



# *Meeting of the Executive Committee*

*September 29, 2016*

*1:00 p.m.*

*CIF Southern Section Offices  
Los Alamitos, California*

## *Minutes*

<b>1. OPENING BUSINESS</b>	<b>DISPOSITION</b>	<b>ITEM</b>
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A. Call to order by Carter Paysinger, President of the Council  
The meeting was called to order at 1:10 p.m.

B. Pledge of Allegiance

C. Roll Call  
All members were present, except Rita Dever, Nancy Kelly, and Rob Kostopoulos.

D. Introduction of Guests  
There were no guests present.

E. Adopt Agenda	Adopted	18-0-2
There was a motion and a second to adopt the agenda. The agenda was adopted.		

F. Approval of Minutes	Approved – 18-0-2	1F1
There was a motion and a second to approve the minutes of the August 18, 2016 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

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

B. SOUTHERN SECTION ACTION ITEMS

There are no Southern Section Action Items at this time.

#### **4. NON-ACTION ITEMS**

##### **A. STATE FEDERATED COUNCIL NON-ACTION ITEMS**

1. Proposal to Revise Bylaw 1501, Baseball Pitch Count Non-Action STATE 539  
Monica Colunga reviewed the proposal regarding pitch counts for baseball and opened the floor for discussion. Chris Calderwood asked Rob Wigod what he thought of the proposal and what does the Baseball Advisory Committee think? Rob Wigod stated that the National Federation is mandating that all state associations must have a pitch count rule in place. This is still in the discussion stage and the actual proposal will be available in January in order to be implemented for the 2017 season. Glenn Martinez stated that the Baseball Advisory Committee met yesterday and they were comfortable with the proposal, realizing the need to take better care of student-athletes. The high school coaches are blaming the travel teams for the need for a new rule, but they will do whatever the rule says. Who is the final authority on the actual pitch count for each pitcher? The suggestion is the home team scorebook. And what if it is incorrect? These are things that need to be worked through. Loren Kleinrock asked what is a typical pitch count in a seven inning game? Does it give any more advantage to teams that have more depth? Glenn Martinez reminded everyone that there are already pitching limitations in place: 30 outs and no more than 3 appearances in a week, etc., and this proposal is adding a pitching limitation along with mandated days of rest between games. Smaller schools may not have the depth which may be a concern. 110 pitches are about the average pitch count in that time frame and this will help protect pitchers from hurting their arms. Athletic trainers say athletes are coming to the high school season already hurt from travel ball. Chris Calderwood asked about a scenario with coaches scheduling games in such a way so their best pitchers can pitch twice a week. Dick Billingsley added that letting coaches make schedules should not happen. Rob Wigod reminded everyone that the 30 outs rule is still there so it is hard for a student to throw over 110 pitches each in two games during the same week and stay under the 30 outs maximum. Glenn Martinez receives maybe one report a year of an athlete exceeding 30 outs, and if it happens, the team forfeits the game, which is a severe penalty for going over the 30 outs limit. Glenn Martinez stated that everyone already charts pitches, including opponents. Mike West voiced concern about the recommendation of only three days of rest between appearances instead of four days. Mike West asked where did the parameters come from and can we support it? Illinois requires four days of rest. Limiting pitchers to 110 pitches in a particular day is not as important as the number of days of rest. Rob Wigod said the CIF State Office has worked hard on this proposal and has looked at other state associations, in addition to youth leagues, to look for ideas in formulating it. Jim Perry asked if the issue of three or four days of rest should be addressed as most associations are doing four days of rest. Loren Kleinrock asked Mike West if it seems the problem is the club teams and the summer teams. Are we being forced to change what we are doing because of the injuries athletes are acquiring playing year round? Mike West answered that it seems to be families that are responsible for the increase of students participating on club/travel teams.
2. Weighted Voting – Information Only 4A2  
Monica Colunga reviewed the documentation from the agenda regarding weighted voting for the CIF State Federated Council. The weighted voting numbers changed for the Central Section, North Coast Section and the San Diego Section, who all increased by one vote. Mike West asked if our votes remained the same and Monica Colunga answered yes, the Southern Section's number of votes remains at 36.

##### **B. SOUTHERN SECTION NON-ACTION ITEMS**

There are no Southern Section Non-Action Items at this time.



## **5. NEW BUSINESS**

### **A. Acceptance of 2015-16 Audit**

Approved – 20-0-0

Mitch Carty – 5A

Mitch Carty presented the audit via a PowerPoint presentation that can be found at the end of these minutes. Chris Calderwood asked what is the PERS requirement the organization has regarding being above our bottom line? Mitch Carty explained that they look at it over time, not just yearly. As an organization, we have three tiers of employees, one tier receives lifetime medical benefits, employees that started in 2004 and later are on the second tier, and there are three employees that are on the third tier. We have been able to keep up with the recommendation by PERS to withhold 7% and that has kept us above the bottom line so we will follow the advice we have from PERS until our liability falls below their recommendation. Chris Calderwood asked if the organization is required to make up the difference immediately if it goes to a negative balance? Mitch Carty answered no, the number could go up or down. Loren Kleinrock mentioned that STRS was not happy with their future projections. Mitch Carty stated that the numbers given to us are conservative. Loren Kleinrock asked if there was a vacation cap on employees and Mitch Carty answered that no employee can carry more than 28 days of vacation at any time. There was a motion and a second to accept the 2015-16 audit. The motion carried unanimously, 20-0-0.

### **B. Financial Report**

Mitch Carty

With the approval of the audit, Mitch Carty had no further report.

### **C. Marketing Report**

John Costello

John Costello reported that our share from the CIF State is down \$90,000. The good news is that our own sponsorships have already offset that by \$40,000. Most marketing efforts at this time of year are toward performing and fulfilling the contracts. John Costello will be meeting with Chris Fahey of the CIF State Office to update the current CIF Marketing Plan. Changes need to be made as signage is not as valuable as it used to be and social media is a major emphasis that we need to find the numbers for that value. The viewpoint of the CIF State Office is that it is time for a redistribution of funds based more on what the sections contribute. For example, one section has no website while one section might hang a banner. The CIF State cannot sell a sponsorship if the Sections are not fulfilling the terms of those contracts. The CIF State now has more assets with there being more State Championships and could be considered a section on its own. The newest item this year is our Street Team. John Costello referred to the flyer he handed out and it is at the end of these minutes. Pictures are posted to an album on our Facebook page and fans have the option to email them to themselves or friends and to post to their Facebook/Twitter accounts, although we are learning that most people cannot remember their Facebook passwords so they are emailing themselves before posting on social media. This effort has been well received so far and will continue. Jill Matyuch asked if this is only for game day as she could see this being used at Homecoming and other events. John Costello answered that we are only leasing two tablets from the company that is providing the service and that it is not like being the Dodgers where many games are played at the same venue throughout the season. Jim Monico asked if the CIF State sponsorships are down everywhere. John Costello stated that we only get 20% of the CIF State money and that the small sections are way down as that money is a larger portion of their budget then ours.

### **D. Competitive Equity Playoffs – Coaches Polls**

Kristine Palle

Kristine Palle explained that the coach's polls have Always guided the rankings of teams in our playoffs and this year with the new competitive equity system, schools are spread out across divisions. So, to have more accurate polls, we have set up system on Survey Monkey to allow all coaches the opportunity to vote in our polls and then the advisory committees get that information to put together their Top Ten Polls. Some of the data has been inconsistent, but people are beginning to understand and vote correctly. Chris Calderwood asked how are those polls used by committees? Kristine Palle stated that they are a suggestion as to where teams are seeded into our playoff brackets at the end of the regular season. Rainer Wulf stated that Girls' Tennis is not doing a coach's poll in this same manner as the Girls Tennis Advisory Committee is doing the poll for that sports because schools are not consistently reporting scores. Thom Simmons added that in the sport of Football, the poll does not go to the Football Advisory Committee, but rather the information from the survey is the poll. All other sports are using the new format. Monica Colunga stated that sending Sport Previews to coaches is great, but how do the athletic directors know when the Sport Preview and Playoff Bulletin is available? Thom Simmons stated that notices went to coaches and that we will begin send those same notices to the athletic directors.



## **5. NEW BUSINESS (Cont.)**

### **E. Athletically Motivated Transfers – Discussion**

Rob Wigod – 5E

Rob Wigod referred to the documents in the agenda and stated that he will keep everyone updated regarding the discussion of potential revisions to the language in our bylaws regarding athletically motivated transfers. There are elements of the bylaw that are important to keep such as transferring to a school after playing for a club coach, following a former coach to a new school, etc. It appears that those who keep quiet when they transfer schools get through the system and those that have spoken up about issues at the former school are denied eligibility in some cases leading to inconsistencies in applying the current bylaw as written. There will be a roundtable discussion next week at the CIF Federated Council meeting in the hope of developing a potential proposal for first reading in January.

## **6. OLD BUSINESS**

### **A. Athletic Administrators Summit Update**

Glenn Martinez

Glenn Martinez referred to the lanyard and credential provided for each member of the Executive Committee and invited everyone to attend. He has seen all of the presentations and is excited about topics and tools being offered this year. The numbers as of today are 460 registered, with 140 of those registered for the Principal's Track. Over 120 people have registered for the MVP AD Exam and study guides have for that exam have been sent out. There is an increase in vendors with 30 this year, more than double the number from last year. Dick Billingsley asked if there would be a way to receive all presentations and Thom Simmons stated that all presentations will be available on our website after the event.

### **B. Area Placement Update**

Rob Wigod

Rob Wigod stated that our office is in the midst of collecting Area Placement requests from member schools and those are due in our office on October 7. Also, he thanked all the members of the Executive Committee who are serving as Releaguing Chairs for the 2018-2022 Releaguing Cycle. The Releaguing Chairs will meet in our office on October 20, to get started on the process.

## **8. CLOSED SESSION**

Closed Session began at 2:25 p.m.

- A. Public Employee Performance Evaluations – Commissioner of Athletics, Chief Financial Officer, Assistant Commissioners of Athletics, Director of Communications, Director of Marketing, Executive Assistant, Administrative Assistant, Receptionist (Government Code section 54957)

## **9. REPORT OF ACTION(S) TAKEN IN CLOSED SESSION**

Closed session ended at 2:57 p.m. with no action taken.

## **10. REPORTS**

### **A. NFHS Section 7/8 Report**

Monica Colunga

Jim Monico

Jim Perry

Carter Paysinger

Carter Paysinger talked about the NFHS still pursuing national championships in certain sports and they know they are fighting an uphill battle. When the question of national championships is asked, no one agreed with the idea of having them. The National Federation is not giving up on this idea and appears to be willing to do whatever it takes to get everyone on board.

Jim Monico said that what stood out for him in the breakout sessions was the ones for Board Members. There were many people in attendance from California, and the western states are looking to the Southern Section for guidance. It is interesting how they treat us as experts and that we are in the forefront of the issues. In Utah, the State Legislature may take over the state association, due to issues with the transfer rules in that state. In Jim's view, we are leaders among the group at the conference and it was great a learning experience for him to attend.



## **10. REPORTS (Cont.)**

Monica Colunga saw a lot of similarities between the states, for example, youth sports/club sports interfering with high school based athletics; concussion protocols on everyone's agenda, and looking nationally for athletic trainers to study in different states in order to carry their certifications with them if they move from one state to another. There were conversations regarding transgender students, hardships with IEP's and issues of age. California already has policies in place and we are being asked the questions from other states.

Jim Perry echoed what was already stated. Breakout sessions and questions about issues, always comes around to what are you doing in California. Not the other states, it is always in California and then in the Southern Section. We seem to be where people are looking for ideas, thoughts and leadership.

### **B. President's Report**

Carter Paysinger

Carter Paysinger mentioned at the last meeting about helping his brother coach football at Hawthorne High School. They played at Banning High School a couple of weeks ago and a student came up to his brother and said he thought that "Joe" had a concussion. His brother agreed and he thought, what if that friend had not been there. When he coached, he had a full-time athletic trainer. If a student said they were hurt, he sent them to go see the trainer and now, in speaking to Principals, they have a trainer that comes out two days a week. He stated that he is fixated on this problem all the time. Who determines concussions at practice? The schools are as liable Monday afternoon at practice as they are on Friday night at the game. We have to do whatever we can to make districts understand this problem. He will be working on this issue until we can solve this problem. Sandy Gahring said she had several students this year and doctors let them back the next week and parents argued with concussion protocols. Mike West said that San Bernardino USD has approved full-time athletic trainers for all of their district schools. Paula Hart Rodas stated that colleges are providing good trainers. Dick Billingsley added that trainers cost less money than substitute teachers.

### **C. Treasurer's Report**

Jeff Jordan

Jeff Jordan thanked Mitch Carty and the staff and appreciates the work that Mitch does. If you are on the audit committee, the auditors will call you and ask you a series of questions. Every question they ask, because the staff is so transparent, you can answer. It is a great sign of the leadership and transparency.

### **D. Commissioner's Report**

Rob Wigod

Rob Wigod started with the office being midway through the fall season, playoffs have moved a little earlier, with Volleyball pairings released in October for the first time. He thanked the Executive Committee members that came to NFHS Section 7/8 Conference. Two states obtained information from Wes Carty on how to begin the CIFSSHome system. He stated that he sent the Executive Committee his meeting notes from the recent CIF Section Commissioner's Meeting because many issues discussed there will be coming forward in the time ahead, such as: numbers of contests, the sports calendars, SOP dates and Cheer Bylaws. Last Monday night was our Champions for Character Dinner and he thanked those that were able to attend. Rob Wigod showed a T-shirt and a thank you card from Rosemead High School for receiving the award. We gave \$1,000 scholarships to all of the student-athlete award winners and thanked Sharon Hodge for all of her outstanding work organizing the entire event. Also, thank you to Thom Simmons with the help of Chelsea Hayward for their work on the videos for the evening. CIF Executive Director Roger Blake was in attendance, as well. The first CIF Federated Council meeting of the year is next week and notes will be sent to the Executive Committee after that meeting. The Hall of Fame/Distinguished Service Awards Luncheon is on October 12, which everyone is invited to. Thanks to our staff and for their dedication and the excellent work they are doing.



## **10. REPORTS (Cont.)**

### **E. Executive Committee Member Reports**

President-Elect - Monica Colunga - Thank you for the allowing me to be a part of the Champions for Character celebration. That is a great event and we recognize that there are students, coaches and administrators that are doing it correctly. Thanks to the staff as you get revved up and ready to go with the summit and playoffs.

Treasurer - Jeff Jordan – The Champions for Character dinner was a great event. The Street Team is a great thing and it is wonderful that the staff is looking at doing new and different things and looking ahead to the next 10 years.

Girls Athletic Director Representative – Jill Matyuch – Does anyone have an idea on how to get the word out on athletic trainers and their importance? When you see that what you have is great, you want to get others to see it. Glenn Martinez stated that it is the goal of the Athletic Trainers Advisory Committee to get more information out and develop more resources and with the help of Thom Simmons, has begun with a new tab on our website dedicated to Sports Medicine.

Foothill Area Representative – Loren Kleinrock – The Champions for Character Dinner was a neat thing. It is important to note that Dr. Jim Staunton had a great idea and that Rob Wigod has grown it from Dr. Staunton's idea to what it is today. In the competitive equity model, teams can be 180 degrees different between seasons when comparing two years of data. The Assistant Commissioners have done an amazing job and they are a very professional group.

Small Schools Representative – Mark Edgemon – This last year I feel I have been a help in educating the Small Schools Area. I send out emails and the one thing they say is that it is nice getting information from me rather along with the office. I encourage them to call the office and we all appreciate the help. There is a lot of chatter regarding Area Placement. The California State Athletic Directors Association Board meets this weekend to work on plans for the April conference.

Boys Athletic Directors Representative – Chris Calderwood – Our district, for the past 10-12 years, has had afternoon trainers. It has been great but it would be better to have them there more. The athletic trainer at my school teaches at a local college and she now teaches on our campus. There are a lot of things that are being done, ways to bring and keep trainers on campus, so perhaps a group is needed to bring those ideas together and build the importance of keeping trainers on campus.

Coast Area Representative – Dr. Paula Hart Rodas – Our trainers just diagnosed a break that the paramedics were unable to see. We have built a dual track with El Camino College in order to give our trainer a full-time job and keep her on campus. Carter Paysinger added that the schools and districts need to plan and understand all the ramifications of having that type of person around.

CAPHERD Representative – Jim Perry – Held our monthly athletic director, assistant principal meeting today. Had two members of the Golden West League hold a sportsmanship conference with more attending next month. We started a Coach's Advisory Committee in the district with two coaches from each school in order to strengthen goals. We meet again in November and we will see where we are at as we push toward Spring. The Huntington Beach USD had a winner at the Champions for Character event and a big thank you to the office.

At-Large Representative – Dana Wilkerson – Thank you for the genuineness of the welcoming to the office. Everyone is so helpful and gives the feeling of being part of the fold. Coming out of PE and going back to the classroom has been challenging, but with teaching, there is more of an impact with the students and I am in a good place.

CSASA Representative – Dave Reid – Echoes what has already been said about the Champions for Character banquet. It was very well done. From watching the awardees on the videos to watching them receive the actual award, I recommend attending if you can. In talking about the Phoenix meeting, we are as big or bigger than most states and the challenges we have are similar to state challenges and being ahead of the curve, this is why they come to us with questions. My area relegues every two years and I am glad we do. I give credit to Ray Pluko and the Plutko Rules as they work well.

Director of Marketing – John Costello – Reported earlier.

Assistant Commissioner – Mike Middlebrook – Volleyball is the first one out of the gate.

Assistant Commissioner – Kristine Palle – Nothing to report.

Director of Communications – Thom Simmons – Nothing to report.



## **10. REPORTS (Cont.)**

### **E. Executive Committee Member Reports (Cont.)**

Assistant Commissioner – Glenn Martinez – All Fall Workshops have now been completed with veteran athletic directors bringing their principals to many of the New Principal/Athletic Director Workshops. There is a lot of material covered and these workshops are very productive. Football is right around the corner and we will be asking for your assistance in presenting awards at the Football Championship Finals. Todd Arrowsmith is already on board and Jim Perry has volunteered to present at the 8-Man Football Championships.

Chief Financial Officer – Mitch Carty – Reported earlier.

Orange County Representative – Denise Halstead – Being new, I appreciate the support and I am already learning a lot. I feel a tremendous responsibility in the Orange County Area. In a district with seven high schools, there appears to be a renewed interest in the high school athletic programs. This is the first year we will have athletic trainers on our campuses.

Citrus Belt Area Representative – Mike West – There is legislation coming that one of the minimum requirements for athletic trainers will be entry level Masters Degrees. The California Athletic Trainers Association is a primary supporter of this bill and when signed by the Governor, is in conjunction with the concussion protocols. There is now a set of guidelines in place for youth sports.

Activities Director Representative – Todd Arrowsmith – There is a lot of buzz on campus regarding the competitive equity playoff divisions. We have our first full-time athletic trainer this year and it is great. On Tuesday, the Area E California Activities Directors Association Sportsmanship Conference takes place at the Pasadena Convention Center.

Mt. SAC Area Representative - Paul Lopez – We are lucky that we have an athletic trainer and two nurses on campus and it is scary if concussions go undetected. We, as a section, are making an impact not only locally, but nationally.

CSBA Representative – John Norman – I echo the concerns regarding the lack of athletic trainers. I will bring this up at the next meeting of the California School Boards Association and start working on it.

Northern Area Representative – Dick Billingsley – Rob Wigod and your staff are just awesome. Love being part of this committee. Releaguings is a big discussion in northern area, with the possibility of eight area schools going to Central Section.

CSADA Representative – Sandy Gahrning – The CSADA Board meeting is this weekend to continue plans for the annual conference. The Foothill-Citrus Athletic Directors Association dates for their luncheon and awards dinner are set and we need new locations. Azusa High School's gym finally has air conditioning.

CAPSO Representative – Terry Barnum – CASPO is working hard with CIF State Office asking to have officials background checked. There is a list of associations that do background checks and we are trying to get that list posted on the CIF State website. No good deed goes unpunished. We have been trying to move the sports calendar so it does not interfere with Easter but now the seasons are starting too early. I have officially voiced the concern. Harvard-Westlake has embraced the need for athletic trainers, we currently have three and are preparing to hire a fourth. It is important for our schools and they need support, supplies, etc. The trainers need to be strong in personality as they are in contact with parents, students, coaches, etc., and you, as administrators, need to support them.

Executive Assistant – Sharon Hodge – Reported on the completed Champions for Character Awards dinner and it was a huge success. Thank you to the Executive Committee members who were able to attend. Congratulations to our Mark Edgemon on receiving an award this year and to Sandy Gahrning for her school also receiving an award this year. I am continuing to plan for the Hall of Fame/Distinguished Service luncheon on October 12, at 11:30 a.m at The Grand and invited the Executive Committee to attend. Lastly, plans are continuing for the Executive Committee Retreat in January. This year's location will be at the Westin South Coast Plaza in Costa Mesa and Sharon will be sending out the link to RSVP for this event soon. Girls Golf is going strong and their Playoff Bulletin was posted yesterday with golf entries due on October 21.

Carter Paysinger asked Rob Wigod to restate his closing comments from the Champions for Character Awards dinner. He is closing his talks at conferences with this same message. Thom Simmons talked about The Archer School for Girls using our 100<sup>th</sup> anniversary footage and parts of Rob Wigod's closing remarks in a segment they are putting together for their community.

## **11. ADVANCE PLANNING**

### **A. DATES**

1. October 4, 2016 – CIF Southern Section Council Meeting, The Grand, Long Beach, California, 9:00 a.m.
2. October 12, 2016 – CIF Southern Section Hall of Fame/Distinguished Service Luncheon, The Grand, Long Beach, California, 12:00 p.m.
3. October 17, 2016 – Athletic Administrators Summit, Pomona Fairplex Sheraton Hotel and Conference Center, Pomona, California, 7:30 a.m.
4. January 13-15, 2016 – CIF Southern Section Executive Committee Meeting/Retreat, Westin South Coast Plaza, Costa Mesa, California
5. January 25, 2016 – CIF Southern Section Council Meeting, The Grand, Long Beach, California, 9:00 a.m.

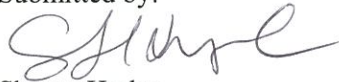
### **B. SUGGESTED AGENDA ITEMS**

There were no suggested agenda items for the next meeting.

## **12. ADJOURNMENT**

A motion and second for adjournment were made and a unanimous vote to adjourn was entered at 4:03 p.m.

Submitted by:



Sharon Hodge  
Executive Assistant

Approved by:



Rob Wigod  
Commissioner of Athletics





# C.I.F. SOUTHERN SECTION

FINANCIAL REPORT, SEPTEMBER 29, 2016



# PROFIT & LOSS

## Fiscal 2014-15 vs. 2015-16

	2014-15	2015-16	DIFFERENCE
REVENUE	\$4,790,959	\$4,825,181	\$34,222
EXPENSES	(\$4,748,130)*	(\$4,534,629)	(\$213,501)
NET PROFIT/LOSS	\$42,829*	\$290,552	\$247,723

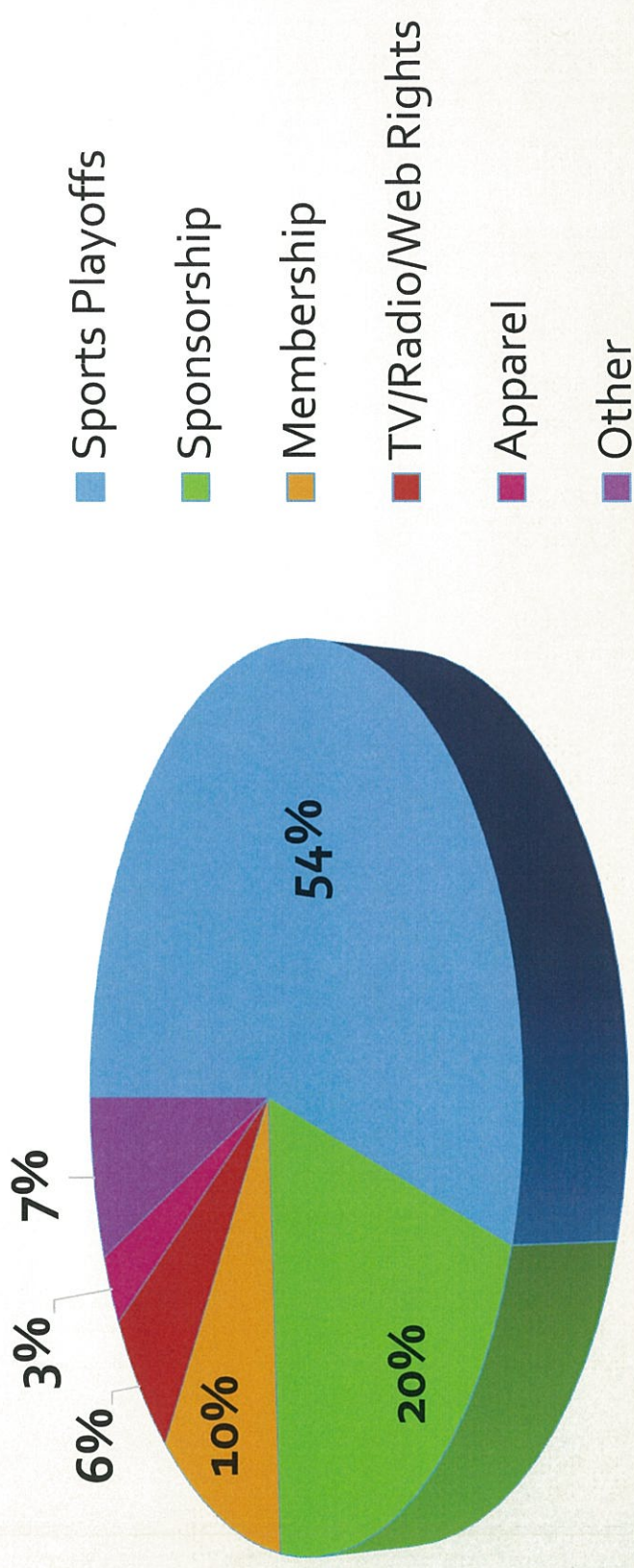


\* = \$475,250 Sport Fee refund



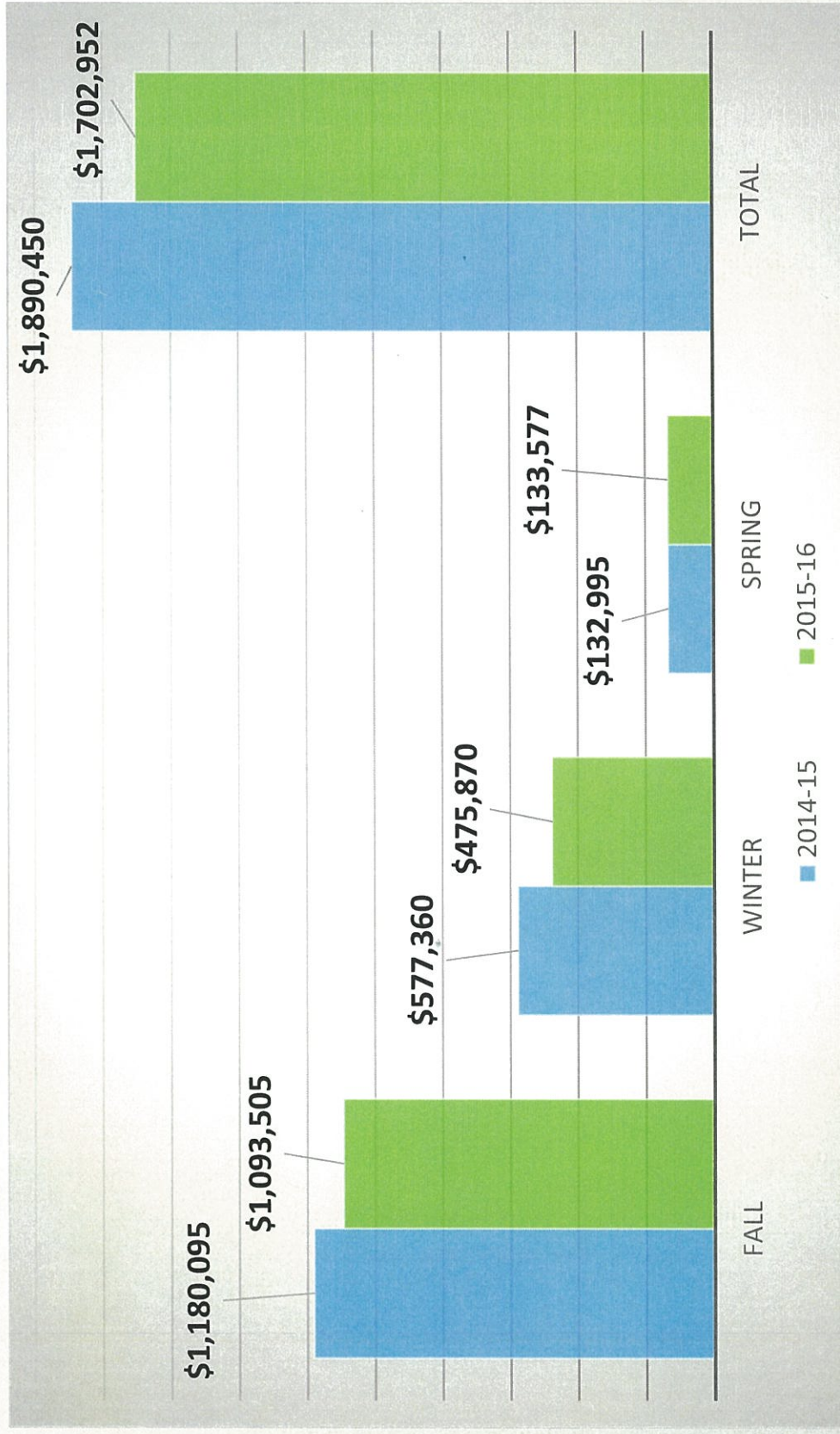
# CIF-SS Revenue 2015-16

\$4,825,181





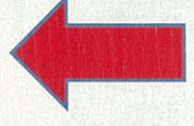
# SPORTS PLAYOFF NET \$ BY SEASON





# OVERALL SPORTS NET INCOME

SPORTS	2014-15	2015-16	DIFFERENCE
FOOTBALL	\$990,638	\$943,514	\$47,124
BASKETBALL	\$483,706	\$409,584	(\$74,122)
VOLLEYBALL	\$148,932	\$141,956	(\$6,976)
SOCCER	\$66,162	\$52,386	(\$13,776)
TRACK & FIELD	\$59,164	\$64,567	\$5,403
CROSS COUNTRY	\$54,817	\$46,488	(\$8,329)
WATER POLO	\$22,281	\$21,182	(\$1,099)
BASEBALL	\$18,708	\$11,305	(\$7,403)
WRESTLING	\$5,394	(\$6,270)	(\$11,664)
SWIMMING	\$3,284	\$5,751	\$2,467
SOFTBALL	(\$9)	\$6,933	\$6,942
GOLF	(\$2,366)	(\$3,495)	(\$1,129)
TENNIS	(\$13,681)	(\$15,430)	(\$1,749)
TOTAL	\$1,837,030	\$1,678,471	(\$158,559)





# TICKET SALES

SPORTS	2014-15	2015-16	DIFFERENCE
FOOTBALL	285,530	268,064	(17,466)
BASKETBALL	172,021	152,099	(19,922)
VOLLEYBALL	68,010	66,403	(1,607)
WRESTLING	15,609	14,780	(829)
TRACK & FIELD	14,827	14,933	106
SOCCER	13,614	11,551	(2,063)
CROSS COUNTRY	12,289	10,770	(1,519)
BASEBALL	6,366	5,630	(736)
WATER POLO	6,094	6,177	83
SWIMMING	5,414	5,296	(118)
SOFTBALL	3,617	3,340	(277)
<b>TOTAL</b>	<b>603,391</b>	<b>559,043</b>	<b>(44,348)</b>



# SPONSORSHIP

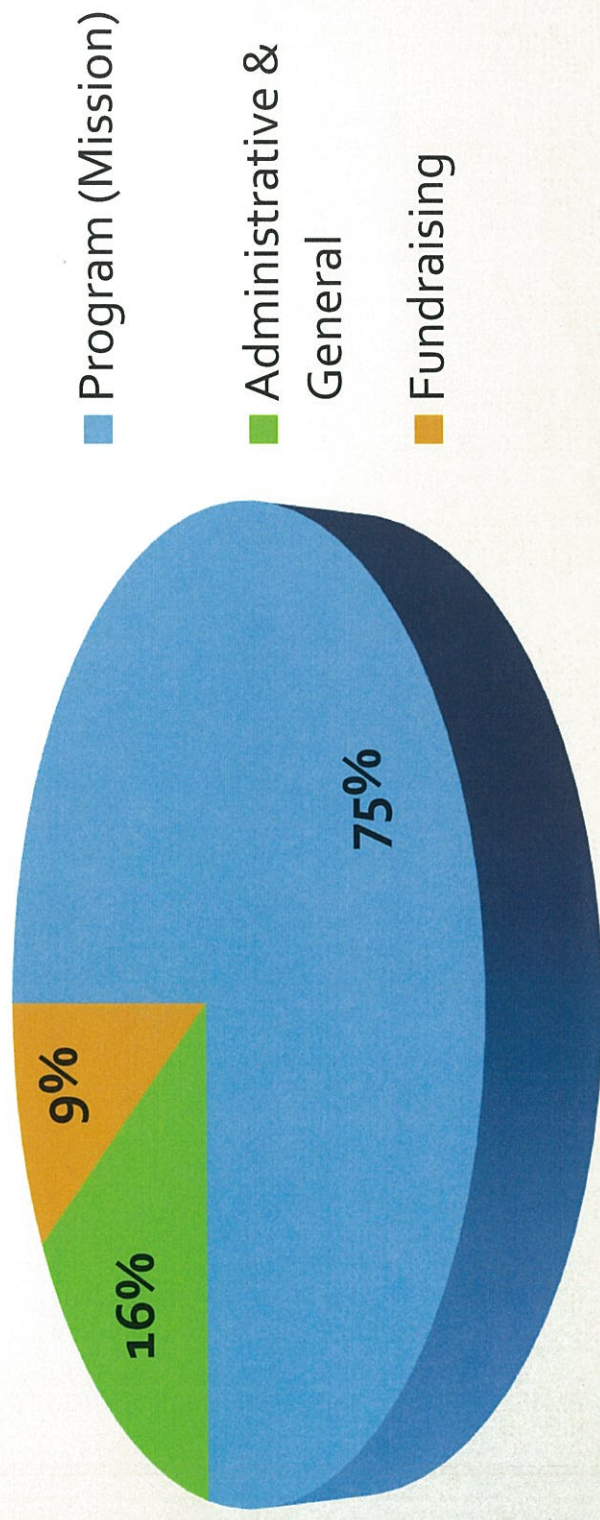
CATEGORY	2014-15	2015-16	DIFFERENCE
CIF-SS SPONSORSHIP/GRANTS	\$666,500	\$745,700	\$79,200
CIF STATE PARTNERSHIP	\$181,534	\$138,479	(\$43,055)
VENDOR AGREEMENTS	\$9,125	\$9,000	(\$125)
IN-KIND	\$0	\$45,000	\$45,000
LICENSING	\$500	\$16,500	\$16,000
<b>TOTAL</b>	<b>\$857,659</b>	<b>\$954,679</b>	<b>\$97,020</b>





# CIF-SS Expenses 2015-16

\$4,534,217





# \$ BACK to HIGH SCHOOLS

SOURCES	2014-15	2015-16
FOOTBALL (revenue sharing)	\$665,367	\$623,419
G VOLLEYBALL (revenue sharing)	\$76,474	\$67,905
B BASKETBALL (revenue sharing)	\$247,668	\$212,208
G BASKETBALL (revenue sharing)	\$80,884	\$66,059
B VOLLEYBALL (revenue sharing)	\$28,773	\$29,647
FRIENDS of GOLF	\$47,000	\$47,000
TV \$ to SCHOOLS	\$130,720	\$128,390
SPORTS FEE REFUND	\$475,250	\$0
<b>TOTAL</b>	<b>\$1,752,136</b>	<b>\$1,174,628</b>





# BALANCE SHEET

June 30, 2015

ACCOUNT	ASSETS	LIABILITIES	EQUITY (net assets)
Banks & Receivables	\$849,809	-	
Investments (Cetera)	\$1,210,885	-	
Inventory & Pre-Paid	\$84,487	-	
Fixed Assets & Land	\$1,195,377	-	
Payables	-	\$99,013	
Accruals & Deferrals	-	\$123,644	
<b>TOTAL</b>	<b>\$3,340,558</b>	<b>\$222,656</b>	<b>\$3,117,902</b>





# BALANCE SHEET

June 30, 2016

ACCOUNT	ASSETS	LIABILITIES	EQUITY (net assets)
Banks & Receivables	\$1,003,675	-	
Investments (Cetera)	\$1,256,351	-	
Inventory & Pre-Paid	\$23,023	-	
Fixed Assets & Land	\$1,317,820	-	
Payables	-	\$61,542	
Accruals & Deferrals	-	\$130,873	
Deferred Outflows		(\$156,242)	
Net Pension Liability (actuarial)	-	\$3,302,069	
<b>TOTAL</b>	<b>\$3,600,869</b>	<b>\$3,338,242</b>	<b>\$262,627</b>





# CalPERS LONG TERM LIABILITY

ACCOUNT	ASSETS	LIABILITIES	EQUITY (net assets)
CIF-SS Pension Fund (market value)	\$7,563,208	-	
CIF-SS Pension Liability (actuarial)	-	\$10,709,035	
<b>TOTAL NET PENSION LIABILITY</b>			<b>(\$3,145,827)</b>

**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 17 active staff members, inflation, and other factors.



# Is this liability a cause for concern?

- If Net Assets remain positive (currently \$262K), then we follow the CalPERS recommended contributions.
- If Net Assets begin to slip, we may need to develop strategies to keep the Pension Liability from getting away from us thereby preserving our Equity.
- What will be some strategies?



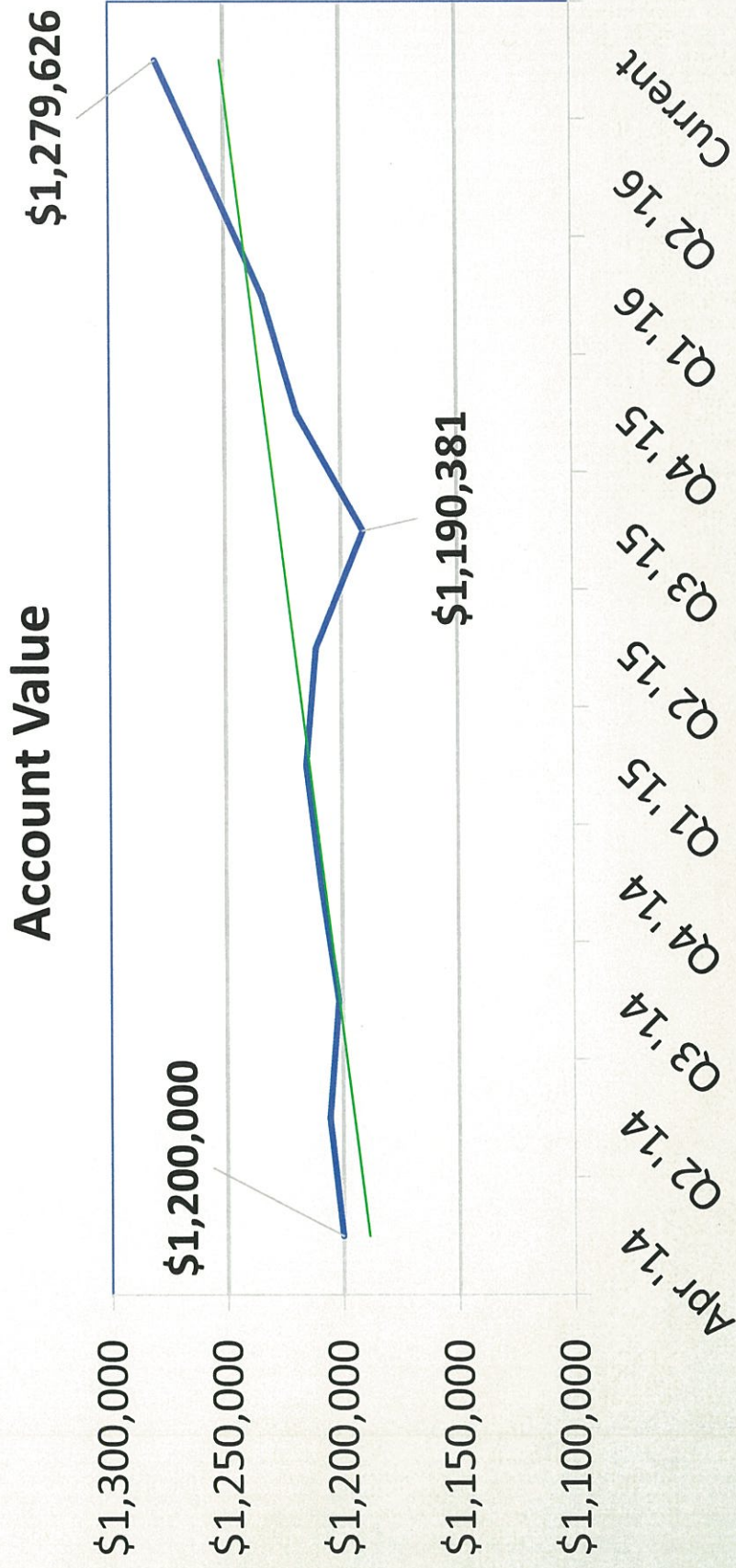
# Strategies...

- Send retained earnings in “good” years to CalPERS
- Increase revenue (Sports Fees, tickets, sponsorship, etc.)
- Decrease expenses
- Create temporarily restricted reserve account
- Pull \$ from investment account to send to CalPERS



# INVESTMENTS

## Cetera Advisors





# AUDITORS COMMENTS...



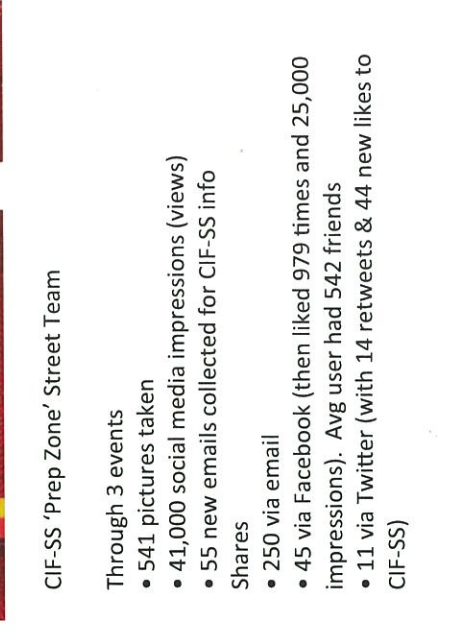
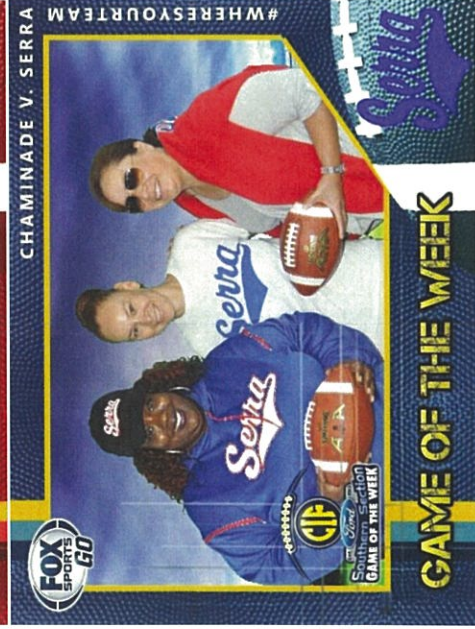
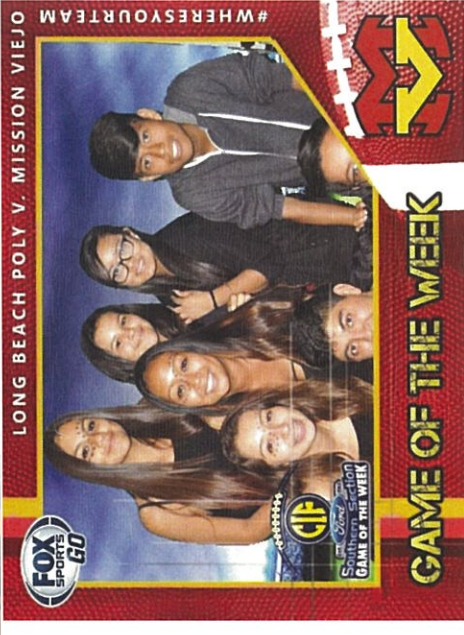
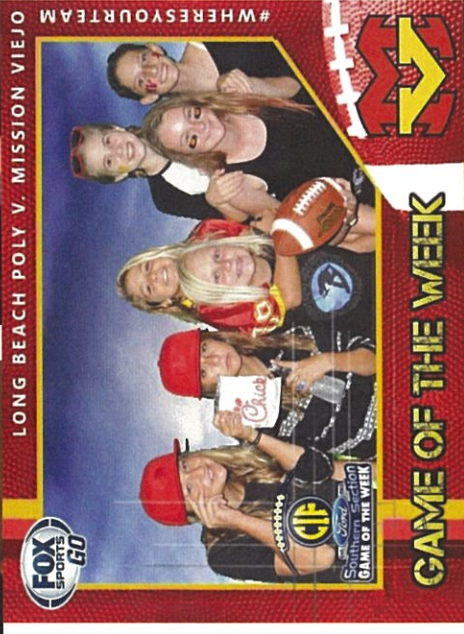
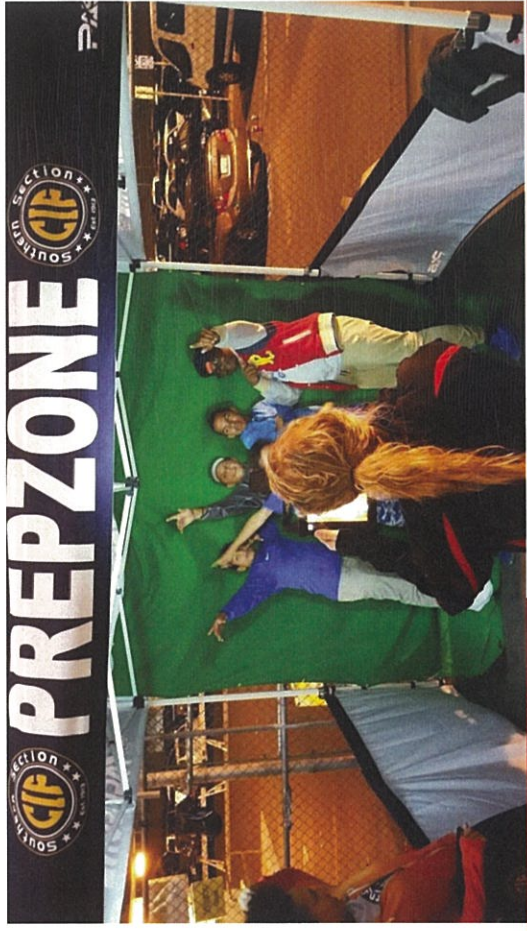
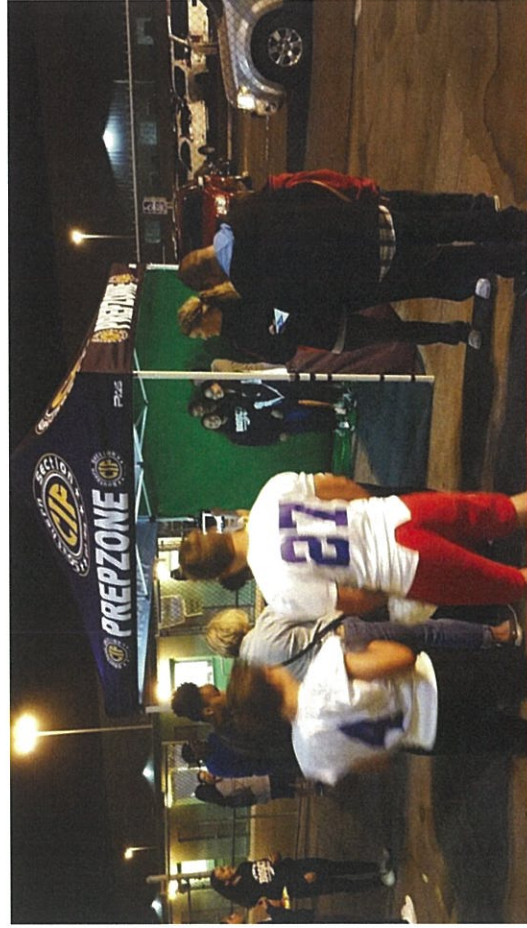
## Feedback is positive...

- "We are pleased to report no disagreements arose during the course of our audit."

## ONE Recommendation...

- "We recommend periodic review of the Commissioner's credit card statements by a member of the Board of Directors to increase transparency and strengthen internal controls over disbursement."





CIF-SS 'Prep Zone' Street Team

Through 3 events

- 541 pictures taken
- 41,000 social media impressions (views)
- 55 new emails collected for CIF-SS info

Shares

• 250 via email

• 45 via Facebook (then liked 979 times and 25,000 impressions). Avg user had 542 friends

• 11 via Twitter (with 14 retweets & 44 new likes to CIF-SS)