

METROPOLITAN SWIMMING, INC.



BOARD OF DIRECTORS MEETING

Thursday, April 12, 2018

PRESENT: John McIlhargy, Mary Fleckenstein, Monique Grayson, John Yearwood, Eric Fisher, Jocelyn Fisher, Matt Keane, Julie Chen, Scott Draper, Dave Ferris, Dom Boccio, Robert Frawley, John Collins and Elaine Ang.

EXCUSED PRIOR: David Ellinghaus, Brian Hansbury and Edgar Perez

ABSENT: Stanley Wong

1. **WELCOME/ROLL CALL:** John "Mac" McIlhargy welcomed everyone present at this meeting! Mac called the meeting to order at 6:39pm at the YWCA in White Plains, NY
2. **ACCEPTANCE/CORRECTIONS OF MINUTES:**
A motion to approve the minutes of January 17, 2018 was made, seconded and approved by all. **Motion carries**
3. **GENERAL CHAIR:** John McIlhargy
 - a. **Two New USA Swimming Changes** –
 - FLEX Membership
 - Junior CoachLong explanation about FLEX Membership. LSC has the choice to offer this or not. Discussion followed – A motion was made, seconded and approved to present both items for approval by the HOD in May. **Motion carries.**
 - b. **Committee Involvement** – There are not enough Committee meetings. House of Delegates Members should be asked to sign up in September to be on a Committee for the whole year.
 - c. **Proposed Officials Survey** – proposed and prepared by Bob Vializ (Head Coach Patriot Swim Team). Long discussion followed. Mac will talk with Mark Amodio. The Board approved presenting a survey.
 - d. **Schedules** – Need date for September HOD
 - e. **Eastern and Southern Zone Workshop** – Mac will attend the meeting April 13-15 in Alexandria, VA
4. **TREASURER REPORT:** Elaine Ang
 - a. Hard copies are attached to these minutes
 - b. Budget vs Actuals: FYE 2018 Budget – FYE 18 P&L
 - c. Balance Sheet
 - d. Profit and Loss Comparison
 - e. We need to set a policy and review/redo the Travel Reimbursement Form for National Meets held in our LSC
 - f. Very long discussion followed about the budget - there will be a Finance Committee Meeting – Saturday, April 21st – 10:00am at NCAC
5. **FINANCE CHAIR REPORT:** Julie Chen
 - a. Auditors have not asked for many things lately.

- b. Long discussion followed about the list of items that are requested by IRS – what documents do we still need to provide?
6. **ADMINISTRATIVE VICE CHAIRS:** Eric Fisher and Scott Draper
- a. Question about changing the post meet report and get rid of the income/expenses part of the report. We still need those reports to go back to whenever there is a need. Is there a difference for the reports between the regular meets and the championship meets? After a long discussion it was decided to keep the report as is.
7. **SENIOR CO-CHAIRS:** John Collins and Dave Ferris
- a. John Collins announced that Lehman College has new starting blocks. 2019 Winter Senior Mets will be held at Lehman College.
 - b. Dave Ferris is asking for an increase in the Travel Reimbursement Stipends for USA Senior Nationals and USA Junior Nationals. Dave also requested to add “Futures” as a Travel Reimbursement Meet. In addition, many coaches would like to receive a Travel Reimbursement Stipend (especially for Olympic Trials). This is a question of budget that will require financial review and possibly dues increase.
8. **AGE GROUP CO-CHAIRS:** John Yearwood and Dom Boccio
- a. Proposal by Age Group Co-Chairs to use Active Network for LCM Zones Registrations. This would eliminate paperwork as much as possible
No more “received at office” dates – Link will close for registration at the set time that is posted
All information is entered by the family. Including email addresses, including payment via CC or ACH.
This should make the registration process simpler and more streamlined.
Questions were asked about security of online zone registrations. All members in attendance agreed that we should do it!
 - b. EZ Age Group Championships – Potential Travel Stipend? Look into the budget, study it, and review this again in a few years.
 - c. JO’s – possibility of changing the format of JO’s – single age group distinction for events (which would mean new standards for odd age groups). How many swimmers (and/or heats) would come back for finals? This will go to Technical Planning for additional thoughts before presenting it at the HOD in May as new Business item.
9. **ATHLETES REPRESENTATIVES:** Jocelyn Fisher and Matt Keane
- a. Nothing to report
 - b. At-Large Athlete (Robert Frawley) had nothing to report.
10. **COACHES CHAIR:** John Yearwood
- a. Coach of the Year info will be posted on the website soon. Same as last year.
11. **OFFICE MANAGER:** Mary Fleckenstein
- a. Mary’s report is attached to the minutes.
12. **OLD/UNFINISHED BUSINESS:**
- a. The Administrative Manager was compelled to read a statement aloud. She had sent correspondence to the General Chair last fall looking for help to resolve concerns about unfounded accusations made by some members of the Board about her and Metro Swimming. She also said some of these concerns continue now and are unresolved. Mary was excused from the meeting and

a long discussion followed.

13. NEW BUSINESS:

- a. **Phillips 66 Outstanding Service Award Nomination.** A form (to be filled out) was attached to the agenda.
- b. **Documents from Sterling Bank that were requested** – Elaine Ang. Astoria has become Sterling now - Question: should we move all the accounts to Chase? Elaine will investigate this.
- c. **We must decide the date for the September HOD meeting**
- d. **Hall of Fame site** – we will leave it at Lehman College at this time

Next HOD Meeting – May 16, 2018 at Travers Island

A motion to adjourn the meeting was made, seconded and approved by all. Motion carries. Meeting adjourned at 10:00pm.

Respectfully submitted by Monique Grayson
May 8, 2018



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BOARD OF DIRECTORS MEETING

Thursday, April 12, 2018

White Plains YWCA

1: CALL TO ORDER, WELCOME, and INTRODUCTIONS:

Excused prior to meeting: Dave E. Brian Hansbury, Edgar Perez

Roll Call:

NOT PRESENT

2: ACCEPTANCE/CORRECTIONS OF MINUTES:

Reports of officers

3: GENERAL CHAIR: John McIlhargy: Welcome –General Updates-

- Two New USA Swimming Changes regarding our board recommendation/NR : Flex Membership/Junior Coach
- Committee Involvement
- Proposed Officials Survey
- Schedules
- Tesoro v. Metropolitan Swimming
- Eastern & Southern Zone Workshop, April 13-15 in Alexandria, VA

4: OFFICERS REPORS: (**additional information or officer request for specific time)

- | | |
|--|--|
| • TREASURER'S REPORT: Elaine Ang | FINANCE CHAIR: Julie Chen |
| • ADMINISTRATIVE VICE CHAIR: Eric Fisher/Scott Draper | SENIOR CHAIR: John Collins/Dave Ferris |
| • AGE GROUP CHAIR: John Yearwood/Dom Boccio | COACHES REPRESENTATIVE: John Yearwood |
| • ATHLETES' REPRESENTATIVES: Jocelyn Fisher/Matt Keane | TECHNICAL PLANNING: David Ellinghaus |
| • SAFETY COORDINATOR: Edgar Perez | SAFE SPORT COORDINATOR: Brian Hansbury |

At Large Athletes: Stanley Wong/ Robert Frawley

5. OFFICE MANAGER: Mary Fleckenstein

6: UNFINISHED/OLD BUSINESS:

7: NEW BUSINESS:

8: NEXT MEETING: HOD lets be prepared

Adjournment

To: LSC Leaders & Offices

RE: Flex Membership

Date: March 19, 2018

USA Swimming has an exciting opportunity with the new Flex membership going into effect September 1, 2018. This is the most progressive new membership category in years and is designed to make entering the sport more attractive for today's busy kids and families.

It gives kids the opportunity to try team swimming in a cost-effective way with less commitment and allow them to stay involved in life's other fun activities. Plus, clubs can use the membership for learn-to-swim, bridge programs, pre-team programs, summer leagues, home school programs, stroke clinics, day camps, triathlon training, fitness programs and more. That explains the name "Flex"!

While it provides a stepping stone, or a bridge, for kids to try team swimming, it also allows clubs the flexibility to secure insurance coverage at great prices, keep many of the benefits of being involved in USA Swimming and provide a product more competitive in the youth sports market. This will allow clubs the option of offering this new category rather than requiring teams to register their athletes as year-round members or seeking alternative options. Plus, it allows families to earn a credit toward a year-round team when they have a great experience in the sport!

There are trends in swimming that also made the business case for this membership. There was an average decline of 7.5% of new members from 2014-16 and a 9.2% decrease in the number of 10-and-under year-round swimmers since 2013. We knew we had to think differently about the future.

This \$20 membership is our strategy to build the base and get kids involved with a lower barrier to entry. We know that approximately 90% of kids stay in the sport once they reach 13 years old, so let's capture their interest early!

See the attached sheet for a summary of the basics of the membership, technology and marketing all of which are on track for fall 2018 registrations and the new membership year.

We strongly encourage approving the vision that was resoundingly supported by the USA Swimming Board and the House of Delegates. It is a long-term investment in the future of the sport. Our goal is to provide clubs the utmost flexibility in making decisions right for their programs.

Please make sure this is on the agenda for your LSC House of Delegates meetings!

Thanks for your support of this exciting new membership option for families to enjoy our sport! If you have any questions (or you have suggestions on tools that you can use to implement), please feel free to contact Tom Avischious at: tavischious@usaswimmig.org

Best regards,

Tim Hinchey, President & CEO

Report to the Board
Office Administration
April 12, 2018

Registration as of March 8, 2017

as of April 11, 2018

10,833 athletes	10,249 athletes
99 other non-athlete	100 other non-athletes
617 coaches	597 coaches
402 officials	417 officials
Total 11,920 registered members	11,284 registered members
86 registered clubs	86 registered clubs/organizations

Registration numbers are down from last year at this time, due to NYCP.

New Team application was received Mid Hudson Heatwaves from Poughkeepsie, NY – This will be an outreach club – waiting on last minute documents before submitting to USA Swimming for approval.

Coaches still not getting their certifications in on time. They receive an email generated by USA Swimming reminding them they have 30 days. Many calls and emails the day/night before or during a meet. Not sure how to make it any clearer to coaches and teams that **if a certification is expired they can NOT be on a pool deck in any capacity.**

Also, **officials/meet directors not checking credentials on deck.** Coaches with expired certifications are allowed on deck. Referees and meet directors are **not allowed to accept an updated certification if the coaches card is expired.** The coach must submit to the office and the certification must be entered in the database. DECK PASS is live – **if it is not on deck pass it has not been entered and coach can NOT be on deck.** Coaches can also print a temporary card from deck pass. There are no excuses for coaches not to have proof of membership and certification. This is a huge liability.

Reminder that Coaches Safety Training has 2 parts – In water and online. The online certificate must be submitted with a current approved lifeguard certificate or a skills sheet (this is the in-water portion). Coaches are responsible to know what certifications they need – see above – and not be surprised that when they submit just a lifeguard or safety training cert – that they need the other. This is **NOT** new.

Athlete Protection Training – some coaches/officials are selecting non-member – this will not match your record. If your athlete protection does not show up – please email USA Swimming at learn@usaswimming.org

Eastern Zone Meeting – meeting is in Fort Myers May 13-14 – Metro is hosting. Our attendees have been registered.

Website has had no major issues. Peter has done a great job getting things posted in a timely manner.

Elections will be held at the May 16, 2017 Mandatory House of Delegate Meeting. The positions for election are: Administrative Vice Chair, Senior Vice Chair, Finance Chair, Secretary, Coaches Representative, Safe Sport Coordinator. All current members except Senior chairs are eligible to run again.

New Business – Metro must vote at HOD whether to or not to offer flex membership and Jr. Coach memberships.

There will be no West Neck Open Water Swim.

Re: Online Zone Registration

Active Network

Contact at Active:

Jason Hermes

(m) 541.678.2658

Jason.Hermes@ACTIVEnetwork.com

Total cost for website/registration page: **\$295**

- Total is due when website goes live

Rough estimate of webpage opening for registration on 6/1. Active requires 2 week turnaround time after discussion of how to set up registration page.

What will need to be included:

1. General Information about athlete/family.
2. Medical Waiver/Insurance Information
3. Metro Code of Conduct/Social Media/Electronics Policy
4. Bus choice
5. Events entering- Can verify with USA Swimming SWIMS database.

Will require a separate link for Metro Clothing/Uniform Gear

Costs required:

1. 11 & Over Fee
2. 10 & Under Fee
3. Entry Fee Charge
4. Swimmer surcharge

Payments:

- Can use Credit Card or ACH
- Once signed up and waivers completed waivers cannot be changed.

New swimmers at JOs/New event additions at JOs:

1. New Swimmers- Can build new hidden link distributed to those athletes or we take those new qualifying athletes manually and add to system.
2. New Events- We can add event to families 'balance,' once they go in and check out, event will be added to entry file.

Goal-

1. Eliminate paperwork as much as possible (will need to be discussed regarding new athletes/new event adds at JOs).
2. No more "received at office" date. Link will close for registration at the set time that is posted.
3. All information is entered by the family. Including email addresses (which when hand written some are not legible and then we do not have a valid email address when contacting families), including payment via CC or ACH.
4. All in all, should make the registration process simpler and more streamlined. Puts entire process on the family and/or coach. Lowers likelihood of error in office or Team Admins doing entries/athlete information.

Metropolitan Swimming Inc.

BUDGET VS. ACTUALS: FYE 2018 BUDGET - FY18 P&L

September 2017 - August 2018

	TOTAL		
	ACTUAL	BUDGET	REMAINING
Income			
5000 General Income Accounts			
5000.16 Sanctions	5,675.00	15,000.00	9,325.00
5004.19 Misc - Office	-107.54		107.54
5005.16 Fines			
5005.17 Administrative Fines		3,000.00	3,000.00
5005.18 Junior fines		100.00	100.00
5005.19 Senior Fines		100.00	100.00
Total 5005.16 Fines		3,200.00	3,200.00
5100.16 Surcharge			
5100.18 Junior Surcharge	3,396.00		-3,396.00
5100.19 Junior Olympic Surcharge		8,100.00	8,100.00
5102.16 Meet Surcharge	211,351.80	295,000.00	83,648.20
Total 5100.16 Surcharge	214,747.80	303,100.00	88,352.20
Total 5000 General Income Accounts	220,315.26	321,300.00	100,984.74
5001 Investment Income			
5001.1 Interest Income	0.45		-0.45
	2.53		-2.53
Total 5001 Investment Income	2.98		-2.98
5006 Registrations			
5006.06 Club Registration Received	16,225.00	17,000.00	775.00
7037.08 Club Registrations paid	-6,160.00	-6,414.00	-254.00
Total 5006.06 Club Registration Received	10,065.00	10,586.00	521.00
5007.06 Athlete Registration Received	710,769.00	735,000.00	24,231.00
7037.17 Athlete Registration Paid	-589,148.00	-609,000.00	-19,852.00
Total 5007.06 Athlete Registration Received	121,621.00	126,000.00	4,379.00
5007.07 Registration Transfers	3,475.00	4,300.00	825.00
5011.06 Non Athlete Registration Received	70,000.00	74,000.00	4,000.00
7037.09 Non-Athlete Registration	-59,446.00	-61,314.00	-1,868.00
Total 5011.06 Non Athlete Registration Received	10,554.00	12,686.00	2,132.00
Total 5006 Registrations	145,715.00	153,572.00	7,857.00
Bounced Check Fee	50.00		-50.00
Sales	175.00		-175.00
Total Income	\$366,258.24	\$474,872.00	\$108,613.76
GROSS PROFIT	\$366,258.24	\$474,872.00	\$108,613.76
Expenses			
5008.10 Metro Run Meets			
5008.16 Senior Mets Meets			
5008.3 Senior Mets SC Entries	-20,094.82	-18,000.00	2,094.82
5008.31 Sr. Mets SC Income -Admissions	-12,721.00	-10,000.00	2,721.00
5008.40 Senior Mets LC Entries		-18,400.00	-18,400.00
5008.41 Sr Mets LC Door		-8,300.00	-8,300.00

	TOTAL		
	ACTUAL	BUDGET	REMAINING
7009.17 Sr Mets Personnel	4,408.00	7,500.00	3,092.00
7009.18 Sr. Mets. Pool rental	17,720.00	35,000.00	17,280.00
7009.19 Sr. Mets - Officials' Exp	954.00		-954.00
7009.20 Sr. Mets - Refreshments & Supplies	2,562.16	6,000.00	3,437.84
7009.21 Sr. Mets Awards	851.18	1,500.00	648.82
7009.22 Senior Meets - Misc Expense	1,000.00		-1,000.00
Total 5008.16 Senior Mets Meets	-5,320.48	-4,700.00	620.48
Total 5008.10 Metro Run Meets	-5,320.48	-4,700.00	620.48
5008.42 Service/Fee Income	169.67		-169.67
6000 Zone Meets			
6002 Long Course Zone Meet			
5017.08 Zone Long Course fees collected	-1,519.38	-75,000.00	-73,480.62
5017.09 Long course entry fees	580.00		-580.00
7038.03 Zone LC Petty Cash & supplies	-207.00	1,000.00	1,207.00
7038.05 Zone LC Uniform	28,180.00	50,000.00	21,820.00
7038.06 Zone LC entries Paid		6,024.00	6,024.00
7038.07 Zone Long Course Bus		23,000.00	23,000.00
7038.08 Zone LC Hotel & meals	65,171.46	77,000.00	11,828.54
Total 6002 Long Course Zone Meet	92,205.08	82,024.00	-10,181.08
Total 6000 Zone Meets	92,205.08	82,024.00	-10,181.08
6100 Program Expenses			
6105 Travel Reimbursement	5,923.92		-5,923.92
6004.19 Sectional Travel Reimbursement	18,200.00	30,500.00	12,300.00
6005.18 Jr. National (USA Jr.s) Travel	16,720.29	5,000.00	-11,720.29
6005.19 Jr. National (NCSA) travel	13,600.00	40,000.00	26,400.00
6005.2 Sr. National travel reimbursement	11,600.00	5,000.00	-6,600.00
6005.21 Open Water Champs - Travel Reimbursement		3,000.00	3,000.00
7030 Distance Stipends	6,000.00	8,000.00	2,000.00
Total 6105 Travel Reimbursement	72,044.21	91,500.00	19,455.79
6108 Hall of Fame Dinner			
7008.18 HOF - Display	5,000.00	5,000.00	0.00
Total 6108 Hall of Fame Dinner	5,000.00	5,000.00	0.00
6109 Joseph Stetz Scholarship - Registration Income	-2,100.00		2,100.00
7025.10 Joesph Stetz		-2,000.00	-2,000.00
7025.16 Joe Stetz Scholarship Awards		2,000.00	2,000.00
Total 6109 Joseph Stetz Scholarship - Registration Income	-2,100.00	0.00	2,100.00
6111 Club Excellence Program		32,000.00	32,000.00
6117 Diversity Program	-356.52	7,200.00	7,556.52
6118 Senior Training Trip		20,000.00	20,000.00
Total 6100 Program Expenses	74,587.69	155,700.00	81,112.31
6200 Committee Expenses			
7007 Review Committee		500.00	500.00
7035 Officials Committee			
7035.10 Background Check	1,418.50	1,300.00	-118.50
7035.12 Officials travel Assistance	4,779.12	14,000.00	9,220.88
7035.18 Officials Supplies & Training Expense	604.93	5,300.00	4,695.07

	TOTAL		
	ACTUAL	BUDGET	REMAINING
7035.20 Officials Incentive	1,934.00	5,500.00	3,566.00
Total 7035 Officials Committee	8,736.55	26,100.00	17,363.45
Total 6200 Committee Expenses	8,736.55	26,600.00	17,863.45
7026.3 Galuzzi Scholarship - Out		2,000.00	2,000.00
7500 Office/General Administrative Expenses	9.95		-9.95
7050 Depreciation	607.81		-607.81
7501 Salary Expense	35,177.37	61,850.00	26,672.63
7502 Payroll Tax	5,373.48	13,500.00	8,126.52
7503 Internet Expense	1,314.32	2,000.00	685.68
7504 Web Site Charges	3,500.00	6,000.00	2,500.00
7505 ADP Payroll Expenses	417.83	1,200.00	782.17
7506 Insurance-Workers Comp	6,097.57		-6,097.57
7515 Office & Supplies	922.20	2,300.00	1,377.80
7520 Bank & Credit card expenses	22,468.62	27,500.00	5,031.38
7542 Supplies Management	329.11		-329.11
7543 Printing	162.16		-162.16
Total 7515 Office & Supplies	23,882.09	29,800.00	5,917.91
7517 Conferences & Convention	9,907.63		-9,907.63
7517.2 Eastern Zone Meeting Host - OUT	543.20		-543.20
Total 7517 Conferences & Convention	10,450.83		-10,450.83
7521 SWIMS Stipends	2,500.00	5,000.00	2,500.00
7528 Telephone	452.47	800.00	347.53
7529 Postage	494.08	600.00	105.92
7531 Travel - BOD	1,163.82	6,466.00	5,302.18
7539 Refreshment - BOD/ LSC	512.05	2,000.00	1,487.95
7539.11 Board of Directors' Expense	73.72	400.00	326.28
7539.25 LSC Meetings	339.53	200.00	-139.53
7540.11 Fees		500.00	500.00
7540.16 Zone Dues		2,800.00	2,800.00
7540.20 State Filing Fees		125.00	-125.00
7541.00 Professional Fees	7,150.00	35,000.00	27,850.00
7541.1 Accounting Fees	29.85		-29.85
7048 Bookkeeping	9.95	100.00	90.05
Total 7541.1 Accounting Fees	39.80	100.00	60.20
Total 7541.00 Professional Fees	7,189.80	35,100.00	27,910.20
7541.3 Safe Sport Activities		6,000.00	6,000.00
7541.4 Athletic Representative Activities		2,000.00	2,000.00
7541.5 Technical Planning Committee		500.00	500.00
7547 Equipment Expense	572.53	1,600.00	1,027.47
7556 Miscellaneous	1,214.69	11,000.00	9,785.31
Total 7500 Office/General Administrative Expenses	101,343.94	189,441.00	88,097.06
Advertising/Promotional		3,000.00	3,000.00
Conferences & Conventionen		19,500.00	19,500.00
QuickBooks Payments Fees	19.90		-19.90
Supplies & Materials		150.00	150.00
Total Expenses	\$271,742.35	\$473,715.00	\$201,972.65
NET OPERATING INCOME	\$94,515.89	\$1,157.00	\$ -93,358.89

		TOTAL	
	ACTUAL	BUDGET	REMAINING
NET INCOME	\$94,515.89	\$1,157.00	\$ -93,358.89

Metropolitan Swimming Inc.

BALANCE SHEET

As of March 31, 2018

	TOTAL	
	AS OF MAR 31, 2018	AS OF MAR 31, 2017 (PY)
ASSETS		
Current Assets		
Bank Accounts		
1001 Checking	523,614.86	476,185.54
1002 Huntington - Astoria Savings	0.00	0.00
1002.1 CD #1	1,085.21	1,079.27
1002.2 CD #2	5,461.64	5,420.98
1002.3 Astoria CD #3	6,641.79	6,537.84
Total 1002 Huntington - Astoria Savings	13,188.64	13,038.09
1003 HSBC Huntington	0.00	0.00
1003.1 CD #47026-2	0.00	0.00
1003.2 CD 47047-5	0.00	0.00
1003.3 CD #61227-0	0.00	0.00
Total 1003 HSBC Huntington	0.00	0.00
1004 Mutual Fund Investment	0.00	0.00
1005 Savings - Chase	52,447.26	52,432.21
1006 Exchange	0.00	0.00
Total Bank Accounts	\$589,250.76	\$541,655.84
Accounts Receivable		
1100 Accounts Receivable	18,174.08	21,214.22
Total Accounts Receivable	\$18,174.08	\$21,214.22
Other Current Assets		
1007 Fidelity & Guaranty	220,079.54	209,798.13
1008 National Integrity	214,475.00	207,568.80
1200 Prepaid Expenses	0.00	0.00
1210 Credit Card Receivables	0.00	0.00
Undeposited Funds	-49,306.50	0.00
Total Other Current Assets	\$385,248.04	\$417,366.93
Total Current Assets	\$992,672.88	\$980,236.99
Fixed Assets		
1300 Furniture & Fixtures	3,125.89	3,125.89
Depreciation	-156.30	-156.30
Original Cost	0.00	0.00
Total 1300 Furniture & Fixtures	2,969.59	2,969.59
1301 Hall of Fame - Lehman	24,751.97	24,751.97
Depreciation	-2,344.41	-1,302.45
Total 1301 Hall of Fame - Lehman	22,407.56	23,449.52
Total Fixed Assets	\$25,377.15	\$26,419.11
TOTAL ASSETS	\$1,018,050.03	\$1,006,656.10
LIABILITIES AND EQUITY		
Liabilities		

	TOTAL	
	AS OF MAR 31, 2018	AS OF MAR 31, 2017 (PY)
Current Liabilities		
Accounts Payable		
Accounts Payable	0.00	0.00
Total Accounts Payable	\$0.00	\$0.00
Credit Cards		
2200 American Express	0.00	0.00
Total Credit Cards	\$0.00	\$0.00
Other Current Liabilities		
2001 Accrued Expense	0.00	0.00
2005 Deferred Revenue	0.00	0.00
Total Other Current Liabilities	\$0.00	\$0.00
Total Current Liabilities	\$0.00	\$0.00
Total Liabilities	\$0.00	\$0.00
Equity		
3900 Retained Earnings	975,199.14	850,289.72
Opening Balance Equity	0.00	0.00
Net Income	42,850.89	156,366.38
Total Equity	\$1,018,050.03	\$1,006,656.10
TOTAL LIABILITIES AND EQUITY	\$1,018,050.03	\$1,006,656.10



Metropolitan Swimming Inc.

PROFIT AND LOSS COMPARISON

September 2017 - March 2018

	TOTAL	
	SEP 2017 - MAR 2018	SEP 2016 - MAR 2017 (PY)
Income		
5000 General Income Accounts		
5000.16 Sanctions	1,825.00	2,400.00
5004.19 Misc - Office	-107.54	
5005.16 Fines		
5005.17 Administrative Fines		1,732.80
5005.19 Senior Fines		100.00
Total 5005.16 Fines		1,832.80
5100.16 Surcharge		
5100.18 Junior Surcharge	725.00	
5102.16 Meet Surcharge	156,875.40	180,218.60
Total 5100.16 Surcharge	157,600.40	180,218.60
Total 5000 General Income Accounts	159,317.86	184,451.40
5001 Investment Income	0.45	
5001.1 Interest Income	2.53	
Total 5001 Investment Income	2.98	
5006 Registrations		
5006.06 Club Registration Received	15,900.00	16,825.00
7037.08 Club Registrations paid	-6,090.00	-6,020.00
Total 5006.06 Club Registration Received	9,810.00	10,805.00
5007.06 Athlete Registration Received	693,339.00	698,310.00
7037.17 Athlete Registration Paid	-585,020.00	-567,787.00
Total 5007.06 Athlete Registration Received	108,319.00	130,523.00
5007.07 Registration Transfers	3,180.00	3,590.00
5011.06 Non Athlete Registration Received	68,530.00	69,444.00
7037.09 Non-Athlete Registration	-58,054.00	-57,340.00
Total 5011.06 Non Athlete Registration Received	10,476.00	12,104.00
Total 5006 Registrations	131,785.00	157,022.00
Bounced Check Fee	50.00	
Sales	175.00	8,887.23
Total Income	\$291,330.84	\$350,360.63
GROSS PROFIT	\$291,330.84	\$350,360.63
Expenses		
5008.10 Metro Run Meets		
5008.15 Zone Qual Meet		
5008.45 Zone Qual Admissions & Programs		-6,010.01
5009.2 Zone Qualifier Meet Entries		-13,310.52
7013.17 Zone Qual - Awards		779.54
7013.18 Zone Qual - Meals & Travel		3,434.61

	TOTAL	
	SEP 2017 - MAR 2018	SEP 2016 - MAR 2017 (PY)
7013.19 Zone Qual Officials's expense		617.23
7013.20 Zone Qual Personnel		4,252.35
7013.21 Zone Qual Pool Rental		18,000.00
Total 5008.15 Zone Qual Meet		7,763.20
5008.16 Senior Mets Meets		
5008.3 Senior Mets SC Entries	-19,710.32	-17,346.46
5008.31 Sr. Mets SC Income -Admissions	-12,721.00	-9,863.00
7009.17 Sr Mets Personnel	4,408.00	6,403.06
7009.18 Sr. Mets. Pool rental	17,720.00	15,720.00
7009.19 Sr. Mets - Officials' Exp	954.00	
7009.20 Sr. Mets - Refreshments & Supplies	2,562.16	3,212.35
7009.21 Sr. Mets Awards	851.18	830.27
7009.22 Senior Meets - Misc Expense	1,000.00	
Total 5008.16 Senior Mets Meets	-4,935.98	-1,043.78
Total 5008.10 Metro Run Meets	-4,935.98	6,719.42
5008.42 Service/Fee Income	169.67	
6000 Zone Meets		
6001 Short Course Zone Meet		
5016.03 Zone Short Course fees collected		-39,397.00
7038.13 Zone SC Petty cash & supplies		900.00
7038.28 Board Member travel		110.20
7038.29 Zone Short Course Entries paid		1,686.00
Total 6001 Short Course Zone Meet		-36,700.80
6002 Long Course Zone Meet		
5017.08 Zone Long Course fees collected	-1,519.38	
5017.09 Long course entry fees	580.00	
7038.03 Zone LC Petty Cash & supplies	-207.00	
7038.05 Zone LC Uniform	28,180.00	
7038.08 Zone LC Hotel & meals	65,171.46	
Total 6002 Long Course Zone Meet	92,205.08	
7038.11 Other Miscellaneous Service Cost		152.50
Total 6000 Zone Meets	92,205.08	-36,548.30
6003 Zone Meet Host		52,646.72
6100 Program Expenses		
6105 Travel Reimbursement	5,923.92	
6004.19 Sectional Travel Reimbursement	10,400.00	
6005.18 Jr. National (USA Jr.s) Travel	16,720.29	3,500.00
6005.2 Sr. National travel reimbursement	11,600.00	2,356.78
7030 Distance Stipends	6,000.00	6,000.00
Total 6105 Travel Reimbursement	50,644.21	11,856.78
6108 Hall of Fame Dinner		
7008.18 HOF - Display	5,000.00	5,000.00
Total 6108 Hall of Fame Dinner	5,000.00	5,000.00
6109 Joseph Stetz Scholarship - Registration Income	-2,050.00	-2,150.00
6111 Club Excellence Program		29,900.00
6117 Diversity Program	-356.52	877.00
Total 6100 Program Expenses	53,237.69	45,483.78

	TOTAL	
	SEP 2017 - MAR 2018	SEP 2016 - MAR 2017 (PY)
6200 Committee Expenses		
7035 Officials Committee		
7035.10 Background Check	1,254.50	593.00
7035.12 Officials travel Assistance	3,779.12	4,050.50
7035.18 Officials Supplies & Training Expense	604.93	2,499.77
7035.20 Officials Incentive	1,934.00	2,758.65
Total 7035 Officials Committee	7,572.55	9,901.92
Total 6200 Committee Expenses	7,572.55	9,901.92
7500 Office/General Administrative Expenses	9.95	
7050 Depreciation	607.81	607.81
7501 Salary Expense	35,177.37	36,100.04
7502 Payroll Tax	5,373.48	12,892.47
7503 Internet Expense	1,184.42	1,116.68
7504 Web Site Charges	3,500.00	3,500.00
7505 ADP Payroll Expenses	417.83	
7506 Insurance-Workers Comp	6,097.57	
7515 Office & Supplies	922.20	1,341.82
7520 Bank & Credit card expenses	22,468.62	21,258.45
7542 Supplies Management	329.11	269.28
7543 Printing	162.16	
Total 7515 Office & Supplies	23,882.09	22,869.55
7517 Conferences & Convention	8,904.63	5,207.78
7517.2 Eastern Zone Meeting Host - OUT	543.20	
Total 7517 Conferences & Convention	9,447.83	5,207.78
7521 SWIMS Stipends	2,500.00	2,500.00
7528 Telephone	452.47	445.47
7529 Postage	494.08	360.24
7531 Travel - BOD	1,163.82	2,715.45
7539 Refreshment - BOD/ LSC	512.05	1,082.88
7539.11 Board of Directors' Expense	73.72	
7539.25 LSC Meetings	339.53	941.31
7540.11 Fees		495.00
7541.00 Professional Fees	7,150.00	
7541.1 Accounting Fees	29.85	
7048 Bookkeeping	9.95	24.45
Total 7541.1 Accounting Fees	39.80	24.45
Total 7541.00 Professional Fees	7,189.80	24.45
7547 Equipment Expense	572.53	859.96
7556 Miscellaneous	1,214.69	600.79
Total 7500 Office/General Administrative Expenses	100,211.04	92,319.88
7567 Other Miscellaneous Service Cost		62.36
Conferences & Conventionen		13,338.82
Golden Goggles Dinnerde		10,000.00
QuickBooks Payments Fees	19.90	69.65
Total Expenses	\$248,479.95	\$193,994.25
NET OPERATING INCOME	\$42,850.89	\$156,366.38
NET INCOME	\$42,850.89	\$156,366.38

Metropolitan Swimming Inc.

STATEMENT OF CASH FLOWS

September 2017 - March 2018

	SEP - NOV, 2017	DEC 2017 - FEB 2018	MAR 2018	TOTAL
OPERATING ACTIVITIES				
Net Income	-21,158.41	108,633.67	-44,624.37	\$42,850.89
Adjustments to reconcile Net Income to Net Cash provided by operations:				\$0.00
1100 Accounts Receivable	-3,427.20	-17,182.80	12,211.12	\$ -8,398.88
Furniture & Fixtures:Depreciation	0.00	0.00	0.00	\$0.00
Hall of Fame - Lehman:Depreciation	260.49	260.49	86.83	\$607.81
Total Adjustments to reconcile Net Income to Net Cash provided by operations:	-3,166.71	-16,922.31	12,297.95	\$ -7,791.07
Net cash provided by operating activities	\$ -24,325.12	\$91,711.36	\$ -32,326.42	\$35,059.82
NET CASH INCREASE FOR PERIOD	\$ -24,325.12	\$91,711.36	\$ -32,326.42	\$35,059.82