



Regular Meeting of the Council

Tuesday, January 28, 2020

9:00 a.m.

*The Grand
4101 East Willow
Long Beach, California*

Agenda

<u>1. OPENING BUSINESS</u>	<u>DISPOSITION</u>	<u>ITEM</u>
A. Call to order by Dr. Monica Colunga, President of the Council		
B. Pledge of Allegiance		
C. Roll Call		
D. Introduction of Guests		
E. Adopt Agenda	Action	
F. Approval of Minutes		
1. Minutes of the October 1, 2019 Council Meeting	Action	1F1
<u>2. PUBLIC HEARING SESSION</u>		
A. Recognition of anyone wishing to address the Council. Speakers must limit their remarks to three minutes.		
<u>3. ACTION ITEMS</u>	<u>DISPOSITION</u>	<u>ITEM</u>
A. STATE FEDERATED COUNCIL ACTION ITEMS		
1. Proposed Bylaw Additions 1501 and 2603 - Baseball and Softball State Championships	Exe. Comm. Voted to not support 3-17-0	STATE 593
2. Proposed Bylaw Revision 1703 - TCC Regional Championships	Exe. Comm. Voted to support 19-1-0	STATE 596
3. Proposed Constitution Revision Article 70.E and 70.F - Executive Committee Nominations/Elections	Exe. Comm. Voted to support 20-0-0	STATE 599

3. ACTION ITEMS (Cont.)**DISPOSITION****ITEM**

B. SOUTHERN SECTION ACTION ITEMS

- | | | |
|--|---------------------------------------|--------|
| 1. Proposed Bylaw Revision 32.B.4.B -
Releaguering Procedures | Exe. Comm. Voted
to support 19-1-0 | SS 594 |
| 2. Proposed Bylaw Revisions Sports Sections -
Summer Dead Period | Exe. Comm. Voted
to support 11-9-0 | SS 595 |
| 3. Proposed Bylaw Revision 3320.2 –
Playoff Divisions for Golf | Exe. Comm. Voted
to support 20-0-0 | SS 597 |
| 4. Proposed Bylaw Revisions Article 5, Section 54
Commissioner Duties | Exe. Comm. Voted
to support 20-0-0 | SS 598 |

4. NON-ACTION ITEMS**DISPOSITION****ITEM**

A. STATE FEDERATED COUNCIL NON-ACTION ITEMS

- | | | |
|--|------------|-----------|
| 1. Proposed 2020-2021 State Budget | Non-Action | STATE 600 |
| 2. CIF State Executive Committee Nominations | Non-Action | STATE 601 |
| 3. Proposed Bylaw 503.M Revision – Ejection Policy | Non-Action | STATE 602 |
| 4. Proposed Bylaw 303.B.(6)a and b Revision –
Multi School Applications | Non-Action | STATE 603 |
| 5. Proposed Bylaw 208.B Revision –
CIF Student Study Aboard | Non-Action | STATE 604 |
| 6. Proposed Bylaw 209.C.(1) Revision -
Disciplinary Transfer | Non-Action | STATE 605 |

B. SOUTHERN SECTION NON-ACTION ITEMS

- | | | |
|---|------------|--------|
| 1. Proposed 2020-2021 CIF Southern Section Budget | Non-Action | SS 606 |
| 2. CIF Southern Section Executive Committee Nominations | Non-Action | SS 607 |
| 3. Proposed Bylaw 1212 Revision – Change of Due Date | Non-Action | SS 608 |
| 4. Proposed Bylaws 3319, 3319.5, 3319.7 and 3314.1
Revision - Football Playoff Groupings | Non-Action | SS 609 |
| 5. Proposed Bylaw 504.M Revision –
Sunday Cheer Competition | Non-Action | SS 610 |
| 6. Proposed Bylaw 3320.4 Revision -
Swim Playoff Divisions – Proposal A | Non-Action | SS 611 |
| 7. Proposed Bylaw 3320.4 Revision -
Swim Playoff Divisions – Proposal B | Non-Action | SS 612 |

5. NEW BUSINESS

A. Proposed 2020-2021 CIF Southern Section Meeting Dates 5A

6. REPORTS

- A. Treasurer's Report Jeff Jordan
- B. President's Report Dr. Monica Colunga
- C. Commissioner's Report Rob Wigod

7. ADVANCE PLANNING

A. DATES

1. March 26, 2020 – CIF Southern Section Executive Committee Meeting, CIF Southern Section Offices, Los Alamitos, California, 1:00 p.m.
2. March 31, 2020 – CIF Southern Section Council Meeting, The Grand, Long Beach, California, 9:00 a.m.
3. May 6, 2020 – CIF Southern Section Executive Committee Meeting, CIF Southern Section Offices, Los Alamitos, California, 1:00 p.m.

8. ADJOURNMENT

A. Time of Adjournment _____

C. I. F. SOUTHERN SECTION
Budget Notes for 2020-21
Executive Committee Meeting
January 18, 2020

- I. COLUMN 1:** Actual revenue and expenditures in the CURRENT fiscal year (2019-20).
- II. COLUMN 2:** Budget target for CURRENT fiscal year (2019-20).
- III. COLUMN 3:** Budget target for NEXT fiscal year (2020-21).
- A. Based upon current actuals, forecast and historical trend.
- IV. COLUMN 4-8:** Actual revenue and expenditures over the last 5 fiscal years (2014 – 2019).
- V. REVENUE NOTES (page 1):**
- A. SPORTS targets will be flat overall -- Due to last 3 year ticket sale volatility.
B. SPORTS FEES, year 2 of increase -- \$15 in 19-20, \$10 in 20-21.
C. TV/WEB/RADIO RIGHTS FEES target also flat -- Optimistic demand.
D. SPONSORSHIP -- All contracts and Statewide Partnership secure for 20-21.
- VI. EXPENSE NOTES (pages 2-3):**
- A. SPORTS expenses targets increase by modest \$40K -- Slight adjustments by sport.
B. MAJOR MEDICAL
1. July-December 2020 can be predicted to the penny as premiums are on calendar year.
2. January-June 2020 is unknown, but projecting 10% increase to active employees, 5% to retirees.
- i. Premium increase average is 7.5% over last 5 years.
- C. CALPERS contribution rates continue to climb to maintain healthy status of pension fund.
1. Average annual increase in contribution has been 15% over last 5 years.
- D. SALARIES target up by \$40K.
1. 1% COLA proposed for admin staff.
2. 2% COLA proposed for non-admin staff.
3. Regular staff step/longevity increases included.
- E. AWARDS target down, new “trade” deal with patch vendor.
F. OFFICE TRAVEL targets down, more strategic representation at various meetings.
G. COUNCIL targets up, fees increased by The Grand Event Center.
H. PRINTING/DUPLICATING targets down, new 5 year deal with Konica Minolta.
- VII. OVERALL**
- A. Balanced budget.
B. No change to TICKET PRICES.
C. No change to PLAYOFF SPLITS.
D. Continued commitment to provide exceptional service and memorable events, while keeping costs at the forefront of our MISSION.

Prepared by:
MITCH CARTY, Chief Financial Officer

SS 606

C.I.F. SOUTHERN SECTION
Budget Proposal
2020 - 2021

	1	2	3	4	5	6	7	8
	19-20 To Date	19-20 Budget	2020-21	2018-19	2017-18	2016-17	2015-16	2014-15
Income								
BASEBALL		59,000	63,000	81,818	59,654	62,334	53,277	56,656
BASKETBALL		525,000	440,000	411,772	459,608	689,467	650,630	673,844
CHEER	28,594	25,000	25,000	23,210				
CROSS COUNTRY	105,779	99,000	99,000	93,272	102,084	98,863	91,723	95,400
FOOTBALL	718,398	709,000	750,000	723,063	852,343	883,009	1,061,636	1,138,054
GOLF	35,805	79,000	80,000	75,000	80,030	66,595	65,665	63,875
LACROSSE		-	15,000					
SOCCER		69,000	75,000	92,021	65,019	74,022	88,687	103,996
SOFTBALL		25,000	24,000	23,420	25,395	24,450	29,035	30,715
SWIMMING		57,000	59,000	61,049	53,744	60,683	54,020	54,794
TENNIS			-					
TRACK		122,000	119,000	119,843	121,641	128,150	151,043	145,404
VOLLEYBALL	93,500	156,000	149,000	146,178	154,112	178,950	196,570	207,691
WATER POLO	28,290	46,000	49,000	42,896	47,869	46,394	46,713	46,851
WRESTLING		129,000	123,000	124,983	113,991	151,002	135,176	142,082
APPAREL (Merchandise, T-Shirts, Patches, etc.)	38,196	139,000	142,000	151,944	140,402	142,996	140,028	136,886
FRIENDS OF GOLF	47,000	47,000	47,000	47,000	47,000	47,000	47,000	47,000
INTEREST (on Investments)	66,641	24,000	45,000	90,673	69,799	101,969	45,521	5,455
OTHER INCOME		45,000	39,000	53,190	73,707	22,086	23,301	57,693
PROGRAM SALES		-	-	-	5	28,888	31,845	33,673
PUBLICATIONS (Rule Books)	37,093	77,000	77,000	78,074	77,473	70,422	78,790	94,862
SPECIAL EVENTS (HOF-DS, Ath Ad Summit)	78,346	65,000	69,000	75,220	65,370	48,774	28,330	4,260
SPORT FEES (Membership)	634,394	649,740	735,000	491,600	499,800	487,490	482,800	475,250
SUPPORT/MARKETING INCOME	892,547	1,023,400	1,100,000	1,130,791	1,064,057	1,072,534	954,679	857,659
TV/RADIO/WEB - RIGHT'S FEES	209,650	435,455	425,000	315,625	332,967	285,975	299,225	257,996
CHAMPIONS FOR CHARACTER	7,910	79,000	81,000	83,464	86,479	76,261	69,486	60,862
Total Income	3,022,143	4,684,595	4,830,000	4,536,105	4,592,546	4,848,314	4,825,180	4,790,958
Cost of Goods Sold								
Publications COGS	30,676	64,000	64,000	64,130	63,595	63,804	78,091	97,797
Total Cost of Goods Sold	30,676	64,000	64,000	64,130	63,595	63,804	78,091	97,797
Gross Profit	2,991,467	4,620,595	4,766,000	4,471,975	4,528,952	4,784,510	4,747,089	4,693,161

C.I.F. SOUTHERN SECTION

Budget Proposal

2020 - 2021

1	2	3	4	5	6	7	8
19-20 To Date	19-20 Budget	2020-21	2018-19	2017-18	2016-17	2015-16	2014-15

Expense	1	2	3	4	5	6	7	8
Expense	19-20 To Date	19-20 Budget	2020-21	2018-19	2017-18	2016-17	2015-16	2014-15
BADMINTON EXPENSE		-	100	47	-	-	85	-
BASEBALL EXPENSE	63	38,000	52,000	52,270	37,273	40,768	41,972	37,948
BASKETBALL EXPENSE	47,052	186,000	155,000	130,786	194,589	312,865	241,046	190,139
CHEER EXPENSE	9,648	15,000	14,000	12,245	1,413			
CROSS COUNTRY EXPENSE	54,255	47,000	55,000	50,251	46,304	44,920	45,235	40,582
FOOTBALL EXPENSE	53,799	69,000	79,000	79,824	76,016	127,221	118,122	147,416
GOLF EXPENSE	34,166	70,000	77,000	76,529	75,694	71,829	69,160	66,241
LACROSSE EXPENSE	437	200	15,000	189				
SOCCER EXPENSE	449	28,000	32,000	30,458	31,722	35,537	36,300	37,834
SOFTBALL EXPENSE	200	22,500	21,000	18,082	21,039	21,869	22,102	30,724
SWIMMING EXPENSE	549	49,000	48,000	46,689	51,768	46,717	48,269	51,510
TENNIS EXPENSE	7,485	16,000	16,000	15,708	15,823	15,883	15,430	13,681
TRACK EXPENSE	1,432	87,000	94,000	93,070	87,496	84,847	86,476	86,240
VOLLEYBALL EXPENSE	24,407	51,000	51,000	48,846	55,605	54,152	54,614	58,759
WATER POLO EXPENSE	10,084	26,000	26,000	23,940	25,767	25,919	25,531	24,570
WRESTLING EXPENSE	884	98,000	107,000	108,932	99,669	134,105	141,446	136,688
AREA LIAISONS	20,456	44,000	43,000	41,910	43,241	53,514	55,457	53,039
AUDITOR	11,500	16,000	17,000	17,000	16,000	15,500	15,500	15,556
AWARDS	19,916	58,200	39,000	37,396	57,324	54,512	51,795	58,942
BAD DEBT		-	-	5,550	185	151	-	691
BANK SERVICE CHARGES	995	2,500	2,500	2,442	2,432	3,674		
BUILDING MAINTENANCE	13,093	26,000	27,000	26,659	24,584	33,721	28,256	27,263
COUNCIL	14,212	55,000	59,000	57,824	53,523	56,174	63,022	65,237
DEPRECIATION EXPENSE		78,000	71,000	69,856	77,284	80,954	74,215	71,848
DONATIONS	4,000	50,000	50,000	52,358	49,230	49,943	46,702	522,250
GENERAL OFFICE	16,437	28,000	28,000	26,851	33,308	26,435	28,203	35,945
INSURANCE (WC, D&O, Life, Bldg)	22,761	29,000	29,500	29,424	28,723	31,309	39,736	37,830
INVESTMENT EXPENSE	950	3,600	3,600	3,600	3,490	3,225	3,110	3,767
LEGAL EXPENSE	2,441	3,000	2,200	1,504	2,432	2,055	1,382	2,698
MEDICAL	276,352	404,706	426,807	379,324	361,379	351,448	320,294	284,813
MISCELLANEOUS EXPENSE	253	1,000	1,032	553	1,321	693	660	947
OFFICE SUPPLIES	21,775	29,000	33,000	32,779	28,759	31,630	45,062	51,645
OFFICE SUPPLIES - SMALL EQUIP.		-	-	-	-	518	7,622	7,631
OFFICE TRAVEL	24,441	45,000	41,000	32,263	56,589	40,242	46,644	61,561
PAYROLL EXPENSES		-	-	-	-	1	543	4,856

C.I.F. SOUTHERN SECTION

Budget Proposal

2020 - 2021

1	2	3	4	5	6	7	8
19-20 To Date	19-20 Budget	2020-21	2018-19	2017-18	2016-17	2015-16	2014-15

Expense (continued)

PAYROLL TAXES								
CALPERS (Tier I, II & III)	243,511	445,066	489,897	388,036	340,832	313,390	285,727	233,721
FICA - SOCIAL SECURITY	43,447	99,462	103,220	95,007	92,363	90,885	92,195	88,288
FICA - MEDICARE	13,213	26,795	27,382	25,599	24,332	24,866	24,226	22,917
Total PAYROLL TAXES	300,172	571,323	620,499	508,642	457,526	429,141	402,148	344,926
POSTAGE	10,550	12,500	14,000	13,575	11,878	14,568	20,641	15,499
PRESS/MEDIA	8,416	8,000	10,000	8,994	7,551	8,340	4,740	5,954
PRINTING/DUPLICATING	12,249	29,000	20,000	27,438	32,745	37,599	39,288	34,946
PROFESSIONAL GROWTH	360	750	750	720	720	720	720	300
PROGRAM EXPENSE	474	100	500	474	62	50,010	53,313	47,471
PUBLICATIONS EXPENSE	25,152	24,500	25,500	25,234	23,170	25,314	25,787	26,408
PUBLICATIONS WASTE		3,900	4,200	4,113	4,684	3,317	3,797	6,249
SALARIES (Regular, commission & overtime)	895,979	1,847,966	1,888,512	1,736,304	1,700,765	1,714,246	1,681,683	1,573,312
SALES/USE TAX EXPENSE	551	1,750	1,600	1,411	1,485	1,756	1,965	425
SECRETARIAL/ADMIN. ASSISTANCE		300	300		158	242	508	3,345
SPECIAL EVENTS (HOF-DS, Ath Ad Summit)	66,829	62,000	69,000	59,764	61,251	69,282	56,131	5,352
SUPPORT/MARKETING EXPENSE	17,639	175,000	177,000	170,130	190,278	180,881	106,444	71,012
TAXES (Property)	1,573	2,800	2,300	1,777	2,650	1,160	3,630	2,265
TICKETS		300	200		145	24,805	28,197	32,715
TV TO SCHOOLS		66,000	69,000	129,500	117,100	121,700	128,390	130,720
UTILITIES	7,190	18,700	18,900	18,741	18,366	18,530	15,530	22,579
CHAMPIONS FOR CHARACTER EXP	33,443	63,000	67,000	53,162	62,544	52,119	45,874	45,472
WEBSITE TECHNOLOGY	38,856	57,000	61,000	57,133	60,097	74,489	63,760	52,532
Total Expense	2,113,925	4,620,595	4,766,000	4,422,272	4,413,155	4,680,550	4,456,537	4,650,333
Net Income/Loss	877,542	0.00	0.00	49,703	115,797	103,960	290,552	42,828

C.I.F. SOUTHERN SECTION
Fall 2019 Sports Revenue Report
January 18, 2020

	Tickets Sold 2018-19	Tickets Sold 2019-20	Revenue 2018-19	Revenue 2019-20	Budget 2019-20	+ / - To Budget
CROSS COUNTRY						
Prelims	5,375	5,429	\$ 39,459.00	\$ 48,243.00		
Finals	4,632	5,086	\$ 40,696.00	\$ 44,134.00		
Parking & Heat Sheets			\$ 13,117.00	\$ 13,290.00		
	10,007	10,515	\$ 93,272.00	\$ 105,667.00	\$ 99,000.00	\$ 6,667.00
G VOLLEYBALL						
Wild Card	1,284	1,260	\$ 1,463.25	\$ 1,129.41		
First Round	12,966	13,768	\$ 21,712.34	\$ 23,498.05		
Second Round	6,603	7,175	\$ 9,803.33	\$ 11,731.58		
Quarter Finals	5,771	5,886	\$ 12,925.26	\$ 12,817.82		
Semi-Finals	3,484	4,173	\$ 9,016.72	\$ 12,103.64		
Finals	4,423	5,313	\$ 37,884.00	\$ 45,787.00		
	34,531	37,575	\$ 92,804.90	\$ 107,067.50	\$ 104,520.00	\$ 2,547.50
B WATER POLO						
Finals	2,864	3,579	\$ 22,401.00	\$ 28,290.00	\$ 23,000.00	\$ 5,290.00
FOOTBALL						
First Round	78,607	87,506	\$ 186,242.73	\$ 241,308.34		
Quarter Finals	52,394	62,429	\$ 145,895.86	\$ 177,331.85		
Semi-Finals	34,893	37,558	\$ 108,157.10	\$ 117,852.65		
Finals	34,415	41,949	\$ 217,929.43	\$ 262,872.09		
Finals Parking			\$ 16,060.00	\$ 15,750.00		
Press Lunch Sponsor			\$ 7,998.93	\$ 7,998.93		
State Regionals			\$ 40,779.00			
	200,309	229,442	\$ 723,063.05	\$ 823,113.86	\$ 709,000.00	\$ 114,113.86
G GOLF						
Tournaments			\$ 31,800.00	\$ 35,805.00	\$ 35,550.00	\$ 255.00
	247,711	281,111	\$ 963,341	\$ 1,099,943	\$ 971,070	\$ 128,873

Reports still outstanding

FALL NOTES

	2018	2019
Online Tickets Sold	16,168	24,073
\$0.40 per ticket share	\$ 6,467.20	\$ 9,629.20

Prepared by:
MITCH CARTY, Chief Financial Officer