

Committee Name:	FL LMSC Board Conference Call	Session #:	1	Report #:	1
LMSC President:	Bob Jennings	Vice Chair:			Jillian Wilkins
Minutes recorded by:	Cheryl Kupan	Date/time of meeting:			March 19, 2017, 5:02pm EST

No Motion(s) Entertained.

Number of Board & Committee members present: 7

Committee members present (list all, including chair and vice chair):

Joan Campbell, Erin Condon, Connie Greb, Bob Jennings, Nancy Kryka, Cheryl Kupan, Meegan Wilson

Committee members not present:

Scott Bay, Sheila Carpenter van Dijk, John King, Anna Lea Matysek, David Minor, Meredith Moore, Patty Nardozzi, Kimberlee Riley, Patricia Tullman, Jillian Wilkins

Minutes:

1) **CALL TO ORDER:** The meeting was called to order at 5:02pm EST.

2) **APPROVAL OF LAST MEETING'S MINUTES:** (Bob)

Motion to approve by [Meegan, 2nd Cheryl]. Any discussion? All approve, none opposed. Motion passes.

3) **CHAIR REPORTS:**

Registrar report (Bob read Meredith's report in her absence)

Stats for this meeting: we are just a fraction below last year's memberships for Nov 1 - Mar 12 at this time. This year 1971 registrations, last year 2000. We are at 99% of last year's registrations. This year 54% Male, 46% Female. We have 60 Clubs registered this year, 62 last year. Enjoy the phone meeting!! Meredith

Senior Games report (see attachment for full details)

Newsletter report

The next newsletter will be in your inbox and on the web in May.

Sooooooooooooo, the newsletter deadline is April 15.

Please send articles to me.

Sheila Carpenter-van Dijk

Florida LMSC Newsletter Editor

Finance report (see attachment for full details)

-- Finance subcommittee: Nancy (see attachment for full details)

Committee consisted of: Meegan, Scott, David and Nancy

We first "met" in January thru emails and conference call.

New exps – 2 conventions -- Orlando Pan AMs vs Sarasota 9k

5 proposals

1. Not support recognized meets for \$100 vs reg sanctioned meet @\$50; very difficult to do. Would have to get \$ back from meet dirs.. Meegan: used to pay sanction fee \$ from dirs. But LMSC pays to USMS. Not happening anymore. If they want to be recognized fee... they should pay us \$50 to LMSC.
Nancy: Pat+Anna Lea..USMS doesn't want to help us out. Bob will reach out to Pat.
2. Conventions: not be paid by LSMC as it doesn't pay for it. Give delegates the night off. Bob: asking Zone to get involved.
3. New meet expense formula: LMSC support Club Asst cap \$1k/meet. Will hold off for now
4. LMSC Pan AMs: should we support Orlando – no social- spent \$9k @Sarasota. Can cut exps by excluding social. Bob: encourage to get as many to sign up for meet
5. Philosophy how much to keep in reserve? 1 Yr worth or 6 mo? Mainly membership fees. Continue to monitor it & see how we do.

Fitness Chair:

Train the trainer this week w/following week Adult to Swim. Trained more & filled up more spots. Got \$ from grant. Got to meet the other certified trainers. Started FB page.
Bob: I heard you were giving out some medals when they complete.
Cheryl: Do you need medals for the class in 2 weeks?
Connie: That would be great.
Cheryl: I'll email you & get your address and send to Board to spread the word.
Meegan: medals any meet? Maybe we can create special ones for learn to swim

Awards+Socials Chair:

Everyone liked the plaques. Now that I have a handle...should be smoother.
Zone Chair & Bob: Getting details for Jax'ville Convention sometime next February.
Suggest AM & PM managers

4) OLD BUSINESS:

Required to have job descriptions in the Bylaws. Meegan to update.

Bob:
USMS summit: very interesting
Form to Nancy, spoke to Pat
Avg \$10 LMSC fees, for total \$25 registration fee
Highest \$21: MD all their meets are free
We do 3 meets & can't do more than that. FL 3rd lgst LMSC
Meegan: # members vs. fee chg'd
Nancy: Do they suggest we increase fee?
Bob: each LMSC is dif. on services provided
25% LMSC participates in events. What are we doing for other 75%. We give coaches stipends to certifications.
Villages 95% active members do compete. Others for various reasons.

ALTS

Clinics: 1 day meet, 2nd day have clinic (Meegan)
Nancy: Scott clinic w/USMS @Orlando – fundraiser
Bob: USMS goal is not to encourage competition.
Connie: dif component of education
Meegan: afraid to compete; get competitive feeling

How to attract new swimmers?

SPM: entertaining a later evening option.
Gator: @University come & go w/graduation. Construction @O Dome.
Bob: try a new drill every day; they like it but ½ swimmers in the pool that do my workout.

5) NEW BUSINESS:

None.

Motion by Bob to adjourn, 2nd by All. All in favor.
The meeting was adjourned at 5:40pm EST.
Next Board meeting will be announced at a later date.

ATTACHMENTS:

- ✓ Senior Games report
- ✓ Finance report
- ✓ Finance Subcommittee report

	A	B	C	D	E	F	G	H	I
1	FL LMSC Profit and Loss Statement							2016: We had 2708 ind, 62 club, and 174 oevt	I: \$21664
2		Budget 2017	Feb YTD 2017	Budget 2016	2016	2015	2014	2016: We get \$7 oevt, \$8 individual, and \$15 club	C: \$930
3	Income							\$19 One event; LMSC gets \$7.USMS gets \$12.	O: \$1218
4	Registration	\$23,202	\$9,870	\$20,249	\$25,604	\$21,721	\$21,336	2671@\$8 individual. 62@\$11 club . 96@\$12 oevt.	Tot: \$23,812
5	Interest	\$12	\$3	\$20	\$12	\$16	\$36	\$49. LMSC gets \$8. \$40 Clubs;LMSC gets \$11	
6	Total Income	\$23,214	\$9,873	\$20,269	\$25,616	\$21,737	\$21,372	General Board: If we got \$8/individual:	\$22,050
7								General Board: If we got \$9/individual:	\$24,721
8	Expense							General Board: If we got \$10/individual	\$27,392
9	Meet expense	\$10,954	\$1,940	\$7,085	\$9,293	\$6,418	\$5,807	General Board: LMSC pays Club Assistant fee.example page 2	
10	Convention	\$10,180		\$9,160	\$7,063	\$6,954	\$8,896	2017: Gen Board. Dallas. Allows 9. Plus any USMS pays.	
11	Conv Social	\$0		\$0	\$0	\$0	\$1,972	2017=0	
12	Pan Am Social	\$0		\$0	\$0	\$0	\$0	2017=0	
13	ALTS	\$600		\$600	\$750	\$585	\$0	ALTS scholarship. \$300 fee for 25 instructors at 25% = \$75 each. Had 8 in 2015.	
14	Awards Banquet	\$450	\$476	\$450	\$388	\$988	\$882	2017: 2013 had \$684 of 2012's	
15	Sanction Fees	\$2,900	\$715	\$2,100	\$1,718	\$1,500	\$0	2017: 3 OW at \$500 = \$1500 + 12 pool at \$50=\$600=\$2100 plus \$800 for 8 recognized. OW=\$100+\$5/swimmer. \$500	
16	Registration Exp	\$1,340	\$732	\$1,135	\$885	\$828	\$1,220	2671 individual + 62 club * 30 cents + ink/office/postage	
17	Newsletter	\$0		\$0	\$13	\$7	\$0	2017: 2 members want hard copy.	
18	Web Site	\$18		\$18	\$18	\$18	\$420	2017:Go Daddy fee	
19	Gifts	\$900	\$49	\$900	\$245	\$529	\$395	2017: Gen Board. Registration & Gifts for our volunteers	
20	Fees	\$61	\$61	\$61	\$61	\$61	\$79	2017: Fee we pay to Sunbiz. In 2013 late so penalty	
21	Coach Cert	\$1,000	\$50	\$1,000	\$900	\$400	\$250	2017: 20 coach's certificates @\$50	
22	Office	\$51	\$53	\$51	\$518	\$459	\$51	2015: Bought a laser pool measurer.	
23	Travel	\$1,400		\$800	\$77	\$896	\$181	2017:Elected board mbr travel to meetings 2017 +\$600 Leadership	
24	USMS Clinics	\$350		\$350	\$345	\$0	\$0	2017: Coaches clinic?	516
25	Total Expense	\$30,204	\$4,076	\$23,710	\$22,274	\$19,643	\$20,153	2017 Misc:	417.60
26	Profit/ (Loss)	-\$6,990	\$5,797	-\$3,441	\$3,342	\$2,094	\$1,219	YTD 1099 MISC \$600+:	
27	variance	-\$3,549	\$2,455	-\$5,535	\$1,248	\$875		\$798.20	
28	Note: Recommend to keep 1 year's expenses in reserve in our bank account								

FL LMSC Balance Sheet										
	Budget 2017	Feb YTD 2017	Budget 2016	2016	2015	2014	2013			
Assets										
12 mo CD	\$0	\$0	\$0	\$0	\$0	\$10,522	\$15,505			
9 mo CD	\$0	\$0	\$0	\$0	\$0	\$5,201	\$10,193			
7 mo CD	\$0	\$0	\$0	\$0	\$0	\$6,950	\$11,136			
Savings Account	\$36,478	\$39,944	\$36,478	\$39,941	\$36,478	\$13,007	\$0			
BOA checking	\$12	\$16,113	\$7,002	\$10,318	\$10,443	\$9,146	\$6,772			
Total Assets	\$36,490	\$56,057	\$43,480	\$50,259	\$46,921	\$44,826	\$43,606			
cross check	\$36,490	\$56,056	\$43,480	\$50,263	\$46,920	\$44,825				
Liabilities and Equity										
Liabilities	\$0	\$0	\$0	\$0	\$0	\$0	\$0			
Equity	\$36,490	\$56,057	\$43,480	\$50,259	\$46,921	\$44,826	\$43,606			
Total Liabilities and Equity	\$36,490	\$56,057	\$43,480	\$50,259	\$46,921	\$44,826	\$43,606			
variance	-\$6,990		-\$3,441							

Club Assistant Examples										
2017		B=Total CC	C=CC %=5%	CC Deduction	D= Service charge / registration	E=# Registrations	Service Fee = D X F		Total cross check Disbursement	Total LMSC Reimbursement check
Rowdy Gaines	1/20/17	\$26,607	.05	\$1,330	\$1.50	345	\$610		\$1,940	\$1,940
2016					\$2,032		\$1,940	Paid in 201	\$1,940	
Dixie Zone SCY	2/13/15	\$9,497	.05	\$475	\$1.50	191	\$287		\$761	\$761
Annual Tails End	9/19/15	\$2,240	.05	\$112	\$1.50	56	\$84		\$196	\$196
Clearwater Valentir	2/14/2016	\$9,278	.05	\$464	\$1.50	182	\$273		\$737	\$737
St. Pete Meet	4/2/2016	\$4,822	.05	\$241	\$1.50	148	\$222		\$463	\$463
Swim Around Lido	4/2/2016	\$33,107	.05	\$1,655	\$1.50	158	\$237		\$1,892	\$1,892
Hurricane Man	5/18/2016	\$17,030	.05	\$852	\$1.50	332	\$498		\$1,350	\$1,350
Bumpy Jones	2016	\$6,825	.05	\$341	\$1.50	153	\$230		\$571	\$571
St. Pete Meet	7/9/2016	\$4,167	.05	\$208	\$1.50	129	\$194		\$402	\$402
Annual Tails End	9/10/16	\$2,840	.05	\$142	\$1.50	72	\$108		\$250	\$250
Tropical Splash (24	41196	\$12,440	.05	\$622	\$1.50	311	\$467		\$1,089	\$1,089
Swim DeSoto	4/2/2016	\$20,119	.05	\$1,006	\$1.50	100	\$150		\$1,156	\$1,156
Shark Tank	11/16	\$4,665	.05	\$233	\$1.50	130	\$195		\$428	\$428
Rowdy Gaines	1/20/17	\$0	.05	\$0	\$1.50	0	\$0		\$0	\$428
2015								Paid in 201	\$9,295	
Bumpy Jones	2015	\$7,835	.05	\$392	\$1.50	192	\$288		\$680	\$680
Hurricane Man	2015	\$16,208	.05	\$810	\$1.50	322	\$483		\$1,293	\$1,298
St. Pete Meet	2015	\$3,610	.05	\$181	\$1.50	112	\$168		\$349	\$348
Lido Key	2015			\$1,030			\$151		\$1,181	\$1,182
SPM LCM	2015	\$3,472	.05	\$174	\$1.50	109	\$164		\$337	\$337
Tropical Splash (24	2015	\$13,392	.05	\$670	\$1.50	290	\$435	-\$155	\$949	\$949
Rowdy Gaines	2015	\$15,955	.05	\$798	\$1.50	262	\$393	-\$155	\$1,191	\$1,191
Shark Tank	2015	\$4,695	.05	\$235	\$1.50	133	\$200		\$434	\$434
								Total 2015 Projected Pa		\$6,419
General Example:										86%
	Date	B=Total CC	C=CC %=5%	CC Deduction	D= Service charge	E=#	Service	Total	Total LMSC	
Club Assistant exampl	10/5/2013	\$18,996	.05	\$950	\$1.50	418	\$627	\$17,419	\$1,577	
		\$16,309	.05	\$815	\$1.50	322	\$483	\$15,010	\$1,298	

FL LMSC Convention Worksheet 2017- BUDGET for Dallas								
			.30/mile car;650 miles	hotel 1/2 rate \$132 max 5 normal 4			6 voting are allotted, Optional to pay for travel	
			Plane shuttle parking	\$30 tax, not all	Food = \$100	Total	Minimum Re	Actual
Type	Name	Convention	Travel					
FL Vote 1	Scott Bay	\$170.00	\$500.00	\$350.00	\$100.00	\$1,120	\$620	\$0
FL Vote 2	Pat Baker	\$170.00	\$500.00	\$350.00	\$100.00	\$1,120	\$620	\$0
FL Vote 3	Meegan Wilson	\$170.00	\$500.00	\$350.00	\$100.00	\$1,120	\$620	\$0
FL Vote 4	Cheryl Kupan	\$170.00	\$500.00	\$350.00	\$100.00	\$1,120	\$620	\$0
FL Vote 5	Jillian Wilkins	\$170.00	\$500.00	\$350.00	\$100.00	\$1,120	\$620	\$0
FL Vote 6	Cathy Fedako	\$170.00	\$500.00	\$350.00	\$100.00	\$1,120	\$620	\$0
Auto Voting 2	Joannie Campbel	\$170.00	\$500.00	\$350.00	\$100.00	\$1,120	\$620	\$0
Auto Voting 1	Laura Groselle	\$170.00	\$500.00	\$350.00	\$100.00	\$1,120	\$0	\$0
Auto Voting 3	Jack Groselle	\$170.00	\$500.00	\$350.00	\$100.00	\$1,120	\$0	\$0
Auto Voting Chair 1	Bob Jennings	USMS pays	USMS pays	USMS pays	\$100.00	\$100	\$100	\$0
Total						\$10,180	\$4,440	

FL LMSC Convention Worksheet 2016- BUDGET for Atlanta								
			.30/mile car;650 miles	hotel 1/2 rate \$132 max 5 normal 4			6 voting are allotted, Optional to pay for travel	
			Plane shuttle parking	\$30 tax, not all	Food = \$100	Total	Minimum Re	Actual
Type	Name	Convention	Travel					
FL Vote 1	Scott Bay	\$170.00	\$500.00	\$350.00	\$100.00	\$1,120	\$620	\$0
FL Vote 2	Pat Baker	\$170.00	\$500.00	\$350.00	\$100.00	\$1,120	\$620	\$0
FL Vote 3	Meegan Wilson	\$170.00	\$500.00	\$350.00	\$100.00	\$1,120	\$620	\$0
FL Vote 4	Cheryl Kupan	\$170.00	\$500.00	\$350.00	\$100.00	\$1,120	\$620	\$0
FL Vote 5	Jillian Wilkins	\$170.00	\$500.00	\$350.00	\$100.00	\$1,120	\$620	\$0
FL Vote 6	Cathy Fedako	\$170.00	\$500.00	\$350.00	\$100.00	\$1,120	\$620	\$0
Auto Voting 2	Joannie Campbel	\$170.00	\$500.00	\$350.00	\$100.00	\$1,120	\$620	\$0
Auto Voting 1	Laura Groselle	\$170.00	\$500.00	\$350.00	\$100.00	\$1,120	\$0	\$0
Auto Voting 3	Jack Groselle	\$170.00	\$500.00	\$350.00	\$100.00	\$1,120	\$0	\$0
Auto Voting Chair 1	Bob Jennings	USMS pays	USMS pays	USMS pays	\$100.00	\$100	\$100	\$0
Total						\$10,180	\$4,440	

2014 FL LMSC Convention Worksheet for Jacksonville							Hospitality = Fee+Food
Type	Name	Convention Fee	Travel	Hotel	Food = \$75	Total	Minimum Required
FL Vote 1	Pat Baker	\$170.00	0; Nancy carpool	\$294.00	\$75.00	\$539	\$539
FL Vote 2	Jack Groselle	\$170.00	\$400.00	\$294.00	\$75.00	\$939	\$539
FL Vote 3	Bob Jennings	\$170.00	Connie carp	\$294.00	\$75.00	\$539	\$539
FL Vote 4	Cheryl Kupan	\$170.00	\$200.00	\$294.00	\$75.00	\$739	\$539
FL Vote 5(Going?)	Jillian Wilkins	\$170.00	\$200.00	\$294.00	\$75.00	\$739	\$539
FL At Large Vote 1	Marianne Bradley	\$170.00	\$200.00	USMS pays	\$75.00	\$445	\$0
FL At Large Vote 2 (Co chair, this year USMS paid, because only co chair to come)	Cathy Fedako	\$170.00	\$200.00	\$294.00	\$75.00	\$739	\$0
Auto Voting 1	Laura Groselle	\$170.00	\$400.00	\$294.00	\$75.00	\$939	\$0
Attendee 1 Hospitality	Connie Greb	\$170.00	\$200.00	\$294.00	\$75.00	\$739	\$245
Attendee 2 Hospitality(Not convention fee?)	Connie Greb's hu	\$170.00	Connie carp	0; shared room	\$75.00	\$245	\$245
Attendee 3 Hospitality	Joan Campbell	\$170.00	0;Marianne carpool	0; Room with Marianne	\$75.00	\$245	\$0
Attendee 4 Hospitality	Nancy Kryka	\$170.00	\$200.00	\$294.00	\$75.00	\$739	\$245
Attendee 5 Hospitality	Meredith Moore	\$170.00	M Nancy car	\$294.00	\$75.00	\$539	\$0
Auto Voting Chair 1	Scott Bay	USMS pays	USMS pays	USMS pays	\$75.00	\$75	\$75
Auto Voting Chair 2	Meegan Wilson	USMS pays	USMS pays	USMS pays	\$75.00	\$75	\$75
David Miner(we agreed to pay for him after the budget was set)							
Margie Hutinger Paul Hutinger was on archives and he died this year							
Total						\$8,275	\$3,580
Misc travel not convention related						\$250	
Total LMSC Travel budget						\$8,525	
We pay \$75 for Meegan Wilson, Scott Bay, and Cathy Fedako for					Previous Budget	\$6,020	
Cathy Fedako went and USMS pays					Additional budget	\$2,505	
In 2013 FL LMSC paid 8 people = Laura Groselle Jack Groselle Marianne Bradley Joan Campbell Pat Baker Bob Jennings Jillian Wilkins Cheryl Kupan							
10 people went in 2013. 8 paid by FL LMSC. Meegan Wilson and Scott Bay paid by USMS. 1 person paid in 2014 for 2013 convention.							

Summary of Jan 2017 Finance Subcommittee

- Participants: Meegan Wilson, Scott Bay, David Miner, Nancy Kryka
- Goal: 5 year projection of our bank balance, using current assumptions, plus:
 - New Recognized meet expense = \$800 (\$100/ 8 meets)
 - 2018 & 2020 USMS Conventions in FL (\$2K+ each)
 - 2018 Orlando Pan Ams, using \$4K vs. Sarasota's (\$9K)

Conclusions

- 2016 Bank balance = \$50K
- 5 year (2021) Projected Bank balance \$1,930

Proposals:

1. Proposal: Recognized meets (\$100) should not be supported by our LMSC for more than normal Sanctioned meet (\$50)
Result: Found impossible for LMSC to not pay this fee
2. Proposal: Convention Socials should not be paid by our LMSC as not directly benefitting us.
Result: USMS agreed to our recommendation to give delegates a night off or some minimal social paid for by LMSC.
3. Proposal: New Meet Expense Formula may need to be capped at \$1K/meet.
Result: Will be reviewed in 6 months.
4. Proposal: LMSC support Orlando Pan Ams as we did for Sarasota Y.
Result: We will work with Scott to see what will fit into our budget. Orlando will not have a social.
5. Proposal: We should keep 1 year – 6 months revenue (\$21K – 11K\$) in our bank as a reserve.
Result: We will continue to monitor.

MARCH 2017 SENIOR GAMES REPORT

Flasports.com lists the 21 local games which will qualify you for the December State Senior Games in Clearwater the first week end of December. You need to be in the top five in any individual event to qualify for States. This year is not a qualifying year for the National Senior Games.

The qualifiers from last year State games have until April 2nd to register for the National Senior Games to be held June 2 through 17th in Birmingham, AL. The website is NSGA.com.

Joannie Campbell