

LMSC Name:	Niagara	Location:	Rochester, NY /Zoom
Chair:	Greg Danner	Vice Chair:	Geoff Wells
Minutes recorded by:		Date/time of meeting:	11/12/2023

Motions Passed:

1.

Number of Board members present:	Absent:	Guests:
Board members present: Greg Danner (Chair/Webmaster), Geoff Wells (Vice Chair/Treasurer), Kay Turner (OME Coordinator), Jordan Goff (Secretary), Brandi Bashor (Coaches), Dana Gianniny (Records), Leo Gibbons (Officials), Chris Beardsley (Top Ten), Anna Jordan (Membership Coordinator/Fitness), Bill Quagliano (Sanctions), Jason Ellis (Communications), Judy Wolfe (DEI).		
Not present:		
Guests:		

Minutes

The meeting was called to order at 10:00 am ET.

1. Welcome (Greg):
2. Agenda review and declarations of conflict of interest (Greg):
3. Officer Reports:
 - a. Chair (Greg)
 - b. Treasurer (Geoff)
 - c. Membership Coordinator (Anna)
 - d. Secretary (Jordan)
4. Committee Chair Reports:
 - a. Sanctions (Bill)
 - b. OME (Kay)
 - c. Officials (Leo)
 - d. Coaches (Brandi)
 - e. Fitness (Anna)
 - f. Records (Dana)
 - g. Top Ten Recorder (Chris)
 - h. Communications (Jason)
 - i. DEI (Judy)
 - j. Web (Greg/Anna)

5–10-minute break at approximately 11:30 am

5. 2024 Budget (Geoff):
6. Elections:
 - a. Chair candidate: TBD
 - b. Membership Coordinator candidate: Anna Jordan
7. Appointment Openings:
 - a. Top Ten Recorder: Margaret Diamond
 - b. Sanctions
 - c. Awards
 - d. Open Water
8. USMS Annual Meeting

LMSC Name: Niagara

Location: Rochester, NY /Zoom

Chair: Greg Danner

Vice Chair: Geoff Wells

Minutes recorded by: Jordan Goff

Date/time of meeting: 11/12/2023

Motions Passed:

Number of Board members present: 11

Absent: 3

Guests: 2

Board members present: Greg Danner (Chair/Webmaster), Geoff Wells (Vice Chair/Treasurer), Kay Turner (OME Coordinator), Jordan Goff (Secretary), Brandi Bashor (Coaches), Dana Gianniny (Records), Anna Jordan (Membership Coordinator/Fitness), Jason Ellis (Communications), Judy Wolfe (DEI).

Not present: Leo Gibbons (Officials), Bill Quagliano (Sanctions), Chris Beardsley (Top Ten)

Guests: Ken, Amanda

Minutes

The meeting was called to order at 10:00 am ET.

1. Welcome (Greg): overview of the role of the chair, discussing showing unity after the board makes a decision, overview of meeting norms
2. Agenda review and declarations of conflict of interest (Greg):
3. Officer Reports:
 - a. Chair (Greg)
 - b. Treasurer (Geoff) :
 - Club Assistant switched to Stripe billing. This change increased the number of transactions in the bank account, but everything is reconciled in QuickBooks. Niagara Masters is now receiving entry fees and then paying back the host club after a meet is held.
 - Starting Jan 1, 2023, the unified fee will be \$14/person.
 - In 2023, this fee will increase to \$20, with \$4 going to the LMSC.
 - Membership revenue/donations were up from the pandemic years.
 - Bank account balance as of 09/30/2023 is \$20,985.54, of which \$271.14 is currently held from STRIPE and will be paid out for meet entries. Overall, we have a very healthy balance in the bank for operations going forward. X4 of the required bank balance by USMS
 - The 2024 annual budget has a loss of \$1,113. We have been running surpluses for years and our bank account is healthy and can support growing the USMS organization in the Niagara district and spending money to do that. Additional revenue from new members could offset these projected losses.
 - Large expense for three fitness swimmer-focused webinars, \$1,000, \$900, and \$800. The idea is to help drive requirements on non-competition swimmers
 - Discussed the structure of meet bonuses (\$450 for 1st meet, \$250 for second if it's the same course). LMSC also pays for sanctions and officials, totaling \$700.
 - Motion to approve by Greg, motion passes.
 - c. Membership Coordinator (Anna)
 - Members registered in 2022: 621
 - Members registered in 2023: 674
 - We are up by 53 members in 2023
 - Organized several events during 2023
 - January 21 – Winter Fitness Challenge
 - June 14 – Niagara LMSC post-meet social
 - June 22 – Summer Fitness Challenge

- July Fitness Webinar: Flexibility and Strength
- October Fitness Webinar: Nutrition for Swimmers
- Currently building a New Niagara website and New Niagara logo
- Proposed by Anna: 3rd webinar focusing impact of heart rate for fitness swimmers. Motion pass.

d. Secretary (Jordan)

- No report

4. Committee Chair Reports:

a. Sanctions (Bill)

- Resigned from the position as of 11/9. The position is now open
- Nine meets sanctioned for 2023
- Meet schedule is released for 2024, 7 local meets scheduled

b. OME (Kay)

- created 10 OMEs for Niagara meets with one cancellation.
- Starting in June, a copy of the meet results .pdf is being sent to the meet participants and posted on the Niagara website in addition to the results being uploaded to the USMS website.

c. Officials (Leo)

- Currently less than 10 Officials are available for USMS or CCS Meets.
- Niagara LMSC had no Open Water Meets in 2023.
- Some OW event directors still refuse to utilize LMSC for their meet Officials

d. Coaches (Brandi)

- Working on developing regular communication among the coaches in the LMSC.
- Discussed expansion and founding of clubs in outlying areas such as Ithaca

e. Fitness (Anna)

- Organized several events during 2023
 - January 21 – Winter Fitness Challenge
 - June 14 – Niagara LMSC post-meet social
 - June 22 – Summer Fitness Challenge
 - July Fitness Webinar: Flexibility and Strength
 - October Fitness Webinar: Nutrition for Swimmers
- Proposed by Anna: 3rd webinar focusing impact of heart rate for fitness swimmers. Motion pass.

f. Records (Dana)

-

g. Top Ten Recorder (Chris)

h. Communications (Jason)

- Instagram set-up in 2023
- Bi-Annual Newsletter: 2 sent out so far covering events across the LMSC
- Consider expanding the newsletter to quarterly- up for discussion. Would require content from the other chairs on a more frequent basis.

i. DEI (Judy)

j. Web (Greg/Anna)

5–10-minute break at approximately 11:30 am

5. 2024 Budget (Geoff): Detailed budget breakdown given above, 2024 budget was approved

6. Elections:

- a. Chair candidate: Jason Ellis was elected chair
- b. Membership Coordinator candidate: Anna Jordan was re-elected as membership coordinator

7. Appointment Openings:

- a. Top Ten Recorder: Margaret Diamond
- b. Sanctions
- c. Awards
- d. Open Water

8. USMS Annual Meeting

a. 2023 Annual Meeting recap (Anna/Jason)

- Sent notes to board
- Initiated conversations on in-person board meeting
 - Aligned with National level marketing & Communications
 - Increase efforts on Try Masters swimming opt-in KPI after an event- Any gold club that opts in will get advertising from using during January and July-August (because of the Olympic year) and your LMSC could use some of the budget surplus to increase the advertising exposure for those clubs to get more potential swimmers to join them. Highlight this in the newsletter & other events
 - Try Masters Swimming
 - Look to do surveys after meets?
 - Creating a business plan and KPIs for other LMSCs (or maybe just some best practices) could certainly be helpful. We currently have LMSC standards listed here so you can see what currently exists.

b. 2024 Annual Meeting info (Greg)

9. New Business

- a. Updated USMS Strategic Priorities (Greg)
- b. Hosting Meets and Events – LMSC support (Brandi)
- c. Other

10. Closing Remarks (Kay/Greg)

The meeting was adjourned at 1:30 pm ET.

Zoom meeting info:

Topic: Niagara LMSC Annual Meeting

Time: Nov 12, 2023 10:00 AM Eastern Time (US and Canada)

Join Zoom Meeting

<https://rit.zoom.us/j/92749062051>

Meeting ID: 927 4906 2051

One tap mobile

+16465588656,,92749062051# US (New York)

Dial by your location

+1 646 558 8656 US (New York)

- a. 2023 Annual Meeting recap (Anna/Jason)
- b. 2024 Annual Meeting info (Greg)

9. New Business

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+16465588656,,92749062051# US (New York)

Dial by your location
+1 646 558 8656 US (New York)



**Niagara LMSC
Chair Report
November 12, 2023**

As this concludes my final year as Chair, allow me to thank all our volunteers for their continued service. I've had the pleasure of working with 30 different Board members over the years, all of whom have contributed to the great success of Niagara. In terms of generating opportunities for our members, we create, or support more than we ever had in the past.

My activities in 2023 included: communications with members regarding potential volunteer roles and subsequent onboarding for new board members, communicating delegate appointments for USMS meetings/events and board appointments, facilitating board discussions and meetings, and acting as the point of contact for a variety of questions and concerns. When needed, I have been able to assist with other roles, such as handling top ten submissions or meet uploads. As the webmaster, I continued to handle uploading record updates provided by the Records Coordinator, posts on the front page, link new meets in the calendar, and post results provided by meet hosts. Planning has been underway for the past year to transition to a new website being developed by our Membership Coordinator. When we are ready to complete that migration, I will vacate that role as well.

Best of luck to you all!

Greg Danner
Niagara LMSC Chair

Treasurer Report - Geoff Wells 11/1/2023

Summary

- QuickBooks is working well and we are continuing to use all USMS guidelines and standardization.
- Club Assistant switched to Stripe billing. This change increased the number of transactions in the bank account, but everything is reconciled in QuickBooks. Niagara Masters is now receiving entry fees and then paying back the host club after a meet is held.
- For ease of tracking and reporting for November meetings, we are continuing to budget and report to a 9/30 fiscal year so we can get a complete year snapshot going forward.
- Starting Jan 1, 2023, the unified fee will be \$14/person.
- In 2023, this fee will increase to \$20, with \$4 going to the LMSC.
- Membership revenue/donations were up from the pandemic years.
 - o 2023 - \$9,436. 2022 - \$8,393. 2021 - \$5,741. 2020 - \$6,967 2019 - \$9,430 (pre-Unified fee in 2019)
- Expenses were also up as we added a convention and a Fitness Webinar.
 - o 2023 - \$8,042. 2022 - \$7,385. 2021 - \$689. 2020 - \$5,848. 2019 - \$10,756 (ALTS year)
- Bank account balance as of 09/30/2023 is \$20,985.54, of which \$271.14 is currently held from STRIPE that will be paid out for meet entries. Overall, we have a very healthy balance in the bank for operations going forward.

Budget for 2024

- The 2024 annual budget is forecasted using 2023 Fiscal Year revenue and expenses and adjusting up slightly additional meet bonuses, officials, Relay Convention costs, \$900 for the most recent webinar, and \$800 for one additional webinar. We are planning on 8 meet bonuses/official's payments.
- Budget has a loss of \$1,113. We have been running surpluses for years and our bank account is healthy and can support growing the USMS organization in the Niagara district and spending money to do that. Additional revenue from new members could offset these projected losses.

Attachments

2023 Budget vs. Actuals Comparison

2024 Budget

2023 Expense Details

Bank Account Statement 09/30/2023

2023 FY Balance Sheet



JPMorgan Chase Bank, N.A.
 P O Box 182051
 Columbus, OH 43218 - 2051

September 01, 2023 through September 29, 2023

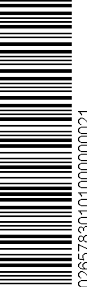
Account Number: **000000297053669**

CUSTOMER SERVICE INFORMATION

Web site: **Chase.com**
 Service Center: **1-800-242-7338**
 Para Espanol: **1-888-622-4273**
 International Calls: **1-713-262-1679**
 We accept operator relay calls

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NIAGARA DISTRICT MASTERS SWIMMING
 7409 BAY CHAPEL CIR
 LIVERPOOL NY 13088-4761



02657830101000000021

CHECKING SUMMARY

Chase Business Complete Checking

	INSTANCES	AMOUNT
Beginning Balance		\$21,497.99
Deposits and Additions	4	243.24
Checks Paid	3	-755.69
Ending Balance	7	\$20,985.54

Congratulations, we waived the \$15 Monthly Service Fee for this statement period, based on your qualifying activity.

How to Avoid the Monthly Service Fee (MSF)

If you meet any of the following qualifying activities for this Chase Business Complete CheckingSM account in a statement period, we will waive the \$15 MSF.

Here's the business activity we used to determine if you qualified for the MSF waiver:

- \$2,000 Minimum Daily Ending Balance: Your lowest daily ending balance was \$20,985.54.
- \$2,000 Chase Payment SolutionsSM Activity: \$0.00 was deposited into this account.
- \$2,000 Chase Ink[®] Business Card Activity: \$0.00 was your total Ink activity.

You can also avoid the MSF if you:

- Maintain a linked Chase Private Client CheckingSM account OR
- Meet Chase Military Banking requirements

For complete details on all requirements to avoid the MSF, please review the Additional Banking Services and Fees for Business Accounts at chase.com/business/disclosures or visit a Chase branch.

DEPOSITS AND ADDITIONS

DATE	DESCRIPTION	AMOUNT
09/07	Orig CO Name: Stripe Descr: Transfer Sec: CCD ID: St-Y7E3R9A1J1Z6 Orig ID: 1800948598 Desc Date: CO Entry Trace#: 091000017865417 Eed: 230907 Ind Ind Name: Niagara Masters Swimmi Trn: 2507865417Tc	\$40.54
09/13	Orig CO Name: Stripe Descr: Transfer Sec: CCD ID: St-H1E9R5Y1M3T2 Orig ID: 1800948598 Desc Date: CO Entry Trace#: 091000017871561 Eed: 230913 Ind Ind Name: Niagara Masters Swimmi Trn: 2567871561Tc	81.08
09/20	Orig CO Name: Stripe Descr: Transfer Sec: CCD ID: St-P6V5W5G5E6I3 Orig ID: 1800948598 Desc Date: CO Entry Trace#: 091000019418991 Eed: 230920 Ind Ind Name: Niagara Masters Swimmi Trn: 2639418991Tc	40.54
09/27	Orig CO Name: Stripe Descr: Transfer Sec: CCD ID: St-E8N4L9E7B8H7 Orig ID: 1800948598 Desc Date: CO Entry Trace#: 091000017190999 Eed: 230927 Ind Ind Name: Niagara Masters Swimmi Trn: 2707190999Tc	81.08

Total Deposits and Additions **\$243.24**



September 01, 2023 through September 29, 2023

Account Number: **000000297053669**

CHECKS PAID

CHECK NO.	DESCRIPTION	DATE PAID	AMOUNT
1223 ^		09/05	\$50.00
1224 ^		09/28	237.00
1225 ^		09/25	468.69
Total Checks Paid			\$755.69

If you see a description in the Checks Paid section, it means that we received only electronic information about the check, not the original or an image of the check. As a result, we're not able to return the check to you or show you an image.

^ An image of this check may be available for you to view on Chase.com.

DAILY ENDING BALANCE

DATE	AMOUNT
09/05	\$21,447.99
09/07	21,488.53
09/13	21,569.61
09/20	21,610.15
09/25	21,141.46
09/27	21,222.54
09/28	20,985.54

IN CASE OF ERRORS OR QUESTIONS ABOUT YOUR ELECTRONIC FUNDS TRANSFERS:

Call us at 1-866-564-2262 or write us at the address on the front of this statement immediately if you think your statement or receipt is incorrect or if you need more information about a transfer listed on the statement or receipt.

For personal accounts only: We must hear from you no later than 60 days after we sent you the FIRST statement on which the problem or error appeared. Be prepared to give us the following information:

- Your name and account number;
- A description of the error or the transaction you are unsure about, and why you think it is an error or want more information; and
- The amount of the suspected error.

We will investigate your complaint and will correct any error promptly. If we take more than 10 business days (or 20 business days for new accounts) to do this, we will credit your account for the amount you think is in error so that you will have use of the money during the time it takes us to complete our investigation.

For business accounts, see your deposit account agreement or other applicable agreements that govern your account for details.

IN CASE OF ERRORS OR QUESTIONS ABOUT NON-ELECTRONIC FUNDS TRANSFERS: Contact us immediately if your statement is incorrect or if you need more information about any non-electronic funds transfers on this statement. For more details, see your deposit account agreement or other applicable agreements that govern your account.

JPMorgan Chase Bank, N.A. Member FDIC

Niagara District Masters Swimming

Account QuickReport

October 2022 - September 2023

DATE	TRANSACTION TYPE	NUM	NAME	MEMO/DESCRIPTION	CLR	AMOUNT	BALANCE
4000 - Membership Fees							
10/13/2022	Deposit		USMS	6@\$12 current year, 9@\$7.80 year plus		142.20	142.20
11/15/2022	Deposit		USMS	Membership - 9 clubs @ \$13. 13 year Plus memb ~\$7,80		218.40	360.60
12/12/2022	Deposit		USMS	123@\$13 current year memeber		1,599.00	1,959.60
01/19/2023	Deposit		USMS	187@ 2023 and 37@ Year Plus		2,876.00	4,835.60
02/13/2023	Deposit			2 Clubs at \$14		28.00	4,863.60
02/13/2023	Deposit			120 members @ \$14		1,680.00	6,543.60
03/15/2023	Deposit			34@\$14 Membership Fees		476.00	7,019.60
03/15/2023	Deposit			USMS 2022+ Net Rev Disbursement		79.23	7,098.83
04/11/2023	Deposit			42@14		588.00	7,686.83
05/08/2023	Deposit		USMS	27 Current Year Members @14		378.00	8,064.83
06/12/2023	Deposit		USMS	17 Current Year Members @14		238.00	8,302.83
07/12/2023	Deposit		USMS	26 members @14		364.00	8,666.83
08/12/2023	Deposit		USMS	10 Members @14 plus 8 year plus members @9		212.00	8,878.83
09/06/2023	Check	1224	USMS	Year Plus Memberships 7@\$9		63.00	8,941.83
Total for 4000 - Membership Fees						\$8,941.83	
4900 - Other Types of Income							
10/13/2022	Deposit		USMS	Donations \$20		20.00	20.00
12/12/2022	Deposit		USMS	Donations		155.00	175.00
01/19/2023	Deposit		USMS	Donation		125.00	300.00
02/13/2023	Deposit			Donations		140.00	440.00
03/15/2023	Deposit			\$5 donation		5.00	445.00
04/11/2023	Deposit			\$10 Donation		10.00	455.00
06/12/2023	Deposit		USMS	Donations		30.00	485.00
07/12/2023	Deposit		USMS	Donation		10.00	495.00
Total for 4900 - Other Types of Income						\$495.00	
5000 - Programs & Activities							
5010 - Pool Meet Expenses							
5011 - Meet Officials							
10/25/2022	Check	1164	Thomas Killian	10/22/22 - Ithaca Narwhal Invite at @ Ithaca College - CCS Refunded		50.00	50.00
10/25/2022	Check	1165	James Miller	10/22/22 - Ithaca Narwhal Invite at @ Ithaca College - CCS Refunded		50.00	100.00
10/25/2022	Check	1166	Karen Ocque	10/22/22 - Ithaca Narwhal Invite at @ Ithaca College - CCS Refunded		50.00	150.00
10/25/2022	Check	1163	Leo Gibbons	10/22/22 - Ithaca Narwhal Invite at @ Ithaca College - CCS Refunded		50.00	200.00
10/25/2022	Check	1167	Peter Warren	10/22/22 - Ithaca Narwhal Invite at @ Ithaca College - CCS Refunded		50.00	250.00
11/07/2022	Check	1169	Leo Gibbons	11/6/22 - GVM Fall Masters Meet at Victor High School		50.00	300.00
11/07/2022	Check	1170	Rich Bleichfeld	11/6/22 - GVM Fall Masters Meet at Victor High School		50.00	350.00
11/07/2022	Check	1171	Valerie Killion	11/6/22 - GVM Fall Masters Meet at Victor High School		50.00	400.00
11/07/2022	Check	1172	James Miller	11/6/22 - GVM Fall Masters Meet at Victor High School		50.00	450.00
11/15/2022	Deposit	1	Club Assistant	Official Reimbursement from Ithaca College		-250.00	200.00
12/06/2022	Check	1175	Walter Cook	UB CCS Buffalo's Back Invite December 2022		50.00	250.00
12/06/2022	Check	1176	Wayne Shutt	UB CCS Buffalo's Back Invite December 2022		50.00	300.00
12/06/2022	Check	1177	Traci Cummings	UB CCS Buffalo's Back Invite December 2022		50.00	350.00
12/06/2022	Check	1178	Daniel McLaughlin	UB CCS Buffalo's Back Invite December 2022		50.00	400.00
01/23/2023	Check	1179	Valerie Killion	01/21/2023 2023 Nickel City Splash White Out Official		50.00	450.00
01/23/2023	Check	1180	Kelly Murray	01/21/2023 2023 Nickel City Splash White Out Official		50.00	500.00
01/23/2023	Check	1181	Daniel McLaughlin	01/21/2023 2023 Nickel City Splash White Out Official		50.00	550.00
01/23/2023	Check	1182	Leo Gibbons	01/21/2023 2023 Nickel City Splash White Out Official		50.00	600.00
02/14/2023	Check	1186	Leo Gibbons	02/12/2023 2023 Canandaigua Sawbellies Masters Meet		50.00	650.00
02/14/2023	Check	1187	Everett Bellis	02/12/2023 2023 Canandaigua Sawbellies Masters Meet		50.00	700.00
02/14/2023	Check	1188	James Miller	02/12/2023 2023 Canandaigua Sawbellies Masters Meet		50.00	750.00
02/14/2023	Check	1189	Karen Ocque	02/12/2023 2023 Canandaigua Sawbellies Masters Meet		50.00	800.00
03/28/2023	Check	1195	Don Edwards	BUMS Meet Official 03.2023		50.00	850.00
03/28/2023	Check	1194	Peter Burnett	BUMS Meet Official 03.2023		50.00	900.00
03/28/2023	Check	1192	Erin DiRado	BUMS Meet Official 03.2023		50.00	950.00
03/28/2023	Check	1193	Thomas Metzgar	BUMS Meet Official 03.2023		50.00	1,000.00
04/24/2023	Check	1198	Karen Ocque	04/22/23 Ithaca Masters Meet Official		50.00	1,050.00
04/24/2023	Check	1199	James Miller	04/22/23 Ithaca Masters Meet Official		50.00	1,100.00
04/24/2023	Check	1200	Mike Burgess	04/22/23 Ithaca Masters Meet Official		50.00	1,150.00
05/10/2023	Check	1202	Everett Bellis	05/06/2023 RAMS Spring Masters Meet - Brockport Official		50.00	1,200.00
05/10/2023	Check	1203	James Miller	05/06/2023 RAMS Spring Masters Meet - Brockport Official		50.00	1,250.00
05/10/2023	Check	1205	E Patricia Liegey	05/06/2023 RAMS Spring Masters Meet - Brockport Official		50.00	1,300.00
05/10/2023	Check	1204	Karen Ocque	05/06/2023 RAMS Spring Masters Meet - Brockport Official		50.00	1,350.00
06/20/2023	Check	1208	Leo Gibbons	06/2023 Nickel City Splash June Meet LCM		50.00	1,400.00
06/20/2023	Check	1209	Valerie Killion	06/2023 Nickel City Splash June Meet LCM		50.00	1,450.00
06/20/2023	Check	1210	Thomas Moran	06/2023 Nickel City Splash June Meet LCM		50.00	1,500.00

Niagara District Masters Swimming

Account QuickReport

October 2022 - September 2023

DATE	TRANSACTION TYPE	NUM	NAME	MEMO/DESCRIPTION	CLR	AMOUNT	BALANCE
06/20/2023	Check	1211	Rich Bleichfeld	06/2023 Nickel City Splash June Meet LCM		50.00	1,550.00
07/17/2023	Check	1215	Leo Gibbons	07/2023 Nickel City Splash July Meet LCM		50.00	1,600.00
07/17/2023	Check	1216	Julio Garcia	07/2023 Nickel City Splash July Meet LCM - Stop Payment Check Lost - Reissued 1223 Check Number		0.00	1,600.00
07/17/2023	Check	1217	Valerie Killion	07/2023 Nickel City Splash July Meet LCM		50.00	1,650.00
07/17/2023	Check	1218	Thomas Moran	07/2023 Nickel City Splash July Meet LCM		50.00	1,700.00
08/27/2023	Check	1223	Julio Garcia	07/2023 Nickel City Splash July Meet LCM - Stop Payment Check Lost -1216 Lost Check Number		50.00	1,750.00
Total for 5011 - Meet Officials						\$1,750.00	
5012 - Meet Bonuses							
11/23/2022	Check	1173	Genesee Valley Masters Swimming	GVM Masters Meet 11.2022 Bonus		450.00	450.00
01/26/2023	Check	1184	UB Foundation	01.21.23 UB White Out Meet Bonus		450.00	900.00
03/01/2023	Check	1191	Canandaigua Masters Swimming	Canandaigua Sawbellies Meet Bonus 02.2023		450.00	1,350.00
04/04/2023	Check	1197	Binghamton University Masters	BUMS Meet Bonus 03.2023 \$450		450.00	1,800.00
05/09/2023	Check	1201	Ithaca College	Ithaca College 04/2023 Meet Bonus. \$450		450.00	2,250.00
05/18/2023	Check	1206	Dana Gianniny	RAMS Meet Bonus May 2023 - \$450 minus		450.00	2,700.00
07/12/2023	Check	1213	UB Foundation	06.2023 Nickel City Splash June Meet Bonus		450.00	3,150.00
07/24/2023	Check	1221	UB Foundation	07.2023 Nickel City Splash June Meet Bonus - 1/2*\$450 for second meet in the same format		225.00	3,375.00
Total for 5012 - Meet Bonuses						\$3,375.00	
5013 - Meet Sanctioning/Recognition Fees							
11/15/2022	Deposit		USMS	2022 Nickel City Fall Splash Sanction		50.00	50.00
01/19/2023	Deposit		USMS	Genesee Valley Masters Fall Sanction Fee		50.00	100.00
03/15/2023	Deposit			2023 Nickel City Winter Whiteout Sanction		50.00	150.00
04/11/2023	Deposit			Canandaigua Meet Sanction		50.00	200.00
05/08/2023	Deposit		USMS	2023 Binghamton Pool Sanction		50.00	250.00
06/12/2023	Deposit		USMS	Ithaca Masters Meet 4/2223 Sanction		50.00	300.00
07/12/2023	Deposit		USMS	2023 RAMS Spring Masters Meet SUNY Brockport		50.00	350.00
08/12/2023	Deposit		USMS	Empire State Senior Games Recognition 100, 2023 Nickel City June Splash Sanction 50		150.00	500.00
09/06/2023	Check	1224	USMS	2023 Nickel City July Splash 7/14/23		50.00	550.00
Total for 5013 - Meet Sanctioning/Recognition Fees						\$550.00	
Total for 5010 - Pool Meet Expenses						\$5,675.00	
Total for 5000 - Programs & Activities						\$5,675.00	
5500 - Convention							
09/06/2023	Check	1224	USMS	Annual Meeting Delegate Fee		250.00	250.00
09/13/2023	Check	1225	Jason Ellis	2023 USMS Annual Meeting - Flight and Breakfast		468.69	718.69
Total for 5500 - Convention						\$718.69	
6000 - Administrative Expenses							
6010 - Office Expenses							
04/19/2023	Expense			160 Checks ordered		150.00	150.00
07/17/2023	Check	1219	Geoff Wells	Stamps #100. 66 cents each - \$8.18 for 90 secure envelopes Greg Approved via email with Anna as extra witness		74.18	224.18
Total for 6010 - Office Expenses						\$224.18	
6030 - Registration Expenses							
10/04/2022	Check	1162	Greg Danner	2023 NIAG Registration for CLUB		65.00	65.00
Total for 6030 - Registration Expenses						\$65.00	
6090 - Miscellaneous Admin							
12/21/2022	Check	5767		Fraud Charge Reversal		750.00	750.00
12/21/2022	Check	5769		Fraud Charge		750.00	1,500.00
12/22/2022	Deposit		Club Assistant	Fraud Charge Reversal		-750.00	750.00
12/22/2022	Deposit			Fraud Charge Reversal		-750.00	0.00
03/20/2023	Expense			STOP PAYMENT AUTOMATIC RENEWAL F EE		4.00	4.00
Total for 6090 - Miscellaneous Admin						\$4.00	
Total for 6000 - Administrative Expenses						\$293.18	
TOTAL						\$16,123.70	

Niagara District Masters Swimming

Balance Sheet

As of September 30, 2023

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
TOTAL BUS CHK (3669)	20,915.54
Total Bank Accounts	\$20,915.54
Total Current Assets	\$20,915.54
TOTAL ASSETS	\$20,915.54
LIABILITIES AND EQUITY	
Total Liabilities	
Equity	
1000 - Cash/Checking Account	13,509.59
Retained Earnings	6,011.28
Net Income	1,394.67
Total Equity	\$20,915.54
TOTAL LIABILITIES AND EQUITY	\$20,915.54

Niagara District Masters Swimming

Budget vs. Actuals: 2023 Budget - FY23 P&L

October 2022 - September 2023

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
Income			
4000 - Membership Fees	8,941.83	7,883.00	1,058.83
4900 - Other Types of Income	495.00	510.00	-15.00
Total Income	\$9,436.83	\$8,393.00	\$1,043.83
GROSS PROFIT	\$9,436.83	\$8,393.00	\$1,043.83
Expenses			
5000 - Programs & Activities			
5010 - Pool Meet Expenses			
5011 - Meet Officials	1,750.00	1,600.00	150.00
5012 - Meet Bonuses	3,375.00	3,600.00	-225.00
5013 - Meet Sanctioning/Recognition Fees	550.00	700.00	-150.00
5099 - STRIPE MEET FEE HOLDING	-271.14		-271.14
Total 5010 - Pool Meet Expenses	5,403.86	5,900.00	-496.14
5035 - Recognition Awards		500.00	-500.00
Total 5000 - Programs & Activities	5,403.86	6,400.00	-996.14
5500 - Convention			
5600 - Adult Learn to Swim		1,000.00	-1,000.00
5700 - Coach and Club Development	1,330.00	285.00	1,045.00
6000 - Administrative Expenses			
6010 - Office Expenses	224.18	500.00	-275.82
6030 - Registration Expenses	65.00	100.00	-35.00
6080 - Advertising and Promotion		50.00	-50.00
6090 - Miscellaneous Admin	4.00		4.00
Total 6000 - Administrative Expenses	293.18	650.00	-356.82
6050 - Meeting Expense		100.00	-100.00
6100 - Website and Social Media	296.43	200.00	96.43
Total Expenses	\$8,042.16	\$8,635.00	\$ -592.84
NET OPERATING INCOME	\$1,394.67	\$ -242.00	\$1,636.67
NET INCOME	\$1,394.67	\$ -242.00	\$1,636.67

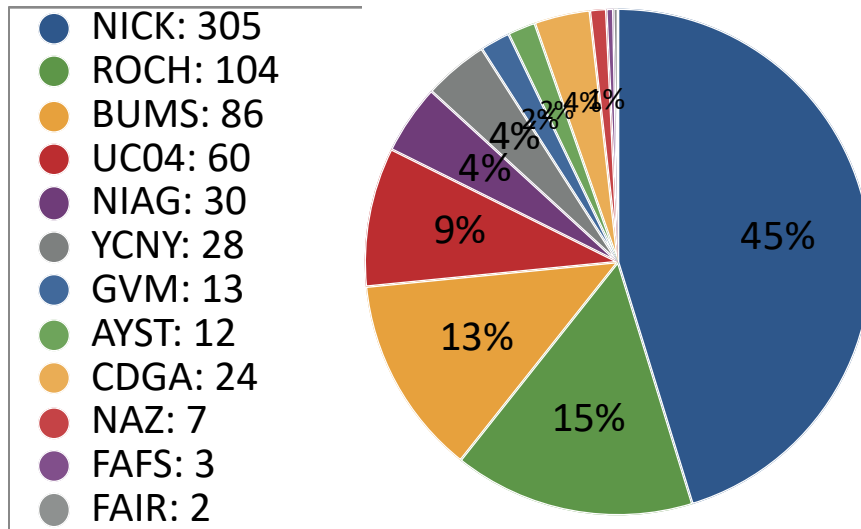


Niagara District Masters Swimming For November 12, 2023 meeting

OFFICER REPORT: MEMBERSHIP AND FITNESS

I. Relevant data:

- Members registered in 2021: 521
- Members registered in 2022: 621
- **Members registered in 2023: 674**
- We are up by 53 members in 2023
- NICK, ROCH, and BUMS are three largest clubs:



II. Activities:

Attended USMS 2023 Annual Meeting

Emailed summary report to board on Sept 9th.

Established regular communication with membership.

I send emails announcing events, meets, etc as needed. Does Jason want to take this over?

Keep membership data up to date.

I periodically assist Kay and Brandi with changes to swimmer clubs, addresses, etc.

Send donation letters.

I send all donation letters via email as pdf attachments.

Organized several events during 2023:

January 21 – Winter Fitness Challenge. 30 minute fitness swim, hosted by Nickel City at UB before meet. Thank you Brandi.



June 14 – Niagara LMSC post-meet social. Following Nickel City June Splash. Made a reservation at a restaurant near the pool, included the details in the meet sign up reminder emails, and Brandi printed all the info on a full page in the heat sheet to ensure every swimmer saw it. During the meet Brandi and I mentioned the social to everyone.

Over 50% of the swimmers came to the social, even though it was late, 9pm! It was a great success. Many people voiced that they would like to see this again. I think we should do this once or twice a year after a Niagara meet. It was easy, took practically no effort to organize, and everyone enjoyed it. Unfortunately we forgot to take a picture of the whole group but here's one of the RAMS crew. **Thank you Brandi.**



June 22 – Summer Fitness Challenge. 2k open water swim, in collaboration with Rochester Area Triathletes, at Durand Eastman beach. This was a neat event because it bridged the swimmer and triathlete communities.



July Fitness Webinar: Flexibility and Strength

with Amanda Curry

- 134 registered
- [PDF of workout](#)
- [PDF of additional exercises for longer workout](#)
- [Video recording](#) of webinar



October Fitness Webinar: Nutrition for Swimmers

with Amanda Curry

- 125 registered
- [Recording of presentation](#)
- [PDF reference](#)

Amanda did a great job in both webinars and we received lots of positive feedback from members.



Thank you Jordan, Judy, and Brandi for participating in the subcommittee for the webinar series.

III. Currently working on:

New Niagara website

- Over the summer I created a new website for our LMSC. You can take a look at the draft:

Draft of site: <http://poodle-sturgeon-97zn.squarespace.com>

Password = Niagara

- Site needs another 2–3 full days of work before going public. I plan to finish in May when my work calms down.
- **I need PICTURES from you, please!** Current images are all stock photos.
- **I need articles and news items, too.**

New Niagara logo

New logo design is in process. One of my graduate assistants at RIT is working with me with this (Charmy Patel). I will show progress on November 12 during our board meeting.

IV. Future tasks/initiatives:

Continue communication with membership

Plan a third webinar – HR and Intervals (I will send proposal for third webinar prior to Nov 12 meeting)

Complete website

Complete logo

Plan another post-meet social sometime in 2024

Thank you

Anna Jordan

Membership Coordinator

Niagara District Masters Swimming

Meet schedule 2022-2023

Date	Team
September 18 2022	Nickel City Splash
November 16 2022	Genesee Valley Masters
January 21 2023	Nickel City Splash
February 12 2023	Canandaigua
March 26 2023	BUMS
April 22 2023	Ithaca
April 27-30 2023	Short Course Nationals
May 6 2023	RAMS
June 10 2023	Senior Games
June 16 2023	Nickel City Splash
July 14 2023	Nickel City Splash
August 2-6, 2023	Long Course Nationals

Niagara District Masters Swimming

Meet schedule 2023-2024

Date	Team
October 22 2023	Genesee Valley Masters
December 9 2023	RAMS
January 20 2024	Nickel City Splash
February 11 2024	Canandaigua
March 23 2024	BUMS
April 2023 TBD	Ithaca
May 4 2024	RAMS
June 20-24 2024	Short Course Nationals
June 2024 TBD	Senior Games
August 21-25 2024	Long Course Nationals

Online Meet Entry (OME) Position 2023 Niagara Annual Meeting

This is the second year that we have had separate Sanctions and OME positions; I had done Sanctions since 2012 and OME since 2014. Bill now handles the sanctions and all the responsibility that entails. When Bill has an acceptable meet entry form, he sends it to me and I begin to set up the OME. Once the meet is sanctioned, the online entry is opened. I think this collaboration has worked very well and do not see need for one person to do both jobs going forward.

For the recent 2022-23 season, I created 10 OMEs for Niagara meets with one cancellation. Starting in June, a copy of the meet results .pdf is being sent to the meet participants and posted on the Niagara website in addition to the results being uploaded to the USMS website.

In its infancy (~2010) Club Assistant created each online entry and collected and distributed the entry income (minus their fee). Now they have hired a company to handle the entry fees (which are sent to the Niagara Treasurer) and CA has slowly shifted much of their original OME creation to each local LMSC. With the hiring of Anna Lea Matysek, there are now many online tutorials available compared to when I started. Eventually we will need to find someone willing to replace me (but not just yet).

Kay Turner

Niagara OME

11/12/23

Date: 11/12/23

Subject: Officials Report

From: Leo C. Gibbons, Jr. – Officials Chairperson

To: Niagara LMSC Board



1. Officials Work –

- Currently less than 10 Officials are available for USMS or CCS Meets.
- As meets are sanctioned, Officials are contacted and then assigned.
- All Meet documents are filed and distributed as necessary.
- NYS Senior Games Staff refuses to ask Niagara LMSC Officials for assistance.

2. USMS Officials Certifications –

- USA certifications are always acceptable, NFHS & YMCA credentials are also permitted.
- Niagara LMSC currently has 3 Officials Certified by USMS.
- Current Certifications will expire 12/31/26, all Officials will require re-testing.
- All Officials renew directly to Teri Z. White teriwhite53@gmail.com USMS Officials Chair

3. Open Water –

- Niagara LMSC had no Open Water Meets in 2023
- There are specific requirements for OW Certifications that are required by all OW Officials.
- Testing, 1 Clinic and 1 Shadow is required by USA-S prior to being fully certified.
- Some OW event directors still refuse to utilize LMSC for their meet Officials.

4. Officials Training –

- Concussion Protocol Training is a requirement in by USA Swimming
- [NFHS.org](https://www.nfhs.org) and [CDC.org](https://www.cdc.org) has free training available online – approx. 45 mins long
- Other clinics are available for all Officials – contact me directly for info,
- I continuously run Clinics on demand for all “wet side” Officials.

lcgjr/files

1/21/2023	1100 - 1415	2023 NICK Winter White Out	University at Buffalo	043-S001	Leo Gibbons	Kelly Murray	Valerie Killion	Dan McLaughlin	
2/19/2023	1000 - 1312	2023 Canandaigua Masters	Canandaigua Academy	043-S003	Leo Gibbons	Everett Bellis	Karen Ocque	Jim Miller	
3/26/2023	0900 - 1410	2023 BUMS Masters Meet	Binghamton University	043-S002	Pete Burrett	Pete Metzgar	Erin Di Raddo	Don Edwards	
4/22/2023	1305 - 1530	2023 Ithaca Masters Meet	Ithaca College	043-S004	Mike Burgess	Karen Ocque	Jim Miller		
5/6/2023	1100 -	Rams at Brockport	SUNY Brockport	043-S005	Everett Bellis	Karen Ocque	Pat Liegey	Jim Miller	Heather Booth
6/16/2023	1800 - 2035	2023 NICK June Splash	University at Buffalo	043-S006	Leo Gibbons	Tom Moran	Valerie Killion	Rich Bleichfeld	
7/14/2023	1800 - 2040	2023 NICK July Splash	University at Buffalo	043-S007	Leo Gibbons	Tom Moran	Valerie Killion	Julio Garcia	
10/21/2023	1200 -	U.B. CCS Halloween Meet	University at Buffalo	None	Julio Garcia	Zach Gaskill	Joe Jank	Tom Moran	
10/22/2023	0906 - 1140	GVM Masters Meet	Victor H/S	043-S008	Leo Gibbons	Rich Bleichfeld	Karen Ocque	Pat Liegey	
12/9/2023	1130 -	Rams at Brockport	SUNY Brockport	043-S009	Leo Gibbons	td	td	td	

Records Report**2022-23 Season**

Date	Meet	Course	# of New Records
9/18/2022	Nickel City Fall Splash	SCY	2
11/16/2022	GVM Fall Masters Meet	SCY	3
2022	3000 E-Postal	-	0
2022	6000 E-Postal	-	1
12/2-4, 2022	Palmetto Masters Meet	SCM	7
12/9-11, 2022	CNY Invitational	SCY	5
1/21/2023	Nickel City Splash Winter White Out	SCY	7
2/5/2023	Polar Bear Classic	SCY	3
2023	One Hour Virtual Championship	-	1
2/12/2023	Canandaigua Masters Meet	SCY	5
3/26/2023	Binghamton Masters Meet	SCY	2
4/14-16, 2023	Colonies Zone Championship	SCY	8
4/22/2023	Ithaca Masters Meet	SCY	9
4/27-30, 2023	USMS SCY Nationals	SCY	11
4/30/2023	Bill Heebner Masters Meet	SCM	2
5/6/2023	RAMS Spring Masters Meet	SCY	4
6/10/2023	Empire State Sr Games	SCY	0
6/16/2023	Nickel City Splash Meet	LCM	11
7/14/2023	Nickel City Splash Meet	LCM	11
8/2-6, 2023	USMS LCM Nationals	LCM	10
2023	USMS 5K/10K National Champs	-	2



Niagara District Masters Swimming
For November 12, 2023 meeting

OFFICER REPORT: Communications

I. Past Activities:

- Instagram set-up in 2023
 - Currently at 96 Followers!
 - 20 posts covering activities & meets in the LMSC and Nationally
 - Linked to Facebook
- Bi-Annual Newsletter
 - 2 sent out so far covering events across the LMSC
- Attended annual meeting in Houston
 - Sent notes to board
 - Initiated conversations on in person board meeting
 - Aligned with National level marketing & Communications
 - Increase efforts on Try Masters swimming opt in KPI after an event- Any gold club that opts in will get advertising from using during the January and July-August (because of the Olympic year) and your LMSC could use some of the budget surplus to increase the advertising exposure for those clubs to get more potential swimmers to join them. Highlight this in newsletter & other events
 - **[Try Masters Swimming](#)**
 - Look to do surveys after meets?
 - Creating a business plan and KPIs for other LMSCs (or maybe just some best practices) could certainly

be helpful. We currently have LMSC standards listed here so you can see what currently exists.

<https://www.usms.org/volunteer-central/lmscs/lmsc-standards>

II. Currently Planned:

- Continue bi-annual newsletter – point of discussion: are we hitting the right topics? Could we add more or remove some parts?

III. Future Plans:

- Consider expanding newsletter to quarterly- up for discussion. Would require content from the other chairs on a more frequent basis.
- Include Try Masters swimming in next newsletters
 - [**Try Masters Swimming**](#)
- Take over sending out emails to membership, need help from Anna on how to do so.
- Post meet surveys?
- Standardize business plan & KPI for programs in LMSC

Niagara District Masters Swimming

Budget Overview: 2024 Budget - FY24 P&L

October 2023 - September 2024

	TOTAL
Income	
4000 - Membership Fees	8,941.83
4900 - Other Types of Income	495.00
Total Income	\$9,436.83
GROSS PROFIT	\$9,436.83
Expenses	
5000 - Programs & Activities	
5010 - Pool Meet Expenses	
5011 - Meet Officials	1,750.00
5012 - Meet Bonuses	3,600.00
5013 - Meet Sanctioning/Recognition Fees	550.00
Total 5010 - Pool Meet Expenses	5,900.00
5035 - Recognition Awards	500.00
Total 5000 - Programs & Activities	6,400.00
5500 - Convention	1,000.00
5700 - Coach and Club Development	2,000.00
6000 - Administrative Expenses	
6010 - Office Expenses	500.00
6030 - Registration Expenses	100.00
6080 - Advertising and Promotion	50.00
Total 6000 - Administrative Expenses	650.00
6050 - Meeting Expense	200.00
6100 - Website and Social Media	300.00
Total Expenses	\$10,550.00
NET OPERATING INCOME	\$ -1,113.17
NET INCOME	\$ -1,113.17

This item pertains to the sustainability of hosting meets and events, and I believe it is of significant importance to our organization.

Agenda Item Request: Discussion on Hosting Meets and Events

Background: As you may be aware, we have been hosting meets and events as part of our organization's activities. However, I have been closely examining the financial aspects of hosting these events, and I have some concerns about the feasibility of continuing in this direction. To provide some context, I have attached a copy of the bill for hosting our June Meet, as well as a breakdown of the financials for our July meet as an example.

Key Points:

- For our July meet, entry fees amounted to \$1504.10, with a meet bonus of \$225 due to its being the second meet held on the same course in the same season.
- We incurred additional expenses, including \$150 for hospitality for officials and \$1206 for hosting the meet through UB.
- The total proceeds from the meet were \$373.10, with a one-time waiver of \$796 in fees by UB.

Based on these figures and the trend we have been observing, it is evident that continuing to host meets and events in the same manner may no longer be realistic for our organization.

Request for Discussion: I believe it is imperative that the board addresses this issue and considers the long-term sustainability of our meet hosting activities. Therefore, I kindly request that we add this agenda item to our next board of directors meeting to engage in a thorough discussion on the matter. Exploring alternative solutions and potential cost-cutting measures will be essential for our organization's financial health.

Next Steps: If approved, we can delve into the details of our concerns, assess the impact on our resources, and collectively determine our organization's stance on hosting future meets and events.

I appreciate your attention to this matter and look forward to the opportunity to discuss it further during the meeting. Your guidance and insights on this topic will be invaluable to our decision-making process.

Thank you for your consideration, and please let me know if you have any questions or need further information. I will be happy to provide additional context if necessary.

- Brandi Bashor