

Metropolitan Swimming, Inc.  
Board of Directors Meeting  
January 23, 2019  
Nassau County Aquatic Center

- 1) Meeting was called to order by John McIlhargy at 6:52 pm  
**Present:** John McIlhargy, Eric Fisher, Jim Wargo, John Alaimo, John Yearwood, Dom Boccio, Allen Wone, Jocelyn Fisher, Mark Owens, Robert Frawley, Edgar Perez.  
**Excused prior to meeting:** Brian Hansbury, Monique Grayson  
**Absent:** Elaine Ang, Stanley Wong, David Ellinghaus  
**Guests:** Grassi & Co. Accounting firm: John and Kim

John and Kim were introduced from Grassi and Co. to explain their Company and what they have to offer to Metro. Board members asked questions. The goal is to streamline all financial aspects of Metropolitan Swimming, provide continuity in our financial practices, provide greater transparency for membership. Books will be closed each month between the 15<sup>th</sup> and 20<sup>th</sup>, checks will be dispersed from them after board approval, begin transition to electronic payments. This will improve and enhance our best practice procedures, provide external checks and balances, and regular internal audits. There will be a 2-3-month transition. Grassi and Co will have representatives at HOD meetings.

A motion was made by Allen Wone to accept Grassi and Co. as Metropolitan Swimming's accounting services managers and tax accountants. The vote was unanimous. Motion carries. Paperwork will be signed and forwarded to Grassi and Co. The board will send a notice to Metro members.

The meeting continued with Finance:

- 4) **Finance** – Allen Wone had no report because data was not given to him in a timely matter. This is a recurring issue of non-responses from the treasurer. Moving forward with new accounting firm, this will not be an issue. It will be more efficient, transparent, and in line with new By-laws from USA Swimming (all LSC's must adhere to new by-laws by 2020). Once board sends announcement board members will be at meets etc. to answer any questions.

Our audits from 2015, 2016, 2017 were discussed. As the process went on, Metro had improved each year with accounting practices. The audits found no improprieties in any of the audits. Metro was also audited by the IRS and there were also no issues. Our taxes for 2017 are not complete – waiting on information from the treasurer. Allen Wone and John McIlhargy will meet and try and get that info so the taxes can be done. All issues will be resolved with new accounting firm handling all of this. We are continuing to move forward in our financial practices.

Back to regular agenda

- 2) Minutes from last meeting were approved and accepted. John McIlhargy made a note that excused members are those members that made contact in advance of the meeting.

3) **General Chair** – John McIlhargy

- 1) Mac thanked Brian Hansbury and Eric Fisher for working so hard on Senior Mets and all the issues in setting it up. They also worked on time standard files for other championship meets
- 2) Financial updates have already been discussed
- 3) Update on Lehman LS – it will be an ongoing issue and may take years to settle –
- 4) Phillips 66 Volunteer award was discussed
- 5) 2019 Leadership Summit – 1 coach, 1 athlete – Senior Chairs will discuss and handle
- 6) Meet Committee Survey – Bob Vializ submitted his meet committee survey and results to help make it better for meet hosts. The results were discussed, and Mac will be handing out to different chairs their areas to work on to help resolve some of the issues and update our practices.

4) **Officers Reports:**

**Treasurer** – Elaine Ang – was not present – submitted quick book reports Tuesday night. Report attached.

**Finance Chair** – Allen Wone – already covered

**Admin Vice Chair** – Eric Fisher – Sr. Met OME and online ticket sales going well. Reminder that online sales are a requirement now at Lehman College.

Eric reminded meet hosts that meet reports are due in 30 days and must be complete – there is no grace period. Fines will be issued.

**Senior Chairs** – Jim Wargo and John Alaimo – Report attached – asked about Club Excellence. They also thanked Brian and Eric for work done on Senior Mets. Tess Howley will be added to Olympic Trial swimmers!

**Age Group Chairs** – John Yearwood and Dom Boccio – the Delta Marriott in Richmond has been reserved for 2019 LC Zones. It is a switch from our previous hotels. We are assured the team will be well taken care of. Thanks to Brian and Eric for working on time standard files. Bronze and Silvers are single age events, but awards are by age group.

**Coaches Rep** – John Yearwood – no report at this time.

**Athlete Reps** – Jocelyn Fisher and Mark Owens – Jr. Rep application are due Feb. 11 – voting will be by email during Sr. Mets

**Safety** – Edgar Perez – still receiving reports from incident occurring in Metro.

**Tech planning** – David Ellinghaus – meet bid info for LC went out and is due end of January. Any changes in posted meet info on the Metro calendar must be approved in advance by tech planning. It should be at least one week in advance.

**Safe Sport Coordinator** – Brian Hansbury – there was no report at this time

**Athlete at Large** – Robert Frawley and Stanley Wong – all is good – nothing further to report.

5) **Office Manager**- Mary Fleckenstein

As of January 23, 2019 – Metro has 9797 premium athlete members, 191 flex members and 162 outreach members for a total of 10, 150 athletes. This is a little ahead of 2018.

Office is running fine – reminder that the office will be closed in May as posted on web site.  
HOD notice for April went out – reminder of earlier date due to Eastern Zone meeting and USA Swimming workshops.

LC bids are coming in

Jr. Nationals reimbursements 31 of 37 swimmers received reimbursement

Nationals – 7 out of 10 swimmers received reimbursement.

Reminder on all reimbursements for swimmers, officials etc. – all paperwork must be included and filled out fully to be considered. It must be filed within the deadline.

Coaches certifications are still an issue – Coaches MUST know requirements – it is their responsibility – Teams – check your portals.

Several non-registered clubs have registered unattached swimmers – potential for USA membership.

- 6) Old Business: Check on Club Excellence – will be coming out soon
- 7) New Business: John Yearwood reported that Virginia is unable to host Diversity Camp for the Eastern Zone this year. Camp only happens every 2 years. Eastern Zone looking for a host – could Hofstra be a possibility for a location. Need LC pool and dorms/food service. It is approximately 60 swimmers and coaches – 4 per LSC and extras if room. There is support from USA Swimming and the Eastern Zone. A call will be made to Hofstra – if they say no – then we can't host this time.  
Diversity has held conference call meetings and has many goals for going forward.

**Proposed Championship Schedule for SC 2020.**

Senior Mets February 13-16

Silvers February 28-March 1

8&U March 7-8

JOs/Team Challenge March 13-15

Bronze March 20-22

Jim Wood – NJ – passed away in early January. Jim has been a long member of the Eastern Zone and USA Swimming, including past president. Metro sends his family, friends and Berkeley Aquatics their condolences. There will be a celebration of life held in May.

- 8) Next meeting – February 20, 2019 White Plains YWCA at 6:30
- 9) Meeting adjourned at 8:48 pm

Respectfully submitted:

Mary Fleckenstein for Monique Grayson



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**BOARD OF DIRECTORS MEETING**  
**Wednesday, January 23, 2019 6:30 PM**  
Nassau County Aquatic Center

1: CALL TO ORDER, WELCOME, and INTRODUCTIONS:

Excused prior to meeting: Brian Hansbury, Monique Grayson

Roll Call:

NOT PRESENT

2: ACCEPTANCE/CORRECTIONS OF MINUTES:

Reports of officers

3: GENERAL CHAIR: John McIlhargy: Welcome –General Updates-

1. Senior Mets Thank you
2. Finance Update and This year's Returns and audits
3. Update on Lehman LS
4. Meet Host Committee Conversation

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

TREASURER'S REPORT: Elaine Ang

FINANCE CHAIR: Allen Wone

ADMINISTRATIVE VICE CHAIR: Eric Fisher

SECRETARY: Monique Grayson

SENIOR CHAIR: Jim Wargo/John Alamo

AGE GROUP CHAIR: John Yearwood/Dom Boccio

COACHES REPRESENTATIVE: John Yearwood

ATHLETES' REPRESENTATIVES: Jocelyn Fisher/Mark Owens

TECHNICAL PLANNING: David Ellinghaus

SAFETY COORDINATOR: Edgar Perez

SAFE SPORT COORDINATOR: Brian Hansbury

At Large Athletes: Stanley Wong/ Robert Frawley

5. OFFICE MANAGER: Mary Fleckenstein

6: UNFINISHED/OLD BUSINESS:

7: NEW BUSINESS:

8: NEXT MEETING: Schedule

Adjournment

**Senior Co-Chair Report**  
**Jim Wargo and John Alaimo**

**2019 Club Excellence Results**

**Gold Medal Clubs**

Long Island Aquatic Club – 22,580

**Silver Medal Clubs**

Asphalt Green Unified Aquatics – 15,989

Condors Swim Club – 6,543

**Bronze Medal Clubs**

Badger Swim Club – 7,225

NYS Aquatics, Inc. – 4,232

**Metropolitan Athletes who competed at Winter Nationals**  
**Greensboro, NC**  
**Nov 28-Dec 1, 2018**

Metropolitan Swimming had representation at USA Swimming Winter Nationals from ten individuals participating while representing seven different Metropolitan swim teams. Below is the list of individuals in alphabetical order by team. Listed in bullets beneath their names are any finals results that the individual achieved during the competition.

1. **Yara Hierath (17) Badger Swim Club**
  - 11<sup>th</sup> Women's 800m Free
  - 12<sup>th</sup> Women's 200m IM
  - 11<sup>th</sup> Women's 400m IM
  - 11<sup>th</sup> Women's 1500m Free
  
2. **Emily Escobedo (22) Condors Swim Club of Clarkstown**
  - 5<sup>th</sup> Women's 200m IM
  - 4<sup>th</sup> Women's 100m Breast
  - 2<sup>nd</sup> Women's 200m Breast
  
3. **Josie Panitz (17) Empire Swimming**
  
4. **Joyce Kwok (24) LaGuardia Aquatic Club**
  
5. **Tess Howley (13) Long Island Aquatic Club**
  - 23<sup>rd</sup> Women's 100m Fly
  - 24<sup>th</sup> Women's 200m Free
  - 18<sup>th</sup> Women's 200m Fly

6. **Lauryn Johnson (17) Long Island Aquatic Club**

- 24<sup>th</sup> Women's 400m Free
- 24<sup>th</sup> Women's 100m Fly
- 16<sup>th</sup> Women's 200m Fly

7. **Jason Louser (17) Long Island Aquatic Club**

- 13<sup>th</sup> Men's 200m IM
- 2<sup>nd</sup> Men's 400m IM

8. **Chloe Stepanek (16) Long Island Aquatic Club**

- 9<sup>th</sup> Women's 200m Free
- 14<sup>th</sup> Women's 100m Free

9. **Morgan Rinn (17) Long Island Express**

- 21<sup>st</sup> Women's 200m Fly

10. **Kristin Cornish (14) Westchester Aquatic Club**

**Metropolitan Athletes who competed at East Speedo Winter Juniors**

**Greensboro, NC**

**Dec 5-Dec 8, 2018**

Metropolitan Swimming had representation at USA Swimming East Speedo Winter Juniors from 37 individuals representing eight different Metropolitan swim teams. Below is the list of individuals categorized by team in alphabetical order. All athletes who scored in an "A" Final are in bold, with their results listed next to their name.

**Asphalt Green Unified Aquatics**

1. **Isabel Gormley – 8<sup>th</sup> Place Women's 500 Free, 3<sup>rd</sup> Place Women's 400 IM**
2. Charlotte Krevitt
3. Audrey Orange
4. Dylan Porges
5. **Dylan Rhee – 4<sup>th</sup> Place Men's 200 Breast**
6. Adell Sabovic
7. **Sophia Zhang – 2<sup>nd</sup> Place Women's 100 Breast**

**Badger Swim Club**

1. Yilina Collmar
2. Matthew Fenlon
3. Emily Gjertsen
4. Kimberly Jogis
5. Noelle Kaufmann
6. Hunter Kim

7. Nicholas Torres
8. Garrett Towne
9. Yugo Tsukikawa

#### **Condors Swim Club of Clarkstown**

1. **Christiana Regenauer – 8<sup>th</sup> Place Women’s 100 Fly**
2. Daniel Trincher

#### **Hauppauge Athletic Association**

1. Trenton Burr

#### **LaGuardia Aquatic Club**

1. Vanessa Chong
2. Orla Egan
3. Andy Lee

#### **New York Sharks Aquatics**

1. Lauren Aylmer
2. **Phillip Gong – 8<sup>th</sup> Place Men’s 100 Breast**
3. Joseph Hurle
4. Joy Jiang
5. Theresa Milio
6. Jess Pryne
7. Matthew Styczen

#### **Three Village Swim Club**

1. Jocelyn Fisher
2. Angelina Harris
3. Kyra Sommerstad
4. Mackenzie Thomas
5. Jake Vecchio
6. Brendan Williams

#### **Trident Aquatic Club**

1. Kristen Gullickson
2. Madison Petricevic

# Metropolitan Swimming Inc.

## BALANCE SHEET COMPARISON

As of December 31, 2018

	TOTAL	
	AS OF DEC 31, 2018	AS OF DEC 31, 2017 (PY)
<b>ASSETS</b>		
Current Assets		
Bank Accounts		
1001 Checking	509,739.08	403,465.96
1002 Sterling National Bank	-13,188.64	0.00
1002.1 CD# 8293544316	1,085.21	1,085.21
1002.2 CD# 8393532364	5,461.64	5,461.64
1002.3 CD# 8293532363	6,641.79	6,641.79
<b>Total 1002 Sterling National Bank</b>	<b>0.00</b>	<b>13,188.64</b>
1003 HSBC Huntington	0.00	0.00
1003.1 CD #47026-2	0.00	0.00
1003.2 CD 47047-5	0.00	0.00
1003.3 CD #61227-0	0.00	0.00
<b>Total 1003 HSBC Huntington</b>	<b>0.00</b>	<b>0.00</b>
1004 Mutual Fund Investment	0.00	0.00
1005 Savings - Chase	65,694.52	52,445.97
1006 Exchange	0.00	0.00
<b>Total Bank Accounts</b>	<b>\$575,433.60</b>	<b>\$469,100.57</b>
Accounts Receivable		
1100 Accounts Receivable	34,388.51	17,084.81
<b>Total Accounts Receivable</b>	<b>\$34,388.51</b>	<b>\$17,084.81</b>
Other Current Assets		
1007 Fidelity & Guaranty	222,280.34	220,079.54
1008 National Integrity	217,906.64	214,475.00
1200 Prepaid Expenses	0.00	0.00
1210 Credit Card Receivables	0.00	0.00
Undeposited Funds	-1,995.00	0.00
<b>Total Other Current Assets</b>	<b>\$438,191.98</b>	<b>\$434,554.54</b>
<b>Total Current Assets</b>	<b>\$1,048,014.09</b>	<b>\$920,739.92</b>
Fixed Assets		
1300 Furniture & Fixtures	3,125.89	3,125.89
Depreciation	-156.30	-156.30
Original Cost	0.00	0.00
<b>Total 1300 Furniture &amp; Fixtures</b>	<b>2,969.59</b>	<b>2,969.59</b>
1301 Hall of Fame - Lehman	24,751.97	24,751.97
Depreciation	-3,212.71	-2,083.92
<b>Total 1301 Hall of Fame - Lehman</b>	<b>21,539.26</b>	<b>22,668.05</b>
<b>Total Fixed Assets</b>	<b>\$24,508.85</b>	<b>\$25,637.64</b>
<b>TOTAL ASSETS</b>	<b>\$1,072,522.94</b>	<b>\$946,377.56</b>
<b>LIABILITIES AND EQUITY</b>		
Liabilities		



	TOTAL	
	AS OF DEC 31, 2018	AS OF DEC 31, 2017 (PY)
Current Liabilities		
Accounts Payable		
Accounts Payable	0.00	0.00
<b>Total Accounts Payable</b>	<b>\$0.00</b>	<b>\$0.00</b>
Credit Cards		
2200 American Express	0.00	0.00
<b>Total Credit Cards</b>	<b>\$0.00</b>	<b>\$0.00</b>
Other Current Liabilities		
2001 Accrued Expense	0.00	0.00
2005 Deferred Revenue	0.00	0.00
<b>Total Other Current Liabilities</b>	<b>\$0.00</b>	<b>\$0.00</b>
<b>Total Current Liabilities</b>	<b>\$0.00</b>	<b>\$0.00</b>
<b>Total Liabilities</b>	<b>\$0.00</b>	<b>\$0.00</b>
Equity		
3900 Retained Earnings	951,459.64	847,213.74
Opening Balance Equity	0.00	0.00
Net Income	121,063.30	99,163.82
<b>Total Equity</b>	<b>\$1,072,522.94</b>	<b>\$946,377.56</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$1,072,522.94</b>	<b>\$946,377.56</b>

# Metropolitan Swimming Inc.

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

September 2018 - August 2019

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Income</b>				
5000.00 General Income Accts				
5001.00 Investment Income				
5001.10 Interest Income	2.17		2.17	
5001.20 Dividend Income		5,000.00	-5,000.00	
5001.30 Unrealized Gain on Investment				
<b>Total 5001.00 Investment Income</b>	<b>2.17</b>	<b>5,000.00</b>	<b>-4,997.83</b>	<b>0.04 %</b>
5002.00 Fee & Surcharge				
5002.10 Sanctions Fee	1,825.00	20,000.00	-18,175.00	9.13 %
5002.15 Post Meet Fee (20%)	101,786.80	300,000.00	-198,213.20	33.93 %
5002.16 Athlete Surcharge				
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	533.00	6,000.00	-5,467.00	8.88 %
<b>Total 5002.00 Fee &amp; Surcharge</b>	<b>104,144.80</b>	<b>343,000.00</b>	<b>-238,855.20</b>	<b>30.36 %</b>
5004 Fundraising Revenue (deleted)				
5004.16 Clinics (deleted)				
5004.17 Fran Schnarr Fundraiser (deleted)				
<b>Total 5004 Fundraising Revenue (deleted)</b>				
5005.10 Fines				
5005.17 Admins Fines	5,000.00	4,500.00	500.00	111.11 %
5005.18 Junior fines		100.00	-100.00	
5005.19 Senior Fines		100.00	-100.00	
<b>Total 5005.10 Fines</b>	<b>5,000.00</b>	<b>4,700.00</b>	<b>300.00</b>	<b>106.38 %</b>
5006.00 Registrations				
5006.10 Club-Received	16,200.00	18,000.00	-1,800.00	90.00 %
7006.10 Club-Paid	-5,740.00	-6,000.00	260.00	95.67 %
<b>Total 5006.10 Club-Received</b>	<b>10,460.00</b>	<b>12,000.00</b>	<b>-1,540.00</b>	<b>87.17 %</b>
5006.20 Athlete-Received	689,360.00	700,000.00	-10,640.00	98.48 %
7006.20 Athlete-Paid	-549,445.00	-580,000.00	30,555.00	94.73 %
<b>Total 5006.20 Athlete-Received</b>	<b>139,915.00</b>	<b>120,000.00</b>	<b>19,915.00</b>	<b>116.60 %</b>
5006.30 Non Athlete-Received	57,384.00	70,000.00	-12,616.00	81.98 %
7006.30 Non Athlete-Paid	-47,814.00	-58,000.00	10,186.00	82.44 %
<b>Total 5006.30 Non Athlete-Received</b>	<b>9,570.00</b>	<b>12,000.00</b>	<b>-2,430.00</b>	<b>79.75 %</b>
5006.40 Transfers-Received	3,125.00	3,000.00	125.00	104.17 %
5006.50 Flex Athletic-Received	2,920.00		2,920.00	
7006.50 Flex Athletic-Paid	-70.00		-70.00	
<b>Total 5006.50 Flex Athletic-Received</b>	<b>2,850.00</b>		<b>2,850.00</b>	
5006.60 Flex to Full Membership				
<b>Total 5006.00 Registrations</b>	<b>165,920.00</b>	<b>147,000.00</b>	<b>18,920.00</b>	<b>112.87 %</b>
5008.00 Meets				

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
5008.10 Junior Meets				
5008.11 JO - SC Revenue				
7008.11 JO SC Awards				
7008.12 JO - SC Personnel				
7008.13 JO Pool Rental SC				
7008.14 JO Hotel & Travel Exp SC				
7008.15 JO - SC Printing Fees				
7008.16 JO - SC Refreshments & Supplies				
<b>Total 5008.11 JO - SC Revenue</b>				
5008.12 JO - LC Revenue				
7008.21 JO - LC Awards				
7008.22 JO - LC Personnel				
7008.23 JO - LC Pool Rental				
7008.24 JO - LC Hotel & Travel				
7008.25 JO - LC Printing Expense				
7008.26 JO - LC Refreshments & Supplies				
<b>Total 5008.12 JO - LC Revenue</b>				
<b>Total 5008.10 Junior Meets</b>				
<b>Total 5008.00 Meets</b>				
5010.00 Bounced Check Fee				
5010.10 Bounced Check Fee				
<b>Total 5010.00 Bounced Check Fee</b>				
5011.00 Misc - Office				
5012.00 Contribution income				
5013.00 Billable Expense Income				
5013.10 Markup				
<b>Total 5013.00 Billable Expense Income</b>				
5014.00 Sales				
5016.00 Uncategorized Income				
<b>Total 5000.00 General Income Accts</b>	<b>275,066.97</b>	<b>499,700.00</b>	<b>-224,633.03</b>	<b>55.05 %</b>
5100.00 Unapplied Cash Payment Income				
5200.00 Sales of Product Income				
Discounts given (deleted)				
Discounts given (deleted-1)				
Sales of Product Income (deleted)				
Shipping Income (deleted)				
Shipping Income (deleted-1)				
<b>Total Income</b>	<b>\$275,066.97</b>	<b>\$499,700.00</b>	<b>\$ -224,633.03</b>	<b>55.05 %</b>
Cost of Goods Sold				
5300.00 Cost of Goods Sold				
Cost of Goods Sold (deleted)				
<b>Total Cost of Goods Sold</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00%</b>
<b>GROSS PROFIT</b>	<b>\$275,066.97</b>	<b>\$499,700.00</b>	<b>\$ -224,633.03</b>	<b>55.05 %</b>
Expenses				
6000.00 Zone Meets				

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
6003.00 Eastern Zone Meet Host				
<b>Total 6000.00 Zone Meets</b>				
6100.00 Athletics Service Program				
6110 Travel Program				
6110.00 Travel Reimbursement				
6005.17 Coaches Stipends (deleted)				
6110.11 SC Sectional		20,000.00	-20,000.00	
6110.12 LC Senior Zone/Sectional	800.00	5,000.00	-4,200.00	16.00 %
6110.14 SC NCSA Junior		30,000.00	-30,000.00	
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 %
6110.21 USA Pro Series				
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 %
6110.25 USA Olympic Trial				
6110.30 USA Open Water Champ		1,000.00	-1,000.00	
6110.40 National Youth team				
<b>Total 6110.00 Travel Reimbursement</b>	<b>33,924.26</b>	<b>120,000.00</b>	<b>-86,075.74</b>	<b>28.27 %</b>
6120.00 Scholarships	-2,025.00		-2,025.00	
6120.10 Joseph Stetz Registration Income		-2,075.00	2,075.00	
6120.20 Galuzzi Scholarship In				
7120.10 Joe Stetz Scholarship Awards		2,000.00	-2,000.00	
7120.20 Joe Stetz Scholarship Placques				
7120.30 Galuzzi Scholarship Awards				
<b>Total 6120.00 Scholarships</b>	<b>-2,025.00</b>	<b>-75.00</b>	<b>-1,950.00</b>	<b>2,700.00 %</b>
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	
6131.12 LC Zone Entry fees				
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		77,000.00	-77,000.00	
7131.15 LC Zone Board Member Travel		1,500.00	-1,500.00	
7131.16 LC Zone Official' Expenses				
<b>Total 6131.10 LC Zone</b>		<b>52,500.00</b>	<b>-52,500.00</b>	
6131.20 SC Zone				
6131.21 SC Zone Entries fees collected				
7131.20 SC Zone Entries Fee Paid				
7131.21 SC Zone Uniforms				
7131.22 SC Zone Petty cash & supplies				
7131.23 SC Zone Bus				
7131.24 SC Zone Hotel				
7131.25 SC Zone Board Member travel				

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
7131.26 SC Zone Officials Expenses				
7131.27 SC Zone Chaperone BGC				
<b>Total 6131.20 SC Zone</b>				
<b>Total 6131.00 Age Group Zone Meet</b>		<b>52,500.00</b>	<b>-52,500.00</b>	
6132.00 Senior Training Trip				
6133.00 Diversity Program		8,000.00	-8,000.00	
6134.00 Safe Sports				
6135.00 Disability		2,000.00	-2,000.00	
6136.00 Swimposium				
6137.00 Distance Stipends		6,000.00	-6,000.00	
6137.10 Meet Distance Stipend-Summer				
<b>Total 6137.00 Distance Stipends</b>		<b>6,000.00</b>	<b>-6,000.00</b>	
<b>Total 6130.00 Programs</b>		<b>68,500.00</b>	<b>-68,500.00</b>	
<b>Total 6100.00 Athletics Service Program</b>	<b>31,899.26</b>	<b>188,425.00</b>	<b>-156,525.74</b>	<b>16.93 %</b>
6200.00 Committees (deleted)				
7054 National Disabilites Committee (deleted)				
7056 Senior Circuit (deleted)				
<b>Total 6200.00 Committees (deleted)</b>				
6200.00 Officials				
6200.10 Travel Reimbursement	2,964.89	15,000.00	-12,035.11	19.77 %
6200.11 Clinic & Training Expenses	1,566.78	3,000.00	-1,433.22	52.23 %
6200.12 BGC Reimbursement	1,646.00	4,000.00	-2,354.00	41.15 %
6200.13 Incentives		4,000.00	-4,000.00	
<b>Total 6200.00 Officials</b>	<b>6,177.67</b>	<b>26,000.00</b>	<b>-19,822.33</b>	<b>23.76 %</b>
6300.00 Coaches Programs				
6310.00 Coaches Clinic/Mentoring Program		20,000.00	-20,000.00	
6320.00 Coaches Recognition Awards				
<b>Total 6300.00 Coaches Programs</b>		<b>20,000.00</b>	<b>-20,000.00</b>	
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	1,886.28		1,886.28	
<b>Total 6410.00 USAS Conferences/Convention Fee</b>	<b>11,973.13</b>	<b>24,000.00</b>	<b>-12,026.87</b>	<b>49.89 %</b>
6411.00 EZ Conferences & Conventions		1,000.00	-1,000.00	
6411.10 Eastern Zone Meeting Host -IN				
6411.11 Eastern Zone Meeting Host - OUT				
6411.20 Lodging/Transpotation		4,000.00	-4,000.00	
6411.30 Par Diem/Meals		400.00	-400.00	
6411.40 Eastern Zone Dues		2,600.00	-2,600.00	
<b>Total 6411.00 EZ Conferences &amp; Conventions</b>		<b>8,000.00</b>	<b>-8,000.00</b>	
6420.00 BOD Travel Reimbursement	132.65	2,500.00	-2,367.35	5.31 %
6430.00 Board Members Clinics				
6440.00 Committees				
6441.00 Review Committee		500.00	-500.00	

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
6441.10 Legal Fees				
<b>Total 6441.00 Review Committee</b>		<b>500.00</b>	<b>-500.00</b>	
6442.00 Technical Planning Committee				
<b>Total 6440.00 Committees</b>		<b>500.00</b>	<b>-500.00</b>	
6450.00 BOD Misc Expenses	1,019.24		1,019.24	
<b>Total 6400.00 BOD</b>	<b>13,125.02</b>	<b>35,000.00</b>	<b>-21,874.98</b>	<b>37.50 %</b>
6500.00 Clubs Recognition				
6510.00 Club Excellence Program		40,000.00	-40,000.00	
6520.00 Club Development				
<b>Total 6500.00 Clubs Recognition</b>		<b>40,000.00</b>	<b>-40,000.00</b>	
6600.00 Administration & Operations Support				
6601.00 Salary & Wages	25,911.00	95,000.00	-69,089.00	27.27 %
6601.10 Payroll Tax	950.00	11,000.00	-10,050.00	8.64 %
6601.20 Workers Comp Insurance	1,241.07	3,000.00	-1,758.93	41.37 %
6601.30 ADP Payroll Service Fee	249.68	1,000.00	-750.32	24.97 %
<b>Total 6601.00 Salary &amp; Wages</b>	<b>28,351.75</b>	<b>110,000.00</b>	<b>-81,648.25</b>	<b>25.77 %</b>
6605.00 IT Service Fee	500.00		500.00	
6605.10 Web Site ChargesB	2,000.00	6,000.00	-4,000.00	33.33 %
<b>Total 6605.00 IT Service Fee</b>	<b>2,500.00</b>	<b>6,000.00</b>	<b>-3,500.00</b>	<b>41.67 %</b>
6606.00 SWIMS Stipends		5,000.00	-5,000.00	
6607.00 All Office Essential Supplies	742.91	4,000.00	-3,257.09	18.57 %
6607.10 Annual Membership/Program Dues	436.61	500.00	-63.39	87.32 %
6607.20 Printing/Ink/Paper	359.06	500.00	-140.94	71.81 %
6607.30 Postage/Mailing	30.75	1,000.00	-969.25	3.08 %
6607.40 Misc Expenses	157.31	500.00	-342.69	31.46 %
<b>Total 6607.00 All Office Essential Supplies</b>	<b>1,726.64</b>	<b>6,500.00</b>	<b>-4,773.36</b>	<b>26.56 %</b>
6608.00 Operation Expenses				
6608.10 Internet Expense	939.00	2,500.00	-1,561.00	37.56 %
6608.20 Telephone	261.56	1,500.00	-1,238.44	17.44 %
6608.30 Storage Room Rental		1,250.00	-1,250.00	
6608.40 Senior Circuit Meets				
6608.50 Professional Service Fee	3,000.00		3,000.00	
6608.60 Subscription Fee				
6608.61 QB Monthly Fee(current)	92.36	600.00	-507.64	15.39 %
6608.62 QB Fee (old)	1.50		1.50	
6608.63 Adobe Annual Fee				
6608.64 Meet Manager Annual Fee				
<b>Total 6608.60 Subscription Fee</b>	<b>93.86</b>	<b>600.00</b>	<b>-506.14</b>	<b>15.64 %</b>
<b>Total 6608.00 Operation Expenses</b>	<b>4,294.42</b>	<b>5,850.00</b>	<b>-1,555.58</b>	<b>73.41 %</b>
6609.00 Office Equipment/Hardware	2,479.65	1,000.00	1,479.65	247.97 %
6610.00 Bank & Credit card expenses	12,189.94	30,000.00	-17,810.06	40.63 %
6610.10 Bank Service Charge/Fee	6,186.20		6,186.20	
<b>Total 6610.00 Bank &amp; Credit card expenses</b>	<b>18,376.14</b>	<b>30,000.00</b>	<b>-11,623.86</b>	<b>61.25 %</b>
6611.00 HOD/BOD Meetings	736.78		736.78	
6611.10 Refreshment - BOD/ LSC	555.58	2,750.00	-2,194.42	20.20 %
<b>Total 6611.00 HOD/BOD Meetings</b>	<b>1,292.36</b>	<b>2,750.00</b>	<b>-1,457.64</b>	<b>46.99 %</b>
6614.00 State Filing Fees		100.00	-100.00	

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
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 %
<b>Total 6615.00 Hall of Fame</b>	<b>5,000.00</b>	<b>4,000.00</b>	<b>1,000.00</b>	<b>125.00 %</b>
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 %
<b>Total 6630.00 Golden Goggles Dinners</b>	<b>10,309.08</b>	<b>12,000.00</b>	<b>-1,690.92</b>	<b>85.91 %</b>
6632.00 Athletic Representative Activities				
6635.00 Donation -		5,000.00	-5,000.00	
6640.00 Other Misc Expenses				
6650.00 Metro Run Meets				
6650.10 Sr. Mets SC				
6650.12 SrM - SC Meet Entries		-20,000.00	20,000.00	
6650.13 SrM - SC Admissions & Programs		-10,000.00	10,000.00	
6690.11 SrM - SC Personnel/Admin/AO		5,000.00	-5,000.00	
6690.12 SrM - SC Pool rental		17,000.00	-17,000.00	
6690.13 SrM - SC Officials (Evaluator/MR/TLCJ)		1,250.00	-1,250.00	
6690.14 SrM - SC Refreshments		3,000.00	-3,000.00	
6690.15 SrM - SC Awards		875.00	-875.00	
6690.16 SrM - SC Misc Supplies Expenses		1,000.00	-1,000.00	
<b>Total 6650.10 Sr. Mets SC</b>		<b>-1,875.00</b>	<b>1,875.00</b>	
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		4,000.00	-4,000.00	
6690.22 SrM - LC Pool Rental		17,000.00	-17,000.00	
6690.23 SrM - LC Officials(Evaluator/MR/TLCJ)		1,250.00	-1,250.00	
6690.24 SrM - LC Refreshments		3,000.00	-3,000.00	
6690.25 SrM - LC Awards		1,000.00	-1,000.00	
6690.26 SrM - LC Misc Supplies Expenses		1,000.00	-1,000.00	
<b>Total 6650.20 Sr Mets - LC</b>		<b>-2,750.00</b>	<b>2,750.00</b>	
6650.40 Open Water		-4,000.00	4,000.00	
6690.41 Open water 5K & 10 K Expenses		4,000.00	-4,000.00	
<b>Total 6650.40 Open Water</b>		<b>0.00</b>	<b>0.00</b>	
6650.50 ZQ Meet - SC				
6650.51 ZQ Meet Entries				
6650.52 ZQ Admissions & Programs				
6690.51 ZQ Personnel				
6690.52 ZQ Pool Rental				
6690.53 ZQ Officials (Evaluator/MR/TLCJ)				
6690.54 ZQ Meals & Travel				
6690.55 ZQ Awards				
6690.56 ZQ Misc Expenses				
<b>Total 6650.50 ZQ Meet - SC</b>				

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
6650.60 Distance Meets				
<b>Total 6650.00 Metro Run Meets</b>		<b>-4,625.00</b>	<b>4,625.00</b>	
7541.3 Safe Sport Activities (deleted)				
<b>Total 6600.00 Administration &amp; Operations Support</b>	<b>74,330.04</b>	<b>183,575.00</b>	<b>-109,244.96</b>	<b>40.49 %</b>
6720.00 Unapplied Cash Bill Payment Expense				
6730.00 Uncategorized Expense				
6740.00 Purchases				
Admission / Programs (deleted)				
Advertising/Promotional (deleted)				
Advertising/Promotional (deleted-1)				
Purchases (deleted)				
Supplies & Materials (deleted)				
<b>Total Expenses</b>	<b>\$125,531.99</b>	<b>\$493,000.00</b>	<b>\$ -367,468.01</b>	<b>25.46 %</b>
NET OPERATING INCOME	<b>\$149,534.98</b>	<b>\$6,700.00</b>	<b>\$142,834.98</b>	<b>2,231.87 %</b>
Other Expenses				
6700.00 Depreciation	347.32		347.32	
6710.00 Reconciliation Discrepancies				
<b>Total Other Expenses</b>	<b>\$347.32</b>	<b>\$0.00</b>	<b>\$347.32</b>	<b>0.00%</b>
NET OTHER INCOME	<b>\$ -347.32</b>	<b>\$0.00</b>	<b>\$ -347.32</b>	<b>0.00%</b>
NET INCOME	<b>\$149,187.66</b>	<b>\$6,700.00</b>	<b>\$142,487.66</b>	<b>2,226.68 %</b>



# Metropolitan Swimming Inc.

## PROFIT AND LOSS COMPARISON

September - December, 2018

	TOTAL	
	SEP - DEC, 2018	SEP - DEC, 2017 (PY)
<b>Income</b>		
5000.00 General Income Accts		
5001.00 Investment Income		0.45
5001.10 Interest Income	2.17	1.24
<b>Total 5001.00 Investment Income</b>	<b>2.17</b>	<b>1.69</b>
5002.00 Fee & Surcharge		
5002.10 Sanctions Fee	1,425.00	1,050.00
5002.15 Post Meet Fee (20%)	69,809.60	58,344.60
5002.19 Silver/Bronze Surcharge	533.00	
<b>Total 5002.00 Fee &amp; Surcharge</b>	<b>71,767.60</b>	<b>59,394.60</b>
5005.10 Fines		
5005.17 Admins Fines	4,800.00	
<b>Total 5005.10 Fines</b>	<b>4,800.00</b>	
5006.00 Registrations		
5006.10 Club-Received	11,725.00	10,075.00
7006.10 Club-Paid	-3,850.00	-3,710.00
<b>Total 5006.10 Club-Received</b>	<b>7,875.00</b>	<b>6,365.00</b>
5006.20 Athlete-Received	600,054.00	531,469.00
7006.20 Athlete-Paid	-480,515.00	-448,962.00
<b>Total 5006.20 Athlete-Received</b>	<b>119,539.00</b>	<b>82,507.00</b>
5006.30 Non Athlete-Received	40,032.00	35,350.00
7006.30 Non Athlete-Paid	-31,254.00	-28,764.00
<b>Total 5006.30 Non Athlete-Received</b>	<b>8,778.00</b>	<b>6,586.00</b>
5006.40 Transfers-Received	2,865.00	2,600.00
5006.50 Flex Athletic-Received	2,640.00	
<b>Total 5006.00 Registrations</b>	<b>141,697.00</b>	<b>98,058.00</b>
5010.00 Bounced Check Fee		
5010.10 Bounced Check Fee		25.00
<b>Total 5010.00 Bounced Check Fee</b>		<b>25.00</b>
<b>Total 5000.00 General Income Accts</b>	<b>218,266.77</b>	<b>157,479.29</b>
<b>Total Income</b>	<b>\$218,266.77</b>	<b>\$157,479.29</b>
<b>GROSS PROFIT</b>	<b>\$218,266.77</b>	<b>\$157,479.29</b>
<b>Expenses</b>		
6100.00 Athletics Service Program		
6110 Travel Program		-5,923.92
6110.00 Travel Reimbursement		5,923.92
6110.11 SC Sectional		0.00
6110.12 LC Senior Zone/Sectional	800.00	
6110.18 USA JR National SC		0.00
6110.19 USA JR National LC	800.00	
6110.22 USA National/Open SC	6,757.84	0.00

	TOTAL	
	SEP - DEC, 2018	SEP - DEC, 2017 (PY)
6110.23 USA National/Open/Phillip66 LC	1,000.00	
<b>Total 6110.00 Travel Reimbursement</b>	<b>9,357.84</b>	<b>5,923.92</b>
6120.00 Scholarships	-1,500.00	-1,300.00
6130.00 Programs		
6131.00 Age Group Zone Meet		
6131.10 LC Zone		
6131.11 LC Zone fees collected		675.28
6131.12 LC Zone Entry fees		0.00
7131.11 LC Zone Uniforms		0.00
7131.12 LC Zone Petty Cash & supplies		0.00
7131.14 LC Zone Hotel & meals		0.00
<b>Total 6131.10 LC Zone</b>		<b>675.28</b>
<b>Total 6131.00 Age Group Zone Meet</b>		<b>675.28</b>
<b>Total 6130.00 Programs</b>		<b>675.28</b>
<b>Total 6100.00 Athletics Service Program</b>	<b>7,857.84</b>	<b>-624.72</b>
6200.00 Officials		
6200.10 Travel Reimbursement	2,000.00	1,000.00
6200.11 Clinic & Training Expenses	1,566.78	
6200.12 BGC Reimbursement	1,255.00	838.50
<b>Total 6200.00 Officials</b>	<b>4,821.78</b>	<b>1,838.50</b>
6400.00 BOD		
6410.00 USAS Conferences/Convention Fee	6,433.11	7,735.91
6410.20 Travel Expenses	3,653.74	
6410.30 Par Diem/Meals	1,886.28	
<b>Total 6410.00 USAS Conferences/Convention Fee</b>	<b>11,973.13</b>	<b>7,735.91</b>
6411.00 EZ Conferences & Conventions		
6411.11 Eastern Zone Meeting Host - OUT		543.20
<b>Total 6411.00 EZ Conferences &amp; Conventions</b>		<b>543.20</b>
6420.00 BOD Travel Reimbursement	132.65	1,037.57
6450.00 BOD Misc Expenses	1,019.24	73.72
<b>Total 6400.00 BOD</b>	<b>13,125.02</b>	<b>9,390.40</b>
6600.00 Administration & Operations Support		9.95
6601.00 Salary & Wages	23,336.00	19,727.37
6601.10 Payroll Tax	1,745.38	4,076.88
6601.20 Workers Comp Insurance	1,241.07	1,895.55
6601.30 ADP Payroll Service Fee	249.68	237.72
<b>Total 6601.00 Salary &amp; Wages</b>	<b>26,572.13</b>	<b>25,937.52</b>
6605.00 IT Service Fee	500.00	1,500.00
6605.10 Web Site ChargesB	1,000.00	
<b>Total 6605.00 IT Service Fee</b>	<b>1,500.00</b>	<b>1,500.00</b>
6607.00 All Office Essential Supplies	742.91	603.39
6607.10 Annual Membership/Program Dues	436.61	167.08
6607.20 Printing/Ink/Paper	0.00	162.16
6607.30 Postage/Mailing	30.75	227.68
6607.40 Misc Expenses	157.31	1,214.69
<b>Total 6607.00 All Office Essential Supplies</b>	<b>1,367.58</b>	<b>2,375.00</b>
6608.00 Operation Expenses		

	TOTAL	
	SEP - DEC, 2018	SEP - DEC, 2017 (PY)
6608.10 Internet Expense	809.10	710.60
6608.20 Telephone	261.56	259.21
6608.50 Professional Service Fee	3,000.00	1,000.00
6608.60 Subscription Fee		
6608.61 QB Monthly Fee(current)	82.41	9.95
6608.62 QB Fee (old)	1.50	19.90
<b>Total 6608.60 Subscription Fee</b>	<b>83.91</b>	<b>29.85</b>
<b>Total 6608.00 Operation Expenses</b>	<b>4,154.57</b>	<b>1,999.66</b>
6609.00 Office Equipment/Hardware	2,479.65	572.53
6610.00 Bank & Credit card expenses	12,189.94	14,335.48
6610.10 Bank Service Charge/Fee	6,186.20	17.25
<b>Total 6610.00 Bank &amp; Credit card expenses</b>	<b>18,376.14</b>	<b>14,352.73</b>
6611.00 HOD/BOD Meetings	736.78	339.53
6611.10 Refreshment - BOD/ LSC	555.58	277.05
<b>Total 6611.00 HOD/BOD Meetings</b>	<b>1,292.36</b>	<b>616.58</b>
6615.00 Hall of Fame		
6615.30 HOF - Display	5,000.00	
<b>Total 6615.00 Hall of Fame</b>	<b>5,000.00</b>	
6630.00 Golden Goggles Dinners	62.00	
6630.10 Golden Goggles Dinner	10,247.08	
<b>Total 6630.00 Golden Goggles Dinners</b>	<b>10,309.08</b>	
<b>Total 6600.00 Administration &amp; Operations Support</b>	<b>71,051.51</b>	<b>47,363.97</b>
<b>Total Expenses</b>	<b>\$96,856.15</b>	<b>\$57,968.15</b>
NET OPERATING INCOME	<b>\$121,410.62</b>	<b>\$99,511.14</b>
Other Expenses		
6700.00 Depreciation	347.32	347.32
<b>Total Other Expenses</b>	<b>\$347.32</b>	<b>\$347.32</b>
NET OTHER INCOME	<b>\$ -347.32</b>	<b>\$ -347.32</b>
NET INCOME	<b>\$121,063.30</b>	<b>\$99,163.82</b>