Conference Call – October 20, 2020 8:00 pm Via Zoom Conference AGENDA

In Attendance:

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

Guests: Kathy Fish, Susan Mechler

- 1. Approve Agenda.
- 2. Consent Agenda
 - A. Adoption of September 2020 BOD Minutes
 - B. October Treasurer's Report
 - C. General Chair Report
 - D. Committee Reports
- 3. Old Business
- 4. New Business
- 5. Announcements
- 6. Next BOD Meeting November 17, 2020 @ 8:00PM
- 7. Adjournment

Conference Call – September 15, 2020 8:00 pm Via Zoom Conference Unapproved Meeting Minutes

In Attendance:

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

Other guests in attendance: Kathy Fish, Susan Mechler

- 1. September 2020 BOD Agenda: Motion was made & unanimously carried to Approve Agenda.
- 2. Kathy Fish.....Todd welcomed & introduced our special guest, Kathy Fish. Kathy is a finalist candidate for the USA Swimming National Board of Directors. Kathy familiarized the BOD with her accomplished professional career along with her extensive active involvement in the sport of swimming. Kathy's passion for swimming along with her lead role in "A Matter of 50 Meters" with the City of Mason uniquely qualifies her for the the USA-S National BOD. The OSI BOD proudly supports Kathy and wishes her success with election announcements expected on 9/26 during Convention.

3. Consent Agenda

- A. August 2020 BOD Minutes: Motion was made & unanimously carried to Approve August 2020 BOD Minutes.
- B. <u>September Treasurer's Report</u>: David reported our year-end results are relatively the same where we were finished year-end at the end of July. David compared our year-end forecast to a "normal" year which is approximately 60% activity of a normal year. The good news; we will finish 2021 with a \$33,704 surplus. Outstanding AR's are down from last month; down to \$35,544 this month from \$37, 516 last month. Overdue amount past 90 days is at about the same level as last month with 6 clubs >\$1,000 past due balance for which we are in the process of collecting remaining payments. Excess Reserves continue to be approximately \$18,000 on a lower cost/market basis. David

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- shared details on some of the largest outstanding balance clubs in response to a few BOD questions. David explained the benefits our new collection policy which is in place and we are not concerned about the risk of a few clubs with having a low past due balance. Erin added and explained that next year USA Swimming goes to online registration which will help collections efforts. Please refer to David's Treasurer Report for details.
- C. <u>General Chair Report:</u> Todd reviewed_COVID cases within the clubs continues to remain low. At this time only four confirmed cases and two kids who were exposed to somebody who tested positive but were not showing symptoms themselves. In all instances the teams affected have done an outstanding job following protocols. Because of this diligence, no additional cases were experienced within those teams. Todd announce that the technical planning committee has decided to move forward with in-person meets beginning on October 1. Todd will further discuss as a New Business topic. Please review Todd's report for additional items.

D. Committee Reports:

A. FY21 OSI Budget: Joe shared his screen to display the updated FY21 OSI Budget (also available via Agenda link). Joe explained this Budget is similar to the last version; Membership is a key line item being watched. Budget is based on the assumption we will achieve 90% of Membership. Meet Revenues show same 50%. Travel and Meet expenses are tied to the 50% Meet Revenues. Year-end deficit is estimated to be approximately \$29k. Joe pointed out the June Outstanding AR Balance of \$44,300 is forecasted. David's report revises this to approximately \$35,000. Joes proposes for BOD consideration that we adjust the FY21 OSI Budget to reflect this AR Balance change along with the Finance Committee adjusting appropriate Expenses by approximately \$10k. This change revises year-end deficit to be estimated to approximately \$39k. Joe responded to a few BOD expense line items questions & comments. Motion was made & unanimously carried to Approve FY21 OSI Budget Revisions. Note: the revised FY21 OSI Budget will be available later this evening through the Agenda link.

4. Old Business

A. Swimmingly: Thank you to the Swimmingly Task Force Members (Erin S, Steve C, Todd B, Maddy S, Denise H, David L, Lew T, Debra J, Carolyn S, Terry A and Jim P) that met on 9/3 and 9/10. Steve reviewed highlights: With the COVID-19 impact and its uncertainty, we feel it is very important to find creative ways to keep our current athletes engaged until things get back to normal. We want to explore new initiatives to increase interest in swimming at the grassroots level and build strong pipelines of talent that maximize every swimmer's potential for excellence, all while making swimming more FUN, more welcoming and even more inclusive for all swimmers. Ohio Swimming is teaming up with Swimmingly, Inc. to create these new swim experiences for our current and future athletes. We are looking to tap into new talent, attract new members and create new revenue opportunity for both Clubs and Ohio Swimming. We are also looking to create a parallel season within our traditional SC/LC calendar to include shorter, varied competition formats, virtual bracket challenges and competitions. The Swimmingly platform allows meets to be contested anytime, anywhere and with any team who use the Swimmingly platform. Currently, the Swimmingly platform is not recognized for USA Swimming Sanctioned competition, but is under consideration for the future. This effort also serves as an opportunity for Ohio Swimming to share its A.D.M.I.R.E Core Values as a source of inspiration for aspiring athletes to achieve personal excellence in the sport of swimming and in life. A marketing effort to identify members outside OSI along with securing sponsors to help defray expenses will also be put into action. We are sending a survey to LSC Coaches requesting their expertise and ideas and thanking them for taking a few minutes to participate in the survey below to help us pilot this new effort. We'll share results of the survey at our next BOD.

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- B. Observed Meet Fee Structure: Thank you to the Observed Meet Fee Structure Task Force Members (Erin S, Steve C, Christine T, Carolyn S, Christopher M, & Claudia Multer) that met on 9/1/20. Steve reviewed highlights: The Observed Meet Task Force met to evaluate the cost structure for Observed Meets. Consideration was given to those High School Meets with limited budgets that request Observed Meet status. The Observed Meet Task Force recommends the following fee structure beginning immediately:
 - 1. Application Fee: 25
 - 2. Meet loading fee: \$1 per athlete surcharge. This fee can be passed along to the athletes in the meet without undue burden to the meet host/organization. The meet will not be loaded until fees are collected/received into the office.

Our Observed Meet Fees are now the same as our Approved Meet fees that were approved last month. We feel having both Meet types the same will simply the process while incrementally increasing revenue. Motion was made & unanimously carried to Approve above Observed Meet Fee Structure.

5. New Business

- A. Todd asked BOD for comments/questions/concerns about the Technical Planning Committee to move forward with in-person meets beginning 10/1/20. Additional return to in-person meet requirements can be found in Todd's September General Chair Report. Questions were discussed about sanctions, staffing, and the process of returning to hosting meets. The significant limitation of allowable fire code allowance may result in some meets being quickly filled to capacity. The capacity includes all individuals....swimmers, coaches, lifeguards, volunteers and spectators. Todd requested the BOD vote on the 10/1/20 in-person meet start; BOD unanimously Approved.
- B. Pam was asked about the status of fall Officials (new & recertification) Clinics; shared they will be Virtual taking place during the first 10 days in October. Commissions will be sending out details soon. Given these will be virtual, several date options will be available.

6. Announcements:

- A. Todd announced Anissa's appointment to FINA Official CONGRATULATIONS!!
- B. Todd announced Jim P's. appointment to the USA Swimming's Diversity, Equity & Inclusion Council Congratulations!!
- C. Todd reminded all that Convention is coming up; link available on Todd's September 2020 General Chair Report. Todd encourages participation in sessions that are of interest that are not by invitation only. This year's virtual format gives everyone an opportunity to experience what Convention is all about.
- D. Erin announced we have a new USA Swimming Team in Central Ohio called Hydra Aquatics (not affiliated with Hydra Swimming). Hydra Aquatics is expected to have approximately 150 swimmers.
- E. Erin announced USA Swimming is offering Clubs in our LSC to purchase the Enterprise Zoom License @ \$120/yr. Erin will communicate this opportunity to all Clubs. Interested Clubs are to contact Erin.
- 7. Next BOD Meeting October 20, 2020 @ 8:00PM
- 8. Adjournment: Motion was made and carried to Adjourn @ 9:35 PM





Treasurer's Report Ohio Swimming BOD October 2020 Meeting

To: Ohio Swimming BOD

From: David Lloyd

Date: October 20, 2020

Re: OSI Treasurer's Report

- 1. Financials as of and for month ended September 30, 2020 (period 1)
 - a. Net Inflows of \$22,924 compared to \$13,104 due to higher registrations and meet revenue
 - b. Outflows of \$6.871 compared to \$14,569. Decrease is primarily due to lack of expense in the current year for convention.
 - c. Our surplus for the month of September was \$16,053.

2. Other Matters

- a. Outstanding A/R is \$37,106, up from \$35,544 last month, mostly due to current activity. Amounts overdue past 90 days total \$6,184, down from \$23,417 last month. We are down to two clubs with overdue balances >\$1,000.
- b. Balance Sheet and Reserves: Reallocating our investment portfolio locked in some of the gains that had been achieved and increased the cost basis of our investments. As a result, excess reserves increased to approximately \$37,400.

3. Investments

a. Current portfolio allocation is noted below. This reflects an increased allocation to bonds and a more conservative stance for the portfolio overall (54% equity, 46% bonds and cash):



b. Returns through October 14, 2020 for the portfolio as a whole and the benchmark, are as follows:

	YTD	1 year
Overall Portfolio	0.22%	7.06%
Benchmark (50% US Eq/ 20% Int'l Eq / 30% Barclays Agg)	6.88%	11.88%





Treasurer's Report Ohio Swimming BOD October 2020 Meeting

Respectfully Submitted,

David Lloyd

OSI Treasurer

Ohio Swimming Profit & Loss Prev Year Comparison September 2020

	Sep 20	Sep 19	\$ Change	% Change	
Ordinary Income/Expense					
Income					
Memberships/Dues(USA Swim)					
2019 Income Recieved in 2020	0.00	0.00	0.00	0.0%	
Club Membership Dues	400.00	400.00	0.00	0.0%	
Non Athlete	2,831.00	5,094.00	-2,263.00	-44.43%	
Non Athlete Expense	0.00	0.00	0.00	0.0%	
Outreach Expense	0.00	0.00	0.00	0.0%	
Premium Athlete	14,935.00	3,454.00	11,481.00	332.4%	
Premium Athlete Expense	0.00	0.00	0.00	0.0%	
Seasonal Swimmers	190.00	187.00	3.00	1.6%	
Seasonal Swimmers Expense	0.00	0.00	0.00	0.0%	
Total Memberships/Dues(USA Swim)	18,356.00	9,135.00	9,221.00	100.94%	
Other Income					
Interest Income(Ckg/Saving)					
Dividends	0.47	4.87	-4.40	-90.35%	
Total Interest Income(Ckg/Saving)	0.47	4.87	-4.40	-90.35%	
Misc.	0.00	0.00	0.00	0.0%	
Total Other Income	0.47	4.87	-4.40	-90.35%	
Sanctions & Meet Revenue					
Entry Fees	1,589.50	1,552.50	37.00	2.38%	
Sanctions	0.00	1,060.00	-1,060.00	-100.0%	
Swimmers Surcharge	2,978.00	1,352.00	1,626.00	120.27%	
Total Sanctions & Meet Revenue	4,567.50	3,964.50	603.00	15.21%	
Total Income	22,923.97	13,104.37	9,819.60	74.93%	
Expense					
Operations .					
Coach Representatives					
Coach of Yr Clinic, Scholorshp	0.00	750.00	-750.00	-100.0%	
Total Coach Representatives	0.00	750.00	-750.00	-100.0%	
LSC Conventions/Clinics/Dues					
House of Delegates Meeting	0.00	210.00	-210.00	-100.0%	
USAS Convention	0.00	2,198.00	-2,198.00	-100.0%	
Workshops	0.00	1,579.74	-1,579.74	-100.0%	
Total LSC Conventions/Clinics/Dues	0.00	3,987.74	-3,987.74	-100.0%	
Officials Chair					
Background Check	0.00	152.00	-152.00	-100.0%	
Background Check Renewals	72.00	108.00	-36.00	-33.33%	
Officials Chair(Tshirts&Badges)	0.00	77.62	-77.62	-100.0%	
Wkshops,Meetings,Recog,Training	0.00	491.60	-491.60	-100.0%	
Total Officials Chair	72.00	829.22	-757.22	-91.32%	
Outreach/Diversity	. 2.00	J_U	. 01.22	31.0270	
Outreach-Gear	0.00	860.76	-860.76	-100.0%	
Total Outreach/Diversity	0.00				
Total Outleach/Diversity	0.00	860.76	-860.76	-100.0%	

Ohio Swimming Profit & Loss Prev Year Comparison September 2020

	Sep 20	Sep 19	\$ Change	% Change
Permanent Office				
Bank Charges	-0.08	0.00	-0.08	-100.0%
CC & Electronic Fees	55.42	56.33	-0.91	-1.62%
Office Expense	591.19	815.23	-224.04	-27.48%
Payroll Expenses	466.15	442.45	23.70	5.36%
Payroll Wages	5,686.16	5,686.16	0.00	0.0%
Subcontractor Work	0.00	100.00	-100.00	-100.0%
Total Permanent Office	6,798.84	7,100.17	-301.33	-4.24%
Total Operations	6,870.84	13,527.89	-6,657.05	-49.21%
Safe Sport Recognition Discount	0.00	0.00	0.00	0.0%
Swimmer Support				
Zone Team				
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	0.00	1,040.90	-1,040.90	-100.0%
Total Expense	6,870.84	14,568.79	-7,697.95	-52.84%
Net Ordinary Income	16,053.13	-1,464.42	17,517.55	1,196.21%
Net Income	16,053.13	-1,464.42	17,517.55	1,196.21%

1:12 PM 10/06/20 Cash Basis

Ohio Swimming Balance Sheet

As of September 30, 2020

424,322.86

	Sep 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	58,399.81
FMB Checking	8,190.13
Total Checking/Savings	421,032.86
Accounts Receivable	
Accounts Receivable	3,290.00
Total Accounts Receivable	3,290.00
Total Current Assets	424,322.86
TOTAL ASSETS	424,322.86
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Payroll Liabilities	125.07
SBA Paycheck Protection Program	15,400.00
Total Other Current Liabilities	15,525.07
Total Current Liabilities	15,525.07
Total Liabilities	15,525.07
Equity	
Opening Bal Equity	220,316.78
Retained Earnings	172,427.88
Net Income	16,053.13
Total Equity	408,797.79

TOTAL LIABILITIES & EQUITY









Swimmingly Project

Update

Swimmingly Kits:

- 20 kits schedule arrived Tues Oct 20 to Oxford address
- 13 kits will be shipped to teams that signed up
- Action item: need 7 additional teams to participate

Sponsorship:

- Speedo and SwimOutlet have agreed to sponsor OSI Swimmingly to include:
 - ✓ Online retail merchandising
 - √ Commission return to OSI
 - ✓ Create promotional materials to create an identity & enthusiasm.

OSI Upcoming Event:

- 3-meet series contested Nov, Dec, Jan with Speedo/SwimOutlet sponsorship and prizes
- Each meet will have a different theme (sprint 50s, IMX, etc)
- Proposed entry fee: \$20/swimmer for the series
- \$1/swimmer return to OSI

Swimmingly Project Next Steps/Outages

Next Steps:

- Swimmingly Education
- Sanctioning meets

Short-term Outage:

Monthly subscription cost to teams

Suggested proposal to continue momentum:

- OSI pay for first 3 months of team subscription. Subscriptions are based on # of swimmers:
 - ✓ 100 or less swimmers: \$50/month
 - √ 101-300 swimmers: \$75/month
 - √ 301 + swimmers: \$100/month
- Estimated cost to OSI: \$75/team/month X 3 months = \$225/team X 20 teams = \$4500
- The \$1 per swimmer fee from our upcoming event will help offset some of this expense.
- Rationale: once teams see how they can pay for their subscription through the events they participate in, the
 perceived barrier for the subscription should disappear.

Example scenario:

Team size: 120 swimmers

Swimmingly yearly subscription: \$900

Event cost: \$10/swimmer/meet in a 3-meet series. 50 participants X \$30/swimmer = \$1500 revenue

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		Admin Review Board – John MacKay	Х
		Sanctioning – Mark Johnson	

Other guests in attendance: Kathy Fish, Susan Mechler

1. October 2020 BOD Agenda: Motion was made & unanimously carried to Approve Agenda.

2. Consent Agenda

- A. September 2020 BOD Minutes: Motion was made & unanimously carried to Approve September 2020 BOD Minutes.
- B. September Treasurer's Report: David reported September's Report is quite different from past years; net inflows were just under \$23k. This is significantly higher than the \$13k from prior year due to the timing of Clubs getting back into the water. and when registrations timing. Outflows were just under \$7k as compared to \$14.5k same time last year. No expenses for 2020 Convention was the primary reason for the differential. We are actually running a surplus for September of approximately \$16k. Very good progress on AR; currently at \$37.1k; slightly higher than last month but expected. Past Due Amount is currently at about \$6k which compares to about \$23k last month. Payments have been made since last month reducing Over Due Clubs with +\$1k balance to just 2. From a Balance Sheet perspective we have been going through the process of reallocating our portfolio during the past few months to be a little more conservative. We are now 50/50 closer; Bonds-Equity. To accomplish that we sold some investments to lock in the gains which resulted in a cost-basis increase. Excess Reserves have climbed to approximately \$37.4k as a result which compares to around \$18k reported last month. Joe Waller thanked Erin for her AR efforts; significant improvement from 5 years ago David reviewed Investment Portfolio mix specifics as outlined in his report.. Please refer to David's Treasurer Report for details.

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C. Committee Reports:

A. Membership Services Report. Erin reported incoming registration fees are feeling normal. Erin is encouraged with registration pace compared to history. New Membership versus Renewals is also positive. Please refer to Erin's Report for details. We have a few new clubs; Hydra Aquatics (Central OH....former disbanded YMCA), former OSSC (Columbus), and 1 in NW. Transfers/Consent Forms are very active as well; 411 processed with an additional 170 waiting since 6/1/20. Erin explained this process which involves tracking consent of both Club and Parent for each athlete. Sanctioning has been active with 36 Meets to date.

3. Old Business

A. Swimmingly: Steve and Erin gave a Swimmingly update. Swimmingly Kits: 20 kits schedule arrived today. 14 kits will be shipped to teams that signed up; 6 additional kits available to teams. Sponsorship: Speedo and SwimOutlet have agreed to sponsor OSI Swimmingly to include; Online retail merchandising, Merchandise Credits, Commission on OSI Swimmingly merchandise sold return to OSI, and create promotional materials to create an identity & enthusiasm along with Social Media exposure. OSI Upcoming Event: 3-meet series contested Nov, Dec, Jan with Speedo/SwimOutlet sponsorship and prizes. Each meet will have a different theme (sprint 50s, IMX, etc). Proposed entry fee: \$20/swimmer for the series. \$1/swimmer return to OSI Next Steps: Swimmingly Education & further explore Sanctioning status. Short-term Outage: Monthly subscription cost to teams; Suggested proposal to continue momentum: OSI pay for first 3 months of team subscription. Subscriptions are based on # of swimmers: 100 or less swimmers: \$50/months, 101-300 swimmers: \$75/months, 301 + swimmers: \$100/month. Estimated cost to OSI: \$75/team/month X 3 months = \$225/team X 20 teams = \$4500. The \$1 per swimmer fee from our upcoming event will help offset some of this expense. Rationale: once teams see how they can pay for their subscription through the events they participate in, the perceived barrier for the subscription should disappear. Example scenario: Team size: 120 swimmers; Swimmingly yearly subscription: \$900; Event cost: \$10/swimmer/meet in a 3-meet series. 50 participants X \$30/swimmer = \$1500 revenue. Motion was made & unanimously carried to fund \$4500 which pays the first 3 month Swimmingly Subscription Fee's for our OSI Swimmingly Teams. Erin confirmed Pam's question that teams understand Swimmingly is not currently allowed for Sanction Meets. Pam mentioned the Rules & Regs Committee is discussing the Swimmingly platform.

New Business

A. Fitter and Faster Sponsorship. Todd, Craig & Chris recently met with Fitter and Faster to explore sponsorship opportunities. Fitter and Faster pays a \$1k Sponsorship Fee to the LSC in exchange for LSC emailing Fitter and Faster promotion information for their clinics. Approximately 5-6 emails per year. There is no exchange of membership related information (names, emails, etc). Erin mentioned that in the past, Fitter and Faster Camps were held during busy meet dates. Our current meet situation may not have a similar outcome this year. Lew asked if USA-S is still running their camps/clinics? Todd said he has not seen any information on USA-S Camps. Todd added the USA-S Camps usually just provide the "template" on how to run the camp along with a few items.

5. Announcements:

- A. Todd announced that Craig, Chris and himself are working on a Virtual Seminar for Athletes, Parents along with a possible BOD Retreat. Todd said his committee is working with Fitter and Faster and Growing Leaders along with a few other groups to secure speakers. The Leadership Summit will be used for the older athletes. Details and dates will be shared at next BOD. Erin added we have a USA-S Symposium scheduled for spring 2022. This USA-S program may include some olympians.
- B. Todd said a BOD request was made to explore alternating a BOD Meeting every-other-month on a Sunday given most clubs are back in the water. This would allow more Coach participation at BOD's. Todd said we will try to schedule this at our next already scheduled 11/17/20 BOD.

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- C. Pam asked about the 18 and Under Nat Championship. Keating is the only confirmed site (80-90 athletes); waiting on OU and BGSU. PCY and New Albany are alternate sites. We currently have 235 eligible athletes to compete. December 11-13, 2020 are our preferred dates.
- 6. Next BOD Meeting November 17, 2020 @ 8:00PM
- 7. Adjournment: Motion was made and carried to Adjourn @ 8:35 PM