



Contract No.: 775-9614

**Agreement to Supply: COMPETITIVE DIVE TEAM & INSTRUCTIONAL PROGRAMMING**

This agreement, made and entered into this the \_\_\_\_\_ day of \_\_\_\_\_, 2006, is by and between the **CITY OF FORT LAUDERDALE**, a Florida municipality, City Hall, 100 North Andrews Avenue, Fort Lauderdale, FL 33301, hereinafter called the "City" and

Name of **CONTRACTOR**: Burgering Enterprises, Inc.

Address: 5100 Coronado Ridge City: Boca Raton State: FL Zip: 33486

A Corporation  A Partnership  An Individual  Other: \_\_\_\_\_

authorized to do business in the State of Florida, hereinafter called the "Company" or "Contractor." Witnesseth that: Whereas, the City did advertise and issue a Request for Proposal (RFP) for supplying the requirements of the City for the items and/or service listed above for a period of two (2) years with two (2), two (2) year extension options and the Contractor submitted a proposal that was accepted and approved by the City.

Formal authorization of this contract was adopted by the City Commission on: December 12, 2006 Pur-01

Now, therefore, for and in consideration of the premises and the mutual covenants herein contained, the parties covenant and agree as follows:

1. The Company agrees to provide to the City and the City agrees to buy from the Company, during the period beginning ~~12/13/06~~ <sup>12/11/06</sup> and ending ~~11/13/09~~ <sup>11/15/09</sup> for the requirements listed above and according to the following specifications, terms, covenants and conditions. *BB*

a. The Request for Proposal containing General Conditions, Special Conditions, Specifications, addenda, if any, and other attachments forming a part of RFP Number 775-9614 and the Contractor's proposal in response, form a part of this contract and by reference are made a part hereof.

b. In construing the rights and obligations between the parties, the order of priority in cases of conflict between the documents shall be as follows:

- 1) This contract Form G-110, Rev. 12/00
- 2) The City's RFP and all addenda thereto
- 3) Contractor's proposal in response to the City's RFP

c. **Warranty:** The Company by executing this contract embodying the terms herein warrants that the product and/or service that is supplied to the City shall remain fully in accord with the specifications and be of the highest quality. In the event any product and/or service as supplied to the City is found to be defective or does not conform to specifications the City reserves the right to cancel that order upon written notice to the Contractor and to adjust billing accordingly.

d. **Cancellation:** The City may cancel this contract upon notice in writing should the Contractor fail to reasonably perform the service of furnishing the products and/or services as specified herein upon 30 days written notice. This applies to all items of goods or services.

e. **Taxes Exempt:** State Sales (#16-03-196479-54C) and Federal Excise (#59-600319) Taxes are normally exempt, however, certain transactions are taxable. Consult your tax practitioner for guidance where necessary.

f. **Invoicing:** Contractor will forward all invoices in duplicate for payment to the following: Finance Department, 100 N. Andrews Avenue, 6th Floor, Fort Lauderdale, FL 33301. If discount, other than prompt payment terms applies, such discount MUST appear on the invoice.

**2. Contract Special Conditions:** The following special conditions are made a part of and modify the standard provisions contained in this contract Form G-110.

**3. Contract Summary:**

a. Attachments:

**Burgering Enterprises, Inc.'s response to the RFP and a copy of the RFP document.**

b. Payment Terms: Per RFP

c. Delivery: Per RFP

d. Insurance: Yes  No

e. Performance Bond/Letter of Credit: Yes  No

f. Procurement Specialist's Initials: RE

**4. Contractor's Phone Numbers:** Office: 561-213-2914

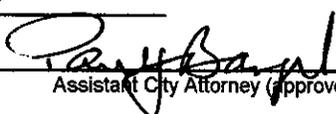
**5. Contractor's Fax Number:** 561-392-7278

**6. Contractor's E-Mail Address:** dburgering@aol.com

**City of Fort Lauderdale**

By:   
Director of Procurement Services (City Manager's Designee)

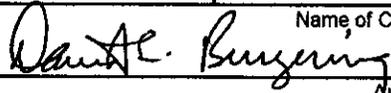
Auth: Sec. 2-180(8) of Code and Procurement Memo No. 04-03

Date: 1/23/07  
  
Assistant City Attorney (approved as to form)

Date: 1/5/7

**Contractor/Vendor**

DAVID E. BURGERING  
Name of Company Officer (please type or print)

By:   
Authorized Officer's Signature

Title: OWNER

Date: JAN/8/2007

Secretary (please type or print)

Attest: \_\_\_\_\_  
Signature of Secretary

# CONTRACT COPY

## PROPOSAL SIGNATURE PAGE

TO: The CITY of Fort Lauderdale, FL

The below signed hereby agrees to furnish the following article(s) or services at the price(s) and terms stated subject to all instructions, conditions, specifications addenda, legal advertisement, and conditions contained in the RFP. I have read all attachments including the specifications and fully understand what is required. By submitting this signed proposal I will accept a contract if approved by the CITY and such acceptance covers all terms, conditions, and specifications of this proposal.

**Please Note:** If responding to this solicitation through RFP Depot, the electronic version of the bid response will prevail, unless a paper version is clearly marked **by the bidder** in some manner to indicate that it will supplant the electronic version.

Proposal submitted by: David E. Burgering (signature) 10/22/06 (date)

Name (printed) David Burgering Title: Owner

Company: (Legal Registration) Burgering Enterprises, Inc.

**CONTRACTOR, IF FOREIGN CORPORATION, SHALL BE REQUIRED TO OBTAIN A CERTIFICATE OF AUTHORITY FROM THE DEPARTMENT OF STATE, IN ACCORDANCE WITH FLORIDA STATUE §607.1501 (visit <http://www.dos.state.fl.us/doc/>)**

Address: 5100 Coronado Ridge

CITY Boca Raton State: FL Zip 33486

Telephone No. (561) 213-2914 FAX No. (561) 392-7278

E-MAIL: dburgering@aol.com

Does your firm qualify for MBE or WBE status In accordance with Section 1.08 of General Conditions?

MBE No WBE No

**ADDENDUM ACKNOWLEDGEMENT** - Proposer acknowledges that the following addenda have been received and are included in his proposal:

Addendum No.

Date Issued

**VARIANCES:** State any variations to specifications, terms and conditions in the space provided below or reference in the space provided below all variances contained on other pages of RFP, attachments or proposal pages. No variations or exceptions by the Proposer will be deemed to be part of the proposal submitted unless such variation or exception is listed and contained within the proposal documents and referenced in the space provided below. If no statement is contained in the below space, it is hereby implied that your proposal complies with the full scope of this RFP.

Variances:

None

# Competitive Dive Team & Instructional Programming

Request for Proposal  
#775 - 9614

Release date RFP 9/22/06

Due and Open date: 10/24/06  
2:00 PM

**CONTRACT  
COPY**

**ORIGINAL  
BID**

**Burgering Enterprises, Inc.  
5100 Coronado Ridge  
Boca Raton, FL 33486**

**Dave Burgering  
(561) 213-2914  
dburgering@aol.com**

**Original**

**Response to Proposal  
Competitive Dive Team & Instructional  
Programming  
RFP No. 775-9614**

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## **Preferred Qualifications**

1. Graduated from an accredited college or university with a Bachelor's Degree. Provide copy of diploma. (See attached)
2. Graduated from an accredited college or university with a Master's Degree. Provide copy of diploma. N/A
3. Graduated from an accredited college or university with a Phd. Provide a copy of diploma. N/A
4. Must be an active coach for sanctioned USA Diving or FINA recognized competitive dive team within the last year. Provide a letter from the national governing body i.e. USA Diving. (See attached letter from Todd Smith, Executive Director, USA Diving)
5. Proficiency with the operation of electronic timing system equipment – Colorado Time Systems or equivalent. Provide a letter from a USA Diving or FINA Official. (See attached letter from Todd Smith, Executive Director, USA Diving)
6. Experience operating DiveMeets.Com software/technology. Provide a letter from USA Diving, FINA Official or DiveMeets.Com. (See attached DiveMeets Certificate Of Training from DiveMeets.com)
7. Experience as a competitive Dive Camp Director. Provide a letter from contract administrator. (See attached letter from Todd Smith, Executive Director, USA Diving)

# MICHIGAN STATE UNIVERSITY

Upon the Nomination of the Faculty has conferred upon

**David Earl Burgering**

the Degree of

**Bachelor of Science**

Given under the Seal of the University at East Lansing in the  
State of Michigan on this seventeenth day of March in  
the year Nineteen Hundred and Seventy-eight.

*Edw. J. Barber*

Secretary, Board of Trustees



*Edgar L. Harsen*

Acting President of the University



August 28, 2006

City of Fort Lauderdale  
Fort Lauderdale Aquatic Complex  
501 Seabreeze Blvd.  
Fort Lauderdale, FL

To Whom It May Concern:

This is to verify that David Burgering is a coach member in good standing with USA Diving, Inc. David is our current President and a life member of USA Diving. He is also one of our FINA level A judges, the highest level of international judging one can attain. FINA recently selected him to be the USA representative to judge the 2007 World Championships in Australia.

David also has experience running high-level USA and FINA competitions. One of his responsibilities while serving as USA Diving's Vice President, Senior Diving, was to administer the Senior National Championships. He also directed a USA Diving/FINA Grand Prix event held at Coral Springs Aquatic Complex. While handling these events, he learned how to organize training, secure hotel accommodations, coordinate numerous volunteers, and use electronic diving software.

David is also the current chairperson for USA Diving's Committee for Olympic Success (COS), and he has been involved in USA Diving's Olympic Medalist Potential camps. Although he was not the person in charge of the camps, the COS's responsibilities were to review, change or approve all camp dates, schedules, and invitees.

Sincerely,

A handwritten signature in black ink that reads "Todd Smith".

Todd Smith  
Executive Director/CEO, USA Diving, Inc.

# DiveMeets Certificate Of Training



**Dave Burgering**

8.24.2006

**Has successfully completed a DiveMeets training session covering  
the operation of The DiveMeets Meet Management System.**

Philip Kelly Jackman  
DiveMeets.Com / Meet Control LLC  
Certificate Verification [divemeets.com/certificates.html](http://divemeets.com/certificates.html)

DM ID: 10010

# **Technical Proposal Response**

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## Technical Proposal Response

**1. Understanding of the City's needs for a competitive diving team and diving program services and your overall approach to those needs that will serve to compliment and promote the Fort Lauderdale Aquatic Complex, the welfare of our community, and patrons as well as generate equitable revenue for the City of Fort Lauderdale under your direction.**

I have worked for a municipality the past 13 of my 21 years of full time coaching. I recognize the benefits and importance of providing a variety of diving opportunities for the community. I understand the need for what I call a 2 in 1 program. This means that there needs to be two different programs under one team/director. The two programs are a recreational/community lesson program and a competitive team program. I will offer both of these services at the Fort Lauderdale Aquatic Complex to ensure revenue and competitive success as well as welfare of the community.

I want the City of Fort Lauderdale and the Fort Lauderdale Aquatic Complex to understand that this program will be the only program I will be involved with if awarded this bid. I will put 100% of my efforts in making this program all I can make it. I will always direct divers to attend lessons, camps, as well as dive for the Ft. Lauderdale Diving Team. I will have no other affiliations or clubs.

The recreational/community lesson program will offer instruction and "play" time in a fun, safe diving environment for anyone interested. These students will be allowed to learn at their own pace without the pressure of competitions. The students will also be permitted to stay in this program as long as they wish. If or when they show interest in a competitive program, we will move them into that pipeline. This program is consists of private and group lessons.

I will have a highly successful competitive program that includes private coaching, team coaching, camps, clinics, special events, and competitions. I will also have various divisions of team memberships including National, Junior Olympic, Future Champions and Masters. Through the efforts of a highly competitive successful program athletes from around the country will be encouraged to train at the Fort Lauderdale Aquatic Complex and for the Fort Lauderdale Diving Team.

I will work with the City, the Florida Gold Coast Diving Association, USA Diving and FINA to secure local, regional, zone, national and international events which will help promote the complex and provide revenue to the City.

I have secured a marketing company, Xperience Marketing Solutions, which will help with all the marketing needs of the team with approval from the City. This will help with the growth and development of the team, lessons, and camps. I will also develop a Web page to help with the recruitment of athletes volunteers, and potential sponsors and provide communication about the programs offered with the Competitive Dive Team & Instructional Program.

I will also develop a regional, national and international competition schedule for all levels (Future Champions, Junior Olympic, Senior, and Masters) that will foster not only their growth, but will create a brand for the City of Ft. Lauderdale, the Aquatic Complex and the Diving Team.

I will be offering a summer diving day camp for children in and around the community that will give daily diving instructions to encourage these children to join the lesson program or the team. I will also be offering a high school diving clinic in which I will invite all high school divers from Broward County to participate. This clinic will

provide trampoline and dry board training, as well as 1 meter training to help these divers prepare for the high school championship season.

I have been coaching in South Florida for the past 17 years which has given me an understanding of what the needs and special conditions are in this area. This experience includes: the knowledge of what other youth programs we are in competition with, what times of the year is best to place fliers in the schools, when to host high school clinics/camps, what local, regional, zone, national and international competitions to attend, what marketing/advertising is effective, and familiarity with the local weather patterns. I already have an understanding of the highly competitive diving programs within the Florida Gold Coast Diving Association that are in close proximity to Fort Lauderdale Aquatic Complex. This knowledge gives me the edge on knowing how to handle the competition of such a high concentration of programs all competing for the same group of athletes, what fees to charge to be competitive, how many days per week to offer training opportunities and what lesson and team divisions and progressions work. Therefore if awarded the bid, I will be able to start programming immediately with no delay.

Through these efforts, Burgering Enterprises, Inc. will build an outstanding program that will be all inclusive which in return will generate revenue to the City and the Aquatic Complex. In the following proposal response, I will provide details of my plan

I want to take this opportunity to explain to the City of Fort Lauderdale my goals as a coach, that being an Olympic Coach. In 1980 I made the Olympic Team as an athlete, but because of the boycott was unable to attend the games. This disappointment has been and continues to be the driving force for me as a coach. It has kept the fire burning inside of me from the beginning and will continue to keep me working hard to help my athletes become internationally successful so that I may reach my professional goal.

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**2. How many days from contract award would you need prior to initiating full operations?**

My current contract with the City of Coral Springs requires 30 days notice. They are aware of my application with the City of Fort Lauderdale. If the City of Coral Springs waives this requirement, I would be available to begin my duties sooner. If awarded this bid, I will also begin work immediately to prepare all the necessary forms, fees schedule, training schedule, training aids, and other items necessary to run a successful program once I begin full time.

# Operational Plan

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**A. Business Plan: including mission, vision, core values, standard operating procedures and marketing plan for the proposed team, growth projections and plans to grow the programs.**

### **Mission Statement**

Our mission is to teach the sport of diving while allowing individuals the opportunity to reach their goal, in a fun and safe environment.

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### **Vision**

Fort Lauderdale Diving Team is the most successful (revenue & number of participants), high performing USA Diving Club in the country.

This excellence will be exhibited through:

- Dominance in local, regional, zone, national and international competition
- A diverse, dynamic, growing and engaged membership
- Cutting-edge training

### **Core Values**

- Our pride and belief in the sport and what it teaches – is the basis for all we do.
- We are committed to providing comprehensive opportunities for all who are interested in diving – from novice to international competition.
- Fort Lauderdale Diving Staff and its members will operate with the highest integrity and a sense of trust among all entities of sport.
- As we continue to change and grow, we will honor the past while building for the future.
- Although performing as individual divers, teamwork at all levels of the organization is expected.
- Courage, perseverance and grace are essential elements of our work.

## **Standard Operation Procedure – Administration**

**Purpose:** To establish the efficient operation of the dive team office and administrative duties

### **Procedure:**

- Maintain the dive office in a clean, organized and professional manner
- Answer the phone within 3 rings
- Assure that answering machine is operational so it will record calls when staff is absent from the office
- Return phone messages within 24 hours
- Schedule staff meetings on a monthly basis and when needed
- Maintain a secure filing system to include but not limited to:
  - Attendance sheets
  - Medical forms
  - Release forms
  - Consent to treat minor
  - Accident reports
  - Incident reports
  - Team rules and regulations
  - Team code of conduct for travel competitions
  - Copies of all team and lesson divers USA Diving Membership Cards
  - Copies of all Coaching staff's CPR, First Aid and USA Diving Membership Cards
  - Meet Schedule
  - Team Information Packet
  - Waiver Release
  - Fee Schedule
  - Team & lesson roster
- Maintain in working order
  - Telephone
  - Fax Machine
  - Computer
  - Printer
  - Copy machine
- Schedule monthly meetings with bookkeeper/CPA
  - Maintain financial records
- Schedule quarterly meeting with marketing consultant or as needed
- Head Coach will maintain accessible and convenient office hours
- Provide all requested documentation to the City as per contract or when requested

## **Standard Operation Procedure – Staff**

**Purpose:** To establish rules and regulations, chain of command, and certifications for all coaching staff members

### **Procedure:**

- Follow the established chain of command:
  - The Head Coach reports to the Manager of the Aquatic Complex
  - The Head Coach is the director of the diving program
  - The Assistant Coach is in charge in the absence of the Head Coach, and reports to the Head Coach
  - The Lesson Instructor reports to the Head Coach
- Maintain current USA Diving Safety Certification
- Main current USA Diving coaching membership
- Maintain current CPR and First Aid certificates
- Will follow the USA Diving Safety Training Manual
- Follow the rules and regulations of the Aquatic Complex
- Arrive promptly as scheduled
- Record daily attendance and submit to Head Coach at the end of each month
- Assure all team forms are signed and submitted before diver starts training
- Assure all divers are members of USA Diving in good standing
- Inspect all diving equipment before training begins and either repair equipment or shut down the equipment until repairs can be made
- Supervise all aspects of the training program
- Clean and secure working areas at the end of each training session

## **Standard Operating Procedures – Safety Documentation Responsibilities**

**Purpose:** Coaching staff and officials should keep written records of actions related to risk management, injury control, emergency response and care of injuries that document fulfillment of safety related responsibilities. The appropriate incident/accident report will be completed and submitted to the City and or USA Diving and a copy will be maintained in the diving office.

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### **Procedure:**

- Organize a filing system to house forms associated with safety responsibilities
- Complete an incident report when there is an occurrence that does not include an injury such as a significant argument, inappropriate behavior or interaction or language
- Complete an accident report in the event of any injury or possible injury.
- Submit the report to the appropriate agency and keep a copy on file in the dive office
- Perform daily visual inspection of all equipment and facility prior to use
- Complete inspection checklist in the event it has been identified that there are equipment or facility issues in need of repair and submit to the appropriate entity
- Maintain a copy of reports in the diving office
- Post emergency numbers, proper address of the facility and how to enter the facility

## **Standard Operating Procedure – Safety Emergency Plan – Non Life Threatening**

**Purpose:** To establish an Emergency Action Plan (EAP) which provides guidelines for appropriate action in an emergency that is non life threatening such as:

- Soft tissue injuries
- Closed wound injuries
- Open wound injuries
- Strains and sprains
- Dislocations and fractures
- Rotator cuff injuries
- Muscle spasms
- Nose bleeds and ear drum ruptures
- Genitalia injuries
- Bites and Stings

### **Procedure:**

- Identify the nature of the emergency
- Move the victim to safety
- Thoroughly assess victim's condition
- Provide first aid according to nature of condition
- Notify EMS if necessary
- Clear diving pool if necessary
- Notify appropriate supervisors
- Interview witnesses if applicable and document on appropriate form
- Notify parent or family member
- If blood contaminates the pool deck, coping, or walkways made of cement, granite, rock or other porous surface:
  - Mix 4 oz of granular chlorine with 1 gallon water or
  - Mix 16 oz (one pint) of liquid chlorine with 1 gallon water
  - Apply the solution on all contaminated surfaces and let stand for 5 minutes
  - Rinse the surface with water from a hose toward a drain
  - Sanitize the surface a second time, let sit and rinse thoroughly again.
  - Allow the surface to dry completely before permitting anyone to walk on it or use it in any way
- If blood contaminates hard surfaces such as the diving boards, platforms, rubber-type platform surface material, small deck area, bleachers:
  - Mix household bleach and tap water in a 2 gallon bucket using no weaker a solution that 1 part bleach to 100 parts water, and no stronger than 1 part bleach to 10 parts water (i.e. ½ cup bleach to 2 gallons of tap water). This must be prepared fresh, and not allowed to stand more than 24 hours
  - Wear impermeable gloves
  - Contain the blood spill in the smallest area possible by absorbing the spill with paper towels
  - Decontaminate the hard surface with the mixed solution
  - Reclean hard surfaces using fresh disposable toweling
  - Scrub the diving board using a plastic or fiber bristle brush

- Place all soiled waste in a plastic moisture resistant bag
- Wash hands
- Soft surfaces such as gymnastic mats, carpets and rugs
  - For carpets and rugs:
    - Use a sanitary absorbent cleanser
    - Agents labeled “hospital disinfectants” are acceptable cleaning agents such as:
      - Lysol
      - Hydrogen peroxide
      - Betadine
      - Glutaraldehyde
      - Isopropyl alcohol
      - Np-40 detergent
      - Chemical germicides registered with the Environmental Agency as sterilants are recommended
  - For gymnastic mats:
    - Cleaning agent must be a tuberculocidal
    - Precise Hospital Foam Cleaner Disinfectant (spray) is recommended
    - Wear impermeable gloves
    - Contain the blood spill in the smallest area possible by absorbing the spill with paper towels
    - Decontaminate the soft surface with the appropriate absorbent cleaning agent according to directions
    - Place all soiled waste in a moisture resistant bag
    - Wash hands

## **Standard Operating Procedure – Safety Emergency Plan – Life Threatening**

**Purpose:** To establish an Emergency Action Plan (EAP) which provides guidelines for life threatening emergencies such as:

- Shock
- Breathing emergencies
- Laryngospasm
- Head, Neck and Back Injuries
- Concussions
- Fractured Skull
- Facial Injuries
- Spinal Injuries
- Internal Bleeding
- Seizures in the Water
- Heat Exhaustion – Heat Stroke

### **Procedures:**

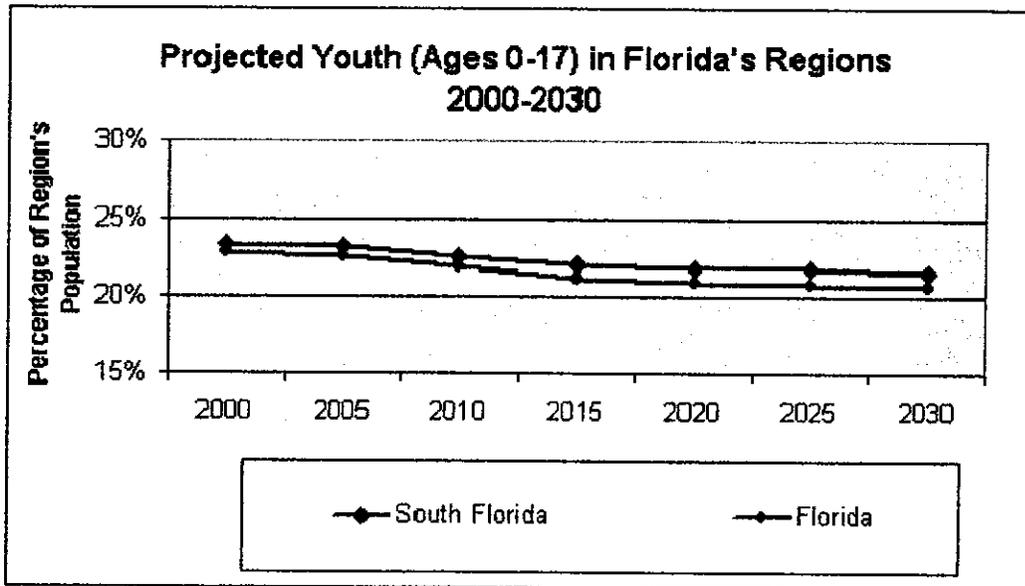
- Coach identifies the nature of the emergency
- Designee is ordered to activate 911 system
- Assess emergency care needs and acts according to apparent nature of injury
  - Spinal Injury Management
    - Call EMS
    - Provide in-line stabilization
    - Check ABC's
    - If breathing:
      - Place the victim on a back board
      - Apply a cervical collar
      - Strap the victim to the board and lift onto the deck
    - If not breathing;
      - Maintain Head-Splint
      - Give 2 full breaths
      - Check pulse
      - If pulse, apply modified jaw thrust and start rescue breathing; maintain head splint and place victim on backboard without strapping, lift victim and backboard onto deck; continue rescue breathing
      - If no pulse, maintain head splint and place victim on backboard without strapping, lift victim and backboard onto deck and begin CPR
    - Call/Inform Aquatic Staff
    - Call/Inform Parent
    - Staff members will follow the Aquatic Complex rescue policies

## Marketing Plan

### Demographics

Forces that affect the participation in the sport of diving include the population breakdown of the community. Below is a chart comparing the growth/decline of ages 0-17 in south Florida through the year 2030.

Projected Youth (Ages 0-17) in Florida's Regions 2000-2030



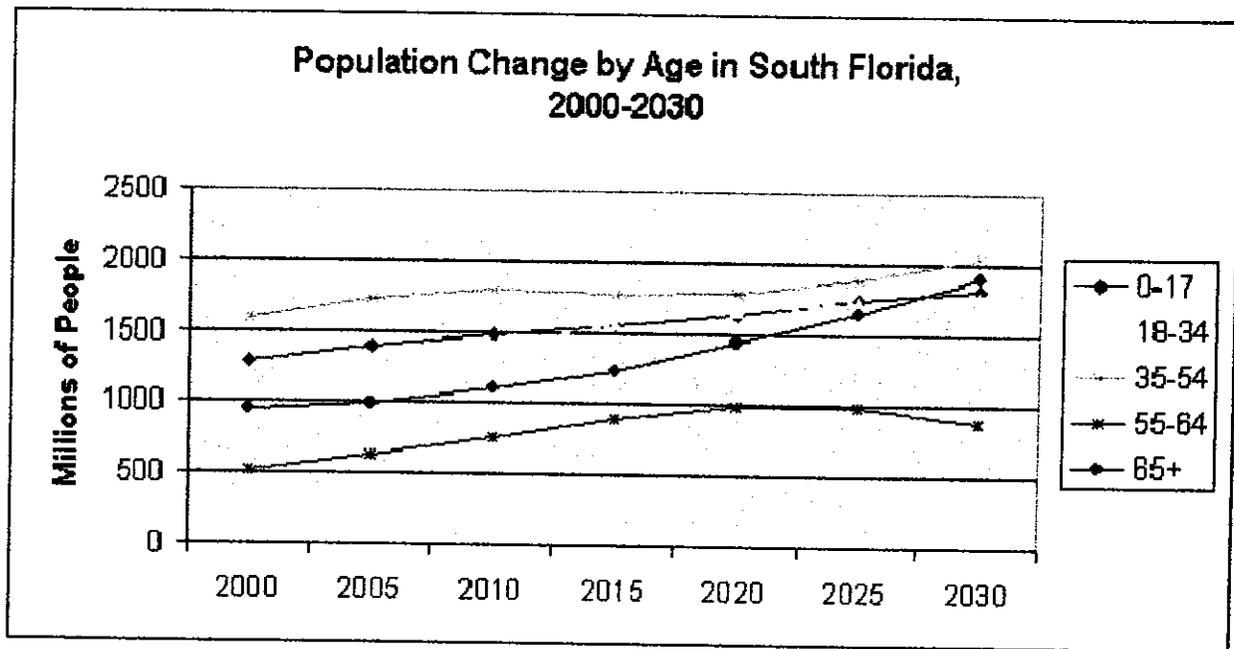
Florida Region's Youth (Ages 0-17) Population Projections

	2000	2005	2010	2015	2020	2025	2030
South Florida	23.3%	23.2%	22.6%	22.1%	21.8%	21.8%	21.6%
Florida	22.8%	22.5%	21.9%	21.2%	20.9%	20.8%	20.7%

SOURCE: BEBR (2004) Florida Population Studies: Bulletin 139. 37(3).

Below is a chart comparing the population growth by age group in south Florida through the year 2030.

### Population Change by Age in South Florida 2000-2030



### South Florida Region Population Projections by Age

	Projections							
	2000	2003	2005	2010	2015	2020	2025	2030
0-17	1,285,105	1,349,137	1,397,692	1,476,549	1,555,152	1,639,231	1,739,402	1,822,601
18-34	1,181,501	1,226,817	1,262,419	1,390,304	1,567,153	1,665,351	1,735,770	1,772,669
35-54	1,594,915	1,672,105	1,730,892	1,801,711	1,776,453	1,780,990	1,879,869	2,036,468
55-64	510,109	581,536	631,457	759,294	894,552	996,800	988,510	884,548
65+	947,936	974,310	995,644	1,098,321	1,230,632	1,435,721	1,646,522	1,894,589

### Industry Analysis

Additional forces that affect the participation in sport of diving at the Ft. Lauderdale Aquatic Complex include competitive diving clubs in the area. Below is a breakdown of the current diving clubs in the surrounding counties:

Competitive Diving Clubs of South Florida include five clubs in Broward County, two in Miami-Dade, three in Palm Beach and one in Monroe County.

**BROWARD COUNTY**

Club: Coral Springs Diving Team

Club: Ft Lauderdale Diving Team

Club: Pine Crest Diving

Club: Seahawks Diving Team

Club: Plantation Dive Team

**MIAMI-DADE COUNTY**

Club: Team Olympia

Club: University of Miami

**PALM BEACH COUNTY**

Club: 3 D Diving

Club: Atlantic Diving Academy

Club: Wellington Dive Team

**MONROE COUNTY**

Club: Islamorada Diving

## **Marketing**

The best approach to market the Dive Team at the Ft. Lauderdale Aquatic Complex is to achieve a level of excellence and develop a group of award winning divers that will allow Ft. Lauderdale Aquatic Complex to gain local and national recognition. In addition to creating positive word of mouth advertising, this would give both the Aquatic Complex and the Diving Team a level of recognition that is earned and respected in the diving community.

However, knowing that word of mouth is not enough, additional marketing efforts are being developed to facilitate the growth of the diving program. These include the following marketing and public relation activities:

- Provide information to the City to update its website:  
<http://ci.ftlaud.fl.us/flac/diving.htm>
- Develop new website for the diving programs
- Add shopping cart to website for Ft. Lauderdale Dive logo products
- E-mail newsletters
- Run ads in diving magazines and local newspapers and “door step” papers
- Banner Ads on national diving websites
- Articles in diving magazines and local newspapers highlighting competition results.
- Fliers/Brochures
  - Within City Facilities
  - Local Elementary (123), Middle (41) and High Schools (32)
  - Charter Schools (33)
  - Education/Community Centers (6)
  - Private Schools (176)
- Develop year round diving programs
- Develop Dive Camp/Clinics
  - Local Schools
  - Appropriate web pages (ex: swimnews.com, USADiving.org)
  - Diving team/coaches
- Parent Booster Club
- Sponsorships – use sponsors logos on web
- Banner or signage in Aquatic Complex

## **Marketing Materials**

Marketing materials will include but are not limited to the following:

- Update current website: <http://ci.ftlaud.fl.us/flac/diving.htm>
- Develop new website for diving programs
- Add shopping Cart to website for Ft. Lauderdale Dive logo products
- E-mail newsletters
- Run ads in diving magazines and local newspapers
- Banner Ads on national diving websites
- Articles in diving magazines and local newspapers highlighting competition wins

- Fliers
- Lesson Brochures
- Camp/Clinic Brochures

### **Communication Mix**

Communication mix will include working with local and national news organizations to promote the results of the Dive Team at national and local events. In addition to newspapers and magazines we will use a formula to include electronic media. Communications will include but are not limited to the following:

- Direct Marketing E-mail newsletters
- Run ads in diving magazines and local newspapers
- Banner Ads on national diving websites
- Articles in diving magazines
- Articles in local newspapers highlighting competition results
- Informational fliers to local schools
- Camp/Clinic fliers to local schools
- Competitive Events
- Networking events through the local chamber of commerce
- Press releases with the approval of the City

### **Communication Channels**

By incorporating the marketing materials and communication mix above with the planned booster club this will increase the communication channel immensely. In addition, we plan on utilizing the parent booster club to increase sponsorship for the Dive Team as well as recruitment of volunteers to support the local events.

Currently where I train we have implemented a booster club to increase parent involvement. The booster club will be responsible for coaches travel expenses, volunteering to work home events, welcoming new team members and positive word of mouth endorsements. We will have a parent meeting with returning and new team members once the program begins. We will be asking for parent input on what they liked and disliked about their past programs and incorporate any constructive ideas into the new program to encourage parent support. Also, at the meeting team rules and regulations will be distributed along with a team fee schedule and meet schedules, in order to make known to each parent and athlete what is expected of them.

### **Price**

A fee analysis will be performed of all similar diving programs, locally and nationally to insure the fees we are charging are standard and reasonable.

**Growth Projections** – Without knowing the starting number of returning athletes, this is a difficult question to answer. For example, it might be possible that the lesson program, based on the pool time and staff available is currently full and therefore no growth is possible. The opposite could also be true. For example, it might be possible for the team to have only 4 returning athletes and increasing to 12 athletes would be a 300% growth. Based on the numbers at Coral Springs, I had 175 students in the lesson program and an average of 12 divers per month on the team this past year. I project the growth to be:

- Team divers
  - After 6 months - 15 divers per month
  - After 1 year – 18 divers per month
  - After 2 years – over 25 divers per month
- Lesson program 25% growth the first year for a total of 219 students

### **Plans To Grow The Program**

With the collaborative efforts of my staff, the City of Ft. Lauderdale and Xperience Marketing Services, I anticipate initial growth within the next 6-9 months. After that I foresee additional growth at an accelerated rate based on marketing efforts both in the local community as well as the national level.

With my skill developmental programming, divers can move quickly but safely from one group to another. This will not only encourage divers, but create a positive atmosphere. Their experiences will be a positive one which will improve the retention of athletes and families. Due to situational circumstances there was considerably less diving time available at my current club yet I ran an average size program with National Champions and International medalists. Given the dive time availability at Ft. Lauderdale I predict larger numbers of both returning divers as well as new students than in years past.

Since I am currently coaching a program within the same county as the Ft. Lauderdale Aquatic Complex I would expect a number of the divers to move to the Ft. Lauderdale Diving Team with me. Jevon Tarantino has stated he would make the move to Ft. Lauderdale if I am awarded this bid. Jevon is one of the country's best divers. He placed 5th at the 2005 World Championships, won the 1-meter event, and placed 3<sup>rd</sup> on 3-meter at the 2005 Senior Nationals. This will give the dive team at the Ft. Lauderdale Aquatic Complex instant growth and notoriety.

## **Strategic Implementation**

### **Programs**

The best way to market the Dive Team is to be the BEST dive team in South Florida while working to become the best dive team in the country. This would create positive word of mouth advertising for both the City of Fort Lauderdale Aquatic Complex, and the Diving Program.

My marketing strategy also includes providing fliers to appropriate City facilities and distributing lesson information to local schools on a quarterly basis. I have worked with the Broward School Board and school principals in the past for approval to deliver fliers to schools in Coral Springs.

I will issue press releases and notices of camps and clinics to be held at the Aquatic Complex to schools, appropriate web pages and diving team/coaches.

The city's web site along with the development of a new Ft. Lauderdale dive team web site, will promote all activities, programs, team members, Aquatic Complex and the Team. I will also be promoting training opportunities for visiting teams at the facility to teams and coaches I interact with throughout the year.

I will also take advantage of the media by issuing press releases for events held at the Complex and articles about team members performing well in competitions. Additional advertising signage will include placing either a banner or a sign on the Aquatic Complex premises to help advertise the lesson program and the Team.

### **Activities Needed To Accomplish Plan**

Overall I will be implementing a branding campaign for the Ft. Lauderdale Aquatic Complex and the Team at the facility. Marketing projects include:

- Provide information to the City to update their website:  
<http://ci.ftlaud.fl.us/flac/diving.htm>
- Develop new website for diving programs
- Add shopping cart to website for Ft. Lauderdale Dive logo products
- E-mail newsletters
- Run ads in diving magazines and local newspapers
- Banner Ads on national diving websites when possible
- Articles in diving magazines and local newspapers highlighting competition results.
- Create and distribute Fliers/Brochures
  - Within City Facilities
  - Local Elementary (123), Middle (41) and High Schools (32)
  - Charter Schools (33)
  - Education/Community Centers (6)
  - Private Schools (176)
- Develop Dive Camp/Clinics
- Implement parent booster club

- Develop Sponsorships – use sponsors logos on web and Team Clothing

### **Marketing Budget**

- 2% Purchasing all advertising and promotion media, including newspapers, magazines, radio, and direct mail (postage)
- 4% Producing (design, artwork) and printing all communications. This includes newsletters, brochures, web site, banner, press kits, etc
- 3.5% Salaries, consultants and freelancers
- 9.5% Total percentage of the organizational budget going to marketing and communications

**B. Provide Credentials, Experience, References, Professional and Charitable Affiliations and Certifications for all proposed staff members.**

**Credentials and Experience**

**Executive Summary**

I have been involved with diving for 39 years as both an athlete and coach. I experienced all levels of diving as an athlete, placing last in the City Championships in 1967 to making the USA Olympic Team in 1980. I was fortunate to have 2 very dedicated and knowledgeable coaches, John Narcy, Michigan State University 1968 – 1978 and Ron O'Brien, Mission Viejo Nadadores 1978 – 1984. I learned that hard work and determination pay off. They demonstrated to me that a coach must believe in the athlete and that a well designed training plan is necessary for the improvement of the diver.

As a coach, I also have experienced all levels. I have coached a finalist in the World Championships, a Senior National Champion, numerous national finalists, and 3 team champions as well as novice divers. During my first 3 years at Coral Springs I was the only coach. I coached/taught 2 groups of team training and 1 group of lessons per day. I have an understanding of skill development in beginning level divers and have run my program with this being a priority. I have seen divers reach their goals and had to work with others that have had the realization they would not reach theirs.

I have also been very active within USA Diving. I have been on almost every committee in the organization. I was Vice President, Senior Diving and was elected President in 2002. These experiences not only give me an understanding of our NGB, but have introduced me to FINA, USOC, and ASUA. I will call upon these contacts to help secure events, camps, and clinics. I am also a level A international judge as appointed by FINA. This rating is the highest level judge one can achieve.

I have the experience, knowledge, understanding, and drive to make the program in Ft. Lauderdale the best it can be.

## Resume

David E. Burgering  
5100 Coronado Ridge  
Boca Raton, FL 33486  
(561)392-7278 home  
(561) 213-2914 cell

### Marital Status:

Married, Pamela V. Burgering

### Education:

B.S. Education

Michigan State University 1978

### Coaching Experience:

1993 – Present

1994 – 2003

1991 – 1993

1989 – 1991

1985 – 1989

Head Coach, Coral Springs Diving Team  
Head Diving Coach, Florida Atlantic Univ.  
Head Coach, Mission Bay Makos  
Assistant Coach, Mission Bay Makos  
Head Coach, Mission Viejo Nadadores

### Other Work Experience:

1978 – 1985

1976 – 1977

Assistant Supervisor, Mission Viejo Co.  
Marguerite Recreation Center  
Michigan State University Sports Camp  
Diving Coach  
Swimming Coach

### USA Diving:

2002 – Present

2004 – Present

1998 – 2002

1990 – 1998

1980 – 1984

Other Committees Served

President  
Chair, Committee for Olympic Success  
Vice President, Senior Diving  
Chair., Jr. International Subcommittee  
USA Diving Athlete Representative  
Rules Committee  
Olympic International Committee  
Member Services Committee  
Finance Committee  
Regional Technical Director  
Dive Safe Instructor  
Committee for Competitive Success

### Major Coaching Accomplishments:

2005

2005

2001

1997 & 1998

1999

Coached, Jevon Tarantino, World Aquatic  
Championship 5<sup>th</sup> place 1 meter  
Coached, Jevon Tarantino, Sr. Nationals'  
Gold Medalist 1 meter  
Coach of Excellence, Senior Nationals  
Junior National Team Champions  
Mission Viejo Nadadores  
Junior National Team Champions  
Mission Bay Makos

### Recent Team Competitive History

2005

Tied – 3<sup>rd</sup> place, Spring Region 7 Champ.  
3<sup>rd</sup>, Summer Region 7 Championships

2004 25<sup>th</sup>, Junior National Championships  
 7<sup>th</sup>, Senior National Championships  
 5<sup>th</sup>, Junior National Championships  
 1<sup>st</sup>, Junior Region Championships

**Medals Won by Athletes:**

World Age Group Championships	1 Bronze
USA Diving Jr. Nationals	20 Gold
	11 Silver
	15 Bronze
Senior National Championships	1 Gold
	3 Silver
	2 Bronze
National Finalist	128 Junior Nationals
	42 Senior Nationals
	1 NCAA Division I

**Personal Major Athletic Accomplishment:**

1980	USA Olympic Team, 3 meter
1983	Bronze Medalist, Pan American Games
1982	Olympic Festival, Gold Medalist
1979	Swedish Cup, Gold Medalist
1980	Olympic Trials, Silver Medalist
1984	Olympic Trials Finalist
1979 – 1984	Member of Sr. National Champ. Team, Mission Viejo Nadadores
1977 – 1984	USA National Team Member
1977	Big Ten Champion, 1 & 3 meter
1976 & 1977	NCAA All-America Team

**Current Certifications:**

USA Diving (see attached)	Safety Training
Red Cross (see attached)	CPR
Red Cross (see attached)	First Aid
Divemeets.com (see attached)	Certificate of Training

**Professional Memberships:**

Life/coach Member (see attached)	USA Diving
Coach Member	Professional Diving Coaches Association
United States Aquatic Sports	Trustee
FINA Judge	Level A

**Judging Assignments:**

2007	World Aquatic Championships, Melbourne
2006	USA FINA Grand Prix, Ft. Lauderdale
2006	USA Judge, Canada Cup, Victoria, BC
2005	Referee, Jr. Pan American Games
2000	USA Olympic Trials
1996	USA Olympic Trials
1994	USA World Trials
1986 – Present	USA Jr. & Sr. National Championships

**Team Leader, USA International Team**

1999	FINA World Cup Diving Champ. Wellington, NZ
1994	World Championship, Rome, Italy
1990	World Championship, Perth, Australia

David E. Burgering  
5100 Coronado Ridge  
Boca Raton, FL 33486

References:

Wenbo Chen  
Head Coach, USA National Training Center  
5710 Aquamarine Dr.  
Carmel, IN 46033  
(317) 363-0127 - cell

Steve McFarland  
Technical Diving Committee – FINA  
1833 Winter Run Court  
Chesterfield, MO 63017  
(636) 675-1230 Cell

Hannah McFadden  
Former Diver – Law Student  
Permanent Address:  
23350 Liberty Bell Terrace  
Boca Raton, FL 33433

School Address:  
101 W. Liberty 240  
Ann Arbor, MI 48104  
(561) 445-7867 - cell

Drew Johansen  
Head Coach, US Elite Diving Team  
Home;  
51 W. New England  
Worthington, OH 43085  
614-314-4927  
Office;  
893 Chambers Road  
Columbus, OH 43212  
614-299-7525

Randy Ableman  
Olympic Coach  
Head Coach, University of Miami  
5460 SW 80 St.  
Miami, FL 33143  
(305) 301-8390

Dan Laak  
2006 World Cup Coach  
Head Coach, University of Georgia  
University of Georgia Diving  
PO Box 1472  
Athens, GA 30603  
(706) 542-7967 - office  
(706) 296-2824 - cell



United States Diving, Inc.  
presents this

# SAFETY TRAINING FOR COMPETITIVE DIVING COACHES

certificate of completion to  
**DAVE BURGERING**

In recognition of passing U.S. Diving risk management, injury control, emergency response and care requirements

## KNOWLEDGE DEMONSTRATED

### Written Examination

- Warn of Inherent Risks
- Keep Records
- Proper Planning
- Provide a Safe Physical Environment
- Provide Proper Equipment Supervision
- Proper Instruction
- Know Diver's Skills and Limitations
- Provide Emergency Response & First Aid Care for Injuries Specific to Competitive Diving
- Maintain Current Competencies

## DEEP WATER RESCUE AND

## SPINAL INJURY MANAGEMENT

## PHYSICAL SKILLS DEMONSTRATED

- Option A—Demonstration of In-Water Skills
  - Extension Assist
  - Reaching Assist
  - Throwing Assist
  - Unconscious Victim Underwater Attempt Tow to Pool Side
  - Unconscious Victim on Surface Rescue with Rescue Tube
  - Removal of Unconscious Victim from Water
  - Upper & Lower Extremity Injury Rescue
  - Conscious Victim Rear Approach with Rescue Tube
  - Removal of Upper & Lower Extremity Injury Victims from Water
  - Head-splint Supine & Prone Rescue on the Surface
  - Head-splint Rescue Underwater
  - Backboarding in Deep Water

*David H. Burgering*  
President, Dave Burgering

12/31/2007



*Together, we can save a life*

This recognizes that  
**DAVE BURGERING**  
has completed the requirements for  
**CPR FOR THE PROFESSIONAL  
RESCUER**  
conducted by  
**Coral Springs Aquatic Complex**  
Date completed **12/21/2005**  
The American Red Cross recognizes this certificate  
as valid for **1** year(s) from completion date.



*Together, we can save a life*

This recognizes that  
**DAVE BURGERING**  
has completed the requirements for  
**FIRST AID**  
conducted by  
**Coral Springs Aquatic Complex**  
Date completed **12/21/2005**  
The American Red Cross recognizes this certificate  
as valid for **3** year(s) from completion date.

# DiveMeets Certificate Of Training



**Dave Burgering**

8.24.2006

**Has successfully completed a DiveMeets training session covering  
the operation of The DiveMeets Meet Management System.**

Phillip Kelly Jackman  
DiveMeets.Com / Meet Control LLC  
Certificate Verification [divemeets.com/certificates.html](http://divemeets.com/certificates.html)

DM ID: 10010

### Membership Card

**Membership Number** 11-3452

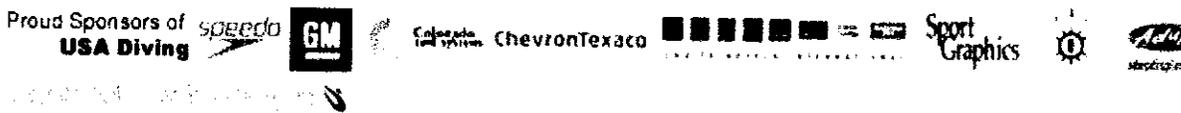
This card certifies that  
David Burgering

Is a Coach Member in good standing with United States Diving, Inc., and is entitled to all benefits and privileges of such membership. At the date of issue the named coach member has exhibited current certification in the USD Safety Certification program, American Red Cross First Aid or equivalent, and American Red Cross CPR or equivalent.

Coach Membership  
Membership Expires 12/31/2006

## UNITED STATE DIVING

National Office Address:  
Pan American Plaza, Suite 431  
201 South Capitol Avenue  
Indianapolis, IN 46225  
317-237-5252



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*Webpoint*

**C. Type of equipment and teaching aids to be provided by contractor. Disclose any equipment or teaching aides expected to be provided by the City of Fort Lauderdale.**

**Contractor:**

- TIVO video play back
- Television (for TIVO)
- Dartfish video analysis computer program
- Digital Video Recorder
- Visual aid assisting device to teach spotting
- Certificates of participation/completion of each lesson level
- Somersaulting belts for Trampoline and Dry Board
- Twisting Belts for Trampoline and Dry Board
- DVD burner to give divers diving DVD's to help visual training and best every videos

**City of Fort Lauderdale:**

- Trampoline
- Dry Board
- Pit for Dry Board
- Spotting rigs for Trampoline and Dry Board
- Exercise mats
- Landing mats
- Ropes for spotting rigs

**D. Plan for parent involvement and recruitment of volunteers to support the team.**

**Parent Involvement/Volunteer Recruitment**

I currently have a booster club to increase parent involvement. The booster club is responsible for raising funds to cover coaches' travel expenses. They also volunteer to work home events, welcome new team members and help create a positive atmosphere. I will be asking for parent input on what they liked and disliked about their past programs. I will incorporate any suggestion that will enhance the new program to encourage parent support. At the annual booster club meeting, team rules and regulations will be distributed along with a team fee schedule and meet schedules, in order to make known to each parent and athlete what is expected of them. We plan on utilizing the parent booster club to increase sponsorship for the Dive Team as well as recruitment of volunteers to support events held at the aquatic complex. This organization is a 501(c)(3) corporation that allows individuals and companies a tax deduction.

**E. Outline and describe the proposed schedule, curriculum, levels of classes and/or team groups to be offered including progressions for advancement, instruction and coaching to be offered for:**

- 1. Youth Dive Team**
- 2. Masters Team**
- 3. Diving Lessons and Instructional Diving Programs**
- 4. Dive Camp**
- 5. Other**

### **Training Schedule**

- **National Team**
  - **During School Year**
  - 8 – 11 (when school schedules allows) – Monday - Saturday
  - 4 – 7 Monday – Friday
  - **Summer Schedule**
  - 8 – 11 Monday – Saturday
  - 2 – 4 Monday, Tuesday, Thursday, Friday
- **Junior Olympic Team**
  - **During School Year**
  - 4 – 6 Monday – Friday
  - 9 – 11 Saturday
  - **Summer Schedule**
  - 9 – 11 Monday – Friday
  - 4 – 6 offered for additional fee – Monday, Tuesday, Thursday, Friday
- **Future Champions**
  - **During School Year**
  - 6 – 8 – Any 2 or three days, Monday – Thursday
  - **Summer Schedule**
  - 4 – 6 – Any 2 or 3 days, Monday – Thursday
- **Masters Team**
  - 6 – 7:30 – Monday – Thursday
- **Intermediate Lessons (recreation/community program)**
  - **During School Year**
  - 5 – 6 Monday & Wednesday or Tuesday & Thursday
  - **Summer Schedule**
  - 10 - 11 Monday & Wednesday or Tuesday & Thursday
  - 6 – 7 Monday & Wednesday or Tuesday & Thursday
- **Beginning Lessons (recreation/community program)**

- **During School Year**
  - 4 – 5 Monday & Wednesday or Tuesday & Thursday
  - **Summer Schedule**
  - 9 – 10 Monday & Wednesday or Tuesday & Thursday
  - 6 – 7 Monday & Wednesday or Tuesday & Thursday
- Dive/Day Camp
    - **Summer Schedule**
    - 9 – 4 Monday – Friday
    - June 5 – July 27

Note: All the above groupings are based on the following Coach/Student ratio  
 National Team 1/8  
 Junior Olympic Team 1/8  
 Team Training 1/10  
 Lesson 1/10  
 I would adjust the schedule in order to assure the proper coach student ratio.

## **Curriculum**

### **National Team**

- Dryland Training
  - Trampoline
  - Dry Board
  - Warm-up program
  - Fitness program
- Preparation period
  - Heavy repetitive dive training
  - September – March
  - May – June
- Competitive period – including a 6 week peaking program
  - List Training
  - Light Training
  - March – April
  - July
- Championship period
  - Maintaining Training
  - Training at competitions
  - April – May
  - July – August
- Transition period
  - Active rest
  - 2 weeks in May
  - August 10 – September 5

**Reference:** *Springboard & Platform Diving*, by Ron O'Brien – see attached

I refer to this book throughout the year. I have attached the pages that reference this curriculum.

### **Junior Olympic Team & Future Champions**

- Dryland Training
  - Trampoline
  - Dry Board
  - Warm-up program
  - Fitness program
- Skill training
- Progressive Skill Training
- Lead – up drills
- Repetitive training of competitive list
- List Training
- Competitions (Local, Regional, Zone)

### **Lesson Program**

- **Beginning Lessons**
  - Basic Skill Development
    - Jumps – 1 & 3 meter
    - Line-ups (Front and Back)
    - Hurdles
    - Back press
    - Front Dive Tuck
- **Intermediate Lessons**
  - Continue basic skills listed above
  - Add Skills
    - Line – ups 3 meter (front and back)
    - Inward dive tuck 1 meter
    - Somersaulting actions (front and back) on dryland
    - Somersaulting actions (front and back) on 1 meter
  - Begin learning competitive list training for age group as described in USA Diving rules and regulations Future Champions
- Dive/Day Camp
  - This dive/day camp will provide dive instruction, use of the trampoline, use of the dryboard as well as arts and crafts, beach activities, use of the diving pool and boards, water games etc.

### **Team and Lesson Groups**

- National Team – 6 days per week
  - Divers who have qualified for any of the following within the past 2 seasons

- East Junior Nationals
  - Summer Junior Nationals
  - U. S. Open
  - Senior National Championship
- Junior Olympic Team – 4 – 6 days per week
  - Divers who have a competitive list of dives for their age group on 1 meter and 3 meter springboard as described in Article 22 in the *Official Rules and Code of USA Diving, 2006 – 2007* (see attached)
- Future Champions – 2 – 3 days per week
  - Divers who have shown interest in the competitive team that need to learn a competitive list of dives for their age group and or currently have a competitive list of dives as described in the attachment of rules that passed at the 2006 USAS Convention for the 2007 season. (see attached starting with *Grassroots committee*)
- Masters Team – 2 – 3 days per week
  - Divers 21 years of age or older who want to continue their diving experience but do not have the time or commitment to be on the National Team
- Intermediate Lessons – 2 days per week
  - Divers who are proficient in the following skills as determined by the coaching staff
    - 1 – meter
      - 001
      - 002
      - 100
      - 200
      - 101
    - 3 – meter
      - 100
      - 200
- Beginning Lessons – 2 days per week – Coached by Lesson Coach
  - Students that can swim in deep water
  - No diving experience necessary

Note: All levels of the team must have head coach's approval, and the head coach can place divers in any group basic on his assessment.

## **Fee Schedule**

### **Annual Registration Fees**

\$75/yr – National and Junior Olympic Team members

\$25/yr – Team Training Group

### **National Team**

\$250 per month – this fee includes 2 a day workouts when their school schedule permits.

\$125 per month - USA Diving National Team members, OMP Athletes, or at the discretion of the Head Coach

### **Junior Olympic Team**

\$180 per month – 4 days per week

\$210 per month – 5 days per week

\$150 per month for extra summer training hours

### **Future Champions**

\$140 per month – 2 days per week

\$160 per month – 3 days per week

### **Masters**

\$90 per month – 2 days per week

\$100 per month – 3 days per week

### **Lesson Program**

\$100 per month

### **Dive/Day Camp**

\$50 Registration first week

\$25 Registration additional week(s)

\$150 Camp fee for first week

\$100 additional week(s)

9. At the end of the cycle, divers and coaches should evaluate the program and determine the key elements to work on in the next cycle. If this can be done immediately after the major championship, divers' strengths and weaknesses will be clearest.

## **ORGANIZING THE YEAR**

In order to begin organizing a training program, the training year must be divided into significant periods with appropriate time frames designated for each phase. This process is dictated by the diver's competitive schedule and the events that are a high priority for him or her. Most divers training on a year-round basis have two cycles in training and competition. The first cycle begins in the fall and ends in the spring, and the second cycle starts after the last championship event in the spring and ends in mid-August. The plan presented here assumes a two-cycle plan. Coaches and divers with significantly different schedules should adapt the principles of this plan to fit their needs. In all cases, the peaking for competition phase of preparation is the same.

There are four periods to each cycle of the training year:

1. Preparation period
2. Competitive period (includes a six-week peaking program)
3. Championship period
4. Transition period

The preparation period takes place from the first week of training in the cycle until the beginning of the six-week peaking program in the competitive period. The preparation and competitive periods can overlap because the events in the early competitive season are usually not a high priority and the diver can train through them. The championship period occurs at the end of the peaking program and may extend up to six to eight weeks in some cases. The transition period takes place after the last championship event and before the start of the next cycle. Table 9.1 lists the approximate weeks for each of these phases. The dates indicated for the weeks are arbitrary but give a general picture of the unfolding season. These dates would be adapted for different years. The training model presented later in this chapter (see page 195) is based on the cycles and weeks shown here.

The heaviest training takes place in the preparation period and at the beginning of the competitive period. The lightest training occurs in the six-week peaking program and during the championship period. If the championship period extends over several weeks, heavy training should be alternated with competition preparation. The transition period is inactive with regard to diving, but divers should participate in other activities during that time.

## **EXERCISE PROGRAM**

With the training year defined, the coach and diver must determine what training will occur in each period, how frequently it should be done, and on which days of the week. This section describes the exercise program; the section that

**Table 9.1 Sample Training Year**

Period	Cycle 1	Cycle 2
Preparation	Week 1-26	Week 38-43
	Sept. 7-Mar. 7	May 24-July 4
Competitive	Week 27-31	Week 44-48
	Mar. 8-Apr. 10	July 5-Aug. 8
(Peaking period)	Week 27-32	Week 44-49
	Mar. 8-Apr. 18	July 12-Aug. 15
Championship	Week 32-36	Week 49
	Apr. 12-May 16	Aug. 9-Aug. 15
Transition	Week 37	Week 50-52
	May 17-May 23	Aug. 16-Sept. 5

follows presents a training program model that combines the exercise program and technical training.

## Organizing the Week

Determining the days that training will take place and the type of exercise program that will be done is important to the success of training. Diving training needs to be structured so that what is asked of the diver in the pool is not in conflict with the load and intensity of the exercise program. In other words, the program shouldn't include a heavy weight training session on Tuesday and then a heavy training day with a lot of optional dives on Wednesday. This is a setup for failure!

During weeks 1 through 6, only weight and trunk training occurs; the daily organization is as follows:

M	T	W	Th	F	Sa
Trunk	Weights	Trunk	Weights	Trunk	Weights

In the first week or two, this schedule may have to be altered to allow for muscle soreness. After two weeks this should not be a problem, as the diver will adapt to the workload. Based on the position of the weight training days, the heaviest diving days should be Monday, Tuesday, Thursday, and Saturday.

Starting with week 7, the running and jumping program is added two days a week. The daily schedule would reflect this change:

M	T	W	Th	F	Sa
Trunk	Weights	Trunk	Weights	Trunk	Weights
Running				Running	

## Article 22 - Competition Requirements

**122.1 Order of Dives.** The order of dives to be performed by all divers in a contest is determined by the age group and the height of the board or platform. The dives will be done in the order specified in 122.2.

### 122.2 Springboard Competition.

[Revised Sept. 13, 2003, effective Jan. 1, 2004]

**(a) 9 & Under Boys and Girls (five dives).** The contest shall consist of three voluntary dives from different with a total degree of difficulty not more than 5.0 on 1-meter and not more than 5.4 on 3-meter followed by two optional dives from different groups.

[Amended Sept. 18, 2004, effective Jan. 1, 2005]

**(b) 11 & Under Boys and Girls (six dives).** For 1-meter and 3-meter springboard, divers will perform three voluntaries from different groups with a total degree of difficulty not more than 5.0 on one meter and not more than 5.4 on three meter, followed by three optional dives from different groups.

**(c) 12/13 (13 & Under) Boys and Girls (seven dives).** For 1-meter and 3-meter springboard, divers will perform four voluntaries from different groups with a total degree of difficulty not more than 7.2 on one meter and not more than 7.6 on three meter, followed by three optional dives from different groups.

**(d) (1) 14/15 (FINA Group B) Boys (nine dives).** For 1-meter and 3-meter springboard, divers shall perform five voluntary dives, one from each group, with a total degree of difficulty not to exceed 9.0 for 1-meter and 9.5 for 3-meter, and four optional dives, from different groups.

[Amended Sept. 17, 2005, effective Jan. 1, 2006]

**(2) 14/15 (FINA Group B) Girls (Eight dives).** For 1-meter and 3-meter springboard, divers shall perform five voluntary dives, one from each group, with a total degree of difficulty not to exceed 9.0 for 1-meter and 9.5 for 3-meter, and three optional dives, from different groups.

[Amended Sept. 17, 2005, effective Jan. 1, 2006]

**(e) 16-18 (FINA Group A) Girls (nine dives).** For 1- and 3-meter springboard, divers shall perform five voluntary dives, one from each group, with a total degree of difficulty not to exceed 9.0 for 1-meter and 9.5 for 3-meter, and four optional dives from four groups without limit.

[Amended Sept. 17, 2005, effective Jan. 1, 2006]

**(f) 16-18 (FINA Group A) Boys (10 dives).** For 1-meter and 3-meter springboard, divers shall perform five voluntary dives, one from each group, with a total degree of difficulty not to exceed 9.0 for 1-meter and 9.5 for 3-meter, and five optional dives from five groups without limit.

### 122.3 Platform.

[Revised Sept. 18, 2004, effective Jan. 1, 2005]

**(a) 11 & Under Boys and Girls (five dives on 5-meter only).** Divers shall perform three voluntary dives from different groups with total degree of difficulty not to exceed 5.4, and two optional dives from different groups.

**(b) 12/13, 13& U Boys and Girls (seven dives on 5- or 7.5-meter only).** Divers shall perform four voluntary dives from different groups with total degree of difficulty not to exceed 7.6 and three optional dives from different groups. The minimum degree of for optionals in East/West Championships and Junior Nationals shall be 6.4.

**(c)(1) 14/15 (FINA Group B) Boys (eight dives on 5-, 7.5-, or 10-meter).** Divers shall perform four voluntary dives with total degree of difficulty not to exceed 7.6 and four optional dives from different groups and at least five different groups must be used in the competition.

[Amended Sept. 17, 2005, effective Jan. 1, 2006].

**(2) 14/15 (FINA Group B) Girls (seven dives on 5-, 7.5-, or 10-meter).** Divers shall perform four voluntary dives with total degree of difficulty not to exceed 7.6 and three optional dives from different groups. At least five different dive groups must be used in the competition.

[Amended Sept. 17, 2005, effective Jan. 1, 2006].

**(d) 16-18 (FINA Group A) Girls (eight dives on 5-, 7.5-, or 10-meter).** Divers shall perform four voluntary dives from different groups with a total maximum degree of difficulty of 7.6, followed by four optional dives from different groups without limit. At least five different dive groups must be used in the competition.

[Amended Sept. 17, 2005, effective Jan. 1, 2006].

**(e) 16-18 (FINA Group A) Boys (nine dives on 5-, 7.5-, or 10-meter).** Divers shall perform four voluntary dives from different groups with a total maximum degree of difficulty of 7.6, followed by five optional dives from different groups without limit. At least five different dive groups must be used in the competition.

[Amended Sept. 17, 2005, effective Jan. 1, 2006].

91 (g) When judging novice competition the following additional rules shall apply:

92 (i) An unassisted attempt of a dive or skill will receive a judge's award of not less than two(2);

93 (ii) A coach assisted dive or skill will receive a judge's award of one (1);

94 (iii) If a diver declines to make an attempt of a dive or skill listed on their dive sheet, the announcer will announce that the diver has  
95 "passed" the dive and a score of zero (0) will placed on the dive sheet.

96  
97 *RATIONALE: In developmental competitions it is important to avoid negative implications. By giving a minimum award of 2 for an*  
98 *attempt, an award of 1 for a coach assisted attempt and not declaring a "failed" dive when a youngster is afraid to make an attempt we*  
99 *encourage attempts and do not verbally "punish" a child for being fearful. It is the intent of this proposal that if the Future Champions*  
100 *Proposal is adopted that this provision be made a part of the new Article 28 and placed in the appropriate place.*

101  
102 **Accepted J-53 Proposal to add the following as part of a new Part D and Article 28**

### 103 **GRASS-ROOTS COMMITTEE**

### 104 **PROPOSAL TO REPLACE THE NOVICE & INTERMEDIATE FORMATS CREATED IN ARTICLE** 105 **27 OF THE TECHNICAL DIVING RULES**

#### 106 **Rationale**

- 107  
108  
109  
110 1. *One of the discoveries from the recent survey regarding the use of novice and intermediate programs demonstrated that*  
111 *although there are groups that are using the novice format, there are many who have developed their own format and are using*  
112 *them for both training and competition. Additional information collected indicated that the majority of groups are not using*  
113 *intermediate for training or competition.*  
114 2. *The goal of this program is to design the most usable format that can be used for all divers until they are able to compete*  
115 *on the Junior level.*

#### 116 **Features**

117  
118  
119 This Program is designed to be used as a levels format or an age group format.

#### 120 Levels I to IV

- 121  
122 = Begins with 100% basic skills.  
123 = All Levels have 6 "dives/skills" total to maintain consistency when combining groups  
124 = Skills are chosen from a skills bank.  
125 = Coaches may direct divers to use areas where they are weakest.  
126 = The first 2 Levels are performance based and are "graded".  
127 = All participants are awarded individually for their performance.  
128 = Levels III and IV are the beginning of competition. Divers are introduced to the traditional scoring format. (0-10) with  
129 all skills/dives at 1.0 to maintain stress on form.

#### 130 Levels V to VIII

- 131 = Introduce divers to voluntary (with max. D.D.) and optional dives.  
132 = Level VIII is equal to the number of dives in the 13&U Junior age group  
133 = 14-15 and 16-18 may compete in Level VIII until they are able to move to their appropriate Junior age groups

#### 134 Age Group Format

- 135 = Age group format starts with Level III (7&U) and ends with Level VIII (16-18)

#### 136 **Additional Programming**

137  
138  
139 Additional programs that are suggested in addition to this are

- 140  
141 1. Dryland skills drill competition  
142 2. Wall/Water skill drill competition

### 143 **Future Champions Developmental Levels**

## Option 1 – Levels

746  
747  
748 Eight Levels that are designed to allow coaches and divers to stress proper technique and demonstrate it in both performance  
749 and competitive formats.

### 751 Levels I and II – Performance Based

752  
753 Grading by 2 judges are scored between 0 and 3 in ½ point increments

754  
755 Grading should be based on

- 756 = Form
- 757 = Accuracy
- 758 = Height and distance
- 759 = Aesthetic value

760  
761 Final evaluations of performance based levels are “graded” on the following scale

762			
763	<u>Unsatisfactory</u>	=	<u>0.0 - 0.5</u>
764	<u>Satisfactory</u>	=	<u>1.0 - 1.4</u>
765	<u>Good</u>	=	<u>1.5 - 1.9</u>
766	<u>Very Good</u>	=	<u>2.0 - 2.4</u>
767	<u>Excellent</u>	=	<u>2.5 - 3.0</u>

- 768
- 769 1. Skills are chosen from the skills bank
- 770 2. It is suggested that all 5 categories be used.
- 771 3. Categories may be reused in a different position/degree twist

772  
773 Ribbons/Certificates will be given to all participants based on the colors and average

774	=	<u>White =</u>	<u>0.5 - 1.4</u>
775	=	<u>Red =</u>	<u>1.5 - 2.4</u>
776	=	<u>Blue =</u>	<u>2.5 - 3.0</u>

### 778 Skills Bank

- 779
- 780 100 (C, B, A) Front jump – Tuck, pike, straight with arm-swing
- 781 - If no arm-swing is used, a maximum score of a 2
- 782 200 (C, B, A) Back jump – Tuck, pike, straight with arm-swing
- 783 - If no arm-swing is used, a maximum score of a 2
- 784 5101, 5102, 5201, 5202 - Twist – Fwd ½; Fwd 1; Back ½; Back 1
- 785 - It is suggested that all attempts be scored.
- 786 001 (C, B, A) Entries – Fwd – rolling tuck; rolling pike; standing pike, straight
- 787 002 (C, B, A) Entries – Back – rolling tuck; rolling pike; standing pike, straight

### 789 Future Champion Level I - Performance Based

- 790 1. 6 Skills chosen from the skills list
- 791 2. It is suggested that all 5 categories be used
- 792 3. Categories may be reused in a different position/degree of twist

793  
794 Grading should be based on form, accuracy, height, distance, and aesthetic value.

795			
796	=	<u>Ribbons/Certificates will be given to all participants based on the colors and average</u>	
797	=	<u>White =</u>	<u>0.5 - 1.4</u>
798	=	<u>Red =</u>	<u>1.5 - 2.4</u>
799	=	<u>Blue =</u>	<u>2.5 - 3.0</u>

801 **Future Champion Level II – Performance Based**

- 802 1. 5 Skills + 1 dive  
803 2. Skills are from the skill bank above  
804 3. The Dive may be any dive  
805 4. "Grading and Evaluation" are the same as Level I  
806

807 **Future Champion Levels III and IV**

808  
809 **Levels III and IV are the beginning of competition.**

- 810 - It is suggested that those divers who have accomplished Level II at a 2.5 or better begin to compete at this Level  
811 - The same skill bank is used at this Level  
812 - A minimum of 3 different skill categories must be used for Levels III and IV  
813 - All Dives are 1.0 – with a maximum score value of 10  
814 - It is suggested that divers in these Levels move up when they achieve an average score of 5 or higher on each skill or  
815 dive  
816 - It is suggested that it be mandatory for divers who have an average score of 6 or higher to move up to the next Level.  
817 - 100 and 200 skills without arm-swing receive a maximum score of 4.5  
818

819 **Future Champion Level III Novice**

- 820 - 4 Skills + 2 Dives  
821 - Skills must be from a minimum of 3 areas the skill bank  
822 - 2 dives will be 1.0 DD  
823

824 **Future Champion Level IV Novice**

- 825 - 3 Skills + 3 Dives  
826 - Skills must be from 3 areas the skill bank  
827 - 3 dives will be 1.0  
828

829 **Future Champion Levels V to VIII**

830  
831 Future Champion Levels V - VIII are designed to take the diver from the basic skills and dives into a more competitive  
832 format. While moving through these 4 Levels, skills are being replaced by dives and the diver is being introduced to the  
833 format that will be used in Junior competition.  
834

835 NOTE: Level VIII is equal to that of 13&U.

- 836 - Divers that are 11 & Under or 13 & Under may choose to move to Junior when the number of dives that they are able to  
837 do with confidence is equal to their corresponding age group.  
838 - Divers that are in age groups 14-15 or 16-18 may remain in Level VIII while they learn their remaining dives.  
839

840 **Skills Bank**

- 841  
842 100 (C, B, A) Front jump — Tuck, pike, straight  
843 200 (C, B, A) Back jump — Tuck, pike, straight  
844 5101, 5102, 5201, 5202, 5203 — Twist – Fwd ½; Fwd 1; Back ½; Back 1; Back 1½  
845 - It is suggested that all attempts be scored  
846 001 (C, B, A) Entries — Fwd – rolling tuck; rolling pike; standing pike, straight  
847 002 (C, B, A) Entries — Back – rolling tuck; rolling pike; standing pike, straight  
848  
849 - Skills must come from different categories  
850 - 100 skills without a hurdle receive a maximum score of 4.5  
851 - 200 skills without an arm-swing receive a maximum score of 4.5  
852

853 **Future Champion Level V**

- 854 1. 3 skills (Each 1.0)

855 2. 2 Voluntaries (Max. 3.6 1M, 3.8 3M)

856 3. 2 Optionals (No Max)

857

858 **Future Champion Level VI**

859 4. 2 Skills (Each 1.0)

860 5. 3 Voluntaries (Max. 5.4 1M, 5.7 3M)

861 6. 2 Optionals (No Max)

862

863 **Future Champion Level VII**

864 7. 1 Skill (1.0)

865 8. 3 Voluntaries (Max 5.4 1M, 5.7 3M)

866 9. 3 Optionals (No Max)

867

868 **Future Champion Level VIII**

869 10. 0 Skills

870 11. 4 Voluntaries (Max 7.2 1M, 7.6 3M)

871 12. 3 Optionals (No Max)

872

873 **Option II – Age Group Divisions**

874

875 **Using The Future Champion Levels Program with Age Groups**

876

877 If your program would prefer to use age groups instead of Levels, feel free to do so with the following translation

878

879 Level III = 7&U

880 Level VI = 8 - 9

881 Level V = 10-11

882 Level VI = 12-13

883 Level VII = 14-15

884 Level VIII = 16-18

885

886 When preparing for a meet, please ensure that participants are aware of the format you will be using.

887

888 **Option III – Combined Levels with Age Group Divisions**

889

890 If a program so desires, a meet may be held where a specific level or levels may include age groups within.

891 Example 1: A large team wishes to hold a meet for all of their divers by levels and age group – Therefore, they will have a combined event for each level, but give awards according to the respective age group.

892 Example 2: A medium size lessons program has the majority of their divers in level 4. They may choose to have a level 4 meet and give awards based on age group.

893

894 When preparing for a meet, please ensure that participants are aware of the format you will be using.

895

896 **Support Materials**

897

898 Certificates – may be available in the members section of the web site.

899 Designed with specific logos for each Level

900 Coaches may download certificates (in PDF format) for use with students that have completed specific levels.

901 Coaches sign and present certificates to divers.

902 Written descriptions of skills – not unlike Hobie’s “Diving Illustrated” – presenting skills and techniques used in those skills.

903 Video / CD – items that are already available may be paired to demonstrate skills to newer coaches.

904

905 **Accepted J-54 Proposal to add Article 28 Section 128.1 Future Champions Competition, page J:23**

906 (a) Future Champion divers are beginning divers who cannot compete in Senior or Junior competition because of the diver’s limited repertoire of dives, but who need competition without embarrassment to stimulate improvement and interest in the

907

910 sport of diving.

911 (b) Eligibility for participation in the Future Champions diving competition is the same as for the Junior program. Future

912 Champions divers shall hold Future Champions athlete membership cards issued by USA Diving.

913 (c) Future Champions diving events are to be encouraged in Association (including the Association Junior Championships)  
914 and local meets.

915 (d) Each Association or group of Associations is encouraged to host Future Champions meets in the summer season and in  
916 combination with other events in invitational meets.

917 (e) Future Champions competition is not open to Limited Athlete registered athletes.

918 *Rationale: This is the material brought over from Article 27, Sections 127.2, page J:20.*

919  
920  
921 **Accepted J-55 Proposal to add Article 28. Section 128.2 Skill Development Competition.** The development  
922 program promulgated by the USA Diving Technical Director and available from the USA Diving National Office for Junior  
923 divers may take place at any time of the year, but it is recommended that the program take place from September through  
924 February each year. This program is strictly voluntary. The purpose of this program is to encourage the learning of  
925 fundamental skills by a broad base of divers at the Association level. These skills would then provide divers the chance to  
926 perform their competitive dives correctly, and at a high level of excellence.

927  
928 *Rationale: This is the material brought over from Article 27, Section 127.4, page J:23.*

929  
930 **Accepted J-56 Proposal to amend Addendum to Article 27 28 - ~~Developmental, Novice, Intermediate~~**  
931 **Skills Future Champions Program, page J:23**  
932 **Skills Description and Special Instructions**

933  
934 **JUMPS**

935 100C Forward Jump in Tuck Position

936 100B Forward Jump in Pike Position

937 200C Backward Press with Jump in Tuck Position

938 5101A Forward Jump with 1/2 Twist in Straight Position

939  
940 **FORWARD AND INWARD COME-OUTS**

941 Forward Entry Swim and Save

942  
943 **BACK AND REVERSE COME-OUTS**

944 Backward Entry Swim and Save

945  
946 *Rationale: The Addendum is being moved to a new Article 28 and modified. All of the material in the Addendum*  
947 *to Article 27 is brought forward to be the Addendum to this new Article 28 but not printed here because of its*  
948 *size. The underlined material above is new and will be expanded with explanations as prepared.*

**4. Experience developing and operating a USA Diving competitive dive team – give specific details as to dates of experience; your assigned tasks; number and size of teams; age group levels and participation; plans for growth, and annual revenue.**

USA Diving Competitive Dive Team

Dates of Experience: Coaching 1985 – 2006

Assigned Tasks:

- Develop budget
- Direct diving team
- Organize team travel
- Supervise staff
- Hire staff
- Teach/Coach Competitive Team
- Organize Booster Club
- Host/run events
- Attract events
- Develop exercise program
- Secure medical staff
- Spot divers on tramp, dryboard, side of pool, and springboard
- Advertising and marketing
- Develop annual training plans

Teams:

1993 – Present - Coral Springs Diving Team (up to 30 competitive divers)  
1989 – 1993 - Mission Bay Makos Diving Team (up to 20 competitive divers)  
1985 – 1989 - Mission Viejo Nadadores (up to 40 competitive divers)  
1993 – 2002 - Florida Atlantic University (up to 5 divers)

Plans for Growth:

Using the business and marketing plan included in this proposal, I plan on increasing the numbers of the team every year. Using school fliers, success in local competitions, advertising, and a web page will help with the growth of this program.

- After 6 months - 15 divers per month
- After 1 year – 18 divers per month
- After 2 years – over 25 divers per month

Annual Revenue:

Coaching Fees	\$26,500
Annual Registration Fees	\$ 1,000
Total Revenue the first year	\$27,500

5. **Experience developing and operating diving lesson and instructional diving programs – give specific details as to dates of experience; your assigned tasks; number of participants/clients in program; age groups; plans for growth and annual revenue.**

### **Diving Lessons and Instructional Program**

Dates of Experience: 1985 – 2006

#### Assigned Tasks:

- Teach lesson divers
- Develop skill development training system
- Develop structure to move quickly but safely to the competitive team
- Develop exercise program
- Recruit divers from lesson program to the competitive team
- Prepare lesson schedule
- Advertising and marketing

#### Number of Participants

150 – over 200 per year

#### Age Groups:

- 5 and older

#### Plans for Growth

- Using the business and marketing plan included in this proposal, I plan to increase the numbers of the lesson program every year. Using school fliers, success in local competitions, advertising, camps and a web page will help with the growth of this program. Using the numbers from the last year at Coral Springs I expect the lesson program to grow 25% the first year for a total of 219 students

#### Annual Revenue

Group Lesson program	\$20,000
Private Lesson program	\$ 1,000
Total Revenue the first year	\$21,000

6. **Experience developing and operating a competitive diving camp and/or dive clinics – give specific details as to dates of experience; your assigned tasks; number of participants in camp and annual revenue.**

**COMPETITIVE DIVE CAMP/CLINICS**

Dates of Experience: 1990 Mission Bay  
 2005 – 2006 USA Diving OMP Camps  
 YMCA Dive Safe Clinic – Ft. Lauderdale

**Assigned Tasks:**

- Mission Bay (40 campers/week)
  - Coach Campers
  - Supervise nightly camp activities
  - Mailed camp brochures
  - Collected and recorded campers' information
- USA Diving OMP Camps (20 divers)
  - Approve invitee list
  - Approve camp schedule
  - Approve dates of camp
- YMCA Dive Safe Clinic (20 coaches)
  - Taught YMCA Coaches the dive safe system of USA Diving
  - Demonstrated the hand spotting skills

I have not personally had the opportunity to be the director of a camp/clinic. However, I have been involved with the camps/clinics hosted by USA Diving and Ron O'Brien. I am confident that I will be able to successfully host these events. I have no problem enlisting help the first year I host a camp to ensure everything runs smoothly. I have many colleagues with experience that I can call upon for help: Randy Ableman, Ron O'Brien, Ed Goodman, Dick Kimball, just to name a few.

**Participants:**

- Mission Bay-Divers with limited to proficient skills (40 campers/week)
- OMP – Elite Senior Divers, USA Diving (20 divers)
- YMCA – Lesson Instructors in YMCA programs around the country (20 coaches)

**Plans for Growth:**

Again, with a sound business and marketing plan, I am confident I will grow the camp. Offering diving instruction while at this camp will not only grow the camp itself, it will help also grow the lesson and team program. I project the camp will grow a minimum of 50% the second summer

<b>Annual Revenue:</b>	<b>1<sup>st</sup> year</b>	<b>2<sup>nd</sup> year</b>
Camp Fee	\$ 2,250/ week	\$3375/week
Registration fee	\$ 750/week	\$1125/week
Total Revenue for 6 weeks of camp	\$18,000	\$27,000

7. **Experience in the planning, organizing and running of USA Diving and FINA sanctioned competitions – give details as to specific events; your assigned tasks; volunteers; participants; and net revenue.**

### **USA DIVING/FINA SANCTIONED COMPETITIONS**

#### Dates of Experience:

1986 – American Cup, Mission Viejo

1996 - Junior National Championships – Coral Springs

2004 – Junior National Championships – Coral Springs

1985 – Present

- Invitational events - Mission Viejo, Mission Bay, Coral Springs
- Region Championships Coral Springs
- Senior preliminaries – Mission Viejo, Coral Springs
- East Spring Junior National Championships – Coral Springs
- USA Diving/FINA Grand Prix – Coral Springs

#### Assigned Tasks:

- Plan event
  - Volunteers
  - Schedule of events
  - Date of competition
  - Level of competition
    - Novice
    - JO
    - Senior
    - Regional
    - Zone
    - National
    - International
  - Secure scoring software
  - Planning opening ceremonies
  - Budgeting
  - Accounting
  - Secure sponsors
  - Secure housing arrangements
- Secure Coaches'/officials' hospitality
- Organize vendors
- Organize additional revenue
  - Snack bar
  - Merchandise
  - Secured VIK

#### Participants:

Invitationals – 80 – 200 athletes

Regional Events – 50 – 150 athletes

Zone Championships – 640 entries

National Events – 432 entries  
USA/FINA Grand Prix – FINA member countries

Net Revenue:

American Cup, Mission Viejo	\$0
1996 Junior National Championships – Coral Springs	\$8,000
2004 Junior National Championships – Coral Springs	\$14,000
Invitational events	\$1,000 - \$5,000
Region Championships Coral Springs	\$1,000 – \$3,000
Senior preliminaries – Mission Viejo, Coral Springs	\$1,000
East Spring Junior National Championships – Coral Springs	\$10,000
USA Diving/FINA Grand Prix – Coral Springs	\$0

8. **Team alumni, athlete honors, championships and awards received for teams or programs under your direction. In regards to the most current team or organization under your direction, provide, from a certified public accountant, financial information in the form of a balance sheet and profit and loss statements from the most recently completed fiscal year - including all revenues and expenses. Items to include, but not be limited to:**

1. **USA Diving Club Team**
2. **Diving Lesson and Instructional Diving Programming**
3. **Dive Camps and/or Clinics**
4. **Diving Competitions, Special Events**
5. **Fundraising Activities**
6. **Sponsorships and donations**

**Team alumni:**

**Most prominent alumni from 1985 – Present**

J.D. McGregor	USA National Team
Krista Wilson	USA National Team
Scott Fosdick	USA National Team
Carla Goltman	USA National Team
Brian Earley	USA National Team
Summer Brown	Jr. National Champion
Joy Burkholder	Jr. National Champion Bronze Medalist, A.G. World Championships
Brian Ramos	Jr. National Champion
Chris Mantilla	Jr. National Champion USA National Team
Drew Johansen	USA National Team
Keith Harris	USA Natinal Team
Jenny Dixon	USA National Team World Cup Team
Jenny Keim	On Team after 1996 Olympics
Kara Cook	Jr. National Champion
Kylie Cook	Jr. National Champion
Jevon Tarantino	USA National Team USA Olympic Trials USA World Championship Team

**Medals Won by Athletes:**

World Age Group Championships	1 Bronze
USA Diving Jr. Nationals	20 Gold 11 Silver 15 Bronze
Senior National Championships	1 Gold

**National Finalist**

**3 Silver  
2 Bronze  
128 Junior Nationals  
42 Senior Nationals  
1 NCAA Division I**

**Coaching Awards**

- Florida Gold Coast Coach of the Year
- WhoSam award – Dr. Sammy Lee, coach of distinction award
- Phil Boggs Award – Giving Back to the Sport Award
- 3 time Jr. National Team Champions
- USA Diving Age Group Coach of the Year
- 3 time NIC Diving Coach of the Year
- Coach of excellence Award – Senior National Coach of the Meet

**Fundraising and Sponsorship**

The Booster Club I have had the past 13 years has fundraised or found sponsors each year from \$10,000 to \$30,000 annually.

## **Financial information**

Profit & Loss, statements (see attachment)  
Balance Sheet (see attachment)

**Burgering Enterprises Inc**  
**Profit & Loss**  
January through December 2005

	Jan - Dec 05
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
<b>Fees</b>	
Administrative Fee-Coaching	1,369.00
Commissions-Coral Springs	23,818.50
Dive Fees	10,663.00
<b>Misc Income</b>	
Travel-Divers	1,236.01
<b>Total Misc Income</b>	1,236.01
<b>Fees - Other</b>	12,604.76
<b>Total Fees</b>	49,691.27
<b>Reimbursed Expenses</b>	
Booster Club Travel	2,219.36
U.S. Diving Travel Reimb	7,760.47
<b>Total Reimbursed Expenses</b>	9,979.83
<b>Total Income</b>	59,671.10
<b>Expense</b>	
<b>Auto Expense</b>	
Gas & Oil, etc	2,057.24
Lease Expense	5,567.62
R&M	673.93
Auto Expense - Other	468.56
<b>Total Auto Expense</b>	8,767.35
Bank Service Charges	306.96
Computer Expense	63.49
<b>Contract Labor</b>	
Andy Williams	2,540.00
Chris Comfort	190.00
Jim Fischer	9,694.87
Vicky Kiem	640.00
<b>Total Contract Labor</b>	13,064.87
Depreciation Expense	15.00
Dues and Subscriptions	330.00
<b>Insurance</b>	
Auto	1,183.21
Insurance - Other	288.94
<b>Total Insurance</b>	1,472.15
<b>Interest Expense</b>	
Finance Charge	5,090.15
LOC	1,330.56
<b>Total Interest Expense</b>	6,420.71
Internet Service	306.77
Licenses and Permits	150.00
<b>Meet Expense</b>	
C.S. Meet	375.00
Fina Grand Prix	414.41
<b>Supplies</b>	
Trophies	803.00
Supplies - Other	162.22
<b>Total Supplies</b>	965.22
Travel	12,649.23
Meet Expense - Other	385.33
<b>Total Meet Expense</b>	14,789.19
Office Supplies	751.98
<b>Payroll Tax Expenses</b>	
Unemployment Tax	40.00
Payroll Tax Expenses - Other	382.50
<b>Total Payroll Tax Expenses</b>	422.50

**Burgering Enterprises Inc**  
**Profit & Loss**  
**January through December 2005**

	Jan - Dec 05
Postage and Delivery	10.22
Printing and Reproduction	130.22
Professional Fees	
Accounting	1,067.21
<b>Total Professional Fees</b>	<b>1,067.21</b>
Promotions & Gifts	40.00
Rent	1,623.50
Salaries & Wages	
Shareholder	5,000.00
<b>Total Salaries &amp; Wages</b>	<b>5,000.00</b>
Taxes	
Property	40.91
<b>Total Taxes</b>	<b>40.91</b>
Telephone	4,702.50
Tolls, Parking etc	619.00
Travel & Ent	
Meals & Entertainment	1,167.88
<b>Total Travel &amp; Ent</b>	<b>1,167.88</b>
<b>Total Expense</b>	<b>61,262.41</b>
<b>Net Ordinary Income</b>	<b>-1,591.31</b>
<b>Net Income</b>	<b>-1,591.31</b>

**Burgering Enterprises Inc**  
**Balance Sheet**  
As of December 31, 2005

Dec 31, 05

**ASSETS**

**Current Assets**

**Checking/Savings**

Cash - Checking 245.22

Total Checking/Savings 245.22

**Other Current Assets**

Shareholder Loan Receivable 30,848.29

Total Other Current Assets 30,848.29

Total Current Assets 31,093.51

**Fixed Assets**

**Furniture & Fixtures**

File Cabinet 126.14

Desk 399.30

Total Furniture & Fixtures 525.44

**Office Equipment**

Computer 2,145.00

Docking Station 195.00

Monitor 400.00

Lexmark Printer 158.99

Total Office Equipment 2,898.99

Accumulated Depreciation -3,400.38

Total Fixed Assets 24.05

**TOTAL ASSETS 31,117.56**

**LIABILITIES & EQUITY**

**Liabilities**

**Current Liabilities**

**Credit Cards**

AMEX Payable - Corp 8,415.67

AMEX Payable 6,136.67

VISA Payable 4,299.16

Total Credit Cards 18,851.50

**Other Current Liabilities**

LOC Payable 10,000.00

Shareholder Loan Payable 2,061.62

Payroll Liabilities 765.00

Total Other Current Liabilities 12,826.62

Total Current Liabilities 31,678.12

Total Liabilities 31,678.12

**Equity**

Capital Stock 100.00

Retained Earnings 930.75

Net Income -1,591.31

Total Equity -560.56

**TOTAL LIABILITIES & EQUITY 31,117.56**

Form **1120S**

**U.S. Income Tax Return for an S Corporation**

CLIENT'S COPY

OMB No. 1545-0046

Department of the Treasury  
Internal Revenue Service

Do not file this form unless the corporation has filed  
Form 2553 to elect to be an S corporation.  
See separate instructions.

**2005**

For calendar year 2005, or tax year beginning 2005, and ending

<b>A</b> Effective date of S election <b>2/03/1993</b>	Use the IRS label. Otherwise, print or type. <b>Burgering Enterprises Inc 5100 Coronado Ridge Boca Raton, FL 33486</b>	<b>C</b> Employer identification number <b>650244501</b>
<b>B</b> Business code number (see instructions) <b>541990</b>		<b>D</b> Date incorporated <b>1/01/1991</b>
		<b>E</b> Total assets (see instructions) <b>\$ 31,119.</b>

**F** Check applicable boxes: (1)  Initial return (2)  Final return (3)  Name change (4)  Address change (5)  Amended return

**G** Enter number of shareholders in the corporation at end of the tax year **1**

Caution: Include **only** trade or business income and expenses on lines 1a through 21. See the instructions for more information.

<b>I N C O M E</b>	<b>1a</b> Gross receipts or sales <b>59,671.</b>	<b>b</b> Less returns and allowances	<b>c Bal</b>	<b>1c</b>	<b>59,671.</b>	
	<b>2</b> Cost of goods sold (Schedule A, line 8)			<b>2</b>		
	<b>3</b> Gross profit. Subtract line 2 from line 1c			<b>3</b>	<b>59,671.</b>	
	<b>4</b> Net gain (loss) from Form 4797, Part II, line 17 (attach Form 4797)			<b>4</b>		
	<b>5</b> Other income (loss) (attach statement)			<b>5</b>		
	<b>6 Total income (loss).</b> Add lines 3 through 5			<b>6</b>	<b>59,671.</b>	
<b>D E D U C T I O N S</b>	<b>7</b> Compensation of officers			<b>7</b>	<b>5,000.</b>	
	<b>8</b> Salaries and wages (less employment credits)			<b>8</b>		
	<b>9</b> Repairs and maintenance			<b>9</b>		
	<b>10</b> Bad debts			<b>10</b>		
	<b>11</b> Rents			<b>11</b>	<b>1,623.</b>	
	<b>12</b> Taxes and licenses			<b>12</b>	<b>613.</b>	
	<b>13</b> Interest			<b>13</b>	<b>6,421.</b>	
	<b>14a</b> Depreciation (attach Form 4562)	<b>14a</b>	<b>15.</b>			
	<b>b</b> Depreciation claimed on Schedule A and elsewhere on return	<b>14b</b>				
	<b>c</b> Subtract line 14b from line 14a			<b>14c</b>	<b>15.</b>	
	<b>15</b> Depletion (Do not deduct oil and gas depletion.)			<b>15</b>		
<b>I N S T R U C T I O N S</b>	<b>16</b> Advertising			<b>16</b>		
	<b>17</b> Pension, profit-sharing, etc. plans			<b>17</b>		
	<b>18</b> Employee benefit programs			<b>18</b>		
	<b>19</b> Other deductions (attach statement) See Statement 1			<b>19</b>	<b>47,238.</b>	
	<b>20 Total deductions.</b> Add the amounts shown in the far right column for lines 7 through 19			<b>20</b>	<b>60,910.</b>	
	<b>21 Ordinary business income (loss).</b> Subtract line 20 from line 6			<b>21</b>	<b>-1,239.</b>	
	<b>T A X A N D P A Y M E N T S</b>	<b>22 Tax:</b> a Excess net passive income tax (attach statement)	<b>22a</b>			
		<b>b</b> Tax from Schedule D (Form 1120S)	<b>22b</b>			
		<b>c</b> Add lines 22a and 22b (see the instructions for additional taxes)			<b>22c</b>	
		<b>23 Payments:</b> a 2005 estimated tax payments and amount applied from 2004 return	<b>23a</b>			
<b>b</b> Tax deposited with Form 7004	<b>23b</b>					
<b>c</b> Credit for Federal tax paid on fuels (attach Form 4136)	<b>23c</b>					
<b>d</b> Add lines 23a through 23c			<b>23d</b>			
<b>24</b> Estimated tax penalty (see instructions). Check if Form 2220 is attached <input type="checkbox"/>			<b>24</b>			
<b>25</b> Tax due. If line 23d is smaller than the total of lines 22c and 24, enter amount owed			<b>25</b>	<b>0.</b>		
<b>26</b> Overpayment. If line 23d is larger than the total of lines 22c and 24, enter amount overpaid			<b>26</b>			
<b>27</b> Enter amount of line 26 you want: <b>Credited to 2006 estimated tax</b> <input type="checkbox"/> <b>Refunded</b> <input type="checkbox"/>			<b>27</b>			

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than taxpayer) is based on all information of which preparer has any knowledge.

**Sign Here**  
 Signature of officer: *[Signature]* Date: **7/20/06** Title: **OWNER**

May the IRS discuss this return with the preparer shown below (see instructions)?  Yes  No

Preparer's signature: <i>[Signature]</i>	Date: <b>7/19/06</b>	Check if self-employed: <input type="checkbox"/>	Preparer's SSN or PTIN: <b>P00369026</b>
Firm's name (or yours if self-employed), address, and ZIP code: <b>Divine Blalock Martin Sellari 560 Village Blvd., Ste. 335 West Palm Beach, FL 33409</b>		EIN: <b>59-1498723</b>	
		Phone no.: <b>(561) 686-1110</b>	

**Schedule A Cost of Goods Sold** (see instructions)

1	Inventory at beginning of year	1	
2	Purchases	2	
3	Cost of labor	3	
4	Additional section 263A costs (attach statement)	4	
5	Other costs (attach statement)	5	
6	Total. Add lines 1 through 5	6	
7	Inventory at end of year	7	
8	Cost of goods sold. Subtract line 7 from line 6. Enter here and on page 1, line 2	8	

9a Check all methods used for valuing closing inventory:

(i)  Cost as described in Regulations section 1.471-3

(ii)  Lower of cost or market as described in Regulations section 1.471-4

(iii)  Other (specify method used and attach explanation) \_\_\_\_\_

b Check if there was a writedown of subnormal goods as described in Regulations section 1.471-2(c)  Yes  No

c Check if the LIFO inventory method was adopted this tax year for any goods (if checked, attach Form 970)  Yes  No

d If the LIFO inventory method was used for this tax year, enter percentage (or amounts) of closing inventory computed under LIFO **9d** \_\_\_\_\_

e If property is produced or acquired for resale, do the rules of Section 263A apply to the corporation?  Yes  No

f Was there any change in determining quantities, cost, or valuations between opening and closing inventory? If 'Yes,' attach explanation  Yes  No

**Schedule B Other Information** (see instructions)

	Yes	No
1 Check method of accounting: (a) <input checked="" type="checkbox"/> Cash (b) <input type="checkbox"/> Accrual (c) <input type="checkbox"/> Other (specify) _____		
2 See the instructions and enter the: (a) Business activity <u>Coaching</u> (b) Product or service <u>Diving</u>		
3 At the end of the tax year, did the corporation own, directly or indirectly, 50% or more of the voting stock of a domestic corporation? (For rules of attribution, see section 267(c).) If 'Yes,' attach a statement showing: (a) name, address, and employer identification number and (b) percentage owned.		X
4 Was the corporation a member of a controlled group subject to the provisions of section 1561?		X
5 Has this corporation filed, or is it required to file, a return under section 6111 to provide information on any reportable transaction?		X
6 Check this box if the corporation issued publicly offered debt instruments with original issue discount. If checked, the corporation may have to file Form 8281, Information Return for Publicly Offered Original Issue Discount Instruments. <input type="checkbox"/>		
7 If the corporation: (a) was a C corporation before it elected to be an S corporation or the corporation acquired an asset with a basis determined by reference to its basis (or the basis of any other property) in the hands of a C corporation and (b) has net unrealized built-in gain (defined in section 1374(d)(1)) in excess of the net recognized built-in gain from prior years, enter the net unrealized built-in gain reduced by net recognized built-in gain from prior years _____ \$ _____ <input type="checkbox"/>		
8 Check this box if the corporation had accumulated earnings and profits at the close of the tax year. <input type="checkbox"/>		
9 Are the corporation's total receipts (see instructions) for the tax year and its total assets at the end of the tax year less than \$250,000? If 'Yes,' the corporation is not required to complete Schedules L and M-1. <input checked="" type="checkbox"/>	X	

Note: If the corporation had assets or operated a business in a foreign country or U.S. possession, it may be required to attach Schedule N (Form 1120), Foreign Operations of U.S. Corporations, to this return. See Schedule N for details.

**Schedule K Shareholders' Shares of Income, Deductions, Credits, etc**

Shareholders' Pro Rata Share Items		Total amount
1	Ordinary business income (loss) (page 1, line 21)	-1,239.
2	Net rental real estate income (loss) (attach Form 8825)	
3a	Other gross rental income (loss)	
3b	Expenses from other rental activities (attach statement)	
3c	Other net rental income (loss). Subtract line 3b from line 3a	
4	Interest income	
5a	Dividends: a Ordinary dividends	
5b	b Qualified dividends	
6	Royalties	
7	Net short-term capital gain (loss) (attach Schedule D (Form 1120S))	
8a	Net long-term capital gain (loss) (attach Schedule D (Form 1120S))	
8b	Collectibles (28%) gain (loss)	
8c	Unrecaptured section 1250 gain (attach statement)	
9	Net section 1231 gain (loss) (attach Form 4797)	
10	Other income (loss) (see instructions)	

Shareholders' Pro Rata Share Items (continued)		Total amount	
Deductions	11 Section 179 deduction (attach Form 4562) .....	11	
	12a Contributions .....	12a	
	b Investment interest expense .....	12b	
	c Section 59(e)(2) expenditures (1) Type ▶ (2) Amount ▶ .....	12c (2)	
	d Other deductions (see instructions) .. Type ▶ .....	12d	
Credits and Credit Recapture	13a Low-income housing credit (section 42(j)(5)) .....	13a	
	b Low-income housing credit (other) .....	13b	
	c Qualified rehabilitation expenditures (rental real estate) (attach Form 3468) .....	13c	
	d Other rental real estate credits (see instrs) Type ▶ .....	13d	
	e Other rental credits (see instrs) Type ▶ .....	13e	
	f Credit for alcohol used as fuel (attach Form 6478) .....	13f	
	g Other credits and credit recapture (see instrs) Type ▶ .....	13g	
Foreign Transactions	14a Name of country or U.S. possession .....		
	b Gross income from all sources .....	14b	
	c Gross income sourced at shareholder level .....	14c	
	<i>Foreign gross income sourced at corporate level:</i>		
	d Passive .....	14d	
	e Listed categories (attach statement) .....	14e	
	f General limitation .....	14f	
	<i>Deductions allocated and apportioned at shareholder level:</i>		
	g Interest expense .....	14g	
	h Other .....	14h	
	<i>Deductions allocated and apportioned at corporate level to foreign source income:</i>		
	i Passive .....	14i	
	j Listed categories (attach statement) .....	14j	
	k General limitation .....	14k	
<i>Other information:</i>			
l Total foreign taxes (check one): ▶ <input type="checkbox"/> Paid <input type="checkbox"/> Accrued .....	14l		
m Reduction in taxes available for credit (attach statement) .....	14m		
n Other foreign tax information (attach statement) .....			
Alternative Minimum Tax (AMT) Items	15a Post-1986 depreciation adjustment .....	15a	
	b Adjusted gain or loss .....	15b	
	c Depletion (other than oil and gas) .....	15c	
	d Oil, gas, and geothermal properties — gross income .....	15d	
	e Oil, gas, and geothermal properties — deductions .....	15e	
	f Other AMT items (attach statement) .....	15f	
Items Affecting Shareholder Basis	16a Tax-exempt interest income .....	16a	
	b Other tax-exempt income .....	16b	
	c Nondeductible expenses .....	16c	
	d Property distributions .....	16d	
	e Repayment of loans from shareholders .....	16e	
Other Information	17a Investment income .....	17a	
	b Investment expenses .....	17b	
	c Dividend distributions paid from accumulated earnings and profits .....	17c	
	d Other items and amounts (attach statement) .....		
	e Income/loss reconciliation. (Required only if Schedule M-1 must be completed.) Combine the amounts on lines 1 through 10 in the far right column. From the result, subtract the sum of the amounts on lines 11 through 12d and lines 14i .....	17e	

350.

-1,239.

Note: The corporation is not required to complete Schedules L and M-1 if question 9 of Schedule B is answered 'Yes'.

Schedule L Balance Sheets per Books	Beginning of tax year		End of tax year	
	(a)	(b)	(c)	(d)
<b>Assets</b>				
1 Cash		879.		245.
2a Trade notes and accounts receivable				
b Less allowance for bad debts				
3 Inventories				
4 U.S. government obligations				
5 Tax-exempt securities				
6 Other current assets (attach stmt)				
7 Loans to shareholders		26,913.		30,848.
8 Mortgage and real estate loans				
9 Other investments (attach statement)				
10a Buildings and other depreciable assets	3,424.		3,424.	
b Less accumulated depreciation	3,385.	39.	3,400.	24.
11a Depletable assets				
b Less accumulated depletion				
12 Land (net of any amortization)				
13a Intangible assets (amortizable only)				
b Less accumulated amortization				
14 Other assets (attach stmt) See St. 2		1.		2.
15 Total assets		27,832.		31,119.
<b>Liabilities and Shareholders' Equity</b>				
16 Accounts payable				
17 Mortgages, notes, bonds payable in less than 1 year				
18 Other current liabilities (attach stmt) See St. 3		26,800.		29,615.
19 Loans from shareholders				2,061.
20 Mortgages, notes, bonds payable in 1 year or more				
21 Other liabilities (attach statement)				
22 Capital stock		100.		100.
23 Additional paid-in capital				
24 Retained earnings		932.		-657.
25 Adjustments to shareholders' equity (att stmt)				
26 Less cost of treasury stock				
27 Total liabilities and shareholders' equity		27,832.		31,119.

Schedule M-1 Reconciliation of Income (Loss) per Books With Income (Loss) per Return			
1 Net income (loss) per books	-1,589.	5 Income recorded on books this year not included on Schedule K, lines 1 through 10 (itemize):	
2 Income included on Schedule K, lines 1, 2, 3c, 4, 5a, 6, 7, 8a, 9, and 10, not recorded on books this year (itemize):		a Tax-exempt interest \$	
3 Expenses recorded on books this year not included on Schedule K, lines 1 through 12, and 14i (itemize):		6 Deductions included on Schedule K, lines 1 through 12, and 14i, not charged against book income this year (itemize):	
a Depreciation \$		a Depreciation \$	
b Travel and entertainment \$ 350.		7 Add lines 5 and 6	0.
4 Add lines 1 through 3	350.	8 Income (loss) (Schedule K, ln 17e) Ln 4 less ln 7	-1,239.
	-1,239.		

Schedule M-2 Analysis of Accumulated Adjustments Account, Other Adjustments Account, and Shareholders' Undistributed Taxable Income Previously Taxed (see instructions)			
	(a) Accumulated adjustments account	(b) Other adjustments account	(c) Shareholders' undistributed taxable income previously taxed
1 Balance at beginning of tax year	932.		
2 Ordinary income from page 1, line 21			
3 Other additions			
4 Loss from page 1, line 21	( 1,239.)		
5 Other reductions See Statement 4	( 350.)		
6 Combine lines 1 through 5	-657.		
7 Distributions other than dividend distributions			
8 Balance at end of tax year. Subtract line 7 from line 6	-657.		

Client BURG-ENT

Burgening Enterprises Inc

650244501

6/10/06

12:07PM

Statement 1  
Form 1120S, Line 19  
Other Deductions

Accounting.....	\$	1,067.
Auto and Truck Expense.....		8,767.
Bank Charges.....		307.
Computer Expense.....		63.
Contract Labor.....		13,065.
Dive Meet Expense.....		14,789.
Dues and Subscriptions.....		330.
Gifts.....		40.
Insurance.....		1,472.
Internet Service.....		307.
Meals and Entertainment Expense.....		818.
Office Expense.....		752.
Parking and Tolls.....		619.
Postage.....		10.
Printing.....		130.
Telephone.....		4,702.
	Total \$	<u>47,238.</u>

Statement 2  
Form 1120S, Schedule L, Line 14  
Other Assets

	Beginning	Ending
Rounding.....	\$ 1.	\$ 2.
Total	<u>\$ 1.</u>	<u>\$ 2.</u>

Statement 3  
Form 1120S, Schedule L, Line 18  
Other Current Liabilities

	Beginning	Ending
AMEX Payable.....	\$ 14,199.	\$ 14,551.
LOC Payable.....	10,000.	10,000.
Payroll Taxes Payable.....	0.	765.
VISA Credit Card Payable.....	2,601.	4,299.
Total	<u>\$ 26,800.</u>	<u>\$ 29,615.</u>

Statement 4  
Form 1120S, Schedule M-2, Column A, Line 5  
Other Reductions

Disallowed Meals and Entertainment.....	\$	350.
Total	<u>\$</u>	<u>350.</u>

## REVENUE DISTRIBUTION INFORMATION

### PART I – PAYABLE TO THE CITY BY CONTRACTOR

(1.) DIVE TEAM

(A.) Team Membership Fees:	20	% GROSS REVENUE (20% minimum)
<b>Guaranteed MINIMUM</b>	<b>\$5,300/yr</b>	<b>TOTAL</b>
 (B.) Other Fees:		
Private Coaching Fees:	20	% GROSS REVENUE (20% minimum)
Joining Fees:	\$ N/A	% GROSS REVENUE (If charged)
Registration Fees:	10	% GROSS REVENUE (If charged)
New Member Fees:	\$ N/A	% GROSS REVENUE (If charged)
Tuition Fees:	\$ N/A	% GROSS REVENUE (If charged)
<b>Guaranteed MINIMUM</b>	<b>\$ 500/yr</b>	<b>TOTAL</b>
 (C.) Scholarships:		
	5/yr	# of scholarships per contract year (minimum 5 per year)

### (2) DIVING LESSON & INSTRUCTIONAL DIVING PROGRAMS

(A.) Private Lessons:	20	% GROSS REVENUE (20% minimum)
<b>Guaranteed MINIMUM</b>	<b>\$1,500/yr</b>	<b>TOTAL (\$1,500 minimum)</b>
 (B.) Group Lessons:		
	20	% GROSS REVENUE (20% minimum)
<b>Guaranteed MINIMUM</b>	<b>\$4,000/yr</b>	<b>TOTAL (\$1,500 minimum)</b>
 (C.) Other Fees		
Joining Fees:	\$ N/A	% GROSS REVENUE (If charged)
Registration Fees:	\$ N/A	% GROSS REVENUE (If charged)
New Member Fees:	\$ N/A	% GROSS REVENUE (If charged)
Annual Tuition Fees:	\$ N/A	% GROSS REVENUE (If charged)
<b>Guaranteed MINIMUM</b>	<b>\$ N/A</b>	<b>TOTAL – not charged</b>
 (D.) Scholarships:		
	10	# of scholarships per contract year (minimum 10 per year)

(3.) OTHER

Facility Fee:	\$ 6,000/yr	as noted in 4.A. herein (minimum \$5,000)
Office Rental	\$ 1,500 /yr	per square-foot x 190 (minimum \$1,000)
Dive Camp	\$3.00	per participate as noted in 5.D. herein
Visiting Teams	\$7.00	per swimmer per day as noted in 2.K. herein
Events	50% of net revenues from events as noted in 8.A. herein	

**PART II – PAYABLE TO CONTRACTOR BY CITY**

(1.) Proposed annual Dive Team Director Fee (payable in monthly installments)

\$ 45,000 (not to exceed \$45,000)

(2.) Proposed annual Assistant Coaching Reimbursement (payable in monthly installments)

\$ 10,000 (not to exceed \$10,000)

(3) Parking Passes 2

**PART III – OTHER**

(1.) List any additional proposed payments, contributions or revenue to the CITY by CONTRACTOR

Burgering Enterprises, Inc., will pay City 10% of all camp net revenue per year

(2) List any additional proposed payments, contributions or revenue to the CONTRACTOR by the CITY

N/A

**Proposal Questionnaire  
Dive Team Coach  
RFP No. 775-9614**

Prior Experience

1. Number of years experience the proposer has had in providing similar services: 21 years
  
2. Are you, as the proposer, currently employed as a diving coach? Provide team name and affiliation (USA Diving, AAU, YMCA, or other)  
Yes,  
Coral Springs Diving Team  
USA Diving
  
3. List below those persons who will have a management or supervisory position in the proposed team, should you be awarded the contract. List name, title or position and project duties. A resume or summary of experience and qualifications must accompany your proposal.  
Dave Burgering, Head Coach/Director of Diving –  
- Duties include but are not limited to:
  - administer the diving program as outlined in this RFP
  - supervise all diving staff
  - coach/administer team
  - develop annual plans for all groups of the team
  - develop annual lesson plans for the lessons
  - develop and administer camps/clinics
  - deliver all reports in a timely manner to the City
  - maintain and develop all financial records and reports
  - any duties assigned by the City

I will not hire an assistant coach or lesson instructor until I am able to assess the team's needs. I will hire additional staff as soon as the program dictates. Listed below are the duties of the assistant coach and lesson instructor.

The duties of the assistant coach include but are not limited to:

- supervise all team groups as assigned by the Head Coach
- follow all standard operating procedures as outlined
- attend competitions as assigned by Head Coach
- follow annual plan for team
- help develop annual plan for team with Head Coach
- keep all reports and attendance records and file them in Diving Office daily

- any duties as assigned by Head Coach

The Duties of the lesson instructor include but are not limited to:

- report to Head Coach
- teach and follow annual lesson plan for lesson groups
- asses all divers in the lesson program and make recommendations for advancement to Head Coach
- help develop an annual lesson plan with Head Coach
- keep all reports and attendance records current and file them in Diving Office daily
- any duties as assigned by Head Coach

4. List all clients/corporations/agencies for whom you have provided similar services to in the last ten (10) years. Provide the name, address, telephone number, contact person, and date the service was provided. If services provided differ from the one presented in your proposal, please indicate such differences.

City of Coral Springs  
12441 Royal Palm Blvd.  
Coral Springs, FL  
(954) 345-2121  
Mike McGown  
1993 – Present

5. List City of Fort Lauderdale agencies with which the proposer has had contracts or agreements during the past ten (10) years: None
6. Lawsuits (any) pending or completed involving the corporation, partnership or individuals with more than 10% interest: None
  - a. List all pending lawsuits, which are concerned directly with the staff or part of your organization, proposed for the contract. None
  - b. List all judgments from lawsuits in the last 5 years, which are concerned directly with the staff or part of your organization, proposed for the contract. None

#### a) Sport of Diving

1. List all judgments, pending judgments, rulings or sanctions from international or national governing bodies for the sport of diving, including, but not limited to: International Olympic Committee (IOC), United States Olympic Committee (USOC), Federation Internationale De Natation Amateur (FINA); Amateur Swimming Union of the Americas

(ASUA), National Collegiate Athletic Association (NCAA), National Interscholastic Swimming Coaches Association (NISCA), USA Diving or any other National or International Governing Body association for the sport of diving which are concerned directly with you, your staff or any part of your organization, proposed for the contract. Explain the incident(s) and the result/ruling for each. None

2. Have you, your athletes, any member of your staff or part of your organization staff proposed for the contract ever been charged with or have committed an anti-doping rule violation according to FINA Rule DC 2.1 through DC 2.8 (**Exhibit 2**), USA Diving Code of Conduct (**Exhibit 3**) or any national or international governing body?

Yes \_\_\_\_\_ No **X** If yes, explain the incident(s) and the result/ruling for each.

3. Have you, your athletes, any member of your staff or part of your organization staff proposed for the contract ever been summoned to appear before the USA Diving National Board of Review or other any national governing body National Board of Review under the jurisdiction of FINA? If yes, explain the incident and the result. No

4. Do you and your proposed staff hold current safety certifications for lifesaving, CPR, and USA Diving safety certifications? Yes Please provide.  
USA Diving Safety  
CPR & First Aid

5. Have you or any member of your staff proposed for the contract, ever had any national certifications revoked or suspended (i.e. USA Diving, FINA, American Red Cross, Ellis, United States Water Fitness Association, YMCA, AAU)? No

6. Have you ever been terminated from a coaching position?

Yes \_\_\_\_\_ No **X** If yes, explain the circumstances.