



January 18, 2023; Log in 7:00 p.m.  
Zoom ID: 883 864 6002 password: PacMasters

**AGENDA** \*Discussion Item

- I. **Call to Order & Introductions**
- II. **Approval of November meeting minutes (separate attachment)**
- III. **Reports**

**Executive Committee**

- Chair**—Phyllis Quinn, report
- Treasurer**— Laura Shope, reports attached
- Past Chair** – John King, no report
- Secretary**—Ian King, report attached
- Office Administrator**—Chris Ottati, report
- Schedule**—Steve Cutting, report
- Pool Meet Committee**—Matt Roper, report
- Meet Operations**—Ahren Lehnert, report \*
- Officials**— Mike Abegg, no report
- Open Water Committee**—Ali Hall, report
- Communications and Technology**—Michael Moore, report
  - Update**—Chris Ottati, report
  - Website**—Dan Wegner, report
- Clubs and Coaches**—Carol Nip, report
- Ad Hoc Committees**—reports \*
- Old Business** – no report
- New Business** – no report
- Club News** – no report
- Policy Updates** – no report

**2023 MEETING DATES:** all dates are tentative: February 15, March 15, April 19, May 17, June 20, July 19, August 16, September 20, October 18, November Annual Meeting - TBD

*Working Calendar for January: Set and approve committee goals and objectives; nominate recipient of Ransom Arthur Award; Call for Coach of the Year nominations; CA State Nonprofit Statement due; 1099 Misc. due to individuals by 1/31;*

*Working Calendar for February: Forward PacMasters Ransom Arthur Award nomination to USMS;; 1096/1099 reporting to IRS due 2/28; tabulate PacMasters Age Group Swimmers of the Year); approve PacMasters Age Group Swimmers of the Year; vote for overall male & female SOTY; order SOTY awards;*

*Working Calendar for March: distribute Convention Delegate information;*

## **January meeting reports – 01/18/2023 Officer and Committee Reports**

**Meeting policy:** *Please provide text to Chris, prior to the meeting, of any items on which you would like the Committee to vote. Re-established 1/18/2012.*

### **Executive Committee**

**Chair**—Phyllis Quinn, report

Welcome to 2023. Thanks for renewing your membership.

In November we had another entertaining and informative Annual celebration. Thank you to our guest speakers Jeff and Suzanne. Also thank you to the subcommittee that helped put this all together.

I have asked our four VP's to put together some goals for this year, so check out their reports.

Our New Website is up and running. We are continuing to evaluate and update the content as we go. If you have any suggestions, please let us know.

I wanted to let you know that I received a very nice thank you letter from the Penguin Swim Team. Pacific Master was able to help this club buy a few new lane lines for the pool that they use. This was a cooperative effort from the team, the facility and Pac Masters. It is great to know that our LMSC can help our clubs and therefore our members.

Pacific Masters will be developing a privacy policy to protect our membership information. We only share this information when needed with our event directors. We do not share this information with third parties. I also receive several requests to promote non USMS or Pacific Masters events. We do not accept these requests.

The executive committee is also working on the guide as to how, when, and why surveys are sent to our members. We know everyone receives junk email these days, so we want to be strategic about surveys we send.

Thank you again for taking your time to let us know how we can help.

**Treasurer**—Laura Shope, financial reports attached

Also attached is the 2022 Year End Budget vs. Actuals report

**Past Chair**—John King, no report

**Secretary**—Ian King, report attached

**Office Administrator**—Chris Ottati, report

Registration: 6,674 members; 113 clubs; 440 self-identified coaches have registered for Pacific Masters as of 01/17/23. In 2022, we had 6546 members; 108 clubs; 619 self-identified coaches.

UPDATE distribution list: Michael Moore and I deleted all the contacts in Constant Contact. We reloaded the General Interest contacts using 2019 – 2023 membership files. We have backed up the old lists and can restore if needed, but we don't think there will be a need.

**Schedule**—Steve Cutting, report

Event Bid (type)	Bid Received Date	Host	Location	1 <sup>st</sup> Choice 2023 Dates	2 <sup>nd</sup> Choice 2023 Dates	Contact	Comment
Kerry O'Brien Short Course Meters Championships (scm)	Wednesday, November 02, 2022 9:39:02 AM	Walnut Creek Masters	Clarke Swim Center, Walnut Creek, CA	Fri. Oct 6, 2023 – Sun. Oct 8, 2023	-	Gordon Bell 925-285-7024 <a href="mailto:gordon.ed.bell@gmail.com">gordon.ed.bell@gmail.com</a>	

**Pool Meet Committee**—Matt Roper, report

- Santa Rosa Masters hosted their Resolution Meet on Jan 14th at their new 50m pool. The meet was very-well run and the new facility was excellent!
- The Olympic Club will be hosting their annual 1500m meet on Jan 28th this month. The entry limit has been reached and registration is now closed.
- Vacaville Swim Club will be hosting a Super Bowl Masters Meet on Feb 11th. Registration is open now.

**Meet Operations**—Ahren Lehnert, report

- Current sanctioned and recognized events on the calendar include:
  1. Jon Steiner Memorial Mile (in progress)
  2. Santa Rosa Resolution Meet (closed/complete)
  3. Olympic Club 1500 (closed)
  4. Vacaville Super Bowl Meet (in progress)
  5. Albany Armada Splash & Dash (in progress)
  6. City Mile (in progress)
  7. Bay Area Senior Games (in progress)
  8. Sacramento Masters Sprint Pentathlon (in progress)
- The Vacaville meet likely still needs officials and timers.
- Mid-distance meet needs and the greater scheduling issue

**Officials**— Mike Abegg, no report

**Open Water Committee**—Ali Hall, report

Rebecca Friedlander, Sue Free, Karen Charney, Kim Elsbach, David Spitzler, Dave Brancamp, Ali Hall

1. The OWC met January 4 and will continue with email exchanges
2. Event evaluators identified for the following:
  - Berryessa: Kim Elsbach
  - Del Valle (two days): Rebecca Friedlander and Eric Hatch
  - Santa Cruz: Kim Elsbach
  - Donner: David Spitzler
  - Keller Cove: Kim Elsbach
3. Key Rules/Interpretation Document to be generated
  - Available for entry/registration information
  - Provides support on to event volunteers on the beach
4. Eight Bridges Virtual Event 2023
  - Event Director recruiting in progress
  - Event dates: May 1-September 30
  - FAQ sheet draft in progress
5. New or Returning Events/Support
  - Outreach to Whiskeytown in progress
  - Outreach to Lake Natoma in progress
6. Website recommendations:
  - Main tab dedicated to “Open Water Swimming”
  - Separate tiles within tab to include “resources,” “competition,” etc.
  - Schedule easily searchable/navigable
  - List events and swimming opportunities outside of Pac Masters official season
  - Generate welcoming and engaging content

**Communications and Technology**— Michael Moore, report

We did a short survey of half the registered Pacific Masters members at the end of November. I closed the survey at the end of the year. I will send a detailed report to all officers and anyone who would like a copy. For us, the most interesting was that half the members found out about Masters swimming through word of mouth. (So spread the word). The other was that about 20% found out about Masters swimming from their local pool.

Also about 2/3 of our members, competed at as youth (high school , USA Swimming or College)

The “new” website has been up for about three months. There were a few items that we are still working on. We would like to put the Pacific Masters vision statement in the blue skirt at the bottom of the pages. Rich is working on new pages for SOTY and the competition pages. If there are items that you think have not been addressed in the current website, please contact me.

The Marketing Committee and the Coaches committee will be having a retreat on February 4 to discuss how we can better serve the Pacific Masters community.

(I am writing this from Punta Arenas, Chile on board a Princess cruise ship). If anyone has a questions, please do not hesitate to contact me by email. Back in the states on Saturday).

#### **Update**—Chris Ottati, report

Since our November 13 meeting three e-newsletter have been sent; November 14, December 12, and January 9. The first 2 newsletters were received by approximately 25,000 swimming enthusiasts and the January edition was our first with the rebuilt constant contact list and was sent to approximately 14,700 contacts. The open rate averaged about 53% (Apple has made changes that impact our open rates). The editor for November 14 was Linda Hepworth, the editor for December 12 was Jenn Hwang, and the editor for January 9 was Linda Hepworth. The January 23 editor will be Linda Hepworth and the February 6 editor will be Missy Hunter. The UPDATE is supervised by Michael Moore, VP Communications and Technology.

#### **Website**—Dan Wegner, report

##### Past Month

Populating 2023 Calendar: adding events, meetings, deadlines

Age Group Standings

Open Water Points

Article Archive cleaning

##### Upcoming

Menu adjustments

Open Water information additions

#### **Clubs and Coaches**—Carol Nip, report

##### Coaches Committee & Marketing Committee

A Committee Retreat is being planned at my home on Saturday, February 4. We will evaluate 2022 and discuss goals for 2023

##### USMS Coaches Committee

###### [Meeting Minutes](#)

- Coaches needed on deck for SCY nationals, 4/27-30
- New – zoom meetings with LMSC coaches to develop communication
- Monthly agenda items: web workouts, worlds coaching, national clinic, awards, education, Level 4 applications, LMSC communication, mentoring, on deck coaching, long distance, peer to peer calls, diversity, coaches community forms, ALTS, updating awards bios on website

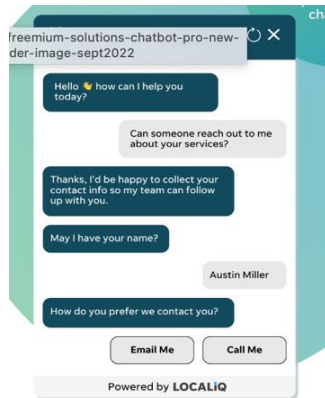
#### **Ad Hoc Committees** — reports

USMS ALTS – Kim Elsbach, report \*

1. Reminder: ALTS Instructor Certification Course, May 21, 2023. Fresno High School. Cost is \$250 and certification is for life. We are exploring the possibility of awarding limited scholarships for a very

limited number of qualified attendees. More info on the course and scholarships to come in the next Update.

2. Question for Discussion: Is it possible to add a “chat” function to the Pac Masters website, to collect questions and user info, like the one below from LocalIQ? Is this something others would be interested in?



USMS LMSC Development – Ian King/Karen Harris, report

LMSC Development committee meeting was 1/17, not in time to make the agenda.

USMS Rules – David Benjamin, no report

USMS Legislation - Teddy Palmer & Marcia Benjamin, report

The USMS Legislation Committee wants to see if any LMSC may have ideas for new legislation this year. We are encouraging all submissions before the June 10 deadline. If items are submitted in April, they can be discussed in May. This is just a first reminder from Legislation, so that they can be prepared for submissions.

Diversity and Inclusion – Vicki Shu, no report

Members: Ahren Lehnert, Amos Chan, Paul Frentsos, Steve Terusaki, Vicki Shu

Marketing and Membership – Michael Moore, no report

Annual Celebration and Meeting – Teddy Palmer, no report

Members: Teddy Palmer, Nancy Ridout, Rich Burns, Annette Coholan, Maggie Tevis, Susan Collins, Lorena Sims, Phyllis Quinn, Chris Ottati

**New Business**— no report

**Club news**— no reports

**Policy Updates** – no report



**Pacific Masters Swimming  
2022 Annual Celebration and Meeting  
November 13, 2021  
1-4pm**

- Call to Order - 1:04pm
- Welcome and agenda review by Phyllis Quinn, Chair of Pacific Masters
- Jeff Commings presentation with Q&A, “How Masters Swimming Saved My Life”
- Suzanne Heim-Bowen presentation with Q&A, “Open Water Swimming”
- Business Meeting
  - Pacific Masters Year in Review
  - October 2022 Meeting minutes – **approved**
  - November 2022 Financials - **accepted**
  - Recognition of 2022 Officers, Committee Chairs & Key Volunteers
- Recognition of USMS 2022 Board of Directors Elected Officers from Pacific Masters
  - President – **Peter Guadagni**
  - VP of Community Services – **Chris Campbell**
  - Oceana Zone Director at Large – **John King**
- Recognition of USMS 2022 Award Winners from Pacific Masters
  - Diversity, Equity & Inclusion Award– **Donita Flecker**
  - Dorothy Donnelly Service Award – **Ali Hall, Ian King & John Pettibone**
- Presentation of 2022 Pacific Masters Service and Achievement awards
  - Pacific Masters Coach of the Year – **Dana Kirk**
  - Nancy Ridout Award for Distinguished Service – **Bill McCracken**
  - Contributor of the Year – **Linda Hepworth**
  - In Appreciation Awards – **David Brancamp, Shari Cruse, Missy Hunter, Jenn Hwang, Kate Matwychuk, Vicki Shu, & Chris Wagner**
  - Personal Achievement Awards – **Cornelia Bleul-Gohlke & Kimberly Elsbach**
  - Peggy Lucchesi Award – **Sharlene Van Boer**
- Wheel of Names prizes – *Thank you to our sponsors: Starbucks, FINIS, P2Life, & See Her Swim*– facilitated by Teddy Palmer and Lorena Sims
- Meeting Adjourn: 3:38pm

**Attendees:**

Alison Zamanian - WCM	Felicia Adler - WCM	Patricia Chico - UC38
Allison Dibley - WCM	Gregory Matthews - SMM	Phillip Bowen - WCM
Amy Fischer - CLOV	Helene Nehrebecki - DAM	Phyllis Quinn - TOC
Annette coholan	Hugh Wilder - UC38	Qi Han - MEMO
Barbara Harris	Ian King - WCM	Qi Van Eikema Hommes - MVM
Berrin Yavuzer - OCCM	January Bishop	Rebecca Perry
Beth McBride - MEMO	Jean Allan - SMM	Rich Burns
Betsy Barsamian-Teman - OAK	Jeff Commings	Ron Taylor
Bill Mc Cracken - TVM	Jeffrey Citron - MEMO	Ruth Cheung - QSSSJ
Bob Upshaw - WCM	Jenn Hwang - WCM	Sally Guthrie - DAM
Camilla Shaffer	Jennifer Phalen - DAM	Shari Cruse - MAQ
Carol Nip	Jennifer Widener - UC38	Sharlene Van Boer - RHMS
Caroline Wood - WCM	Jenny Lu - MEMO	Stephanie Couch - MELO
Carolyn Madison - RHMS	Joan Turner - SERC	Stephanie Scott - WCM
Charlene O'Brien - WCM	Joel Wilson - CRUZ	Susan Blew - SERC
Chip Glassanos - SCSC	John Madison - RHMS	Susan Helmrich - LNRS (
Chris Ottati - WCM	Judy Bracken - SRVM	Susan Mencarini
Chuck Worley - UC38	Juliet Cox - MAM	Susanne Rublein - MAM
Connie Tong - STAN	Justine Wong - MVM	Susie Haufler
Cornelia Bleul-Gohlke - ALB	Kate Matwychuk - PSM	Suzanne Heim Bowen
Cynthia Hertzner - CRUZ	Kimberly Elsbach - DAM	Tammy Kremer - MEMO
Cynthia Williams - ECAM	Laura Val - TAM	Teddy Palmer - WCM
Dan Wegner - UC33	Leah Carroll - ALB	Teresa Somers - MAQ
Daniela Barnea - STAN	Linda Halloran - CRUZ	Terri Romine - HTUB
David Brancamp - SNM	Linda Hepworth - RHMS	Valerie Armento - UC38
David Wierdsma - HTUB	Lisa Carboni - MEMO	Vicki Shu - MEMO
Dean Ottati - WCM	Lisa Fessenmeyer - TCAM	Virgil Chancy - UC33
Denise Chiang - TSUN	Lisa Hazen - LAMV	Walter Meyers - MEMO
Devon Chen - UC38	Lorena Sims	15309026697 (No name)
Diana Peroni - MAQ	Lori Rogers - WCM	19254084445 (No name)
Diana Wood - UC38	Maggie Tevis - RHMS	19257873397 (No name)
Diane Ursin - RHMS	Marcia Benjamin - MEMO	
Donald Pierce - RHMS	Marielle Boortz - OAK	
Donita Flecker - SMAC	Mary Tang - WCM	
Elise Sambrano - TAM	Matt Roper	
Elizabeth Tiedemann - ARM	Matthew Zachan - DAM	
Eric Hektner - SMAC	Melissa Lewis - NBA	
Eric Van Boer - RHMS	Michael Moore - SNM	
Eugene Gregor - USF	Nancy Ridout - TAM	
	Nikki Martin - GFDM	



# Pacific Local Masters Swimming Committee

## Statement of Financial Position

As of January 17, 2023

	Total			
	As of Jan 17, 2023	As of Jan 17, 2022 (PY)	Change	% Change
<b>ASSETS</b>				
<b>Current Assets</b>				
<b>Bank Accounts</b>				
<b>1000000 Cash</b>				
1000100 Wells Fargo Checking Account	118,379	122,175	-3,796	-3.11%
1000200 Wells Fargo Savings Account	87,227	287,035	-199,807	-69.61%
1000300 Wells Fargo CD	200,503		200,503	
<b>Total 1000000 Cash</b>	<b>\$ 406,110</b>	<b>\$ 409,209</b>	<b>-\$ 3,099</b>	<b>-0.76%</b>
<b>Total Bank Accounts</b>	<b>\$ 406,110</b>	<b>\$ 409,209</b>	<b>-\$ 3,099</b>	<b>-0.76%</b>
<b>Other Current Assets</b>				
<b>Other Current Assets</b>				
<b>Prepaid Expenses</b>				
<b>Total Other Current Assets</b>				
<b>Total Current Assets</b>	<b>\$ 406,110</b>	<b>\$ 409,209</b>	<b>-\$ 3,099</b>	<b>-0.76%</b>
<b>TOTAL ASSETS</b>	<b>\$ 406,110</b>	<b>\$ 409,209</b>	<b>-\$ 3,099</b>	<b>-0.76%</b>
<b>LIABILITIES AND EQUITY</b>				
<b>Liabilities</b>				
<b>Current Liabilities</b>				
<b>Other Current Liabilities</b>				
<b>2000500 Payroll Liabilities</b>				
2000505 CA PIT / SDI				
2000506 CA SUI / ETT				
2000510 Federal Taxes (941/944)	613	613		
<b>Total 2000500 Payroll Liabilities</b>	<b>\$ 613</b>	<b>\$ 613</b>		
<b>2000550 Direct Deposit Payable</b>				
<b>Total Other Current Liabilities</b>	<b>\$ 613</b>	<b>\$ 613</b>		
<b>Total Current Liabilities</b>	<b>\$ 613</b>	<b>\$ 613</b>		
<b>Total Liabilities</b>	<b>\$ 613</b>	<b>\$ 613</b>		
<b>Equity</b>				
3000000 Opening Balance Equity	14,989	14,989		
3900000 Retained Earnings	341,799	354,023	-12,224	-3.45%
<b>Net Revenue</b>	<b>48,709</b>	<b>39,585</b>	<b>9,124</b>	<b>23.05%</b>
<b>Total Equity</b>	<b>\$ 405,497</b>	<b>\$ 408,597</b>	<b>-\$ 3,099</b>	<b>-0.76%</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$ 406,110</b>	<b>\$ 409,209</b>	<b>-\$ 3,099</b>	<b>-0.76%</b>

# Pacific Local Masters Swimming Committee

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

January - December 2023

NOTES

	Total			
	Actual	Budget	Remaining	% Remaining
Revenue				
<b>4000000 INCOME</b>				
<b>4010000 Registration</b>				
4011000 Membership Dues	47,528	141,750	94,222	66.47%
4012000 Clubs Registration	56	1,590	1,534	96.48%
4014000 PacMasters Donations	1,693	3,500	1,807	51.63%
<b>Total 4010000 Registration</b>	<b>\$ 49,277</b>	<b>\$ 146,840</b>	<b>\$ 97,563</b>	<b>66.44%</b>
<b>4020000 Event Fee Income</b>				
4020200 Open Water Sanction Fees		7,000	7,000	100.00%
4020300 Meet Management Services		9,600	9,600	100.00%
4020400 Sanction Bond Deposits		300	300	100.00%
<b>Total 4020000 Event Fee Income</b>		<b>\$ 16,900</b>	<b>\$ 16,900</b>	<b>100.00%</b>
<b>4070000 Other Income</b>				
4070100 Clinic Revenue		2,500	2,500	100.00%
4070500 PacMasters Meet		5,200	5,200	100.00%
<b>Total 4070000 Other Income</b>		<b>\$ 7,700</b>	<b>\$ 7,700</b>	<b>100.00%</b>
<b>4090000 Bank Interest</b>	503	20	-483	-2417.00%
<b>Total 4000000 INCOME</b>	<b>\$ 49,780</b>	<b>\$ 171,460</b>	<b>\$ 121,680</b>	<b>70.97%</b>
<b>Total Revenue</b>	<b>\$ 49,780</b>	<b>\$ 171,460</b>	<b>\$ 121,680</b>	<b>70.97%</b>
<b>Gross Profit</b>	<b>\$ 49,780</b>	<b>\$ 171,460</b>	<b>\$ 121,680</b>	<b>70.97%</b>

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Expenditures

6000000 EXPENSE

6100000 Office and Administrative

6100110 Supplies	23	2,000	1,977	98.85%
6100120 Postage		250	250	100.00%
6100130 Printing		250	250	100.00%
6100300 Telephone		700	700	100.00%
6100400 Rule Books	74	100	26	26.00%
6100450 File Storage		3,900	3,900	100.00%
6101200 Office Travel/Training/Entertainment		50	50	100.00%
6101900 Office Administrator		32,000	32,000	100.00%
61019010 Payroll Taxes		3,600	3,600	100.00%
61019020 Workers Compensation	544	600	56	9.33%
6102100 Renewal Notices		100	100	100.00%
6109000 Misc. Office Expenses		500	500	100.00%

<b>Total 6100000 Office and Administrative</b>	<b>\$ 641</b>	<b>\$ 44,050</b>	<b>\$ 43,409</b>	<b>98.54%</b>
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6200000 Executive Committees

6210000 Chairman

6210110 Chair Office/General Admin. Expenses		100	100	100.00%
6210200 Chair Travel/Entertainment		2,000	2,000	100.00%
6210300 Diversity and Inclusion		500	500	100.00%

<b>Total 6210000 Chairman</b>	<b>\$</b>	<b>2,600</b>	<b>\$ 2,600</b>	<b>100.00%</b>
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6220000 Treasurer

6220110 Acctg Online Services		750	750	100.00%
6220120 Filing Fees		10	10	100.00%

<b>Total 6220000 Treasurer</b>	<b>\$</b>	<b>760</b>	<b>\$ 760</b>	<b>100.00%</b>
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6230000 Secretary		25	25	100.00%
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6240000 Awards

6240100 Swimmer of the Year		9,000	9,000	100.00%
6240130 Service/Achievement		1,500	1,500	100.00%
6240160 Coach of the year		300	300	100.00%

<b>Total 6240000 Awards</b>	<b>\$</b>	<b>10,800</b>	<b>\$ 10,800</b>	<b>100.00%</b>
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6260000 Scheduling	900	900		
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<b>Total 6200000 Executive Committees</b>	<b>\$ 900</b>	<b>\$ 15,085</b>	<b>\$ 14,185</b>	<b>94.03%</b>
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**6300000 Pool Meets**

**6310000 Sanction/Meet Operations**

6310100 USMS Pool Sanction Fees	50	1,000	950	95.00%
6310399 Contract Service for HyTek		12,000	12,000	100.00%
6310400 Pools/Meet Sanction (Bond) Refund		300	300	100.00%
6310500 PacMasters Meets		5,200	5,200	100.00%
6310650 Pool Meet Bonuses		2,500	2,500	100.00%
6310700 Championship Meet Awards		6,000	6,000	100.00%
6310750 Championship Meet Incentive		5,500	5,500	100.00%
6310900 Meet Equipment		4,000	4,000	100.00%
6310950 Pool Rental Subsidies		6,500	6,500	100.00%
6310999 Championship Officials stipend		7,000	7,000	100.00%
<b>Total 6310000 Sanction/Meet Operations</b>	<b>\$ 50</b>	<b>\$ 50,000</b>	<b>\$ 49,950</b>	<b>99.90%</b>

**6320000 Officials**

6320200 Officials Travel to Nationals		1,000	1,000	100.00%
6320250 Officials Local Travel Reimbursement		4,000	4,000	100.00%
6320900 Officials Clothing		500	500	100.00%
<b>Total 6320000 Officials</b>	<b>\$</b>	<b>5,500</b>	<b>\$ 5,500</b>	<b>100.00%</b>

**Total 6300000 Pool Meets**

<b>\$ 50</b>	<b>\$ 55,500</b>	<b>\$ 55,450</b>	<b>99.91%</b>
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**6400000 Open Water Expenses**

6400500 USMS OW Sanction Fees		7,000	7,000	100.00%
6400950 Virtual Event Manager		500	500	100.00%
6401200 Evaluator Travel Reimbursement		400	400	100.00%
6401300 Safety Vehicle Subsidy		3,000	3,000	100.00%
6401400 Open Water Points Awards		3,200	3,200	100.00%
6401500 Trailer&Buoy Maint. & Equip. Purchase		800	800	100.00%
6401550 Trailer Storage		900	900	100.00%
6480000 VP Open Water Discretionary		500	500	100.00%
<b>Total 6400000 Open Water Expenses</b>	<b>\$</b>	<b>16,300</b>	<b>\$ 16,300</b>	<b>100.00%</b>

**6500000 Communication & Technology**

6510000 Publications - Electronic				
6510100 Constant Contact		2,600	2,600	100.00%
<b>Total 6510000 Publications - Electronic</b>	<b>\$</b>	<b>2,600</b>	<b>\$ 2,600</b>	<b>100.00%</b>

**6520000 Web Site**

6520100 Web Internet Provider	41	1,220	1,179	96.67%
6520150 Software - Web Site		700	700	100.00%
6520599 Webmaster Contractor		7,000	7,000	100.00%
6520999 Other Web Contractors		2,500	2,500	100.00%
<b>Total 6520000 Web Site</b>	<b>\$ 41</b>	<b>\$ 11,420</b>	<b>\$ 11,379</b>	<b>99.64%</b>
<b>6530000 Technology</b>				
6530150 Software - Technology		500	500	100.00%
6530599 Contractors - Technology		1,000	1,000	100.00%
<b>Total 6530000 Technology</b>	<b>\$</b>	<b>1,500</b>	<b>\$ 1,500</b>	<b>100.00%</b>
<b>6540000 Marketing/Public Relation</b>				
6540050 Marketing and Membership		12,000	12,000	100.00%
<b>Total 6540000 Marketing/Public Relation</b>	<b>\$</b>	<b>12,000</b>	<b>\$ 12,000</b>	<b>100.00%</b>
<b>6580000 VP Communication &amp; Techn. Discretionary</b>		500	500	100.00%
<b>Total 6500000 Communication &amp; Technology</b>	<b>\$ 41</b>	<b>\$ 28,020</b>	<b>\$ 27,979</b>	<b>99.86%</b>
<b>6600000 Clubs and Coaches</b>				
6600100 Coaches Scholarship		5,000	5,000	100.00%
6600200 Coaches Travel Reimbursement		3,700	3,700	100.00%
6600500 Coaches Clinic Facilities Rental		800	800	100.00%
6600550 Other Coaches Clinics Expense		1,000	1,000	100.00%
6600599 Coaches Clinic Stipends		2,500	2,500	100.00%
6610000 ALTS		1,000	1,000	100.00%
6680000 VP Club and Coaches Discretionary		500	500	100.00%
<b>Total 6600000 Clubs and Coaches</b>	<b>\$</b>	<b>14,500</b>	<b>\$ 14,500</b>	<b>100.00%</b>
<b>6700000 USMS Volunteer Meeting</b>				
6700200 Delegates' Expense Reimbursement		15,000	15,000	100.00%
6700900 Other Volunteer Meeting Costs		1,000	1,000	100.00%
<b>Total 6700000 USMS Volunteer Meeting</b>	<b>\$</b>	<b>16,000</b>	<b>\$ 16,000</b>	<b>100.00%</b>
<b>6800000 Annual Meeting</b>				
6800100 Annual Mtg. Room Rental		4,000	4,000	100.00%
6800300 Annual Mtg. Catering & Food Supplied		8,000	8,000	100.00%
6800400 Annual Mtg. Pool Rental		900	900	100.00%
6800900 Other Annual Meeting costs		250	250	100.00%
6800999 Annual Mtg. Speaker Fees		7,000	7,000	100.00%
<b>Total 6800000 Annual Meeting</b>	<b>\$</b>	<b>20,150</b>	<b>\$ 20,150</b>	<b>100.00%</b>

6900000 USMS Dues							
6901100 PacMasters Scholarship and over 85			1,800	1,800	100.00%		
Total 6900000 USMS Dues			<u>1,800</u>	<u>1,800</u>	<u>100.00%</u>		
Total 6000000 EXPENSE	\$	1,632	\$	211,405	\$	209,773	99.23%
Total Expenditures	\$	1,632	\$	211,405	\$	209,773	99.23%
Net Operating Revenue	\$	48,149	-\$	39,945	-\$	88,094	220.54%
Net Revenue	\$	48,149	-\$	39,945	-\$	88,094	220.54%

**NOTES:**

**1. Interest from new CD!**

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**Pacific Local Masters Swimming Committee**  
**Budget vs. Actuals: FY2022 - FY22 P&L**

January - December 2022

	Total			
	Actual	Budget	Remaining	% Remaining
<b>Revenue</b>				
<b>4000000 INCOME</b>				
<b>4010000 Registration</b>				
4011000 Membership Dues	124,996	120,000	-4,996	-4.16%
4012000 Clubs Registration	1,641	1,320	-321	-24.32%
4014000 PacMasters Donations	5,118	2,500	-2,618	-104.72%
<b>Total 4010000 Registration</b>	<b>\$ 131,755</b>	<b>\$ 123,820</b>	<b>-\$ 7,935</b>	<b>-6.41%</b>
<b>4020000 Event Fee Income</b>				
4020200 Open Water Sanction Fees	2,690	7,000	4,310	61.57%
4020300 Meet Management Services		10,000	10,000	100.00%
4020400 Sanction Bond Deposits		200	200	100.00%
<b>Total 4020000 Event Fee Income</b>	<b>\$ 2,690</b>	<b>\$ 17,200</b>	<b>\$ 14,510</b>	<b>84.36%</b>
<b>4070000 Other Income</b>				
4070100 Clinic Revenue	1,150	1	-1,149	-114925.00%
4070500 PacMasters Meet		26,500	26,500	100.00%
<b>Total 4070000 Other Income</b>	<b>\$ 1,150</b>	<b>\$ 26,501</b>	<b>\$ 25,351</b>	<b>95.66%</b>
<b>Total 4000000 INCOME</b>	<b>\$ 135,596</b>	<b>\$ 167,521</b>	<b>\$ 31,925</b>	<b>19.06%</b>
<b>Total Revenue</b>	<b>\$ 135,596</b>	<b>\$ 167,521</b>	<b>\$ 31,925</b>	<b>19.06%</b>
<b>Gross Profit</b>	<b>\$ 135,596</b>	<b>\$ 167,521</b>	<b>\$ 31,925</b>	<b>19.06%</b>

Expenditures

6000000 EXPENSE

6100000 Office and Administrative

6100110 Supplies	3,247	3,500	253	7.23%
6100120 Postage	296	600	304	50.67%
6100130 Printing		200	200	100.00%
6100300 Telephone	797	700	-97	-13.82%
6100400 Rule Books	92	100	8	8.00%
6100450 File Storage	3,741	3,900	159	4.08%
6101200 Office Travel/Training/Entertainment	116	50	-66	-131.12%
6101900 Office Administrator	29,529	30,600	1,071	3.50%
61019010 Payroll Taxes	2,581	2,760	179	6.49%
61019020 Workers Compensation	532	1,000	468	46.80%
6102100 Renewal Notices		100	100	100.00%
6109000 Misc. Office Expenses	480	500	20	4.00%

**Total 6100000 Office and Administrative**      **\$ 41,410**    **\$ 44,010**    **\$ 2,600**      **5.91%**

6200000 Executive Committees

6210000 Chairman

6210110 Chair Office/General Admin. Expenses		250	250	100.00%
6210200 Chair Travel/Entertainment	214	2,000	1,786	89.30%
6210300 Diversity and Inclusion		200	200	100.00%

**Total 6210000 Chairman**      **\$ 214**    **\$ 2,450**    **\$ 2,236**      **91.26%**

6220000 Treasurer

6220110 Acctg Online Services	738	750	12	1.60%
6220120 Filing Fees		10	10	100.00%

**Total 6220000 Treasurer**      **\$ 738**    **\$ 760**    **\$ 22**      **2.89%**

6230000 Secretary                     25      25      100.00%

6240000 Awards

6240100 Swimmer of the Year	400	1,000	600	60.00%
6240130 Service/Achievement	841	1,500	660	43.97%
6240160 Coach of the year	224	300	76	25.33%

**Total 6240000 Awards**      **\$ 1,465**    **\$ 2,800**    **\$ 1,336**      **47.70%**

6250000 Hospitality                100      100      100.00%

6260000 Scheduling                400      400      100.00%



<b>Total 6200000 Executive Committees</b>	<b>\$</b>	<b>2,417</b>	<b>\$</b>	<b>6,535</b>	<b>\$</b>	<b>4,118</b>	<b>63.02%</b>
<b>6300000 Pool Meets</b>							
<b>6310000 Sanction/Meet Operations</b>							
6310100 USMS Pool Sanction Fees		750		1,000		250	25.00%
6310399 Contract Service for HyTek		250		12,000		11,750	97.92%
6310400 Pools/Meet Sanction (Bond) Refund				200		200	100.00%
6310500 PacMasters Meets		158		26,500		26,342	99.40%
6310650 Pool Meet Bonuses		1,100		3,000		1,900	63.33%
6310700 Championship Meet Awards		6,793		3,000		-3,793	-126.44%
6310750 Championship Meet Incentive		5,500		5,500			
6310900 Meet Equipment		1,055		2,500		1,445	57.81%
6310999 Championship Officials stipend		7,250		8,000		750	9.38%
<b>Total 6310000 Sanction/Meet Operations</b>	<b>\$</b>	<b>22,856</b>	<b>\$</b>	<b>61,700</b>	<b>\$</b>	<b>38,844</b>	<b>62.96%</b>
<b>6320000 Officials</b>							
6320200 Officials Travel to Nationals		1,533		1,800		267	14.86%
6320250 Officials Local Travel Reimbursement		4,744		1,700		-3,044	-179.05%
6320900 Officials Clothing				500		500	100.00%
<b>Total 6320000 Officials</b>	<b>\$</b>	<b>6,276</b>	<b>\$</b>	<b>4,000</b>	<b>-\$</b>	<b>2,276</b>	<b>-56.91%</b>
<b>Total 6300000 Pool Meets</b>	<b>\$</b>	<b>29,132</b>	<b>\$</b>	<b>65,700</b>	<b>\$</b>	<b>36,568</b>	<b>55.66%</b>
<b>6400000 Open Water Expenses</b>							
6400500 USMS OW Sanction Fees		4,590		7,000		2,410	34.43%
6400900 OW Clinic Sponsorship		600		600			
6401200 Evaluator Travel Reimbursement		420		400		-20	-4.95%
6401300 Safety Vehicle Subsidy		500		3,000		2,500	83.33%
6401400 Open Water Points Awards		2,900		3,200		300	9.38%
6401500 Trailer&Buoy Maint. & Equip. Purchase				500		500	100.00%
6401550 Trailer Storage		910		900		-10	-1.11%
6480000 VP Open Water Discretionary		660		500		-160	-32.00%
<b>Total 6400000 Open Water Expenses</b>	<b>\$</b>	<b>10,580</b>	<b>\$</b>	<b>16,100</b>	<b>\$</b>	<b>5,520</b>	<b>34.29%</b>
<b>6500000 Communication &amp; Technology</b>							
<b>6510000 Publications - Electronic</b>							
6510100 Constant Contact		2,562		2,600		38	1.46%
<b>Total 6510000 Publications - Electronic</b>	<b>\$</b>	<b>2,562</b>	<b>\$</b>	<b>2,600</b>	<b>\$</b>	<b>38</b>	<b>1.46%</b>
<b>6520000 Web Site</b>							

6520100 Web Internet Provider	535	500	-35	-6.92%
6520150 Software - Web Site		500	500	100.00%
6520599 Webmaster Contractor	7,000	7,000	0	0.00%
6520999 Other Web Contractors	10,000	10,000		
<b>Total 6520000 Web Site</b>	<b>\$ 17,535</b>	<b>\$ 18,000</b>	<b>\$ 465</b>	<b>2.58%</b>
<b>6530000 Technology</b>				
6530150 Software - Technology	756	500	-256	-51.11%
6530599 Contractors - Technology	3,000	3,000		
<b>Total 6530000 Technology</b>	<b>\$ 3,756</b>	<b>\$ 3,500</b>	<b>-\$ 256</b>	<b>-7.30%</b>
<b>6540000 Marketing/Public Relation</b>				
6540050 Marketing and Membership	2,014	9,500	7,486	78.80%
<b>Total 6540000 Marketing/Public Relation</b>	<b>\$ 2,014</b>	<b>\$ 9,500</b>	<b>\$ 7,486</b>	<b>78.80%</b>
<b>6580000 VP Communication &amp; Techn. Discretionary</b>				
6580000 VP Communication & Techn. Discretionary	200	500	300	60.00%
<b>Total 6500000 Communication &amp; Technology</b>	<b>\$ 26,066</b>	<b>\$ 34,100</b>	<b>\$ 8,034</b>	<b>23.56%</b>
<b>6600000 Clubs and Coaches</b>				
6600100 Coaches Scholarship	5,464	7,160	1,696	23.69%
6600200 Coaches Travel Reimbursement	3,863	3,900	37	0.96%
6600500 Coaches Clinic Facilities Rental	140	800	660	82.50%
6600550 Other Coaches Clinics Expense	720	800	80	10.06%
6600599 Coaches Clinic Stipends	900	800	-100	-12.50%
6610000 ALTS		500	500	100.00%
6680000 VP Club and Coaches Discretionary	432	500	68	13.58%
<b>Total 6600000 Clubs and Coaches</b>	<b>\$ 11,518</b>	<b>\$ 14,460</b>	<b>\$ 2,942</b>	<b>20.34%</b>
<b>6700000 USMS Volunteer Meeting</b>				
6700200 Delegates' Expense Reimbursement	11,746	15,000	3,254	21.69%
6700900 Other Volunteer Meeting Costs		1,000	1,000	100.00%
<b>Total 6700000 USMS Volunteer Meeting</b>	<b>\$ 11,746</b>	<b>\$ 16,000</b>	<b>\$ 4,254</b>	<b>26.59%</b>
<b>6800000 Annual Meeting</b>				
6800100 Annual Mtg. Room Rental		4,000	4,000	100.00%
6800300 Annual Mtg. Catering & Food Supplied		8,000	8,000	100.00%
6800400 Annual Mtg. Pool Rental		900	900	100.00%
6800500 Annual report		250	250	100.00%
6800900 Other Annual Meeting costs	1,960	250	-1,710	-684.00%
6800999 Annual Mtg. Speaker Fees	5,000	7,000	2,000	28.57%

<b>Total 6800000 Annual Meeting</b>	<b>\$</b>	<b>6,960</b>	<b>\$</b>	<b>20,400</b>	<b>\$</b>	<b>13,440</b>	<b>65.88%</b>
<b>6900000 USMS Dues</b>							
6901100 PacMasters Scholarship and over 85		1,419		1,300		-119	-9.15%
<b>Total 6900000 USMS Dues</b>	<b>\$</b>	<b>1,419</b>	<b>\$</b>	<b>1,300</b>	<b>-\$</b>	<b>119</b>	<b>-9.15%</b>
<b>6990000 Other Income/Expenses</b>							
6990100 PacMasters Grants & Gifts		3,859		2,000		-1,859	-92.93%
<b>Total 6990000 Other Income/Expenses</b>	<b>\$</b>	<b>3,859</b>	<b>\$</b>	<b>2,000</b>	<b>-\$</b>	<b>1,859</b>	<b>-92.93%</b>
<b>Total 6000000 EXPENSE</b>	<b>\$</b>	<b>145,107</b>	<b>\$</b>	<b>220,605</b>	<b>\$</b>	<b>75,498</b>	<b>34.22%</b>
<b>Total Expenditures</b>	<b>\$</b>	<b>145,107</b>	<b>\$</b>	<b>220,605</b>	<b>\$</b>	<b>75,498</b>	<b>34.22%</b>
<b>Net Operating Revenue</b>	<b>-\$</b>	<b>9,511</b>	<b>-\$</b>	<b>53,084</b>	<b>-\$</b>	<b>43,573</b>	<b>82.08%</b>
<b>Net Revenue</b>	<b>-\$</b>	<b>9,511</b>	<b>-\$</b>	<b>53,084</b>	<b>-\$</b>	<b>43,573</b>	<b>82.08%</b>

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