

# Ohio Swimming, Inc. Board of Directors Meeting

Conference Call – March 16, 2021 8:00 pm

Via Zoom Conference

Approved Meeting Minutes

## In Attendance:

| Voting BOD Members:               |   | Committee/Coordinators (Non-voting) |   |
|-----------------------------------|---|-------------------------------------|---|
| General Chair – Todd Billhimer    |   | Diversity/Inclusion – Terry Anchrum | X |
| Admin Vice Chair - Anissa Kanzari | X | Disability – George Leatherman      | X |
| Senior Chair – Chris McKinney     | X | Technical Planning – Kyle Goodrich  |   |
| Age Group Chair – Kevin Rachal    |   | 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 (Sr.)     |   | Open Water – Chip Carrigan          | X |
| Ath Rep – Lauren Kinzeler (Fr.)   |   | Zone Team – Brent Peaden            |   |
| 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           |   |
|                                   |   | Admin Review Board – John MacKay    |   |
|                                   |   | Sanctioning – Mark Johnson          | X |

Guest: Susan Mechler

1. **March 2021 BOD Agenda**.....Motion was made & unanimously carried to **Approve Agenda**.

## 2. **Consent Agenda:**

- A. **January 2021 BOD Minutes:** Motion was made & unanimously carried to **Approve January 2021 BOD Minutes**.
- B. **February 2021 BOD Minutes:** Motion was made & unanimously carried to **Approve February 2021 BOD Minutes**.
- C. **March 2021 Treasurer's Report:** David reported financial results as of 2/28/2021. Inflows of \$92.7k (Cash inflows from registrations are down 48% compared to the prior year and cash inflows from meet sanctions are down 66% compared to prior year). Outflows of \$92.7k compared to \$152,928 (decreases due to decline in travel, convention and outreach. We are running a deficit on a year-to-date basis of \$12k compared to a surplus of \$41,969 in the prior year and compared to a total budgeted deficit for the year of \$38,720. Outstanding A/R is \$81.3k up from \$79.1k last month, mostly due to current meet sanctions. Amounts overdue past 90 days total \$8.2k, up from \$6.7k last month. We now have three clubs with past due balances >\$1,000. One of the two previous clubs with significant past due balances has now started making payments under their payment plan. Balance Sheet and Reserves: We continue to be in a strong balance sheet position with excess reserves of approximately \$40.0k. Joe complimented Erin/Kristi on efforts to continue to keep receivables down. Refer to David's reports for more details.

## D. **Committee Reports:**

- A. **General Chair Report:** Anissa referred BOD to Todd's posted General Chair Report
- B. **Proposed legislation to designate DEI Committee Member as OSI LSC BOD Voting Member:** Anissa introduced the topic Proposed legislation to designate DEI Committee Member as OSI LSC BOD Voting Member. Terry presented the history & vision of USA Swimming's proposed Amendments to Rules and Regulations to add the DEI Chair as a designated member of OSI's LSC BOD. This will enable the DEI position to be more effective in assisting LSC's to develop, implement and incorporate the plans & proce-

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dures to achieve its diversity, equity, and inclusion goals. Terry added this will align us with our Central Zone & USA-S with voting action required to conclude by Convention. Anissa mentioned this action would increase the number of our Voting Members to an even # while misaligning our required Athlete Member representation. As mentioned in previous BOD Meetings, we are struggling with maintaining our required Athlete Member BOD representation. Anissa requested dialogue on how we can maintain BOD Member compliance while adopting this proposed legislation. Anissa liked Susan M's suggestion of having an Athlete assume the role of a representing athletes with disabilities on the LSC BOD. Our challenge resides in finding athletes willing to actively serve on the BOD. Senior ages athletes are typically busy with graduation & college priorities, so cultivating younger athletes (8th grade +) would allow time for Athletes to participate while progressing through the "ranks" commensurate with more experience & responsibilities. Athlete involvement at the committee level is a great way to get athletes. The COVID-19 impact on student athletes has added to the loss of support among some of our Athlete Representatives. Terry offered to reach out to student athletes on his team in an effort to find some interested student athletes in volunteering on our Board. Board discussed a "tie-break" mechanism in the event we have an "even" number of BOD Voting Members.....BOD prefers an "odd" number of BOD Voting Members. Erin added the 33 1/3% Athlete Representation on the BOD is also coming. This would result in an overall increase in number of BOD Voting Members. The BOD made a conscious decision to return to a "functional" BOD Voting Member model, but since that time has returned to a larger model. Revisiting that previous "functional" model is another approach & resolution. Change to our BOD Voting Membership Roster requires OSI Bylaw change. Mark K. added that the Governance Committee will be adding efforts to increase the number of student athlete involvement/participation on the Board & Committees. Erin suggested having a Board member responsible for managing the overall Athlete Representation effort within OSI to insure active participation, numbers, confidence & enthusiasm among athletes. **Pam B. made a motion with Joe W. second motion with unanimous Board Vote Approving Terry A. as a OSI BOD Voting Member as DEI Chair.** Congratulations Terry ! BOD will take action to insure we have the proper number of Athlete Representatives. Formal Athlete Representation needs to be taken for Lauren K. and Jessi L. (Sterling E. has been formally seated). We will formalize this effort at our next BOD Meeting. Terry A. said he will forward a few interested student athlete names to Todd.

## 3. **New Business:**

- A. Mark K. reviewed **Elected Positions & Nominations** for our Spring HOD. The following positions are up for election; incumbents are eligible to continue service: General Chair, Age Group Chair, Treasurer, Admin Review Board (5 total with 2 being Student Athletes), and Officials Chair. Election positions with descriptions will be sent out within the next day or two (prior to the required 20-day HOD date). Mark mention an informative email will be sent to student athletes & their families explaining what OSI BOD opportunities exist along with a description of roles/responsibilities. This will be an effective way to foster encouragement & value that will also add to our student athlete's resumes. Mark said Carolyn S. who currently serves on Governance will help launch this effort. Mark said we will use "Election Runner" (\$29 fee) to facilitate HOD Elections. Erin mentioned & Mark confirmed the need to fill Will's ARB position; this will be filled via appointment by Todd.
- B. **Champs Feedback:** overall very positive & favorable comments on format, banners, prizes, etc. Pam mentioned they experienced a shortage of qualified MRs & Officials in Central. In retrospect we can work towards achieving a better balance of experienced MR's/DR's by deploying them where needed within specific commission(s) and between commission(s). Timing of HS Season and continued COVID-19 impact stretched our resources as well.

## 5. **Next BOD Meeting:** - Tuesday, April 20, 2021 @ 8:00PM.

## 6. **Adjournment:** Adjourn @ 8:50 PM



Treasurer's Report  
Ohio Swimming BOD April 2021 Meeting

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To: Ohio Swimming BOD  
From: David Lloyd  
Date: April 20, 2021  
Re: OSI Treasurer's Report

1. Financials as of and for seven months ended March 31, 2021:
  - a. Net Inflows of \$144,222 compared to \$231,630 for the prior year. Cash inflows from registrations are down 18% compared to the prior year and cash inflows from meet sanctions are down 55% compared to prior year.
  - b. Outflows of \$133,654 compared to \$176,377. Decreases due to decline in travel, convention and outreach.
  - c. We are running a surplus on a year-to-date basis of \$10,558 compared to a surplus of \$55,253 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 \$46,262, down significantly from \$81,364 last month due to a very strong collections month. Well done Erin and Kristi! Amounts overdue past 90 days total \$5,312, also down from \$8,220 last month. We are back to only two clubs with past due balances > \$1,000, one of which is actively making payments on their payment plan.
  - b. Balance Sheet and Reserves: We continue to be in a strong balance sheet position with excess reserves of approximately \$40,000. We received proceeds from a second PPP loan of \$15,400, which is recorded as a liability on the balance sheet, until we receive confirmation of forgiveness.



## Treasurer's Report Ohio Swimming BOD April 2021 Meeting

### 3. Investments

- a. Current portfolio allocation is noted below. The equity allocation has continued to increase with market performance and has risen from 56% last quarter to 59% this quarter.



- b. Our portfolio returns for the quarter ended March 31, 2021 were 4.07% compared to our benchmark of 1.15%. For the trailing four quarters, our portfolio returned 34.95% compared to our benchmark of 30.17%. Since the lows following COVID financial crash a year ago, our investment portfolio has appreciated in value by over \$120,000.

Respectfully Submitted,

*David Floyd*

OSI Treasurer

# Ohio Swimming

## Profit & Loss Prev Year Comparison

September 2020 through March 2021

|                                   | Sep '20 - Mar 21 | Sep '19 - Mar 20 | \$ Change   | % Change |
|-----------------------------------|------------------|------------------|-------------|----------|
| <b>Ordinary Income/Expense</b>    |                  |                  |             |          |
| 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              | 9,870.00         | 12,305.00        | -2,435.00   | -19.79%  |
| Club Membership Dues Expense      | -3,540.00        | -4,840.00        | 1,300.00    | 26.86%   |
| Flex Membership                   | 10,366.00        | 4,355.00         | 6,011.00    | 138.03%  |
| Flex Membership Expense           | -5,740.00        | -2,030.00        | -3,710.00   | -182.76% |
| Flex Membership Upgrade           | 4,047.00         | 605.00           | 3,442.00    | 568.93%  |
| Non Athlete                       | 45,562.00        | 53,730.00        | -8,168.00   | -15.2%   |
| Non Athlete Expense               | -40,234.00       | -46,376.00       | 6,142.00    | 13.24%   |
| Outreach                          | 215.00           | 240.00           | -25.00      | -10.42%  |
| Outreach Expense                  | -200.00          | -376.96          | 176.96      | 46.94%   |
| Premium Athlete                   | 332,554.07       | 438,729.57       | -106,175.50 | -24.2%   |
| Premium Athlete Expense           | -294,700.00      | -387,066.00      | 92,366.00   | 23.86%   |
| Seasonal Swimmers                 | 5,160.00         | 6,103.00         | -943.00     | -15.45%  |
| Seasonal Swimmers Expense         | -5,070.00        | -3,990.00        | -1,080.00   | -27.07%  |
| Total Memberships/Dues(USA Swim)  | 58,290.07        | 71,388.61        | -13,098.54  | -18.35%  |
| Other Income                      |                  |                  |             |          |
| Approved/Meet Observvation Fees   | 0.00             | 1,600.00         | -1,600.00   | -100.0%  |
| Interest and Dividends (Edward    | 118.62           | 0.00             | 118.62      | 100.0%   |
| Interest Income(Ckg/Saving)       |                  |                  |             |          |
| Dividends                         | 0.00             | 124.59           | -124.59     | -100.0%  |
| Total Interest Income(Ckg/Saving) | 0.00             | 124.59           | -124.59     | -100.0%  |
| Misc.                             | 16,122.43        | 3,300.00         | 12,822.43   | 388.56%  |
| Total Other Income                | 16,241.05        | 5,024.59         | 11,216.46   | 223.23%  |
| Sanctions & Meet Revenue          |                  |                  |             |          |
| Approval Surcharges               | 3,508.00         | 0.00             | 3,508.00    | 100.0%   |
| Entry Fees                        | 21,646.50        | 47,141.00        | -25,494.50  | -54.08%  |
| Sanctions                         | 0.00             | 4,089.00         | -4,089.00   | -100.0%  |
| Senior Circuit Entry Fees         | 0.00             | 6,908.50         | -6,908.50   | -100.0%  |
| Swimmers Surcharge                | 44,536.50        | 97,078.50        | -52,542.00  | -54.12%  |
| Total Sanctions & Meet Revenue    | 69,691.00        | 155,217.00       | -85,526.00  | -55.1%   |
| Total Income                      | 144,222.12       | 231,630.20       | -87,408.08  | -37.74%  |
| 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, Scholarship   | 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 March 2021

|                                           | Sep '20 - Mar 21 | Sep '19 - Mar 20  | \$ Change         | % Change       |
|-------------------------------------------|------------------|-------------------|-------------------|----------------|
| Interest Expense                          | 0.00             | 1,041.84          | -1,041.84         | -100.0%        |
| <b>LSC Conventions/Clinics/Dues</b>       |                  |                   |                   |                |
| 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%          |
| <b>Total LSC Conventions/Clinics/Dues</b> | <b>6,310.00</b>  | <b>20,660.69</b>  | <b>-14,350.69</b> | <b>-69.46%</b> |
| <b>Officials Chair</b>                    |                  |                   |                   |                |
| Background Check                          | 302.00           | 760.00            | -458.00           | -60.26%        |
| Background Check Renewals                 | 563.00           | 450.00            | 113.00            | 25.11%         |
| Official Dues (\$6.00)                    | 0.00             | -1,424.00         | 1,424.00          | 100.0%         |
| Officials Chair(Tshirts&Badges)           | 1,034.00         | 365.32            | 668.68            | 183.04%        |
| Officials Travel                          | 2,761.01         | 2,572.00          | 189.01            | 7.35%          |
| Wkshops,Meetings,Recog,Training           | 0.00             | 1,756.45          | -1,756.45         | -100.0%        |
| <b>Total Officials Chair</b>              | <b>4,660.01</b>  | <b>4,479.77</b>   | <b>180.24</b>     | <b>4.02%</b>   |
| <b>Outreach/Diversity</b>                 |                  |                   |                   |                |
| Diversity                                 | 0.00             | 432.40            | -432.40           | -100.0%        |
| Outreach-Gear                             | 4,695.46         | 9,231.91          | -4,536.45         | -49.14%        |
| Outreach Travel                           | 0.00             | 1,000.00          | -1,000.00         | -100.0%        |
| <b>Total Outreach/Diversity</b>           | <b>4,695.46</b>  | <b>10,664.31</b>  | <b>-5,968.85</b>  | <b>-55.97%</b> |
| <b>Permanent Office</b>                   |                  |                   |                   |                |
| Bank Charges                              | 97.68            | 37.00             | 60.68             | 164.0%         |
| CC & Electronic Fees                      | 181.51           | 874.99            | -693.48           | -79.26%        |
| Office Expense                            | 3,375.84         | 4,018.41          | -642.57           | -15.99%        |
| Payroll Expenses                          | 3,614.97         | 3,503.47          | 111.50            | 3.18%          |
| Payroll Wages                             | 42,646.20        | 42,646.20         | 0.00              | 0.0%           |
| Subcontractor Work                        | 3,280.00         | 5,830.00          | -2,550.00         | -43.74%        |
| Worker's Compensation                     | -334.84          | 115.00            | -449.84           | -391.17%       |
| Zoom Accounts                             | 360.00           | 0.00              | 360.00            | 100.0%         |
| <b>Total Permanent Office</b>             | <b>53,221.36</b> | <b>57,025.07</b>  | <b>-3,803.71</b>  | <b>-6.67%</b>  |
| <b>Safe Sport Coordinator</b>             | <b>0.00</b>      | <b>1,175.13</b>   | <b>-1,175.13</b>  | <b>-100.0%</b> |
| <b>Treasurer</b>                          |                  |                   |                   |                |
| Audit                                     | 6,850.00         | 8,595.00          | -1,745.00         | -20.3%         |
| Tax Prep                                  | 1,285.00         | 2,855.00          | -1,570.00         | -54.99%        |
| Taxes                                     | 100.00           | 100.00            | 0.00              | 0.0%           |
| <b>Total Treasurer</b>                    | <b>8,235.00</b>  | <b>11,550.00</b>  | <b>-3,315.00</b>  | <b>-28.7%</b>  |
| <b>Total Operations</b>                   | <b>82,721.83</b> | <b>113,094.76</b> | <b>-30,372.93</b> | <b>-26.86%</b> |
| <b>Recognition Banquet</b>                |                  |                   |                   |                |
| Recognition Banquet Exp                   | 0.00             | 1,800.00          | -1,800.00         | -100.0%        |
| <b>Total Recognition Banquet</b>          | <b>0.00</b>      | <b>1,800.00</b>   | <b>-1,800.00</b>  | <b>-100.0%</b> |
| <b>Safe Sport Recognition Discount</b>    | <b>1,040.00</b>  | <b>0.00</b>       | <b>1,040.00</b>   | <b>100.0%</b>  |
| <b>Swimmer Support</b>                    |                  |                   |                   |                |
| <b>Awards</b>                             |                  |                   |                   |                |
| Age Group                                 | 440.10           | 10,515.43         | -10,075.33        | -95.82%        |

# Ohio Swimming

## Profit & Loss Prev Year Comparison

September 2020 through March 2021

|                                 | Sep '20 - Mar 21 | Sep '19 - Mar 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 Regionals                    | 0.00             | 770.83           | -770.83    | -100.0%  |
| SC Sr Championships             | 0.00             | 6,105.00         | -6,105.00  | -100.0%  |
| Total Championship Facility     | 0.00             | 7,328.46         | -7,328.46  | -100.0%  |
| Meets                           |                  |                  |            |          |
| Distance Meets                  | 0.00             | 3,750.00         | -3,750.00  | -100.0%  |
| LSC Virtual Championship Income | -1,655.00        | 0.00             | -1,655.00  | -100.0%  |
| LSC Virtual Championship Meets  | 43,482.21        | 0.00             | 43,482.21  | 100.0%   |
| Senior Circuit Meets            | 0.00             | 9,000.00         | -9,000.00  | -100.0%  |
| Total Meets                     | 41,827.21        | 12,750.00        | 29,077.21  | 228.06%  |
| 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%  |
| Total Senior Travel Fund        | 0.00             | 28,418.97        | -28,418.97 | -100.0%  |
| Swimmingly                      |                  |                  |            |          |
| Kits                            | 7,634.57         | 0.00             | 7,634.57   | 100.0%   |
| Total Swimmingly                | 7,634.57         | 0.00             | 7,634.57   | 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           | 49,901.88        | 61,482.16        | -11,580.28 | -18.84%  |
| Total Expense                   | 133,663.71       | 176,376.92       | -42,713.21 | -24.22%  |
| Net Ordinary Income             | 10,558.41        | 55,253.28        | -44,694.87 | -80.89%  |
| Net Income                      | 10,558.41        | 55,253.28        | -44,694.87 | -80.89%  |

# Ohio Swimming

## Profit & Loss Budget vs. Actual

September 2020 through March 2021

|                                           | Sep '20 - Mar 21  | Budget            | \$ Over Budget     | % of Budget   |
|-------------------------------------------|-------------------|-------------------|--------------------|---------------|
| <b>Ordinary Income/Expense</b>            |                   |                   |                    |               |
| <b>Income</b>                             |                   |                   |                    |               |
| <b>Memberships/Dues(USA Swim)</b>         |                   |                   |                    |               |
| 2020 Income Recieved in 2021              | 0.00              | 35,000.00         | -35,000.00         | 0.0%          |
| Club Membership Dues                      | 9,870.00          |                   |                    |               |
| Club Membership Dues Expense              | -3,540.00         |                   |                    |               |
| Flex Membership                           | 10,366.00         |                   |                    |               |
| Flex Membership Expense                   | -5,740.00         |                   |                    |               |
| Flex Membership Upgrade                   | 4,047.00          |                   |                    |               |
| Non Athlete                               | 45,562.00         | 55,440.00         | -9,878.00          | 82.18%        |
| Non Athlete Expense                       | -40,234.00        | -46,080.00        | 5,846.00           | 87.31%        |
| Outreach                                  | 215.00            | 400.00            | -185.00            | 53.75%        |
| Outreach Expense                          | -200.00           | -400.00           | 200.00             | 50.0%         |
| Premium Athlete                           | 332,554.07        | 457,380.00        | -124,825.93        | 72.71%        |
| Premium Athlete Expense                   | -294,700.00       | -380,160.00       | 85,460.00          | 77.52%        |
| Seasonal Swimmers                         | 5,160.00          | 20,520.00         | -15,360.00         | 25.15%        |
| Seasonal Swimmers Expense                 | -5,070.00         | -16,200.00        | 11,130.00          | 31.3%         |
| <b>Total Memberships/Dues(USA Swim)</b>   | <b>58,290.07</b>  | <b>125,900.00</b> | <b>-67,609.93</b>  | <b>46.3%</b>  |
| <b>Other Income</b>                       |                   |                   |                    |               |
| Approved/Meet Observation Fees            | 0.00              | 1,900.00          | -1,900.00          | 0.0%          |
| Interest and Dividends (Edward            | 118.62            | 200.00            | -81.38             | 59.31%        |
| Interest Income(Ckg/Saving)               |                   |                   |                    |               |
| Dividends                                 | 0.00              |                   |                    |               |
| <b>Total Interest Income(Ckg/Saving)</b>  | <b>0.00</b>       |                   |                    |               |
| Misc.                                     | 16,122.43         | 19,800.00         | -3,677.57          | 81.43%        |
| <b>Total Other Income</b>                 | <b>16,241.05</b>  | <b>21,900.00</b>  | <b>-5,658.95</b>   | <b>74.16%</b> |
| <b>Sanctions &amp; Meet Revenue</b>       |                   |                   |                    |               |
| Approval Surcharges                       | 3,508.00          |                   |                    |               |
| Entry Fees                                | 21,646.50         | 47,500.00         | -25,853.50         | 45.57%        |
| 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                        | 44,536.50         | 87,500.00         | -42,963.50         | 50.9%         |
| <b>Total Sanctions &amp; Meet Revenue</b> | <b>69,691.00</b>  | <b>146,200.00</b> | <b>-76,509.00</b>  | <b>47.67%</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>144,222.12</b> | <b>322,000.00</b> | <b>-177,777.88</b> | <b>44.79%</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                    | 1,000.00          | 1,000.00          | 0.00               | 100.0%        |
| Camps/Clinics Coordinator                 | 2,000.00          | 11,200.00         | -9,200.00          | 17.86%        |



# Ohio Swimming

## Profit & Loss Budget vs. Actual

September 2020 through March 2021

|                                           | Sep '20 - Mar 21 | Budget            | \$ Over Budget    | % of Budget    |
|-------------------------------------------|------------------|-------------------|-------------------|----------------|
| <b>Coach Representatives</b>              |                  |                   |                   |                |
| Coach Education/Training                  | 2,500.00         | 1,000.00          | 1,500.00          | 250.0%         |
| Coach of Yr Clinic, Scholarshp            | 0.00             | 4,000.00          | -4,000.00         | 0.0%           |
| Coach of Yr Plaques                       | 0.00             | 400.00            | -400.00           | 0.0%           |
| <b>Total Coach Representatives</b>        | <b>2,500.00</b>  | <b>5,400.00</b>   | <b>-2,900.00</b>  | <b>46.3%</b>   |
| <b>Disability Swimming Coodinator</b>     | 0.00             | 3,000.00          | -3,000.00         | 0.0%           |
| <b>Donations</b>                          | 100.00           | 500.00            | -400.00           | 20.0%          |
| <b>General Chairman</b>                   | 0.00             | 5,000.00          | -5,000.00         | 0.0%           |
| <b>Interest Expense</b>                   | 0.00             | 1,050.00          | -1,050.00         | 0.0%           |
| <b>LSC Conventions/Clinics/Dues</b>       |                  |                   |                   |                |
| Central Zone Dues                         | 0.00             | 100.00            | -100.00           | 0.0%           |
| D&O Insurance                             | 510.00           | 525.00            | -15.00            | 97.14%         |
| House of Delegates Meeting                | 2,800.00         | 1,975.00          | 825.00            | 141.77%        |
| Workshops                                 | 3,000.00         | 1,957.00          | 1,043.00          | 153.3%         |
| <b>Total LSC Conventions/Clinics/Dues</b> | <b>6,310.00</b>  | <b>4,557.00</b>   | <b>1,753.00</b>   | <b>138.47%</b> |
| <b>Officials Chair</b>                    |                  |                   |                   |                |
| Background Check                          | 302.00           | 2,000.00          | -1,698.00         | 15.1%          |
| Background Check Renewals                 | 563.00           |                   |                   |                |
| Official Dues (\$6.00)                    | 0.00             | -1,500.00         | 1,500.00          | 0.0%           |
| Officials Chair(Tshirts&Badges)           | 1,034.00         | 500.00            | 534.00            | 206.8%         |
| 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%           |
| <b>Total Officials Chair</b>              | <b>4,660.01</b>  | <b>19,000.00</b>  | <b>-14,339.99</b> | <b>24.53%</b>  |
| <b>Outreach/Diversity</b>                 |                  |                   |                   |                |
| 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                             | 4,695.46         | 12,000.00         | -7,304.54         | 39.13%         |
| Outreach Travel                           | 0.00             | 5,500.00          | -5,500.00         | 0.0%           |
| <b>Total Outreach/Diversity</b>           | <b>4,695.46</b>  | <b>26,500.00</b>  | <b>-21,804.54</b> | <b>17.72%</b>  |
| <b>Permanent Office</b>                   |                  |                   |                   |                |
| Bank Charges                              | 97.68            | 85.00             | 12.68             | 114.92%        |
| CC & Electronic Fees                      | 181.51           |                   |                   |                |
| Office Expense                            | 3,375.84         | 7,171.00          | -3,795.16         | 47.08%         |
| Payroll Expenses                          | 3,614.97         | 98,907.59         | -95,292.62        | 3.66%          |
| Payroll Wages                             | 42,646.20        |                   |                   |                |
| 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                             | 360.00           |                   |                   |                |
| <b>Total Permanent Office</b>             | <b>53,221.36</b> | <b>126,473.59</b> | <b>-73,252.23</b> | <b>42.08%</b>  |
| <b>Safe Sport Coordinator</b>             | 0.00             | 2,400.00          | -2,400.00         | 0.0%           |
| <b>Safety Coordinator</b>                 | 0.00             | 600.00            | -600.00           | 0.0%           |
| <b>Secretary</b>                          | 0.00             | 110.00            | -110.00           | 0.0%           |

# Ohio Swimming

## Profit & Loss Budget vs. Actual

September 2020 through March 2021

|                                 | Sep '20 - Mar 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                        | 1,285.00         | 3,000.00   | -1,715.00      | 42.83%      |
| Taxes                           | 100.00           | 100.00     | 0.00           | 100.0%      |
| Total Treasurer                 | 8,235.00         | 9,600.00   | -1,365.00      | 85.78%      |
| Total Operations                | 82,721.83        | 219,590.59 | -136,868.76    | 37.67%      |
| 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 | 1,040.00         |            |                |             |
| 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 | -1,655.00        |            |                |             |
| LSC Virtual Championship Meets  | 43,482.21        |            |                |             |
| Senior Circuit Meets            | 0.00             | 4,500.00   | -4,500.00      | 0.0%        |
| Total Meets                     | 41,827.21        | 7,000.00   | 34,827.21      | 597.53%     |
| 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                            | 7,634.57         |            |                |             |
| Total Swimmingly                | 7,634.57         |            |                |             |
| Zone Team                       | 0.00             | 15,000.00  | -15,000.00     | 0.0%        |
| Total Swimmer Support           | 49,901.88        | 131,710.00 | -81,808.12     | 37.89%      |
| Total Expense                   | 133,663.71       | 360,720.59 | -227,056.88    | 37.06%      |
| Net Ordinary Income             | 10,558.41        | -38,720.59 | 49,279.00      | -27.27%     |
| Net Income                      | 10,558.41        | -38,720.59 | 49,279.00      | -27.27%     |

**Ohio Swimming**  
**Balance Sheet**  
**As of March 31, 2021**

Mar 31, 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

**Edward Jones Money Market** 8,957.47

**FMB Checking** 62,185.69

**Total Checking/Savings** 445,025.56

**Accounts Receivable**

Accounts Receivable 1,240.00

**Total Accounts Receivable** 1,240.00

**Total Current Assets** 446,265.56

**TOTAL ASSETS** 446,265.56

**LIABILITIES & EQUITY**

**Liabilities**

**Current Liabilities**

**Other Current Liabilities**

Payroll Liabilities 1,278.55

SBA Paycheck Protection Program 15,400.00

**Total Other Current Liabilities** 16,678.55

**Total Current Liabilities** 16,678.55

**Total Liabilities** 16,678.55

**Equity**

Opening Bal Equity 220,316.78

Retained Earnings 198,711.82

Net Income 10,558.41

**Total Equity** 429,587.01

**TOTAL LIABILITIES & EQUITY** 446,265.56