



Meeting of the Executive Committee

September 28, 2017

1:00 p.m.

*CIF Southern Section Offices
Los Alamitos, California*

Minutes

1. OPENING BUSINESS	DISPOSITION	ITEM
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- A. Call to order by Carter Paysinger, President of the Council

The meeting was called to order at 1:20 p.m. Carter Paysinger welcomed everyone to the second meeting of the year.

- B. Pledge of Allegiance

- C. Roll Call

All members were present, except Rob Kostopoulos, Dana Wilkerson and Rainer Wulf.

- D. Introduction of Guests

There were no guests present. Rob Wigod introduced Geniel Moon to the Executive Committee as the CADA Representative to the CIF State Federated Council. Rob Wigod then asked everyone to go around the room and introduce themselves to Geniel Moon.

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| E. Adopt Agenda | Adopted | 22-0-0 |
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| F. Approval of Minutes | Approved 22-0-0 | 1F1 |
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There was a motion and a second to approve the minutes of the August 17, 2017, Executive Committee meeting. The minutes were approved.

2. PUBLIC COMMENT

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

There was no one present to address the Executive Committee.

3. ACTION ITEMS

A. STATE FEDERATED COUNCIL ACTION ITEMS

1. Enacting of Bylaw 1108 Delegated Powers - Hurricane Harvey
President-Elect Monica Colunga reviewed the bylaw and referred to the agenda packet materials. This bylaw allows the CIF State Executive Director to provide students displaced by Hurricane Harvey immediate eligibility without the ability of obtaining transcripts, similar to the situation that occurred after Hurricanes Matthew and Katrina. Sandy Gahring asked if this step will occur every time a natural disaster happens and Monica Colunga replied yes. It was stated that this may happen again for Hurricanes Irma and Maria. The motion carried 22-0-0. Action 22-0-0 STATE 561
2. Proposed Revision Bylaw 207.B.(5) – Sit Out Period
Exe. Comm. Voted to Support 17-0-0 STATE 552
3. Proposed Revision Bylaw 2006.B – Football Tie-Breaker Period
Exe. Comm. Voted to Support 18-0-0 STATE 553

3. ACTION ITEMS (Cont.)

B. SOUTHERN SECTION ACTION ITEMS

1. Releaguings Plans
Action 22-0-0 SS 557

Carter Paysinger explained that Releaguings Plans have already been reviewed and approved by each area and that there needs to be a motion to move them to forward to the Southern Section Council. There was a motion and a second to move the Releaguings Plans forward. Jim Perry asked what the appeals procedures were going to be at the Southern Section Council meeting being held next week. Carter Paysinger explained that they would be similar to what took place at the Executive Committee Meeting in August. Rob Wigod indicated that in the Council packet, there is a letter to the schools who are appealing stating what the process will be. Chris Calderwood asked if the appealing schools had to come up with a plan? Rob Wigod replied the appealing schools are required to suggest a solution to their current placement and that information is contained in the Council packet. The Orange County Area did not change their original Releaguings Plan after the Executive Committee meeting in August, but the Northern Area did take the recommendations of the Executive Committee and changed their original Releaguings Plan. Jim Perry stated that the only ones who can speak at the Council meeting are the schools who are appealing, one representative from each affected league and the Orange County Area Releaguings Chairperson. The motion carried 22-0-0.

A. Releaguings Appeals - Orange County Area

 1. Laguna Beach SS 557 A
 2. Laguna Hills SS 557 B
2. Proposed Revision Bylaw 208.A(4) – Foreign Exchange Student Host Family
Fails 9-13-0 SS 554

Carter Paysinger reviewed the proposal regarding foreign exchange students, who are part of an approved foreign exchange program, being allowed to live with a family that includes a school coach, with eligibility to play at lower levels only. Motion and second to approve. Motion failed 9-13-0.

4. NON-ACTION ITEMS

A. STATE FEDERATED COUNCIL NON-ACTION ITEMS

1. Revision to Bylaw 103 – Weighted Voting Non-Action STATE 558
Monica Colunga stated that this is informational only. The Southern Section picked up two additional votes this year. Chris Calderwood asked why the number is not based on the number of schools as the Southern Section would get 42% of the votes since our section has 42% of the schools in the state. Kristine Palle answered that it would give too much power to one section. Rob Wigod added that this is a CIF State Bylaw and that we do have the correct number of votes according to the formula in the bylaw. By formula, the largest section receives double the votes of the next largest section. Dick Billingsley asked if the Los Angeles Section, San Diego Section and Southern Section tend to vote the same and Rob Wigod answered sometimes yes and sometimes no.
2. Proposed Revision to Bylaw 207 – Non-Action STATE 559
Transfer Eligibility, International Students
Monica Colunga reviewed the proposal. For international students, there are three ways to become eligible. When the implementation of the SOP, it appeared to overstep the other three possibilities for eligibility for international students, which was not the intent. Rob Wigod referred the committee to page 5 of the proposal, asking them to focus on what is crossed out, which is what is being changed. If an international student is not here on an approved foreign exchange program, valid change of residence or on non-participation, then the proposal states they should not be given the SOP and should have Limited Eligibility. This was a Southern Section rule until 2011, and this proposal would implement this rule state-wide. The Southern Section is proposing this change to the CIF State Federated Council.
3. Proposed Elimination of Bylaw 1605 – Non-Action STATE 560
Basketball Coaching Box
Monica Colunga reviewed the proposal which is asking to remove this bylaw and defer to the NFHS Rule Book as the bylaw is redundant. Chris Calderwood stated that the bylaw was put in place because the NFHS rule was not being enforced. Jim Perry added that the rule was different from state to state and now it will be the same across the country.

B. SOUTHERN SECTION NON-ACTION ITEMS

1. Proposed Revision to 2018-2019 Sports Calendar – Non-Action SS 555
Baseball/Softball
Carter Paysinger reviewed the proposal indicating it is being reintroduced by four leagues. Terry Barnum stated that there are concerns from private schools that it is shortening the summer and encroaching on family time. Chris Calderwood asked if this is the same format? Rob Wigod answered yes. Mike West stated that this issue is contentious in his area. There are concerns with the weather in the higher elevations. There is a feeling that the CIF State is telling us what to do and they do not feel a need to change. Jim Perry said this is not a state office thing, it is coming from the other sections. It fits them better than it fits us. Chris Calderwood said it goes back to the frustration amongst the membership that we are being dictated to, in terms of scheduling, by other groups and the issue is being forced on us. The feeling is we are not adequately represented and here is another thing that was working fine for us and now it is being changed for reasons outside of us. Carter Paysinger stated that every section can make the same complaint. They wanted to vote out the limits on practice and they have fought it in court, but our voice was heard and we won that argument. When you are in a federation, there is give and take. Monica Colunga added this is not the overwhelming sentiment in the Southern

4. NON-ACTION ITEMS (Cont.)

B. SOUTHERN SECTION NON-ACTION ITEMS (Cont.)

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| 1. Proposed Revision to 2018-2019 Sports Calendar –
Baseball/Softball (Cont.) | Non-Action | SS 555 |
|--|------------|--------|

Section as many have already made this calendar shift. There are still many who have not shifted but there are many that have. Rob Wigod reminded the Executive Committee that the move of CIF State Football was not a voting item but a game management issue, so it forced us to move our dates. It was a close vote the last time this issue was considered and the section is split, so it is worth another examination. Look at the talking points here and make an informed vote, not just a sentiment or as a protest vote. Mike West asked if there has been feedback from the Baseball Advisory Committee. Glenn Martinez responded that this proposal has received unanimous support from that committee. There had been talk about rain and the impact with more time between winter and spring sports. Rob Wigod added that our staff will be going out to league meetings to discuss this issue and to answer questions.

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|---|------------|--------|
| 2. Proposed Revision to 21-Day Summer Dead Period | Non-Action | SS 556 |
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Carter Paysinger reviewed the proposal. This is asking to move the start of the summer dead period up one week from the first Friday in June to the last Friday in May, giving schools more flexibility in scheduling their dead periods.

5. NEW BUSINESS

A. Financial Report

Mitch Carty

Mitch Carty presented a PowerPoint presentation, which appears at the end of these minutes. Chris Calderwood asked if sponsorship money is growing and if it is smart to count on that money. Mitch Carty stated that he is conservative with budget target numbers for the next two or three years, as he does not budget numbers that are not in signed contracts.

B. Marketing Report

Thom Simmons/ Jackie Gibson

Thom Simmons remarked that OMS is now doing the job of signing sponsorships, however we are finding new opportunities. Waterboy Sports is a hydration system that was at our Champions for Character Golf Tournament in June and they will be at the Athletic Administrators Summit in a couple of weeks. The Los Angeles Chargers will be the presenting sponsor of our annual Football Press Conference Luncheon, which usually costs around \$8,000 to put on, and they have agreed to provide \$10,000, as well as offer various items for use at the Champions for Character Golf Tournament.

Jackie Gibson spoke about the Athletic Administrators Summit, which had 32 vendors last year and this year has 48 vendors. They will be set up in the large lunch area. Six of these vendors donated items for goodie bags for the attendees and vendors have generated \$30,000 in revenue. This is the second year of our Street Team and Snapchat is the forum being used for the pictures being posted. Last year, there were over 100,000 impressions generated. This year, after just five events, over 113,000 impressions have been generated and our new T-shirt launchers a big hit. We are proposing a renewal agreement to Ford as their current contract is up in 2018.

Carter Paysinger called for a ten-minute break at 2:27 p.m.
The meeting reconvened at 2:40 p.m.

5. NEW BUSINESS (Cont.)

C. #PackTheHouse

Rob Wigod

Rob Wigod gave a PowerPoint presentation on the #PackTheHouse initiative that appears at the end of these minutes. Rob Wigod thanked Jackie Gibson for creating the presentation with assistance from Thom Simmons and Mitch Carty. Loren Kleinrock asked if this was directed at playoff games or all games. Rob Wigod answered that it is targeting Southern Section playoff games. Loren Kleinrock's school district voted for stricter sideline controls, with only ten people allowed on the field. Rob Wigod reminded the Executive Committee that schools are given 25 complimentary tickets to use as they see fit. Chris Calderwood stated that the people on the sidelines at his games doesn't mean they get in free and suggested that this message needed to be a Commissioner's Message. There needs to be the message that pass lists are not accepted at playoff games. Rob Wigod stated that this was in the August Commissioner's Message as an introduction and will be the October Commissioner's Message. Todd Arrowsmith suggested a direct message to the Activities Directors would be helpful. Loren Kleinrock asked if there was any data regarding why fans are not showing up to games. Rob Wigod answered that it is something that needs further study.

6. CLOSED SESSION

The Executive Committee went into closed session at 3:06 p.m.

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

1. CIF Southern Section Goals – 2017-2018

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

The meeting reconvened at 3:13 p.m. The action taken in Closed Session was to approve the 2017-2018 Southern Section Goals, which will be put at the end of these minutes and posted on the section website.

8. REPORTS

A. President's Report

Carter Paysinger

Carter Paysinger reported regarding the recent NFHS Section 7/8 meeting he attended in Oregon. This was a great meeting and reminds me of how good we have it here. There were discussions regarding how football is losing participation and other states are trying to keep students engaged with Pop Warner, recreation leagues and by getting involved in flag football before moving into tackle football to keep students involved. With everything going on in our country right now, we have a huge responsibility to engage our students. So many people are confused and upset, with no idea why. St. Bernard High School has students sitting during the pledge of allegiance and they are not immune to what is going on. We as adults can watch it and discuss it and move on, but the students want answers, direction and help. I wonder what is going to happen at high school games during the national anthem tonight and tomorrow. This is far beyond a race issue and we cannot just pretend it is not happening. We need to get out in front of it and have conversations with our students, staff and families to know how to move forward.

B. Treasurer's Report

Jeff Jordan

Jeff Jordan reported that at the end of first quarter, we have a net profit \$82,000. Usually, the first quarter is up because of collecting membership dues and sponsorships. We have 90% of our schools that have paid their sports fees. Thank you to the office staff for the Champions for Character dinner Monday night. This was the best one I have been to in the last five years.

8. REPORTS (Cont.)

C. Commissioner's Report

Rob Wigod

Attended the NFHS Summer Meeting in Providence and thanked Rita Dever for being there. Thank you to Carter Paysinger, Monica Colunga, Jim Monico, Todd Arrowsmith, Jim Perry, Mike Middlebrook and Rainer Wulf, for coming to the NFHS Section 7/8 meeting and proud to have our section so well represented. We are leaders out there and people want to hear from us. Thank you to Sharon Hodge for her great work on the Champions for Character dinner and to the Executive Committee members that were able to be there. It was our best one ever. Thank you for a good start to the year and a special thank you to our staff.

D. Executive Committee Member Reports

President-Elect, Monica Colunga – Thank you for lunch. The Champions for Character dinner was the best one I have attended and it was a classy evening. At the NFHS Section 7/8 meeting, there were eleven states that attended. All eleven states made presentations about issues in their areas and the Southern Section and the State CIF are far ahead of those issues as others are still using enrollment for championships. Ron Nocetti talked about our competitive equity model and the other states were so intrigued. There are many similarities with our issues in sports medicine, the youth sports monster with club sports, and millions of dollars being made before the high school level even starts. Rob Wigod is instrumental in bridging relationships with the other sections and how to work as a state for our students as part of a federation.

CSASA Representative, Dave Reid – Champions for Character was a good evening with such great stories. I lost focus at 7:10 pm as I received information that I was being evacuated due to the fire.

Orange County Representative, Jill Matyuch – Looking forward to the Hall of Fame/Distinguished Service Awards Luncheon to support Terry Conley.

CAPSO Representative, Terry Barnum – At the Mission League principal's meeting, interleague transfers were discussed and we are looking as a league to try to limit or discourage transfers throughout the Mission League. It was disheartening that we could not come up with a solution and this is an ongoing conversation with transfers hurting each of us.

Coast Area Representative, Paula Hart-Rodas – Our school district is back to doing the Pledge of Allegiance and it started back on 9/11. I am excited that Brian Stow will be speaking at my school tomorrow.

Foothill Area Representative, Loren Kleinrock – We try to do things the way they should be done and coaches can do great things for students by influencing them to do things right. It is disheartening when you know coaches are breaking the rules and the colleges have things go on that are incorrect. If the adults are not doing the right things, then we need to focus them back on doing things correctly.

Parochial Area Representative, Rita Dever – Rhode Island was a great experience and I learned a lot. We sent our athletic director to the Athletic Administrators Summit last year and this year we are sending our principal, vice principal and our athletic director.

Citrus Belt Area Representative, Mike West – The Champions for Character dinner was a great event, very well done. I am kicking myself for not nominating a student and a coach this year. My hat is off to Mark Edgemon for nominating individuals that are not from his school. Assembly Bill 1510 is moving out of committee and is in the second year of a two-year bill. There will be opportunity in January to send letters of support for athletic trainers to be licensed before getting them in schools.

CADA Representative, Geniel Moon – Thank you for welcoming me and for the opportunity to listen and bring back information to CADA.

Activities Director Representative, Todd Arrowsmith – Welcome Geniel. Thank you Rob Wigod for allowing me to go to Oregon and I learned a lot. I attended a sports medicine workshop and it was noted that 50-85% of students specialize in one sport. People do not know what to do with air quality control readings. Moms are controlling the future of football because Moms will decide if their sons will play or not. Nevada has a flag football program for girls, as they needed it for a Title XI issue. It is a winter sport so football officials can work. A lot of states have various sportsmanship programs.

Assistant Commissioner, Thom Simmons – Given in Marketing Report.

Assistant Commissioner, Glenn Martinez – At the Champions for Character dinner we had two athletic trainers honored for the first time. The Athletic Administrators Summit has 451 registered at this time with 120 registered in the Principal's Track. Presentations include sportsmanship, game management and several presenters are in this room. There will be a League Coordinator training at 8:00 a.m. before the Southern Section Council meeting next week. I will be asking for awards presenters for our football championships as we get closer to those events.

8. REPORTS (Cont.)

D. Executive Committee Member Reports

Assistant Commissioner, Mike Middlebrook – Enjoyed the Oregon event even though it rained, a lot. One thing that was picked up from Oregon was the officials card that has four questions to be asked to home school administration before the game even starts. This should be mandatory for coaches so they are aware of what needs to be in place for the safety of all involved.

Assistant Commissioner, Kristine Palle – There are challenges with some of the Blue Book language and we are working to get it cleared up so people cannot take advantage of vague language.

Chief Financial Officer, Mitch Carty – Given during Finance Report.

Northern Area Representative, Dick Billingsley – Congratulations on the Champions for Character dinner. My Co-Athletic Director received an award.

Small Schools Area Representative, Mark Edgemon – I watched Carter Paysinger very closely as I run my first CSADA meeting as president this weekend. Thank you to the CIF-SS for letting me come to the InsideOut Initiative yesterday. The Champions for Character banquet is the most awesome event. That night honors the awardees who are so appreciative and humbled when receiving their awards.

Mt. SAC Area Representative, Paul Lopez – The Champions for Character event was spectacular and I need to get better at nominating students. School culture is bigger than academics as it fixes everything else. We have a new athletic leadership class that Rob Wigod and Rainer Wulf will speak to regarding sportsmanship. I appreciate that the CIF-SS Staff comes out to these meetings and speaks to the students. I also appreciate the #PackTheHouse initiative and we will support it.

Boys' Athletic Director Representative, Chris Calderwood – The League Coordinator Workshop was a great idea. I love the discussions that we have in this room and that we have the same goal, to do the best for students involved in athletics.

Orange County Area Representative, Denise Halstead – It is better we talk to the students about world events before others do. Steve Fryer called one of our coaches and the coach answered his questions well but reporters and others might reach out to other coaches asking about one of our students. Orange County League Representatives are meeting tomorrow and Rob Wigod will be there, along with Monica Colunga and we appreciate that support.

CAPHERD Representative, Jim Perry – Thank you to the staff for all you do. The last couple of events have been spectacular. At the NFHS Section 7/8 meeting, it is staggering how far ahead we are on issues other states are still wrestling with. Our students emulate what they see. When the NFL does something, the students do it because they think it is what to do, right or wrong. Do something in your community that has an answer. Do not hide in locker rooms, take a knee, etc.

CSBA Representative, John Norman – It is so enlightening coming here and I get energized. The students are the reason and the answer. That is why we are all here and do things the way we do them. I appreciate the staff.

Marketing Manager, Jackie Gibson – Given during Marketing Report.

Executive Assistant, Sharon Hodge – Thank you to all that came to the Champions for Character dinner. I am humbled by all the nice comments. The Hall of Fame/Distinguished Service Luncheon is on October 18, 2017, and I hope you can attend. I will be sending out invitations for the January retreat in a couple of weeks.

Past-President, Jim Monico – I ditto everything said regarding the NFHS Section 7/8 Meeting and if you can, you really need to go to the Champions for Character event.

9. ADVANCE PLANNING

A. DATES

1. October 3, 2017 – CIF Southern Section Council Meeting, The Grand, Long Beach, California, 9:00 a.m.
2. October 16, 2017 – Athletic Administrators Summit, Sheraton Fairplex Hotel and Conference Center, Pomona, California, 7:30 a.m.
3. October 18, 2017 – CIF Southern Section Hall of Fame/Distinguished Service Luncheon, The Grand, Long Beach, California, 12:00 p.m.
4. January 13, 2017 – CIF Southern Section Executive Committee Meeting, Mission Inn, Riverside, California, 9:30 a.m.
5. January 24, 2017 – CIF Southern Section Council Meeting, The Grand, Long Beach, California, 9:00 a.m.

B. SUGGESTED AGENDA ITEMS

There were no suggested agenda items for the next meeting.

10. ADJOURNMENT

A motion and second for adjournment were made and a unanimous vote to adjourn was entered at 4:17 p.m.

Submitted by:



Sharon Hodge
Executive Assistant

Approved by:



Rob Wigod
Commissioner of Athletics

Adopt Agenda

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

Motion Carried 22 Yes 0 No 0 Abstain

Approval of Minutes

Minutes from the August 17, 2017 Executive Committee Meeting

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

Motion Carried 22 Yes 0 No 0 Abstain

ITEM STATE 561

Enacting of Bylaw 1108 Delegated Powers – Hurricane Harvey

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

Motion Carried 22 Yes 0 No 0 Abstain

ITEM SS 557

Releaguig Plans

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

Motion Carried 22 Yes 0 No 0 Abstain

Item SS 554

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

Todd Arrowsmith	Yes	Terry Barnum	No	Dick Billingsley	No	Chris Calderwood	No
Monica Colunga	No	Rita Dever	No	Mark Edgemon	Yes	Sandy Gahring	No
Denise Halstead	Yes	Jeff Jordan	No	Nancy Kelly	No	Loren Kleinrock	Yes
Robert Kostopoulos		Paul Lopez	Yes	Jill Matyuch	No	Jim Monico	No
Geniel Moon	Yes	John Norman	Yes	Carter Paysinger	No	Jim Perry	Yes
Dave Reid	Yes	Paula Hart Rodas	No	Mike West	No	Dana Wilkerson	

Motion Lost 9 Yes 13 No 0 Abstain



C.I.F. SOUTHERN SECTION

FINANCIAL REPORT, SEPTEMBER 28, 2017

PROFIT & LOSS

Fiscal 2015-16 vs. 2016-17

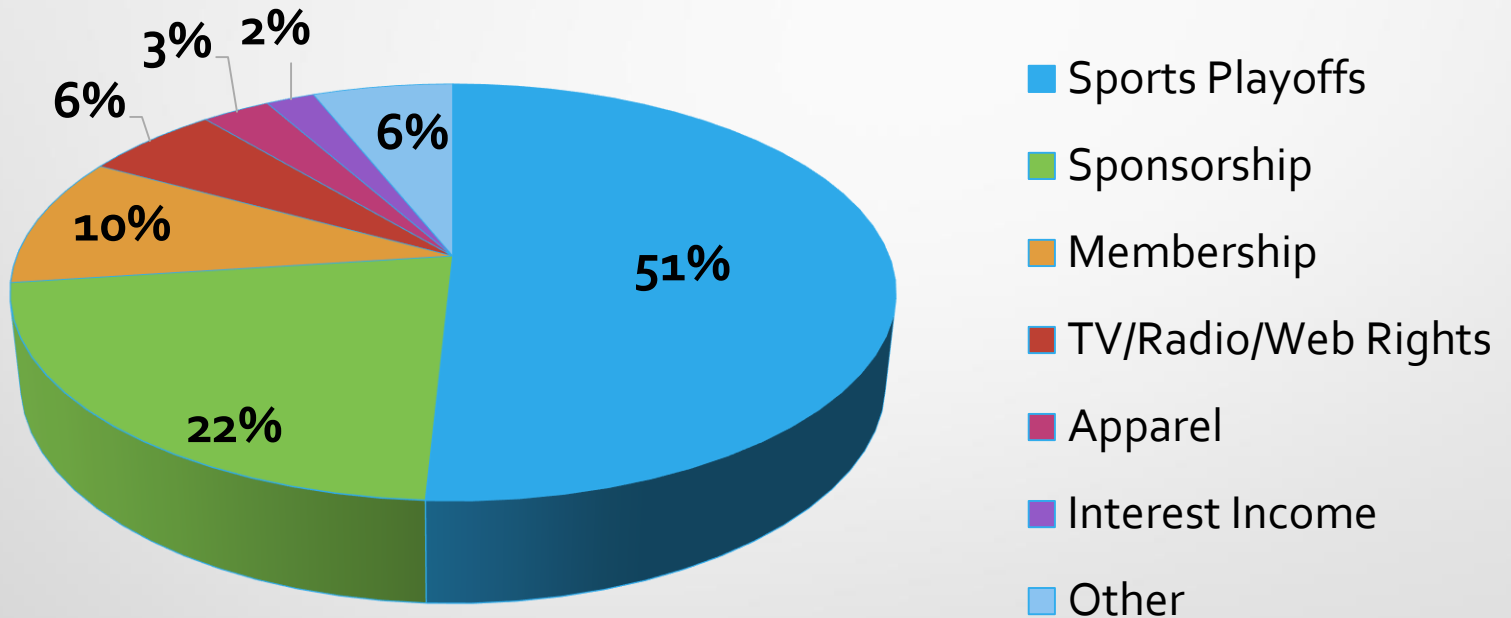
	2015-16	2016-17	DIFFERENCE
REVENUE	\$4,825,181	\$4,848,314	\$23,133
EXPENSES	(\$4,534,629)	*(\$4,744,355)	(\$209,725)
NET PROFIT/LOSS	\$290,552	\$103,960	(\$186,592)



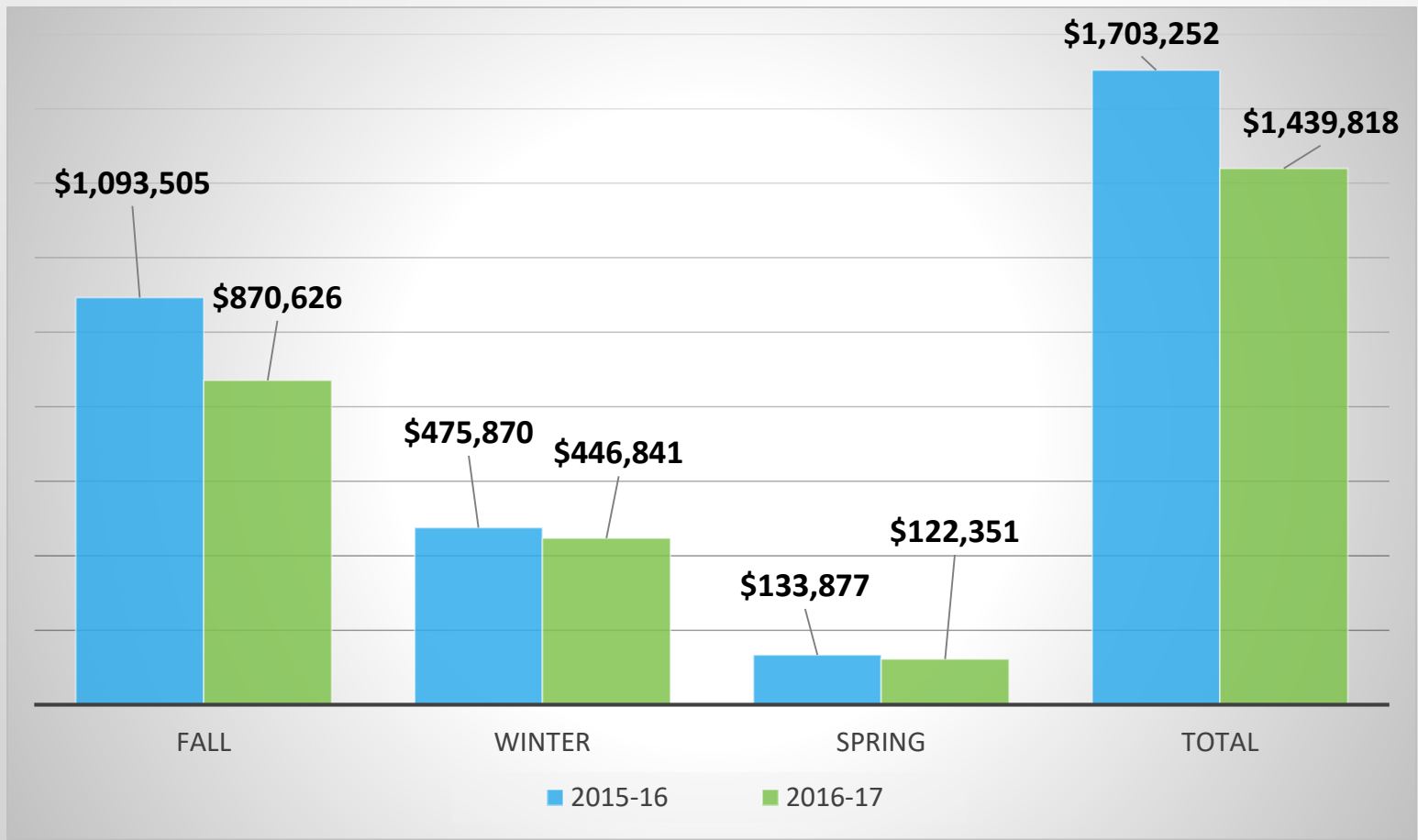
* = Basketball Open Semi-Finals, Salaries & Benefits,
Marketing "in-kind" (accounts for +50% of increase)

CIF-SS Revenue 2016-17

\$4,848,314



SPORTS PLAYOFF NET \$ BY SEASON



OVERALL SPORTS NET INCOME

SPORTS	2015-16	2016-17	DIFFERENCE
FOOTBALL	\$943,514	\$755,787	(\$187,727)
BASKETBALL	\$409,584	\$376,602	(\$32,982)
VOLLEYBALL	\$141,956	\$124,797	(\$17,159)
SOCCER	\$52,386	\$38,485	(\$13,901)
TRACK & FIELD	\$64,567	\$43,303	(\$21,264)
CROSS COUNTRY	\$46,488	\$44,920	(\$1,568)
WATER POLO	\$21,182	\$20,475	(\$707)
BASEBALL	\$11,305	\$21,566	\$10,261
WRESTLING	(\$6,270)	\$16,896	\$23,166
SWIMMING	\$5,751	\$13,966	\$8,215
SOFTBALL	\$6,933	\$2,581	(\$4,352)
GOLF	(\$3,495)	(\$5,234)	(\$1,739)
TENNIS	(\$15,430)	(\$15,883)	(\$453)
TOTAL	\$1,678,471	\$1,438,263	(\$240,208)



TICKET SALES

SPORTS	2015-16	2016-17	DIFFERENCE
FOOTBALL	268,064	230,515	(37,549)
BASKETBALL	152,099	141,088	(11,011)
VOLLEYBALL	66,403	64,010	(2,393)
WRESTLING	14,780	15,447	667
TRACK & FIELD	14,933	12,580	(2,353)
SOCCER	11,551	9,877	(1,674)
CROSS COUNTRY	10,770	11,085	315
BASEBALL	5,630	5,820	190
WATER POLO	6,177	6,044	(133)
SWIMMING	5,296	5,698	402
SOFTBALL	3,340	2,903	(437)
TOTAL	559,043	505,067	(53,976)

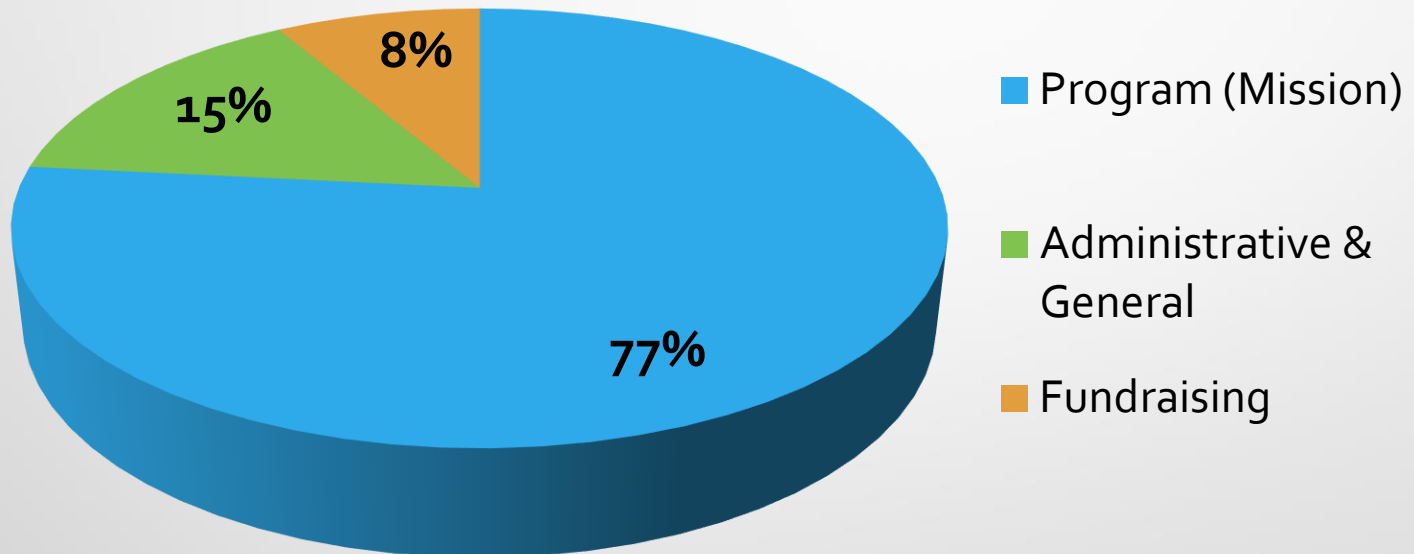
SPONSORSHIP

CATEGORY	2015-16	2016-17	DIFFERENCE
CIF-SS SPONSORSHIP/GRANTS	\$745,700	\$878,771	\$133,071
CIF STATE PARTNERSHIP	\$138,479	\$51,214	(\$87,265)
VENDOR AGREEMENTS	\$9,000	\$0	(\$9,000)
IN-KIND	\$45,000	\$121,507	\$76,507
LICENSING	\$16,500	\$21,042	\$4,542
TOTAL	\$954,679	\$1,072,534	\$117,855



CIF-SS Expenses 2016-17

\$4,744,488



\$ BACK to HIGH SCHOOLS

SOURCES	2015-16	2016-17
FOOTBALL (revenue sharing)	\$623,419	\$481,951
G VOLLEYBALL (revenue sharing)	\$67,905	\$55,052
B BASKETBALL (revenue sharing)	\$212,208	\$191,151
G BASKETBALL (revenue sharing)	\$66,059	\$64,089
B VOLLEYBALL (revenue sharing)	\$29,647	\$30,521
FRIENDS of GOLF	\$47,000	\$47,000
TV \$ to SCHOOLS	\$128,390	\$121,700
TOTAL	\$1,174,628	\$991,464



BALANCE SHEET

June 30, 2017

ACCOUNT	ASSETS	LIABILITIES	EQUITY (net assets)
Banks & Receivables	\$1,081,280	-	
Investments (Cetera)	\$1,358,320	-	
Inventory & Pre-Paid	\$24,786	-	
Fixed Assets & Land	\$1,239,365	-	
Payables	-	\$38,956	
Accruals & Deferrals	-	\$152,380	
Net Pension Liability (actuarial)	-	\$3,841,504	
TOTAL	\$3,703,751	\$4,032,840	(\$329,089)



CalPERS LONG TERM LIABILITY

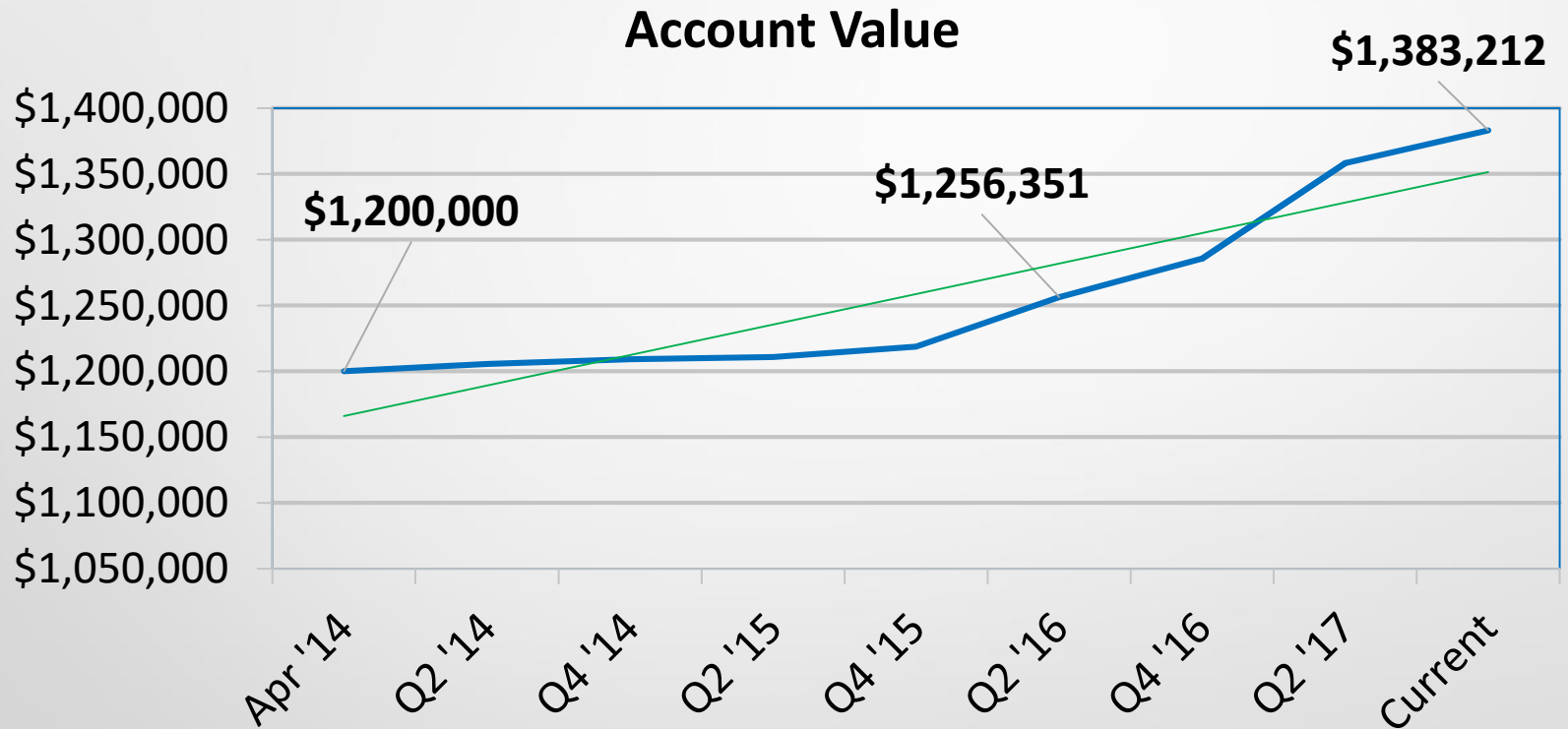
ACCOUNT	ASSETS	LIABILITIES	EQUITY (net assets)
CIF-SS Pension Fund (market value)	\$7,375,540	-	
CIF-SS Pension Liability (actuarial)	-	\$11,217,044	
TOTAL NET PENSION LIABILITY			(\$3,841,504)

MARKET VALUE: Employee contributions + Employer contributions + interest earned/market performance.

LIABILITY: CalPERS actuarial calculation based upon present value of projected benefits and life expectancy of 14 retirees and 16 active staff members, inflation, and other factors.

INVESTMENTS

Cetera Advisors



AUDIT REPORT...



No post-audit adjustments...

- CIF-SS financial statements stand as submitted

Final readout...

- Harrington Group will be back in the office soon for final report
- 990 Tax Form for 2016 to immediately follow



C.I.F. SOUTHERN SECTION

FINANCIAL REPORT, SEPTEMBER 28, 2017



PACKTHEHOUSE

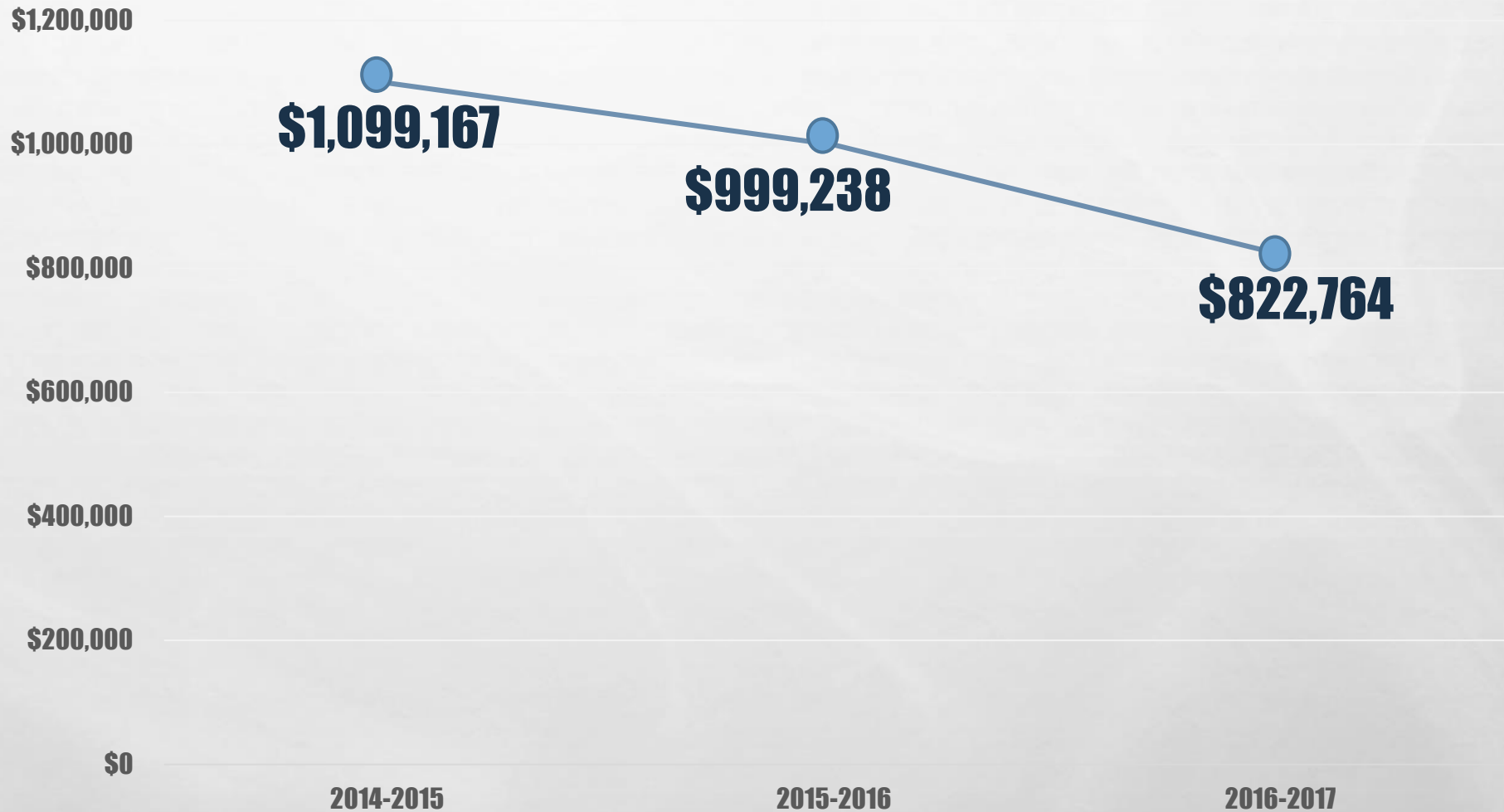
2017-2018



REVENUE DISTRIBUTION



REVENUE SHARING - \$ BACK TO SCHOOLS

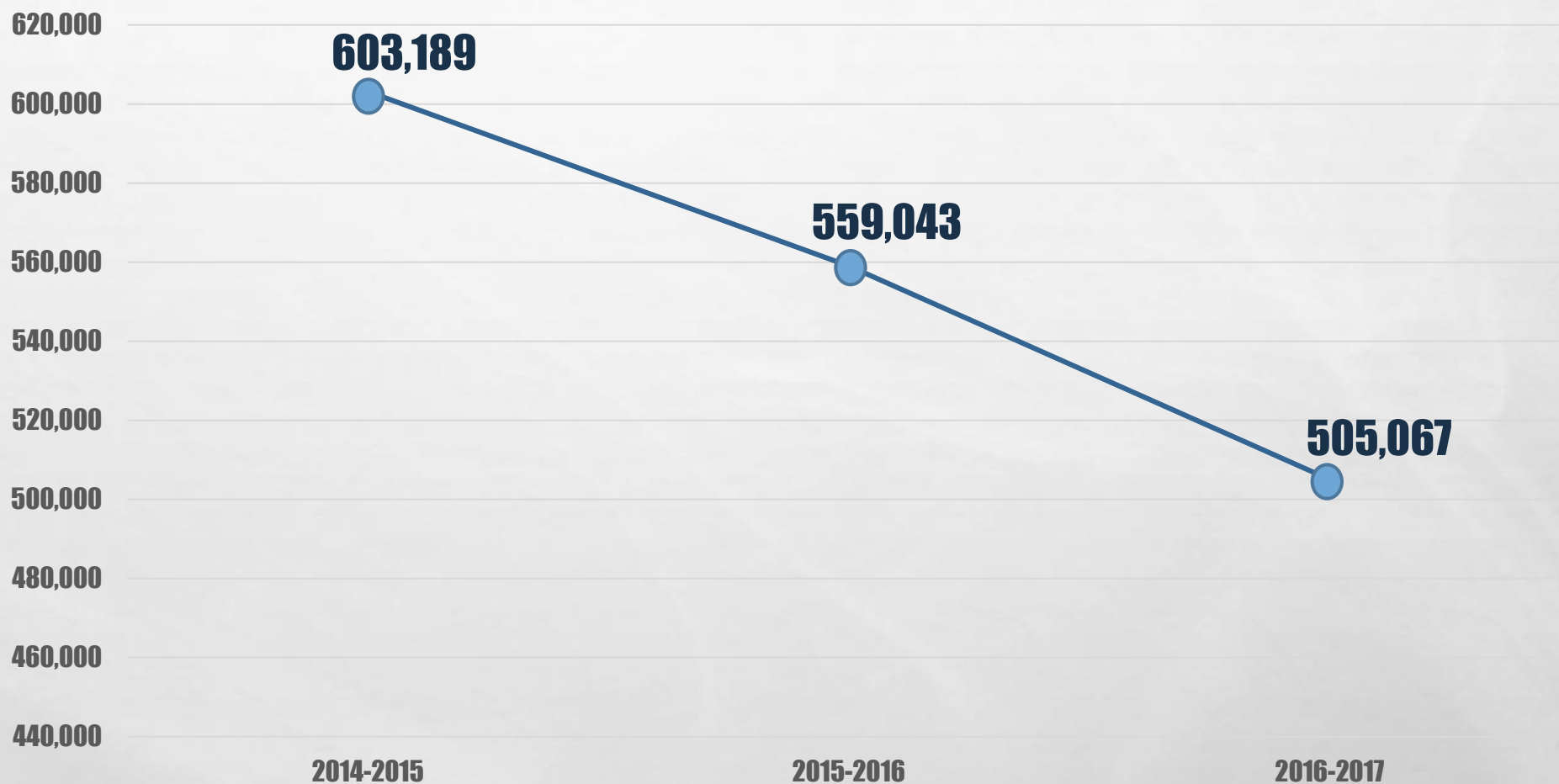


#PACKTHEHOUSE

REVENUE DISTRIBUTION



TICKETS SOLD



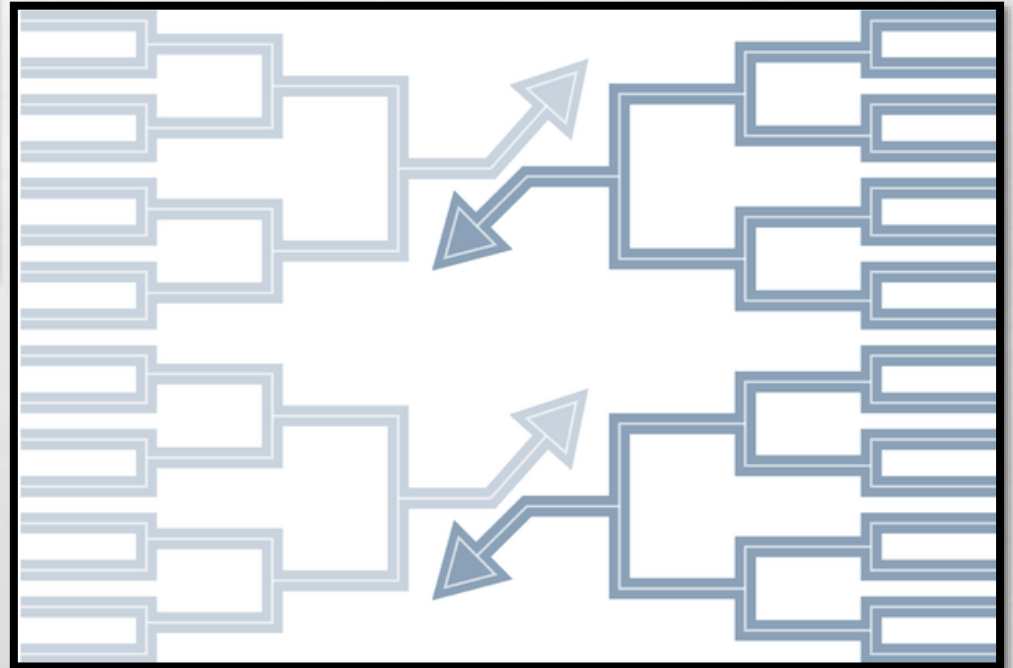
#PACKTHEHOUSE

WHAT IS OUT OF OUR CONTROL?



WEATHER

MATCH UP'S

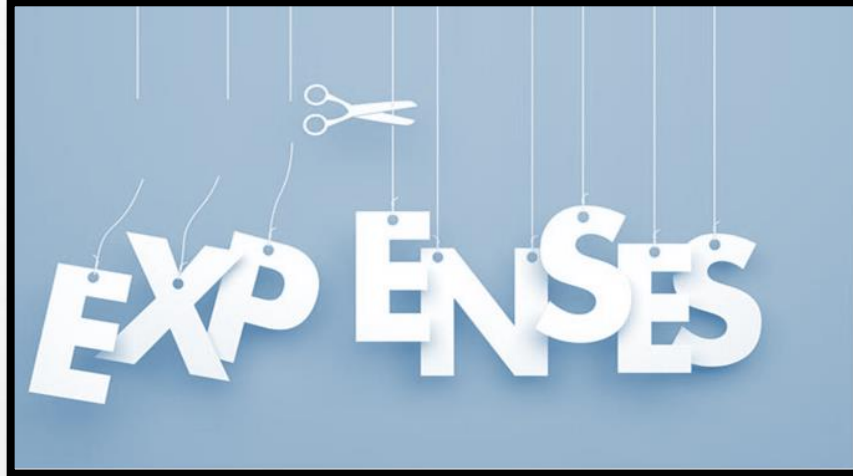


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WHAT CAN WE CONTROL?



Ticket Sales



Accounting



Gate Management

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THIS IS YOUR MONEY!



\$10 Adult Ticket → \$4 yours

\$5 Student Ticket → \$2 yours



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THIS IS YOUR MONEY!



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FOUND MONEY!



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THE GOAL



INCREASE ATTENDANCE AT SS PLAYOFF CONTESTS



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HOW DO WE #PACKTHEHOUSE?



**ARE YOU UP FOR
THE CHALLENGE?**

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HOW DO WE #PACKTHEHOUSE?



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YOU'RE INVITED TO A FUNDRAISER
— at —

THE
PIZZA PRESS

PRE-PARADE PIZZA PARTY FOR
HBHS CHEER & SONG

Wednesday, June 28
4:30pm - 12:00am

The Pizza Press Huntington Beach
150 5th St. HB, CA 92648
(714) 374 - 1367

Please present your ticket
stub from tonight's game
for 10% off your order

HOW DO WE #PACKTHEHOUSE?



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2017-2018

