

DRAFT- UNAPPROVED



BOD Minutes Aug 11, 2021

The meeting began at 8:30pm via Zoom.

BOD members present

Steve Potter (DAQ) - General Chair
Rob Copeland (SCAT) - Finance Vice-Chair
Beau Caldwell (SEGA) - Secretary
Joe DeCarlo (RAYS) - Treasurer
Sydney Pepper (DYNA) - Age Group Chair
Hugh Convrey (GA) - Senior Chair
Matthew Grant (VAST) - Tech Planning Chair

Ed Saltzman (DYNA) - Officials Chair
Brook Kubik (DCS) - Operational risk chair
Tommy Jackson (CAD) - Diversity chair
Elizabeth Isakson (GOLD) - Senior Athlete Rep
Hannah Burke (GA) - Senior athlete At-Large
Rachel Todebush (SPAC) - Junior athlete rep
Grace Ann Byerly (TWS) - Junior athlete at-large

BOD members absent

Mike O'Shaughnessy (GOLD)-Safe Sport Chair
Daniel DeCarlo (RAYS) - SR Athlete At-Large

Jarrod Hunte (DCS) - Jr Coaches Chair

GSI Swimming staff present

John Pepper, Business Mgr
Lora Thompson, Membership Coordinator

GSI Swimming staff absent

Veronica Burchill, Intern

Others Present

Karl Krug (SPAC)
Jon Foggin, (ABSC) - Governance Chair
Meredith Green (BAY)

Call to order, approval of minutes

Potter called the meeting to order at 8:32pm. Potter read the mission and vision of Georgia Swimming.

Motion (S.Pepper): to approve minutes from July 14 (Saltzman seconded)

Discussion: No discussion
Vote: Unanimous approval
Resolution: July 14 BOD minutes approved

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Officer Reports

General Chair (Potter) - Present, report pushed to new business

Admin vice-chair (vacant) - No Report

Finance Committee (Copeland & DeCarlo) - Copeland shared budget highlights. Proposing 4% splash fees, \$84 athlete membership fees. Expenses have increased due to travel for athletes and officials. Foggin asked about reserves. Potter explained how Copeland is working on a policy on how much in reserves we should have regarding a 501(c)3 organization. Convey asked about getting balance sheets with reports, as he wants to compare where we are now compared to pre-covid. DeCarlo verbally shared totals in cash, reserves, and brokerage. Discussion continued regarding what meets should be reimbursed for, as USAS hasn't finalized their schedule; specifically, we have 20k budgeted for SC nationals, but there isn't a SC nationals scheduled. Convey explained he's looking for something to take back to the senior committee.

Discussion continued regarding zone subsidy from \$200/athlete to \$619/athlete per request from the AG committee.

Copeland explained that the big drivers on the expense side are operations and travel, and registrations to USA Swimming.

Office staff salaries lumped into 1 line item so it does not specifically list someone's salary.

Rob updated the budget with requests taken at the meeting. Will get an updated budget back to BOD before HOD.

Senior Chair (Convey) - Present - shared report that was submitted.

Convey is developing a policy and procedure for AG & Senior State meets.

Discussion ensued about creating legislation for additional revenue source to fund travel - Karl, Matt, and Hugh will come up with a proposal for HOD.

Hugh inquired about sanction relief for 2021 AG State. Rob said he will withhold the sanction fee until we find more information on this.

Copeland said that if we come up with a per-swimmer surcharge, it would need to go into rules & regs or P&P.

Age Group (S.Pepper) - Present, no report

Diversity (Jackson) - Not present, no report

Secretary (Caldwell) - Present - Shared screen regarding sample reports and importance of consent agenda so we can spend more time on new business.

Registrar (L.Thompson) -. Present - preparing registration documents.

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Business Manager (J.Pepper) -.Present, report as submitted

Intern - (V.Burchill) - Not present, no report

Open water (Sullivan) - Not present, no report

Officials (Saltzman) - Present, no report

Tech Planning (Grant) - Present -

Putting together a yearly calendar on which topics we want to attack, working on a philosophical statement as a committee.

Sr Coaches Rep (Hunte) - Not present, no report

Safe Sport (Mike O'Shaughnessy) - Not present, no report

Athletes (E.Isackson) - Rachel Todebush (SPAC), and Gracie Ann Byerly (TWS) are Junior athlete rep and Junior athlete at-large.

Operational risk (Kubik) - Present, report submitted

Disability (Orth) - Not present, no report

Old Business

LSC Goal reporting obligation - This meeting was preparing for upcoming BOD & HOD meetings - pushed to September meeting. 3Q peach pulse survey is on geo-diversity and Potter is looking for more diverse sampling.

New Business

Appointments - Meredith Green (BAY) is being nominated for Jr. Coaches Rep to replace Jennifer Bowers who has resigned her position. Jonathan Foggin (ABSC) is being nominated for admin vice-chair, a position which is vacant.

Motion (Convery): that both appointments be confirmed by acclimation (Saltzman second)

Dissent: None

Resolution: Meredith Green (BAY) appointed Jr coaches rep, and Jonathan Foggin (ABSC) is appointed admin-vice chair. Jonathan will be relinquishing his post as governance vice-chair, and the governance committee will nominate a new chair.

Discussion ensued regarding failure to comply with rules of meet management and facility. Saltzman clarified that these rules are covered in code-of-conduct.

Announcements

Next BOD meeting - Wednesday, August 26, 8:30pm (HOD Topics only)

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HOD meeting - Noon @ August 28 -

Adjournment

Motion (Caldwell): to adjourn (Copeland second)

Vote: Unanimous approval

Resolution: Meeting adjourned at 9:58pm

Respectfully submitted by:

Beau Caldwell

GSI Secretary
August 12, 2021



BOD Minutes

July 14, 2021

The meeting began at 8:30pm via Zoom.

BOD members present

Steve Potter (DAQ) - General Chair
Rob Copeland (SCAT) - Finance Vice-Chair
Joe DeCarlo (RAYS) - Treasurer
Sydney Pepper (DYNA) - Age Group Chair
Hugh Convrey (GA) - Senior Chair
Matthew Grant (VAST) - Tech Planning Chair

Mike O'Shaughnessy (GOLD)-Safe Sport Chair
Brook Kubik (DCS) - Operational risk chair
Tommy Jackson (CAD) - Diversity chair
Elizabeth Isakson (GOLD) - Junior Athlete Rep
Will Foggin (ABSC) - SR. Athlete Rep

BOD members absent

Beau Caldwell (SEGA) - Secretary
Jenn Bowers (HURR) - Sr Coaches Chair
Ed Saltzman (DYNA) - Officials Chair
Daniel DeCarlo (RAYS) - SR Athlete At-Large

Jarrod Hunte (DCS) - Jr Coaches Chair
Hannah Burke (GA) - Junior athlete At-Large
Henry Bethel (CCAC) - Athlete At-Large

GSI Swimming staff present

John Pepper, Business Mgr
Lora Thompson, Membership Coordinator
Veronica Burchill, Intern

GSI Swimming staff absent

Others Present

Brian Wrighton, DYNA

Call to order, approval of minutes

Potter called the meeting to order at 8:32pm. Potter read the mission and vision of Georgia Swimming.

Motion (S.Pepper): to approve minutes from June 9 (DeCarlo seconded)

Discussion: No discussion

Vote: Majority approval with 1 abstention due to absence

Resolution: June 12 BOD minutes approved

Officer Reports

General Chair (Potter) - Present; No report - encourages the BOD to stay focused on excellent competition for our athletes as we venture into championship season

Admin vice-chair (vacant) - No Report

Finance Committee (DeCarlo) - Financial reports are in 2 parts - 1st is actuals from June, but if you scroll down to pages 3-5, it will be our fiscal year compared to the actual budget. We are currently underway with our audit and being asked for particulars to make this happen. Potter explained this will be our first formal audit and it is required per USAS. Since it's our first audit, it will cost between 6-7k, and this is required for LEAP. Hugh Convery asked to see a balance sheet sooner than later so the senior and age group committees have an idea of what to ask for on their next budget. Potter explained that Rob Copeland will be working on next year's budget. Copeland said we will send out requests for this in the next week.

Senior Chair (Convery) - Final touches put on Senior State meet. UGA is allowing combined genders for prelims, but will still keep no spectators. Back into a state of limbo with senior state weekend in December as GT is redoing some lighting in the natatorium.

Age Group (S.Pepper) - No report. AG Meeting set for Sunday at AG State. Sydney thanked Hugh for his work as meet director.

Diversity (Jackson) - Present; Report submitted. Wants to emphasize request for local swimmers who have graduated from high school and going on to olympics and olympic trials, including paralympic athletes.

Secretary (Caldwell) - Not present, no report

Registrar (L.Thompson) - . Not present, no report

Business Manager (J.Pepper) -.Present, report posted.

Waiting for goals from committees; officials is the only one who has submitted so far.

Awards ready to be distributed on Sunday for meet and Golden Peach Awards. Awards handed out at venue. Athletes requested to do an instagram live presentation.

Junior rep vote will take place at senior state - 9 candidates are on the ballot.

Each olympian and paralympian will be given an all-star towel with their name on it.

Intern - (V.Burchill)

Has been taking on a lot of social media for GA Swim, mainly posting candidate bios for junior rep.

Initiatives in progress - getting to know more club teams on a monthly basis, featuring clubs.

Working on marketing campaign with John; highlight feature for olympic and paralympic athletes from Georgia.

Open water (Sullivan) - Not present, no report

Officials (Saltzman) - Present; No formal report. Staffing for AG State and Senior state is more than sufficient.

Tech Planning (Grant) - Present, no report; meeting coming up July 19 - goal is an open meeting about where Technical planning is going. Potter wants Grant to challenge us to think outside of the box.

Sr Coaches Rep (Bowers) -Not Present, No report.

Safe Sport (Mike O'Shaughnessy) - Present. No formal report
A few new teams have started SSRP process.

Operational risk (Kubik) - Present. Been spending time talking to operational risk chairs in other LSCs.
Wants to wait til end of August to name athlete reps on operational risk committee.

Athletes (W. Foggin) - Present. Working with John and Veronica on junior athlete rep elections at senior state. This is Will's last meeting as senior rep; Elizabeth will be taking over. Will thanked the BOD for their support of the athletes during his time as Sr Athlete Rep.

Disability (Orth) - Not present, no report

Governance report (J.Foggin) - Not present, no report

Old Business

Swim Lanes -

Potter gave a report on the 4 swim lanes were created during our BOD retreat for strategic guidelines.

Finance -

Plans are to take different processes, refine them, and streamline for traceability. Examples include registration, sanctions, and payments for such, so they are less manual. There is opportunity lost in late fees or matching up meet sanction fees. More structure on budgeting, revenue, and spending.

Geography -

Trying to re-define the purpose of divisionals - do we need a B and A level championship; aiming to get more meets outside of the metro area to create more opportunity for athletes who cannot travel all the way to GT or UGA.

The rest of the lane lines will be tabled for next time

New Business

Proposal for State Meet Information

Several challenges happened in both AG and Senior state meet information between meet director, respective committees, referees, and sanctioning. Convery suggests we need a clear method for getting finalized meet information - Start with the committee, then send to host, then send to referee, then send to sanctioning. Every time it gets passed on, necessary changes must be OK'd by previous groups. Potter clarified this is a version control problem with multiple people editing documents. Distributing information is the last step, and must be communicated clearly. 2-3 versions of AG State information were sent out; standards were mislabeled which confused qualifiers.

Convery asked what the next step is in this process - Potter suggested to put together an operational document. It's easy to get approved if it doesn't need BOD approval, but it's hard to stick to over several years with turnover in positions. Potter suggested that Hugh, Ed, and committee leads together, and should be the driving force behind meet announcements for championship meets. Hosts, referees, and meet directors should not be able to make changes without committee lead approval.

Potter's question to committee leads: DO we need a change in rules and regs? Or do we need to create a policy document? DeCarlo suggested to designate a "last person" to see the document before it goes to sanctioning. Saltzman said they are working on a championship template and a non-championship template.

[Lora Thompson joined the meeting]

2021-22 registration - fees for premium athletes

Lora is requesting to hear from the BOD and finance committee regarding membership costs for this upcoming year. Lora needs this for GSI registration and USAS is needing to know - deadline is mid to late August. Rob Copeland clarified that the GSI House of Delegates to set fee amounts; the BOD can come up with what we think it will be and submit it to the HOD for approval. Potter clarified that any changes that has to do with membership and fees must be approved by HOD. Potter also clarified to ensure transparency we should go to the HOD with this. Rob asked to review last year's motion to see if this was specified as a 1-time change or motioned as something permanent.

Potter clarified that we have 2 tasks coming out of this discussion:

- 1) What did we approve? Can we spring back to what we did in the past, or do we need to take something to the HOD?
- 2) Can we take a half step back to pre-covid, rather than just fully go back?

Announcements

Next BOD meeting - Wednesday, August 11, 8:30pm

HOD meeting - August 28 - will be virtual or part virtual/in-person

Adjournment

Motion (Potter): to adjourn (S.Pepper second)

Vote: Unanimous approval

Resolution: Meeting adjourned at 9:37pm

Respectfully submitted by:

Beau Caldwell

GSI Secretary
August 7, 2021

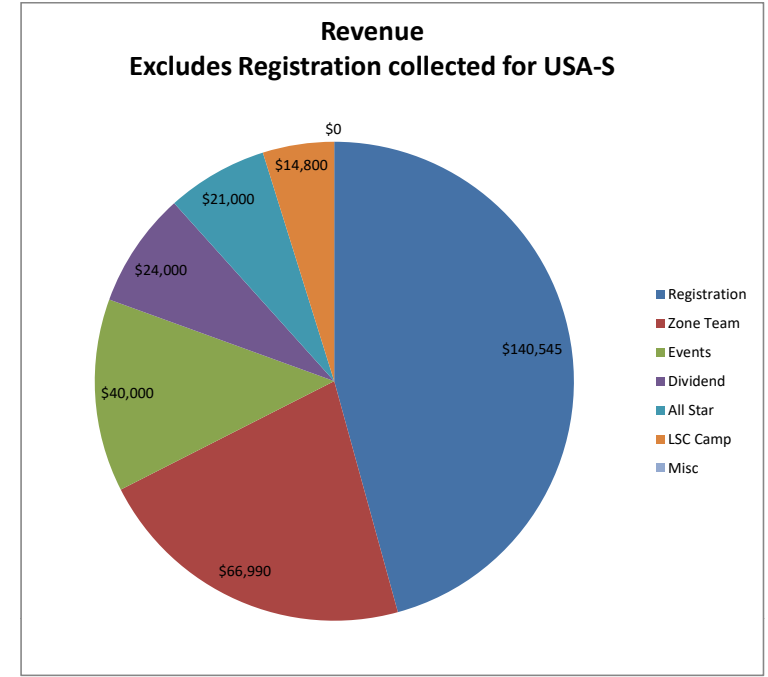
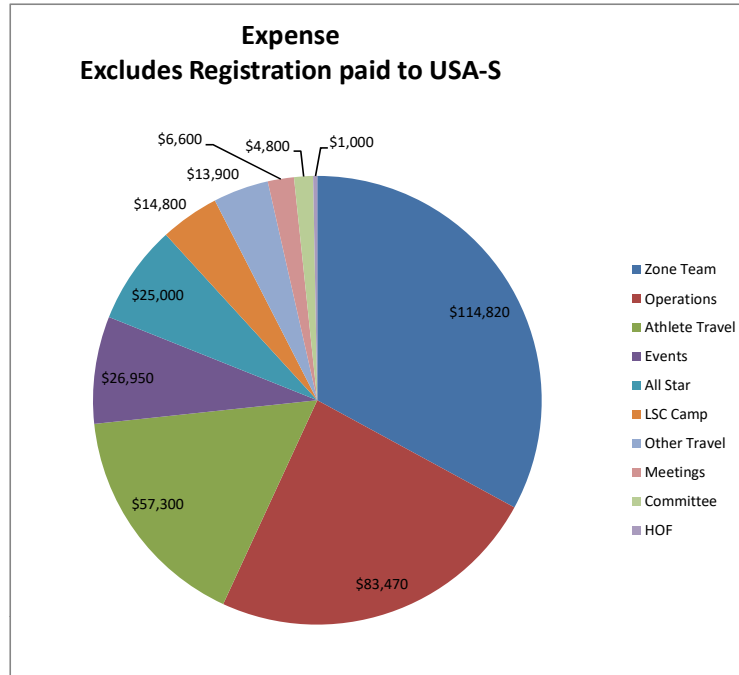
Approved at GSI BOD Meeting August 11, 2021.

Beau Caldwell

GSI Secretary
August 16, 2021

Type	Income
Row Labels	Sum of 2022 Budget Request
Registration	\$140,545
Zone Team	\$66,990
Events	\$40,000
Dividend	\$24,000
All Star	\$21,000
LSC Camp	\$14,800
Misc	\$0
Grand Total	\$307,335

Type	Expense
Row Labels	Sum of 2022 Budget Request
Zone Team	\$114,820
Operations	\$83,470
Athlete Travel	\$57,300
Events	\$26,950
All Star	\$25,000
LSC Camp	\$14,800
Other Travel	\$13,900
Meetings	\$6,600
Committee	\$4,800
HOF	\$1,000
Grand Total	\$348,640



Line	Line Item	2020 Budget	2021 Budget	Category	Type	2022 Budget Request	Request Details
Income							
1	All Star Banquet Ticket Sales	\$ 3,000	\$ -	All Star	Income	\$ -	
2	All Star Towel Sales Income	\$ 19,500	\$ 21,000	All Star	Income	\$ 21,000	
3	Dividend Income	\$ 24,000	\$ 24,000	Dividend	Income	\$ 24,000	
4	Fines						
5	Late Registration/Other						
6	Sanction fines		\$ -			\$ -	
7	State Meet fines		\$ -			\$ -	
8	Total Fines	\$ 7,500	\$ 1,000	Events	Income	\$ 1,000	
9	LSC Camp Registration	\$ 12,300	\$ 14,800	LSC Camp	Income	\$ 14,800	
10	Meet Sanction Income	\$ 101,000	\$ 14,500	Events	Income	\$ 38,000	Increase to 4% from Covid 2% (7% pre-Covid) of @\$950K entry fees
11	Meet Travel Surcharges (Out of State)	\$ 5,000	\$ 1,000	Events	Income	\$ 1,000	
12	Misc Income	\$ 5,000	\$ -	Misc	Income	\$ -	
13	Officials Training Fees	\$ 1,200	\$ 1,200	Misc	Income	\$ -	Since moving to Zoom, we dropped the \$16 fee for training clinics
14	Registration Income - LSC fee	\$ 715,610	\$ 591,610	Registration	Income	\$ 140,545	
14	Registration Income - pass through to USA-S	\$ 715,610	\$ 591,610	Registration	PassThru	\$ 509,510	
15	Sponsorships						
16	Zone Team Application Fees	\$ 2,200	\$ 4,300	Zone Team	Income	\$ 3,440	\$40 X 54 pool swimmers + 32 OW swimmers
17	Zone OW Travel Fees	\$ 13,600	\$ 18,400	Zone Team	Income	\$ 13,600	From OW Zone tab (\$425 for 32 swimmers)
18	Zone Travel Fees	\$ 37,800	\$ 52,650	Zone Team	Income	\$ 49,950	From AG Zone tab (\$0,925 for 54 swimmers)
19	Total Income	\$ 947,710	\$ 1,336,070	Total	Total	\$ 816,845	
20							
Expense							
22	Marketing	\$ -	\$ -	Operations	Expense	\$ 500	
23	Legal	\$ 1,500	\$ 1,500	Operations	Expense	\$ 1,500	
24	Audit			Operations	Expense	\$ 5,000	
25	Office Staff (General Admin, Registration, Media)	\$ 34,100	\$ 34,100	Operations	Expense	\$ 60,000	
26	Other Operating Expenses	\$ 5,200	\$ 5,200	Operations	Expense	\$ 6,870	
27	Intern	\$ 4,200	\$ 4,800	Operations	Expense	\$ -	
28	Registration Service	\$ 25,000	\$ 25,000	Operations	Expense	\$ -	
29	Registration Supply	\$ 750	\$ 750	Operations	Expense	\$ 750	
30	Travels - LSC Board/Committee	\$ 8,400	\$ 5,000	Other Travel	Expense	\$ 5,000	Total Administrative Office (lines 22 - 30) \$79,620
31	All Star Awards Ceremony/Spring Meeting	\$ 15,600	\$ 4,000	All Star	Expense	\$ 4,000	\$2,000 Golden Peach
32	All Star Towel	\$ 21,000	\$ 21,000	All Star	Expense	\$ 21,000	
33	Athletes Budget	\$ 2,490	\$ 3,800	Committee	Expense	\$ 3,800	
34	Bank Charges	\$ 150	\$ 150	Operations	Expense	\$ 150	
35	Betsy Dunbar Award	\$ 1,000	\$ 1,000	Operations	Expense	\$ 1,000	
36	Coaches Clinic(s)	\$ 7,000	\$ 4,000	Other Travel	Expense	\$ 4,000	
37	GA Aquatic Sports Hall of Fame	\$ 1,000	\$ 1,000	HOF	Expense	\$ 1,000	
38	General Chair Discretionary Fund	\$ 500	\$ 500	Committee	Expense	\$ 500	
39	Investments Expense	\$ 7,700	\$ 7,700	Operations	Expense	\$ 7,700	
40	LSC Camps	\$ 14,800	\$ 14,800	LSC Camp	Expense	\$ 14,800	
41	LSC Fall Meetings	\$ 1,600	\$ 1,600	Meetings	Expense	\$ 1,600	
42	LSC Supported Meet - Disability	\$ 2,000	\$ 2,000	Events	Expense	\$ 2,000	
43	LSC Supported Meet - OW	\$ 1,500	\$ 1,500	Events	Expense	\$ 1,500	
44	LSC Supported Meet -Championships	\$ 20,000	\$ 42,000	Events	Expense	\$ 20,000	\$5K SC Senior, \$5K SC AG, \$5K LC Senior, \$5 LC AG

45	Safe Sport Education	\$	500	\$	500	Committee	Expense	\$	500	
46	Officials	\$	4,300	\$	3,450	Events	Expense	\$	3,450	
47	Travels - Officials	\$	8,900	\$	2,100	Other Travel	Expense	\$	2,900	
48	Travels - Disability	\$	15,000	\$	-	Athlete Travel	Expense	\$	4,000	
49	Travels - Coach of the Year	\$	2,000	\$	-	Other Travel	Expense	\$	2,000	
50	Travels - Diversity	\$	600	\$	-	Athlete Travel	Expense	\$	-	
51	Travels - Juniors	\$	34,500	\$	-	Athlete Travel	Expense	\$	22,500	
52	Travels - Futures	\$	6,000	\$	-	Athlete Travel	Expense	\$	-	
53	Travels - Open Water Nationals	\$	-	\$	-	Athlete Travel	Expense	\$	800	
54	Travels - Select Camps	\$	1,000	\$	-	Athlete Travel	Expense	\$	-	
55	Travels - Senior & OT	\$	98,000	\$	-	Athlete Travel	Expense	\$	30,000	Total Event Travel (lines 47 - 55) \$62,200
56	USAS Convention	\$	22,960	\$	5,000	Meetings	Expense	\$	5,000	
57	USA Swimming Registration Fees Paid	\$	555,440	\$	516,740	Registration	PassThru	\$	509,510	
58	Zone OW Team	\$	23,320	\$	23,320	Zone Team	Expense	\$	23,320	From OW Zone tab. Shortfall \$9,720. Per swimmer -\$229
59	AG Zone Team	\$	60,500	\$	60,500	Zone Team	Expense	\$	91,500	From OW Zone tab. Shortfall \$41,550. Per swimmer -\$694
60	COVID-19 Relief Grants	\$	125,000							
61	Total Expense	\$	1,009,660	\$	793,010		Total	\$	858,150	
62										
63	Total Surplus/(-Deficit)	\$	(61,950)	\$	\$543,060		Total		(\$41,305)	

	Registration Income		Projected 21-22		LSC Amt	USAS Amt	Projected 21-22	Projected LSC Net	20-21 actual
	Projected 21-22	Revenue*	Income				USAS Exp	Revenue	8/1/2021
	numbers								
Yearly Athlete	6,800	\$ 84	\$ 571,200	\$ 18	\$ 66	448,800	\$ 122,400	6,426	
Season 1 Athlete	110	\$ 40	\$ 4,400	\$ 10	\$ 30	3,300	\$ 1,100	106	
Season 2 Athlete	110	\$ 40	\$ 4,400	\$ 10	\$ 30	3,300	\$ 1,100	62	
Flex Membership	700	\$ 20	\$ 14,000	\$ 10	\$ 10	7,000	\$ 7,000	748	
Outreach	30	\$ 7	\$ 210	\$ 2	\$ 5	150	\$ 60	29	
Other Non-Athlete	50	\$ 69	\$ 3,450	\$ 7	\$ 62	3,100	\$ 350	43	
Coach Non-Athlete	350	\$ 69	\$ 24,150	\$ 7	\$ 62	21,700	\$ 2,450	339	
Official Non-Athlete	280	\$ 69	\$ 19,320	\$ 7	\$ 62	17,360	\$ 1,960	266	
Club	60	\$ 130	\$ 7,800	\$ 60	\$ 70	4,200	\$ 3,600	57	
Club Seasonal	15	\$ 75	\$ 1,125	\$ 35	\$ 40	600	\$ 525	12	
		Total	\$ 650,055			\$ 509,510	\$ 140,545		
2020-21 Budget		\$	591,610			516,740	\$ 74,870	\$ 65,675	

Transfer fees** \$5.00 when transferring within the LSC, waived if with renewal (Sep-Dec) or not registered for one year or more; no fee to transfer to LSC; no fee for non-athletes

Flex Membership** Ages 10 and Under: \$20.00 (\$10 USA-S, \$10 LSC);Ages 11-12: \$35.00 (\$25 USA-S, \$10 LSC);Ages 13-18: \$45.00 (\$35 USA-S, \$10 LSC)

2021-2022 Proposed Travel Budget	Dec 1-4, 2021 US Open Greensboro NC	Dec 8-11, 2021 SC Juniors East Greensboro NC	2022 SC Nationals	2022 LC Nationals April	2022 LC Juniors	2022 Disability	2022 OW Nationals	2022 Zone OW & pool	2022 Diversity	TBD Futures TBD
Initial Proposed Amount	\$ 400	\$ 300	\$ 400	\$ 400	\$ 300	\$ 400	\$ 400	\$ 200		\$ -
Projected # Swimmers & Coaches	15	45	50	10	30	10	2	86		50
\$ 74,500	\$ 6,000	\$ 13,500	\$ 20,000	\$ 4,000	\$ 9,000	\$ 4,000	\$ 800	\$ 17,200	\$ -	\$ -
Officials	\$ 300	\$ 200	\$ 300	\$ 300	\$ 200	\$ 300	\$ 300			\$ -
Projected # Officials	3	3	1	1	1	2	0			
\$ 2,900	\$ 900	\$ 600	\$ 300	\$ 300	\$ 200	\$ 600	\$ -			\$ -

2022 - Fort Worth, TX

2021 - Tupelo MS

2019 AG Zone Team - Cary , NC

	Budget	Actual
Income		
Application Fees	\$ 4,050.00	
OW Travel Fees	\$ 49,950.00	
Total	\$ 54,000.00	
Expenses		
Contingency/Misc	\$ 2,000.00	
Entry Fees	\$ 3,000.00	
Food	\$ 9,000.00	
Lodging	\$ 25,000.00	
Per Diem	\$ 4,500.00	
Transportation	\$ 38,000.00	
Uniforms Coach	\$ 700.00	
Uniforms Swimmer	\$ 9,300.00	
Total	91,500	\$ -

	Budget	Actual
Income		
Income (Travel Fees)	\$ 37,800	
Income (App fees)	\$ 2,200	
Total	\$ 40,000	
Expenses		
Contingency/Misc	\$ 2,000	
Entry Fees	\$ 3,000	
Food	\$ 9,000	
Lodging	\$ 20,000	
Per Diem	\$ 4,500	
Transportation	\$ 12,000	
Uniforms Coach	\$ 700	
Uniforms Swimmer	\$ 9,300	
Total	\$ 60,500	\$ -

	Budget	Actual
Income		
Income (Travel Fees)	Deposits	36400
	Cash	1400
Income (App fees)		2149
Total		39949
Contingency/Misc	\$2,000.00	895
Entry Fees	\$3,000.00	2655
Food	\$9,000.00	10047
Lodging	\$19,000.00	14883
Per Diem	\$4,350.00	4350
Transportation	\$10,500.00	10462
Uniforms Coach	\$750.00	228
Uniforms Swimmer	\$9,300.00	10573

# Swimmers	54
Coach	8
# Chaperones + ZT Manager	5
Charge to Swimmer	\$ 925
Zone team App Fee	\$ 75
Net revenue/deficit per swimmer	\$ (37,500)
	\$ (694)

# Swimmers	54	
Coach	9	
Chaperones	3	
Charge to Swimmer	\$ 700	\$ 37,800.00
Zone team App Fee	\$ 25	\$ 1,350.00
		\$ 39,150.00
Net revenue/deficit per swimmer	\$ (20,500)	
	\$ (380)	

	Budget	Actual
# Swimmers	52	54
Charge to Swimmer	585	700
Zone team App Fee	25	\$24.15
Difference		

2022 OW Zone-Fort Meyer, FL

	Budget	Actual
Income		
Application Fees	\$ 2,400	
OW Travel Fees	\$ 13,600	
Total	\$ 16,000	
Expenses		
Zone Team Contingency		
Zone Team Entry Fees	\$ 1,920	
Zone Team Food	\$ 3,000	
Zone Team Lodging	\$ 5,800	
Zone Team Per Diem	\$ 1,000	
Zone Team Misc.	\$ 300	
Zone Team Transportation	\$ 6,800	
Zone Team Uniforms	\$ 4,500	
Total	\$ 23,320	
# Swimmers	32	
# Coaches	4	
# Chaperones + ZT Manager	4	
Charge to Swimmers	\$ 425	
Application fee	\$ 75	
Net revenue/deficit per swimmer	\$ (7,320)	

2021 OW Zone-Chattanooga, TN from June 4 - 6

	Budget	Actual
Income		
Application Fees (\$40/swimmer)	\$ 1,280	
OW Travel Fees (\$575/swimmer)	\$ 18,400	
Total	\$ 19,680	\$ -
Expenses		
Zone Team Contingency	\$ 2,760	
Zone Team Entry Fees	\$ 1,920	
Zone Team Food	\$ 3,000	
Zone Team Lodging	\$ 5,800	
Zone Team Per Diem	\$ 1,000	
Zone Team Misc.	\$ 300	
Zone Team Transportation	\$ 6,800	
Zone Team Uniforms	\$ 4,500	
Total	\$ 26,080	\$ -
# Swimmers	32	
# Coaches	4	
# Chaperones + OWZT Manager	3	
Charge to Swimmers	\$ 575	
Application fee	\$ 40	
Net revenue/deficit per swimmer	\$ (6,400)	

2019 OW Zone-Miromar Lakes , FL

	Budget	Actual
Income		
Tentative budgeted	5000	5641
OW Travel Fees	12800	12802
		18443
Expenses		
Zone Team Contingency	0	0
Zone Team Entry Fees	1920	1920
Zone Team Food	2700	3405
Zone Team Lodging	5200	5610
Zone Team Per Diem	600	1000
Zone Team Misc.	200	222
Zone Team Transportation	6500	6616
Zone Team Uniforms	4500	3684
# Swimmers	32	32
# Coaches	3	4
# Chaperones + OWZT Manager	2	1
Charge to Swimmers	400	400
OW Travel Fees	12800	12802
Difference		

Georgia Swimming, Inc.

Budget vs. Actuals: FY2021 - FY21 P&L Customers

October 2020 - July 2021

	JULY 2021				TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Revenue								
All Star Towel Sales Income	3,936.00	17,500.00	-13,564.00	22.49 %	\$3,936.00	\$17,500.00	\$ -13,564.00	22.49 %
Dividend Income	14,040.13	20,000.00	-5,959.87	70.20 %	\$14,040.13	\$20,000.00	\$ -5,959.87	70.20 %
Fine Income		833.30	-833.30		\$0.00	\$833.30	\$ -833.30	0.00%
LSC Camp Registration	6,600.00	12,333.30	-5,733.30	53.51 %	\$6,600.00	\$12,333.30	\$ -5,733.30	53.51 %
Meet Sanction Income	18,347.26	12,083.30	6,263.96	151.84 %	\$18,347.26	\$12,083.30	\$6,263.96	151.84 %
Meet Sanction Income - Ordinary	903.87		903.87		\$903.87	\$0.00	\$903.87	0.00%
Meet Travel Surcharges		833.30	-833.30		\$0.00	\$833.30	\$ -833.30	0.00%
Total Meet Sanction Income	19,251.13	12,916.60	6,334.53	149.04 %	\$19,251.13	\$12,916.60	\$6,334.53	149.04 %
Misc Income					\$0.00	\$0.00	\$0.00	0.00%
Deposit Correction	60.60		60.60		\$60.60	\$0.00	\$60.60	0.00%
Other Income	31,914.56		31,914.56		\$31,914.56	\$0.00	\$31,914.56	0.00%
Total Misc Income	31,975.16		31,975.16		\$31,975.16	\$0.00	\$31,975.16	0.00%
Official's Training Fees		1,000.00	-1,000.00		\$0.00	\$1,000.00	\$ -1,000.00	0.00%
Registration Income	436,083.65	493,008.30	-56,924.65	88.45 %	\$436,083.65	\$493,008.30	\$ -56,924.65	88.45 %
Zone Team Income					\$0.00	\$0.00	\$0.00	0.00%
AG Zone Travel Fees	16,800.00	43,875.00	-27,075.00	38.29 %	\$16,800.00	\$43,875.00	\$ -27,075.00	38.29 %
Open Water Travel Fees	8,400.00	15,333.30	-6,933.30	54.78 %	\$8,400.00	\$15,333.30	\$ -6,933.30	54.78 %
Zone Application Fee		3,583.30	-3,583.30		\$0.00	\$3,583.30	\$ -3,583.30	0.00%
Total Zone Team Income	25,200.00	62,791.60	-37,591.60	40.13 %	\$25,200.00	\$62,791.60	\$ -37,591.60	40.13 %
Total Revenue	\$537,086.07	\$620,383.10	\$ -83,297.03	86.57 %	\$537,086.07	\$620,383.10	\$ -83,297.03	86.57 %
GROSS PROFIT	\$537,086.07	\$620,383.10	\$ -83,297.03	86.57 %	\$537,086.07	\$620,383.10	\$ -83,297.03	86.57 %
Expenditures								
Administrative Expense	61.28	416.70	-355.42	14.71 %	\$61.28	\$416.70	\$ -355.42	14.71 %
computer + software	-75.00		-75.00		\$ -75.00	\$0.00	\$ -75.00	0.00%
INTERN		4,000.00	-4,000.00		\$0.00	\$4,000.00	\$ -4,000.00	0.00%
Intern Salary	9,267.50		9,267.50		\$9,267.50	\$0.00	\$9,267.50	0.00%
Intern Worker's Comp	88.81		88.81		\$88.81	\$0.00	\$88.81	0.00%
Total INTERN	9,356.31	4,000.00	5,356.31	233.91 %	\$9,356.31	\$4,000.00	\$5,356.31	233.91 %
LEGAL EXPENSE		1,250.00	-1,250.00		\$0.00	\$1,250.00	\$ -1,250.00	0.00%
LSC Administrator	3,450.22	28,416.70	-24,966.48	12.14 %	\$3,450.22	\$28,416.70	\$ -24,966.48	12.14 %
FICA	2,357.56		2,357.56		\$2,357.56	\$0.00	\$2,357.56	0.00%
Medicare	551.46		551.46		\$551.46	\$0.00	\$551.46	0.00%
Monthly (phone etc.)	769.62		769.62		\$769.62	\$0.00	\$769.62	0.00%
payroll	945.93		945.93		\$945.93	\$0.00	\$945.93	0.00%
salary	13,378.70		13,378.70		\$13,378.70	\$0.00	\$13,378.70	0.00%
SUTA	734.24		734.24		\$734.24	\$0.00	\$734.24	0.00%
workers comp	27.34		27.34		\$27.34	\$0.00	\$27.34	0.00%
Total LSC Administrator	22,215.07	28,416.70	-6,201.63	78.18 %	\$22,215.07	\$28,416.70	\$ -6,201.63	78.18 %
LSC Board Travel		4,166.70	-4,166.70		\$0.00	\$4,166.70	\$ -4,166.70	0.00%
OTHER OPERATING EXPENSES	522.84	4,333.30	-3,810.46	12.07 %	\$522.84	\$4,333.30	\$ -3,810.46	12.07 %
Admin Other	720.41		720.41		\$720.41	\$0.00	\$720.41	0.00%
LSC Membership Fees	50.00		50.00		\$50.00	\$0.00	\$50.00	0.00%
Marketing expense	77.70		77.70		\$77.70	\$0.00	\$77.70	0.00%
Misc	791.42		791.42		\$791.42	\$0.00	\$791.42	0.00%
PayPal Charges	76.40		76.40		\$76.40	\$0.00	\$76.40	0.00%
Total OTHER OPERATING EXPENSES	2,238.77	4,333.30	-2,094.53	51.66 %	\$2,238.77	\$4,333.30	\$ -2,094.53	51.66 %
Registrar Supply Expense	234.00	625.00	-391.00	37.44 %	\$234.00	\$625.00	\$ -391.00	37.44 %
Registration Service Expense	6,000.00	20,833.30	-14,833.30	28.80 %	\$6,000.00	\$20,833.30	\$ -14,833.30	28.80 %
Registrar Service Expense	16,000.00		16,000.00		\$16,000.00	\$0.00	\$16,000.00	0.00%
Registrar Worker's Comp	209.12		209.12		\$209.12	\$0.00	\$209.12	0.00%
Total Registration Service Expense	22,209.12	20,833.30	1,375.82	106.60 %	\$22,209.12	\$20,833.30	\$1,375.82	106.60 %
Total Administrative Expense	56,239.55	64,041.70	-7,802.15	87.82 %	\$56,239.55	\$64,041.70	\$ -7,802.15	87.82 %
All Star Banquet / Meeting					\$0.00	\$0.00	\$0.00	0.00%
Awards	4,466.64	3,333.30	1,133.34	134.00 %	\$4,466.64	\$3,333.30	\$1,133.34	134.00 %
Total All Star Banquet / Meeting	4,466.64	3,333.30	1,133.34	134.00 %	\$4,466.64	\$3,333.30	\$1,133.34	134.00 %
All Star Towel Expense	16,646.01	17,500.00	-853.99	95.12 %	\$16,646.01	\$17,500.00	\$ -853.99	95.12 %
Athletes Budget		3,166.70	-3,166.70		\$0.00	\$3,166.70	\$ -3,166.70	0.00%
Bank Service Charge	0.00	125.00	-125.00	0.00 %	\$0.00	\$125.00	\$ -125.00	0.00 %
Betsy Dunbar Award		833.30	-833.30		\$0.00	\$833.30	\$ -833.30	0.00%
Coaches Clinic Expenses	4,150.00	3,333.30	816.70	124.50 %	\$4,150.00	\$3,333.30	\$816.70	124.50 %
GA AQUATICS SPRTS HALL OF FAME		833.30	-833.30		\$0.00	\$833.30	\$ -833.30	0.00%

Georgia Swimming, Inc.

Budget vs. Actuals: FY2021 - FY21 P&L Customers

October 2020 - July 2021

	NOT SPECIFIED				TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Gen Chair Discretionary Fund		416.70	-416.70		\$0.00	\$416.70	\$ -416.70	0.00%
Investment Expense	6,410.34	6,416.70	-6.36	99.90 %	\$6,410.34	\$6,416.70	\$ -6.36	99.90 %
LSC Camp Expense	1,276.54	12,333.30	-11,056.76	10.35 %	\$1,276.54	\$12,333.30	\$ -11,056.76	10.35 %
LSC Meeting Expenses	15.99	1,333.30	-1,317.31	1.20 %	\$15.99	\$1,333.30	\$ -1,317.31	1.20 %
LSC Supported Meet Expenses					\$0.00	\$0.00	\$0.00	0.00%
AG State	16,092.40	17,500.00	-1,407.60	91.96 %	\$16,092.40	\$17,500.00	\$ -1,407.60	91.96 %
Fred Lamback Disability Meet		1,666.70	-1,666.70		\$0.00	\$1,666.70	\$ -1,666.70	0.00%
Open Water		1,250.00	-1,250.00		\$0.00	\$1,250.00	\$ -1,250.00	0.00%
Senior State	15,006.42	17,500.00	-2,493.58	85.75 %	\$15,006.42	\$17,500.00	\$ -2,493.58	85.75 %
Total LSC Supported Meet Expenses	31,098.82	37,916.70	-6,817.88	82.02 %	\$31,098.82	\$37,916.70	\$ -6,817.88	82.02 %
Officials Expense	267.75	2,875.00	-2,607.25	9.31 %	\$267.75	\$2,875.00	\$ -2,607.25	9.31 %
Officials Travel		1,750.00	-1,750.00		\$0.00	\$1,750.00	\$ -1,750.00	0.00%
Total Officials Expense	267.75	4,625.00	-4,357.25	5.79 %	\$267.75	\$4,625.00	\$ -4,357.25	5.79 %
QuickBooks Payments Fees	0.28		0.28		\$0.28	\$0.00	\$0.28	0.00%
Safe Sport					\$0.00	\$0.00	\$0.00	0.00%
Safe Sport Education		416.70	-416.70		\$0.00	\$416.70	\$ -416.70	0.00%
Safe Sport Relief	2,011.60		2,011.60		\$2,011.60	\$0.00	\$2,011.60	0.00%
Total Safe Sport	2,011.60	416.70	1,594.90	482.75 %	\$2,011.60	\$416.70	\$1,594.90	482.75 %
Travel Expenses					\$0.00	\$0.00	\$0.00	0.00%
Zone select camp	12.95		12.95		\$12.95	\$0.00	\$12.95	0.00%
Total Travel Expenses	12.95		12.95		\$12.95	\$0.00	\$12.95	0.00%
Unauthorized Expense	1,350.00		1,350.00		\$1,350.00	\$0.00	\$1,350.00	0.00%
USAS Convention Expenses		4,166.70	-4,166.70		\$0.00	\$4,166.70	\$ -4,166.70	0.00%
USAS Registration	19,376.00	430,616.70	-411,240.70	4.50 %	\$19,376.00	\$430,616.70	\$ -411,240.70	4.50 %
Registration Fees Paid	438,973.00		438,973.00		\$438,973.00	\$0.00	\$438,973.00	0.00%
Total USAS Registration	458,349.00	430,616.70	27,732.30	106.44 %	\$458,349.00	\$430,616.70	\$27,732.30	106.44 %
Zone Team Expenses	683.68		683.68		\$683.68	\$0.00	\$683.68	0.00%
AG Zone	105.00	50,416.70	-50,311.70	0.21 %	\$105.00	\$50,416.70	\$ -50,311.70	0.21 %
Contingency / Misc					\$0.00	\$0.00	\$0.00	0.00%
Misc Expense	534.94		534.94		\$534.94	\$0.00	\$534.94	0.00%
Total Contingency / Misc	534.94		534.94		\$534.94	\$0.00	\$534.94	0.00%
Food	5,436.74		5,436.74		\$5,436.74	\$0.00	\$5,436.74	0.00%
Lodging	21,975.64		21,975.64		\$21,975.64	\$0.00	\$21,975.64	0.00%
Per Diem	4,050.00		4,050.00		\$4,050.00	\$0.00	\$4,050.00	0.00%
Transportation	8,023.86		8,023.86		\$8,023.86	\$0.00	\$8,023.86	0.00%
Total AG Zone	40,126.18	50,416.70	-10,290.52	79.59 %	\$40,126.18	\$50,416.70	\$ -10,290.52	79.59 %
Open Water		19,433.30	-19,433.30		\$0.00	\$19,433.30	\$ -19,433.30	0.00%
Entry Fees	2,100.00		2,100.00		\$2,100.00	\$0.00	\$2,100.00	0.00%
Food	130.45		130.45		\$130.45	\$0.00	\$130.45	0.00%
Lodging	1,076.67		1,076.67		\$1,076.67	\$0.00	\$1,076.67	0.00%
Misc Expense	260.15		260.15		\$260.15	\$0.00	\$260.15	0.00%
Total Open Water	3,567.27	19,433.30	-15,866.03	18.36 %	\$3,567.27	\$19,433.30	\$ -15,866.03	18.36 %
Total Zone Team Expenses	44,377.13	69,850.00	-25,472.87	63.53 %	\$44,377.13	\$69,850.00	\$ -25,472.87	63.53 %
Total Expenditures	\$626,672.60	\$661,258.40	\$ -34,585.80	94.77 %	\$626,672.60	\$661,258.40	\$ -34,585.80	94.77 %
NET OPERATING REVENUE	\$ -89,586.53	\$ -40,875.30	\$ -48,711.23	219.17 %	\$ -89,586.53	\$ -40,875.30	\$ -48,711.23	219.17 %
NET REVENUE	\$ -89,586.53	\$ -40,875.30	\$ -48,711.23	219.17 %	\$ -89,586.53	\$ -40,875.30	\$ -48,711.23	219.17 %

State meet

Event Budget for Event Name: EXPENSES

Site	Actual
Tech rental	\$24,219.86
ga swimming	\$903.80
Total	\$25,123.66

Awards	Actual
awards hasty	\$3,566.66
towels/embroidery	\$170.00
bag tags	\$1,038.50
JO ribbons	\$348.76
Total	\$5,123.92

Publicity	Actual
Total	\$0.00

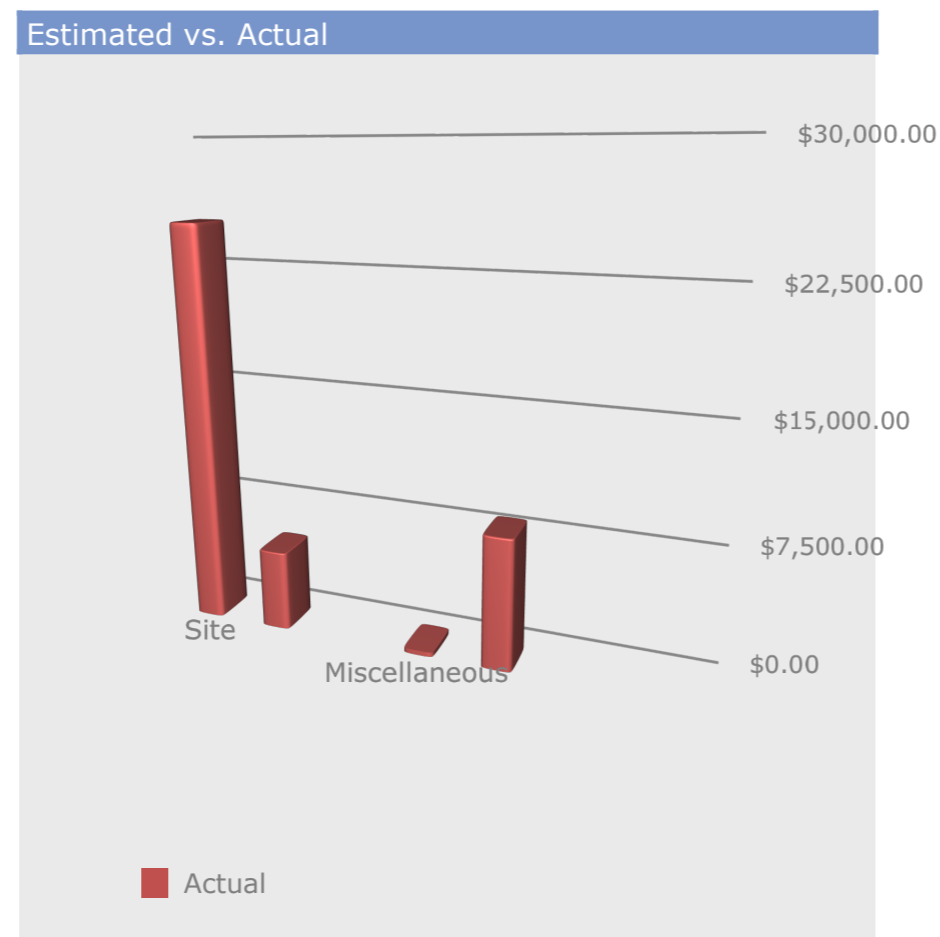
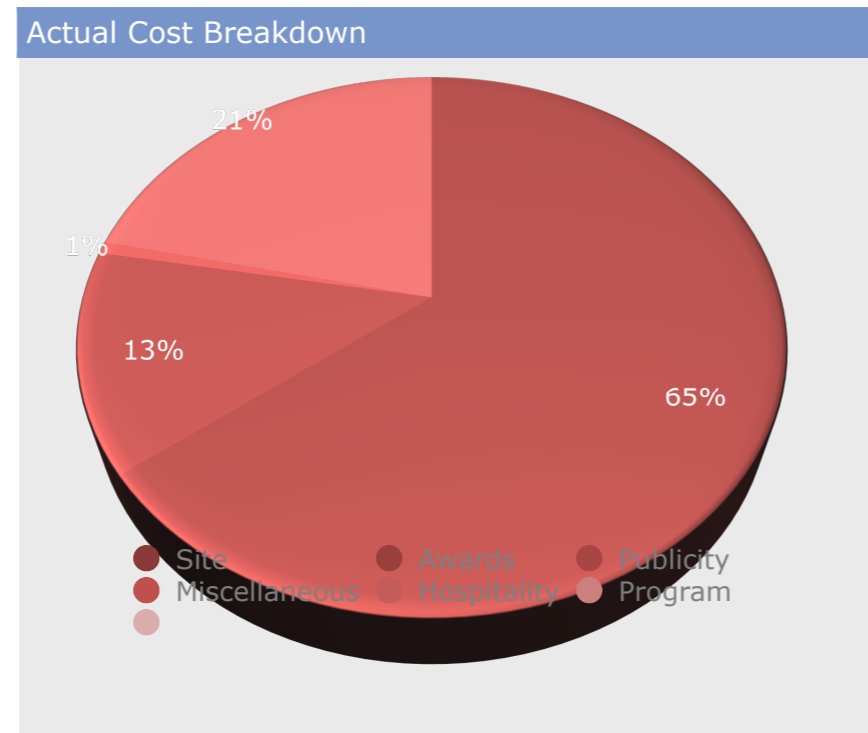
Miscellaneous	Actual
dq slips /relay cards	\$48.00
ref/volunteer shirts NO CHARGE	
supplies	\$233.04
Total	\$281.04

Hospitality	Actual
meals	8253.77
donuts	\$82.65
Total	\$8,336.42

Program	Actual
Total	\$0.00

	Actual
Total	\$0.00

Total Expenses	Actual
	\$38,865.04

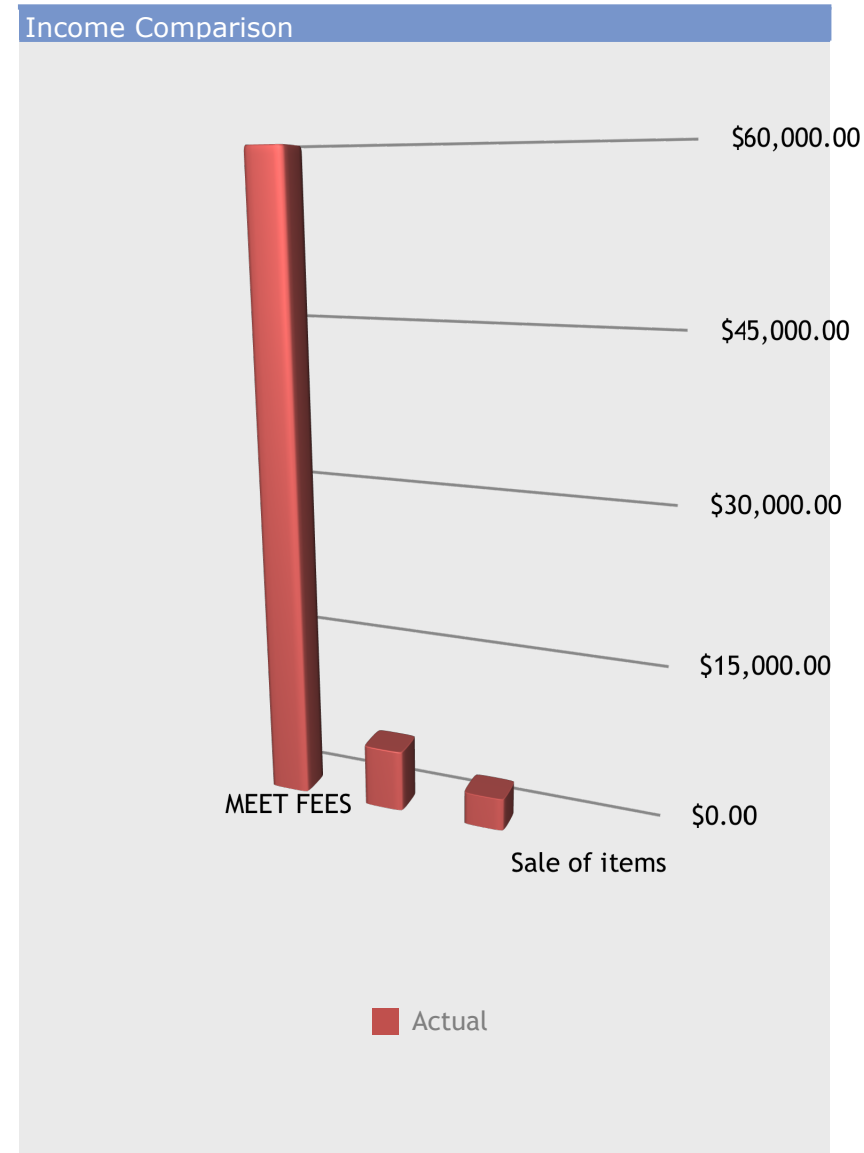


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Actual

Event Budget for Event Name: INCOME

MEET FEES		Actual	
	Actual		
Entries/surcharge	\$59,855.00	\$59,855.00	\$59,855.00
			\$0.00
			\$0.00
			\$0.00
			\$0.00
			\$0.00
			\$59,855.00
		Actual	
	Actual		
GA swimming stipe	\$6,000.00	\$6,000.00	\$6,000.00
			\$0.00
			\$0.00
			\$0.00
			\$6,000.00
Exhibitors/vendors		Actual	
	Actual		
T-SHIRTS	\$2,671.80	\$2,671.80	\$2,671.80
Swim shop	478.77	\$478.77	\$478.77
photography			\$0.00
			\$3,150.57
Sale of items		Actual	
Estimated	Actual	Items @	
		Items @	\$0.00
		Items @	\$0.00
		Items @	\$0.00
		Items @	\$0.00
			\$0.00
Total Income		Actual	
			\$69,005.57

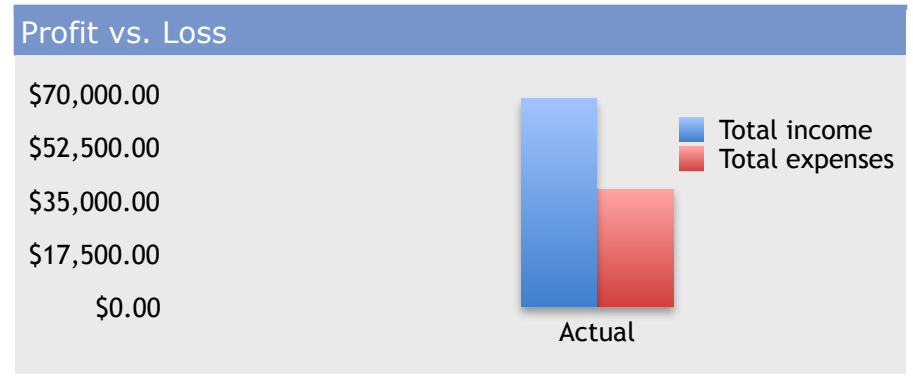


State meet

Event Budget for *Event Name*: PROFIT/LOSS SUMMARY

	Actual
Total income	\$69,005.57
Total expenses	\$38,865.04

Total profit (or loss)	
	\$30,140.53



Sr Committee minutes 8/9

Committee (*attending)

Mark Schilling <MarkSchilling@goldswim.com>;

*Ian Goss <rayscoach@gmail.com>;

*Beth Winkowski <beth@dynamoswimclub.com>;

Edward Saltzman <swimsalt@bellsouth.net>;

*Harvey Humphries <harveyh@sports.uga.edu>;

*Will Foggin <fogginwill@gmail.com>;

*Jeff Hike <jhike88@gmail.com>

*Karl Krug karlbkrug4@gmail.com

Also in attendance: Jonathan Foggin (absc)

1 –reviewed lc sr state Felt like time lines were ok, but made a few suggestions for shortening it a little:

- bonus events will be 50-200 only,
- scy cuts will be tightened,
- 800 free relays will be fast to slow,
- 400 free and medley will flip places
- Flighted meet or chase starts were not supported

2 – sc sr state. Dec 3-5 at Ga Tech hosted by SA - confirmed

- Generated first draft of meet info
- Cuts will be same as last march. Bonus swims will be allowed but must be designated and will be 50-200 events only
- All P/F events, including 4IM, 5Fr will have 4 heats swim at night
- Ian will add 50 stroke cuts for scm
- Hugh will forward qualifying times to john for posting once that is done.
- Hugh will forward to wil to fill in hos'ts portion and build the time standard file.

3 – lc state 2022

- Will keep lc cuts the same, ian will develop faster scy cuts
- Bonus events will stay

3 – state meet info and sanctioning process

- Supported a proposal for the development of the meet info by the committee leaving sections to be completed by meet host then reviewed by ref. any changes after that in the sanctioning process should be cleared with the host who should notify the committee if any of those proposed changes affect the original document.

4 – national meet funding

- committee would like to see a return to previous levels of national meet funding in the next budget. **Additionally would like to get a financial report of the current financial situation** to see if there is any funds available to retroactively fund trials. Short of that we would like to see a return to funding travel proportionally to what we are doing with restoring membership and sanction fees.

5 – next meeting aug 24, 830pm via zoom. this will be our fall Senior committee meeting and we encourage all interested members to attend.

Other Important dates

Dec 2-4, 9-11 us open, jrs @ Greensboro

April 2022 World Champs selection meet (Nationals?)



Business Manager Report

Aug 10, 2021

1. Still waiting to get committee goals back from all committees. The only goals that I have received are from Officials. These were due on June 16th. For the goals sheet, [click here](#)
2. Working on getting HoD ready and setting up committee meetings
3. Ensure that athletes have a voice and there is at least 20% representation on all committees
4. Continue to work on the Leap 3 renewal status
5. All Georgia Swimming athletes who swam in the Tokyo Olympic Games, Regular and Para, received a Georgia Swimming All Star towel with their names on it and 2022 Olympics
6. Planning out the new All Star Towels with Athlete Reps.
7. Met with the new Junior Reps on Monday 8.09.21, discussed Food Drive, Outreach, Social Media, and Athlete meeting before HoD.
8. Food Drive this year will be a Hybrid approach. (Virtual (money donations) and canned food (at Senior and AG State) Starting on November 1 and ending at 11.59 on the last day of AG State.
9. Met with USA Swimming on our Social Media progress and they are impressed with our "Thank you" Series. They are looking into doing a highlight on our LSC as other LSC's are not doing anything like we do.

Veronica Burchill
Director of Social Media
Report:

- Steve and I got to speak with USA Swimming last week about our social media and how we've been very innovative as an LSC with the way we run it. The Thank You Thursday/video series has gotten a lot of attention, therefore, they will be doing a feature on our LSC because of it. They are so impressed with how things have been running here. When they post the feature, I will gladly let you all know.
- I put out a new Thank You Thursday Google Form on the website so that members can now nominate coaches, officials, parents, etc to be interviewed through an official form.
 - That being said, if anyone on the board would like to nominate someone, anyone is welcome to do so.
- I'm currently working on a budget for the marketing side of social media for the year, so I will give a more detailed update with that as soon as I can.
- Club teams will now be able to fill out their own survey with a google form I created to let us know if they offer swim lessons, as well as some other general information. This form will also allow club teams to submit photos so that we may have more photos for marketing purposes for the upcoming season.



Social Media insights (28 days) (July 13 - August 9)

Paid Marketing Ad

Paid Reach (The number of **people** who saw your ads at least once. Reach is different from **impressions**, which may include multiple views of your ads by the same people.) 8,591 people since August 3rd at 9:03 AM

Paid Impressions (was on a person's screen) 13.9K

Facebook			Instagram		
Likes 1000 (37 new page likes)			Followers 3,155K (160 new followers)		
Women 77.10%			Women 65.4%		
Men 22.90%			Men 34.6%		
Posted content reached 3,072			Posted content reached 14,149 (UP 94.6%)		
Facebook Page Reached 16,574 (UP 433.3%)			Content Interactions 17.9K (UP 127%)		
Age	Women	Men	Age	Women	Men
18-24	2.20%	2%	18-24	19.5%	27.6%
25-34	5.10%	2.90%	25-34	11.6%	21.0%
35-44	21.90%	4.90%	35-44	19.0%	14.6%
45-54	32.20%	8.70%	45-54	31.0%	22.3%
55-64	10%	3.40%	55-64	6.10%	5.6%
65+	5.60%	1.10%	65+	3.20%	1.60%



Mailchimp Weekly Newsletter

Our current enrolled number is 936 subscribers. We added 10 new subscribers from July 11 to August 10, 2021. 49% of the subscribers do not open the newsletter. 43% do open the newsletter, and 6% sometimes.

Social Media

Reached 1046

Impressions 1126

Engagement 70

YouTube Channel

19 Subscribers

102 Views of the page (last 28 days)

1.1 K Impressions

4.6% Click rate

3 Most viewed Videos (last 28 days)

Jarrod Hunte 19 views

Chris Davis Sr. 16 views (viewed 132 times since posted)

Tommie Jackson 10 views

SwimOutlet Update

We have had 372 click throughs. No new sales since 05/31/2021

We have earned \$8.50 in commission.

Operational Risk Report
August 2021

- I have been in contact with two swimmers from ABSC that are interested in being the Athlete Representatives for the Operational Risk Committee: Simon Casey and Ansley Nunally.
- I have secured a parent representative for the committee: Jessica Casey (ABSC)
- I have been reviewing USA Swim's Operational Risk Manual and am awaiting the release of their revised manual.
- Attached is a link that summarizes Ga LSC's Report of Occurrences for the month of July.

https://docs.google.com/spreadsheets/d/1EQjLEkZObqVRK_Pm5I565RBQ1f-B44SsHpC7gCvOVuM/edit