

# Ohio Swimming, Inc. Board of Directors Meeting

Conference Call – April 21, 2020 8:30 pm

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

UNAPPROVED MINUTES

## Call to Order and Roll Call

| Voting BOD members:             |   | Voting BOD members:           |   | Committee and Coordinators:         |   | Committee and Coordinators: |   |
|---------------------------------|---|-------------------------------|---|-------------------------------------|---|-----------------------------|---|
| General Chair – Todd Billhimer  | x | Senior Ath Rep – Braydon Kime | x | Diversity/Inclusion – Terry Anchrum | x | Zone Team – Brent Peaden    | x |
| Admin Vice Chair – Mike Yeager  | x | Jr Ath Rep – Caroline Holmes  | x | Disability – George Leatherman      | x | High School – Rich Morris   | x |
| Senior Chair – Chris McKinney   | x | Athlete At-Large (tbd)        |   | Technical Planning – Kyle Goodrich  | x | Office – Erin Schwab        | x |
| Age Group Chair – Kevin Rachal  | x | Officials – Pam Birnbrich     | x | Asst. Coach Chair –                 |   | Office – Kristi Princell    | x |
| Finance Vice Chair – Joe Waller | x | Safe Sport – Lew Timberman    | x | Operational Risk – John Pristash    | x | Gov. Comm. – Jerry Ferritto | x |
| Treasurer – David Lloyd         | x | Coach Chair – Dan Cherek      | x | Sanctioning – Anissa Kanzari        | x | Gov. Comm. – Mark Koors     | x |
|                                 |   | Secretary – Mark Johnson      | x | Camps – Craig Schoenlein            | x | Gov. Comm. – David Back     |   |
|                                 |   |                               |   | Open Water – Chip Carrigan          | x | Gov. Comm. – Paul Sampson   |   |

1. Approve Agenda - **APPROVED**
2. Consent agenda
  - a. Adoption of March 2020 Minutes - **APPROVED**
  - b. Adoption of April 14, 2020 Minutes - **APPROVED**
  - c. April Treasurers report – Friendly amendment made to proposal to include individual memberships and not just club memberships. Friendly amendment to also remove some verbage. Motion **PASSED**
3. Old Business
  - a. CoR changes - HOD Meetings **PASSED**
4. New Business
  - a. Long Course Champ Meet Update - Kevin Rachel – Looking to cancel the Long Course Championships in July but hold a virtual championship over multiple sites in August/September timeframe. Approximately 60-75 days after they are able to start training.
  - b. COVID-19 Funding for teams – Friendly amendment to remove the \$90,000 cap. **APPROVED** Friendly amendment to remove the YMCA exclusion – **APPROVED** Motion to accept funding policy including friendly amendments. **APPROVED**
  - c. CoR changes - Executive Committee – Friendly amendment to add the Treasurer to the Executive Committee – **APPROVED**. Friendly amendment withdrawn because adding would create an even number of members – **APPROVED** Motion to accept Executive Committee as first presented - **APPROVED**
  - d. Club Membership Policy Changes – Friendly amendment to change the date to November 30'th of the same year. **APPROVED** for the 2020-2021 season. Policy change has been tabled and moved to a task force that Mike Yeager will head up.
5. Announcements
6. Next BOD Meetings – May 19, 2020 8:30 pm.
7. Adjournment

4.8 MEETING LOCATION AND TIME - Meetings of shareholders shall be held within this territory. The regulations may authorize the directors to determine that the meeting shall not be held at any physical place, but instead may be held solely by means of communications equipment as authorized by division (1.) of this section. If the regulations do not require that a meeting be held at a particular physical place and also authorize the directors to fix the place of the meeting, the directors may determine that the meeting shall not be held at any physical place, but instead may be held solely by means of communications equipment as authorized by division (1.) of this section. The Board of Directors shall determine the location and time of all meetings of the House of Delegates.

(1.) If authorized by the directors, the members (from section 4.1) who are not physically present at a meeting of shareholders may attend a meeting of shareholders by use of communications equipment that enables the members an opportunity to participate in the meeting and to vote on matters submitted to the members, including an opportunity to read or hear the proceedings of the meeting and to speak or otherwise participate in the proceedings contemporaneously with those physically present. Any shareholder using communications equipment will be deemed present in person at the meeting whether the meeting is to be held at a designated place or solely by means of communications equipment. The directors may adopt guidelines and procedures for the use of communications equipment in connection with a meeting of shareholders to permit the corporation to verify that a person is a member and to maintain a record of any vote or other action.

**This will go into 7.4.2 with re-numbering needing to happen**

## **.2 EXECUTIVE COMMITTEE**

- A. CHAIR – The chair shall be the General Chair.
- B. MEMBERS - The members of the Executive Committee shall be the General Chair, Administrative Vice Chair, Senior Vice Chair, Age Group Vice Chair, Finance Vice Chair, the two (2) elected OSI Athlete Representatives.
- C. QUORUM - A quorum of the Executive Committee shall consist of four (4) members of the Committee
- D. DUTIES –
  - 1. The Executive Committee shall have the authority and power to act for the Board of Directors and OSI between meetings of the Board and the House of Delegates.
  - 2. At the next regular or special meeting of the Board of Directors the Executive Committee shall make a report of its activities since the last Board of Director's meeting for ratification or prospective modification or rescission, provided, however, that any action of the Executive Committee upon which a third party may have relied (*e.g.*, by signing, or authorizing the signing of a contract) may not be modified or rescinded by the Board of Directors or the House of Delegates.

### **New Policy for Only 2020-2021 Swim Year**

Ohio Swimming (OSI) will provide a discounted club membership for those group member clubs that achieve Safe Sport Club Recognition (SSRP) before 31 December 2020. This discounted fee will be for the 2020 – 2021 swim year. The discounted rate will be \$70.00. If your club has already attended SSRP then you will receive the discounted rate when you apply for club membership. If you have any questions about the discount or the SSRP please contact Lew Timberman (OSI Safe Sport Chair) at [safesport@ohioswimming.com](mailto:safesport@ohioswimming.com).

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### **POLICY CHANGE FOR THE POLICY BOOK**

## **2.2 Group Membership (defined in USA Swimming Corporate Bylaws Article 2)**

### **.1 CLUB**

- A. The link to the Electronic Application for Club membership can be found on the Ohio Swimming website ([www.swimohio.com](http://www.swimohio.com)) under Info>Registration. Dues are as shown in Appendix 1. Ohio Swimming offers two (2) categories of group membership:
  - 1. Club Membership: requires the affiliation of at least one Athlete member and one properly credentialed Coach member
  - 2. Associate (Organizational) membership does not require affiliations of either a coach or athlete member. This membership provides a means for a local organization, such as a booster club, to have insurance coverage under the USA Swimming Insurance program. Associate memberships are available to those organizations that share our love of the sport and concern for the well-being of its athletes.
- B. Group Members of Ohio Swimming are entitled to the following:
  - 1. Organizational listing on our website and in any publication listing OSI's membership.
  - 2. Membership mailings from Ohio Swimming.
  - 3. Participation in any workshop or training program offered by OSI.
  - 4. The appointed group member liaison will be provided representation in the Ohio Swimming House of Delegates and are entitled to a vote if they are a member of USA/Ohio Swimming.
  - 5. A discounted club membership for those group member clubs that achieve or maintain Safe Sport Club Recognition (SSRP) in the previous swim year, attend and sign-in at both House of Delegates meetings in the previous swim year, and have no outstanding balances owed to Ohio Swimming that are past 61 days due at the time of Registration.

2020 Fee schedule:

ATHLETE (ANNUAL\* / SEASONAL MEMBERSHIPS):

|                                                                                             |         |
|---------------------------------------------------------------------------------------------|---------|
| Premium Athlete Membership Fee: .....                                                       | \$75.00 |
| Flex Athlete Membership (restricted annual membership) .....                                | \$20.00 |
| Annual Athlete Outreach Membership Fee (due when applying):.....                            | \$5.00  |
| Seasonal Athlete Membership Fee (due when applying): .....                                  | \$38.00 |
| Season 1: April 1, 2020 –August 28, 2020                                                    |         |
| Season 2: Oct 3, 2019 – Mar 1, 2020                                                         |         |
| Individual Season (Season 3): Valid for 150 days from date of registration (contact the OSI |         |
| Permanent Office for approval of this membership)                                           |         |
| Single-Meet Open Water .....                                                                | \$18.00 |

NON-ATHLETE (ANNUAL\* MEMBERSHIPS ONLY):

|                                                 |         |
|-------------------------------------------------|---------|
| Non-athlete Membership Fee (due when applying): |         |
| Individual .....                                | \$75.00 |

CLUB (ANNUAL\* / SEASONAL MEMBERSHIPS):

|                                                                                             |          |
|---------------------------------------------------------------------------------------------|----------|
| Annual Discounted** Club Registration with Ohio Swimming (due by Dec 1 <sup>st</sup> )..... | \$200.00 |
| Annual Discounted** Club Registration with Ohio Swimming (after Dec 1 <sup>st</sup> ).....  | \$300.00 |
| Annual Club Registration with Ohio Swimming .....                                           | \$400.00 |
| Seasonal Club Registration (valid only 150 days) *** .....                                  | \$105.00 |

All fees for memberships must be paid by either credit card, ACH transfer (team accounts only) or a check payable to “United States Swimming dba Ohio Swimming, Inc.”. Transactions will not be processed until payment has been received. Link to the payment button is on the home page of the Ohio Swimming website or team administrators can make a payment via their Ohio Swimming Team Account.

Checks should be sent to the following address and include a team invoice or copy of the TOF indicating details of what the payment is for:

Ohio Swimming Inc.  
5020 B College Corner Pike  
Oxford, OH 45056

\*All Annual memberships are valid January 1 through December 31. Registrations received after September 1 are valid through December 31 of the following year.

\*\*Discounted club membership available for clubs meeting the attendance requirement stated in Chapter 2.2.1.

\*\*\*Only one (1) seasonal club membership will be allowed each swim year per team.

## Club Assistance Policy



The COVID-19 pandemic has put USA Swimming ("USAS"), Ohio Swimming ("OSI"), and each of OSI's constituent clubs and members (and members' parents) in uncertain territory with extraordinarily difficult financial issues. None of us knows how long the problem will last. Consequently, OSI is focusing on how to support its constituent clubs to assist their ability to come back when we are able to swim again.

OSI will be affected financially in a significant adverse way. However, OSI can make available to its constituent clubs financial assistance up to a maximum of \$20 per swimmer registered with at club. Half of the assistance would be available in an outright grant and half would be an interest free loan repayable quarterly over two years, beginning after 6 months (so in 7 installments).

A formal loan agreement would need to be signed between the club and Ohio Swimming including a personal guarantee by the head coach or owner, or a performance guaranty by each member of the governing body of the Club that all statements on the club's application are true, and the financial assistance will only be used for the purposes stated on the application, and if there is any violation of the guaranty, or default by the club, the members of the governing body shall be jointly and severally liable for repayment of the financial assistance. The head coach of each applicant shall certify that all statements on the application are true, and will be jointly and severally liable for any loss to OSI if any statement is false. The note will require applicants to document expenditures of financial assistance funds.

Clubs apply for this program by submitting a completed application, including a statement of need (what you're using the money for, and why you don't have reserves to cover it), along with the most recent financial statements for all entities associated with the club (operating entity and booster entity if those are separate). The club's statement of need would itemize what will be paid with the financial assistance; a club may not spend any of the assistance funds for any other purpose. Keep in mind that the focus is on providing the minimum basis to enable a club to survive an indefinite shut down.

The finance committee will review applications. Awards of financial assistance (grants and loans) will be based on need and the club's efforts and ability to work through this problem. Awards may not be used for the purchase of equipment or other fixed assets, for travel expenses, apparel or conferences. Support by individual clubs will be considered.

Clubs with past due balances to OSI would not be eligible as they are already effectively receiving financial assistance. Exceptions to the above policy on past due balances will be granted to clubs where more than 5% of their registered swimmers are Outreach swimmers. Also, in accordance with USA Swimming recommendation, YMCA clubs and city or community owned or supported clubs are also not eligible for assistance.

The maximum total amount of assistance under this program that will be awarded is \$90,000, so if valid applications are received for more than that, the per swimmer amount will be reduced pro rata.



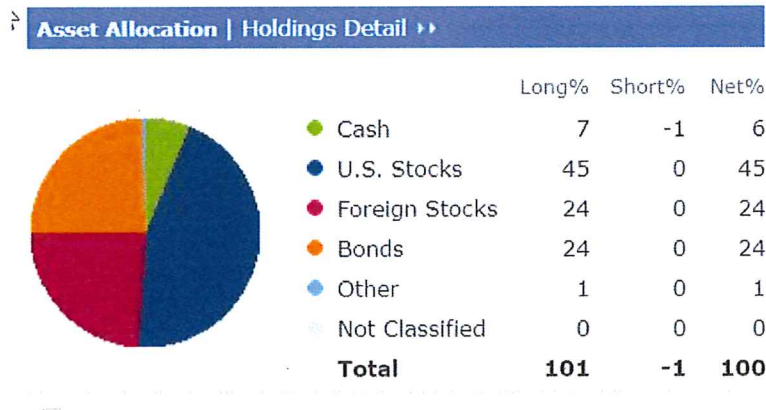
1. Club Name:
2. Head Coach:
3. Total Number of Registered Swimmers:
4. Total Number of Outreach Swimmers:
5. Total current cash on hand:
6. Total investments:
7. What is the category (coach salaries, etc) and dollar amount of your current monthly expenses during the stay-at-home order?:
8. Have you applied for a PPP loan? (also, if not, please explain why):
9. Please explain why you are applying for financial assistance and how you intend to use the money?. Please provide a detailed itemized list of planned uses for the assistance funds with dollar amounts for each item.
10. Please explain your ability to repay the loan included with the assistance or what adjustments can be made to your budget to make such repayment possible?:
11. Please describe how much of your coaching staff have other sources of income versus how much of your coaching staff rely on their compensation from the club in a significant way:
12. How are you planning to handle club dues during the long course season if athletes will be able to practice on a limited basis but there might be no competitions?:
13. Please attach the most recent annual income statement and period end balance sheet for all entities associated with your club (operating entity and booster entity if separate). If the income statement results reflect a significant difference from your typical annual budget, please explain.
14. Please include any other information that is relevant for OSI to consider.



## Treasurer's Report Ohio Swimming BOD April 2020 Meeting

To: Ohio Swimming BOD  
From: David Lloyd  
Date: April 21, 2020  
Re: OSI Treasurer's Report

1. Financials as of and for the seven months ended March 31, 2020 (P7)
  - a. Net Inflows of \$231,630 YTD (\$33,928 in March)
  - b. Outflows YTD of \$177,298 (\$24,232 in March)
  - c. Our YTD surplus is \$54,332.
2. Other Matters
  - a. Outstanding A/R is \$54,170, down from \$85,393 last month. Amounts overdue past 60 days total \$30,393, flat from last month. Four clubs represent almost 80% of that balance and follow-ups are ongoing.
  - b. Balance Sheet and Reserves: As discussed on last week's call, OSI's investments represent a reserve of 75% of annual expenses.
  - c. A proposed draft special collections policy and amendment to the normal collections policy contained in the policy manual is attached.
3. Investments
  - a. Current portfolio allocation is as follows:



- b. Returns through April 16<sup>th</sup> for each underlying fund, the portfolio as a whole and the benchmark, are as follows:





Treasurer's Report  
Ohio Swimming BOD April 2020 Meeting

|                                                                     | YTD     | 3 year | 5 year |
|---------------------------------------------------------------------|---------|--------|--------|
| American Funds Capital and Income Builder (CAIBX)                   | -15.47% | 0.22%  | 1.68%  |
| American Funds Growth and Income Portfolio (GAIOX)                  | -10.10% | 5.31%  | 4.76%  |
| American Funds Income Fund of America                               | -12.77% | 2.75%  | 3.39%  |
| American Funds Moderate Growth & Income Fund                        | -8.56%  | 5.13%  | 4.53%  |
| Overall Portfolio                                                   | -11.45% | 3.70%  | 3.80%  |
| <div>+</div> Benchmark (50% US Eq/ 20% Int'l Eq / 30% Barclays Agg) | -10.11% | 4.82%  | 4.30%  |

Respectfully Submitted,

*David Floyd*

OSI Treasurer

# Ohio Swimming

## Profit & Loss Budget vs. Actual

### September 2019 through March 2020

|                                           | Sep '19 - Mar 20  | Budget            | \$ Over Budget     | % of Budget   |
|-------------------------------------------|-------------------|-------------------|--------------------|---------------|
| <b>Ordinary Income/Expense</b>            |                   |                   |                    |               |
| <b>Income</b>                             |                   |                   |                    |               |
| In/Out                                    | 0.00              |                   |                    |               |
| <b>Memberships/Dues(USA Swim)</b>         |                   |                   |                    |               |
| 2019 Income Recieved in 2020              | 0.00              | 20,000.00         | -20,000.00         | 0.0%          |
| Club Membership Dues                      | 12,305.00         | 13,755.00         | -1,450.00          | 89.46%        |
| Club Membership Dues Expense              | -4,840.00         | -4,970.00         | 130.00             | 97.38%        |
| Flex Membership                           | 4,355.00          |                   |                    |               |
| Flex Membership Expense                   | -2,030.00         |                   |                    |               |
| Flex Membership Upgrade                   | 605.00            |                   |                    |               |
| Non Athlete                               | 53,730.00         | 63,750.00         | -10,020.00         | 84.28%        |
| Non Athlete Expense                       | -46,376.00        | -51,000.00        | 4,624.00           | 90.93%        |
| Outreach                                  | 240.00            | 400.00            | -160.00            | 60.0%         |
| Outreach Expense                          | -376.96           | -400.00           | 23.04              | 94.24%        |
| Premium Athlete                           | 438,729.57        | 495,000.00        | -56,270.43         | 88.63%        |
| Premium Athlete Expense                   | -387,066.00       | -396,000.00       | 8,934.00           | 97.74%        |
| Seasonal Swimmers                         | 6,103.00          | 26,600.00         | -20,497.00         | 22.94%        |
| Seasonal Swimmers Expense                 | -3,990.00         | -21,000.00        | 17,010.00          | 19.0%         |
| <b>Total Memberships/Dues(USA Swim)</b>   | <b>71,388.61</b>  | <b>146,135.00</b> | <b>-74,746.39</b>  | <b>48.85%</b> |
| <b>Other Income</b>                       |                   |                   |                    |               |
| Approved/Meet Observation Fees            | 1,600.00          | 1,900.00          | -300.00            | 84.21%        |
| Interest Income(Ckg/Saving)               |                   |                   |                    |               |
| Dividends                                 | 124.59            | 200.00            | -75.41             | 62.3%         |
| <b>Total Interest Income(Ckg/Saving)</b>  | <b>124.59</b>     | <b>200.00</b>     | <b>-75.41</b>      | <b>62.3%</b>  |
| Misc.                                     | 3,300.00          | 3,905.59          | -605.59            | 84.49%        |
| <b>Total Other Income</b>                 | <b>5,024.59</b>   | <b>6,005.59</b>   | <b>-981.00</b>     | <b>83.67%</b> |
| <b>Sanctions &amp; Meet Revenue</b>       |                   |                   |                    |               |
| Entry Fees                                | 47,141.00         | 95,000.00         | -47,859.00         | 49.62%        |
| Facility Fund                             | 0.00              | 0.00              | 0.00               | 0.0%          |
| Sanctions                                 | 4,089.00          | 3,800.00          | 289.00             | 107.61%       |
| Senior Circuit Entry Fees                 | 6,908.50          | 6,300.00          | 608.50             | 109.66%       |
| Swimmers Surcharge                        | 97,078.50         | 175,000.00        | -77,921.50         | 55.47%        |
| <b>Total Sanctions &amp; Meet Revenue</b> | <b>155,217.00</b> | <b>280,100.00</b> | <b>-124,883.00</b> | <b>55.42%</b> |
| <b>Savings(From)</b>                      |                   |                   |                    |               |
| Tfr from Olympic Travel Fund              | 0.00              | 28,000.00         | -28,000.00         | 0.0%          |
| <b>Total Savings(From)</b>                | <b>0.00</b>       | <b>28,000.00</b>  | <b>-28,000.00</b>  | <b>0.0%</b>   |
| <b>Total Income</b>                       | <b>231,630.20</b> | <b>460,240.59</b> | <b>-228,610.39</b> | <b>50.33%</b> |
| <b>Expense</b>                            |                   |                   |                    |               |
| <b>Operations</b>                         |                   |                   |                    |               |
| 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                 | 4,800.00          | 11,200.00         | -6,400.00          | 42.86%        |

# Ohio Swimming

## Profit & Loss Budget vs. Actual

September 2019 through March 2020

|                                           | Sep '19 - Mar 20 | Budget            | \$ Over Budget    | % of Budget   |
|-------------------------------------------|------------------|-------------------|-------------------|---------------|
| <b>Coach Representatives</b>              |                  |                   |                   |               |
| Coach Education/Training                  | 847.95           | 1,000.00          | -152.05           | 84.8%         |
| Coach of Yr Clinic, Scholarship           | 750.00           | 4,000.00          | -3,250.00         | 18.75%        |
| Coach of Yr Plaques                       | 0.00             | 400.00            | -400.00           | 0.0%          |
| <b>Total Coach Representatives</b>        | <b>1,597.95</b>  | <b>5,400.00</b>   | <b>-3,802.05</b>  | <b>29.59%</b> |
| Disability Swimming Coordinator           | 0.00             | 3,000.00          | -3,000.00         | 0.0%          |
| Donations                                 | 100.00           | 1,500.00          | -1,400.00         | 6.67%         |
| General Chairman                          | 0.00             | 5,000.00          | -5,000.00         | 0.0%          |
| Interest Expense                          | 1,041.84         | 720.00            | 321.84            | 144.7%        |
| <b>LSC Conventions/Clinics/Dues</b>       |                  |                   |                   |               |
| 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                | 2,980.58         | 1,975.00          | 1,005.58          | 150.92%       |
| USAS Convention                           | 14,857.27        | 18,000.00         | -3,142.73         | 82.54%        |
| Workshops                                 | 2,822.84         | 1,957.00          | 865.84            | 144.24%       |
| <b>Total LSC Conventions/Clinics/Dues</b> | <b>20,660.69</b> | <b>22,557.00</b>  | <b>-1,896.31</b>  | <b>91.59%</b> |
| <b>Officials Chair</b>                    |                  |                   |                   |               |
| Background Check                          | 760.00           | 2,300.00          | -1,540.00         | 33.04%        |
| Background Check Renewals                 | 450.00           |                   |                   |               |
| Official Dues (\$6.00)                    | -1,424.00        | -1,800.00         | 376.00            | 79.11%        |
| Officials Chair(Tshirts&Badges)           | 365.32           | 500.00            | -134.68           | 73.06%        |
| Officials Travel                          | 2,572.00         | 15,200.00         | -12,628.00        | 16.92%        |
| Officials Travel Olympic Trials           | 0.00             | 3,000.00          | -3,000.00         | 0.0%          |
| Wkshops,Meetings,Recog,Training           | 1,756.45         | 3,000.00          | -1,243.55         | 58.55%        |
| <b>Total Officials Chair</b>              | <b>4,479.77</b>  | <b>22,200.00</b>  | <b>-17,720.23</b> | <b>20.18%</b> |
| <b>Outreach/Diversity</b>                 |                  |                   |                   |               |
| CZ Diversity Select Camp                  | 0.00             | 2,500.00          | -2,500.00         | 0.0%          |
| Diversity                                 | 432.40           |                   |                   |               |
| 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                             | 9,231.91         | 12,000.00         | -2,768.09         | 76.93%        |
| Outreach Travel                           | 1,000.00         | 11,000.00         | -10,000.00        | 9.09%         |
| <b>Total Outreach/Diversity</b>           | <b>10,664.31</b> | <b>32,000.00</b>  | <b>-21,335.69</b> | <b>33.33%</b> |
| <b>Permanent Office</b>                   |                  |                   |                   |               |
| Bank Charges                              | 37.00            | 85.00             | -48.00            | 43.53%        |
| CC & Electronic Fees                      | 874.99           |                   |                   |               |
| Office Expense                            | 4,018.41         | 7,171.00          | -3,152.59         | 56.04%        |
| Payroll Expenses                          | 3,503.47         | 98,907.59         | -95,404.12        | 3.54%         |
| Payroll Wages                             | 42,646.20        |                   |                   |               |
| Subcontractor Work                        | 5,830.00         | 20,000.00         | -14,170.00        | 29.15%        |
| Worker's Compensation                     | 115.00           | 310.00            | -195.00           | 37.1%         |
| Permanent Office - Other                  | 0.00             | 0.00              | 0.00              | 0.0%          |
| <b>Total Permanent Office</b>             | <b>57,025.07</b> | <b>126,473.59</b> | <b>-69,448.52</b> | <b>45.09%</b> |

# Ohio Swimming

## Profit & Loss Budget vs. Actual

### September 2019 through March 2020

|                               | Sep '19 - Mar 20 | Budget     | \$ Over Budget | % of Budget |
|-------------------------------|------------------|------------|----------------|-------------|
| Safe Sport Coordinator        | 1,175.13         | 2,400.00   | -1,224.87      | 48.96%      |
| 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%        |
| Treasurer                     |                  |            |                |             |
| Audit                         | 8,595.00         | 6,000.00   | 2,595.00       | 143.25%     |
| Tax Prep                      | 2,855.00         | 2,900.00   | -45.00         | 98.45%      |
| Taxes                         | 100.00           | 100.00     | 0.00           | 100.0%      |
| Total Treasurer               | 11,550.00        | 9,000.00   | 2,550.00       | 128.33%     |
| Total Operations              | 113,094.76       | 246,360.59 | -133,265.83    | 45.91%      |
| Recognition Banquet           |                  |            |                |             |
| Recognition Banquet Exp       | 1,800.00         |            |                |             |
| Recognition Banquet - Other   | 0.00             | 9,420.00   | -9,420.00      | 0.0%        |
| Total Recognition Banquet     | 1,800.00         | 9,420.00   | -7,620.00      | 19.11%      |
| Swimmer Support               |                  |            |                |             |
| Awards                        |                  |            |                |             |
| Age Group                     | 10,515.43        |            |                |             |
| Seniors                       | 1,428.40         |            |                |             |
| Awards - Other                | 0.00             | 15,530.00  | -15,530.00     | 0.0%        |
| Total Awards                  | 11,943.83        | 15,530.00  | -3,586.17      | 76.91%      |
| Championship Facility         |                  |            |                |             |
| Copier Rental                 | 452.63           | 0.00       | 452.63         | 100.0%      |
| Open Water Championship       | 0.00             | 3,500.00   | -3,500.00      | 0.0%        |
| SC Regionals                  | 1,541.66         |            |                |             |
| SC Sr Championships           | 6,105.00         |            |                |             |
| Championship Facility - Other | 0.00             | 55,500.00  | -55,500.00     | 0.0%        |
| Total Championship Facility   | 8,099.29         | 59,000.00  | -50,900.71     | 13.73%      |
| Meets                         |                  |            |                |             |
| Distance Meets                | 3,750.00         | 5,000.00   | -1,250.00      | 75.0%       |
| Senior Circuit Meets          | 9,000.00         | 9,000.00   | 0.00           | 100.0%      |
| Total Meets                   | 12,750.00        | 14,000.00  | -1,250.00      | 91.07%      |
| 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%        |
| Futures                       | 0.00             |            |                |             |
| Long Course                   | 0.00             |            |                |             |
| Olympic Trials                | 0.00             | 28,000.00  | -28,000.00     | 0.0%        |
| Open Water                    | 0.00             |            |                |             |
| Spring 2019 (pd 2020)         | 63.14            | 0.00       | 63.14          | 100.0%      |
| Spring 2020 (pd 2020)         | 0.00             | 5,000.00   | -5,000.00      | 0.0%        |

# Ohio Swimming

## Profit & Loss Budget vs. Actual

### September 2019 through March 2020

|                                 | Sep '19 - Mar 20  | Budget            | \$ Over Budget     | % of Budget   |
|---------------------------------|-------------------|-------------------|--------------------|---------------|
| Summer 2019 (pd 2020)           | 28,505.83         | 45,000.00         | -16,494.17         | 63.35%        |
| Winter 2020 (pd 2020)           | 0.00              | 20,000.00         | -20,000.00         | 0.0%          |
| Senior Travel Fund - Other      | 0.00              | 0.00              | 0.00               | 0.0%          |
| <b>Total Senior Travel Fund</b> | <b>28,568.97</b>  | <b>98,000.00</b>  | <b>-69,431.03</b>  | <b>29.15%</b> |
| <b>Zone Team</b>                |                   |                   |                    |               |
| Zone Team Coaches               | 0.00              |                   |                    |               |
| Zone Team Expenses              | 1,040.90          | 15,000.00         | -13,959.10         | 6.94%         |
| Zone Team Income                | 0.00              | 0.00              | 0.00               | 0.0%          |
| <b>Total Zone Team</b>          | <b>1,040.90</b>   | <b>15,000.00</b>  | <b>-13,959.10</b>  | <b>6.94%</b>  |
| <b>Total Swimmer Support</b>    | <b>62,402.99</b>  | <b>204,460.00</b> | <b>-142,057.01</b> | <b>30.52%</b> |
| <b>Total Expense</b>            | <b>177,297.75</b> | <b>460,240.59</b> | <b>-282,942.84</b> | <b>38.52%</b> |
| <b>Net Ordinary Income</b>      | <b>54,332.45</b>  | <b>0.00</b>       | <b>54,332.45</b>   | <b>100.0%</b> |
| <b>Net Income</b>               | <b>54,332.45</b>  | <b>0.00</b>       | <b>54,332.45</b>   | <b>100.0%</b> |



3:09 PM  
04/01/20  
Cash Basis

# Ohio Swimming Balance Sheet

As of March 31, 2020

Mar 31, 20

## ASSETS

### Current Assets

#### Checking/Savings

##### Edward Jones

Olympic Trial Funds (Reserved) 28,000.00

Edward Jones - Other 326,442.92

Total Edward Jones 354,442.92

Edward Jones Money Market 50,611.17

FMB Checking 4,409.20

Total Checking/Savings 409,463.29

#### Other Current Assets

Clearing account -0.08

Total Other Current Assets -0.08

Total Current Assets 409,463.21

TOTAL ASSETS 409,463.21

## LIABILITIES & EQUITY

### Liabilities

#### Current Liabilities

##### Other Current Liabilities

Payroll Liabilities -39.68

Total Other Current Liabilities -39.68

Total Current Liabilities -39.68

Total Liabilities -39.68

### Equity

Opening Bal Equity 220,316.78

Retained Earnings 134,853.66

Net Income 54,332.45

Total Equity 409,502.89

TOTAL LIABILITIES & EQUITY 409,463.21

## Temporary Special Policy on Collections



Until the point that USA Swimming again permits competitions to be held, receivables from Member Clubs will be permitted to be outstanding for 90 days. Receivables greater than 90 days past due should be remitted to Ohio Swimming immediately, or a formal payment plan established to provide for eventual full repayment of amounts owed. Payment plans will be documented in writing and will not include an interest charge. Payment plans must be approved by the OSI Finance Committee and will be for terms of not greater than one year.

Once competition and training begins again, Member Clubs with balances past due more than 90 days will be placed on cash in advance status before registrations or meet sanction requests will be accepted. Payments for registrations or meet sanctions must be made in full in advance along with all currently outstanding balances before those registrations or meet sanction requests will be accepted. For clubs under approved payment plans, payments for registrations or meet sanctions still need to be made in full in advance, but balances subject to the payment plan do not need to be repaid.

## Proposed Policy Book Amendment

Delete Section 2.4.2 which provides for the \$10 per day penalty for non-resolution of registration disputes.

### 6.9 Collections Policy

Once a Member Club account becomes more than 60 days past due, a penalty of 2% of any balances greater than 60 days past due will be assessed at the beginning of each month. Once a Member Club becomes more than 90 days past due, in addition to the ongoing penalty charges, that club will be placed on "cash in advance" status before registrations or meet sanction requests will be accepted. Payments for registrations or meet sanctions must be made in full in advance along with **all** currently outstanding balances before those registrations or meet sanction requests will be accepted.