

Virginia Swimming Board of Directors Meeting

Saturday, April 16, 2022
9:00 am (Zoom Conference)

MINUTES

Call to Order

John Stanley

The meeting was called to order at 9:01 am.

Proposed Budget

Brian Cann and Bob Rustin

Highlights include:

- Meet Revenue (Lines 10-12) line items show larger increases but are still revenue neutral.
- The registration numbers are anticipated to increase as well as registration expenses. The conservative estimate is 7000 premium registrations. Flex athlete estimates for 1000 registrations. There is a 30% upgrade rate from flex to premium. Teams are using flex as an opportunity to introduce swimming to families as it was intended.
- Added \$1000 for Open Water Swimming equipment.
- Higher expenses for web hosting fees and upgrades to improve efficiency and security.
- **Motion:** The motion to adopt the budget as written passed.
- The budget will be presented to HOD

2022-2023 Meet Calendar

Bryan Wallin

- Consulted with Senior and Age Group Committees
- De-centralized the meets by using the different facilities across the LSC.
- Hampton Aquaplex (HAP) is a new facility for 2022-2023.
- Still need a bid for the SE 13 & O SC Championships.
- LY/CCA are combining to host the SW 9-12 and 13 & O meet in February.

2022-2023 CHAMPIONSHIP SITES- RECOMMENDATION

- FEBRUARY 11-12(8U CHAMPIONSHIPS)
 - CENTRAL- NOVA @ NOVA-R
 - SOEAST- 757 @ 757
 - SOWEST- CAV @ BROOKS
- FEBRUARY 17-19 (9-12 CHAMPIONSHIPS)
 - CENTRAL- NOVA @ NOVA-R
 - NORTH- PWSC @ JRSC
 - SOEAST- CGBD @ BMAC
- FEBRUARY 24-26 (13 & O CHAMPIONSHIPS)
 - CENTRAL- NOVA @ NOVA-R
 - NORTH- RAYS @ JRSC
 - SOEAST- NO BIDS AT THIS TIME
 - SOWEST- LY/CCA @ CAC *THIS WILL BE A COMBINED 9-12 AND 13 & O MEET
- MARCH 2-5 SENIOR CHAMPIONSHIPS
 - SRVA @ CSAC MARCH 9-12
- AGE GROUP CHAMPIONSHIPS
 - CGBD @ HAP
- JUNE 24-15 OPEN WATER CHAMPIONSHIPS
 - HOKI @ BLACKSBURG QUARRY
- JULY 7-9 SUMMER AWARDS
 - NORTH- RAYS @ JRSC
 - SOEAST- TIDE @ HAP

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- SOWEST- CCA @ CAC
 - JULY 13-16 SENIOR CHAMPIONSHIPS
 - LY @ LIB
 - JULY 20-23 AGE GROUP CHAMPIONSHIPS
 - HOKI @ CAC
- **Motion:** The motion to adopt the 2022-2023 Meet Schedule as recommended by the Tech Planning committee passed.

“Administrator” Category Registration Fee

Mary Turner

- Non-Athlete members now required to register – club employees, club BOD, etc. A new category “Administrator” will be added to the choices for 2022-2023. The USA Swimming fee is \$30.
- Mary recommends charging the same LSC fee as we do for other non-athletes (\$7). The total charge is \$37 for 2023.
- **Motion:** The motion to apply the same non athlete rate (\$7) to all volunteers’ fees including the new administrator category.

Reminders to the BOD...

- Send flight schedule to Mary for those attending the USA Swimming meeting in Denver.
- Eastern Zone LC Age Group Meet still not on the schedule. At our last meeting, we discussed hosting an alternative meet for the age groupers would have a culminating event in August. The meet could be at Liberty or a week later at CSAC.

Adjournment

The meeting was adjourned at 9:27 am.

The next Board of Directors meeting will be on June 6 at 8:00 pm.

In attendance: John Stanley, Bryan Wallin, Brian Cann, Drew Hirth, Scott Baldwin, Anthony Pedersen, Morgan Cordle, Richard Hunter, Jihan Munson, Maureen Tolliver, Emily Fagan, Mary Turner

		2020-21	2021-22	2022-23	Notes
	*** Revenue ***				
1	USAS Registration	\$434,932.00	\$485,200.00	\$550,600.00	
2	VS Registration	\$103,340.00	\$113,400.00	\$125,650.00	
3	Flex Registration	\$10,820.00	\$10,000.00	\$10,000.00	
4	USAS Club Dues	\$2,870.00	\$2,940.00	\$3,150.00	
5	VS Club Dues	\$1,828.00	\$1,860.00	\$1,650.00	
6	Meet Sanctions	\$8,430.00	\$4,900.00	\$4,900.00	
7	Meet Rebates	\$144,711.00	\$168,000.00	\$181,000.00	
8	Meet Swimmer Fees	\$0.00	\$0.00	\$0.00	
9	Sales & Misc.	\$5,562.00	\$2,000.00	\$2,000.00	
10	LSC Championship Meet Revenue	\$153,303.00	\$50,000.00	\$150,000.00	Revenue Neutral
11	Sectionals Meet Revenue	\$72,610.00	\$10,000.00	\$50,000.00	Revenue Neutral
12	Zone Meet Revenue	\$34,644.00	\$50,000.00	\$50,000.00	Revenue Neutral
13	SC Zones Team	\$0.00	\$0.00	\$0.00	
14	LC Zones Team	\$7,519.00	\$26,150.00	\$28,900.00	
15	Clinics and Swimposium Revenue	\$1,860.00	\$1,500.00	\$1,500.00	
16	Zone Meeting Revenue	\$0.00		\$0.00	
17	Awards Banquet	\$0.00	\$20,000.00	\$20,000.00	
18	Interest - Checking	\$32.00	\$25.00	\$25.00	
19	Interest - Reserve	\$66.00	\$500.00	\$300.00	
20	Endowment Income	\$80,305.00	\$50,000.00	\$50,000.00	
21	Total Revenue	\$1,062,832.00	\$996,475.00	\$1,229,675.00	
	*** Expenses ***				
22	USAS Registration	\$444,753.00	\$485,200.00	\$550,600.00	
23	USAS Club Dues	\$2,800.00	\$2,940.00	\$3,150.00	
24	Travel - US Open	\$0.00	\$0.00	\$4,500.00	
25	Travel - SC Season Nationals	\$7,100.00	\$22,500.00	\$18,000.00	
26	Travel - LC Season Nationals	\$6,900.00	\$13,500.00	\$13,500.00	
27	Travel - Olympic Trials / World Team Tr	\$7,200.00	\$0.00	\$0.00	
28	Travel - National Youth Team	\$0.00	\$1,500.00	\$1,500.00	
29	Travel - Discretionary	\$0.00	\$3,000.00	\$3,000.00	
30	National Meet Travel - Coaches	\$3,668.00	\$9,000.00	\$9,000.00	

31	Senior Champ Meet Support	\$0.00	\$10,000.00	\$0.00	
32	Va. Championship Meet Expenses	\$160,990.00	\$50,000.00	\$150,000.00	Revenue Neutral
33	Zone Meet Expenses	\$39,827.00	\$50,000.00	\$50,000.00	Revenue Neutral
34	Sectionals Meet Expenses	\$65,091.00	\$10,000.00	\$50,000.00	Revenue Neutral
	SC Zone Team Support	\$0.00	\$0.00	\$0.00	
35	LC Zone Team Support	\$31,926.00	\$68,150.00	\$70,900.00	
36	Champ Meet Awards	\$16,796.00	\$22,000.00	\$22,000.00	
37	Staff	\$84,400.00	\$82,400.00	\$80,400.00	
39	Payroll Taxes & Benefits	\$6,593.00	\$6,300.00	\$8,300.00	
41	Webmaster	\$0.00	\$0.00	\$0.00	
42	Web Hosting Fee, Upgrades	\$959.00	\$1,000.00	\$4,700.00	Upgrade to networking software
43	Administration Expenses	\$12,255.00	\$15,000.00	\$18,000.00	
44	Supplies & Misc.	\$1,054.00	\$3,000.00	\$3,000.00	
45	Awards Banquet	\$859.00	\$35,000.00	\$35,000.00	
46	National Convention/Meeting	\$0.00	\$7,500.00	\$18,000.00	
47	Zone Meeting	\$0.00	\$0.00	\$0.00	
48	Equipment	\$246.00	\$500.00	\$1,500.00	\$1,000 for Open Water Equipment
49	Officials Workshops / Training /Travel	\$9,000.00	\$20,000.00	\$20,000.00	
50	USAS Workshops	\$0.00	\$6,000.00	\$6,000.00	
51	VS Camps & Clinics	\$1,063.00	\$6,000.00	\$10,000.00	
52	VS Workshops	\$0.00	\$500.00	\$2,000.00	
53	Diversity & Outreach Programs	\$3,418.00	\$10,000.00	\$10,000.00	
54	Make a Splash / Learn to Swim Grants	\$6,000.00	\$10,000.00	\$6,000.00	
55	Safe Sport Programs	\$4,000.00	\$6,000.00	\$6,000.00	
56	Coach Mentoring Program	\$0.00	\$2,000.00	\$2,000.00	
57	Grants / Development / Clubs	\$0.00	\$0.00	\$0.00	
58	Athlete Scholarships	\$6,000.00	\$6,000.00	\$6,000.00	
59	Club Grants	\$0.00	\$0.00	\$0.00	
60	Transfer to Endowment Fund	\$80,000.00	\$50,000.00	\$50,000.00	
61	Total Expenses	\$1,002,898.00	\$1,014,990.00	\$1,233,050.00	
62	Net Income / Loss	\$59,934.00	-\$18,515.00	-\$3,375.00	