b>	<b>-1,675.43</b>
<b>Total 6100.00 Athletics Service Program</b>	<b>125,943.35</b>	<b>76,031.35</b>
6200.00 Officials		
6200.10 Travel Reimbursement	8,200.00	7,991.49
6200.11 Clinic & Training Expenses	4,807.08	4,642.07
6200.12 BGC Reimbursement	1,494.50	1,117.00
6200.13 Incentives	4,497.04	4,849.65

	TOTAL	
	SEP 1, 2017 - AUG 29, 2018	SEP 1, 2016 - AUG 29, 2017 (PY)
<b>Total 6200.00 Officials</b>	<b>18,998.62</b>	<b>18,600.21</b>
6400.00 BOD		
6410.00 USAS Conferences/Convention Fee	13,633.21	28,289.26
6410.20 Travel Expenses	1,710.95	
6410.30 Par Diem/Meals	3,111.00	
<b>Total 6410.00 USAS Conferences/Convention Fee</b>	<b>18,455.16</b>	<b>28,289.26</b>
6411.00 EZ Conferences & Conventions	761.46	5,201.82
6411.11 Eastern Zone Meeting Host - OUT	4,049.71	5,143.20
6411.20 Lodging/Transportation	4,051.76	
6411.30 Par Diem/Meals	118.00	
<b>Total 6411.00 EZ Conferences &amp; Conventions</b>	<b>8,980.93</b>	<b>10,345.02</b>
6420.00 BOD Travel Reimbursement	2,851.83	3,752.69
6450.00 BOD Misc Expenses	628.27	
<b>Total 6400.00 BOD</b>	<b>30,916.19</b>	<b>42,386.97</b>
6500.00 Clubs Recognition		
6510.00 Club Excellence Program	39,000.00	31,200.00
<b>Total 6500.00 Clubs Recognition</b>	<b>39,000.00</b>	<b>31,200.00</b>
6600.00 Administration & Operations Support	9.95	
6601.00 Salary & Wages	58,352.37	61,850.04
6601.10 Payroll Tax	6,117.70	13,407.34
6601.20 Workers Comp Insurance	6,097.57	
6601.30 ADP Payroll Service Fee	734.79	
<b>Total 6601.00 Salary &amp; Wages</b>	<b>71,302.43</b>	<b>75,257.38</b>
6605.00 IT Service Fee	5,000.00	6,000.00
6605.10 Web Site ChargesB	1,000.00	
<b>Total 6605.00 IT Service Fee</b>	<b>6,000.00</b>	<b>6,000.00</b>
6606.00 SWIMS Stipends	5,000.00	5,000.00
6607.00 All Office Essential Supplies	922.20	2,251.88
6607.10 Annual Membership/Program Dues	428.11	448.40
6607.20 Printing/Ink/Paper	583.28	
6607.30 Postage/Mailing	664.03	567.81
6607.40 Misc Expenses	846.49	762.15
<b>Total 6607.00 All Office Essential Supplies</b>	<b>3,444.11</b>	<b>4,030.24</b>
6608.00 Operation Expenses		
6608.10 Internet Expense	2,167.79	1,914.63
6608.20 Telephone	776.93	760.85
<b>Total 6608.00 Operation Expenses</b>	<b>2,944.72</b>	<b>2,675.48</b>
6609.00 Office Equipment/Hardware	1,112.53	1,581.88
6610.00 Bank & Credit card expenses	27,139.41	27,018.26
6610.10 Bank Service Charge/Fee	275.55	39.65
<b>Total 6610.00 Bank &amp; Credit card expenses</b>	<b>27,414.96</b>	<b>27,057.91</b>
6611.00 HOD/BOD Meetings	579.05	1,934.98
6611.10 Refreshment - BOD/ LSC	917.77	1,668.14
<b>Total 6611.00 HOD/BOD Meetings</b>	<b>1,496.82</b>	<b>3,603.12</b>
6612.00 Distance Stipends	6,000.00	7,200.00
6613.00 Zone Dues	2,888.25	2,783.25
6614.00 State Filing Fees	100.00	125.00

	TOTAL	
	SEP 1, 2017 - AUG 29, 2018	SEP 1, 2016 - AUG 29, 2017 (PY)
6615.00 Hall of Fame		
6615.30 HOF - Display	5,000.00	5,000.00
<b>Total 6615.00 Hall of Fame</b>	<b>5,000.00</b>	<b>5,000.00</b>
6620.00 Professional Service Fee	13,450.00	
6625.00 Monthly Service Fee		495.00
6625.10 QuickBook Monthly Fee(current)	79.60	
6625.11 QB Fee (old)	19.90	573.85
<b>Total 6625.10 QuickBook Monthly Fee(current)</b>	<b>99.50</b>	<b>573.85</b>
<b>Total 6625.00 Monthly Service Fee</b>	<b>99.50</b>	<b>1,068.85</b>
6630.00 Golden Goggles Dinners		10,000.00
6640.00 Other Misc Expenses	0.00	0.00
6650.00 Metro Run Meets		
6650.10 Sr. Mets SC		
6650.12 SrM - SC Meet Entries	-20,094.82	-17,346.46
6650.13 SrM - SC Admissions & Programs	-12,721.00	-9,863.00
6690.11 SrM - SC Personnel/Admin/AO	5,008.00	6,403.06
6690.12 SrM - SC Pool rental	17,720.00	15,720.00
6690.13 SrM - SC Officials (Evaluator/MR/TLCJ)	954.00	
6690.14 SrM - SC Refreshments	2,609.82	3,212.35
6690.15 SrM - SC Awards	851.18	830.27
6690.16 SrM - SC Misc Supplies Expenses	1,000.00	
<b>Total 6650.10 Sr. Mets SC</b>	<b>-4,672.82</b>	<b>-1,043.78</b>
6650.20 Sr Mets - LC		
6650.22 SrM - LC Meet Entries	-15,459.30	-18,318.43
6650.23 SrM - LC Admission & Programs	-9,245.00	-8,264.00
6690.21 SrM - LC Personnel/Admin/Ao	4,063.80	7,113.88
6690.22 SrM - LC Pool Rental	17,640.00	16,640.00
6690.23 SrM - LC Officials(Evaluator/MR/TLCJ)	1,363.53	3,642.00
6690.24 SrM - LC Refreshments	2,196.30	2,405.23
6690.25 SrM - LC Awards	965.31	
6690.26 SrM - LC Misc Supplies Expenses	677.85	
<b>Total 6650.20 Sr Mets - LC</b>	<b>2,202.49</b>	<b>3,218.68</b>
6650.50 ZQ Meet - SC		0.00
6650.51 ZQ Meet Entries		-13,310.52
6650.52 ZQ Admissions & Programs		-6,010.01
6690.51 ZQ Personnel		4,252.35
6690.52 ZQ Pool Rental		18,000.00
6690.53 ZQ Officials (Evaluator/MR/TLCJ)		617.23
6690.54 ZQ Meals & Travel		3,434.61
6690.55 ZQ Awards		779.54
<b>Total 6650.50 ZQ Meet - SC</b>		<b>7,763.20</b>
<b>Total 6650.00 Metro Run Meets</b>	<b>-2,470.33</b>	<b>9,938.10</b>
<b>Total 6600.00 Administration &amp; Operations Support</b>	<b>143,792.94</b>	<b>161,321.21</b>
<b>Total Expenses</b>	<b>\$358,651.10</b>	<b>\$382,365.96</b>
NET OPERATING INCOME	<b>\$150,539.05</b>	<b>\$125,677.43</b>
Other Expenses		
6700.00 Depreciation	1,128.79	1,041.96

	TOTAL	
	SEP 1, 2017 - AUG 29, 2018	SEP 1, 2016 - AUG 29, 2017 (PY)
<b>Total Other Expenses</b>	<b>\$1,128.79</b>	<b>\$1,041.96</b>
NET OTHER INCOME	\$ -1,128.79	\$ -1,041.96
NET INCOME	<b>\$149,410.26</b>	<b>\$124,635.47</b>