



Meeting of the Executive Committee

August 17, 2017

12:00 p.m.

*CIF Southern Section Offices
Los Alamitos, California*

Minutes

1. OPENING BUSINESSDISPOSITION

ITEM

- A. Call to order by Carter Paysinger, President of the Council

The meeting was called to order at 12:07 p.m. Carter Paysinger welcomed everyone back from a short summer and hoped everyone had a relaxing time.

- B. Pledge of Allegiance

- C. Roll Call

All members were present, except Rita Dever, Geniel Moon, and Mike West.

- D. Introduction of Guests

There were no guests present. Those present for the Releaguings Appeals would introduce themselves at the appropriate time.

- E. Adopt Agenda

Adopted 16-0-0

Carter Paysinger made a motion to move Item 5A to before Item 1F of the agenda in order to approve the appointment of one member of the Executive Committee. It was moved and seconded to adopt the revised agenda 16-0-0.

Carter Paysinger asked for a vote to appoint the following Executive Committee position:

At-Large Representative – Dana Wilkerson – It was moved and seconded to approve Dana Wilkerson as At-Large Representative to the Executive Committee for a term of two years. The motion carried 16-0-0.

- F. Approval of Minutes

Approved 16-0-1

There was a motion and a second to approve the minutes of the May 10, 2017 Executive Committee meeting. The minutes were approved 16-0-1.

2. PUBLIC COMMENT

- A. Recognition of anyone wishing to address the Executive Committee. Speakers must limit their remarks to three minutes.

Mr. Gary Rowe, parent of a student at Golden Valley High School, addressed the Executive Committee regarding the eligibility of his student.

3. ACTION ITEMS

A. STATE FEDERATED COUNCIL ACTION ITEMS

- | | |
|--|--|
| 1. Proposed Revision Bylaw 207.B.(5) –
Sit Out Period | Exe. Comm. Voted to Support 17-0-0
Action STATE 552 |
|--|--|

Monica Colunga reviewed the proposal to change the Sit-Out Period from a specific date in each season of sport to a percentage of each season of sport. There was a motion and second to approve. Carter Paysinger clarified that the Sit-Out Period for the Southern Section would be 50% of the regular season. If the regular season has an odd number of days, the Sit-Out Period would be 50% of the regular season plus one day. The motion carried 17-0-0.

- | | |
|--|--|
| 2. Proposed Revision Bylaw 1906.B –
Football Tie-Breaker Period | Exe. Comm. Voted to Support 18-0-0
Action STATE 553 |
|--|--|

Monica Colunga reviewed the proposal to remove the 10-yard football tie-breaker from the CIF Constitution and Bylaws. There was a motion and a second. Jim Monico asked Rob Wigod to clarify if this is mandating the 25-yard tie-breaker be used or does this proposal give sections an option. Rob Wigod stated that this proposal takes away the language mandating the 10-yard tie-breaker, giving the sections the option of something different. The State will be utilizing the 25-yard tie-breaker for CIF State Regional and CIF State Championships games and the Southern Section will stay with the 25-yard tie-breaker that is already in place. The motion carried 18-0-0.

B. SOUTHERN SECTION ACTION ITEMS

1. Releaguings Appeal Hearings

A. Northern Area

Carter Paysinger reviewed the process and timeline each hearing will follow.

- | | | |
|-----------------------|---------------------|-------|
| 1. Agoura High School | Not Accepted 1-15-5 | 3B1A1 |
|-----------------------|---------------------|-------|

Present for the Agoura High School appeal were Brian Mercer, Principal; Garrett Lepisto, Athletic Director; and Dave Hess, Northern Area Releaguings Chair. Releaguings information was presented by Agoura High School. A response was provided by Dave Hess regarding the process followed by the Northern Area in arriving at the 2018-2020 Releaguings Plan approved by that area. There was a motion and a second to accept the appeal. A discussion was held. The motion was not approved and the appeal was not accepted by a vote of 1-15-5.

- | | | |
|--|-----------------|-------|
| 2. Thousand Oaks High School (Football Only) | Accepted 11-8-2 | 3B1A2 |
|--|-----------------|-------|

Present for the Thousand Oaks High School appeal were Lou Lichtl, Principal; Gary Walin, Assistant Principal; and Dave Hess, Northern Area Releaguings Chair. Releaguings information was presented by Thousand Oaks High School. A response was provided by Dave Hess regarding the process followed by the Northern Area in arriving at the 2018-2020 Releaguings Plan approved by that area. There was a motion and a second to accept the appeal. A discussion was held. The motion was approved and the appeal was accepted by a vote of 11-8-2.

3. ACTION ITEMS (Cont.)

B. SOUTHERN SECTION ACTION ITEMS (Cont.)

1. Releaguings Appeal Hearings (Cont.)

A. Northern Area (Cont.)

3. Westlake High School (Football Only) Accepted 13-7-1 3B1A3

Present for the Westlake High School appeal was Jason Branham, Principal; and Dave Hess, Northern Area Releaguings Chair. Releaguings information was presented by Westlake High School. A response was provided by Dave Hess regarding the process followed by the Northern Area in arriving at the 2018-2020 Releaguings Plan approved by that area. There was a motion and a second to accept the appeal. There was a motion and a second to accept the appeal. A discussion was held. The motion was approved and the appeal was accepted by a vote of 13-7-1.

B. Orange County Area

Carter Paysinger reviewed the process and timeline the hearing would follow.

1. Laguna Beach High School Not Accepted 0-17-4 3B1B1

Present for the Laguna Beach High School appeal were Jason Alleman, Principal; Lance Neal, Athletic Director; Mike Brennan, Orange County Area Releaguings Chair; and Joel Hartmann, Orange County Area Releaguings Coordinator. Releaguings information was presented by Laguna Beach High School. A response was provided by Mike Brennan regarding the process followed by the Orange County Area in arriving at the 2018-2020 Releaguings Plan approved by that area. There was a motion and a second to accept the appeal. There was a motion and a second to accept the appeal. A discussion was held. The motion was not approved and the appeal was not accepted by a vote of 0-17-4.

2. Laguna Hills High School Accepted 14-3-4 3B1B2

Present for the Laguna Hills High School appeal were Bill Hinds, Principal; Jay Chadwick, Assistant Principal of Athletics; Tim Ellis, Athletic Director; Don Grable, Athletic Director at Corona del Mar High School; Mike Brennan, Orange County Area Releaguings Chair; and Joel Hartmann, Orange County Area Releaguings Coordinator. Releaguings information was presented by Laguna Hills High School. A response was provided by Mike Brennan regarding the process followed by the Orange County Area in arriving at the 2018-2020 Releaguings Plan approved by that area. There was a motion and a second to accept the appeal. There was a motion and a second to accept the appeal. A discussion was held. The motion was approved and the appeal was not accepted by a vote of 14-3-4.

The Executive Committee took a break at 2:20 p.m. Carter Paysinger reconvened the meeting at 2:33 p.m.

C. Small Schools Area

Carter Paysinger reviewed the process and timeline the hearing would follow.

1. Santa Rosa Academy Not Accepted 0-21-0 3B1C1

Present for the Santa Rosa Academy appeal were Nick Stearns, Principal; Dan Torres, Athletic Director; and Mark Edgemon, Small Schools Area Releaguings Chair. Releaguings information was presented by Santa Rosa Academy. A response was provided by Mark Edgemon regarding the process followed by the Small Schools Area in arriving at the 2018-2022 Releaguings Plan approved by that area. There was a motion and a second to accept the appeal. There was a motion and a

3. ACTION ITEMS (Cont.)

second to accept the appeal. A discussion was held. The motion was not approved and appeal was not accepted by a vote of 0-21-0.

B. SOUTHERN SECTION ACTION ITEMS (Cont.)

1. Releaguings Appeal Hearings (Cont.)

C. Small Schools Area (Cont.)

2. Western Christian High School

Not Accepted 0-20-1 3B1C2

Present for the Western Christian High School appeal were Mike Hargis, Athletic Director; and Mark Edgemon, Small Schools Area Releaguings Chair. Releaguings information was presented by Western Christian High School. A response was provided by Mark Edgemon regarding the process followed by the Small Schools Area in arriving at the 2018-2022 Releaguings Plan approved by that area. There was a motion and a second to accept the appeal. A discussion was held. The motion was not approved and appeal was not accepted by a vote of 0-20-1.

4. NON-ACTION ITEMS

A. STATE FEDERATED COUNCIL NON-ACTION ITEMS

There are no State Federated Council Non-Action Items at this time.

B. SOUTHERN SECTION NON-ACTION ITEMS

1. Proposed Revision Bylaw 208.A(4) – Foreign Exchange Student Host Family

Non-Action

SS 554

Carter Paysinger reviewed the proposal to allow coaches to host foreign exchange students in their homes and to limit those students to lower level competition for one year. Rob Wigod explained that Wilson High School in Long Beach has a staff member that has hosted foreign exchange students for years. This staff member has been asked to be a coach on campus and Bylaw 208.A(4) clearly states that foreign exchange students cannot reside with a coach at their school. This is a CIF Bylaw, so the proposal would need to be approved by the CIF Southern Section Council prior to submitting it to the CIF Federated Council. It was asked what is the answer if the student is living with a volleyball coach but the student plays soccer? The bylaw states that living with a coach, regardless of the sport, is not allowed. Mike Middlebrook discussed the changes in the F1 visas and J1 visas and stated that open-ended visas are being issued more often.

5. NEW BUSINESS (5A was moved to the top of Item 3. Action Items)

A. Appointment of Southern Section Executive Committee At-Large Representative

Action

5A

B. Financial Report

Mitch Carty

Mitch Carty distributed a report on the just completed 2016-17 school year and reviewed it with the Executive Committee. The Financial Report is available at the end of these minutes.

C. Marketing Report

Thom Simmons/ Jackie Gibson

Thom Simmons distributed a Marketing Report and reviewed it with the Executive Committee. The Marketing Report is available at the end of these minutes. Jackie Gibson gave a presentation on the new electronic version of our championship programs that will be available this school year on our website. Team photos and advertisements will be in color, the program is easy to view on mobile devices as well

and is downloadable as a pdf to save or to print. Also, it can be posted on social media and we will receive analytical information regarding views, view time and views by page. Finally, because it will always be on our website, there is added value to the advertisers in our program.

6. OLD BUSINESS

A. 2018-2019 Sports Calendar – Baseball/Softball

Rob Wigod

The last page of your packet contained the vote regarding this issue from the Council meeting. This proposal lost by one vote. Several leagues that voted yes have stated that they would like to bring this proposal back for first read at the CIF Southern Section Council meeting in October. Our administrative staff will be going out to league meetings to find out what the concerns were and what changes would be acceptable to pass this proposal. Dave Reid stated that he agreed with staff heading to meetings. Dick Billingsley echoed the agreement of the staff coming to the leagues. Rob Wigod asked what were the no votes based on with some leagues answering that weather, daylight savings time, etc. were expressed as concerns. Leagues need to see this proposal coming from the schools and leagues, not from the Executive Committee. Chris Calderwood stated that there is sentiment around the Section that the State is dictating what we should do and that some leagues voted no as a protest vote. It was also stated that most proposals that are passed at the State level have come from Southern Section. Carter Paysinger stated that Executive Committee members should talk to their constituents and that he wouldn't want to be one of those coaches whose students are out of school during the playoffs. Rob Wigod said this needs to be introduced in October to be voted on in January, in order to give schools an appropriate time frame to set up schedules.

7. CLOSED SESSION

A. Public Employee Evaluation of Performance – (Government Code 54957):

1. CIF Southern Section Goals – 2017-2018

The committee went into Closed Session at 3:42 pm.

8. REPORT OF ACTION(S) TAKEN IN CLOSED SESSION

The Closed Session ended at 4:05 pm. There was no action taken in Closed Session.

9. REPORTS

A. NFHS Summer Meeting Reports: Carter Paysinger, Monica Colunga, Jim Monico, Rita Dever

Carter Paysinger attended the football breakout session. The NFHS is working to preserve Friday nights for high school football only. There was talk about promoting safety with youth coming into football. NFL flag football appeared to be a big deal at the conference. It was noted that the number of participants are dropping in football. In Washington, there was a school that recruited students and last year they were the best school in the state, but the other schools in the state association would not play them. It is an interesting way to handle a recruiting situation.

Monica Colunga attended a session titled “NFHS Essentials Initiative”, discussing expanding opportunities to increase enjoyment of sports prior to high school and to decrease injury and burnout from club participation. Many of these students are not working out in advance, they are just heading out and playing. At the high school level, we are having to reeducate these students, teaching sportsmanship and integrity. This is a nationwide problem. I had the honor of being present at the Hall of Fame induction banquet for Lisa Fernandez from the CIF Southern Section.

Jim Monico stated that Rob Wigod was the moderator for a session entitled, “Inclusion, it is Not Just a Game.” In Connecticut, there were 6,000 participants in their Special Olympics program in 2006 and that number has grown to 9,000 this past year. If we want to maintain the program of inclusion athletics, stipends are needed. Kentucky started with some grants and are now going forward with this project. Also, he attended “Verbal Judo, How to Deal with Verbal Conflict and De-Escalate a Tense Situation” that was

9. REPORTS (Cont.)

A. NFHS Summer Meeting Reports: Carter Paysinger, Monica Colunga, Jim Monico, Rita Dever (Cont.)

presented by a soccer official. This was a great workshop and a reminder that the most dangerous weapon is your mouth when talking to coaches and parents. Be cordial not confrontational. Another workshop he attended was “How to Effectively Handle Investigations and Accusations” that went through processes that sections should follow when going through an investigation.

B. President’s Report

Carter Paysinger

We had a great start with educating of our member schools regarding their need for full-time athletic trainers last year. Our last meeting set up our next steps. At the NFHS Conference, I attended a sports medicine workshop where a representative from Arizona stated that in order to host a playoff event, their school must have a full-time athletic trainer on staff. Other states discussed a presentation made to their schools and school boards showing the money schools save by having full-time trainers as there are fewer injuries and fewer emergency calls.

C. Treasurer’s Report

Jeff Jordan

Mitch Carty went through the details of the current budget and plans for next year. The annual audit will begin on September 5. Regarding membership sports fees, 83% of member schools have created their invoices with 247 invoices paid, despite many schools not starting yet.

D. Commissioner’s Report

Rob Wigod

Welcome back. I appreciate the help you give us. We have been out at our eligibility workshops the past few weeks with one more left next week in the Antelope Valley. There are three New Principal/AD Workshops in September with the one scheduled on September 7th already at capacity. The workshops have gone very well and thanks to Glenn Martinez and his assistant Susan Miller for planning and setting up the workshops and to all the administrators for facilitating the events. Thank you to Mitch Carty for all his hard work on the budget and to Thom Simmons and Jackie Gibson for a great presentation and both of you have done a wonderful job as the new marketing team. We have a stronger team then we have ever had, both in this room and with this staff. August is the month of eligibility and getting the students ready to play, as there are scrimmages this week. My thanks to all of you and let us know how we can help you.

E. Executive Committee Member Reports

Executive Assistant - Sharon Hodge – Preparations for the Champions for Character and Hall of Fame/Distinguished Service Awards events are well under way. The Golf Preview is posted on our website as well as the new Competitive Cheer page and Preview. Our January retreat will be at the Mission Inn in Riverside.

CAPHERD Representative – Jim Perry – It is good to be here.

CSADA Representative - Dave Reid – School opened this past Wednesday. As we went through the Small Schools Area Releaguings Appeals, I was thinking way go to Mark Edgemon for handling the tremendous task of organizing 173 schools.

Girls’ Athletic Directors Representative - Jill Matyuch – It is humbling to be here and I thank you for the opportunity. In my own conference, are we losing women in this profession. Many of our schools are going to only one AD instead of two. I am growing professionally and I thank you for having me on this committee.

CADA Representative - Todd Arrowsmith – It is great to see Assistant Commissioner under Thom Simmons’ name. Attended several CADA retreats this summer teaching Pursuing Victory with Honor and what is appropriate in our student sections. We worked on solutions and I enjoyed talking to students.

Orange County Area Representative - Denise Halstead – It is great to be back. I am listening, learning, and growing in this process.

Mt. SAC Area Representative - Paul Lopez – We opened school yesterday. I started an Athletic Leadership Class this year. This class is not just for the major sports but all the sports in hopes of getting students to attend games and expand our fan base. We appreciate the office staff. It is frustrating when entities come for appeals that are not engaged in the process and appear at the meetings to represent themselves at ground level.

9. REPORTS (Cont.)

E. Executive Committee Member Reports (Cont.)

CSADA Representative – Sandy Gahring – Thank you for the gifts. I want to compliment Glenn Martinez and Sharon Hodge and the entire staff for their hard work at the Champions for Character Golf Tournament. Jackie Gibson, for all the things you have done, I am impressed by you. I attend the eligibility workshops every year and I learn something new every year. We have another new principal and we are encouraging him to get involved and be supportive.

At-Large Representative - Dana Wilkerson – Thank you for the vote of confidence at the beginning of this meeting.

Marketing Manager – Jackie Gibson – Said everything during our marketing update. Wish you the best of luck in the new year and if you need anything, please let us know.

Assistant Commissioner - Thom Simmons – Attended an event regarding the state of youth sport at the LA84 Foundation. Interesting discussion regarding junior football and Pop Warner with questions as to what do we need to do to help increase the declining numbers. The Los Angeles area is actually increasing numbers where the rest of the nation is decreasing. Junior football would love to go to high schools and collect old equipment throughout the year. In 2022, the Super Bowl is coming to Los Angeles which generates over a billion dollars in two weeks. They want to get athletic trainers on all high school campuses and are trying to get state legislators on board. Travelled to Montana and gave two presentations on social media and one on competitive equity playoffs. There were 30 people in each session with only seven in the last one on competitive equity. One great aspect about this gathering was that everyone seemed to know each other and there was great camaraderie.

Assistant Commissioner - Mike Middlebrook – Welcome back and looks forward to seeing everyone at league meetings

Assistant Commissioner – Glenn Martinez – Welcome back. The New Principal/AD Workshops are coming up where we try to go deeper into the Blue Book and go one step further for our new administrators. Looking forward to the Athletic Administrators Summit on October 16. Many of you here will be presenting that day. There are some new topics and we will continue the Principal's Track.

Chief Financial Officer – Mitch Carty – If you haven't read Verbal Judo, I highly recommend it.

Assistant Commissioner - Kristine Palle – Welcome back.

Assistant Commissioner – Rainer Wulf – It has been noticed at the workshops that many of our veteran athletic directors have been replaced with new AD's. It would be nice to see, within leagues and areas, those veteran athletic directors given a proactive role to help the newbies get started. Retain them for an extra one or two years for training purposes. Encourage the new AD's to come to the Summit and New Principal/AD training and network with others that are attending. This past season saw many student sections rushing the floor after games. This is such a safety hazard and administrators need to have a plan in place.

CSBA Representative - John Norman – It is always great to come back.

Small Schools Area Representative - Mark Edgemon – This relegating cycle was difficult. A huge thank you to Rob Wigod for all his help. I emailed him so many times and he gave me so much clarity. Rob Wigod thanked Mark Edgemon for the tremendous job he did with his area. CSADA is celebrating their 50th anniversary and it will be exciting. There will be a presentation at the conference in April about the history of the last 50 years, how it came from a garage to where it is today.

Boys' Athletic Director Representative - Chris Calderwood – Thank you to Mark Edgemon. Exciting that teams are getting to the playoffs that have never been there before. One unforeseen consequence is schools are hosting big games that they do not normally host. They need to have a plan in place for after the game, no matter the outcome, to get everyone safely off the field/court. The NFHS has a new video system that offers schools the ability to live stream any game to the NFHS Network called Pixellot. The equipment costs about \$4,500.

Coast Area Representative - Paula Hart Rodas – Happy to be here again and thanks for the gifts. We are three days away from the start of school and have a giant construction project happening. Our district is continuing to move forward with Pursuing Victory with Honor. We are directly benefitting from the competitive equity model. Look forward to a good year and moving forward.

Northern Area Representative - Dick Billingsley – Thom Simmons and Jackie Gibson, thank you for all you do. Sharon Hodge, thank you for lunch. Thank you to the Assistant Commissioners. Our school started last Tuesday. I am looking forward to the Champions for Character dinner as we have several individuals being honored from our area.

9. REPORTS (Cont.)

E. Executive Committee Member Reports (Cont.)

Past President - Jim Monico – Rob Wigod, your crew is outstanding. You are the best in the state and looking forward to a great year.

President Elect - Monica Colunga – Thank you for everything. Ditto to a lot of the comments from today.

10. ADVANCE PLANNING

A. DATES

1. September 25, 2017 – Champions for Character Award Dinner, The Grand, Long Beach, California, 6:00 p.m.
2. September 28, 2017 – Executive Committee Meeting, CIF Southern Section Office, Los Alamitos, California, 1:00 p.m.
3. October 3, 2017 – CIF Southern Section Council Meeting, The Grand, Long Beach, California, 9:00 a.m.
4. October 16, 2017 – Athletic Administrators Summit, Pomona Fairplex Sheraton Hotel and Conference Center, Pomona, California, 7:30 a.m.
5. October 18, 2017 – CIF Southern Section Hall of Fame/Distinguished Service Luncheon, The Grand, Long Beach, California, 12:00 p.m.

B. SUGGESTED AGENDA ITEMS

There were no suggested agenda items for the next meeting.

11. ADJOURNMENT

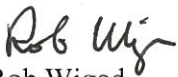
There was a motion and a second to adjourn the meeting. By unanimous voice vote, the meeting was adjourned at 5:00 p.m.

Submitted By:



Sharon Hodge
Executive Assistant

Approved By:



Rob Wigod
Commissioner of Athletics

Adopt Agenda

Monica Colunga	Yes	Rita Dever		Mark Edgemon	Yes	Sandy Gahring	
Denise Halstead		Jeff Jordan	Yes	Nancy Kelly		Loren Kleinrock	Yes
Robert Kostopoulos	Yes	Paul Lopez	Yes	Jill Matyuch	Yes	Jim Monico	Yes
Geniel Moon		John Norman	Yes	Carter Paysinger	Yes	Jim Perry	Yes
Dave Reid	Yes	Paula Hart Rodas		Mike West		Dana Wilkerson	

Motion Carried 16 Yes 0 No 0 Abstain							

ITEM 5A

Appointment of At-Large Representative

Monica Colunga	Yes	Rita Dever		Mark Edgemon	Yes	Sandy Gahring	
Denise Halstead		Jeff Jordan	Yes	Nancy Kelly		Loren Kleinrock	Yes
Robert Kostopoulos	Yes	Paul Lopez	Yes	Jill Matyuch	Yes	Jim Monico	Yes
Geniel Moon		John Norman	Yes	Carter Paysinger	Yes	Jim Perry	Yes
Dave Reid	Yes	Paula Hart Rodas		Mike West		Dana Wilkerson	

Motion Carried 16 Yes 0 No 0 Abstain							

Approval of Minutes

Minutes from the May 10, 2017 Executive Committee Meeting

Todd Arrowsmith	Yes	Terry Barnum	Yes	Dick Billingsley	Yes	Chris Calderwood	Yes
Monica Colunga	Yes	Rita Dever		Mark Edgemon	Yes	Sandy Gahring	
Denise Halstead		Jeff Jordan	Yes	Nancy Kelly		Loren Kleinrock	Yes
Robert Kostopoulos	Abstain	Paul Lopez	Yes	Jill Matyuch	Yes	Jim Monico	Yes
Geniel Moon		John Norman	Yes	Carter Paysinger	Yes	Jim Perry	Yes
Dave Reid	Yes	Paula Hart Rodas		Mike West		Dana Wilkerson	Yes

Motion Carried 16 Yes 0 No 1 Abstain

STATE 552

Proposed Revision Bylaw 207.B.(5) – Sit Out Period

Todd Arrowsmith	Yes	Terry Barnum	Yes	Dick Billingsley	Yes	Chris Calderwood	Yes
Monica Colunga	Yes	Rita Dever		Mark Edgemon	Yes	Sandy Gahring	
Denise Halstead		Jeff Jordan	Yes	Nancy Kelly		Loren Kleinrock	Yes
Robert Kostopoulos	Yes	Paul Lopez	Yes	Jill Matyuch	Yes	Jim Monico	Yes
Geniel Moon		John Norman	Yes	Carter Paysinger	Yes	Jim Perry	Yes
Dave Reid	Yes	Paula Hart Rodas		Mike West		Dana Wilkerson	Yes

Motion Carried 17 Yes 0 No 0 Abstain

STATE 553

Proposed Revision Bylaw 1906.B – Football Tie-Breaker

Monica Colunga	Yes	Rita Dever		Mark Edgemon	Yes	Sandy Gahring	
Denise Halstead		Jeff Jordan	Yes	Nancy Kelly	Yes	Loren Kleinrock	Yes
Robert Kostopoulos	Yes	Paul Lopez	Yes	Jill Matyuch	Yes	Jim Monico	Yes
Geniel Moon		John Norman	Yes	Carter Paysinger	Yes	Jim Perry	Yes
Dave Reid	Yes	Paula Hart Rodas		Mike West		Dana Wilkerson	Yes

Motion Carried 18 Yes 0 No 0 Abstain							

**Executive Committee Roll Call Vote
Releaguings Appeals - August 17, 2017**

Executive Committee	Agoura	Thousand Oaks	Westlake	Laguna Beach	Laguna Hills	Santa Rosa Academy	Western Christian
Todd Arrowsmith	NO	ABS	YES	NO	YES	NO	NO
Terry Barnum	NO	NO	NO	NO	YES	NO	ABS
Dick Billingsley	ABS	ABS	ABS	NO	YES	NO	NO
Chris Calderwood	YES	NO	NO	NO	YES	NO	NO
Monica Colunga	NO	YES	YES	ABS	ABS	NO	NO
Rita Dever	XXX	XXX	XXX	XXX	XXX	XXX	XXX
Mark Edgemon	NO	NO	NO	NO	NO	NO	NO
Sandy Gahring	ABS	NO	YES	NO	YES	NO	NO
Denise Halstead	ABS	NO	NO	ABS	ABS	NO	NO
Jeff Jordan	NO	YES	YES	NO	NO	NO	NO
Nancy Kelly	NO	YES	YES	NO	YES	NO	NO
Loren Kleinrock	NO	NO	NO	NO	YES	NO	NO
Robert Kostopoulos	NO	NO	NO	NO	YES	NO	NO
Paul Lopez	NO	YES	YES	NO	YES	NO	NO
Jill Matyuch	NO	NO	NO	ABS	ABS	NO	NO
Jim Monico	NO	YES	YES	NO	NO	NO	NO
Geniel Moon	XXX	XXX	XXX	XXX	XXX	XXX	XXX
John Norman	NO	YES	YES	NO	YES	NO	NO
Carter Paysinger	ABS	YES	YES	NO	YES	NO	NO
Jim Perry	NO	YES	YES	ABS	ABS	NO	NO
Dave Reid	NO	YES	YES	NO	YES	NO	NO
Paula Hart Rodas	NO	YES	YES	NO	YES	NO	NO
Mike West	XXX	XXX	XXX	XXX	XXX	XXX	XXX
Dana Wilkerson	ABS	YES	YES	NO	YES	NO	NO
Total Votes:	1-15-5	11-8-2	13-7-1	0-17-4	14-3-4	0-21-0	0-20-1

C.I.F. SOUTHERN SECTION
Profit & Loss vs. Budget & Prior Year
July 1, 2016 through June 30, 2017

	2016-2017 Actuals	2016-2017 Budget	\$ Over/Under	Prior Year Actuals	2016-2017 vs. Prior Year	Comments
Income						
BASEBALL	62,334.00	67,000.00	-4,666.00	53,277.00	9,057.00	Revenue missed budget. Actuals up comp to 15-16. Back to Dodger Stadium (increase ticket price). Ticket sales up 190.
BASKETBALL	689,467.37	629,000.00	60,467.37	650,630.48	38,836.89	Revenue met budget. Actuals up comp to 15-16. Ticket sales down 11,011. Open Div semi-finals at Galen saved revenue.
CROSS COUNTRY	98,863.48	92,000.00	6,863.48	91,723.00	7,140.48	Revenue met budget. Actuals also up comp to 15-16. Ticket sales up 315. Two day prelims was new in 16-17 + parking \$.
FOOTBALL	883,008.53	944,000.00	-60,991.47	1,061,636.31	-178,627.78	Revenue missed budget. Actuals down comp to 15-16. Ticket sales down by 37,549 -16% (down 55,015 -24% over 2 years).
GOLF	66,595.00	59,000.00	7,595.00	65,665.00	930.00	Revenue met conservative budget. Actuals also up comp to 15-16. More participants.
SOCCER	74,021.80	93,000.00	-18,978.20	88,686.86	-14,665.06	Revenue missed budget. Actuals down comp to 15-16. Ticket sales down by 1,674 -17% (down 3,737 -38% over 2 years).
SOFTBALL	24,450.00	29,900.00	-5,450.00	29,035.00	-4,585.00	Revenue met budget. Actuals also down comp to 15-16. Ticket sales down 437 -15%.
SWIMMING	60,683.00	53,900.00	6,783.00	54,020.00	6,663.00	Revenue met budget. Actuals also up comp to 15-16. Ticket sales up by 402 +7%.
TRACK & FIELD	128,150.25	144,000.00	-15,849.75	151,042.56	-22,892.31	Revenue missed budget. Actuals also down comp to 15-16. Ticket sales down by 2,353 -19%.
VOLLEYBALL	178,949.61	161,000.00	17,949.61	196,570.38	-17,620.77	Revenue met budget. Actuals down comp to 15-16. Girls tickets down 4,049 -9%, Boys up 1,656 +7%.
WATER POLO	46,394.30	49,900.00	-3,505.70	46,713.00	-318.70	Revenue missed budget. Actuals also down comp to 15-16. Boys tickets up 211 +6%, Girls down 344 -14%.
WRESTLING	151,001.72	139,000.00	12,001.72	135,175.50	15,826.22	Revenue met conservative budget. Actuals also up comp to 15-16. Boys tickets up 222 +2%, Girls up 445 +15%.
APPAREL	142,996.00	132,000.00	10,996.00	140,027.50	2,968.50	Revenue met budget. Actuals up comp to 15-16. Highest revenue generating year for apparel on record!
FRIENDS OF GOLF	47,000.00	47,000.00	0.00	47,000.00	0.00	Same gift as prior year from FOG.
INTEREST INCOME (investments)	101,969.08	9,900.00	92,069.08	45,521.18	56,447.90	Revenue EXCEEDED budget. Actuals up comp to 15-16. Most investment income earned EVER by \$52K.
PROGRAM SALES	28,888.00	27,500.00	1,388.00	31,845.00	-2,957.00	Revenue met budget, despite very conservative goal. Actuals down comp to 15-16. 7,959 sold (~7% of paid attendees).
PUBLICATIONS SALES	70,421.62	57,000.00	13,421.62	78,790.48	-8,368.86	Revenue met budget, despite very conservative goal. Actuals down comp to 15-16 BUT tied to COGS (91%).
SPORTS FEES (Membership)	487,490.00	480,500.00	6,990.00	482,800.00	4,690.00	Revenue met budget. Actuals up comp to 15-16. Additional 95 sport teams. B LAX & G LAX up 9%.
SUPPORT MARKETING INCOME	1,072,534.08	933,259.00	139,275.08	954,679.40	117,854.68	Revenue met budget. Actuals down comp to 15-16. \$135K is Fox SW, \$80K is PlayOn/NFHS, \$71K misc affiliates.
TV -WEB - RADIO RIGHTS	285,975.00	266,800.00	19,175.00	299,225.00	-13,250.00	Revenue met budget. Actuals up comp to 15-16. Golf tournament revenue up \$8K, Dinner down \$1.1K
CHAMPIONS FOR CHARACTER	76,261.00	61,000.00	15,261.00	69,486.00	6,775.00	Hall of Fame/Dist Service Lunch down in attendees/revenue & Athletic Admin Summit up in attendees/revenue (fee
SPECIAL EVENTS	48,774.28	29,500.00	19,274.28	28,330.00	20,444.28	CIF State Office excess income from 2015-16.
OTHER INCOME	22,086.00	54,700.00	-32,614.00	23,301.13	-1,215.13	
Total Income	4,848,314.12	4,560,859.00	287,455.12	4,825,180.78	23,133.34	

C.I.F. SOUTHERN SECTION
Profit & Loss vs. Budget & Prior Year
July 1, 2016 through June 30, 2017

	2016-2017 Actuals	2016-2017 Budget	\$ Over/Under	Prior Year Actuals	2016-2017 vs. Prior Year
Cost of Goods Sold					
Cost of Goods Sold	63,803.71	57,000.00	6,803.71	78,090.62	-14,286.91
Total COGS	63,803.71	57,000.00	6,803.71	78,090.62	-14,286.91
Gross Profit	4,784,510.41	4,503,859.00	280,651.41	4,747,090.16	37,420.25
Expense					
BADMINTON EXPENSE	0.00	0.00	0.00	84.65	-84.65
BASEBALL EXPENSE	40,767.78	39,000.00	1,767.78	41,972.04	-1,204.26
BASKETBALL EXPENSE	312,865.38	192,100.00	120,765.38	241,045.99	71,819.39
CROSS COUNTRY EXPENSE	44,920.49	41,000.00	3,920.49	45,234.99	-314.50
FOOTBALL EXPENSE	127,221.14	115,000.00	12,221.14	118,122.15	9,098.99
GOLF EXPENSE	71,828.72	65,000.00	6,828.72	69,160.39	2,668.33
LACROSSE EXPENSE	0.00	250.00	-250.00	0.00	0.00
SOCCER EXPENSE	35,536.68	38,000.00	-2,463.32	36,300.45	-763.77
SOFTBALL EXPENSE	21,869.08	26,000.00	-4,130.92	22,101.60	-232.52
SWIMMING EXPENSE	46,717.11	45,000.00	1,717.11	48,269.29	-1,552.18
TENNIS EXPENSE	15,882.76	13,100.00	2,782.76	15,430.42	452.34
TRACK & FIELD EXPENSE	84,847.10	85,100.00	-252.90	86,475.56	-1,628.46
VOLLEYBALL EXPENSE	54,152.51	60,000.00	-5,847.49	54,614.21	-461.70
WATER POLO EXPENSE	25,919.07	25,000.00	919.07	25,530.77	388.30
WRESTLING EXPENSE	134,105.45	125,000.00	9,105.45	141,446.00	-7,340.55
AREA LIAISONS	53,514.20	53,100.00	414.20	55,457.20	-1,943.00
AUDITOR	15,500.00	16,000.00	-500.00	15,500.00	0.00
AWARDS	54,512.48	60,000.00	-5,487.52	51,795.09	2,717.39
BAD DEBT	150.90	0.00	150.90	0.00	150.90

Comments
Cost exceeded budget. Actuals down comp to 15-16. Tied to Publications Income (91%).
No costs and no budget.
Missed expense budget. Actuals down comp to 15-16. CIF-SS did not host D1 semi-finals as in year's past.
Missed expense budget. Actuals up comp to 15-16. Hosted Open semi-finals at USC (\$50K) and Honda increase in cost.
Missed aggressive expense budget. Actuals slightly down comp to 15-16.
Missed expense budget. Actuals also up comp to 15-16. Angel Stadium costs up \$10K (15%)
Missed expense budget target. Actuals also up comp to 15-16. Golf courses cost \$4K up (no Mission Hills comp)
No expenses recorded last two fiscal years.
Met expense budget. Actuals also down comp to 15-16. Event and committee expenses tightened.
Met expense budget. Actuals also down comp to 15-16. Basically flat to prior year.
Missed expense budget target, but actuals down comp to 15-16. Playoff and committee expenses tightened.
Missed aggressive expense budget target. Actuals slightly up comp to 15-16. Basically flat to prior year.
Met expense budget target. Actuals also down comp to 15-16. Playoff expenses tightened.
Met conservative expense budget. Actuals also down slightly comp to 15-16. Basically flat to prior year.
Missed expense budget. Actuals slightly up comp to 15-16. Playoff expenses up by \$1K, but committee expenses
Missed aggressive expense budget target. Actuals way down comp to 15-16. Site expenses controls were implemented.
Missed expense budget barely. Actuals down comp to 15-16. Liaisons received 0% raise, \$89.15 per school served.
Met expense budget. Actuals flat comp to 15-16.
Met expense budget. Actuals up comp to 15-16. Stock of CIF-SS participation certificates purchased (timing issue).
High school had committed to sponsor golf tournament, but then closed.

C.I.F. SOUTHERN SECTION
Profit & Loss vs. Budget & Prior Year
July 1, 2016 through June 30, 2017

	2016-2017 Actuals	2016-2017 Budget	\$ Over/Under	Prior Year Actuals	2016-2017 vs. Prior Year	Comments
Expense (cont.)						
BANK SERVICE CHARGES	3,808.29	0.00	3,808.29	0.00	3,808.29	New account created to capture bank fees, credit card annual fees. Should decrease in 17-18 as CIF-SS is with new bank.
BUILDING MAINTENANCE	33,720.71	28,000.00	5,720.71	28,256.21	5,464.50	Missed expense budget target. Actuals also up comp to 15-16. Interior painting of offices and common areas \$5.5K.
COUNCIL	56,174.12	60,000.00	-3,825.88	63,021.93	-6,847.81	Met expense budget target. Actuals down comp to 15-16. Eliminated April Exec Comm meeting at Angel Stadium.
DEPRECIATION EXPENSE	80,954.52	73,000.00	7,954.52	74,214.90	6,739.62	Missed expense budget. Actuals also up comp to 15-16. Primary diff is year 2 of 4 in purchase of computers (\$3K vs.
DONATIONS	49,943.06	47,000.00	2,943.06	46,702.00	3,241.06	Missed expense budget, off-set by FOG. Actuals also up comp to 15-16, primarily due to travel assistance to select schools.
GENERAL OFFICE	26,435.17	30,000.00	-3,564.83	28,202.54	-1,767.37	Met expense budget target. Actuals also down comp to 15-16. Tighter controls on kitchen supplies for committees.
INSURANCE	31,308.85	38,000.00	-6,691.15	39,735.63	-8,426.78	Met expense budget. Actuals also down comp to 15-16. D&O premiums now being covered through State Office.
INTEREST EXPENSE	0.00	107.00	-107.00	0.00	0.00	No interest expense incurred in 16-17.
INVESTMENT EXPENSE	3,225.00	3,700.00	-475.00	3,110.09	114.91	Met expense budget. Actuals slightly up comp to 15-16. Cost to financial advisor for long term investments.
LEGAL EXPENSE	2,054.65	15,000.00	-12,945.35	1,381.77	672.88	Met very conservative expense budget. Actuals slightly up comp to 15-16. Costs are HR related counsel and
MAJOR MEDICAL (Health, Dental Vision)	351,447.74	346,602.00	4,845.74	320,294.03	31,153.71	Missed expense budget (1%). Staff off-set flat, health premium costs up 10%.
MISCELLANEOUS EXPENSE	692.72	1,500.00	-807.28	660.00	32.72	Met expense budget. Actuals flat to 15-16. Cost to accountant for sales tax returns preparation.
OFFICE SUPPLIES	31,629.83	45,000.00	-13,370.17	45,061.76	-13,431.93	Met expense budget. Actuals WAY down comp to 15-16 by almost 42%. Improvements in inventory/ordering/controls.
OFFICE SUPPLIES - SMALL EQUIP.	518.34	4,000.00	-3,481.66	7,622.47	-7,104.13	Met expense budget target. Actuals down comp to 15-16 as expense in 15-16 was purchase of computers at end of lease.
OFFICE TRAVEL	40,242.02	56,000.00	-15,757.98	46,643.98	-6,401.96	Met expense budget. Actuals also down comp to 15-16. NFHS 7/8 Meeting AZ 2017 vs. Orange County 2016 (\$6K).
PAYROLL EXPENSES	0.72	1,000.00	-999.28	542.65	-541.93	Met expense budget. Actuals also down comp to 15-16.
PAYROLL TAXES (SS, Medicare, PERS)	429,141.54	416,279.00	12,862.54	402,148.04	26,993.50	Missed expense budget. Actuals also up comp to 15-16. Primarily CalPERS unfunded liability expenses.
POSTAGE/UPS	14,568.56	20,000.00	-5,431.44	20,640.97	-6,072.41	Met expense budget. Actuals also down comp to 15-16. Eliminated unnecessary licenses for Neopost for Satori
PRESS/MEDIA	8,339.80	6,300.00	2,039.80	4,739.76	3,600.04	Missed expense budget. Actuals also up comp to 15-16. Purchase of photographer vests \$3K, not a re-occurring expense.
PRINTING/DUPLICATING	37,598.69	35,000.00	2,598.69	39,288.35	-1,689.66	Missed expense target. Actuals down comp 15-16. Scanning project complete, lease payments flat, copying UP \$3K (programs)
PROFESSIONAL GROWTH	719.88	2,500.00	-1,780.12	719.88	0.00	Met expense budget. Actuals flat comp to 15-16.
PROGRAM EXPENSE	50,009.84	46,000.00	4,009.84	53,312.88	-3,303.04	Missed expense target, but actuals down comp 15-16 tighter control. Electronic programs implemented in 17-18...finally!
PUBLICATIONS EXPENSE	25,313.50	29,000.00	-3,686.50	25,787.48	-473.98	Met expense budget. Actuals also down comp to 15-16. Improvements in rule book inventory/ordering/controls.

C.I.F. SOUTHERN SECTION
Profit & Loss vs. Budget & Prior Year
July 1, 2016 through June 30, 2017

	2016-2017 Actuals	2016-2017 Budget	\$ Over/Under	Prior Year Actuals	2016-2017 vs. Prior Year
Expense (cont.)					
PUBLICATIONS WASTE	3,317.37	5,000.00	-1,682.63	3,797.30	-479.93
SALARIES	1,714,245.52	1,756,671.00	-42,425.48	1,681,682.71	32,562.81
SALES/USE TAX EXPENSE	1,756.26	4,500.00	-2,743.74	1,965.40	-209.14
SECRETARIAL/ADMIN. ASSISTANCE	242.00	2,500.00	-2,258.00	507.50	-265.50
SPECIAL EVENTS EXPENSE	69,281.53	51,000.00	18,281.53	56,130.87	13,150.66
SUPPORT/MARKETING EXPENSE	180,880.97	68,950.00	111,930.97	106,444.42	74,436.55
TAXES - GENERAL	1,160.08	6,100.00	-4,939.92	3,629.71	-2,469.63
TICKETS	24,805.36	27,000.00	-2,194.64	28,197.18	-3,391.82
TV TO SCHOOLS	121,700.00	158,400.00	-36,700.00	128,390.00	-6,690.00
UTILITIES	18,530.04	15,000.00	3,530.04	15,530.42	2,999.62
CHAMPIONS FOR CHARACTER EXPENSE	52,118.53	46,100.00	6,018.53	45,874.06	6,244.47
WEBSITE/TECHNOLOGY	74,488.55	60,000.00	14,488.55	63,760.30	10,728.25
Total Expense	4,680,684.61	4,503,859.00	176,825.61	4,456,537.99	224,146.62
Net Income	103,825.80	0.00	103,825.80	290,552.17	-186,726.37

↑	↑	↑	↑
Current year profit	Balanced budget	Prior year profit	1 Year swing

OVERALL SUMMARY

REVENUE

1. Sports revenue down \$160,350 - Ticket sales down 53,976
2. Interest on investments, Marketing & Special Events up \$194,750
3. Overall revenue up \$23,100 - RELATIVELY FLAT

EXPENSE

1. Overall expense up \$224,100
2. Salaries and benefits account for \$90,700 (step, longevity, taxes, PERS)
3. Basketball semi-finals account for \$50,000
4. Marketing "in-kind" never booked prior \$76,000

Comments
Met expense budget. Actuals also down comp to 15-16. Improvements in rule book inventory/ordering/controls.
Met expense budget. Actuals up comp to 15-16 for step and longevity. Decreased staff by 1 in January, 2017.
Met expense budget. Actuals also down comp to 15-16.
Met expense budget. Actuals also down comp to 15-16.
Hall of Fame/Dist Service Lunch expenses down \$3.3K. Athletic Admin Summit expenses up \$16.2K (revenue off-set).
Missed expense budget. Actuals also up comp to 15-16. Off set by Support/Marketing revenue. Booking in-kind also
Met expense budget. Actuals down comp to 15-16. Property taxes primary.
Met expense budget. Actuals also down comp to 15-16. Continued improvement in ordering/controls.
Met expense budget. Actuals down comp to 15-16, due to less regular season games contracted. Benefit to member schools.
Missed expense budget. Actuals also up comp to 15-16, primarily Edison (\$3K), Solar refund in 15-16. Phone, Gas,
Missed expense budget. C4C Golf tourn expenses up \$3.7K, C4C Dinner flat, Scholarships up \$2K. All off-set by
Missed expense budget. Actuals up comp to 15-16. New website cost \$23K.

Marketing Update

<u>Sponsor</u>	<u>Term</u>	<u>Amount</u>	<u>In-Kind</u>
HEAD Penn	4 Years	\$4000 per year*	5 Cases Balls per Playoff Division (Both Genders) (50 Cases Total) for Championships 124 (62 boys/62 girls) championship T-Shirts Up to 48 Cases Balls for First Serve High School Program

* Commission Incentive

71% of Schools Use Penn = \$1500

85% of Schools Use Penn = \$2500

95% of Schools Use Penn = \$3500

Go Fan/Huddle	4 Years	.40 cents per ticket	Paper Tickets at no-cost for all playoffs (Savings of \$24,000 over 2016-17)
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Pending LA Chargers	Year by Year	\$10,000	Game Tickets/Speakers/Souvenirs
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State/OMS Signings

Krossover

NFinity

Gatorade