



Fees with Purpose - Funding what matters

Expectations

- Engage
- Collaborate
- Be curious
- Provide Insight
- Communicate Post-Summit



Strategic Plan

- What are the LSC's priorities to achieve your mission?
- In what ways do your current fees support these priorities?
- Where do you see gaps or underfunded areas that directly impact members?



Pair Share!

Are your LSC fees transparent and well understood by clubs and families?

Fees and Spending Need a Purpose

- Who is the target
- What is the expected result?
- How long?
- How do you measure?
- Communicate!



Fee Allocation

Budget Category	Approx. % of Annual Budget	Examples of What It Supports	Notes/Impact
Athlete Development		Camps, Travel Support, Incentives	
Coach Education & Support		Clinics, Certifications, Stipends	
Meet Operations		Officials' support, Equipment, Subsidies	
Governance/Admin Costs		Staff, Tech systems, Insurance	
Outreach & DEI Programs		Access Programs, Scholarships	
Reserves/Contingency Fund		Emergency savings, long-term stability	



Fee Structure

Fee Type	Current Amount	Who Pays? (Club, Athlete, etc.)	Frequency	Notes/Comments
LSC Athlete Registration			Annual	
Club Membership Dues			Annual	
Meet Surcharge			Per Meet	
Admin/Technology Fee			Annual	
Other (Specify)				

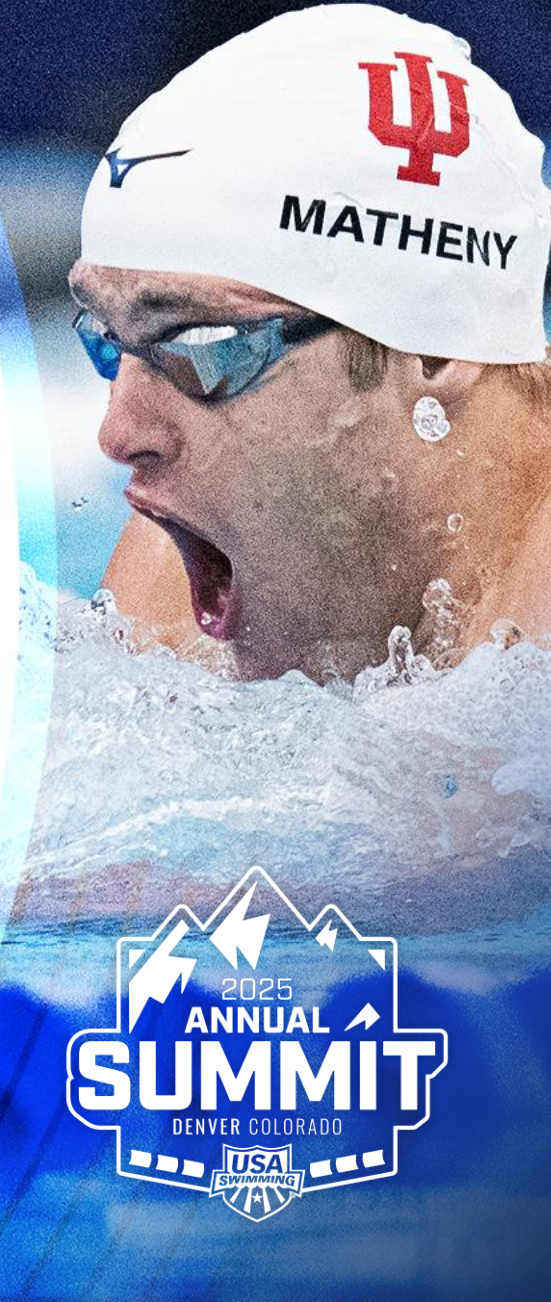


Pair Share!

What trade-offs have you made (or avoided) when adjusting fees in the past?

Tracking Effectiveness

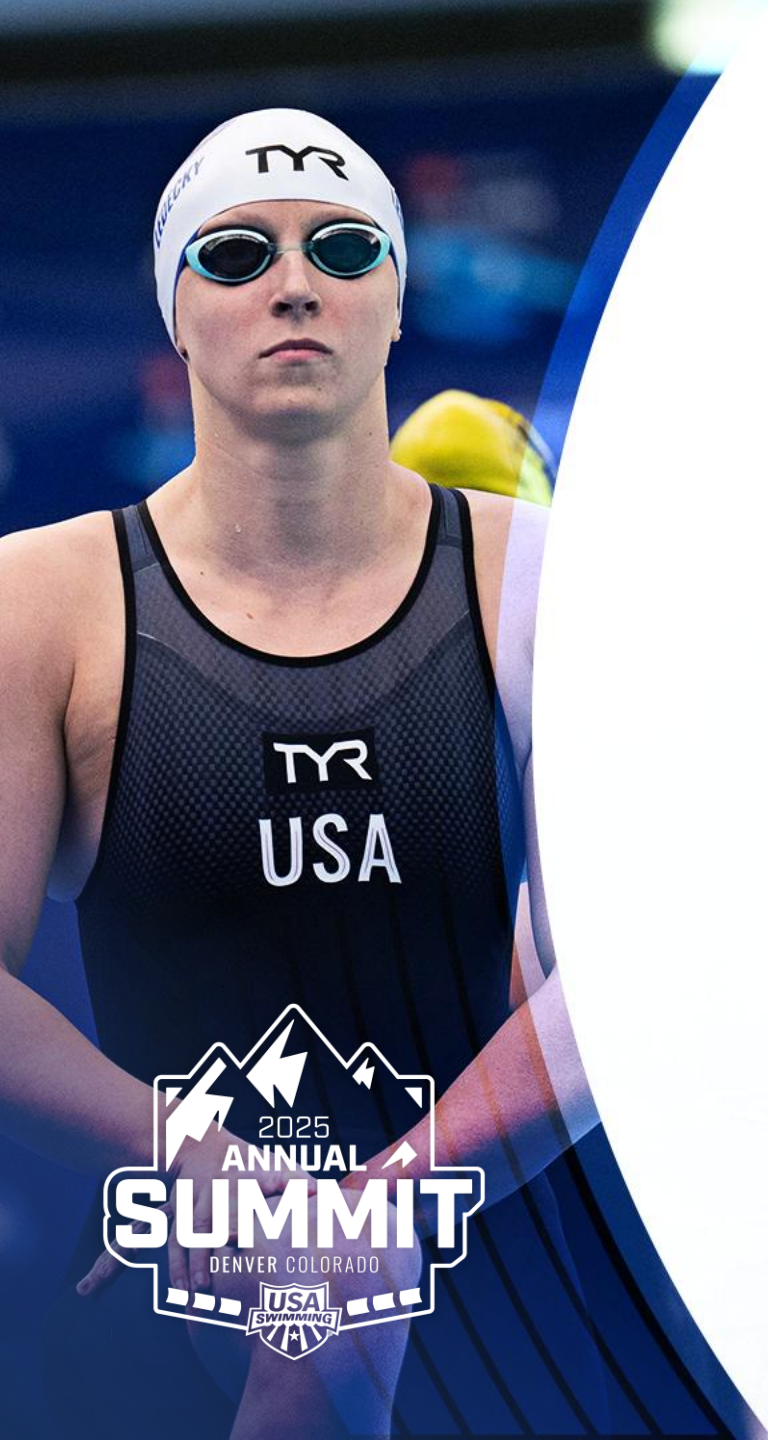
- Use data!
 - Performance Metrics: Track specific indicators such as new members, qualifiers, etc.
 - Observations: Collect qualitative data from participants
- Integrate evaluation from the start.





- Role of the LSC
- Govern local swimming competition
- Support clubs to promote athlete recruitment, retention, development, and safety.





Fiduciary Responsibility

Duty of Care

Make informed decisions and actively participate.

Duty of Loyalty

Prioritize the LSCs interests and avoid conflicts.

Duty of Obedience

Comply with laws, bylaws, and uphold the mission.

Duty of Confidentiality

Protect sensitive information from misuse.

Duty of Prudence

Exercise caution in financial and strategic decisions.

Duty to Disclose

Be transparent about relevant information and conflicts.

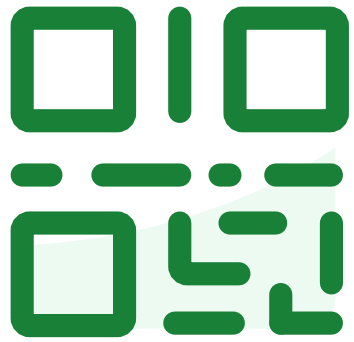
Pair Share!

Have you communicated the value of what LSC fees support to your members?

Flonkerton LSC

- Member Benefits
 - Coach Training
 - Meet/travel reimbursement for athletes, coaches, and officials
 - Background Check Assistance for Officials
 - Disability Education Training
 - Safe Sport Education
 - Outreach Support/Adaptive Meet Travel Support
 - Athlete Wellness
- Meet Assistance (Stipends/Awards)
- Staff
 - 4 PT LSC Staff (Office Manager, Sanctions/Times, Accounting, and Zone Team)
 - Club support: LSC staff who can help problem solve and provide resources/connections in the youth sports industry.
- Clinics – Targeted Clinics for athletes





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#4198984**



Is this a high fee or low fee?

Flonkerton LSC Continued

Fees:

Membership: \$21

Splash: \$2.50/per athlete

Sanction: \$30/day

Club: \$130



Squibberish LSC

- Member Benefits
 - Coach Assistance Fund
 - Meet/travel reimbursement for athletes, coaches, and officials
 - LSC Select Team Trips
 - Athlete Recognition: Annual scholarships. LSC Scholastic Team.
 - Championship Meets- We provide a championship meet experience for all athletes- during the months of July, December and February.
- Equipment rental (tech to support meet operations)
- Staff
 - 1 FT and 3 PT LSC Staff (Exec, Sanctions/Officials, Customer Service, and Performance Director)
 - Club support: LSC staff who can help problem solve and provide resources/connections in the youth sports industry.
- Clinics
 - LSC University/Coaches Clinic (annual). 80% club attendance over quad.
 - Quarterly clinics with Olympians and other elite athletes.





Is this a high fee or low fee?

Squibberish LSC Continued

Fees:

Membership: \$30

Splash: \$2.75/per splash

Sanction: \$50/day

Equipment rental: \$100/day

Club \$100



Conclusion

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Membership: \$30

Splash: \$2.75/per splash

Sanction: \$50/day

Equipment rental: \$100/day

Club \$100

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**Do you think your LSC fees are too high
or too low?**



What is the mean Premium Athlete LSC Fee?



What is the range of fees?

Assets

- What do you have?
- What do you need?
- What do you want from it?
- Consider what the unexpected benefits could be from a spenddown.



Pair Share!

What feedback have you received from clubs about fee affordability or impact?



**What types of fees do LSCs charge
(how do you generate your money)?**



What do LSCs spend on (What services do you offer)?

Feud #1

- Top Answers for LSC Fee Question



Feud #2

- What Services LSCs offer?



Homework

How might your LSC redistribute funds to better support growth and performance?



Parting Thoughts

Looking at fees is only a part of a strategic approach to LSC effectiveness.

Stakeholder input is critical to understand the needs of clubs and members.

Ask yourself, how does this benefit the athletes?

What action steps can your board take in the next 6 months to review or revise your fee model?

