# Hawaiian Swimming Board Meeting June 16, 2019 Punahou School - Thurston PE Center

1601 Punahou St, Honolulu, HI 96822

Attendees: Jon Hayashida (General Chair), Malcolm Cooper (Admin VP, NTV, Tech Planning), Gwenn Tomiyoshi (Registrar), Mike Osborne (Finance Chair), Eric Nagoshi (Senior Chair), Sandy Drake (Secretary, Official's Chair), Reid Yamamoto (MAGSA Rep), Lex Escondo (Official's Rep), Kenny Chew (Immediate Past General Chair), Dave Coleman, Makena Ginoza (Athlete Rep)

# I. Meeting Called to Order – 8:37am

- A. Announcements- none
- B. **Appointments** Jon asked for suggestions of a Risk Management Coordinator
- C. Consent Agenda Reviewing all documents. Please make sure you send the consent agendas to Secretary Sandy Drake. The Registration, Official's Chair, and Official's Rep reports were approved. Malcolm read reports submitted from Athlete, Age Group Chair, Finance, and Safe Sport. All reports were approved as submitted.

# II. Administrative Reports

A. **Secretary Minutes**- Reviewing last month's minutes, Jon asked about the different banks that are being proposed to use. Mike said they are waiting for response from the banks. Mike said Bobby Dugar is leaning towards First Hawaiian.

Minutes approved.

Past meeting minutes have been uploaded on a drive. The years uploaded are 2014-2017. Years 2006-2008 are in binders. Missing meeting minutes from 2009-2013. What would the BOD want done with the minutes in binders? Sandy will send what has been scanned to Malcolm for him to upload on a google drive.

- B. Treasurer Report- No report
- C. Membership/Registration Report- Consent Agenda

**D. NTV** – All meets have been uploaded to June 15, 2019. Jeff Meister sent in the ILH reports and are uploaded.

## III. Executive Chairperson Reports

- A. Administrative Vice Chair- Safety report that was received. Reminding everyone to submit it with the online report on USA Swimming website. Jon suggested sending out the link to the registrars and coaches. Sandy will also make sure all referees know of the link.

  Sandy spoke about MAAPP and bringing...... Jon wants to have something drawn up for clubs to say what can and can not be done. This would need to be sent to Abby Howard of USA Swimming Safe Sport for approval.
- B. Finance Vice Chair- Consent agenda
- C. **Senior Vice Chair** No report
- IV. Age Group Vice Chair- Consent Agenda Malcolm added that he posted JAGS.

## V. Board of Director Member Reports

- A. Coach Representatives- Senior Champs entries are due June 18<sup>th</sup>. To remind everyone at Age Group States Championships, there will be not much of concessions since Maui County does not allow for sale of food.
- B. Athlete Representatives- Consent Agenda and Makena reported that they need to start on Senior recognition. He was told there is a budget of \$1500 for it. They need to update the Junior Rep application. Voting will take place at the Age Group State meet on Maui. Malcolm asked if they've been telling athletes 18 & over to make sure they take the Athlete Protection Training by June 23<sup>rd</sup>.
- C. Official's Chair Consent Agenda
- D. Official's Rep Consent Agenda
- E. Technical Planning- No report
- F. At-Large Maui Representative- To remind everyone at Age Group States Championships, there will be not much of concessions since Maui County does not allow for sale of food. There will be a huge room in the community center with air conditioning for the athletes.
- **G.** Big Island At-Large Representative- The Kona pool should be open by late October, early November.
- **H.** Governance No report

#### VI. Old Business:

Rules & Regs and Policies & Procedures – Dave said it should be done by July.

#### VII. New Business:

Sandy spoke about USA Swimming BOD's proposal for new club registration.....

Jon spoke about the 12 & under tech suit band that will take affect September 1, 2020. Jon wants to propose we implement the ban on April 1, 2020. Tech suits are defined as not having any seams.

Motion for Hawaiian Swimming to have April 1, 2020 as the date to ban tech suits for 12 and under swimmers. Amended to change the date to September 1, 2019. Amended motion approved for September 1, 2019 for Hawaiian Swimming sanctioned meets to have a ban on tech suits for 12 and under swimmers.

Safe Sport MAAPP – as mentioned above, we will have something for clubs. The live date is June 23<sup>rd</sup> for MAAPP.

HHSAA had a meeting that will require coaches for 3 weeks after HHSAA Championships they cannot coach the swimmers. This also includes the first 3 weeks of school.

Jon suggests we (Hawaiian Swimming) ask for a waiver from HHSAA for USA Swimming coaches who coach high school to be allowed to coach. Jon, Malcolm, and Dave will work on submitting a waiver to HHSAA on behalf of Hawaiian Swimming coaches.

Eric said Jeff Meister informed him HHSAA Championships will most likely be February 14-15, 2020. Our Age Group State Meet is scheduled for February 20-23, 2020. Jon and Malcolm need to look if this date will impact our athletes.

Eric asked about Zones. Jon and talked with Joe Glenn and they are filling in the spots for the swimmers. Malcolm and Jon will be at the Zone meeting during the meet.

Gwenn said Concussion Training all expires 1 year after the training was taken. Gwenn will make a list for coaches and officials and send out. Gwenn will send a report to Sandy for the officials.

Junior Pan Pacs will be on Oahu August 2020. Malcolm, Sandy, and Joe Glenn are working with USA Swimming.

## VIII. Adjournment:

Adjourned at 11:32 am.

Respectfully submitted by Sandy Drake, Hawaiian Swimming Secretary



# **CONSENT AGENDA ITEM**

Issues Addressed (Pros & Cons)

Name of person submitting agenda Item: Gwenn Tomiyoshi
Committee Name/Member Position:
Registration Membership
X Committee/Member Report Committee/Member Proposal:  Narrative (Provide a brief summary of report/proposal)
Trainaire (Floride a brief summary of report proposar)
See attached (Year-Round Report and Month/Year Comparison Report)
USA Swimming now requires CPT certification to be renewed on or before 12 months the 12-month expiration date. The expiration date is 12 months after the complete date of the CPT certification. It will be each coach's responsibility to renew their CPT certification.

PROS	CONS
1)	1)
2)	2)
3)	3)
4)	4)
5)	5)

Additional Comments:

# **USA Swimming, Inc.**

6/11/2019 3:36:33 PM

# **Year to Date Registration Report**

LSC: HI Athlete

Athlete		2686
Athlete Flex		264
Athlete Season 1	*	64
Athlete Outreach		99
Total:		3113

	Non-Athlete	
Individual		368
Life		2
Total:		370
	Clubs	
Club		28
Organization		2
Total:		30

# REGISTRATION COMPARISON 2014\_2019\_rev

		Run-										
Months	2014	total	2015	total	2016	Total	2017	total	2018	total	2019	total
Sept	252	252	588	588	347	359	369	369	608	608	424	424
Oct	813	1065	775	1363	689	1065	531	900	543	1151	623	1047
Nov	407	1472	426	1789	420	1492	849	1749	404	1555	288	1335
Dec	771	2243	602	2391	753	2247	707	2456	671	2226	880	2215
Jan	331	2574	304	2695	320	2569	278	2734	210	2436	262	2477
Feb	184	2758	222	2917	253	2828	132	2866	239	2675	172	2649
March	93	2851	68	2985	141	2978	149	3015	125	2800	77	2726
April	97	2948	68	3053	92	3078	67	3082	127	2927	56	2782
May	115	3063	167	3220	89	3167	102	3184	46	2973	119	2901
June	138	3201	143	3363	99	3272	97	3281	113	3086		
July	68	3269	75	3438	48	3323	25	3306	42	3128		
August	27	0	83	3521	11	3334	34	3340	32	3160		
Total	3296	3269	3521	3521	3262	3341	3340	3343	3160	3160		

# Official's Chair Report

Hawaiian Swimming BOD
August 25, 2019
Submitted by Sandy Drake, Official's Committee Chair

- Senior Championships We had a total of 30 officials at the meet. I did
  evaluations for 2. The first session had very few officials. It's difficult when it's
  on a weekday. We were able to get by, but it was at the bear minimum. The
  meet went well. During the meet, I presented Marcelle Arakaki with the Official's
  Excellence Award. This award is voted upon by the National Official's
  Committee. Only 6 of these are presented each year. She was completely
  surprised!
- Age Group Championships There were a total of 42 officials who worked the meet. There were 9 evaluations given with all advancing to various certifications.
   I'd like to thank Dar Gerber for her excellent work as the meet referee. I'd also like to thank Eugene Drzymala for attending to our evaluator, Don Houghardy.

- Junior Age Group Championships There were 20 officials who attended this 2-session event. It was the first time Stephanie Monahan was the Meet Referee.
- Age Group Zones Bobby Dugar attended this meet and received a very good evaluation for Chief Judge. Amanda Wilson also attended the meet. It is my hope that next year, we get more Hawaiian Officials attending Zones.
- Futures Lex Escondo attended his first Futures meet. He received his recertification for N3 Stroke & Turn. Hawaiian Swimming should be proud of how well he represented us.
- Referee Workshop Will be held in Tampa, Florida October 4-5. I have asked Stephanie Monahan to attend.
- Swim Kauai has asked for an AO to attend their meet on October 5<sup>th</sup>. They have one certified AO and she will not be on island. They've asked if Saint Marie could attend. I'll leave it up to the BOD if we want to fund the flight for an AO to be at this meet.
- Attached is the current Official's Quota list including names, meets, and sessions worked for all clubs. Please let me know if there are any questions.
- As always, we are always in need of officials. I ask teams to look at their parents who have 11-12-year olds. Get them involved in becoming an official. On the website is a document explaining 'How to Become an Official' that you can send to them.
- All-island Referee clinic—Looking at dates, I would like to do one either November 30 or December 1. I will need a room where I can use a projector. Should this be on Oahu? Maui? There are 23 referees with 1 retiring and 1 moving making it 21.
- Need to place an order for nametags. Need island reps to give me names. I'd also like to make sure at one of our State meets we have meet shirts for officials. Budget item?

# Official's Quota

Page I of	23	Officials T	racking - Offic	cials Par	ticipati	on I	≡valuat	ion Re	eport	
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		birdsalloh	ana@gmail.com						
Honda, Dean S.K.	HI/ASC	REG:	###	0	0	2	ST	1	2
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		APT:	###						
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		dskh55@	hotmail.com						
Robertson, Laura Katherine	HI/ASC	REG:	###	7	0	7	ST	7	19
		BGC:	###						
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		laura.robe	ertson26@gmail.com						
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		rscarth1@	gmail.com						
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		jawsaqua	tics@yahoo.com						
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		michelle@ko	ohanasoap.com								
Barrot, Juan Antonio	HI/AUL	REG:	###	0		0	2	ST		1	1
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		APT:	###								
		juan.barrot@	me.com								
Canevari, Brian David	HI/AUL	REG:	###	0		0	5	ST		4	8
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APT: ### marcelle808@gmail.com			BCC:	###								
MR												
Camacho, Mac HI/HSC REG: ### 1 0 2 ST 2 2  BGC: ### APT: ### 3 0 6 ST 4 8  BGC: ### 3 0 6 ST 4 8  BGC: ### APT: ### APT: ###												
Camacho, Mac			marceneou	b@gmaii.com								
Camacho, Mac											-	
Camacho, Mac												
APT: ### dramachoent@yahoo.com  Ginoza, Kim Emiko  HI/HSC  REG: ### APT: ### humuhumu@hotmail.com  BGC: ### APT: ### humuhomu@hotmail.com  BGC: ### APT: ### comp68@gmail.com  Kane, Dain P  HI/HSC  REG: ### APT:	Camacho, Mac	HI/HSC	REG:	###	1		0	2				
APT: ### dramachoent @yahoo.com  REG: ### 3 0 6 ST 4 8  BGC: ### humuhumu@hotmail.com  Johnson, Chuck HI/HSC REG: ### 0 0 0 4 ST 4 9  BGC: ### APT: ### comp68@gmail.com  Kane, Dain P HI/HSC REG: ### 0 0 0 3 GO 2 4  BGC: ### APT: ### comp68@gmail.com  King, Brian Christopher HI/HSC REG: ### 0 0 0 6 ST 6 8  BGC: ### APT: ### APT: ### APT: ###  APT: ###  APT: ###  BGC: ### 0 0 0 6 ST 6 8  BGC: ### APT: ###  APT: ###  APT: ###  BGC: ### 0 0 0 6 ST 6 8  BGC: ### APT: ###  APT: ###  BGC: ### 0 0 0 6 ST 6 8  BGC: ### 0 0 0 6 ST 6 ST 6 8  BGC: ### 0 0 0 6 ST 6 ST 6 8  BGC: ### 0 0 0 6 ST 6 ST 6 8  BGC: ### 0 0 0 6 ST 6 ST 6 8  BGC: ### 0 0 0 6 ST 6 ST 6 8  BGC: ### 0 0 0 6 ST 6 ST 6 ST 6 ST 6 ST 6 ST 6 S			BGC:	###								
Clinoza, Kim Emiko												
Sinoza, Kim Emiko												
APT: ###   humuhumu@hotmail.com   BGC: ###   0 0 4 ST 4 9	Ginoza, Kim Emiko	HI/HSC		· ·	3		0	6	ST		4	8
APT: ###   humuhumu@hotmail.com   HI/HSC			BGC:	###					XS		1	2
Numuhumu@hotmail.com												
BGC: ###												
APT: ### cnmp68@gmail.com  Kane, Dain P HI/HSC REG: ### 0 0 0 3 GO 2 4  BGC: ### APT: ### dainkane@yahoo.com  King, Brian Christopher HI/HSC REG: ### 0 0 6 ST 6 8  BGC: ### APT: ### briancking40@gmail.com  McNabb, Myla Orendain HI/HSC REG: ### 2 0 15 ST 12 26  BGC: ### APT: ### briancking40@gmail.com  McNabb, Myla Orendain HI/HSC REG: ### 2 0 15 ST 12 26  BGC: ### 2 0 15 ST 12 26  BGC: ### 3 SR 1 1  APT: ### APT:	Johnson, Chuck	HI/HSC	REG:	###	0		0	4	ST		4	9
APT: ###			BGC:	###								
Comp68@gmail.com   Comp68@gmai												
Kane, Dain P HI/HSC REG: ### 0 0 3 GO 2 4  BGC: ### APT: ### dainkane@yahoo.com  King, Brian Christopher HI/HSC REG: ### 0 0 6 ST 6 8  BGC: ### 0 0 6 ST 6 8  BGC: ### APT: ### briancking40@gmail.com  McNabb, Myla Orendain HI/HSC REG: ### 2 0 15 ST 12 26  BGC: ### 2 0 15 ST 12 26  BGC: ### XS 1 1 APT: ### APT: ### XS 1 2 APR: ### GO 1 3 SOO 2 4  History: 09/01/2018 - 08/21/2												
BGC: ###	Kane, Dain P	HI/HSC			0		0	3	GO		2	4
APT: ###	,								ΔNI		1	4
Companies   Comp									AIN		ı	4
King, Brian Christopher       HI/HSC       REG:       ###       0       0       6       ST       6       8         BGC:       ###       APT:       ###       BGC:       ###       BGC:       ###       BGC:       ###       BGC:       BGC:       ###       BGC:       BGC: <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>												
BGC: ###   BGC: ###   BGC: ###   BGC: ###   BFT: ###	King Brian Christopher	HI/HSC			0		0	6	ST		6	8
APT: ### briancking40@gmail.com  McNabb, Myla Orendain HI/HSC REG: ### 2 0 15 ST 12 26  BGC: ### SR 1 1  APT: ###  BGC: ###  APT: ###  APT: ###  APT: ###  APT: ###  APT: ###  BGC: ###  APT: ###  BGC: ###  APT: ###  A	ang, Bhan ormotophor	111/1100			ŭ		Ů	Ü				
McNabb, Myla Orendain									GO		1	3
McNabb, Myla Orendain												
BGC: ### SR 1 1 1 APT: ### XS 1 2 APR: ### GO 1 3 mylamcnabb@gmail.com  Page 8 of 25 Officials Tracking - Officials Participation Evaluation Report 2019 Official's Quota  History: 09/01/2018 - 08/21/2		111/1100					•	4.5	O.T.		40	00
Page 8 of 25 Officials Tracking - Officials Participation Evaluation Report 2019 Official's Quota  APT: ### XS 1 2 APR: ### GO 1 3 mylamcnabb@gmail.com  Officials Tracking - Officials Participation Evaluation Report History: 09/01/2018 - 08/21/2	McNabb, Myla Orendain	HI/HSC	REG:	###	2		0	15	SI		12	26
Page 8 of 25 Officials Tracking - Officials Participation Evaluation Report 2019 Official's Quota  APR: ### GO 1 3 mylamcnabb@gmail.com Officials Tracking - Officials Participation Evaluation Report History: 09/01/2018 - 08/21/2				###							1	1
mylamcnabb@gmail.com  Page 8 of 25 Officials Tracking - Officials Participation Evaluation Report 2019 Official's Quota History: 09/01/2018 - 08/21/2				###							1	
Page 8 of 25 Officials Tracking - Officials Participation Evaluation Report 2019 Official's Quota History: 09/01/2018 - 08/21/2									GO		1	3
2019 Official's Quota Evaluation Teport  History: 09/01/2018 - 08/21/2			-	=								
2019 Official's Quota History: 09/01/2018 - 08/21/2	Page 8 of 25	5	<b>Officials</b>	Tracking - Off	icials Par	ticipati	on E	Evaluat	ion Re	eport		
100/ Par Franck Learn Total Marks Back Marks Cons	20		Quota	_		-				-	2018	- 08/21/201

Official	LSC / Club	Req. Exp. / Email		Learn Activ.	Teach Activ.		Meets Worked	Posi- tion	Meets Wrked		Sess. Wrked
Nonaka, Tomoko	HI/HSC	REG:	###	3		0	13	ST		12	22
Shimamira											
		BGC:	###								
		APT:	###								
		nswell@haw	raiiantel.net								
Orr, Walt	HI/HSC	REG:	###	0		0	12	ST		10	14
		BGC:	###					CJ		3	4
		APT:	###					XJ		1	2
		manapua22	@hawaii.rr.com					GO		2	8
		manapua22	@hawaii.rr.com					GO		2	8

Pellettieri, Robert V	HI/HSC	REG:	###	3	0	14	ST	13	27	
		BGC:	###				CJ	1	1	
		APT:	###				SR	1	1	
		ghostinah	ouse@gmail.com							
Yonemura, Lloyd M	HI/HSC	REG:	###	0	0	8	GO	4	16	
		BGC:	###				AN	4	17	
		APT:	###							
		flash.anno	ouncer@gmail.com							
Zane, Craig Palani	HI/HSC	REG:	###	1	0	5	ST	4	6	
		BGC:	###							
		APT:	###							
		craigzane	15@gmail.com							
Campbell, Pinky	HI/IA	REG:	###	4	0	16	ST	7	15	
		BGC:	###				SR	6	9	
		APT:	###				DR	3	3	
		APR:	###				XR	3	5	
		pinkynkea	anna@yahoo.com							
Davis, Rachel J	HI/IA	REG:	###	7	0	14	ST	13	26	
		BGC:	###							
		APT:	###							
		aquapulco	@hawaii.rr.com							
De Aguiar, Anuschka Van Der Spek	HI/IA	REG:	###	4	0	17	ST	5	11	
- or op on		BGC:	###				CJ	2	2	
		APT:	###				SR	2	2	
		APR:	###				DR	11	16	
		scubrazil	@hotmail.com							
Page 9 of 25		Officials	Tracking - C	fficials Participa	ation Fv	aluat	ion Report			

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2	2019 Official's	Quota							History: 09/01/2018	- 08/21/2019
	LSC/	Req. Exp. /		Learn	Teach		Meets	Posi-	Meets	Sess.
Official	Club	Email		Activ.	Activ.		Worked	tion	Wrked	Wrked
Horwitz, Cory	HI/IA	REG:	###	0		0	4	ST	1	2
		BGC:	###					XJ	3	3
		APT:	###	·						
		corymhorowi	itz@yahoo.com							
Starmer, John Andrew	HI/IA	REG:	###	1		0	7	ST	4	5
		BGC:	###					CJ	1	3
		APT:	###					SR	1	1
		john@johnst	armer.com					XJ	2	3
Takeda, Darryl James	HI/IA	REG:	###	5		0	16	ST	14	21
								CJ	1	4
		BGC:	###					SR	1	1
		APT:	###					XS	1	1
		djtakeda@gr	mail.com					XC	1	1
Andaya, Bryan P	HI/IOL	REG:	###	1		0	15	ST	8	15
		BGC:	###					CJ	1	1
		APT:	###					SR	9	18
		APR:	###					XS	1	2
		bpandaya@ı	netscape.net							
Nishikawa, Ruthie	HI/IOL	REG:	###	0		0	14	ST	12	17
		BGC:	###					CJ	1	2
		APT:	###					XS	1	1
		APR:	###					XC	1	2

		rwongnish@l	hawaiiantel.net								
Wilson, Amanda	HI/IOL	REG:	###	3		0	17	ST		10	23
		BGC:	###					CJ		5	6
		APT:	###					SR		3	5
		APR:	###					XC		2	3
			4u@gmail.com							_	-
Yoshida, Donna	HI/IOL	REG:	###	1		0	6	ST		6	9
,											
		BGC: APT:	### ###								
		APT: APR:	###								
Page 10 of 25	,	kdkdy2001@				_					
ů .			racking - C	Officials Par	ticipati	on E	valuat	ion R			
20	19 Official's ( LSC /	Quota Req. Exp. /		Learn	Teach		Meets	Posi-	History: 09/0 Meets	1/2018	- 08/21/2019 Sess.
Official	Club	Email		Activ.	Activ.		Worked	tion	Wrked		Wrked
Yoshiyama, Chris	HI/IOL	REG:	###	0		0	9	ST		8	11
		BGC:	###					AN		1	1
		APT:	###					AIN		'	Į.
			ma@gmail.com								
Ascino, Dustie'Lee	HI/KONA	REG:	###	0		0	5	XT		4	10
Additio, Buotic Lee	111/1014/1					Ů				-	
		BGC:	###					TJ		1	4
		APT:	###				<u> </u>				
		dustielee01@									
Cornforth, Colin James	HI/KONA	REG:	###	1		0	3	ST		1	4
		BGC:	###					CJ		1	2
		APT:	###								
		APR:	###								
		colincornforth	n@yahoo.com								
Oka, Keolalani Tyson	HI/KONA	REG:	###	0		0	0	-			
		BGC:									
		APT:									
		keolaoka2@	gmail.com								
Swan, Joyce	HI/KONA	REG:	###	0		0	0	-			
		BGC: APT:	###								
		babycody@g	ımail com								
Kawamura, Peter A	HI/KSA	REG:	###	0		0	1	XJ		1	1
Nawamura, i eter A	TII/NOA			O		U	'	ΛJ		'	'
		BGC:	###								
		APT:	###								
		APR:	###								
			ura@gmail.com	_		_	_				
Robins, Hoku	HI/KSA	REG:	###	0		0	0	-			
		BGC:	###								
		APT:									
		hr3bugs@gm	nail.com								
Conover, Connie	HI/KSC	REG:	###	3		0	8	ST		5	10
		BGC:	###					CJ		4	14
		ADT.	### ###					00		4	1 -7

Constance.j.conover@gmail.com

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APT:

2019 Official's Quota History: 09/01/2018 - 08/21/2019 Meets Sess. Posi-LSC/ Req. Exp. / Teach Meets Learn Club Email Activ. Activ. Worked tion Wrked Wrked Official

GO

3

Davis, Courtney Jean	HI/KSC	REG:	###	0	0	14	ST	13	28	
		BGC:	###				SR	1	1	
		APT:	###				XS	1	2	
		APR:	###							
			davis808@me.com							
Drzymala, Eugene	HI/KSC	REG:	###	3	3	36	ST	8	16	
William							CJ	13	27	
		BGC:	###				SR	4	6	
		APT:	###				DR	6	15	
		waokanal	ka1@twc.com				AR	1	2	
							MR	9	25	
							YA	1	1	
Escondo, Lex	HI/KSC	REG:	###	4	0	25	AN ST	1 9	2 20	1
Escondo, Lex	HI/NOC	REG.	###	4	U	25				'
		500					CJ	11	18	
		BGC:	###				SR	2	3	
		APT:	###				DR	5	11	
		APR:	###				MR	1	2	
		alexie321	5@gmail.com				XM	1	2	
		550					XT	1	1	
Fujiwara, Jan K	HI/KSC	REG:	###	0	0	9	XJ	2	2	
							YA	1	2	
		BGC:	###				XT	2	2	
		APT:	###				GO	2	10	
		APR:	###				CC	2	8	
		jan.fujiwa	ra@gmail.com							
Gough, Saint-Marie J	HI/KSC	REG:	###	1	1	29	ST	9	17	
							AR	3	14	
		BGC:	###				AO	12	26	
		APT:	###				XJ	1	1	
		splendid_	splenda@yahoo.com				XC	1	1	
							GO	1	1	
							TR	1	2	
				,			CC	1	7	
							TJ	1	6	
Page 12 of 2	5	Officials	Tue elsies Offici	ala Dantie's		-l4	CO	2	3	

Page 12 of 25 Officials Tracking - Officials Participation Evaluation Report 2019 Official's Quota

	2019 Official's	Quota							History: 09/01/2018	- 08/21/2019
	LSC/	Req. Exp. /		Learn	Teach		Meets	Posi-	Meets	Sess.
Official	Club	Email		Activ.	Activ.	_	Worked	tion	Wrked	Wrked
Hioki, David	HI/KSC	REG:	###	3		0	21	ST	9	17
								CJ	2	2
		BGC:	###					SR	10	23
		APT:	###					XS	2	2
		APR:	###					MD	1	1
		davidhioki@	yahoo.com							
Kealoha, Jamie Lyn	HI/KSC	REG:	###	0		0	18	YA	1	1
		BGC:	###					СО	2	2
		APT:	###					TO	16	18
		APR:	###							
		jamie.kealoh	na@dfs.com							
Kealoha, Walter K	HI/KSC	REG:	###	0		0	0	-		
		BGC:	###							
		APT:	###							
		jamie.kealoh	na@dfs.com							
Kodama, Wade K	HI/KSC	REG:	###	0		0	2	ST	2	3

		BGC:	###								
		APT:	### a@hawaii.rr.com								
Leften Bert Develop	HI/KSC	REG:	###	2		0	10	ST		10	24
Lofton, Bart Douglas	HI/KSC	REG:	###	3		0	10	51		10	21
		BGC:	###					XJ		2	2
		APT:	###					XC		1	1
		bart_lofton@	-								
Ming, Kristie Kiyomi	HI/KSC	REG:	###	0		0	8	CO		6	9
		BGC:	###					TI		2	2
		APT:	###								
		APR:	###								
		kristiekm@ha	awaii.rr.com								
Monahan, Stephanie Ann	HI/KSC	REG:	###	2		0	27	ST		3	3
								SR		2	3
		BGC:	###					DR		4	7
		APT:	###					AR		4	24
		samonahan1	7@gmail.com					AO		8	19
								MR		7	8
Page 13 of 25		Officials T	racking - 0	Officials Par	ticipat	tion E	valuati	ion F	Report		
201	19 Official's		•		•				History: 09/01	/2018	- 08/21/2019
	LSC/	Req. Exp. /		Learn	Teach		Meets	Posi-	Meets		Sess.
Official	Club	<b>Email</b> REG:	шшш	Activ.	Activ.	0	Worked 21	tion	Wrked	21	Wrked
Mucciarone, James	HI/KSC	REG:	###	2		0	21	ST		21	36
		BGC:	###								
		APT:	###								
		jamesmuccia	arone@yahoo.co	m							
Patterson, Pat	HI/KSC	REG:	###	0		0	0	-			
		BGC:	###								
		APT:	###								
		patpat@haw	aii.rr.com								
Robinson, Christopher	HI/KSC	REG:	###	0		0	3	ST		3	6
Richard											
		BGC:	###								
		APT:	###								
		APR:	###								
		defendo@yn									
Ruelas, Manuel	HI/KSC	REG:	###	0		0	0	-			
		BGC:									
		APT:									
		mruelas3@a	ol.com								
Saunders, Ward Douglas	HI/KSC	REG:	###	2		0	9	ST		9	18
		BGC:	###								
		APT:	###								
			rs@hawaii.rr.com	1							
Sawai, Gary R	HI/KSC	REG:	###			0	2	MD		2	10
				-			_			_	
		BGC:	###								
		APT:	###								
O' DI' N	111/1/200	gsawai808@				0	47	O.T.			0
Sawai, Pauline N	HI/KSC	REG:	###	1		0	17	ST		4	8
		B.C						CJ		1	1
		BGC:	###					SR		4	9
		APT:	###					DR		4	11
		paulinesawa	ı@gmail.com					AR		2	3
								MR		4	9

Story, Michael HI/KSC REG: ### 0 0 2 ST 2 9

BGC: ###
APT: ###
mililanistory@gmail.com

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2	019 Official's	Quota	racking - Omi		•				History: 09/01	/2018	- 08/21/2019
	LSC/	Req. Exp. /		Learn	Teach		Meets	Posi-	Meets		Sess.
Official	Club	Email		Activ.	Activ.	_	Worked	tion	Wrked		Wrked
Terada, Kara Erin Fumi	HI/KSC	REG:	###	0		0	3	TJ		1	2
		BGC:	###					CO		2	2
		APT:	###					TO		1	1
		tnkterada@a	ol.com								
Cherry, Mindi	HI/LAH	REG:	###	2		0	10	ST		9	17
		BGC:	###								
		APT:	###								
		mindicherry1									
Merrill, Alexis	HI/LAH	REG:	###	1		0	7	ST		6	8
MEIIII, AIEXIS	III/LAII	KLG.	###			U		31		O	O
		BGC:	###								
		APT:	###								
		alexismerrill@	gmail.com								
Pope, Paula G	HI/LAH	REG:	###	0		0	0	-			
		BGC:	###								
		APT:									
		popepaula2@	gmail.com								
Richmond, Dawna L	HI/LAH	REG:	###	0		0	10	ST		2	5
•		DOC.									0
		BGC:	###					CJ		1	2
		APT:	###					SR		4	5
14 <i>l'</i> - 1	111/1 011		ond@gmail.com	0		0	45	DR		4	4
Wintermeyer, Dave	HI/LAH	REG:	###	0		0	15	AO		2	4
		BGC:	###					TJ		1	2
		APT:	###					CO		2	5
		dwintermeyer	@yahoo.com					TO		9	20
Yip, Lucille N	HI/LAH	REG:	###	0		0	7	CC		6	11
		BGC:	###								
		APT:	###								
		lucilleyip@gn									
Coleman, David L	HI/MAN	REG:	###	5		4	10	ST		2	4
Coloman, David E	THIIINIA	NEO.	11111	3		7	10				
		DOC.						SR		3	5
		BGC:	###					DR		3	5
		APT:	###					AO		1	2
		dcoleman@c	haminade.edu					EV		1	7
Page 15 of 2	5	Officials T	naakina Offi	alala Da	41-1	F	-,,,,,,,,,,,,	TR		2	4
•			racking - Offi	ciais Par	ticipati	on t	=vaiuat	ion Ke	-		
2	019 Official's	Quota		_	Tanah			Daa:	History: 09/01	/2018	- 08/21/2019

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2	019 Official's	Quota							History: 09/0	1/2018	- 08/21/2019
	LSC/	Req. Exp. /		Learn	Teach		Meets	Posi-	Meets		Sess.
Official	Club	Email		Activ.	Activ.		Worked	tion	Wrked		Wrked
Hamamoto, Randy	HI/MAN	REG:	###	0		0	6	MD		1	4
		BGC:	###					СО		1	1
		APT:	###					TO		4	7
		rchamamoto	@aol.com								
Higa, Denny Sadaharu	HI/MAN	REG:	###	0		0	2	CC		2	6
		BGC:	###								
		APT:	###								

<b>Official</b> Lopes, Laurie Brooks	2019 Official's LSC / Club HI/MAUI	Req. Exp. / Email REG:	###	Learn Activ.	Teach Activ.		eets orked	Posi- tion	History: 09/01/20 <sup>-</sup> Meets Wrked		08/21/20 Sess. Wrked
Page 16 of			Fracking -	Officials Par	ticipatio	n Ev	aluat	ion R			
		sgunderson(	074@yahoo.con	n							
		BGC: APT:	### ###					SR		1	1
Gunderson, Shirlyn	HI/MAUI	REG:	###	2		0	9	ST		7	16
		APT: ecalaro3@g						0.7		_	10
		BGC:	###					SR		1	1
Castillo, Edna Damo	HI/MAUI	jw_hi@hotm REG:	ail.com ###	4		0	16	ST	1.	4	26
		BGC: APT:	### ###					MD		1	4
Wong, Jon Yuen-Yau	HI/MAN	APT:	ter@mac.com ###	0		0	19	GO	1.	8	33
Winter, Kim	HI/MAN	BGC: APT: phill_taylor76 REG: BGC:	8@gmail.com ###	0		0	0	-			
Taylor, Phillip David	HI/MAN	BGC: APT: kimoh88@h REG:	### ### otmail.com ###	0		0	0	-			
Oh, Kim	HI/MAN	higad005@y REG:	/ahoo.com ###	0		0	5	ST		5	11

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Romero, Cecelia E	HI/MAUI	REG:	###	0		0	16	CC	16	33
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sugimoto, Jill Mikiko	HI/MAUI	REG:	###	0		0	14	CC	14	30
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Riemenschneider, Jenny	HI/MDSC	REG: ###	5	0	10	ST	9	15
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		jennye129@aol.com	1					
Sinnott, Toni	HI/MDSC	REG: ###		0	21	AO	18	30
Omnott, Tom	111/11/12/20				-1			
		BGC: ###				CO	1	7
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		tonisinnott@aol.com						
Kurisu, Reina Masako	HI/MOKI	REG: ###	0	0	0	-		
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Malara Izdad	111/11/01/21	rdkurisu@gmail.com		0	4	4.0	4	0
Moises, Kristi	HI/MOKI	REG: ###	0	0	1	AO	1	2
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		APT: ###						
		ksasato@yahoo.con	n					
Howell, Evan Aubrey	HI/PAQ	REG: ###	0	0	0	-		
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		rofreason@gmail.co						
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		BGC: ###				AN	8	18
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		llileikis@yahoo.com						
Nakamura, Hanna	HI/PAQ	REG: ###	0	0	8	GO	1	1
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Watts, Ken	HI/PAQ	kamaki77@gn		2	0	11	ST	8	9
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Sills, Kris	HI/PAQ	ksaulez@live.	### co.za ###	0	0	1	ST	1	2
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Saulez, Katie	HI/PAQ	APR: john.nitao@gn	###	0	0	0			
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Nitao, John Shinichi	HI/PAQ	APT: APR: dtnatori@gma	### ### il.com ###	0	0	2	ST	2	3
Natori, Darrell Tamotsu	HI/PAQ	APT: APR: poppi8282@g	### ###	0	0	0		2	3
		BGC:	###				CJ	2	3

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Dolan, Linda M	HI/PCA	REG:	###	0		0	10	ST		7	8
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		ldolan001@	gmail.com								
Iwamoto, Andrea T	HI/PCA	REG:	###	0		0	15	AO		5	10
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		pca.registra	r@gmail.com					TO		3	7
Kim, Michelle Shizu	HI/PCA	REG:	###	0		0	1	XT		1	1
		BGC:	###								
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		svtwhom@y	yahoo.com								
Okuma, Jennifer Terumi	HI/PCA	REG:	###	2		0	5	ST		3	4
		BGC:	###					DR		1	2
		APT:	###								
		jenni.okuma	a@gmail.com								

Otaka, Dean Kazuyoshi	HI/PCA	REG:	###	0	0	13	ST	9	10
		BGC:	###				CJ	4	5
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		deankazu	yoshi@gmail.com						
Aparicio-Bill, Charo	HI/PHIN	REG:	###	0	0	9	AO	2	6
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		APT:	###				TJ	3	6
		charoapa	ricio1@msn.com				CO	2	4
Rose, Carolann W	HI/PHIN	REG:	###	3	0	10	ST	8	20
		BGC:	###				TR	1	2
		APT:	###						
		micgecko	s@aol.com						
Adams, Jeff	HI/SKA	REG:	###	0	0	2	ST	2	4
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		givetojeff	@gmail.com						
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		BGC:	###				DR	1	2
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Goodrich Maier, Tim	HI/SKA	REG:	###	0	0	1	ST	1	2
		BGC:	###						
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		goodrichl001	@hawaii.rr.com						
Harjo, David L	HI/SKA	REG:	###	0	0	0	-		
		BGC:	###						
		APT:	###						
		dharjo888@g	gmail.com						
Hoesel, Chris	HI/SKA	REG:	###	1	1	7	ST	2	4
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		APT:	###				DR	2	4
			@hotmail.com						
Hoesel, Missy	HI/SKA	REG:	###	1	0	5	YA	1	2
		BGC:	###				TO	4	10
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		missyhoesel	2@gmail.com						
Ibanez, Aileen Valera	HI/SKA	REG:	###	0	0	1	SR	1	2
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		aileenibanez	@msn.com						
Inouye, John Hiroshi	HI/SKA	REG:	###	2	0	1	XJ	1	2
		BGC:	###						
		APT:	###						
		jinouye87@g	gmail.com						
Kaeo, Chanel Piilani	HI/SKA	REG:	###	0	0	0	-		

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cpkaeo@gmail.com

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Littlefield, Kathleen M	HI/SKA	REG:	###	0		0	5	ST		5	10
		BGC:	###								
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		kathleenlittle	fieldnz@gmail.co	m							
Nishimura, Stacie Emiko	HI/SKA	REG:	###	0		0	0	-			
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Darraira Karan T.M	HI/SKA		95@gmail.com	2		Ó	7	A D		2	4
Perreira, Karen T.M.	II/SKA	REG:	###	2		U	7	AR		2	4
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		karenperreira	a@gmail.com						*		
Pratt, Robin Thomson	HI/SKA	REG:	###	0		0	1	ST		1	4
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		rtpratt@iclou									
Rockwell, Brad William	HI/SKA	REG:	###	0		0	5	ST		5	12
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Splittstoesser, Lisa	HI/SKA	REG:	###	0		0	0	-			
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		lsplitts@yah									
Wigent, Shannon	HI/SKA	REG:	###	0		0	7	ST		1	2
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		swigent@gm									
Chang, Bonita Y.M.	HI/SPL	REG:	###	0		0	12	AO		1	1
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		bonita.y.cha	ng@gmail.com					CO		4	7
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		APT:	###				TJ	3	6
		rene.i@e	e3.com				CO	6	10
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Iwamura, Russell K	HI/SPL	REG:	###	6	0	25	ST	5	9
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		APT:	###				DR	13	33
		russelliwa	mura@hawaii.rr.com				MR	3	6
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Lee, Jan	HI/SPL	REG:	###	0	0	17	TJ	1	2
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Nakama, Becky Akemi	HI/SPL	REG:	###	0	0	0	-		
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		nakamaw	002@hawaii.rr.com						
Guevara, Marianne T	HI/SUNA	REG:	###	0	0	22	AO	6	7
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		dkmarchant	@yahoo.com							
Gerber, Dar	HI/UN	REG:	###	2	6	13	CJ		3	6
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		APT:	###				MR		5	20
		princesskuk	ai@yahoo.com				TR		2	4
Gerber, Randall G	HI/UN	REG:	###	1	1	8	ST		1	1
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	*	gerberr004@	hawaii.rr.com				TR		1	4
Giangarra, James Benedict	HI/UN	REG:	###	0	0	0	-			
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		giangarrajan	nes@gmail.com							
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	susankmg@gmail.com					
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Kuwaye, Iris HI/WAC	REG: ###	2	0	3 ST	1	1
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	irisk@hawaiiantel.net					
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rimoto@hawaii.rr.com

# Age group vice chair report- 08/25/19

- 1. Age Group Championships Update
- a) Originally scheduled for Kona (02/20-02/23)
- b) Request: Move age group championships to UH Manoa

Reasons:

- 1) Kona pool currently shut down and expected to open in October at the earliest
- 2) Safety issues regarding the Kona blocks. The blocks in Kona are improperly set and the concrete is cracking around them making them unstable
- 2. Request for JAGs changes
  - a) The Oahu Swim League has requested to move JAG's to 2 weeks before Age Group Champs in both February (Short Course) and July (Long Course)
  - b) 10:00 AM start time both days (currently Sunday starts at 11:00 AM
- 3. Officials Request
  - a) What is the standard heat interval that should be used at championship meets?
- 4. Time standards
  - a) For the first time in recent memory we will be easing some of the 10-under and 11/12-time standards
  - b) This is due to decreased participation numbers in the younger age groups



Consultants to Charitable Organizations, Foundations & Philanthropists

3303 Kamaaina Drive, Honolulu, Hawaii 96817 (808) 735-7022 Email: bshain@theshaingroup.com

August 16, 2019

**CONFIDENTIAL** 

Mr. Michael Osborne Vice-Chair, Finance Hawaiian Swimming 78-625 Ihilani Place Kailua-Kona, HI 96740

Re: Proposal for Fundraising Consultation

Dear Mr. Osborne:

It was nice conversing with you and Eugene Dryzmala yesterday. Thank you for your time, commitment and candor. I learned much about Hawaiian Swimming in a short time. I truly

enjoyed our conversation and left with a feeling that I had just scratched the surface of the organization and the two of you. From my side, it would be an honor to work with you on promoting the mission and furthering the vision.

It is a great thing you do creating swimmers, but as your brochure so clearly states...it is much more than that. Self-Awareness, Responsibility, Leadership and Teamwork...all together make it successful. At times these are extremely hard to foster without settings such as sports.

This being said, and pursuant to our discussions today, The Shain Group, Inc. (hereinafter "TSG") is pleased to present the following proposal to Hawaiian Swimming (hereinafter "HS") for the development of a Fundraising and Marketing Plan, and implementation of a comprehensive financial campaign preceded by a brief period of "Campaign Readiness." Also included is a possible Planned Giving & Endowment campaign as a separate phase of the overall fundraising plan.

During our initial conversation you mentioned clubs on every island. Our suggestion is that as the campaigns for HS succeed, perhaps we could share what we learned with the other clubs.

The services listed below represent a total comprehensive fundraising effort that we can provide based on a 24 to 36-month time horizon. This initial Consulting Agreement will cover the Plan and Campaign Readiness for a period of approximately 120 days. In the event that HS wishes to continue with TSG and extend its services past the first four months, an Addendum to the contract will be prepared and executed and will stipulate additional deliverables to be accomplished during the renewal period.

# PHASE I: FUNDRAISING /MARKETING PLAN AND CAMPAIGN READINESS

Development of a detailed Fundraising and Strategic Marketing Plan that will include, but not be limited to, the following:

# A. <u>Content – Fundraising and Marketing Plan</u>

What follows are the basic elements of our approach to the proposed fundraising plan. Undoubtedly, there will be additions and/or changes once we enter the process. The Plan will measure the possibilities and develop strategies for not only Annual, Capacity Building and Capital Campaigns, but also Planned Giving & Endowment.

- 1. Analysis of Human Resources lay leadership, staffing requirements, and human resources recommendations.
- 2. Aggregate Prospect Areas determining the sources of funding for HS and identifying the marketing pockets for individual and institutional giving to the organization.

- 3. Detailed Calendar setting out a timetable of tasks and goals to achieve the quantifiable results set out in this Fundraising and Marketing Plan.
- 4. Quantification of the Campaign
  - 1. By aggregate prospect areas
  - 2. Through a Gift Table that will emphasize the size and quantity of gifts needed to achieve full campaign results.
- 5. Total Financial Resource Development combining all fundraising components into an integrated process to maximize the gift from each prospect source.
- 6. Structure of the Campaign how to set up the most efficient and effective human resource components.
- 7. Collateral Materials to support the Campaign recommending the best campaign materials (brochures, direct mail pieces, etc.) to supplement the campaign and to generate interest in giving among the broadest market of prospects and with the enthusiastic support of professional advisors.
- 8. Short-term Priorities and Tasks prioritizing the tasks in the timetable to determine the sequence in which they will be initiated and completed.
- 9. Mass-based Community involvement recommending ways to engage the broadest segment of the community in the campaign to maximize participation from the perspectives of total funds raised and total contributors.
- 10. Goals for the Campaign quantifying the financial goals for the campaign, the long-term strategies that will allow this financial campaign to facilitate ongoing capital, as well as other fundraising campaigns for the organization that may arise in the future.
- 11. Marketing– determining marketing strategies for the organization, both internal and external.
  - 12. Roles and Responsibilities recommending specific roles and duties for both lay leadership and professional staff to ensure that the campaign will be carried out in the most efficient manner.

#### **B.** Campaign Readiness

- 1. Finalizing the strategic fundraising plan and having it appropriately adopted.
- 2. Recruiting lay leadership building the campaign committees and selecting the chairs.
- 3. Training of leadership teaching them to be solicitors and to identify prospects for specialized solicitations with assistance of the consultants.
- 4. Initiating Total Financial Resource Development (TFRD) coordinating all fundraising components in preparation for entry into the prospect market to maximize gifts.
- 5. Clearly defining the projects and the vision.
- 6. Developing the overall theme of the campaign.
- 7. Engaging all sectors of the organization in the fundraising effort.

#### **POSSIBLE FUTURE SERVICES**

#### PHASE II: IMPLEMENTATION OF THE FINANCIAL CAMPAIGNS

# ANNUAL / CAPACITY BUILDING / CAPITAL

(Term and Fee to be determined)

- A. Full engagement of the Capital Campaign.
- B. Assessment of the Campaign in terms of capacity.
- C. Completion of prospect research, both individual and institutional.
- D. Cultivation of lead gifts within the context of the gift table.
- E. Development and implementation of an institutional campaign to include foundations, corporations, organizations and government sources.
- F. Development of customized collateral materials to coordinate the Capital Campaign with each area of the organization's overall fundraising plan.
- G. Assistance with current sources of income.
- H. Training of volunteer and professional leadership in the development of gifts, and assistance in the recruitment of additional volunteers as needed.
- I. Organization, structure, training and oversight of committees and subcommittees formed to carry out the Capital Campaign and companion fundraising campaigns.
- J. Assistance with a total Major Gifts campaign, including cultivation of donors, training of solicitors (lay and professional), assistance with solicitation of prospects, and overall management of the fundraising process.
- K. Identifying and implementing campaigns of opportunity.
- L. Development and implementation of all back-of-the-house fundraising procedures.
- M. Development of short and long-term strategies for membership retention, recapture and outreach.
- N. Assistance and advice with the Annual/Operating fundraising programs currently in place.

# PHASE III: PLANNED GIVING & ENDOWMENT (Term and Fee to be determined)

- A. Development of a broad-based Endowment Campaign.
- B. Planning and producing prospect and professional advisor seminars.
- C. Development and implementation of endowment administration.
- D. Identification and cultivation of prospective donors.
- E Training and guidance of lay and professional leadership in identifying, cultivating and working with donors and their advisors.
- F. Writing, designing and producing planned giving collateral materials including brochures, articles and direct mail pieces.
- G. Closing planned gifts.

#### **Our Philosophy**

We believe that successful fundraising is a key element of not-for-profit organizations because it provides measurable results, allowing both the donors and the organization to be winners. We also believe that successful fundraising (current and strategic) requires a well-defined plan with highly skilled and consistently trained lay and professional leadership to carry it out. We strive to make our client organizations self-sufficient upon completion of the planned financial campaigns.

## Our Background - The Value We Bring

From its inception in 1986, our firm has conducted over 100 marketing and fundraising assessments in addition to the engagement of campaigns for its client organizations in the areas of healthcare, education, human services, environmental issues and causes, religion, arts and culture, youth services and human rights. Not only have these assessments been conducted in all of these areas, but campaigns have also been successfully engaged, implemented and taken to completion.

Barry L. Shain specializes in organizing, managing and motivating financial campaigns, and positioning client organizations in the marketplace. He has successfully led many such campaigns across the country for organizations large and small. He was the youngest member of the executive committee of a charity that raised a billion dollars per year, and he was also a former community organizer.

# Compensation

Our fees are based upon an agreement with the organization as to the scope of our services that are needed. We work on a fixed contract basis for the term of the consulting agreement at an amount to be agreed upon after the services to be provided are ascertained. A retainer is paid at the onset of the agreement and further payments are made monthly under a schedule, including applicable Hawaii general excise tax and any necessary expenses to be approved in advance by HS

In determining the appropriate compensation for TSG to carry out the services outlined in Phase I herein, the fee shall be set at \$6,000.00 per month payable upon receipt of invoice from TSG based on a four (4) month contract. (Should HS decide to continue with TSG beyond this initial term, the fee for additional services outlined in Phase II and/or III herein will be determined at that time).

#### **Conclusion**

As you evaluate this proposal for the delivery of services and determine that you would like to pursue an agreement with us, we will be pleased to meet with you and discuss it in detail. We want to emphasize the importance, in our judgment, of using consultants to assist Hawaiian Swimming in these campaigns that understand the unique nature of the Hawaii fundraising market. Our firm has been involved in many Hawaii fundraising campaigns on Oahu as well as the neighbor islands that have been successfully completed over the past 32 years.

With all best wishes and our thanks for your interest in considering our services. It would be our privilege to be a part of this important endeavor. Please feel free to call me with any questions or concerns. I look forward to our next conversation.

Respectfully submitted,

Barry L. Shain President/CEO

Attachments: Consultant Bio/Barry L. Shain

References

# BARRY L. SHAIN

Barry L. Shain is President and Chief Executive Officer of The Shain Group, Inc. (T/S/G), a Hawaii-based corporation providing fundraising consultative services to not-for-profit and charitable organizations, foundations and philanthropists. The firm specializes in capital, annual and major gifts campaigns, as well as planned giving and endowment development (including investment management and gift administration).

He holds a Master's Degree in Business and a Bachelor's Degree in Sociology and has made a career of applying business and marketing practices to the not-for-profit arena.

Mr. Shain originally entered the not-for-profit field as a community organizer. With his background in business administration and his strong sense of social commitment, he successfully moved into the position of executive director of a number of not-for-profit organizations.

Realizing that as an independent consultant he could have a greater effect in the field, he founded and became a partner in the firm of Myerberg Shain & Associates (now known as The Shain Group, Inc.), whose principal offices are located in Honolulu, Hawaii. The firm represents a diverse group of clients, whose financial capacities range from \$100,000 to \$100,000,000, and includes national organizations in public advocacy, culture and the arts, education, religion, environment and conservation, economic development and human services.

Mr. Shain specializes in applying business and marketing practices to all areas of fundraising. Over the years he has developed a unique style and tools for maximizing full resource development through a process of integrating all fundraising components of an organization into a program that has become known as *Total Financial Resource Development*.

His particular areas of expertise are in the structure, development and implementation of annual and major gift campaigns, membership drives, board development and capital funding projects. He conducts motivational and management training, large gift solicitation planning, capital

planning and mass marketing, and has conducted many training sessions in these areas, both nationally and internationally.

## **REFERENCES**

Guide Dogs of Hawaii (Client)

1600 Kapiolani Blvd., Suite 214

Honolulu, HI 96814

Length of Association: August 2015 to present

Contact: Jeanne Torres, Executive Director Email: <a href="mailto:jeanne.torres@guidedogsofhawaii.org">jeanne.torres@guidedogsofhawaii.org</a>

Email: gslovin@awlaw.com

Email: execdir@hawaiibetsuin.org

**Phone:** (808) 777-2433

Gary M. Slovin, Esq.

SanHi Government Strategies, LLP Of Counsel to Ashford & Wriston 999 Bishop St., Suite 1400

Honolulu, HI 96813

**Association:** Honolulu Zoo (former client) Capital Campaign Gary was Board Chair and Vice Chair of the campaign.

Phone: (808) 539-0834

Mike Kido Email: <a href="mailto:cmikekido@gmail.com">cmikekido@gmail.com</a>

2101 Nuuanu Ave. #2207 Honolulu, HI 96817

**Association:** Pacific health Ministries (former client) Capital Campaign

Mike was a Board member and Vice-Chair of the campaign

Phone: (808) 227-9943

Honpa Hongwanji Hawaii Betsuin (Client)

1727 Pali Highway Honolulu, HI 96813

**Length of Association:** April 2018 to present **Contact:** Stacy Bradshaw, Executive Director

Phone: (808) 536-7044

