



Board of Directors Meeting

Tuesday November 15, 2022 • 8:30 PM

Zoom Meeting – See Info Below

MEETING AGENDA

1. Welcome and Roll Call
2. Declaration of Conflict of Interest Statement
3. Review and Approve September 20, 2022 Meeting Minutes
4. Consent Agenda
 - Membership/Registration Coordinator Report
 - Executive Secretary Report
 - Officials Committee Report
 - Financial Reports
4. Current Business
 - Finance Committee Report
 - SC Qualifying Times
5. Announcements/Information
6. Adjournment

You are invited to a scheduled Zoom meeting.

Topic: Midwestern Swimming BOD Meeting

Time: Nov 15, 2022 08:30 PM Central Time (US and Canada)

<https://zoom.us/j/93026011293?pwd=WVBYcktXWm1Md1FqU0kreDZlZDhJdz09>

Meeting ID: 930 2601 1293

Passcode: 077130

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Find your local number: <https://zoom.us/u/abPstDjzB>

General Chair	Betsy Purcell
Adm Vice Chair	Toby Rees
Senior Vice Chair	Heather Farris
Age Group Chair	Emma McEntarffer
Treasurer	Stefanie Martinez
Finance Chair	Jeff Steiner
Safe Sport Chair	Aidan Cho
DEI Chair	Carol Olson
Coaches' Rep	Paige Skidmore
Sr Athlete Rep	Drayton Beber
Jr AthleteRep	Kate Novinski
At Large Athlete	Elsie Olberding
Delegate At Large	Sam Bach
Delegate At Large	Docker Hartfield
Governance Chair	Starre Haney
Operational Risk	Lori Howard
Technical Chair	Erica Storms
Registration Chair	Leslie Mayo
Officials Chair	Debra Pearson
Past General Chair	Carol Olson
Executive Secretary	Betty Kooy



MINUTES DRAFT

DATE: 09/20/2022

TIME: 8:30 p.m.

LOCATION Zoom Conference Call

Call to Order

- Midwestern Board of Directors
- Board Meeting
 - Called to order – Betsy Purcell 8:40 p.m.
 - Purpose of Meeting: Regular BOD Meeting
- Roll Call by Zoom sign-in
 - BOD Attendees: Betsy Purcell, Toby Rees, Heather Farris, Emma McEntarffer, Stefanie Martinez, Jeff Steiner, Aidan Cho, Carol Olson, Betty Kooy
 - HOD Committee Chairs/Coordinators Present: Starre Haney, Lori Howard, Erica Storms, Leslie Mayo, Debra Pearson
 - BOD Absent: Paige Skidmore, Drayton Beber, Kate Novinski, Elsie Olberding, Sam Bach, Docker Hartfield
 - HOD Committee Chairs/Coordinators Absent:
 - Guests: Jimmy Parmenter, Jay Thiltgen
- Declaration of Conflict of Interest Statement: Summarized by Betsy Purcell; no declarations

Approval of Previous Minutes

- No corrections to minutes.
- Motion to Accept July Minutes – Jeff Steiner; Seconded, Starre Haney; Approved

Consent Agenda

- Documents
 - Membership/Registration Coordinator Report
 - Same document as HOD
 - Discussion early in meeting before Call to Order regarding the difficulties with SWIMS 3.0 – EVERY LSC having issues; issues change daily
 - Executive Secretary
 - Same document as HOD
- Motion to Accept Consent Agenda Items –Jeff Steiner; Seconded-Starre Haney; Approved

Current Business

- Appointments to the BOD & HOD
 - Recommendations in BOD Documents
 - HOD Athletes at Large: Ryan Mayo, Michael Sambula-Monzalvo; Lucia Krings, Nolan Watkins, Addisyn Storms – Motion to accept by Jeff Steiner; Seconded by Starre Haney; Approved
 - BOD Appointments: Aidan Cho-Safe Sport; Leslie Mayo-Registration Chair; Elsie Olberding-Athlete at Large – Motion to accept by Jeff Steiner; Seconded by Starre Haney; Approved
 - Committee appointments: Kate Novinski-Officials; Niki Schlegelmilch-Governance 3 yr; Elsie Olberding-Governance athlete; Kent Olberding-Finance; Ryan Mayo-Finance athlete; Dan Brailita,

Paige Skidmore – Sanction (2 yrs); Michael Sambula-Monzalvo-Sanction; Motion to accept by Jeff Steiner, Seconded by Starre Haney; Approved

- Discussion regarding CZ Business Meeting
 - Changes to CZ P & P
 - Out-going Zone Director and Athlete Rep stay on ex-officio for one year
 - Changes to 14 & Under meet
 - Addition of Bonus events for qualified athletes – may make a difference to who gets added as NT/non-qualified swimmers, 2 per event
Betty will send link to commentable document to Emma
 - Change to 3 ½ day format with pictures and warm-up on Thursday morning/afternoon and some distance events and relays in evening
 - No NT entries for 400 and over events
 - Other changes noted in distributed document
 - CZ Business meeting Sunday, September 25 – 5:00 p.m. via Zoom
- Discussion regarding USAS Business Meeting – Proposed Legislation – Rules & Regs – 2, 3, 15*, 16, 17, 18, 19, 25
 - 2 & 3 deal with minimum number of officials for smaller meets - R&R recommend approval
 - 15 deals with Quality Control from Center for Safe Sport
 - Requires passage by USAS – mandatory for Safe Sport compliance
 - Much discussion of the difficulties of implementation by meet directors
 - Much frustration across the country with this item
 - Will need to see final version and recommendations for implementation – need help in making it easier for clubs hosting meets
 - Currently no penalties for anything
 - 17 & 18 deal with 120 day transfer policy – athletes recommending 30 days; coaches want 120
 - Discussion included several coaches wanting to keep the 120 days with few exceptions
 - 19 deals with timeframe for developing qualifying standards for specific meets (10 months)
 - Probably to allow for end of season meets to be included in the data used to build standards
 - 25 deals with LSC club HOD delegates being members of USA Swimming
 - Has been required in the past – has not for several years
 - Currently cannot find out who is a club’s delegate to the LSC HOD through SWIMS 3.0
- Noted that Betsy will be in attendance at the Business Meeting in Colorado Springs
 - Recommended that other three delegates (meeting virtually) should have Betsy’s cell phone and text her with any issues that they feel might need to be pulled or something added to the discussion

Announcements and Information -

- Meeting dates and times for next 2 years included with documents
3rd Tuesday of every other month – 8:30 p.m. via Zoom
Next BOD Meeting – Tuesday, November 15, 2022 – reports due November 11, 2022
Next HOD Meeting – Spring 2023 – Date and Time TBD

Adjournment

- Motion to adjourn – Jeff Steiner; Seconded – Emma McEntarffer; Passed
- Time: 9:45 p.m.
- Submitted by: Betty Kooy, Secretary



To: MWS Board of Directors

From: Leslie Mayo, Membership/Registration Coordinator

Date: November 14, 2022

	2022 Membership September 1, 2021 – August 31, 2022	2023 Membership September 1, 2022 – October 31, 2022	Increase / Decrease
Member Clubs/Organizations	29	8	(21)
Premium Athletes - Renew	1,653	595	(1058)
Premium Athletes - New	601	354	(247)
Seasonal Athletes - Renew	70	—	(70)
Seasonal Athletes - New	29	—	(29)
Flex Athletes - Renew	49	4	(45)
Flex Athletes - New	72	111	39
Flex Athletes - Upgrade	31	3	(28)
Outreach Athletes - Renew	21	8	(13)
Outreach Athletes - New	15	17	2
Athletes - TOTAL	2510	1092	43.5%
NATH - Administrator - NEW		13	
NATH - Coach - Renew		32	
NATH - Coach - New		10	
NATH - Jr. Coach - Renew		1	
NATH - Jr. Coach - New		8	
NATH - Official - Renew		28	
NATH - Official - New		12	
NATH - Apprentice Official		4	
NATH - Other - Renew		8	
NATH - Other - New		9	
NATH - TOTAL	364	125	34.3%
MEMBER TOTALS	2874	1217	42.3%

USA Swimming Membership Payout to LSC

	LSC Fee Amount Collected	4% Tech Fee	LSC Fee Payout Amount
September Membership	\$5,671.00	\$226.84	\$5,444.16
October Membership	\$3,885.00	\$155.40	\$3,729.60
TOTAL	\$9,556.00	\$382.24	\$9,173.76

11 Paid Club transfers* as of October 31, 2022 = \$110.00

Transfers must be initiated online by the parent or swimmer via SWIMS and club transfer fee is paid directly to the LSC by the parent or club in order to be approved.

Information available on MW Site under Member Registration tab - Athlete Registrations.

MEMBER CLUB/ ORGANIZATION REGISTRATION

Club Admins must have completed the online club renewal process online through SWIMS and submitted payment to USA Swimming and Midwestern Swimming no later than December 31, 2022. The registration deadline for clubs hosting sanctioned competition in January 2023 is December 1. Please refer to MWS Redbook 4.2.

The club registration fee approved at the HOD meeting on 9/11/22 is \$250.00 (rebate of \$75.00 for those with representation at the two 2022-23 HOD meetings). At the time of the online club registration, the clubs will submit payment of \$70.00 to USA Swimming. The remaining MW portion of the Club Registration fees of \$220.00 will be invoiced to the club/ organization.

Club registrations received after December 31, 2022 will incur a \$300.00 fee.

EDUCATION - NEW COACH CERTIFICATION REQUIREMENTS

ALL Current coach members MUST take “The Quality Coaching Framework” by December 31, 2022 regardless of FOC course completions in order to be in good standing. This course is located in the EDUCATION section of your SWIMS membership.

New coach members must take the Starting Block courses (“Welcome to USA Swimming” and “The Quality Coaching Framework”) prior to being on deck. They must complete the “Core Certification Modules” and “Rules & Regulations” before their second year registration is submitted.

Example: A team has a coach that joined their staff in April 2022.

- This coach completed the FOC 101 education requirement.
- His USA Swimming Non-Athlete Coach membership expires on December 31, 2022.

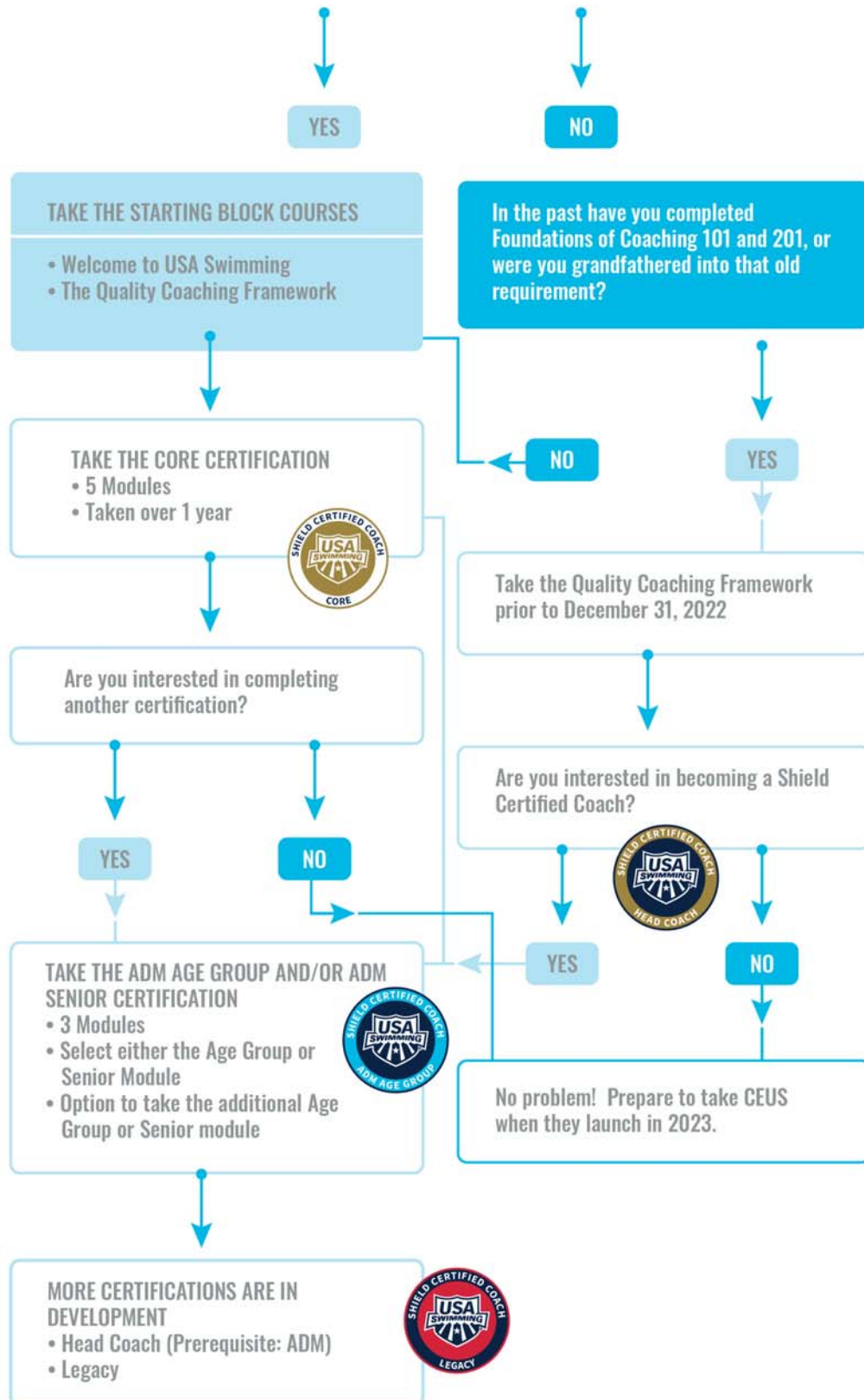
Does he need to take the ‘Core Certification Modules’ in addition to “The Quality Coaching Framework”? *YES, because he is still considered as a new coach due to having only the first year registration as a coach and did not complete FOC 201 and Rules & Regulations prior to August 10, 2022.*

See Coach Education Progression Flow Chart provided.



NEW COACH EDUCATION PROGRAM

ARE YOU A NEW COACH WITH USA SWIMMING?





- **Sanctions/Meet Schedules--**
Fall/Winter 2022-2023 – All scheduled meets through December 31 have been sanctioned with one exception. Several meets that were bid were canceled. The sanction committee is handling meets as they are finalized. Meets after the first of the year will be dealt with when clubs are registered for 2023. January hosts have been notified of the requirements for January meets and hopefully the necessary registrations and requirements will be done by December 1 so that those meets can get posted. Meets are now also put in SWIMS 3.0 by the MW Office prior to the meet as no recon or results can be uploaded without the meet first being an entity in SWIMS 3.0. Part of the OTS is now functional and once the Office has put in the meet along with the meet 'staff', the meet referee can put the officials in the appropriate sessions worked. We still are not seeing officials' 'credentials' or their history.
Summer 2023/Fall-Winter 2023-2024 - We have a few bids for summer 2023. Requests for summer bids were sent to club contacts, presidents, and head coaches on October 31. We are still having to use our August 20 list for these purposes as we don't have a report for club officers yet.
- **MW SC Championship 2023:** The sanction committee has secured a host. Meet will again be held in Fremont with FAST and ACE hosting. The committee will analyze the past format and hopefully make some adjustments to make the meet a great meet..
- **All Star Meet:** As of writing no decisions have been made on the All Star meet as to whether it will be a team travel or a family travel meet. Those decisions need to be made so that we can get the application online and set up athlete costs and payment process. Tentative date is January 14-15, 2023 and location will be Wellmark in Des Moines IA.
- **Athlete Reimbursement and Outreach Reimbursement –**
Reimbursement requests for 2021-2022 meets (December 2021 through August 2022 meets) total \$22,925.00 to date (not all showing yet in the P & L).. Outreach requests total \$1,516.32 through Long Course.
- **MW Awards** – MW Awards were presented at Ralston High School on October 15. A nice crowd was present and most of the swimmer of the year awardees were present to receive their awards. Clubs took home their certificate and bag tag awards for swimmers not present. Lisa Ellis was honored with the 2022 Hall of Fame Coach award and Mark Hilger and Charles Patterson were honored with the Phillips 66 volunteer awards posthumously.
- **SWIMS 3.0** – SWIMS 3.0 has made life VERY interesting for the MW Registration chair, the MW Office, and all MW clubs navigating the online software. Things are getting updated on a weekly basis and teams are hard at work to bring the program to full functionality. We (and USA Swimming) are encouraging everyone to get club and swimmers and non-athletes registered by December 15 so that if things go south, they can be worked on before January 1. Report capability is still limited. Patience is still the word of the day.
- **USA Swimming Workshop** –The USA Swimming Workshop dates are set for April 20-23, 2023 at the Denver Tech Center. Targeted this year will be Coaches, Officials, and Safe Sport with other groups possible. The agenda will be posted on the USA Swimming website when finalized. MW needs to decide how many can attend, whose expenses will be paid, and how we will travel (Betsy drove this past April.).
- **Executive Secretary --**
USA Meetings – Betty and several others are still attending Zoom meetings with CZ General Chairs and officers, and USA Swimming LSC leaders. All of these keep us up-to-date on USA Swimming issues, particularly the SWiMS 3.0 issues as it gets rolled out.
Betty – will be out of the office December 7-17. Arrangements are being made to cover what is necessary. She will have access to email but not much else.



Officials Committee Report

Meeting held October 16, 2022

In attendance: Debra Pearson, Brenda Dankert, Lori Howard, Bill Haney, Dan Brailita, Kent Olberding, Betsy Purcell- guest

Absent: JT Dean

Several trainings scheduled for Referee, Starter and Stroke & Turn. Volunteers to lead the clinics or log in to observe and be able to lead in future. Still learning how to take online tests and get results, etc. Brenda will be off for a short term and would be happy to do clinics for group or 1 on 1.

Nominations need to be taken for the Officials Committee

Lori Howard – Lincoln – Termed Out

JT Dean – North - eligible for re-election

Discussion held on what to do for Kearney meets and officials. Becky has not contacted any of those on the call to be a referee this season.

Need to think about Meet Ref and Admin Ref for 2023 SC Championship meet. Decide at next meeting.

Matt Haney will be our National Evaluator



DATE: 11/13/22

TIME: 08:30 p.m.

LOCATION Zoom Meeting

Call to Order

- Midwestern Finance Committee
- Meeting Purpose
 - Proposal from HBE for Agreed upon Procedures document and Form 990 for 2022
- Attendees: Betsy Purcell, Jeff Steiner, Toby Rees, Stefanie Martinez, Kent Olberding, Betty Kooy (ex officio)
 - Absent: Ryan Mayo

HBE Proposal

- HBE will do documents for Agreed upon Procedures for \$3200.00 and Form 990 for \$1250.00
- Discussion of previous costs – document provided by Betty; additional information regarding extra HBE costs also provided (addendum to notes)
 - Jeff thought total expenses might come to \$11,500 for 'Administrative' GL 571 category; they were over \$13,500 in 2021 and trending that way for 2022.
- Committee will inform BOD that MW is accepting HBE's proposal for 2023 (for the 2022 fiscal year)
 - Jeff will check on the cost of the 990 with HBE
 - Committee will revisit
 - Betty may break down the GL 571 for better categorization

All Star Discussion

- Need to look at expenditures from previous years; budget does not account for bus trip
 - Betty will send spreadsheet to committee
- Jeff will recommend 'family' travel again – as meet is in Des Moines
 - If cost of trip/bus can be underwritten may reconsider
 - Will need at least \$300 from athletes if bus
 - Will need \$125 from athletes for 'family' travel – includes coaching staff, gear, meet entries, and pictures

Banking Discussion

- Issue for Betty getting documents filed – Betsy and Stefanie already went to Wells Fargo in Omaha area
 - Documents include getting Betsy added to checking account and allowing Betty to view the Wells Fargo Credit Card statements online
 - Betty has appointment with Wells Fargo in Hastings on Monday – will get the documents filed

Adjournment

- 9:40 p.m.
- Submitted by: Betty Kooy, Executive Secretary

Notes for Finance Meeting

2021 Admin Budget	\$13,000.00
2021 Admin Actual	\$13580.71
Tax Prep	\$ 650.00
Financial Review	\$ 3900.00
Intuit/QBOnline	\$ 2142.00
Monthly accounting fee	\$ 475.00 (plus check/electronic payments)

2022 Admin Budget	\$13,000.00
2022 Admin to date	\$12,309.98
Tax Prep	\$ 660.00
Financial Review	\$ 4050.00
Intuit/QBOnline	\$ 1852.50
Constant Contact	\$ 556.50
HBE	\$ 5747.48

Amounts bid from HBE

Agreed upon Procedures	\$ 2200.00
Tax Prep	\$ 1250.00

HBE Charges over and above the \$475.00 plus the check/electronic deposit charges

2021 Form 1099 NEC	\$ 70.00
Prep of documents for 'Audit'	\$160.00
Payroll for Workmans' Comp Audit	\$200.00
Budget in QBO	\$175.00

Midwestern Swimming, Inc.

Balance Sheet

As of November 13, 2022

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
102 Wells Fargo	75,156.85
122 Savings Wells Fargo	65,102.04
124 CD FNBO	102,834.84
129 PayPal Account	0.00
Bill.com Money Out Clearing	2,310.11
Total Bank Accounts	\$245,403.84
Accounts Receivable	
1200 Accounts Receivable	0.00
Total Accounts Receivable	\$0.00
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
Total Other Current Assets	\$0.00
Total Current Assets	\$245,403.84
Fixed Assets	
181 Depreciation	0.00
Total Fixed Assets	\$0.00
TOTAL ASSETS	\$245,403.84
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 Accounts Payable	0.00
Total Accounts Payable	\$0.00
Credit Cards	
204 Credit Card - Kooy, Betty	0.00
209 Credit Card - Scot Sorensen	0.00

	TOTAL
Total Credit Cards	\$0.00
Other Current Liabilities	
2001 Acct Pay	0.00
201 Prepaid USS Registrations	7,474.00
2100 Payroll Liabilities	0.00
211 Accrued PR Taxes	1,251.88
301 Payroll Tax	0.00
Direct Deposit Payable	0.00
Total Other Current Liabilities	\$8,725.88
Total Current Liabilities	\$8,725.88
Total Liabilities	\$8,725.88
Equity	
3000 Opening Bal Equity	0.00
3900 Retained Earnings	257,829.23
Net Income	-21,151.27
Total Equity	\$236,677.96
TOTAL LIABILITIES AND EQUITY	\$245,403.84

Midwestern Swimming, Inc.
Profit and Loss
January 1 - November 13, 2022

	Total
Income	
420 Interest Income	8.86
421 All Star Meet	5,549.03
423 Zone Meet	4,077.18
425 Officials Income	224.60
431 MWS LSC Long Course	131.00
432 MWS LSC Short Course	31,878.50
441 MWS Sanction Fee	2,450.00
442 MWS Splash Fee	54,720.25
443 MWS Fines	75.00
451 USS Athlete Membership	
451.1 Athlete-Premium	110,172.80
451.2 Athlete-Seasonal	3,663.00
451.3 Athlete-Upgrade	1,188.00
451.31 Athlete-Flex	2,016.00
451.4 Athlete-Outreach	40.00
451.5 Athlete-Txfr	1,160.00
Total 451 USS Athlete Membership	\$ 118,239.80
452 USS Nonathlete Members	12,876.00
452.1 Non-Athlete Coach	230.40
452.2 Non-Athlete Official	145.92
452.3 Non-Athlete Administrator	33.60
452.4 Other	61.44
Total 452 USS Nonathlete Members	\$ 13,347.36
453 USS Club Memberships	2,000.00
490 Coaches Clinic Income	800.00
495 Miscellaneous Income	7,972.00
Total Income	\$ 241,473.58
Gross Profit	\$ 241,473.58
Expenses	
521 All Star Meet Exp	13,500.08
522 Clinics/Workshops Exp	1,345.54
523 Zone Meet Exp	17,176.52
526 Diversity Support	
526.1 Outreach Meet Support	1,037.15
526.2 Diversity Camp/Meet	11,660.45
Total 526 Diversity Support	\$ 12,697.60
527 Safe Sport	493.00
531 MWS LSC LongCourse	28,813.77
532 MWS LSC ShortCourse	31,685.67
541 Athlete Reimbursement	
541.1 Sectional & Open Water	11,875.00
541.2 TYR Pro/Futures	3,850.00
541.3 Nat, Jr Nat, Open, Int Trials	3,225.00
Total 541 Athlete Reimbursement	\$ 18,950.00

551 USS Athlete Registration	
551.1 Athlete-Premium	70,656.00
551.2 Athlete-Seasonal	2,970.00
551.3 Athlete-Flex	405.00
551.4 Athlete-Outreach	35.00
Total 551 USS Athlete Registration	\$ 74,066.00
552 USS NonAthlete Reg	11,484.00
553 USS Club Registrations	700.00
554 Club Rebates	75.00
566 Insurance	356.00
568 Service Charge	168.05
569 Returned Checks	2,814.00
571 Administration	1,852.50
571.1 Admin - Professional Fees	10,457.48
Total 571 Administration	\$ 12,309.98
572 Office Supplies	367.54
573 Admin Internet	929.42
575 Admin Postage	20.30
576 Admin Travel/Training	
576.1 Admin Travel-Mileage Reimburse	90.68
Total 576 Admin Travel/Training	\$ 90.68
576.2 Travel-Meals	52.31
577 National Workshop/Bus Mtg	
577.2 Travel & Hotel	1,389.89
577.3 Meals & Incidentals	468.47
Total 577 National Workshop/Bus Mtg	\$ 1,858.36
578 Officials Expense	202.93
578.1 Evaluator & Certification	874.08
578.2 Meet Costs	2,233.06
578.3 Officials Reimbursement	1,100.00
Total 578 Officials Expense	\$ 4,410.07
579 USA Swim Conference Expenses	386.95
581 Exec Secretary - Wage	21,351.10
582 Payroll Taxes	1,633.36
589 LSC Awards Banquet	58.20
589.2 Awards	4,025.38
Total 589 LSC Awards Banquet	\$ 4,083.58
595 Miscellaneous Expense	664.00
596 BOD Meeting Expenses	9.97
Unapplied Cash Bill Payment Expense	0.00
Uncategorized Expense	132.00
Total Expenses	\$ 262,624.85
Net Operating Income	-\$ 21,151.27
Net Income	-\$ 21,151.27

Midwestern Swimming, Inc.
Budget vs. Actuals: 2022 Final Budget - FY22 P&L
 January - December 2022

	Total			
	Actual	Budget	over Budget	% of Budget
Income				
420 Interest Income	8.86	25.00	-16.14	35.44%
421 All Star Meet	5,549.03	9,250.00	-3,700.97	59.99%
423 Zone Meet	4,077.18	7,500.00	-3,422.82	54.36%
425 Officials Income	224.60		224.60	
431 MWS LSC Long Course	131.00	28,500.00	-28,369.00	0.46%
432 MWS LSC Short Course	31,878.50	25,116.48	6,762.02	126.92%
441 MWS Sanction Fee	2,450.00	3,800.00	-1,350.00	64.47%
442 MWS Splash Fee	54,720.25	87,750.00	-33,029.75	62.36%
443 MWS Fines	75.00		75.00	
451 USS Athlete Membership		185,000.00	-185,000.00	0.00%
451.1 Athlete-Premium	110,172.80		110,172.80	
451.2 Athlete-Seasonal	3,663.00		3,663.00	
451.3 Athlete-Upgrade	1,188.00		1,188.00	
451.31 Athlete-Flex	2,016.00		2,016.00	
451.4 Athlete-Outreach	40.00		40.00	
451.5 Athlete-Txfr	1,160.00		1,160.00	
Total 451 USS Athlete Membership	\$ 118,239.80	\$ 185,000.00	-\$ 66,760.20	63.91%
452 USS Nonathlete Members	12,876.00	29,600.00	-16,724.00	43.50%
452.1 Non-Athlete Coach	230.40		230.40	
452.2 Non-Athlete Official	145.92		145.92	
452.3 Non-Athlete Administrator	33.60		33.60	
452.4 Other	61.44		61.44	
Total 452 USS Nonathlete Members	\$ 13,347.36	\$ 29,600.00	-\$ 16,252.64	45.09%
453 USS Club Memberships	2,000.00	7,200.00	-5,200.00	27.78%
489 LSC Awards Banquet Income		2,250.00	-2,250.00	0.00%
490 Coaches Clinic Income	800.00	2,500.00	-1,700.00	32.00%
495 Miscellaneous Income	7,972.00		7,972.00	
Total Income	\$ 241,473.58	\$ 388,491.48	-\$ 147,017.90	62.16%
Gross Profit	\$ 241,473.58	\$ 388,491.48	-\$ 147,017.90	62.16%
Expenses				
521 All Star Meet Exp	13,500.08	17,000.00	-3,499.92	79.41%
522 Clinics/Workshops Exp	1,345.54		1,345.54	
523 Zone Meet Exp	17,176.52	17,000.00	176.52	101.04%
524 Other Age Group Expense		8,500.00	-8,500.00	0.00%
526 Diversity Support		10,000.00	-10,000.00	0.00%
526.1 Outreach Meet Support	1,037.15		1,037.15	
526.2 Diversity Camp/Meet	11,660.45		11,660.45	
Total 526 Diversity Support	\$ 12,697.60	\$ 10,000.00	\$ 2,697.60	126.98%
527 Safe Sport	493.00	2,500.00	-2,007.00	19.72%
528 Athlete Leadership Committee		500.00	-500.00	0.00%
531 MWS LSC LongCourse	28,813.77	30,018.60	-1,204.83	95.99%
532 MWS LSC ShortCourse	31,685.67	32,000.00	-314.33	99.02%
541 Athlete Reimbursement		23,000.00	-23,000.00	0.00%
541.1 Sectional & Open Water	11,875.00		11,875.00	
541.2 TYR Pro/Futures	3,850.00		3,850.00	

541.3 Nat, Jr Nat, Open, Int Trials	3,225.00		3,225.00	
Total 541 Athlete Reimbursement	\$ 18,950.00	\$ 23,000.00	-\$ 4,050.00	82.39%
551 USS Athlete Registration		165,000.00	-165,000.00	0.00%
551.1 Athlete-Premium	70,656.00		70,656.00	
551.2 Athlete-Seasonal	2,970.00		2,970.00	
551.3 Athlete-Flex	405.00		405.00	
551.4 Athlete-Outreach	35.00		35.00	
Total 551 USS Athlete Registration	\$ 74,066.00	\$ 165,000.00	-\$ 90,934.00	44.89%
552 USS NonAthlete Reg	11,484.00	26,400.00	-14,916.00	43.50%
553 USS Club Registrations	700.00	2,100.00	-1,400.00	33.33%
554 Club Rebates	75.00	1,500.00	-1,425.00	5.00%
566 Insurance	356.00	320.00	36.00	111.25%
568 Service Charge	168.05	100.00	68.05	168.05%
569 Returned Checks	2,814.00		2,814.00	
571 Administration	2,122.50	2,500.00	-377.50	84.90%
571.1 Admin - Professional Fees	10,457.48	13,000.00	-2,542.52	80.44%
Total 571 Administration	\$ 12,579.98	\$ 15,500.00	-\$ 2,920.02	81.16%
572 Office Supplies	367.54	750.00	-382.46	49.01%
573 Admin Internet	959.42	780.00	179.42	123.00%
574 Admin Phone		250.00	-250.00	0.00%
575 Admin Postage	27.60	150.00	-122.40	18.40%
576 Admin Travel/Training			0.00	
576.1 Admin Travel-Mileage Reimburse	90.68	500.00	-409.32	18.14%
Total 576 Admin Travel/Training	\$ 90.68	\$ 500.00	-\$ 409.32	18.14%
576.2 Travel-Meals	52.31		52.31	
577 National Workshop/Bus Mtg		12,000.00	-12,000.00	0.00%
577.2 Travel & Hotel	1,389.89		1,389.89	
577.3 Meals & Incidentals	468.47		468.47	
Total 577 National Workshop/Bus Mtg	\$ 1,858.36	\$ 12,000.00	-\$ 10,141.64	15.49%
578 Officials Expense	202.93	6,744.00	-6,541.07	3.01%
578.1 Evaluator & Certification	874.08		874.08	
578.2 Meet Costs	2,233.06		2,233.06	
578.3 Officials Reimbursement	1,100.00		1,100.00	
Total 578 Officials Expense	\$ 4,410.07	\$ 6,744.00	-\$ 2,333.93	65.39%
579 USA Swim Conference Expenses	870.02	500.00	370.02	174.00%
581 Exec Secretary - Wage	23,486.21	25,621.26	-2,135.05	91.67%
582 Payroll Taxes	1,796.70		1,796.70	
589 LSC Awards Banquet	58.20	5,500.00	-5,441.80	1.06%
589.2 Awards	4,735.49		4,735.49	
Total 589 LSC Awards Banquet	\$ 4,793.69	\$ 5,500.00	-\$ 706.31	87.16%
590 Coaches Clinic	1,069.58	10,000.00	-8,930.42	10.70%
592 Social Media/Advertising		1,200.00	-1,200.00	0.00%
595 Miscellaneous Expense	664.00	250.00	414.00	265.60%
596 BOD Meeting Expenses	9.97	250.00	-240.03	3.99%
Unapplied Cash Bill Payment Expense	0.00		0.00	
Uncategorized Expense	132.00		132.00	
Total Expenses	\$ 267,493.36	\$ 415,933.86	-\$ 148,440.50	64.31%
Net Operating Income	-\$ 26,019.78	-\$ 27,442.38	\$ 1,422.60	94.82%
Net Income	-\$ 26,019.78	-\$ 27,442.38	\$ 1,422.60	94.82%