

Ohio Swimming, Inc. Board of Directors Meeting

Conference Call – July 21, 2020 7:30 pm

via Zoom Conference

AGENDA (updated)

Call to Order and Roll Call

Voting BOD members:	Voting BOD members:	Committee and Coordinators:	Committee and Coordinators:	
General Chair – Todd Billhimer	Ath Rep – Sterling Ebel	Diversity/Inclusion – Terry An-chrum	Zone Team – Brent Peaden	
Admin Vice Chair – Anissa Kanzari	Ath Rep – Lauren Kinzeler	Disability – George Leatherman	High School – tbd	
Senior Chair – Chris McKinney	Athlete At-Large (tbd)	Technical Planning – Kyle Goodrich	Office – Erin Schwab	
Age Group Chair – Kevin Rachal	Officials – Pam Birnbrich	Asst. Coach Chair – Rich Morris	Office – Kristi Princell	
Finance Vice Chair – Joe Waller	Safe Sport – Lew Timberman	Operational Risk – John Pristash	Gov. Comm. – Jerry Ferritto	
Treasurer – David Lloyd	Coach Chair – Dan Cherok	Camps – Craig Schoenlein	Gov. Comm. – Mark Koors	
	Secretary – Steve Connock	Open Water – Chip Carrigan	Gov. Comm. – David Back	
Susan Mechler			Gov. Comm. – Paul Sampson	

1. Approve Agenda
2. Consent agenda
 - a. Adoption of June 2020 Minutes
 - b. July Treasurers report
 - c. General Chair Report
 - d. Information for OSI Disability Webpage
 - e. Updated OSI Swimmer with a Disability Policy
 - f. ASCA Cyber Clinic Proposal
3. Old Business
4. New Business
 - a. Proposal for Wave 3 Club Assistance program
 - b. Investment Policy recommendation Announcements
5. Announcements
6. Next BOD Meetings – August 18, 2020 7:30 pm.
7. Adjournment

Ohio Swimming, Inc. Board of Directors Meeting

Conference Call – June 16, 2020 7:30 pm

513-275-6543 (no PIN) or via computer: 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		Zone Team – Brent Peaden	
Admin Vice Chair - Anissa Kanzari	x	Jr Ath Rep – Caroline Holmes		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		Officials – Pam Birnbrich	x	Asst. Coach Chair –		Office – Kristi Princell	
Finance Vice Chair – Joe Waller	x	Safe Sport – Lew Timberman		Operational Risk – John Pristash	x	Gov. Comm. – Jerry Ferritto	x
Treasurer – David Lloyd	x	Coach Chair – Dan Cherok	x	Sanctioning – Anissa Kanzari		Gov. Comm. – Mark Koors	x
		Secretary – Mark Johnson	x	Camps – Craig Schoenlein	x	Gov. Comm. – David Back	
Susan Mechler	x			Open Water – Chip Carrigan	x	Gov. Comm. – Paul Sampson	

1. Approve Agenda - **APPROVED**

2. Consent agenda

- Adoption of May 2020 Minutes – **APPROVED**
- June Treasurers report
- General Chair report – Mike Yeager and Kris Moellenberg have resigned and have been replaced by Anissa Kanzari and Dan Cherok respectfully. New appointments were **APPROVED**

3. Old Business

4. New Business

- Discuss/Approve OSI funding of Safe Sport Pentathlon – Needing to help with funding of this meet and to be an OSI sponsored meet. One proposal is to eliminate splash fees. Question came up as to whether this was to be a protected meet or not. After this year will look to see how this can be improved in the future.
- Technical Planning Committee – Sanctioning changes – Changes **APPROVED**

5. Announcements

- David Lloyd to give Todd a list of teams that have outstanding balances for him to follow up. Anissa spoke to how the sanctioning process works in terms of when a sanction number is given and how that would affect our ability to collect on teams that host meets. Those teams with outstanding balances will not receive a sanction until.
- This is the secretaries last BOD meeting and it has been a pleasure serving the board.

6. Next BOD Meetings – July 21, 2020 7:30 pm.

7. Adjournment at 8:29 PM.



Treasurer's Report Ohio Swimming BOD July 2020 Meeting

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

1. Financials as of and for the ten months ended June 30, 2020 (period 10)
 - a. Net Inflows of \$270,736
 - b. Outflows YTD of \$222,216
 - c. Our YTD surplus is \$48,520.
2. Other Matters
 - a. Outstanding A/R is \$34,687, down from \$41,456 last month. Amounts overdue past 90 days total \$32,614, down from \$40,859 last month. There are seven clubs with past due balances >\$1,000. We have a payment plan in place with one of those, and collection efforts are ongoing with the other six.
 - b. Balance Sheet and Reserves: Excess reserves are approximately \$18,000. Our balance sheet also reflects the first loan receivable disbursed under the Club Assistance Program.
3. Investments
 - a. Current portfolio allocation is as follows (very consistent with last quarter):



- b. Returns through July 16, 2020 for each underlying fund, the portfolio as a whole and the benchmark, are as follows:



Treasurer's Report
Ohio Swimming BOD July 2020 Meeting

	YTD	3 year	5 year
American Funds Capital and Income Builder (CAIBX)	-5.74%	2.51%	3.56%
American Funds Growth and Income Portfolio (GAIOX)	1.70%	7.70%	7.54%
American Funds Income Fund of America	-5.61%	4.25%	5.33%
American Funds Moderate Growth & Income Fund	1.24%	6.97%	6.82%
Overall Portfolio	-1.47%	5.77%	6.13%
Benchmark (50% US Eq/ 20% Int'l Eq / 30% Barclays Agg)	0.75%	7.32%	6.96%

- c. Proposed investment / allocation change – given that the goal of our portfolio is to keep pace with inflation, allowing us to maintain reserves of 75% of our annual expenses, the current asset allocation of 70% equity is potentially too aggressive. Therefore, I request board approval to direct our investment advisor at Edward Jones to reallocate our portfolio holdings within the American Funds family, to result in an allocation to equity in the 50% - 55% range.

Respectfully Submitted,

David Floyd

OSI Treasurer

Ohio Swimming

Profit & Loss

September 2019 through June 2020

Sep '19 - Jun 20

Ordinary Income/Expense

Income

In/Out 0.00

Memberships/Dues(USA Swim)

2019 Income Recieved in 2020 0.00

Club Membership Dues 12,835.00

Club Membership Dues Expense -4,840.00

Flex Membership 4,455.00

Flex Membership Expense -2,030.00

Flex Membership Upgrade 825.00

Non Athlete 54,980.00

Non Athlete Expense -46,624.00

Outreach 240.00

Outreach Expense -376.96

Premium Athlete 458,380.67

Premium Athlete Expense -387,066.00

Seasonal Swimmers 6,141.00

Seasonal Swimmers Expense -3,990.00

Total Memberships/Dues(USA Swim) 92,929.71

Other Income

Approved/Meet Obsvervation Fees 1,800.00

Interest Income(Ckg/Saving)

Dividends 135.35

Total Interest Income(Ckg/Saving) 135.35

Misc. 4,501.00

Total Other Income 6,436.35

Sanctions & Meet Revenue

Entry Fees 52,704.50

Sanctions 4,289.00

Senior Circuit Entry Fees 6,908.50

Swimmers Surcharge 107,468.50

Total Sanctions & Meet Revenue 171,370.50

Total Income 270,736.56

Expense

Operations

Camps/Clinics Coordinator 4,800.00

Coach Representatives

Coach Education/Training 847.95

Coach of Yr Clinic, Scholorshp 750.00

Total Coach Representatives 1,597.95

Donations 100.00

Interest Expense 1,041.84

LSC Conventions/Clinics/Dues

House of Delegates Meeting 2,980.58

USAS Convention 14,857.27

Ohio Swimming

Profit & Loss

September 2019 through June 2020

	Sep '19 - Jun 20
Workshops	2,822.84
Total LSC Conventions/Clinics/Dues	20,660.69
Officials Chair	
Background Check	760.00
Background Check Renewals	522.00
Official Dues (\$6.00)	-1,424.00
Officials Chair(Tshirts&Badges)	365.32
Officials Travel	2,972.00
Wkshops,Meetings,Recog,Training	1,756.45
Total Officials Chair	4,951.77
Outreach/Diversity	
Diversity	432.40
Outreach-Gear	9,231.91
Outreach Travel	1,100.00
Total Outreach/Diversity	10,764.31
Permanent Office	
Bank Charges	37.00
CC & Electronic Fees	1,016.06
Office Expense	6,979.77
Payroll Expenses	4,819.51
Payroll Wages	59,704.68
Subcontractor Work	5,830.00
Worker's Compensation	240.00
Total Permanent Office	78,627.02
Safe Sport Coordinator	1,175.13
Treasurer	
Audit	8,595.00
Tax Prep	2,855.00
Taxes	100.00
Total Treasurer	11,550.00
Total Operations	135,268.71
Recognition Banquet	
Recognition Banquet Exp	1,800.00
Total Recognition Banquet	1,800.00
Swimmer Support	
Awards	
Age Group	10,515.43
Seniors	1,428.40
Total Awards	11,943.83
Championship Facility	
Copier Rental	452.63
SC Jr. Olympics	2,261.00
SC Regionals	4,624.99
SC Sr Championships	6,105.00
Total Championship Facility	13,443.62

Ohio Swimming
Profit & Loss
September 2019 through June 2020

	Sep '19 - Jun 20
COVID-19 Grants	10,010.00
Meets	
Distance Meets	3,750.00
Senior Circuit Meets	9,000.00
Total Meets	12,750.00
Senior Travel Fund	
Coach Travel	0.00
Futures	0.00
Long Course	0.00
Open Water	0.00
Spring 2019 (pd 2020)	63.14
Summer 2019 (pd 2020)	28,505.83
Winter 2020 (pd 2020)	7,390.23
Total Senior Travel Fund	35,959.20
Zone Team	
Zone Team Coaches	0.00
Zone Team Expenses	1,040.90
Total Zone Team	1,040.90
Total Swimmer Support	85,147.55
Total Expense	222,216.26
Net Ordinary Income	48,520.30
Net Income	48,520.30

Ohio Swimming
Balance Sheet
As of June 30, 2020

Jun 30, 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 42,722.26

FMB Checking 19,625.42

Total Checking/Savings 416,790.60

Accounts Receivable

Accounts Receivable 1,450.00

Total Accounts Receivable 1,450.00

Other Current Assets

Clearing account -0.08

Total Other Current Assets -0.08

Total Current Assets 418,240.52

TOTAL ASSETS 418,240.52

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Other Current Liabilities

Payroll Liabilities -850.22

SBA Paycheck Protection Program 15,400.00

Total Other Current Liabilities 14,549.78

Total Current Liabilities 14,549.78

Total Liabilities 14,549.78

Equity

Opening Bal Equity 220,316.78

Retained Earnings 134,853.66

Net Income 48,520.30

Total Equity 403,690.74

TOTAL LIABILITIES & EQUITY 418,240.52

Ohio Swimming, Inc. Board of Directors Meeting

Conference Call – July 21, 2020 7:30 pm

UNAPPROVED MINUTES

Call to Order and Roll Call

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

Other guests in attendance: Susan Mechler, Will Indest

1. Approve Agenda - Motion was made & carried to approve Agenda with BOD **Approved with following 2 New Business Requests:**

- Request by Pam to add Officials requirements for Sanction & Virtual Meets and Provisional Official Certification.
- Request by Joe to add Update to Fiscal Year 2021 Budget

2. Consent Agenda

- Adoption of June 2020 Minutes - Motion was made & carried to approve Agenda with BOD **Approved; 8 Yes.**
- July Treasurers Report - David L. reporting not much has changed significantly from last month's P & L. Approximately 7 Clubs comprise majority of outstanding AR beyond 3 months past due; collection efforts continue with 6 of these Clubs with 1 Club on a payment plan. Balance Sheet reflects Market Value of our Investments is now back to being above cost and the first loan receivable that we have disbursed under the Club Assistance Program. 7 Clubs have participated in the first round with 6 Clubs approved for loans with 1 Club providing documentation with funds being disbursed for this 1 Club.

David continued with Investment Policy recommendation Announcements (Agenda 4B); the Asset Allocation has not changed significantly while the Performance YTD has bounced-back very significantly. The 3 & 5 Year Absolute Value Performance look pretty good. David recommends we direct our Broker that holds our investments to reallocate our portfolio to be a little more conservative (preserve more capital versus growth). Motion was made & carried to direct our Broker that holds our investments to reallocate our portfolio to be a little more conservative with BOD **Approved; 7 Yes.** Joe noted he is required to abstain due to his position at a public accounting firm.

- General Chair Report - Todd referred to his provided General Chair Report. Todd highlighted he's working with Craig on a Virtual Camp with guest speakers as an additional opportunity for swimmers. Todd will explore the Leadership Summit opportunity with Chris M as part of the Virtual Camp. Joe acknowledged the Senior Chair \$2500 not included in the 2021 budget was an oversight and that it would be added back into the 2021 budget. Todd added he's exploring a parent education program with guest speaker as an added value opportunity for parents to learn.

Todd conveyed a question from a recent Town Hall from smaller clubs regarding limited available Officials in their areas to run meets. Pam said she will work with our commissions in those areas to help them coordinate Officials to run meets where needed.

Ohio Swimming, Inc. Board of Directors Meeting

Conference Call – July 21, 2020 7:30 pm

UNAPPROVED MINUTES

- D. Information for OSI Disability Web Page - George thanked Susan for putting these materials together. Recommendation made to change language from Para Swimming to USA Swimming with respect to referencing “Para Swimmer” as a “Swimmer with a Disability” and “Modification” as a “Necessary Accommodation”. George referenced additional language changes as outlined in his report.
- E. Update OSI Swimmer with a Disability Policy - George explained the Language changes reflected in Section 2D. above will also be made in our OSI Disability Policy (Section 4.7). George and Susan clarified there are no motivational/qualifying time standards for the Senior Meets. Motion was made & carried to change the Information for OSI Disability Web Page (2D.) and Update OSI Swimmer with a Disability Policy (2E.) with BOD Approved; 7 Yes.
- F. ASCA Cyber Clinic Proposal - Dan reviewed the ASCA Cyber Clinic Proposal along with highlighting its key benefits. Dan explained the importance of this Clinic adding it will be available online this year at a lower cost. Dan requested a conversation on budget in terms of what we can afford given the pandemic impact. Dan will promote this opportunity to all LSC Head Coaches and Erin offered assistance in emailing the information to all teams. Motion was made & carried to approve funding for up to 63 Coaches with BOD Approved; 7 Yes.

3. Old Business - no old business.

4. New Business

- A. Proposal for Wave 3 Club Assistance Program - Joe reviewed results from Wave 1 (2 Clubs received assistance) and Wave 2 (4 Clubs received assistance). Wave 3 would open August 1, 2020 with an August 31, 2020 deadline. Clubs that applied for assistance in Wave 1 and/or Wave 2 can apply for Wave 3 provided funds are available. First time Clubs would be provided funding before those Clubs that have previously received Wave 1 and/or Wave 2 funding. Motion was made & carried to approve Wave 3 with BOD Approved; 7 Yes.
- B. Investment Policy recommendation Announcements - see 2B. above
- C. Officials Topics - With a return to intra-squad, Virtual and other Sanction Meets Pam reminded all that Officiating Rules have not changed; 3 Officials are required on deck...DR, SR, and at least 1 ST and AO. Non-sanction meets have no Official requirements. Pam explained Virtual Meets may be trickier as they involve multiple sites over varying dates/times. Pam advised a Head Referee and Head AO should be appointed for Virtual Meets to work with DR's and AO's at the individual sites to insure consistency & balance with particulars such as line up, deck set, etc. Swimmably, the newer alternative Meet Management system which requires fewer volunteers, if used, must still conform to using all required Admin & Timing Rules.

Pam explained the Provisional Official which is a “temporary (Valid for 60 Days)” official. This effort targets coaches and swimmers that are at least 18 years of age or older. A Provisional Official would be for a ST Official position only. The assumption is that coaches and older athletes are already somewhat familiar with the Rules, so they would require minimal training to be deck-ready as a ST Official. A 3 hour training session and abbreviated test is required. Pam is coordinating with Erin an application along with other requirements (ie., concussion training) to become a Provisional Official.

- D. 2021 Budget - Joe shared his 2021 Budget Planning Spreadsheet. Joe familiarized all with the preplanning process comparing Last Year actuals while taking into account the impact COVID-19 has had and will continue to have on many financial areas & operations. Joe reviewed his assumptions on expenses & revenues. Joe will send this spreadsheet to other interested BOD's to gain some feedback & observations.
- E. Erin asked for volunteers to work with her on reviewing our USA Swimming Approved Meet Fees structure. This effort would include a comparison with what other LSC are charging. Chris M & Steve C will work with Erin on this effort.

5. Announcements - no announcements

6. Next BOD Meeting - August 18, 2020 @ 8:00PM

7. Adjournment: 8:46 PM