

|                               |                          |
|-------------------------------|--------------------------|
| <b>General Chair</b>          | <b>Betsy Purcell</b>     |
| <b>Adm Vice Chair</b>         | <b>Toby Rees</b>         |
| <b>Senior Vice Chair</b>      | <b>Jimmy Parmenter</b>   |
| <b>Age Group Chair</b>        | <b>Emma McEntarffer</b>  |
| <b>Technical Chair</b>        | <b>Jay Thiltgen</b>      |
| <b>Treasurer</b>              | <b>Stefanie Martinez</b> |
| <b>Registration</b>           | <b>Scot Sorensen</b>     |
| <b>Finance Chair</b>          | <b>Tony Storer</b>       |
| <b>Operational Risk</b>       | <b>Lori Howard</b>       |
| <b>Official Chair</b>         | <b>Steve Marchitelli</b> |
| <b>Safe Sport Chair</b>       | <b>Aidan Cho</b>         |
| <b>Coaches' Rep</b>           | <b>Katherine Anglin</b>  |
| <b>Athlete Representative</b> | <b>Marti Walstad</b>     |
| <b>Athlete Representative</b> | <b>Diana Brailita</b>    |
| <b>Athlete Representative</b> | <b>Maris Grabill</b>     |
| <b>Delegate At Large</b>      | <b>Jeff Nelson</b>       |
| <b>Delegate At Large</b>      | <b>Debra Pearson</b>     |
| <b>Delegate At Large</b>      | <b>Sam Bach</b>          |
| <b>Executive Secretary</b>    | <b>Betty Kooy</b>        |
| <b>Past General Chair</b>     | <b>Carol Olson</b>       |



**Board of Directors Meeting**  
 Tuesday, November 17, 2020 • 8:30 PM  
 Zoom Meeting – See Attached Link

**MEETING AGENDA**

1. Welcome and Roll Call
2. Declaration of Conflict of Interest Statement
3. Review and Approve July 2020 Meeting Minutes
4. Consent Agenda
  - Membership/Registration Coordinator Report
  - Executive Secretary Report
4. Current Business
  - Finance Brief Update
  - Sanction Update
  - SC Championships
5. Announcements/Information
6. Adjournment

Betsy Purcell is inviting you to a scheduled Zoom meeting.

Topic: MWS BOD Meeting  
 Time: Nov 17, 2020 08:30 PM Central Time (US and Canada)

Join Zoom Meeting  
<https://zoom.us/j/98809714702?pwd=WHBwb3hBUm5BYktDRjY1VUFkbGRIQT09>

Meeting ID: 988 0971 4702  
 Passcode: 767170  
 One tap mobile  
 +16699009128,,98809714702#,,,,,0#,,767170# US (San Jose)  
 +12532158782..98809714702#.....0#..767170# US (Tacoma)



**MINUTES** Draft

**DATE:** 09/15/2020

**TIME:** 8:30 p.m.

**LOCATION** Zoom Conference Call

### Call to Order

- Midwestern Board of Directors
- Board Meeting
  - Called to order – Betsy Purcell 8:33 p.m.
  - Purpose of Meeting: Regular BOD Meeting
- Roll Call
  - Introduction of new members – BOD members introduced selves to Katherine Lincoln, Coach Rep.
  - Noted were the open positions which will be addressed under Current Business
  - Attendees: Betsy Purcell, Toby Rees, Jimmy Parmenter, Emma McEntarffer, Stefanie Martinez, Scot Sorensen, Tony Storer, Steve Marchitelli, Katherine Anglin, Marti Walstad, Jeff Nelson, Jay Thiltgen, Betty Kooy, Carol Olson
  - Absent: None
- Declaration of Conflict of Interest Statement: Read; no declarations

### Approval of Previous Minutes

- Corrections and Additions : None
- Motion to Accept-Stefanie Martinez; Seconded-Jimmy Parmenter; Approved

### Consent Agenda

- Documents
  - Executive Secretary
  - Membership/Registration Coordinator Report
- Motion to Accept-Steve Marchitelli; Seconded-Emma McEntarffer; Approved

### Current Business

- Investment Committee – Carol Olson stated that goals for updating the Investment Policy were not accomplished and would like to pursue toward a sound investment policy for MW.
- Finance – Tony Storer
  - Shared Documents: Balance sheet, P & L, Budget that were run on September 8
  - Brief update – very little income, some loss, but new registrations should be coming in
  - Question regarding a 2<sup>nd</sup> round of club reimbursement from Midwestern; USA swimming has had two rounds of grant funds and some MW clubs did apply and receive funds; noted lack of current revenue stream to fund any MW grants
  - Betty noted that the Registrations from June 1 – September 30 will be debited on October 1 and out of the checking account on October 10 (anything for registration year 2021 debited after September 1)
  - Zoom License – offered by USA Swimming

- Betty explained the Zoom Licensing and the cost (\$120.00 for one year) and the offering is for both LSCs and Clubs; recommended MW purchase and offer to clubs through MW
    - Motion: Tony Storer moved that Midwestern purchase license for MW and offer to MW clubs to purchase, with clubs paying Midwestern the \$120.00 fee, which will then be forwarded to USA Swimming for purchase of the Zoom licenses, with a deadline date for clubs to opt in of November 15; Seconded-Jimmy Parmenter; Approved.
  - Approval of Appointees for Open Positions and Committees
    - Betsy discussed the recommended appointees for the open positions which are as follows:
      - Voting Positions
        - Technical Chair (2021)            Jay Thiltgen
        - Operational Risk (2021)        Lori Howard
        - Safe Sport Chair (2021)        Aidan Cho
        - Delegate at Large (2021)        Debra Pearson
        - Delegate at Large (2021)        Sam Bach
        - Junior Athlete (2022)            Diana Brailita
        - At Large Athlete (2021)        Maris Grabill
      - Non-Voting Positions (HOD Voting)
        - Diversity Chair (2022)            Thor Larson  
Governance chair to be elected by committee – only Chair voting member of HOD (Toby Rees still has 2 yrs on committee)
        - Governance Comm (3yr)        Carol Olson
        - Governance Comm (1yr)        Nikki Schlegelmilch
        - Governance Athlete (2yr)        Grace Thiltgen
      - At Large House of Delegates - 1 yr appointment with Committee Assignments
        - Grace Thiltgen – Governance (2yr)
        - Isabelle Berlin – Officials
        - Ashton Bailey – Safe Sport
        - Emily Licht – Safe Sport
        - Lily Cunningham – Diversity Equity, Inclusion
        - Hanna Hailu – Diversity Equity, Inclusion
    - Motion to approve appointees by Jimmy Parmenter; Seconded-Emma McEntarffer; Approved  
Betty will update the website with newly elected officers, committee chairs, and committees
  - Requested by Jimmy Parmenter an update to unregistered swimmer/meet recon policy approved March 10, 2020 BOD meeting
    - Rationale – Policy seems to be too punitive with the \$30.00 additional registration fee initiated on the first recon; need to encourage registration and competition
    - Recommended wording for meet flyers (Scot will update the Registration Policy Manual to conform)  
*Athletes who appear as unregistered on the first pre-meet recon must register with Midwestern immediately. A second pre-meet recon will be run 4 days prior to the start of the meet and any unregistered athlete that appears on that list must register with Midwestern Swimming and will be charged an additional \$30.00 above the current MW registration fee and must provide proof of registration before being allowed to swim in the meet. Meet management must delete unregistered athletes from the meet file prior to meet commencement.*
    - Motion to accept recommended update-Jimmy Parmenter; Seconded-Steve Marchitelli; Accepted

## Announcements/Information

- Convention Update – Betty Kooy
  - Discussed the PP slides included in the BOD packet  
Voting Delegates – General Chair Betsy Purcell, Administrative Vice Chair Toby Rees, Senior Chair Jimmy Parmenter, Age Group Chair Emma McEntarffer, Coach Representative Katherine Anglin, Senior Athlete Representative Marti Walstad, At Large Delegate Betty Kooy  
Encouraged anyone who can to register for the Virtual Convention – It's FREE!  
Search *virtual convention* on USA Swimming website; links in the PP document too
- Officials – Steve Marchitelli
  - Noted changes to dates of several Officials Clinics – posted on MW Website
  - MW Officials – several attended the Iowa Virtual Officials Clinic on Saturday, September 12
- Next Meetings:
  - October 17, 2020 – MW House of Delegates Meeting – Virtual Zoom Meeting – Time 10:30 a.m.
  - November 17, 2020 – MW Board of Directors Meeting – Virtual Zoom Meeting – 8:30 p.m.

## Adjournment

- Motion: Motion to adjourn-Toby Rees Seconded-Steve Marchitelli; Passed
- Time: 9:16 p.m.
- Submitted by: Betty Kooy



To: MWS Board of Directors

From: Scot Sorensen, Membership/Registration Coordinator

Date: November 16, 2020

|                                    | <b>2021 Membership</b><br>June 1 – November 15,<br>2020 | <b>2020 Membership</b><br>September 1 – November 15,<br>2019 | <b>Increase /<br/>Decrease</b> |
|------------------------------------|---|--|--------------------------------|
| <b>Year Round Clubs</b>            | 15  | 16   | + 2                            |
| <b>Year-Round Athletes - Renew</b> | 802   | 895  | - 93                           |
| <b>Year-Round Athletes - New</b>   | 241   | 361  | - 120                          |
| <b>Seasonal Athletes – Renew</b>   | 5   | 0  | + 5                            |
| <b>Seasonal Athletes - New</b>     | 4   | 0  | + 4                            |
| <b>Flex Athletes – Renew</b>       | 44  | 31   | + 13                           |
| <b>Flex Athletes - New</b>         | 20  | 26   | - 6                            |
| <b>Flex Athletes - Upgrade</b>     | 9   | 3  | + 6                            |
| <b>Outreach Athletes - Renew</b>   | 16  | 17   | - 1                            |
| <b>Outreach Athletes - New</b>     | 3   | 13   | - 10                           |
| <b>Athletes - Total</b>            | 1,135   | 1,343  | - 208                          |
| <b>NATH Members</b>                | 176   | 149  | + 27                           |

- Several of these statistics do not have much significance purely because of the 2021 membership year beginning three months earlier than the 2020 membership year.

**BOD Report**  
**Executive Secretary**  
**November 17, 2020**

**Executive Secretary:**

- **Sanctions/Meet Schedules**—MW is sanctioning what is being requested. Several meets were sanctioned, but were pulled by hosts due to circumstances beyond their control. Several changed format, again due to the evolving circumstances. MW is requesting that masks be worn by everyone at all times except swimmer in the water and that there be no or few spectators. Most host clubs have been able to video the meets. Right now, we have no meet sanction requests for anything after January 1, 2021. This last weekend there were meets at four different sites – two duals and two with 3 or 4 teams. Three were in Omaha area, one in the Lincoln area. There were almost 600 swimmers who were able to compete. That is about half of the number of swimmers currently registered for 2021 (1154).
- **Awards** – There was no fall awards luncheon/ceremony this year. The awards were all bundled and Carol Olson has graciously offered to make sure all clubs get their awards. Awards will include MW Top 8, MW IMX Top 3 – SCY, MW Record Breakers, and Zone qualifiers. Some awards that have been given in the past just were not valid this year. We only really had a shortened SCY season.
- **MW Website/USA Swimming Info** – We are trying to include updates from USA Swimming including notes from LSC Leadership meetings and anything else the membership needs to be aware of. Jay Chambers has been sending Friday updates as to what is going on with USA Swimming and we are sharing those emails with club head coaches and team leadership.
- **High School Season** – Nebraska High school season started November 16. At this point we don't know who is in the water and who isn't. Lincoln has issued a moratorium for youth sports through December 6. We will be watching what happens. We do not know what the end of the season will look like. At this point we have not granted any approval for observations for any 'invites' although we did have one inquiry. There may be no 'invites' this year. Iowa concluded its Girls High School season on Saturday. Midwestern swimmers from the Council Bluffs area and Sioux City area competed in that meet.
- **US Open and Winter 18 & U:** The US Open concluded this past weekend being swum at nine different sites. Several MW athletes competed at the Des Moines Site. There will be a Winter 18 & Under meet in Kansas City for Region VIII teams with athletes limited to 85 girls and 85 boys and one in Des Moines in December. There are about 50 MW athletes qualified for those meets. We will see how many athletes chose to swim the 18 & U meet.
- **All Stars:** Des Moines is planning an All Star meet in January 15-17, 2021. At this point MW has not made any decision regarding participation. If MW does participate, it will probably be on a family-travel basis rather than a team-travel basis. Things are just so very fluid right now. MW athletes have had very little opportunity to achieve times to qualify for such a meet.

# Midwestern Swimming, Inc.

## BALANCE SHEET

As of November 16, 2020

|                                   | TOTAL               |
|-----------------------------------|---------------------|
| <b>ASSETS</b>                     |                     |
| Current Assets                    |                     |
| Bank Accounts                     |                     |
| 102 Wells Fargo                   | 141,331.72          |
| 122 Savings Wells Fargo           | 65,102.04           |
| 124 CD FNBO                       | 102,834.84          |
| 129 PayPal Account                | 0.00                |
| Bill.com Money Out Clearing       | 1,107.06            |
| <b>Total Bank Accounts</b>        | <b>\$310,375.66</b> |
| Accounts Receivable               |                     |
| 1200 Accounts Receivable          | 0.00                |
| <b>Total Accounts Receivable</b>  | <b>\$0.00</b>       |
| Other Current Assets              |                     |
| 119 close out of investments      | 0.00                |
| 410 Kirkpatrick Pettis            | 0.00                |
| 412 American Express              | 0.00                |
| 414 Dain Rauscher                 | 0.00                |
| Payroll Refunds                   | 0.00                |
| <b>Total Other Current Assets</b> | <b>\$0.00</b>       |
| <b>Total Current Assets</b>       | <b>\$310,375.66</b> |
| Fixed Assets                      |                     |
| 181 Depreciation                  | 0.00                |
| <b>Total Fixed Assets</b>         | <b>\$0.00</b>       |
| <b>TOTAL ASSETS</b>               | <b>\$310,375.66</b> |

# Midwestern Swimming, Inc.

## BALANCE SHEET

As of November 16, 2020

|  | TOTAL               |
|--|---------------------|
| <b>LIABILITIES AND EQUITY</b>          |                     |
| Liabilities                            |                     |
| Current Liabilities                    |                     |
| Accounts Payable                       |                     |
| 2000 Accounts Payable                  | 0.00                |
| <b>Total Accounts Payable</b>          | <b>\$0.00</b>       |
| Credit Cards                           |                     |
| 204 Credit Card - Kooy, Betty          | 0.00                |
| 209 Credit Card - Scot Sorensen        | 0.00                |
| <b>Total Credit Cards</b>              | <b>\$0.00</b>       |
| Other Current Liabilities              |                     |
| 201 Prepaid USS Registrations          | 23,893.00           |
| 2100 Payroll Liabilities               | -599.04             |
| 211 Accrued PR Taxes                   | 1,605.85            |
| 301 Payroll Tax                        | 0.00                |
| Direct Deposit Payable                 | 0.00                |
| <b>Total Other Current Liabilities</b> | <b>\$24,899.81</b>  |
| <b>Total Current Liabilities</b>       | <b>\$24,899.81</b>  |
| <b>Total Liabilities</b>               | <b>\$24,899.81</b>  |
| Equity                                 |                     |
| 3000 Opening Bal Equity                | 0.00                |
| 3900 Retained Earnings                 | 236,780.13          |
| Net Income                             | 48,695.72           |
| <b>Total Equity</b>                    | <b>\$285,475.85</b> |
| <b>TOTAL LIABILITIES AND EQUITY</b>    | <b>\$310,375.66</b> |



# Midwestern Swimming, Inc.

## PROFIT AND LOSS

January 1 - November 16, 2020

|   | TOTAL               |
|---|---------------------|
| Income                                    |                     |
| 420 Interest Income                       | 22.58               |
| 421 All Star Meet                         | 10,563.40           |
| 441 MWS Sanction Fee                      | 900.00              |
| 442 MWS Splash Fee                        | 35,043.00           |
| 451 USS Athlete Membership                | -6.00               |
| 451.1 Athlete-Premium                     | 131,116.00          |
| 451.2 Athlete-Seasonal                    | 693.00              |
| 451.3 Athlete-Upgrade                     | 2,158.00            |
| 451.31 Athlete-Flex                       | 1,360.00            |
| 451.4 Athlete-Outreach                    | 425.00              |
| 451.5 Athlete-Txfr                        | 640.00              |
| <b>Total 451 USS Athlete Membership</b>   | <b>136,386.00</b>   |
| 452 USS Nonathlete Members                | 20,183.00           |
| 453 USS Club Memberships                  | 9,780.00            |
| <b>Total Income</b>                       | <b>\$212,877.98</b> |
| GROSS PROFIT                              | <b>\$212,877.98</b> |
| Expenses                                  |                     |
| 521 All Star Meet Exp                     | 16,795.29           |
| 523 Zone Meet Exp                         | 700.00              |
| 526 Diversity Support                     |                     |
| 526.1 Outreach Meet Support               | 1,619.91            |
| <b>Total 526 Diversity Support</b>        | <b>1,619.91</b>     |
| 527 Safe Sport                            | 303.72              |
| 532 MWS LSC ShortCourse                   | 3,252.69            |
| 541 Athlete Reimbursement                 | 50.00               |
| 541.1 Sectional & Sr. Zone Reimburse      | 1,975.00            |
| 541.2 Grand Prix Reimb                    | 1,200.00            |
| 541.3 Nationals & Jr. Nationals           | 4,000.00            |
| <b>Total 541 Athlete Reimbursement</b>    | <b>7,225.00</b>     |
| 551 USS Athlete Registration              |                     |
| 551.1 Athlete-Premium                     | 72,416.00           |
| 551.3 Athlete-Flex                        | 560.00              |
| 551.4 Athlete-Outreach                    | 155.00              |
| <b>Total 551 USS Athlete Registration</b> | <b>73,131.00</b>    |
| 552 USS NonAthlete Reg                    | 9,710.00            |
| 553 USS Club Registrations                | 1,190.00            |
| 554 Club Rebates                          | 13,950.00           |
| 566 Insurance                             | 306.00              |
| 568 Service Charge                        | 175.28              |

# Midwestern Swimming, Inc.

## PROFIT AND LOSS

January 1 - November 16, 2020

|                                     | TOTAL               |
|-------------------------------------|---------------------|
| 571 Administration                  | 2,117.56            |
| 571.1 Admin - Professional Fees     | 9,530.62            |
| <b>Total 571 Administration</b>     | <b>11,648.18</b>    |
| 572 Office Supplies                 | 720.36              |
| 573 Admin Internet                  | 389.94              |
| 574 Admin Phone                     | 223.61              |
| 578 Officials Expense               | 811.51              |
| 578.2 Meet Costs                    | 1,191.98            |
| 578.3 Officials Reimbursement       | 296.74              |
| <b>Total 578 Officials Expense</b>  | <b>2,300.23</b>     |
| 579 USA Swim Conference Expenses    | 316.00              |
| 581 Exec Secretary - Wage           | 17,823.30           |
| 582 Payroll Taxes                   | 1,363.48            |
| 589 LSC Awards Banquet              |                     |
| 589.2 Awards                        | 997.82              |
| <b>Total 589 LSC Awards Banquet</b> | <b>997.82</b>       |
| 595 Miscellaneous Expense           | 40.45               |
| Unapplied Cash Bill Payment Expense | 0.00                |
| <b>Total Expenses</b>               | <b>\$164,182.26</b> |
| NET OPERATING INCOME                | <b>\$48,695.72</b>  |
| NET INCOME                          | <b>\$48,695.72</b>  |

# Midwestern Swimming, Inc.

## BUDGET VS. ACTUALS: 2020 BUDGET - FY20 P&L

January 1 - November 16, 2020

|   | TOTAL               |                     |                       |                |
|---|---------------------|---------------------|-----------------------|----------------|
|   | ACTUAL              | BUDGET              | OVER BUDGET           | % OF BUDGET    |
| <b>Income</b>                           |                     |                     |                       |                |
| 420 Interest Income                     | 22.58               | 51.48               | -28.90                | 43.86 %        |
| 421 All Star Meet                       | 10,563.40           | 9,817.50            | 745.90                | 107.60 %       |
| 423 Zone Meet                           |                     | 8,087.75            | -8,087.75             |                |
| 431 MWS LSC Long Course                 |                     | 28,517.50           | -28,517.50            |                |
| 432 MWS LSC Short Course                |                     | 28,424.00           | -28,424.00            |                |
| 441 MWS Sanction Fee                    | 900.00              | 2,431.00            | -1,531.00             | 37.02 %        |
| 442 MWS Splash Fee                      | 35,043.00           | 84,150.00           | -49,107.00            | 41.64 %        |
| 451 USS Athlete Membership              | -6.00               | 182,792.50          | -182,798.50           | -0.00 %        |
| 451.1 Athlete-Premium                   | 131,116.00          |                     | 131,116.00            |                |
| 451.2 Athlete-Seasonal                  | 693.00              |                     | 693.00                |                |
| 451.3 Athlete-Upgrade                   | 2,158.00            |                     | 2,158.00              |                |
| 451.31 Athlete-Flex                     | 1,360.00            |                     | 1,360.00              |                |
| 451.4 Athlete-Outreach                  | 425.00              |                     | 425.00                |                |
| 451.5 Athlete-Txfr                      | 640.00              |                     | 640.00                |                |
| <b>Total 451 USS Athlete Membership</b> | <b>136,386.00</b>   | <b>182,792.50</b>   | <b>-46,406.50</b>     | <b>74.61 %</b> |
| 452 USS Nonathlete Members              | 20,183.00           | 19,167.50           | 1,015.50              | 105.30 %       |
| 453 USS Club Memberships                | 9,780.00            | 5,984.00            | 3,796.00              | 163.44 %       |
| 489 LSC Awards Banquet Income           |                     | 1,683.00            | -1,683.00             |                |
| 490 Coaches Clinic Income               |                     | 5,142.50            | -5,142.50             |                |
| <b>Total Income</b>                     | <b>\$212,877.98</b> | <b>\$376,248.73</b> | <b>\$ -163,370.75</b> | <b>56.58 %</b> |
| <b>GROSS PROFIT</b>                     | <b>\$212,877.98</b> | <b>\$376,248.73</b> | <b>\$ -163,370.75</b> | <b>56.58 %</b> |
| <b>Expenses</b>                         |                     |                     |                       |                |
| 521 All Star Meet Exp                   | 16,795.29           | 18,466.25           | -1,670.96             | 90.95 %        |
| 523 Zone Meet Exp                       | 700.00              | 17,858.50           | -17,158.50            | 3.92 %         |
| 524 Other Age Group Expense             |                     | 7,480.00            | -7,480.00             |                |
| 526 Diversity Support                   |                     | 9,350.00            | -9,350.00             |                |
| 526.1 Outreach Meet Support             | 1,619.91            |                     | 1,619.91              |                |
| <b>Total 526 Diversity Support</b>      | <b>1,619.91</b>     | <b>9,350.00</b>     | <b>-7,730.09</b>      | <b>17.33 %</b> |
| 527 Safe Sport                          | 303.72              | 374.00              | -70.28                | 81.21 %        |
| 528 Athlete Leadership Committee        |                     | 467.50              | -467.50               |                |
| 531 MWS LSC LongCourse                  |                     | 30,574.50           | -30,574.50            |                |
| 532 MWS LSC ShortCourse                 | 3,252.69            | 30,481.00           | -27,228.31            | 10.67 %        |
| 541 Athlete Reimbursement               | 50.00               | 23,375.00           | -23,325.00            | 0.21 %         |
| 541.1 Sectional & Sr. Zone Reimburse    | 1,975.00            |                     | 1,975.00              |                |
| 541.2 Grand Prix Reimb                  | 1,200.00            |                     | 1,200.00              |                |
| 541.3 Nationals & Jr. Nationals         | 4,000.00            |                     | 4,000.00              |                |
| <b>Total 541 Athlete Reimbursement</b>  | <b>7,225.00</b>     | <b>23,375.00</b>    | <b>-16,150.00</b>     | <b>30.91 %</b> |
| 551 USS Athlete Registration            |                     | 160,820.00          | -160,820.00           |                |
| 551.1 Athlete-Premium                   | 72,416.00           |                     | 72,416.00             |                |
| 551.3 Athlete-Flex                      | 560.00              |                     | 560.00                |                |
| 551.4 Athlete-Outreach                  | 155.00              |                     | 155.00                |                |

# Midwestern Swimming, Inc.

## BUDGET VS. ACTUALS: 2020 BUDGET - FY20 P&L

January 1 - November 16, 2020

|   | TOTAL               |                      |                       |                  |
|---|---------------------|----------------------|-----------------------|------------------|
|   | ACTUAL              | BUDGET               | OVER BUDGET           | % OF BUDGET      |
| <b>Total 551 USS Athlete Registration</b> | <b>73,131.00</b>    | <b>160,820.00</b>    | <b>-87,689.00</b>     | <b>45.47 %</b>   |
| 552 USS NonAthlete Reg                    | 9,710.00            | 16,830.00            | -7,120.00             | 57.69 %          |
| 553 USS Club Registrations                | 1,190.00            | 2,094.62             | -904.62               | 56.81 %          |
| 554 Club Rebates                          | 13,950.00           | 935.00               | 13,015.00             | 1,491.98 %       |
| 566 Insurance                             | 306.00              | 303.93               | 2.07                  | 100.68 %         |
| 568 Service Charge                        | 175.28              |                      | 175.28                |                  |
| 571 Administration                        | 2,117.56            | 1,449.25             | 668.31                | 146.11 %         |
| 571.1 Admin - Professional Fees           | 9,530.62            | 9,817.50             | -286.88               | 97.08 %          |
| <b>Total 571 Administration</b>           | <b>11,648.18</b>    | <b>11,266.75</b>     | <b>381.43</b>         | <b>103.39 %</b>  |
| 572 Office Supplies                       | 720.36              | 280.50               | 439.86                | 256.81 %         |
| 573 Admin Internet                        | 389.94              | 561.00               | -171.06               | 69.51 %          |
| 574 Admin Phone                           | 223.61              | 794.75               | -571.14               | 28.14 %          |
| 575 Admin Postage                         |                     | 46.75                | -46.75                |                  |
| 576 Admin Travel/Training                 |                     | 374.00               | -374.00               |                  |
| 576.1 Admin Travel-Mileage Reimburse      |                     | 748.00               | -748.00               |                  |
| <b>Total 576 Admin Travel/Training</b>    |                     | <b>1,122.00</b>      | <b>-1,122.00</b>      |                  |
| 577 National Convention                   |                     | 14,305.50            | -14,305.50            |                  |
| 578 Officials Expense                     | 811.51              | 5,610.00             | -4,798.49             | 14.47 %          |
| 578.2 Meet Costs                          | 1,191.98            |                      | 1,191.98              |                  |
| 578.3 Officials Reimbursement             | 296.74              |                      | 296.74                |                  |
| <b>Total 578 Officials Expense</b>        | <b>2,300.23</b>     | <b>5,610.00</b>      | <b>-3,309.77</b>      | <b>41.00 %</b>   |
| 579 USA Swim Conference Expenses          | 316.00              | 3,272.50             | -2,956.50             | 9.66 %           |
| 580 Exec Sec Support Wages                |                     | 20,535.68            | -20,535.68            |                  |
| 581 Exec Secretary - Wage                 | 17,823.30           |                      | 17,823.30             |                  |
| 582 Payroll Taxes                         | 1,363.48            |                      | 1,363.48              |                  |
| 589 LSC Awards Banquet                    |                     | 5,610.00             | -5,610.00             |                  |
| 589.2 Awards                              | 997.82              |                      | 997.82                |                  |
| <b>Total 589 LSC Awards Banquet</b>       | <b>997.82</b>       | <b>5,610.00</b>      | <b>-4,612.18</b>      | <b>17.79 %</b>   |
| 590 Coaches Clinic                        |                     | 13,090.00            | -13,090.00            |                  |
| 595 Miscellaneous Expense                 | 40.45               | 233.75               | -193.30               | 17.30 %          |
| 599 Contingency Fund                      |                     | 229.13               | -229.13               |                  |
| Unapplied Cash Bill Payment Expense       | 0.00                |                      | 0.00                  |                  |
| <b>Total Expenses</b>                     | <b>\$164,182.26</b> | <b>\$396,368.61</b>  | <b>\$ -232,186.35</b> | <b>41.42 %</b>   |
| <b>NET OPERATING INCOME</b>               | <b>\$48,695.72</b>  | <b>\$ -20,119.88</b> | <b>\$68,815.60</b>    | <b>-242.03 %</b> |
| <b>NET INCOME</b>                         | <b>\$48,695.72</b>  | <b>\$ -20,119.88</b> | <b>\$68,815.60</b>    | <b>-242.03 %</b> |