

METROPOLITAN SWIMMING, INC.



BOARD OF DIRECTORS MEETING

Wednesday, May 16, 2019

Nassau County Aquatic Center

East Meadow, NY

PRESENT: Eric Fisher, John McIlhargy, Mary Fleckenstein, Monique Grayson, Allen Wone, Dom Boccio, Jeff Chu, Amine Boubsis, John Alaimo, John Yearwood, David Ellinghaus, Stanley Wong, Mark Owens, Lamar Decasseres, Kate Hallex, and BJ Reynoso.

EXCUSED PRIOR: Robert Frawley and Brian Hansbury

ABSENT: Jim Wargo and Sydney Boals.

1. **WELCOME/ROLL CALL:** Eric Fisher welcomed everyone present at this meeting and called the meeting to order at 6:40pm. Eric thanked those present at his first BOD as General Chair.
2. **ACCEPTANCE/CORRECTIONS OF MINUTES:**
A motion to accept the minutes of March 27, 2019 was made, seconded and approved by all. **Motion carries.**
3. **GENERAL CHAIR:** Eric Fisher
 - a. **Appointments** – A motion was made and seconded to approve the following appointments. All were in favor – **Motion carries.**
 - Open Water:** George Fleckenstein and Jeff Chu
 - Hall of Fame:** John McIlhargy
 - National Times and Records:** Monique Grayson
 - Swim-a-Thon:** Rich Finkelstein
 - Diversity and Inclusion:** Lamar Decasseres and Amine Boubsis
 - Disabilities:** Kate Hallex
 - Officials:** Mark Amodio
 - Athletes:** Stanley Wong and Robert Frawley
 - b. **New Safe Sports Program** – **MAAPP** (Minor Athlete Abuse Prevention Policy) for all 18 and older swimmers. Explanations at Safe Sports – 4.j below
 - c. **Eastern Zone and Central Zone Meeting** – May 17-19, 2019 in Chicago. Mac, Mary, John Y., Amine Boubsis, Sandy Graham and Monique will attend.
 - d. **USAS Convention** – Eric must to know who will attend the Convention in Saint Louis in September and dates of attendance. Rooms must be reserved right away. Question was asked if Diversity and Inclusion Chairs can attend. Suggestion was to send a proposal to the Finance Chair.
 - e. **Open Water Clinic RFP** – Everyone received a copy of the OW Proposal (attached to the minutes). The OW Championship will be held in September. The attached proposal explains ways to help teams and athletes with some clinics between July 1, 2019 and August 31, 2019, if possible one in Metro North and one in Metro South. The OW Committee will accept proposals of vendors until June 1, 2019 and select a proposal by June 15, 2019. A motion to accept the proposal was made, seconded and approved by all. **Motion carries.**

4. OFFICIERS REPORTS:

- a. **SECRETARY:** Monique Grayson
Monique will go to Chase Bank soon to add and/or remove names of signers.
- b. **FINANCE CHAIR:** Allen Wone
No new report
- c. **ADMINISTRATIVE VICE CHAIR:** Dom Boccio
Forms for Post Meet Reports have been made easier to use. Transfer Forms have also been updated. More forms will be added and or updated as soon as possible.
The Policy & Procedures Manual has been updated with the additions from the HOD of April 2019. Our updated By-Laws (that were approved at the HOD) have now been approved by USA Swimming and are now official.
- d. **SENIOR CO-CHAIRS:** Jim Wargo and John Alaimo
John said that Jim has notes from the National Team Coaches Clinic last week in Denver. Morgan Rinn from LIE qualified for OT in the 200 fly. Congratulations Morgan.
- e. **AGE GROUP:** BJ Reynoso and Kate Hallex
Eric presented a proposal from Amine Boubsis – Metropolitan Swimming Zone Team Coaches Stipends Proposal (see attached to the minutes). This must come from the Age Group and Coach's Representative Committees. This must be tabled at this time (until June) as everything that has to do with money must be presented by a Committee Chair as well as receive approval from the Finance Committee.
Kate Hallex: Does Metro reimburse the chaperone for their certifications – that is up to the age group chairs as it must come out of their budget. More questions about summer zones process for swimmers and hotel rooms for the 10-under parents etc. Questions on swimmers wanting to leave early from Zones after their last event. Proposal will be made in September for a vote by HOD. How can we get enough chaperones? As of now, for every 4 athletes from one team attending, the team must provide a chaperone. This will be looked at also for a vote in September. Coaches may be chaperones but will not be allowed to be on deck as they will be strictly at Zones as chaperone. Questions about swimmers 18 years and older (MAAPP).
- f. **COACHES REPRESENTATIVE:** John Yearwood
Problems every year about nomination or selection of Coach of the Year Award. Coaches that are nominated must submit their bios. In addition to coaches nominating other coaches, we could have the Nominating Committee chose a coach based on the year's results (rising senior coach or rising age group coach). If a coach doesn't want to be nominated, the coach should then tell that to the Coaches Nominating Committee. Forms will be updated for next year. Discussion followed.
Senior Coach of the Year: David Rodriguez - AGUA
Age Group Coach of the Year: Pavel Buyanov - TRI
Major Player – Senior Coach: Jon Hulbert - COND
Must Watch Age Group Coach: John Yearwood – YMID
- g. **ATHLETES REPRESENTATIVES:** Mark Owens (Sr. Rep) and Stanley Wong (at Large)
No reports
- h. **TECHNICAL PLANNING:** David Ellinghaus
No report
- i. **SAFETY CHAIR:** John McIlhargy
No report
- j. **SAFE SPORT:** Mary Fleckenstein for Brian Hansbury
USA Swimming has come up with the new **MAAPP** Program which will impact **ALL** current athletes' members who will be turning 18 or are 18 already. The program will go live as of June 23rd. The new

athlete's protection program must be completed to be in good standing. 30 days prior to turning 18 swimmers will receive an email notification; on their 18th birthday they will receive another email; 30 days after turning 18 they will again receive an email; a grace period of 30 days will be given to complete the requirements. If it's not completed in that 30-day period, the membership will be flagged; they will appear on recons as an error; deck pass membership card will not be available, and they will not be able to compete. All teams will receive an email from Metro explaining the new process. It will be posted on the website as well. There will be a letter from USA Swimming; it will tell you who is affected by this new program; there will be info about social media and electronic communication, about team travel policies which will have to be updated, about locker rooms and changing areas as 18-year-old can't be in a locker room with anyone under the age of 18! Non-USA Swimming members are not applicable to this rule!

Long discussion followed on who is an applicable adult. This does not apply to swimmers on the same team attending practice at the same pool. What if you don't have another locker room for older swimmers??? Timers, chaperones, etc. are applicable adults. 18-over may NOT be alone in a locker room with an 18-under! Texting between a 16-year-old and 18-over will not be allowed!!! Remember also never to touch an athlete! **For more information go to:**

<https://www.usaswimming.org/utility/landing-pages/minor-athlete-abuse-prevention-policy>

5. **OFFICE MANAGER:** Mary Fleckenstein

Registrations are coming in on a regular basis.

Mary gave all the Profit and Loss, Balance Sheet and Budget vs Actuals Reports. (*attached*)

Question from Jeff Chu re.: Administration Clinics – what to do if a member wants to attend but is not actually registered with USA Swimming. Answer is to email the names to Mark Amodio.

6. **OLD/UNFINISHED BUSINESS:**

Diversity Camp: everything that needs to be financed needs to be sent to the Finance Committee by the Diversity & Inclusion Committee! It must be specific and itemized if possible. In addition, Lamar Decasseres spoke about ways to include Outreach Swimmers in as many meets as possible and is requesting that teams be allowed to add something about that in the meet info. For example, waiving splash fees for Outreach swimmers. Discussion followed.

7. **NEW BUSINESS**

- a. There will be a Finance Meeting before the next BOD meeting to discuss any proposals made to the Finance Committee, and to look at the budget.
- b. Many forms have been and will continued to be updated to make those user-friendly!
- c. Suggestion regarding the BOD meetings – do split locations and just conference in. We had a BOD with Conference Call and it was awful! Eric mentioned that the BOD will not be scheduled every months!
- d. Need to improve the HOD Meetings and make sure that Consent Agenda is sent ahead of time! Discussion followed on this subject!

Next BOD Meeting – June 19, 2019 at White Plains YWCA Middies

A motion to adjourn the meeting was made, seconded and approved by all. **Motion carries.** Meeting adjourned at 8:18 pm.

Respectfully submitted by Monique Grayson
June 5, 2019



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(631) 736-6422 - FAX (631) 938-7418
Email address: metro.office@metroswimming.org

**BOARD OF DIRECTORS MEETING
Thursday May 16th, 2019
Nassau County Aquatic Center**

1: CALL TO ORDER, WELCOME, and INTRODUCTIONS:

Excused prior to meeting: Brian Hansbury

Roll Call:

NOT PRESENT

2: ACCEPTANCE/CORRECTIONS OF MINUTES:

Reports of officers

3: GENERAL CHAIR: Eric Fisher: Welcome—General Updates

- Appointments
- Open Water Clinic RFP
- Convention

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

- SECRETARY REPORT: Monique Grayson
- FINANCE CHAIR: Allen Wone
- SENIOR CHAIR: John Alaimo/Jim Wargo
- COACHES REPRESENTATIVE: John Yearwood
- TECHNICAL PLANNING: David Ellinghaus
- SAFE SPORT COORDINATOR: Brian Hansbury
- ADMINISTRATIVE VICE CHAIR: Dom Boccio
- AGE GROUP CHAIR: BJ Reynoso/Kate Hallex
- ATHLETES' REPRESENTATIVES: Mark Owens/Sydney Boals
- SAFETY COORDINATOR: John Yearwood
- At Large Athletes: Stanley Wong/ Robert Frawley

5: OFFICE MANAGER: Mary Fleckenstein

6: UNFINISHED/OLD BUSINESS:

7: NEW BUSINESS:

8: NEXT MEETING: June 19th YWCA

Adjournment

1. Background/Introduction

Metropolitan Swimming Inc. is the Local Swimming Committee, an administrative division of USA Swimming, representing over 10,000 athletes, and governing the counties of Sullivan, Orange, Dutchess, Putnam, Rockland, Westchester, Nassau, Suffolk, and the 5 boroughs of New York City. Metro conducts and sanctions swimming competitions, including open water swimming competitions. Metro athletes include age-group through senior/professional athletes.

2. Project Goals and Scope of Services

In 2019, for the first time, Metro will itself host Open Water Championships. These will include an open division 5K swim, as well as shorter distances for age-group athletes. Leading up to these Championships, the organization is seeking to host a set of 2 clinics to familiarize Metro athletes with open water swimming. Service Providers will operate open water clinics for Metro athletes, with a number of sessions and duration appropriate for their ages and abilities as identified in the proposal.

Our goal is to have clinic participants learn:

- What is Open Water Swimming? how is it related to/differ from swimming in a pool?
- What are the expected procedures for athletes before and during competition?
- What types of starts/finishes are used in open water competitions?
- What do athletes need to know to maintain safety?
- What can athletes do to improve their technique for open water swimming (body position, kicking, pulling, rotation, breathing techniques)?
- What strategies can athletes use during competition (sighting, drafting, swimming in packs, feeding, pacing)?
- What else can athletes learn from experience of elite athletes/coaches?

Participants should leave these clinics with the knowledge and enthusiasm necessary to participate in our Open Water Championships.

3. Anticipated Selection Schedule

The Metro Open Water Committee will accept proposals until June 1, 2019 and select a proposal by June 15, 2019. Questions about this RFP should be submitted by email to the Open Water Committee Co-Chairs listed above until June 1, 2019.

4. Time and Place of Submission of Proposals

All proposals must be submitted to the Open Water Committee Co-Chairs listed above.

5. Timeline

The proposed clinics should occur between July 1, 2019 and August 31, 2019.

6. Elements of Proposal

Proposals should:

- Specify dates, times, and venues for hosting the clinics and explain in detail any requirements of the LSC/Committee regarding obtaining the venues. Please describe any intended use of classroom or pool spaces, and any equipment not provided by the Service Provider. These clinics should occur at sites each in the Northern and Southern portion of the LSC.
- Identify clinicians, their experience and qualifications.
- Include a detailed curriculum or outline for the clinics.
- List the number of volunteers required and specify their duties before and during clinics.
- Specify the actual or range of potential costs to the LSC/Committee, to the clinic participants
- Describe in detail any advertising/marketing requirements.
- Describe in detail the budgetary model for the clinics.
- Provide references including other LSCs or teams that have hosted similar clinics or otherwise worked with the Service Provider.
- Include or link to documents and/or videos from similar previous clinics.
- Provide contact information for questions the Committee may have during evaluation.

7. Evaluation Criteria

The Open Water Committee will evaluate select a proposal based on:

- Expected quality of clinics based on prior clinics, references, and clinician qualifications.
- Completeness and thoroughness of the proposal.
- Cost to the athletes, and requirements of the LSC/Committee.

Request for Proposal

2019 Open Water Swimming Clinic

Metropolitan Swimming Inc.

99 Sheep Pasture Rd Port Jefferson, NY 11777

Open Water Committee Co-Chairs:

Jeff Chu – 631-219-6424, jeff.chu@metroswimming.org

George Fleckenstein – 631-335-4998, george.fleckenstein@metroswimming.org

Metropolitan Swimming Zone Team Coaches Stipends Proposal

I'm asking Metro Board to approve a stipend for Metro Zone Team Coaches selected by Age Group Chairs for the Easter Zone Long Course All Start Age Group Championships.

The proposed structure will be as follows:

Assistant Coach will receive \$500 plus team travel expenses. Responsibilities include:

- Actively participate in meet coaching - ensuring all swimmers are ready and prepared to swim.
- Assist with relay participant selection and relay team order.
- Monitor and supervise team at all times (i.e. at the pool, hotel, bus, etc) (supporting coordinator and chaperone efforts).
- Coaches will handle the majority of chaperone activities and will be responsible for a specific group of swimmers throughout the trip. The Head Coach will assign assistant coaches to their specific group of swimmers. Although there will be chaperones for each age group the coaching staff will be the primary source of supervision for the athletes at both the pool and the hotel.
- Assist Head Coach as necessary.

Head Coach will receive \$750 plus team travel expenses. Responsibilities include:

- Actively participate in meet coaching - ensuring all swimmers are ready and prepared to swim.
- Select relays.
- Run team meetings.
- Handle team entry process.
- Work with Age Group Chairs and Metro Office Team Manager to coordinate all travel arrangements.
- Monitor and supervise team at all times (i.e.: at the pool, hotel, bus, etc) (supporting coordinator and chaperone efforts)

Proposed by Amine Boubsis – Diversity & Inclusion Co-Chair

Metropolitan Swimming Inc.

PROFIT AND LOSS

September 1, 2018 - May 16, 2019

	TOTAL			
	SEP 1, 2018 - MAY 16, 2019	SEP 1, 2017 - MAY 16, 2018 (PY)	CHANGE	% CHANGE
Income				
5000.00 General Income Accts				
5001.00 Investment Income		0.45	-0.45	-100.00 %
5001.10 Interest Income	2,945.45	5,743.35	-2,797.90	-48.72 %
Total 5001.00 Investment Income	2,945.45	5,743.80	-2,798.35	-48.72 %
5002.00 Fee & Surcharge				
5002.10 Sanctions Fee	6,775.00	5,675.00	1,100.00	19.38 %
5002.15 Post Meet Fee (20%)	198,870.80	213,857.80	-14,987.00	-7.01 %
5002.19 Silver/Bronze Surcharge	10,509.00	3,946.00	6,563.00	166.32 %
Total 5002.00 Fee & Surcharge	216,154.80	223,478.80	-7,324.00	-3.28 %
5005.10 Fines				
5005.17 Admins Fines	6,346.00		6,346.00	
5005.19 Senior Fines	750.00		750.00	
Total 5005.10 Fines	7,096.00		7,096.00	
5006.00 Registrations				
5006.10 Club-Received	16,700.00	16,225.00	475.00	2.93 %
7006.10 Club-Paid	-5,950.00	-6,160.00	210.00	3.41 %
Total 5006.10 Club-Received	10,750.00	10,065.00	685.00	6.81 %
5006.20 Athlete-Received	731,261.95	712,534.00	18,727.95	2.63 %
7006.20 Athlete-Paid	-611,555.00	-596,592.00	-14,963.00	-2.51 %
Total 5006.20 Athlete-Received	119,706.95	115,942.00	3,764.95	3.25 %
5006.30 Non Athlete-Received	66,312.00	70,070.00	-3,758.00	-5.36 %
7006.30 Non Athlete-Paid	-59,574.00	-60,200.00	626.00	1.04 %
Total 5006.30 Non Athlete-Received	6,738.00	9,870.00	-3,132.00	-31.73 %
5006.40 Transfers-Received	3,650.00	3,475.00	175.00	5.04 %
5006.50 Flex Athletic-Received	4,000.00		4,000.00	
7006.50 Flex Athletic-Paid	-920.00		-920.00	
Total 5006.50 Flex Athletic-Received	3,080.00		3,080.00	
Total 5006.00 Registrations	143,924.95	139,352.00	4,572.95	3.28 %
5010.00 Bounced Check Fee				
5010.10 Bounced Check Fee		50.00	-50.00	-100.00 %
Total 5010.00 Bounced Check Fee		50.00	-50.00	-100.00 %
5011.00 Misc - Office	-94.83		-94.83	
5014.00 Sales	1,100.00	175.00	925.00	528.57 %
Total 5000.00 General Income Accts	371,126.37	368,799.60	2,326.77	0.63 %
Total Income	\$371,126.37	\$368,799.60	\$2,326.77	0.63 %
GROSS PROFIT	\$371,126.37	\$368,799.60	\$2,326.77	0.63 %
Expenses				
6100.00 Athletics Service Program				
6110 Travel Program		-5,923.92	5,923.92	100.00 %

	TOTAL			
	SEP 1, 2018 - MAY 16, 2019	SEP 1, 2017 - MAY 16, 2018 (PY)	CHANGE	% CHANGE
6110.00 Travel Reimbursement		5,923.92	-5,923.92	-100.00 %
6110.11 SC Sectional	13,200.00	18,600.00	-5,400.00	-29.03 %
6110.12 LC Senior Zone/Sectional	1,000.00		1,000.00	
6110.14 SC NCSA Junior	24,400.00	30,400.00	-6,000.00	-19.74 %
6110.18 USA JR National SC	24,566.42	10,262.58	14,303.84	139.38 %
6110.19 USA JR National LC	800.00		800.00	
6110.22 USA National/Open SC	6,757.84	3,600.00	3,157.84	87.72 %
6110.23 USA National/Open/Phillip66 LC	1,000.00		1,000.00	
6110.30 USA Open Water Champ	350.00		350.00	
Total 6110.00 Travel Reimbursement	72,074.26	68,786.50	3,287.76	4.78 %
6120.00 Scholarships	-2,100.00	-2,100.00	0.00	0.00 %
6120.20 Galuzzi Scholarship In		-500.00	500.00	100.00 %
7120.10 Joe Stetz Scholarship Awards	2,000.00	2,000.00	0.00	0.00 %
7120.30 Galuzzi Scholarship Awards	2,000.00		2,000.00	
Total 6120.00 Scholarships	1,900.00	-600.00	2,500.00	416.67 %
6130.00 Programs				
6131.00 Age Group Zone Meet				
6131.10 LC Zone				
6131.11 LC Zone fees collected		675.28	-675.28	-100.00 %
6131.12 LC Zone Entry fees		0.00	0.00	
7131.11 LC Zone Uniforms		0.00	0.00	
7131.12 LC Zone Petty Cash & supplies		0.00	0.00	
7131.14 LC Zone Hotel & meals	4,644.00	0.00	4,644.00	
Total 6131.10 LC Zone	4,644.00	675.28	3,968.72	587.71 %
6131.20 SC Zone				
7131.24 SC Zone Hotel		-675.28	675.28	100.00 %
Total 6131.20 SC Zone		-675.28	675.28	100.00 %
Total 6131.00 Age Group Zone Meet	4,644.00	0.00	4,644.00	
6133.00 Diversity Program	1,530.00	-356.52	1,886.52	529.15 %
6137.00 Distance Meets	1,200.00	6,000.00	-4,800.00	-80.00 %
Total 6130.00 Programs	7,374.00	5,643.48	1,730.52	30.66 %
Total 6100.00 Athletics Service Program	81,348.26	67,906.06	13,442.20	19.80 %
6200.00 Officials	206.11		206.11	
6200.10 Travel Reimbursement	4,164.89	2,200.00	1,964.89	89.31 %
6200.11 Clinic & Training Expenses	1,782.78	604.93	1,177.85	194.71 %
6200.12 BGC Reimbursement	2,025.00	1,456.50	568.50	39.03 %
6200.13 Incentives	2,552.00	1,934.00	618.00	31.95 %
Total 6200.00 Officials	10,730.78	6,195.43	4,535.35	73.20 %
6400.00 BOD				
6410.00 USAS Conferences/Convention Fee	6,433.11	9,886.81	-3,453.70	-34.93 %
6410.20 Travel Expenses	3,653.74		3,653.74	
6410.30 Par Diem/Meals	2,114.28		2,114.28	
Total 6410.00 USAS Conferences/Convention Fee	12,201.13	9,886.81	2,314.32	23.41 %
6411.00 EZ Conferences & Conventions	2,977.56		2,977.56	
6411.10 Eastern Zone Meeting Host -IN		-375.00	375.00	100.00 %
6411.11 Eastern Zone Meeting Host - OUT		543.20	-543.20	-100.00 %

	TOTAL			
	SEP 1, 2018 - MAY 16, 2019	SEP 1, 2017 - MAY 16, 2018 (PY)	CHANGE	% CHANGE
6411.20 Lodging/Transpotation	1,950.85	470.48	1,480.37	314.65 %
6411.30 Par Diem/Meals	2,191.39	118.00	2,073.39	1,757.11 %
6411.40 Eastern Zone Dues		2,888.25	-2,888.25	-100.00 %
Total 6411.00 EZ Conferences & Conventions	7,119.80	3,644.93	3,474.87	95.33 %
6420.00 BOD Travel Reimbursement	174.64	1,207.42	-1,032.78	-85.54 %
6450.00 BOD Misc Expenses	1,550.86	73.72	1,477.14	2,003.72 %
Total 6400.00 BOD	21,046.43	14,812.88	6,233.55	42.08 %
6500.00 Clubs Recognition				
6510.00 Club Excellence Program	32,200.00	32,700.00	-500.00	-1.53 %
Total 6500.00 Clubs Recognition	32,200.00	32,700.00	-500.00	-1.53 %
6600.00 Administration & Operations Support		9.95	-9.95	-100.00 %
6601.00 Salary & Wages	61,269.26	42,902.37	18,366.89	42.81 %
6601.10 Payroll Tax	8,487.03	5,950.83	2,536.20	42.62 %
6601.20 Workers Comp Insurance	1,241.07	6,097.57	-4,856.50	-79.65 %
6601.30 ADP Payroll Service Fee	571.74	536.69	35.05	6.53 %
Total 6601.00 Salary & Wages	71,569.10	55,487.46	16,081.64	28.98 %
6605.00 IT Service Fee	2,500.00	4,000.00	-1,500.00	-37.50 %
6605.10 Web Site ChargesB	1,795.00		1,795.00	
Total 6605.00 IT Service Fee	4,295.00	4,000.00	295.00	7.38 %
6606.00 SWIMS Stipends	2,500.00	2,500.00	0.00	0.00 %
6607.00 All Office Essential Supplies	742.91	922.20	-179.29	-19.44 %
6607.10 Annual Membership/Program Dues	662.11	329.11	333.00	101.18 %
6607.20 Printing/Ink/Paper	359.06	228.83	130.23	56.91 %
6607.30 Postage/Mailing	118.35	615.28	-496.93	-80.76 %
6607.40 Misc Expenses	227.86	983.82	-755.96	-76.84 %
Total 6607.00 All Office Essential Supplies	2,110.29	3,079.24	-968.95	-31.47 %
6608.00 Operation Expenses				
6608.10 Internet Expense	1,584.75	1,418.96	165.79	11.68 %
6608.20 Telephone	527.85	517.43	10.42	2.01 %
6608.50 Professional Service Fee	28,883.50	7,150.00	21,733.50	303.97 %
6608.60 Subscription Fee				
6608.61 QB Monthly Fee(current)	132.16	59.70	72.46	121.37 %
6608.62 QB Fee (old)	1.50	19.90	-18.40	-92.46 %
Total 6608.60 Subscription Fee	133.66	79.60	54.06	67.91 %
Total 6608.00 Operation Expenses	31,129.76	9,165.99	21,963.77	239.62 %
6609.00 Office Equipment/Hardware	5,012.22	572.53	4,439.69	775.45 %
6610.00 Bank & Credit card expenses	20,369.90	22,931.13	-2,561.23	-11.17 %
6610.10 Bank Service Charge/Fee	6,680.07	275.55	6,404.52	2,324.27 %
Total 6610.00 Bank & Credit card expenses	27,049.97	23,206.68	3,843.29	16.56 %
6611.00 HOD/BOD Meetings	1,101.18	483.68	617.50	127.67 %
6611.10 Refreshment - BOD/ LSC	863.29	716.32	146.97	20.52 %
Total 6611.00 HOD/BOD Meetings	1,964.47	1,200.00	764.47	63.71 %
6614.00 State Filing Fees	30.00		30.00	
6615.00 Hall of Fame				
6615.30 HOF - Display	5,000.00	5,000.00	0.00	0.00 %

	TOTAL			
	SEP 1, 2018 - MAY 16, 2019	SEP 1, 2017 - MAY 16, 2018 (PY)	CHANGE	% CHANGE
Total 6615.00 Hall of Fame	5,000.00	5,000.00	0.00	0.00 %
6630.00 Golden Goggles Dinners	62.00		62.00	
6630.10 Golden Goggles Dinner	10,247.08		10,247.08	
Total 6630.00 Golden Goggles Dinners	10,309.08		10,309.08	
6640.00 Other Misc Expenses		0.00	0.00	
6650.00 Metro Run Meets				
6650.10 Sr. Mets SC				
6650.12 SrM - SC Meet Entries	-20,115.55	-20,094.82	-20.73	-0.10 %
6650.13 SrM - SC Admissions & Programs	-16,040.00	-12,721.00	-3,319.00	-26.09 %
6690.11 SrM - SC Personnel/Admin/AO	5,658.78	4,408.00	1,250.78	28.38 %
6690.12 SrM - SC Pool rental	14,000.00	17,720.00	-3,720.00	-20.99 %
6690.13 SrM - SC Officials (Evaluator/MR/TLCJ)	916.26	954.00	-37.74	-3.96 %
6690.14 SrM - SC Refreshments	3,403.28	2,562.16	841.12	32.83 %
6690.15 SrM - SC Awards	936.79	851.18	85.61	10.06 %
6690.16 SrM - SC Misc Supplies Expenses	1,020.66	1,000.00	20.66	2.07 %
Total 6650.10 Sr. Mets SC	-10,219.78	-5,320.48	-4,899.30	-92.08 %
6650.20 Sr Mets - LC				
6690.21 SrM - LC Personnel/Admin/Ao	1,529.50		1,529.50	
6690.23 SrM - LC Officials(Evaluator/MR/TLCJ)	1,197.00		1,197.00	
6690.24 SrM - LC Refreshments	151.75		151.75	
6690.26 SrM - LC Misc Supplies Expenses	295.63		295.63	
Total 6650.20 Sr Mets - LC	3,173.88		3,173.88	
6650.60 Distance Meets	4,800.00		4,800.00	
Total 6650.00 Metro Run Meets	-2,245.90	-5,320.48	3,074.58	57.79 %
Total 6600.00 Administration & Operations Support	158,723.99	98,901.37	59,822.62	60.49 %
Total Expenses	\$304,049.46	\$220,515.74	\$83,533.72	37.88 %
NET OPERATING INCOME	\$67,076.91	\$148,283.86	\$ -81,206.95	-54.76 %
Other Expenses				
6700.00 Depreciation	694.64	694.64	0.00	0.00 %
Total Other Expenses	\$694.64	\$694.64	\$0.00	0.00 %
NET OTHER INCOME	\$ -694.64	\$ -694.64	\$0.00	0.00 %
NET INCOME	\$66,382.27	\$147,589.22	\$ -81,206.95	-55.02 %

Metropolitan Swimming Inc.

BALANCE SHEET

As of May 16, 2019

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
1001 Checking	473,224.89
1005 Savings - Chase	65,696.08
1072 Bill.com Money Out Clearing	3,800.00
Total Bank Accounts	\$542,720.97
Accounts Receivable	
1100 Accounts Receivable	14,409.21
Total Accounts Receivable	\$14,409.21
Other Current Assets	
1007 Fidelity & Guaranty	222,280.34
1008 National Integrity	220,848.36
1200 Prepaid Expenses	0.00
1210 Credit Card Receivables	0.00
Undeposited Funds	5.00
Total Other Current Assets	\$443,133.70
Total Current Assets	\$1,000,263.88
Fixed Assets	
1300 Furniture & Fixtures	3,125.89
Depreciation	-156.30
Original Cost	0.00
Total 1300 Furniture & Fixtures	2,969.59
1301 Hall of Fame - Lehman	24,751.97
Depreciation	-3,560.03
Total 1301 Hall of Fame - Lehman	21,191.94
Total Fixed Assets	\$24,161.53
TOTAL ASSETS	\$1,024,425.41
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	6,583.50
Total Accounts Payable	\$6,583.50
Credit Cards	
2200 American Express	0.00
Total Credit Cards	\$0.00
Other Current Liabilities	
2001 Accrued Expense	0.00
2005 Deferred Revenue	0.00
Total Other Current Liabilities	\$0.00
Total Current Liabilities	\$6,583.50

	TOTAL
	\$6,583.50
Total Liabilities	951,459.64
Equity	0.00
3900 Retained Earnings	66,382.27
Opening Balance Equity	\$1,017,841.91
Net Income	\$1,024,425.41
Total Equity	
TOTAL LIABILITIES AND EQUITY	

Metropolitan Swimming Inc.

BUDGET VS. ACTUALS: FY 2018-19 BUDGET - FY19 P&L

September 2018 - August 2019

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
5000.00 General Income Accts				
5001.00 Investment Income				
5001.10 Interest Income	2,945.45		2,945.45	
5001.20 Dividend Income		5,000.00	-5,000.00	
Total 5001.00 Investment Income	2,945.45	5,000.00	-2,054.55	58.91 %
5002.00 Fee & Surcharge				
5002.10 Sanctions Fee	6,775.00	20,000.00	-13,225.00	33.88 %
5002.15 Post Meet Fee (20%)	198,870.80	300,000.00	-101,129.20	66.29 %
5002.17 Senior Surcharge		1,000.00	-1,000.00	
5002.18 JO Surcharge		16,000.00	-16,000.00	
5002.19 Silver/Bronze Surcharge	10,509.00	6,000.00	4,509.00	175.15 %
Total 5002.00 Fee & Surcharge	216,154.80	343,000.00	-126,845.20	63.02 %
5005.10 Fines				
5005.17 Admins Fines	6,346.00	4,500.00	1,846.00	141.02 %
5005.18 Junior fines		100.00	-100.00	
5005.19 Senior Fines	750.00	100.00	650.00	750.00 %
Total 5005.10 Fines	7,096.00	4,700.00	2,396.00	150.98 %
5006.00 Registrations				
5006.10 Club-Received	16,700.00	18,000.00	-1,300.00	92.78 %
7006.10 Club-Paid	-5,950.00	-6,000.00	50.00	99.17 %
Total 5006.10 Club-Received	10,750.00	12,000.00	-1,250.00	89.58 %
5006.20 Athlete-Received	731,261.95	700,000.00	31,261.95	104.47 %
7006.20 Athlete-Paid	-611,555.00	-580,000.00	-31,555.00	105.44 %
Total 5006.20 Athlete-Received	119,706.95	120,000.00	-293.05	99.76 %
5006.30 Non Athlete-Received	66,312.00	70,000.00	-3,688.00	94.73 %
7006.30 Non Athlete-Paid	-59,574.00	-58,000.00	-1,574.00	102.71 %
Total 5006.30 Non Athlete-Received	6,738.00	12,000.00	-5,262.00	56.15 %
5006.40 Transfers-Received	3,650.00	3,000.00	650.00	121.67 %
5006.50 Flex Athletic-Received	4,000.00		4,000.00	
7006.50 Flex Athletic-Paid	-920.00		-920.00	
Total 5006.50 Flex Athletic-Received	3,080.00		3,080.00	
Total 5006.00 Registrations	143,924.95	147,000.00	-3,075.05	97.91 %
5011.00 Misc - Office	-94.83		-94.83	
5014.00 Sales	1,100.00		1,100.00	
Total 5000.00 General Income Accts	371,126.37	499,700.00	-128,573.63	74.27 %
Total Income	\$371,126.37	\$499,700.00	\$ -128,573.63	74.27 %
GROSS PROFIT	\$371,126.37	\$499,700.00	\$ -128,573.63	74.27 %
Expenses				
6100.00 Athletics Service Program				
6110.00 Travel Reimbursement				

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
6110.11 SC Sectional	13,200.00	20,000.00	-6,800.00	66.00 %
6110.12 LC Senior Zone/Sectional	1,000.00	5,000.00	-4,000.00	20.00 %
6110.14 SC NCSA Junior	24,400.00	30,000.00	-5,600.00	81.33 %
6110.15 LC NCSA Junior		4,000.00	-4,000.00	
6110.16 LC Futures		20,000.00	-20,000.00	
6110.18 USA JR National SC	24,566.42	10,000.00	14,566.42	245.66 %
6110.19 USA JR National LC	800.00	20,000.00	-19,200.00	4.00 %
6110.22 USA National/Open SC	6,757.84	5,000.00	1,757.84	135.16 %
6110.23 USA National/Open/Phillip66 LC	1,000.00	5,000.00	-4,000.00	20.00 %
6110.30 USA Open Water Champ	350.00	1,000.00	-650.00	35.00 %
Total 6110.00 Travel Reimbursement	72,074.26	120,000.00	-47,925.74	60.06 %
6120.00 Scholarships	-2,100.00		-2,100.00	
6120.10 Joseph Stetz Registration Income		-2,075.00	2,075.00	
7120.10 Joe Stetz Scholarship Awards	2,000.00	2,000.00	0.00	100.00 %
7120.30 Galuzzi Scholarship Awards	2,000.00		2,000.00	
Total 6120.00 Scholarships	1,900.00	-75.00	1,975.00	-2,533.33 %
6130.00 Programs				
6131.00 Age Group Zone Meet				
6131.10 LC Zone				
6131.11 LC Zone fees collected		-95,000.00	95,000.00	
7131.10 LC Zone Entries Fees Paid		7,000.00	-7,000.00	
7131.11 LC Zone Uniforms		35,000.00	-35,000.00	
7131.12 LC Zone Petty Cash & supplies		2,000.00	-2,000.00	
7131.13 LC Zone Bus		25,000.00	-25,000.00	
7131.14 LC Zone Hotel & meals	4,644.00	77,000.00	-72,356.00	6.03 %
7131.15 LC Zone Board Member Travel		1,500.00	-1,500.00	
Total 6131.10 LC Zone	4,644.00	52,500.00	-47,856.00	8.85 %
Total 6131.00 Age Group Zone Meet	4,644.00	52,500.00	-47,856.00	8.85 %
6133.00 Diversity Program	1,530.00	8,000.00	-6,470.00	19.13 %
6135.00 Disability		2,000.00	-2,000.00	
6137.00 Distance Meets	1,200.00	6,000.00	-4,800.00	20.00 %
Total 6130.00 Programs	7,374.00	68,500.00	-61,126.00	10.76 %
Total 6100.00 Athletics Service Program	81,348.26	188,425.00	-107,076.74	43.17 %
6200.00 Officials	206.11		206.11	
6200.10 Travel Reimbursement	4,164.89	15,000.00	-10,835.11	27.77 %
6200.11 Clinic & Training Expenses	1,782.78	3,000.00	-1,217.22	59.43 %
6200.12 BGC Reimbursement	2,025.00	4,000.00	-1,975.00	50.63 %
6200.13 Incentives	2,552.00	4,000.00	-1,448.00	63.80 %
Total 6200.00 Officials	10,730.78	26,000.00	-15,269.22	41.27 %
6300.00 Coaches Programs				
6310.00 Coaches Clinic/Mentoring Program		20,000.00	-20,000.00	
Total 6300.00 Coaches Programs		20,000.00	-20,000.00	
6400.00 BOD				
6410.00 USAS Conferences/Convention Fee	6,433.11	24,000.00	-17,566.89	26.80 %
6410.20 Travel Expenses	3,653.74		3,653.74	
6410.30 Par Diem/Meals	2,114.28		2,114.28	

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Total 6410.00 USAS	12,201.13	24,000.00	-11,798.87	50.84 %
Conferences/Convention Fee				
6411.00 EZ Conferences & Conventions	2,977.56	1,000.00	1,977.56	297.76 %
6411.20 Lodging/Transpotation	1,950.85	4,000.00	-2,049.15	48.77 %
6411.30 Par Diem/Meals	2,191.39	400.00	1,791.39	547.85 %
6411.40 Eastern Zone Dues		2,600.00	-2,600.00	
Total 6411.00 EZ Conferences & Conventions	7,119.80	8,000.00	-880.20	89.00 %
6420.00 BOD Travel Reimbursement	174.64	2,500.00	-2,325.36	6.99 %
6440.00 Committees				
6441.00 Review Committee		500.00	-500.00	
Total 6440.00 Committees		500.00	-500.00	
6450.00 BOD Misc Expenses	1,550.86		1,550.86	
Total 6400.00 BOD	21,046.43	35,000.00	-13,953.57	60.13 %
6500.00 Clubs Recognition				
6510.00 Club Excellence Program	32,200.00	40,000.00	-7,800.00	80.50 %
Total 6500.00 Clubs Recognition	32,200.00	40,000.00	-7,800.00	80.50 %
6600.00 Administration & Operations Support				
6601.00 Salary & Wages	61,269.26	95,000.00	-33,730.74	64.49 %
6601.10 Payroll Tax	8,487.03	11,000.00	-2,512.97	77.15 %
6601.20 Workers Comp Insurance	1,241.07	3,000.00	-1,758.93	41.37 %
6601.30 ADP Payroll Service Fee	571.74	1,000.00	-428.26	57.17 %
Total 6601.00 Salary & Wages	71,569.10	110,000.00	-38,430.90	65.06 %
6605.00 IT Service Fee	2,500.00		2,500.00	
6605.10 Web Site ChargesB	1,795.00	6,000.00	-4,205.00	29.92 %
Total 6605.00 IT Service Fee	4,295.00	6,000.00	-1,705.00	71.58 %
6606.00 SWIMS Stipends	2,500.00	5,000.00	-2,500.00	50.00 %
6607.00 All Office Essential Supplies	742.91	4,000.00	-3,257.09	18.57 %
6607.10 Annual Membership/Program Dues	662.11	500.00	162.11	132.42 %
6607.20 Printing/Ink/Paper	359.06	500.00	-140.94	71.81 %
6607.30 Postage/Mailing	118.35	1,000.00	-881.65	11.84 %
6607.40 Misc Expenses	227.86	500.00	-272.14	45.57 %
Total 6607.00 All Office Essential Supplies	2,110.29	6,500.00	-4,389.71	32.47 %
6608.00 Operation Expenses				
6608.10 Internet Expense	1,584.75	2,500.00	-915.25	63.39 %
6608.20 Telephone	527.85	1,500.00	-972.15	35.19 %
6608.30 Storage Room Rental		1,250.00	-1,250.00	
6608.50 Professional Service Fee	28,883.50		28,883.50	
6608.60 Subscription Fee				
6608.61 QB Monthly Fee(current)	132.16	600.00	-467.84	22.03 %
6608.62 QB Fee (old)	1.50		1.50	
Total 6608.60 Subscription Fee	133.66	600.00	-466.34	22.28 %
Total 6608.00 Operation Expenses	31,129.76	5,850.00	25,279.76	532.13 %
6609.00 Office Equipment/Hardware	5,012.22	1,000.00	4,012.22	501.22 %
6610.00 Bank & Credit card expenses	20,369.90	30,000.00	-9,630.10	67.90 %
6610.10 Bank Service Charge/Fee	6,680.07		6,680.07	

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Total 6610.00 Bank & Credit card expenses	27,049.97	30,000.00	-2,950.03	90.17 %
6611.00 HOD/BOD Meetings	1,101.18		1,101.18	
6611.10 Refreshment - BOD/ LSC	863.29	2,750.00	-1,886.71	31.39 %
Total 6611.00 HOD/BOD Meetings	1,964.47	2,750.00	-785.53	71.44 %
6614.00 State Filing Fees	30.00	100.00	-70.00	30.00 %
6615.00 Hall of Fame				
6615.10 Hall of Fame dinner payments		-4,000.00	4,000.00	
6615.20 Hall of Fame Dinner - caterer		3,000.00	-3,000.00	
6615.30 HOF - Display	5,000.00	5,000.00	0.00	100.00 %
Total 6615.00 Hall of Fame	5,000.00	4,000.00	1,000.00	125.00 %
6630.00 Golden Goggles Dinners	62.00		62.00	
6630.10 Golden Goggles Dinner	10,247.08	12,000.00	-1,752.92	85.39 %
Total 6630.00 Golden Goggles Dinners	10,309.08	12,000.00	-1,690.92	85.91 %
6635.00 Donation -		5,000.00	-5,000.00	
6650.00 Metro Run Meets				
6650.10 Sr. Mets SC				
6650.12 SrM - SC Meet Entries	-20,115.55	-20,000.00	-115.55	100.58 %
6650.13 SrM - SC Admissions & Programs	-16,040.00	-10,000.00	-6,040.00	160.40 %
6690.11 SrM - SC Personnel/Admin/AO	5,658.78	5,000.00	658.78	113.18 %
6690.12 SrM - SC Pool rental	14,000.00	17,000.00	-3,000.00	82.35 %
6690.13 SrM - SC Officials (Evaluator/MR/TLCJ)	916.26	1,250.00	-333.74	73.30 %
6690.14 SrM - SC Refreshments	3,403.28	3,000.00	403.28	113.44 %
6690.15 SrM - SC Awards	936.79	875.00	61.79	107.06 %
6690.16 SrM - SC Misc Supplies Expenses	1,020.66	1,000.00	20.66	102.07 %
Total 6650.10 Sr. Mets SC	-10,219.78	-1,875.00	-8,344.78	545.05 %
6650.20 Sr Mets - LC				
6650.22 SrM - LC Meet Entries		-20,000.00	20,000.00	
6650.23 SrM - LC Admission & Programs		-10,000.00	10,000.00	
6690.21 SrM - LC Personnel/Admin/Ao	1,529.50	4,000.00	-2,470.50	38.24 %
6690.22 SrM - LC Pool Rental		17,000.00	-17,000.00	
6690.23 SrM - LC Officials(Evaluator/MR/TLCJ)	1,197.00	1,250.00	-53.00	95.76 %
6690.24 SrM - LC Refreshments	151.75	3,000.00	-2,848.25	5.06 %
6690.25 SrM - LC Awards		1,000.00	-1,000.00	
6690.26 SrM - LC Misc Supplies Expenses	295.63	1,000.00	-704.37	29.56 %
Total 6650.20 Sr Mets - LC	3,173.88	-2,750.00	5,923.88	-115.41 %
6650.40 Open Water		-4,000.00	4,000.00	
6690.41 Open water 5K & 10 K Expenses		4,000.00	-4,000.00	
Total 6650.40 Open Water		0.00	0.00	
6650.60 Distance Meets	4,800.00		4,800.00	
Total 6650.00 Metro Run Meets	-2,245.90	-4,625.00	2,379.10	48.56 %
Total 6600.00 Administration & Operations Support	158,723.99	183,575.00	-24,851.01	86.46 %
Total Expenses	\$304,049.46	\$493,000.00	\$ -188,950.54	61.67 %

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
NET OPERATING INCOME	\$67,076.91	\$6,700.00	\$60,376.91	1,001.15 %
Other Expenses				
6700.00 Depreciation	694.64		694.64	
Total Other Expenses	\$694.64	\$0.00	\$694.64	0.00%
NET OTHER INCOME	\$ -694.64	\$0.00	\$ -694.64	0.00%
NET INCOME	\$66,382.27	\$6,700.00	\$59,682.27	990.78 %