### **Ohio Swimming, Inc. Board of Directors Meeting**

Conference Call – June 22, 2021 8:00 pm Via Zoom Conference Approved Meeting Minutes

#### In Attendance:

| Voting BOD Members:                |   | Committee/Coordinators (Non-voting) |   |
|------------------------------------|---|-------------------------------------|---|
| General Chair – Todd Billhimer     | x | Disability – George Leatherman      |   |
| Admin Vice Chair – TBA             |   | Technical Planning – Kyle Goodrich  |   |
| Senior Chair – Chris McKinney      | x | Asst. Coach Chair – Rich Morris     | х |
| Age Group Chair – Kevin Rachal     | x | Operational Risk – John Pristash    | х |
| Finance Vice Chair – Joe Waller    | x | Camps – Craig Schoenlein            |   |
| Treasurer – David Lloyd            |   | Open Water – Chip Carrigan          |   |
| Officials – Anissa Kanzari         | x | Zone Team – Brent Peaden            |   |
| Safe Sport – Lew Timberman         | х | Office – Erin Schwab                | х |
| DEI Chair – Terry Anchrum          |   | Office – Kristi Princell            | х |
| Coach Chair – Dan Cherok           | x | Gov Committee – Mark Koors          | х |
| Secretary – Steve Connock          | x | Gov Committee – Paul Sampson        |   |
| Ath Rep (Senior) - Jessey Li       | x | Gov Committee – David Back          |   |
| Ath Rep (junior) – Mia Cheatwood   |   | Gov Committee – Carolyn Strunk      | х |
| Ath Rep At-Large – Max Christensen | x | Admin Review Board – John MacKay    |   |
| Ath Rep At-Large – Allie Barasch   |   | Sanctioning – Mark Johnson          |   |
| Ath Rep At-Large – Jasper Price    |   | Ex-Officio Athlete - Emily O'Brien  |   |
| Ath Rep At-Large – Ian Sander      |   | Ex-Officio Athlete -Kalie Billiot   |   |
|                                    |   | Ex-Officio Athlete - Alyssa Uhlman  | х |
|                                    |   | Ex-Officio Athlete - Claire Kemmere | х |
|                                    |   | Ex-Officio Athlete - Julie Bohl     |   |

- 1. Approve Agenda Motion was made & unanimously carried to Approve Agenda
- 2. Consent Agenda
  - a. Adoption May 2021 BOD Minutes Motion was made & unanimously carried to Approve May 2021 BOD Minutes
- 3. BOD / Committee Reports / Discussions
  - a. Official's Chair Report Anissa commented our numbers of Official's have been down due to COVID-19 impact; however, a series of recent Official's Virtual Clinics have been well-attended. Anissa added we are in a good position to provide quality meets during this LC season & looking ahead towards our post-COVID-19 environments. Ohio sent 5 Officials to this year's Olympic Trials....most ever! Please refer to Anissa's Official's Chair Report for more details.
  - b. June 2021 Treasurer Report Joe commented we are in positive cash flow for the 9 months. Inflows and expenses are down as compared to previous years as a result of less events. Working on the budget is challenging during these uncertain times. We are still running a small surplus with adequate reserves albeit we are running tight to keep a close eye on everything especially managing expenses. Kudos to Erin for managing our receivables; the "best" they have ever been! Please refer to the June 2021 Treasurer Report for more details.

#### Ohio Swimming, Inc. Board of Directors Meeting

Conference Call – June 22, 2021 8:00 pm Via Zoom Conference Unapproved Meeting Minutes

#### 4. Old Business

a. Todd referenced our COVID-19 stance during last month's BOD as it relates to protocols. Since that time Todd shared a conversation he had with Jay Chambers with USA-S regarding national's COVID-19 protocols. The existing COVID-19 protocols of following your local, state & facilities' guidelines will continue. Jay recommended that as an LSC we continue to do the same. Todd asked the BOD for discussion on this topic. BOD shared thoughts & observations on what practices/protocols have been and what will change given the June 2, 2021 COVID-19 State ending of COVID-19 restrictions. Chris M shared Miami's position and Rich M shared Denison's position. Lew shared Ohio State's present position. Erin updated us on Kenyon. Consensus is we are moving forward with "small steps" as it relates to size of meets, allowing spectators, etc. Todd recommends we continue with national's COVID-19 protocols.

#### 5. New Business

- a. USA-S Air Quality Webinar John P. shared an upcoming Air Quality Webinar with Part I on August 10 and Part II on August 17. LSC Operational Risk Chairs, LSC Leaders, Facility Managers, Coaches, Officials & Meet Directors are encouraged to attend. Registration link can be found on the attached Webinar announcement.
- b. Olympic Trials Reimbursement Chris M & his Travel Committee identified a few options to help athletes that qualified for Olympic Trials Wave I and then qualified through Wave II. The existing reimbursement cap for athletes attending Olympic Trials is \$1,000. Providing some additional assistance for those that qualified for Wave I and then qualified for Wave II is being evaluated. Chris proposed increasing the per person Olympic Trials reimbursement to a total of \$1500 for those athletes that competed in both Wave I and Wave II be considered. The COVID-19 pandemic resulted in this scenario whereby an athlete could qualify & compete in both Wave I and Wave II competitions. Chris added this occurrence was not foreseen when the Travel Budget was finalized last year. BOD further discussed this option. Chris M will promote how many OSI swimmers & officials qualified for this year's Olympic Trials. After additional discussion Chris M made a motion & unanimously carried to Approve additional reimbursement for athletes qualifying for both Olympic Trials Wave I and Wave II is limited to up to 150% at the prevailing budget. [Note: Erin reminded travel reimbursement to clubs has been suspended for the 2020-2021 season as per our Policy Book].
- c. Todd updated BOD as to Steve Nye's medical condition. Steve has served in many OSI capacities spanning decades.
- d. Finance Committee Meeting Joe invited all to attend a Finance Committee Meeting on 6/29 @ 8pm to walk through the Budget.
- e. SafeSport -Lew reminded all that all Team sponsored events/functions must follow all SafeSport requirements & protocols.
- f. USA-S HOD Special Session Todd mentioned the upcoming June 30th USA-S HOD Special Session to vote legislation regarding HOD Voting structure changes mandated by the USOPC. Athlete representation of 10 year / 10 year + athletes will increase to 33 1/3% while decreasing the overall size of HOD. All NGB's are required to comply; USA-S is 1 of 37 total NGB's. Erin mentioned failure to implement mandated changes by 12/31/21 may result in decertification of that NGB. Reach out to Todd for more information.
- g. Todd reviewed upcoming LC Meets; BGSU Challenge Meet and LC Champs at BGSU & Miami with 5 SC Champs sites.
- 6. Next BOD Meeting Sunday, July 25, 2021 @ 8:00PM
- 7. Adjournment Adjourn @ 9:12 PM

### **MEMORANDUM**

To: OSI Board of Directors

From: Anissa Kanzari, Officials Chair

Re: OSI Board Meeting Officials Update - Tuesday, June 15, 2021

Fellow Board Members.

The following are activity updates for OSI officials. It has been a busy past 6 weeks. Please let me know if you have any questions.

- A new official's clinic was held on Tuesday, May 11, hosted by the Central Commission.
   We had 14 attendees!
- A new AO clinic was held on Thursday, May 13, hosted by the Central Commission. We had 6 attendees.
- A new Starter clinic was held on Tuesday, May 18, hosted by the Central Commission.
   We had 15 attendees.
- A new Deck Referee clinic was held on Tuesday, May 25 hosted by the Cincinnati Commission. We had 5 attendees.
- A new Chief Judge clinic was held on Tuesday, June 1 hosted by the Cincinnati Commission. We had 3 attendees.
- Five officials represented OSI at the 2020(1) US Olympic Time Trials. Anissa Kanzari and Pam Birnbrich attended Wave I; and Joe Waller, Edgar Caraballo and Mark Johnson are attending Wave II. This is the most officials OSI has ever sent to a single Olympic Time Trials meet.
- Joe Waller has been selected to be the meet referee for the Central Zone North meet in Minneapolis July 7-10.
- Anissa Kanzari has been selected to be the meet referee for the Futures Championship meet being held in Richmond, VA July 29 – August 1.

### FY 22 OSI Budget Process - status update

The building of the FY22 OSI budget is a work in progress. We are missing some information and we would like to collect that missing information ASAP and we would also like to invite any interested parties to join an upcoming scheduled OSI Finance Committee meeting. We will be holding an OSI Finance Committee meeting to discuss FY22 budget considerations on Tuesday, June 29th, from 8pm to 9pm Eastern. We invite any interested parties to join, as the more perspectives we consider, the better our budget will turn out from an accuracy/predictability standpoint.

### **Cash Inflows:**

- The Finance committee is grappling with how to project all important cash flows as we emerge from the pandemic. We are using the OSI Quad projection as our starting point and trying to build in the details around membership and meet revenues based on what we know.
- Given the unpredictable nature of this all important topic, especially projecting our FY22 membership by class of members, we would like to invite any and all members of the BOD or committees who would like to share their insight to a virtual committee meeting on June 29th, as per above. Anyone interested in attending, please email Joe Waller at joseph.waller@pwc.com and he will add you to the virtual invite.

#### **Cash Outflows:**

- With respect to the line item expenses in the FY22 budget, while we have a substantial number of budget requests submitted, we are still missing enough individual line items that we need more complete requests before we can share the first draft of the requests.
- Kristi will be politely following up behind the scenes with those line item sponsors from whom we are missing information. For those people that Kristi contacts, please respond with any missing information or follow-ups ASAP.

 We will need the individual line expense budget requests ASAP to be able to hold a productive June 29th Finance Committee meeting. Thank you.

We continue to model the FY22 budget after the high level Quad Budget, and look forward to building a solid budget for discussion during the July BOD meeting.

Best regards, Joe





# Treasurer's Report Ohio Swimming BOD June 2021 Meeting

To: Ohio Swimming BOD

From: David Lloyd

Date: June 15, 2021

Re: OSI Treasurer's Report

1. Financials as of and for nine months ended May 31, 2021:

- a. Net Inflows of \$164,893 compared to \$268,631 for the prior year. Cash inflows from registrations are down 23% compared to the prior year and cash inflows from meet sanctions are down 54% compared to prior year.
- b. Outflows of \$144,631 compared to \$214,433. Decreases due to decline in travel, convention and outreach.
- c. We are running a surplus on a year-to-date basis of \$20,262 compared to a surplus of \$54,198 in the prior year and compared to a total budgeted deficit for the year of \$38,720.

#### 2. Other Matters

- a. Outstanding A/R is \$27,721, down from \$33,211 last month. Amounts overdue past 90 days total \$9,883, down significantly from \$17,567 last month. We have three clubs with past due balances > \$1,000, with one having caught up since last month.
- b. Balance Sheet and Reserves: We continue to be in a strong balance sheet position with excess reserves of approximately \$40,000.

Respectfully Submitted,

David Lloyd

**OSI** Treasurer

# **Ohio Swimming** Profit & Loss Prev Year Comparison September 2020 through May 2021

|                                   | Sep '20 - May 21 | Sep '19 - May 20 | \$ Change   | % Change |
|-----------------------------------|------------------|------------------|-------------|----------|
| dinary Income/Expense             |                  |                  |             |          |
| Income                            |                  |                  |             |          |
| In/Out                            | 0.00             | 0.00             | 0.00        | 0.0%     |
| Memberships/Dues(USA Swim)        |                  |                  |             |          |
| 2019 Income Recieved in 2020      | 0.00             | 0.00             | 0.00        | 0.0%     |
| Club Membership Dues              | 10,530.00        | 12,435.00        | -1,905.00   | -15.32%  |
| Club Membership Dues Expense      | -3,890.00        | -4,840.00        | 950.00      | 19.63%   |
| Flex Membership                   | 12,500.00        | 4,475.00         | 8,025.00    | 179.33%  |
| Flex Membership Expense           | -5,900.00        | -2,030.00        | -3,870.00   | -190.64% |
| Flex Membership Upgrade           | 4,788.00         | 825.00           | 3,963.00    | 480.36%  |
| Non Athlete                       | 48,298.00        | 53,924.00        | -5,626.00   | -10.43%  |
| Non Athlete Expense               | -41,834.00       | -46,624.00       | 4,790.00    | 10.27%   |
| Outreach                          | 220.00           | 240.00           | -20.00      | -8.33%   |
| Outreach Expense                  | -220.00          | -376.96          | 156.96      | 41.64%   |
| Premium Athlete                   | 344,724.07       | 455,948.67       | -111,224.60 | -24.39%  |
| Premium Athlete Expense           | -301,190.00      | -387,066.00      | 85,876.00   | 22.19%   |
| Seasonal Swimmers                 | 5,252.00         | 6,103.00         | -851.00     | -13.94%  |
| Seasonal Swimmers Expense         | -5,070.00        | -3,990.00        | -1,080.00   | -27.07%  |
| Total Memberships/Dues(USA Swim)  | 68,208.07        | 89,023.71        | -20,815.64  | -23.38%  |
| Other Income                      |                  |                  |             |          |
| Approved/Meet Obsvervation Fees   | 0.00             | 1,800.00         | -1,800.00   | -100.0%  |
| Interest and Dividends (Edward    | 129.63           | 0.00             | 129.63      | 100.0%   |
| Interest Income(Ckg/Saving)       |                  |                  |             |          |
| Dividends                         | 0.00             | 135.01           | -135.01     | -100.0%  |
| Total Interest Income(Ckg/Saving) | 0.00             | 135.01           | -135.01     | -100.0%  |
| Misc.                             | 16,652.43        | 4,376.00         | 12,276.43   | 280.54%  |
| Total Other Income                | 16,782.06        | 6,311.01         | 10,471.05   | 165.92%  |
| Sanctions & Meet Revenue          |                  |                  |             |          |
| Approval Surcharges               | 4,943.00         | 0.00             | 4,943.00    | 100.0%   |
| Entry Fees                        | 24,452.00        | 53,285.00        | -28,833.00  | -54.11%  |
| Sanctions                         | 0.00             | 4,289.00         | -4,289.00   | -100.0%  |
| Senior Circuit Entry Fees         | 0.00             | 6,908.50         | -6,908.50   | -100.0%  |
| Swimmers Surcharge                | 50,507.50        | 108,813.50       | -58,306.00  | -53.58%  |
| Total Sanctions & Meet Revenue    | 79,902.50        | 173,296.00       | -93,393.50  | -53.89%  |
| Total Income                      | 164,892.63       | 268,630.72       | -103,738.09 | -38.62%  |
| Expense                           |                  |                  |             |          |
| Operations                        |                  |                  |             |          |
| Athlete Representative            | 1,000.00         | 0.00             | 1,000.00    | 100.0%   |
| Camps/Clinics Coordinator         | 2,000.00         | 4,800.00         | -2,800.00   | -58.33%  |
| Coach Representatives             | •                | •                |             |          |
| Coach Education/Training          | 2,500.00         | 847.95           | 1,652.05    | 194.83%  |
| Coach of Yr Clinic, Scholorshp    | 0.00             | 750.00           | -750.00     | -100.0%  |
| Total Coach Representatives       | 2,500.00         | 1,597.95         | 902.05      | 56.45%   |
| Donations                         | 100.00           | 100.00           | 0.00        | 0.0%     |

# **Ohio Swimming** Profit & Loss Prev Year Comparison September 2020 through May 2021

|                                    | Sep '20 - May 21 | Sep '19 - May 20 | \$ Change  | % Change   |
|------------------------------------|------------------|------------------|------------|------------|
| Interest Expense                   | 0.00             | 1,041.84         | -1,041.84  | -100.0%    |
| LSC Conventions/Clinics/Dues       |                  |                  |            |            |
| D&O Insurance                      | 510.00           | 0.00             | 510.00     | 100.0%     |
| House of Delegates Meeting         | 2,800.00         | 2,980.58         | -180.58    | -6.06%     |
| USAS Convention                    | 0.00             | 14,857.27        | -14,857.27 | -100.0%    |
| Workshops                          | 3,000.00         | 2,822.84         | 177.16     | 6.28%      |
| Total LSC Conventions/Clinics/Dues | 6,310.00         | 20,660.69        | -14,350.69 | -69.46%    |
| Officials Chair                    |                  |                  |            |            |
| Background Check                   | 378.00           | 760.00           | -382.00    | -50.26%    |
| Background Check Renewals          | 635.00           | 522.00           | 113.00     | 21.65%     |
| Official Dues (\$6.00)             | 0.00             | -1,424.00        | 1,424.00   | 100.0%     |
| Officials Chair(Tshirts&Badges)    | 1,057.12         | 365.32           | 691.80     | 189.37%    |
| Officials Travel                   | 2,761.01         | 2,972.00         | -210.99    | -7.1%      |
| Wkshops,Meetings,Recog,Training    | 0.00             | 1,756.45         | -1,756.45  | -100.0%    |
| Total Officials Chair              | 4,831.13         | 4,951.77         | -120.64    | -2.44%     |
| Outreach/Diversity                 |                  |                  |            |            |
| Diversity                          | 0.00             | 432.40           | -432.40    | -100.0%    |
| Outreach-Gear                      | 5,212.96         | 9,231.91         | -4,018.95  | -43.53%    |
| Outreach Travel                    | 0.00             | 1,100.00         | -1,100.00  | -100.0%    |
| Total Outreach/Diversity           | 5,212.96         | 10,764.31        | -5,551.35  | -51.57%    |
| Permanent Office                   | •                | ,                | ,          |            |
| Bank Charges                       | 97.60            | 37.00            | 60.60      | 163.78%    |
| CC & Electronic Fees               | 302.48           | 1,015.35         | -712.87    | -70.21%    |
| Office Expense                     | 5,791.38         | 6,494.87         | -703.49    | -10.83%    |
| Payroll Expenses                   | 4,477.18         | 4,380.79         | 96.39      | 2.2%       |
| Payroll Wages                      | 54,018.52        | 54,018.52        | 0.00       | 0.0%       |
| Subcontractor Work                 | 3,280.00         | 5,830.00         | -2,550.00  | -43.74%    |
| Worker's Compensation              | -334.84          | -11.96           | -322.88    | -2,699.67% |
| Zoom Accounts                      | 240.00           | 0.00             | 240.00     | 100.0%     |
| Total Permanent Office             | 67,872.32        | 71,764.57        | -3,892.25  | -5.42%     |
| Safe Sport Coordinator             | 0.00             | 1,175.13         | -1,175.13  | -100.0%    |
| Treasurer                          | 0.00             | .,               | .,         |            |
| Audit                              | 6,850.00         | 8,595.00         | -1,745.00  | -20.3%     |
| Tax Prep                           | 2,895.00         | 2,855.00         | 40.00      | 1.4%       |
| Taxes                              | 100.00           | 100.00           | 0.00       | 0.0%       |
| Total Treasurer                    | 9,845.00         | 11,550.00        | -1,705.00  | -14.76%    |
| al Operations                      | 99,671.41        | 128,406.26       | -28,734.85 | -22.38%    |
| cognition Banquet                  | 99,071.41        | 120,400.20       | -20,734.03 | -22.30 /0  |
| Recognition Banquet Exp            | 0.00             | 1,800.00         | -1,800.00  | -100.0%    |
| al Recognition Banquet             | 0.00             | 1,800.00         | -1,800.00  | -100.0%    |
|                                    |                  |                  |            |            |
| e Sport Recognition Discount       | 1,170.00         | 0.00             | 1,170.00   | 100.0%     |
| immer Support                      |                  |                  |            |            |
| Awards                             | 440.40           | 40 545 40        | 10.075.00  | 05.000/    |
| Age Group                          | 440.10           | 10,515.43        | -10,075.33 | -95.82%    |

# **Ohio Swimming** Profit & Loss Prev Year Comparison September 2020 through May 2021

|                                    | Sep '20 - May 21 | Sep '19 - May 20 | \$ Change  | % Change |
|------------------------------------|------------------|------------------|------------|----------|
| Seniors                            | 0.00             | 1,428.40         | -1,428.40  | -100.0%  |
| Total Awards                       | 440.10           | 11,943.83        | -11,503.73 | -96.32%  |
| Championship Facility              |                  |                  |            |          |
| Copier Rental                      | 0.00             | 452.63           | -452.63    | -100.0%  |
| SC Jr. Olympics                    | 0.00             | 2,261.00         | -2,261.00  | -100.0%  |
| SC Regionals                       | 0.00             | 3,854.16         | -3,854.16  | -100.0%  |
| SC Sr Championships                | 0.00             | 6,105.00         | -6,105.00  | -100.0%  |
| <b>Total Championship Facility</b> | 0.00             | 12,672.79        | -12,672.79 | -100.0%  |
| COVID-19 Grants                    | 0.00             | 10,010.00        | -10,010.00 | -100.0%  |
| Meets                              |                  |                  |            |          |
| Distance Meets                     | 0.00             | 3,750.00         | -3,750.00  | -100.0%  |
| LSC Virtual Championship Income    | -11,012.00       | 0.00             | -11,012.00 | -100.0%  |
| LSC Virtual Championship Meets     | 46,364.07        | 0.00             | 46,364.07  | 100.0%   |
| Senior Circuit Meets               | 0.00             | 9,000.00         | -9,000.00  | -100.0%  |
| Total Meets                        | 35,352.07        | 12,750.00        | 22,602.07  | 177.27%  |
| Senior Travel Fund                 |                  |                  |            |          |
| Coach Travel                       | 0.00             | 0.00             | 0.00       | 0.0%     |
| Futures                            | 0.00             | -150.00          | 150.00     | 100.0%   |
| Long Course                        | 0.00             | 0.00             | 0.00       | 0.0%     |
| Open Water                         | 0.00             | 0.00             | 0.00       | 0.0%     |
| Spring 2019 (pd 2020)              | 0.00             | 63.14            | -63.14     | -100.0%  |
| Summer 2019 (pd 2020)              | 0.00             | 28,505.83        | -28,505.83 | -100.0%  |
| Winter 2020 (pd 2020)              | 0.00             | 7,390.23         | -7,390.23  | -100.0%  |
| <b>Total Senior Travel Fund</b>    | 0.00             | 35,809.20        | -35,809.20 | -100.0%  |
| Swimmingly                         |                  |                  |            |          |
| Kits                               | 7,997.33         | 0.00             | 7,997.33   | 100.0%   |
| <b>Total Swimmingly</b>            | 7,997.33         | 0.00             | 7,997.33   | 100.0%   |
| Zone Team                          |                  |                  |            |          |
| Zone Team Coaches                  | 0.00             | 0.00             | 0.00       | 0.0%     |
| Zone Team Expenses                 | 0.00             | 1,040.90         | -1,040.90  | -100.0%  |
| Total Zone Team                    | 0.00             | 1,040.90         | -1,040.90  | -100.0%  |
| Total Swimmer Support              | 43,789.50        | 84,226.72        | -40,437.22 | -48.01%  |
| Total Expense                      | 144,630.91       | 214,432.98       | -69,802.07 | -32.55%  |
| Net Ordinary Income                | 20,261.72        | 54,197.74        | -33,936.02 | -62.62%  |
| Net Income                         | 20,261.72        | 54,197.74        | -33,936.02 | -62.62%  |
|                                    |                  |                  |            |          |

# **Ohio Swimming** Profit & Loss Budget vs. Actual September 2020 through May 2021

|   | Sep '20 - May 21 | Budget      | \$ Over Budget | % of Budget    |
|---|------------------|-------------|----------------|----------------|
| inary Income/Expense                      |                  |             |                |                |
| Income                                    |                  |             |                |                |
| Memberships/Dues(USA Swim)                |                  |             |                |                |
| 2020 Income Recieved in 2021              | 0.00             | 35,000.00   | -35,000.00     | 0.0%           |
| Club Membership Dues                      | 10,530.00        |             |                |                |
| Club Membership Dues Expense              | -3,890.00        |             |                |                |
| Flex Membership                           | 12,500.00        |             |                |                |
| Flex Membership Expense                   | -5,900.00        |             |                |                |
| Flex Membership Upgrade                   | 4,788.00         |             |                |                |
| Non Athlete                               | 48,298.00        | 55,440.00   | -7,142.00      | 87.12%         |
| Non Athlete Expense                       | -41,834.00       | -46,080.00  | 4,246.00       | 90.79%         |
| Outreach                                  | 220.00           | 400.00      | -180.00        | 55.0%          |
| Outreach Expense                          | -220.00          | -400.00     | 180.00         | 55.0%          |
| Premium Athlete                           | 344,724.07       | 457,380.00  | -112,655.93    | 75.37%         |
| Premium Athlete Expense                   | -301,190.00      | -380,160.00 | 78,970.00      | 79.23%         |
| Seasonal Swimmers                         | 5,252.00         | 20,520.00   | -15,268.00     | 25.6%          |
| Seasonal Swimmers Expense                 | -5,070.00        | -16,200.00  | 11,130.00      | 31.3%          |
| Total Memberships/Dues(USA Swim)          | 68,208.07        | 125,900.00  | -57,691.93     | 54.18%         |
| Other Income                              |                  |             |                |                |
| Approved/Meet Obsvervation Fees           | 0.00             | 1,900.00    | -1,900.00      | 0.0%           |
| Interest and Dividends (Edward            | 129.63           | 200.00      | -70.37         | 64.82%         |
| Interest Income(Ckg/Saving)               |                  |             |                |                |
| Dividends                                 | 0.00             |             |                |                |
| Total Interest Income(Ckg/Saving)         | 0.00             |             |                |                |
| Misc.                                     | 16,652.43        | 19,800.00   | -3,147.57      | 84.1%          |
| Total Other Income                        | 16,782.06        | 21,900.00   | -5,117.94      | 76.63%         |
| Sanctions & Meet Revenue                  |                  |             |                |                |
| Approval Surcharges                       | 4,943.00         |             |                |                |
| Entry Fees                                | 24,452.00        | 47,500.00   | -23,048.00     | 51.48%         |
| Sanctions                                 | 0.00             | 4,300.00    | -4,300.00      | 0.0%           |
| Senior Circuit Entry Fees                 | 0.00             | 6,900.00    | -6,900.00      | 0.0%           |
| Swimmers Surcharge                        | 50,507.50        | 87,500.00   | -36,992.50     | 57.72%         |
| Total Sanctions & Meet Revenue            | 79,902.50        | 146,200.00  | -66,297.50     | 54.65%         |
| Savings(From)                             | ,                | ,           |                |                |
| Tfr from Olympic Travel Fund              | 0.00             | 28,000.00   | -28,000.00     | 0.0%           |
| Total Savings(From)                       | 0.00             | 28,000.00   | -28,000.00     | 0.0%           |
| Total Income                              | 164,892.63       | 322,000.00  | -157,107.37    | 51.21%         |
| Expense                                   | 104,002.00       | 022,000.00  | -101,101.01    | 01.2170        |
| Operations                                |                  |             |                |                |
| Administrative Review Board               | 0.00             | 100.00      | -100.00        | 0.0%           |
| Administrative Vice Chairman              | 0.00             | 500.00      | -500.00        | 0.0%           |
| Age Group Chairman                        | 0.00             | 100.00      | -100.00        |                |
| Age Group Chairman Athlete Representative | 1,000.00         | 1,000.00    | -100.00        | 0.0%<br>100.0% |
|   |                  | 1 (11111111 |                | 11111111/6     |

# **Ohio Swimming** Profit & Loss Budget vs. Actual September 2020 through May 2021

|                                    | Com IOO May Of   | Dudmot     | t Over Budget  | 0/ of Dudget |
|------------------------------------|------------------|------------|----------------|--------------|
|                                    | Sep '20 - May 21 | Budget     | \$ Over Budget | % of Budget  |
| Coach Representatives              |                  |            |                |              |
| Coach Education/Training           | 2,500.00         | 1,000.00   | 1,500.00       | 250.0%       |
| Coach of Yr Clinic, Scholorshp     | 0.00             | 4,000.00   | -4,000.00      | 0.0%         |
| Coach of Yr Plaques                | 0.00             | 400.00     | -400.00        | 0.0%         |
| Total Coach Representatives        | 2,500.00         | 5,400.00   | -2,900.00      | 46.3%        |
| Disability Swimming Coodinator     | 0.00             | 3,000.00   | -3,000.00      | 0.0%         |
| Donations                          | 100.00           | 500.00     | -400.00        | 20.0%        |
| General Chairman                   | 0.00             | 5,000.00   | -5,000.00      | 0.0%         |
| Interest Expense                   | 0.00             | 1,050.00   | -1,050.00      | 0.0%         |
| LSC Conventions/Clinics/Dues       |                  |            |                |              |
| Central Zone Dues                  | 0.00             | 100.00     | -100.00        | 0.0%         |
| D&O Insurance                      | 510.00           | 525.00     | -15.00         | 97.14%       |
| <b>House of Delegates Meeting</b>  | 2,800.00         | 1,975.00   | 825.00         | 141.77%      |
| Workshops                          | 3,000.00         | 1,957.00   | 1,043.00       | 153.3%       |
| Total LSC Conventions/Clinics/Dues | 6,310.00         | 4,557.00   | 1,753.00       | 138.47%      |
| Officials Chair                    |                  |            |                |              |
| Background Check                   | 378.00           | 2,000.00   | -1,622.00      | 18.9%        |
| <b>Background Check Renewals</b>   | 635.00           |            |                |              |
| Official Dues (\$6.00)             | 0.00             | -1,500.00  | 1,500.00       | 0.0%         |
| Officials Chair(Tshirts&Badges)    | 1,057.12         | 500.00     | 557.12         | 211.42%      |
| Officials Travel                   | 2,761.01         | 15,000.00  | -12,238.99     | 18.41%       |
| Wkshops,Meetings,Recog,Training    | 0.00             | 3,000.00   | -3,000.00      | 0.0%         |
| Total Officials Chair              | 4,831.13         | 19,000.00  | -14,168.87     | 25.43%       |
| Operational Risk Coordinator       | 0.00             | 600.00     | -600.00        | 0.0%         |
| Outreach/Diversity                 |                  |            |                |              |
| CZ Diversity Select Camp           | 0.00             | 2,500.00   | -2,500.00      | 0.0%         |
| CZ Diversity Select Camp Income    | 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                      | 5,212.96         | 12,000.00  | -6,787.04      | 43.44%       |
| Outreach Travel                    | 0.00             | 5,500.00   | -5,500.00      | 0.0%         |
| Total Outreach/Diversity           | 5,212.96         | 26,500.00  | -21,287.04     | 19.67%       |
| Permanent Office                   |                  |            |                |              |
| Bank Charges                       | 97.60            | 85.00      | 12.60          | 114.82%      |
| CC & Electronic Fees               | 302.48           |            |                |              |
| Office Expense                     | 5,791.38         | 7,171.00   | -1,379.62      | 80.76%       |
| Payroll Expenses                   | 4,477.18         | 98,907.59  | -94,430.41     | 4.53%        |
| Payroll Wages                      | 54,018.52        |            |                |              |
| Subcontractor Work                 | 3,280.00         | 20,000.00  | -16,720.00     | 16.4%        |
| Worker's Compensation              | -334.84          | 310.00     | -644.84        | -108.01%     |
| Zoom Accounts                      | 240.00           |            |                |              |
| Total Permanent Office             | 67,872.32        | 126,473.59 | -58,601.27     | 53.67%       |
| Safe Sport Coordinator             | 0.00             | 2,400.00   | -2,400.00      | 0.0%         |
| Secretary                          | 0.00             | 110.00     | -110.00        | 0.0%         |
| •                                  |                  |            |                |              |

# **Ohio Swimming** Profit & Loss Budget vs. Actual September 2020 through May 2021

|                                 | Sep '20 - May 21                        | Budget                                  | \$ Over Budget | % of Budget |
|---------------------------------|---|---|----------------|-------------|
| Senior Vice-Chairman            | 0.00                                    | 2,500.00                                | -2,500.00      | 0.0%        |
| Treasurer                       |   | _,,,,,,,,                               | _,             |             |
| Audit                           | 6,850.00                                | 6,500.00                                | 350.00         | 105.39%     |
| Tax Prep                        | 2,895.00                                | 3,000.00                                | -105.00        | 96.5%       |
| Taxes                           | 100.00                                  | 100.00                                  | 0.00           | 100.0%      |
| Total Treasurer                 | 9,845.00                                | 9,600.00                                | 245.00         | 102.55%     |
| Total Operations                | 99,671.41                               | 219,590.59                              | -119,919.18    | 45.39%      |
| Recognition Banquet             | /-                                      | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | .,.            |             |
| Recognition Banquet Exp         | 0.00                                    | 9,420.00                                | -9,420.00      | 0.0%        |
| Total Recognition Banquet       | 0.00                                    | 9,420.00                                | -9,420.00      | 0.0%        |
| Safe Sport Recognition Discount | 1,170.00                                | 2,1200                                  | 2, 1_2122      |             |
| Swimmer Support                 | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, |   |                |             |
| Awards                          |   |   |                |             |
| Age Group                       | 440.10                                  |   |                |             |
| Awards - Other                  | 0.00                                    | 15,530.00                               | -15,530.00     | 0.0%        |
| Total Awards                    | 440.10                                  | 15,530.00                               | -15,089.90     | 2.83%       |
| Championship Facility           |   | ,                                       | ,              |             |
| Open Water Championship         | 0.00                                    | 1,750.00                                | -1,750.00      | 0.0%        |
| Championship Facility - Other   | 0.00                                    | 27,750.00                               | -27,750.00     | 0.0%        |
| Total Championship Facility     | 0.00                                    | 29,500.00                               | -29,500.00     | 0.0%        |
| Meets                           |   | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | ,,,,,,,        |             |
| Distance Meets                  | 0.00                                    | 2,500.00                                | -2,500.00      | 0.0%        |
| LSC Virtual Championship Income | -11,012.00                              |   |                |             |
| LSC Virtual Championship Meets  | 46,364.07                               |   |                |             |
| Senior Circuit Meets            | 0.00                                    | 4,500.00                                | -4,500.00      | 0.0%        |
| Total Meets                     | 35,352.07                               | 7,000.00                                | 28,352.07      | 505.03%     |
| Open Water Programs             |   |   |                |             |
| Open Water-Awards               | 0.00                                    | 430.00                                  | -430.00        | 0.0%        |
| Open Water Zone Team Travel     | 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              |   |   |                |             |
| Olympic Trials                  | 0.00                                    | 28,000.00                               | -28,000.00     | 0.0%        |
| Senior Travel Fund - Other      | 0.00                                    | 33,750.00                               | -33,750.00     | 0.0%        |
| Total Senior Travel Fund        | 0.00                                    | 61,750.00                               | -61,750.00     | 0.0%        |
| Swimmingly                      |   |   |                |             |
| Kits                            | 7,997.33                                |   |                |             |
| Total Swimmingly                | 7,997.33                                |   |                |             |
| Zone Team                       | 0.00                                    | 15,000.00                               | -15,000.00     | 0.0%        |
| Total Swimmer Support           | 43,789.50                               | 131,710.00                              | -87,920.50     | 33.25%      |
| Total Expense                   | 144,630.91                              | 360,720.59                              | -216,089.68    | 40.1%       |
| Net Ordinary Income             | 20,261.72                               | -38,720.59                              | 58,982.31      | -52.33%     |
| Net Income                      | 20,261.72                               | -38,720.59                              | 58,982.31      | -52.33%     |

2:25 PM 06/01/21 Cash Basis

**Total Equity** 

**TOTAL LIABILITIES & EQUITY** 

### **Ohio Swimming Balance Sheet**

As of June 1, 2021

| Jun | 1, | 21 |
|-----|----|----|
|-----|----|----|

439,290.32

453,972.07

|                                  | AS OI SUITE |
|----------------------------------|-------------|
|                                  | Jun 1, 21   |
| ASSETS                           |             |
| Current Assets                   |             |
| Checking/Savings                 |             |
| Edward Jones                     |             |
| Olympic Trial Funds (Reserved)   | 28,000.00   |
| Edward Jones - Other             | 345,882.40  |
| Total Edward Jones               | 373,882.40  |
| <b>Edward Jones Money Market</b> | 67,779.59   |
| FMB Checking                     | 11,280.08   |
| Total Checking/Savings           | 452,942.07  |
| Accounts Receivable              |             |
| Accounts Receivable              | 1,030.00    |
| Total Accounts Receivable        | 1,030.00    |
| Total Current Assets             | 453,972.07  |
| TOTAL ASSETS                     | 453,972.07  |
| LIABILITIES & EQUITY             |             |
| Liabilities                      |             |
| Current Liabilities              |             |
| Other Current Liabilities        |             |
| Payroll Liabilities              | -718.25     |
| SBA Paycheck Protection Program  | 15,400.00   |
| Total Other Current Liabilities  | 14,681.75   |
| Total Current Liabilities        | 14,681.75   |
| Total Liabilities                | 14,681.75   |
| Equity                           |             |
| Opening Bal Equity               | 220,316.78  |
| Retained Earnings                | 198,711.82  |
| Net Income                       | 20,261.72   |