



**OKS MISSION STATEMENT:** To develop excellence, integrity, and growth in swimming in a safe environment for all.

**OKS VISION STATEMENT:** Develop inclusive competitive opportunities and relationships that promote leadership, excellence, and growth.

### **OKS BOARD OF DIRECTORS MEETING AGENDA**

Saturday, April 13th, 2024 - 10:00 AM

Location: Glenpool Conference Center

Google Meet joining info

Video call link:

<https://meet.google.com/jeq-qhjp-mpv>

Join by phone:

(US) +1 661-772-9411

PIN: 998 336 952#

- **Call to order (GC)**
- **Read Mission/Vision (GC)**
- **Roll (S)**
- **Declaration of Conflict of Interest (S):** Is any member aware of any conflict of interest (that is, of a personal interest or direct or indirect pecuniary interest) in any matter being considered by this meeting which should now be reported or disclosed or addresses under the USA-Swimming Conflict of Interest Policy”. If a board member determines there to be a conflict of interest at any point during the course of the meeting when a specific subject is being discussed and or action is being taken, a declaration of a conflict of interest should be made at that time.
- **Additions to the Agenda (GC)**
- **Approval of Agenda (GC)**
- **Approval of Minutes (GC)**

- **Safe Sport Chair (Carole Lee)**
  - Safe Sport
  
- **Finance Vice-Chair (Jennifer Salcher)**
  - March Financials (attached along with year end entry from Hood & Associates regarding changes to the First Western account)
  - Review Registration Form/Process for Zones (all three meets)
  - Hopefully - update on possible dates for a finance cmte meeting and call with First Western
  - P&P for instate officials traveling to state meets to be the evaluator
  
- **Age Group Vice-Chair (Pamela Bradley)**
  - Approval of 14 & Under Zones Staff
  - Zones Update
  
- **DEI Chair (Beth Harkins)**
  - Multicultural Meet Update
  - Approval of Multicultural Zones Staff
  
- **Senior Vice Chair (Chad Englehart)**
  - Championship Meet Committee 2025 Summer Championship Meet Recommendations
  
- **General Manager (Bob Staab)**
  - Zone Athlete Workshop Update
  - Membership Update
  - LEAP
  - Retention/Renewal Analytics
  - Arena Zone Agreement
  
- **Adjourn**
  - Next Board Meeting: Monday, May 20th - Jenks, OK and Google Meets.



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**OKS VISION STATEMENT:** Develop inclusive competitive opportunities and relationships that promote leadership, excellence, and growth.

## **OKS BOARD OF DIRECTORS MEETING MINUTES**

Monday, March 11th, 2024

A regular meeting of the OKS Board of Directors was held on Monday, March 11th, 2024 in Jenks, OK and via Google Meets.

### **1. Call to Order**

The meeting was called to order by General Chair, Denis Mink at 6:00 PM with the reading of the OKS Mission and Vision statements. No board conflicts were noted.

### **2. Attendance**

**Present:** Bob, Dennis, Carole, Scott, Jennifer, Chad, Pamela, Lynne, Alli, Tyler, Marissa, Alexis, Josie, Beth, Lynne, Griffin

**Absent:** Ann

**Guests:** Craig, Dana

### **3. Additions to the Agenda / Approval of Agenda**

No additions were presented and the Published Agenda was approved by Unanimous Consent.

### **4. Approval of Minutes**

A motion to approve the October Minutes was made by Jennifer and seconded by Carole. The motion passed with no nay votes.

## **5. Athlete Representatives:**

- Banquet was discussed with the athletes looking into hosting it in June.
- Junior Athlete Rep Voting closes March 11th and will be announced after votes have been counted.
- Central Zone Athlete Summit was discussed.

## **6. Finance Vice- Chair (Jennifer Salcher)**

- January & February Financials Update was given.
- 14 & Under Meet Distribution was reviewed with an updated copy to be sent to the board.
- Proposal to do another LSC Wide Survey - further discussion to be had at the April planning meeting.

## **7. Age Group Vice-Chair (Pamela Bradley)**

- Zones update was given regarding shirt design with 32 swimmers currently qualified.

## **8. DEI Chair (Beth Harkins)**

- Multicultural Meet
  - Team selections have begun with further discussion to be had.

## **8. General Manager (Bob Staab)**

- Membership numbers
  - Athlete members - 1638, up 116 from January
  - Non-athlete members - 277, up 26 from January
- LEAP
- April Planning Meeting topics were discussed with topics to be sent to Bob.

## **9. Adjournment**

With no additional business, Denis requested a motion to Adjourn. The motion was made by Carole and seconded by Chad. The motion passed with no nay votes.

The meeting adjourned at 6:58 PM. Following adjournment, the Board went into executive session on a personnel matter.

The next regularly scheduled meeting of the OKS Board of Directors will be Saturday, April 13th, 2024 followed by planning session at the Glenpool Conference Center and Google Meets

## OKSI Financial Summary

As of March 31 , 2024

	Total
<b>Bank Accounts</b>	
Arvest - Aquatic	154,261.68
Arvest - Registration	26,018.47
Arvest - Savings	206.79
Arvest - Travel	0.00
<b>Total Bank Accounts</b>	<b>180,486.94</b>
<b>Investment Account</b>	
First Western Investement Account	296,562.68
<b>Total Investment Accounts</b>	<b>296,562.68</b>
<b>Pending Online Payments</b>	<b>0.00</b>
<b>Credit Card</b>	
Arvest Credit Card Balance	0.00
<b>Total Credit Card Balance</b>	<b>0.00</b>
<b>Uncleared Transactions</b>	
Arvest - Aquatic	0.00
Arvest Registration	0.00
Arvest - Travel	0.00
<b>Total Uncleared Transactions</b>	<b>0.00</b>
<b>TOTAL CASH BALANCE</b> (Bank Accounts - CC - Uncleared Transactions)	<b>477,049.62</b>
<b>OKSI 2024 Transaction Summary</b>	
<b>Total Income to date</b>	<b>73,377.53</b>
<b>Total Expenses to date</b>	<b>29,349.27</b>
<b>Net Income</b>	<b>44,028.26</b>
<b>Start up cash</b>	<b>433,021.36</b>
<b>Cash Balance</b>	<b>477,049.62</b>

**Oklahoma Swimming Inc.**  
**Budget vs. Actuals: 2024 Budget - FY24 P&L**  
**Mar-24**

Previous Year Balance Roll Over	Start Up Cash	Budgeted	Remaining
Arvest - Aquatic	110,521.55	57,160.00	53,361.55
Arvest - Registration	26,018.47		26,018.47
Arvest - Savings	206.66		206.66
Arvest - Travel	0.00		0.00
First Western Investment	296,562.68		296,562.68
CC Credit	-288.00		-288.00
<b>Total Previous Year Balance Roll Over</b>	<b>433,021.36</b>	<b>\$57,160.00</b>	<b>375,861.36</b>
		<b>Total</b>	
	<b>Actual</b>	<b>Budget</b>	<b>Remaining</b>
<b>Revenue</b>			
500 Miscellaneous Income		10,000.00	10,000.00
510 Interest Income			0.00
513 Interest - Investment Income		1,000.00	1,000.00
514 Inter - Arvest Bank Savings	0.13	150.00	149.87
<b>Total 510 Interest Income</b>	<b>\$ 0.13</b>	<b>\$ 1,150.00</b>	<b>\$ 1,149.87</b>
520 OKS Registration Income	13,958.40	32,000.00	18,041.60
530 Meet Sanction Income	775.00	3,000.00	2,225.00
540 Meet Entry Income	26,844.00	95,000.00	68,156.00
555 CS REG VIII Travel Fund		1,000.00	1,000.00
560 Zone Income			0.00
560.1 Central Zones Income		3,500.00	3,500.00
560.2 Open Water Zones Income		500.00	500.00
560.3 Multi Cultural Zones Income		2,500.00	2,500.00
<b>Total 560 Zone Income</b>	<b>\$ 0.00</b>	<b>\$ 6,500.00</b>	<b>\$ 6,500.00</b>
590 Expedited and Fee Income	600.00	500.00	-100.00
598 State Income			0.00
598.2 OKS 14-Under State Income	31,200.00	35,000.00	3,800.00
<b>Total 598 State Income</b>	<b>\$ 31,200.00</b>	<b>\$ 35,000.00</b>	<b>\$ 3,800.00</b>
Sales	0.00		0.00
<b>Total Revenue</b>	<b>\$ 73,377.53</b>	<b>\$ 184,150.00</b>	<b>\$ 110,772.47</b>
<b>Gross Profit</b>	<b>\$ 73,377.53</b>	<b>\$ 184,150.00</b>	<b>\$ 110,772.47</b>
<b>Expenditures</b>			
600 Dues & Fees			0.00
602 Bank Service Fee		250.00	250.00
604 Central Zone		510.00	510.00
605 Miscellaneous Dues & Fees		500.00	500.00
<b>Total 600 Dues &amp; Fees</b>	<b>\$ 0.00</b>	<b>\$ 1,260.00</b>	<b>\$ 1,260.00</b>
610 Computer Software	85.88	1,000.00	914.12
620 Office Supplies		200.00	200.00
625 Equipment Expense		1,000.00	1,000.00
630 Postage, Mail and Phone Exp		150.00	150.00
640 Professional Services	155.00	5,500.00	5,345.00

650 LSC Services			0.00
652 PO Box		100.00	100.00
654 Registration Services		4,500.00	4,500.00
655 Treasurer Services		4,500.00	4,500.00
656 Miscellaneous LSC Services	8,507.23	21,550.00	13,042.77
<b>Total 650 LSC Services</b>	<b>\$ 8,507.23</b>	<b>\$ 30,650.00</b>	<b>\$ 22,142.77</b>
670 HOD/BOD Meetings	64.00	6,000.00	5,936.00
680 Convention Seminar Expense		10,000.00	10,000.00
710 Age Group Meets			0.00
714 Central Zones			0.00
714.1 Central Zones Meet		16,000.00	16,000.00
714.2 Central Zones Open Water Meet		5,000.00	5,000.00
714.3 Multi Cultural Zones Meet		13,000.00	13,000.00
<b>Total 714 Central Zones</b>	<b>\$ 0.00</b>	<b>\$ 34,000.00</b>	<b>\$ 34,000.00</b>
719 State Meet Expenses	5,057.95	6,000.00	942.05
719.1 OKS Senior State Expenses		300.00	300.00
719.2 OKS 14-Under State Expenses	13,827.00	35,000.00	21,173.00
719.3 OKS LCM State Expenses		400.00	400.00
<b>Total 719 State Meet Expenses</b>	<b>\$ 18,884.95</b>	<b>\$ 41,700.00</b>	<b>\$ 22,815.05</b>
<b>Total 710 Age Group Meets</b>	<b>\$ 18,884.95</b>	<b>\$ 75,700.00</b>	<b>\$ 56,815.05</b>
720 Swimmers Expenses			0.00
721 Summer Sectional		8,000.00	8,000.00
722 Jr Nationals		4,000.00	4,000.00
723 Olympic Trials		3,600.00	3,600.00
724 Spring Sectional		6,000.00	6,000.00
725 Nationals		2,000.00	2,000.00
726 US Open		0.00	0.00
727 Winter Juniors	470.00	4,500.00	4,030.00
728 TYR		4,500.00	4,500.00
729 Futures		9,000.00	9,000.00
732 Zones			0.00
732.1 Central Zones		12,000.00	12,000.00
732.2 Open Water Zones		2,000.00	2,000.00
<b>Total 732 Zones</b>	<b>\$ 0.00</b>	<b>\$ 14,000.00</b>	<b>\$ 14,000.00</b>
<b>Total 720 Swimmers Expenses</b>	<b>\$ 470.00</b>	<b>\$ 55,600.00</b>	<b>\$ 55,130.00</b>
736 LSC Apparel		500.00	500.00
740 Coaches Expenses			0.00
741 Coaches Education		7,000.00	7,000.00
742 Coaches Travel	500.00	12,000.00	11,500.00
<b>Total 740 Coaches Expenses</b>	<b>\$ 500.00</b>	<b>\$ 19,000.00</b>	<b>\$ 18,500.00</b>
750 DEI Clinics		6,000.00	6,000.00
755 Workshops			0.00
756 LSC Practice Day		6,000.00	6,000.00
759 LSC Travel Workshops		6,000.00	6,000.00
<b>Total 755 Workshops</b>	<b>\$ 0.00</b>	<b>\$ 12,000.00</b>	<b>\$ 12,000.00</b>
770 Officials Expense	552.49	10,000.00	9,447.51



<b>780 Safe Sport Expense</b>		1,500.00	1,500.00
<b>800 Miscellaneous Expense</b>		500.00	500.00
<b>810 Foundation -Champions Club</b>		2,500.00	2,500.00
<b>840 Volunterism Recognition</b>		1,000.00	1,000.00
<b>845 Merchant Service Fees</b>		500.00	500.00
<b>846 Melio Credit card fee</b>	6.00	250.00	244.00
<b>847 QuickBooks Payments Fees</b>	123.72	500.00	376.28
<b>Total Expenditures</b>		<b>\$ 29,349.27</b>	<b>\$ 241,310.00</b>
<b>Net Operating Revenue</b>		<b>\$ 44,028.26</b>	<b>-\$ 57,160.00</b>
<b>Net Revenue</b>		<b>\$ 44,028.26</b>	<b>-\$ 101,188.26</b>
<b>TOTAL CASH BALANCE</b>		<b>477,049.62</b>	<b>\$ 0.00</b>
Monday, Apr 01, 2024 03:50:23 PM GMT-7 - Cash Basis			

**Oklahoma Swimming Inc.**  
**Statement of Financial Position**  
**As of March 31, 2024**

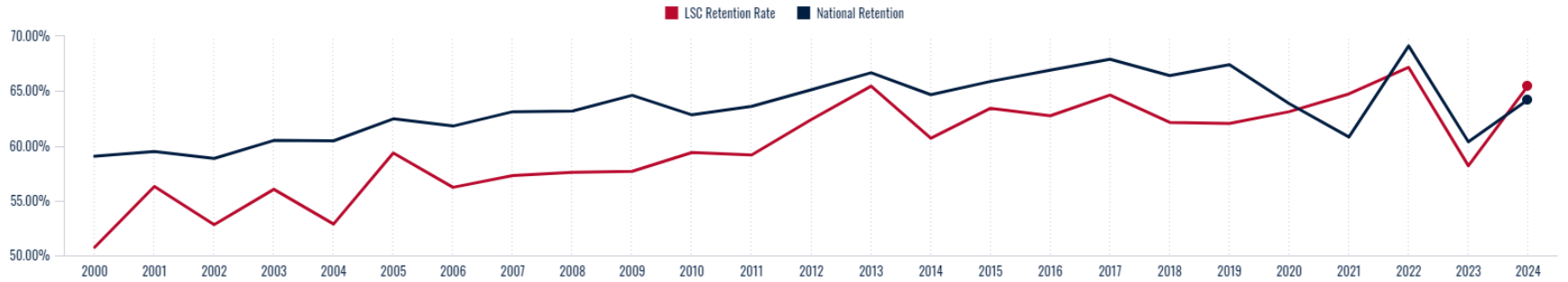
	<b>Total</b>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Bank Accounts</b>	
Arvest Bank - Aquatic	154,261.68
Arvest Bank - Registration	26,018.47
Arvest Bank - Savings	206.79
Arvest Bank - Travel	0.00
Savings (Reserve Account)	0.00
Transfer to Aquatic Fund	0.00
<b>Total Bank Accounts</b>	<b>\$ 180,486.94</b>
<b>Other Current Assets</b>	
First Western Investment Account	296,562.68
Undeposited Funds	0.00
<b>Total Other Current Assets</b>	<b>\$ 296,562.68</b>
<b>Total Current Assets</b>	<b>\$ 477,049.62</b>
<b>TOTAL ASSETS</b>	<b>\$ 477,049.62</b>
<b>LIABILITIES AND EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Credit Cards</b>	
Arvest Credit Card	0.00
<b>Total Credit Cards</b>	<b>\$ 0.00</b>
<b>Total Current Liabilities</b>	<b>\$ 0.00</b>
<b>Total Liabilities</b>	<b>\$ 0.00</b>
<b>Equity</b>	
Opening Balance Equity	193,110.32
Unrestricted Net Assets	239,911.04
Net Revenue	44,028.26
<b>Total Equity</b>	<b>\$ 477,049.62</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$ 477,049.62</b>

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Oklahoma Swinmming, Inc.  
Journal Entry  
December 31, 2022

Account	Debit	Credit
First Western Inv jAcct		28,580.03
Interest Income		97.87
Dividend Income		6,664.14
Short term capital loss	4,586.52	
Long term capital loss	28,812.43	
Investment fees	1,580.00	
Foreign taxes paid	93.06	
Adjustment to balance	270.03	
	<u>35,342.04</u>	<u>35,342.04</u>

LSC Retention Rate vs National Average by Season

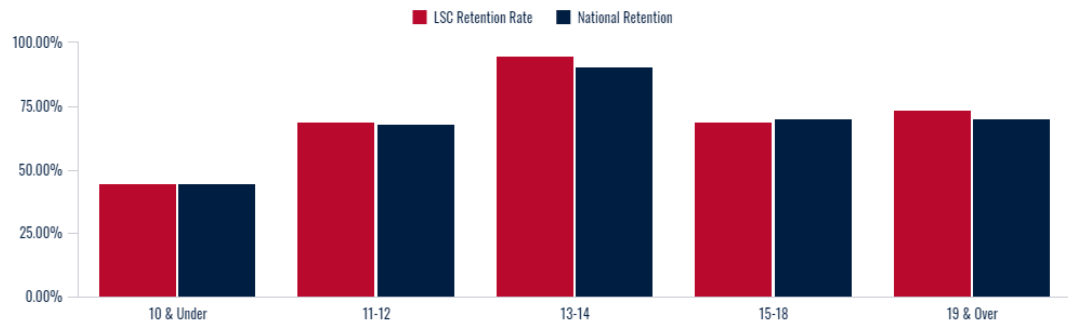


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Retention Rate by Age Group

Age Group	LSC Retention Rate	National Retention
10 & Under	44.69%	44.86%
11-12	68.85%	67.97%
13-14	94.98%	90.60%
15-18	69.10%	70.39%
19 & Over	73.47%	70.01%

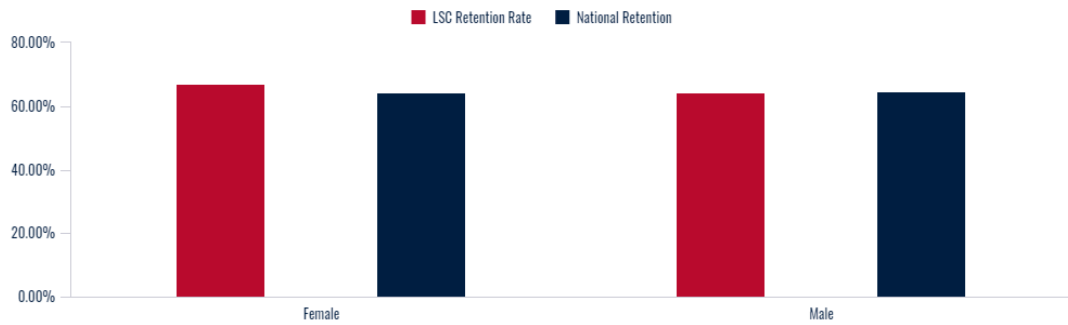
Retention Rate by Age Group



Retention Rate by Competition Category

Competition Category	LSC Retention Rate	National Retention
Female	67.15%	64.21%
Male	64.31%	64.56%

Retention Rate by Competition Category

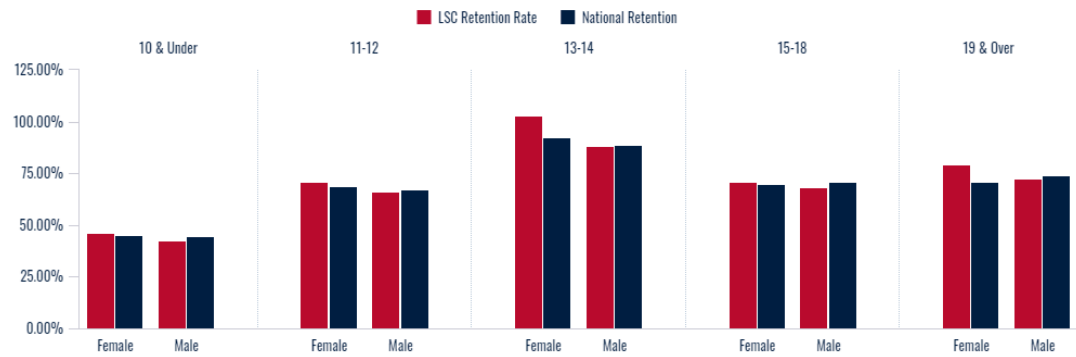


## Advanced Retention Analytics

Retention Rate by Age Group/Competition Category

Age Group	Competition Category	LSC Retention Rate	National Retention
10 & Under	Female	46.39%	45.09%
	Male	42.56%	44.58%
11-12	Female	71.00%	68.66%
	Male	66.33%	67.14%
13-14	Female	103.20%	92.33%
	Male	88.31%	88.65%
15-18	Female	70.83%	69.89%
	Male	68.42%	71.14%
19 & Over	Female	79.22%	70.75%
	Male	72.41%	74.29%

Retention Rate by Age Group/Competition Category

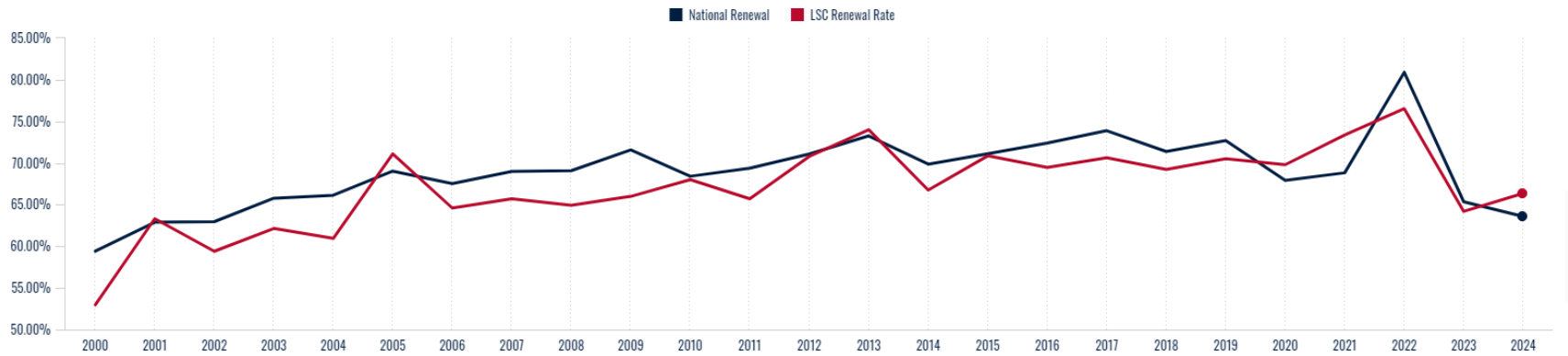


# Renewal Analytics

Total number of members (athlete or non-athlete), previously being a member at any point in time, divided by the total number of members of your LSC during the prior year

Ex: An athlete that is registered in any LSC in 2023, and renewed their membership in 2024 with your LSC, is counted as a renewed athlete, and will be counted regardless if they registered the next year as a coach

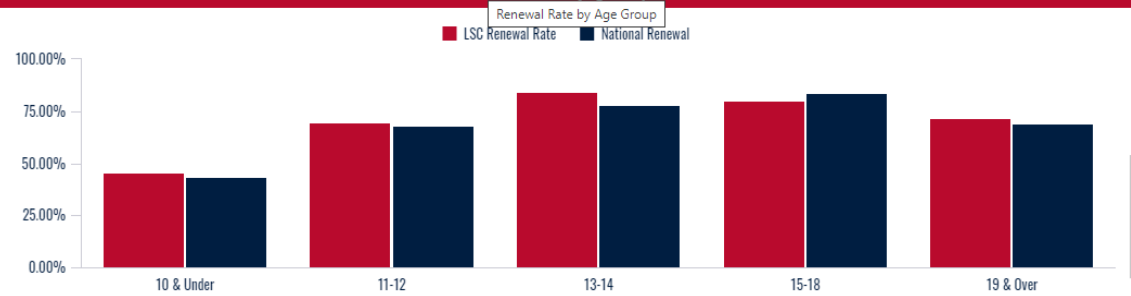
LSC Renewal Rate vs National Average by Season



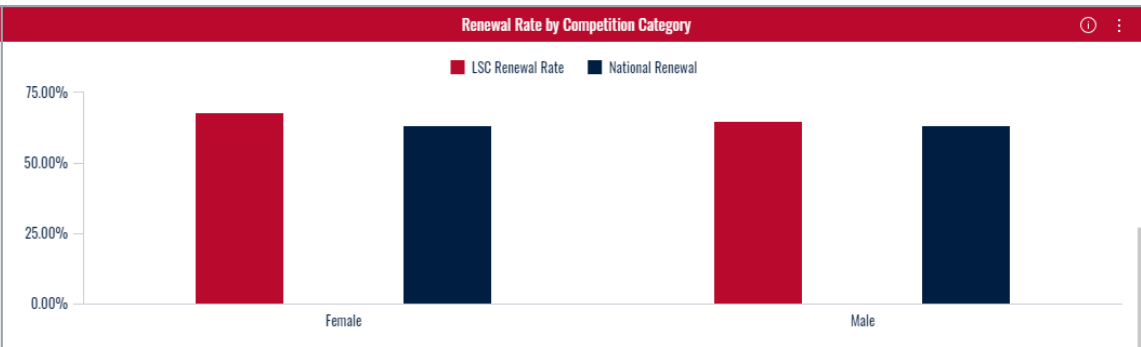
Renewal Rate by Age Group

Age Group	LSC Renewal Rate	National Renewal
10 & Under	45.62%	43.26%
11-12	69.68%	68.06%
13-14	84.18%	78.06%
15-18	80.15%	83.76%
19 & Over	71.93%	68.90%

Renewal Rate by Age Group



Renewal Rate by Competition Category		
Competition Category	LSC Renewal Rate	National Renewal
Female	68.11%	63.60%
Male	65.12%	63.60%



## Advanced Renewal Analytics

Renewal Rate by Age Group/Competition Category			
Age Group	Competition Category	LSC Renewal Rate	National Renewal
10 & Under	Female	45.73%	43.26%
	Male	45.61%	43.26%
11-12	Female	77.14%	68.06%
	Male	61.81%	68.06%
13-14	Female	90.85%	78.06%
	Male	78.57%	78.06%
15-18	Female	82.56%	83.76%
	Male	79.07%	83.76%
19 & Over	Female	76.22%	68.90%
	Male	71.97%	68.90%

