

USMS Convention — Jacksonville, Florida. 2011

Committee Name:	FINANCE COMMITTEE	Session #:	Pre Con 2	Report #:	
Committee Chair:	HOMER LANE	Vice Chair:	SARAH WELCH		
Minutes recorded by:	HOMER LANE	Date/time of meeting:	8/30/11 @ 8:00 pm		

Actions Requiring Approval by the HOD:

- 1.

Motions Passed:

1. Up to \$90 thousand in Swimming Saves Lives expenditures can be paid from USMS reserves under the 2012 operating budget MSA

Number of committee members present: 10	Absent: 4	Number of other delegates present:
Committee members present (list all, including chair and vice chair): Boak, Burgio, Campbell, Copeland, Durrant, Ensign, Harms, L. Johnson, Lane, and Welch		

Minutes

The meeting was called to order at 8 PM Eastern time. Also joining the call was Rob Butcher, Ralph Davis and Susan Kuhlman. Follow up on the following items associated with the 2012 operating budget;

1. The Swimming Saves Lives Phase 3 expenditures for 2012 is expected to be \$90 thousand. Doug Church will be making a presentation at the Convention providing further details. The Committee agreed that this should be reflected in the budget for proper planning and control. At the same time it was anticipated revenues from the development effort probably will exceed this cost. As a result a motion was made that this expenditure could be covered from USMS reserves next year if necessary.
2. Sarah reported in her capacity as a Compensation Committee member that the budget for Compensation reflected a renewed contract for the Executive Director, 0-3% in staff salary increases, three positions (Editor in Chief, Club Services Director, and the marketing job) being priced up \$18 thousand for their roles in the organization, and benefits basically the same but with a 10% cost increase during the year.
3. Membership revenues were discussed with Rob noting the improving retention of members, the help on-line registration continues to provide, and the potential for even greater membership growth due to the enthusiasm the Olympics and the Omaha Nationals might generate. The Committee seemed comfortable with the budget numbers and it was noted that we will know the membership trends before the spring forecast is prepared so we could adjust course if things are not going well.
4. The ideas of an amended approach to Club fees were discussed. Suggestions like a ladder fee structure based on the size of each club, or a fee of a dollar per member, or charges for the workout groups were surfaced. Ralph explained that the flat \$30/ club fee was not thought out well and that a more equitable approach should be developed. A sub-committee of Joan, Sarah, Betsy, and Lucy was charged to review this issue and develop a recommendation for the Committee to consider.
5. The need for a clear justification for the Coaches budget increase for Championship meets was again raised and it was agreed they should submit something in writing and come to one of the early Committee meetings at the Convention to support their submission.
6. Again the potential costs for the Strategic Initiatives was raised by Phil. Rob indicated that some of these costs could probably be handled under the proposed budget and it was premature to plan for added expenses until we know if the Strategic Plan will be approved by the HOD.
7. The Other Income associated with the investment portfolio was raised with Phil questioning what it represented and whether a spending policy had been considered. Dave, Investment Committee Chair explained that a spending policy had been discussed but the feeling was it was premature as the portfolio was only established earlier this year. What is reflected in the budget is a conservative estimate of the expected investment return based on the investment advisor indication of 5-5.5% that Dave & Ralph shaved down to only 4%. As the time for the call was running down Homer asked the Committee if we could conduct one more call before the Convention. The Committee agreed and Susan was asked to poll the members for a call on either September 7 or 8th.

The meeting was adjourned at 9:00 pm Eastern.