

February 2, 2021 9:00 a.m. Webinar/Teleconference Minutes

The CIF Southern Section will be respecting recent orders from the Governor of California related to maintaining public health and safety at this time. Consistent with Executive Order N-29-20, Council members will attend this regular meeting via webinar and/or telephone. Members of the public will have access to the meeting through these same means. The required webinar link and/or conference call number will be published on this agenda and posted on the CIF Southern Section Office website (www.cifss.org) and at the CIF Southern Section Office (10932 Pine Street, Los Alamitos, CA 90720) no later than 72 hours prior to this meeting. The CIF Southern Section is committed to ensuring that all meetings are accessible regardless of an individual's ability or access method. If you need a reasonable accommodation, please contact Sharon Hodge, Executive Assistant at sharonh@cifss.org by 4:00 pm on January 29, 2021.

1. OPENING BUSINESS

DISPOSITION

ITEM

- A. Call to order by Mike West, President of the Council at 9:00 am
- B. Pledge of Allegiance
- C. Roll Call
- D. Introduction of Guests

James Escarcega from the Southern California News Group
Fred Robledo from the Southern California News Group
Connor Morrisette from ScoreBookLive
Eric Sondheimer from the LA Times
Steve Fryer from the Southern California News Group
Andrew Turner from the Daily Pilot
Tim Burt of OC SportsZone
Michael Levitsky from the Crescenta Valley Weekly
Brian Seymour, CIF State Associate Executive Director

E. Adopt Agenda

Adopted 89-0-0

There was a motion by the Southwestern League and a second by Chris Calderwood to adopt the agenda. There being no discussion, the motion was approved to adopt the agenda as written.

Motion Carried: 89-0-0

1. OPENING BUSINESS (Cont.)

F. Approval of Minutes

1. Minutes of the October 1, 2020 Council Meeting

Approved 90-0-0

1F1

There was a motion by the Mission Valley League and a second by the River Valley League to approve the minutes of the September 24, 2020 Executive Committee meeting. The minutes were approved as written.

Motion Carried: 90-0-0

2. PUBLIC HEARING SESSION

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

Melanie Horn from Westridge High School and Steve Beerman from Pasadena Poly High School, representing the Prep League, addressed the Council. They asked the Council if any other members would like to join them as they work to develop a playoff system that would allow non-automatic qualifiers to enter the Southern Section playoffs in bracketed sports that currently use the competitive equity playoff system.

3. ACTION ITEMS <u>DISPOSITION</u> <u>ITEM</u>

A. STATE FEDERATED COUNCIL ACTION ITEMS

1. Proposed Sport Addition – Beach Volleyball

Approved 83-7-0 STATE 618

The proposal would add Beach Volleyball to the list of CIF-approved sports. This addition would be for Girls only and it would take place in the Spring sport season. The format would call for pairs to compete as a school team. There was a motion by the Big VIII League and a second by the Freeway League to approve the proposal as written. Southwestern League asked was there any Boys Beach Volleyball taking place at member schools or in the plans to be added as an approved sport. President West responded there were none at this time.

Motion Carried: 83-7-0

2. Proposed Bylaw 1206 Revision - Allowable Contacts Baseball/Softball

Approved 89-0-1 STATE 620

This proposal sets the number of allowable contacts for these two sports at 28 and states that tournament games will be counted as one (1) contact for each tournament game. Implementation would be for the 2021-2022 school year. This proposal brings Softball and Baseball into alignment with other CIF Regional and CIF State Championship sports regarding the maximum number of allowable contacts. There was a motion by the Palomares League and a second by the San Andreas League to approve the proposal as written. The question was asked: "How many games would a doubleheader count toward the allowable maximum number of 28?" President-Elect Jim Perry responded by saying "A doubleheader would count as two games."

Motion Carried: 89-0-1

3. ACTION ITEMS (Cont.)

DISPOSITION

ITEM

B. SOUTHERN SECTION ACTION ITEMS

1. Proposed Bylaw 166.1 and 166.3 Revision - Hall of Fame/Distinguished Service Award

Approved 8-1-0

SS 616

There was a motion by the Mission League and a second by the Majestic League to approve the proposal as written. The proposal establishes benchmarks and criteria for nomination and election into the CIF Southern Section Hall of Fame and for Distinguished Service Awards. The Liberty League stated that they agreed with the requirements, but the concern is that some coaches who do not have the longevity will be excluded even though they might have the other requirements. Commissioner Wigod responded that these are just common benchmarks that are used to evaluate a person's career and not absolute exclusions. These established benchmarks are also being published so everyone can understand why a person was nominated and then elected into the Hall of Fame. The Miramonte League is against the proposal because it excludes athletic administrators. Commissioner Wigod stated that the Distinguished Service Award is in place to recognize athletic administrators who have served the section over the years, and that is how they are recognized.

Motion Carried: 88-1-0

2. Proposed Bylaw 126 – Altercation Plan

Failed 13-77-0

SS 617

This proposal calls for the implementation of a mandatory Altercation Plan that would be for all sports at all levels. This Altercation Plan would be placed into the Blue Book as a new bylaw if adopted. The plan calls for the training of coaches and athletes to listen for key or code words if an altercation were to happen with the intent that an automatic response would de-escalate the situation. There was a motion by Jim Perry and a second by the Mission League to approve the proposal as written. Discussion: Brett Proctor from the Palomares League asked the question, "Why did the Executive Committee vote not to support?" President Mike West responded that there were too many direct and absolute requirements in the language that many schools could not adhere to. While the Executive Committee fully supported the idea that coaches and athletes needed to be trained in how to handle these situations it needed to be up to each school to implement their own policy and action plan and not place it in the Blue Book. Dick Billingsley spoke on behalf of the proposal and said that he is happy to revise the proposal in order to see it move forward. He reminded everyone that the policy does not have a penalty aspect to it.

Motion Failed: 13-77-0

4. NON-ACTION ITEMS

DISPOSITION

ITEM

A. STATE FEDERATED COUNCIL NON-ACTION ITEMS

1. Proposed 2021-2022 CIF State Budget

Non-Action

STATE 621

President-Elect Jim Perry presented the CIF State Budget for review. The 2021-2022 proposed budget projects income of \$6.62 million and expenses at \$6.59 million. The budget is highlighted by the projected CIF Regional Baseball and Softball revenue and changes in Marketing revenue due to contracts. The full proposed budget can be viewed at www.cifstate.org.

2. CIF State Executive Committee Nominations

Non-Action

STATE 622

Three openings need to be filled for the 2021-2022 school year. Those nominations will be brought forward by the CIF State Nominating Committee and shall be presented to the CIF Federated Council for first reading at their upcoming meeting on Friday, February 5, 2021.

A. STATE FEDERATED COUNCIL NON-ACTION ITEMS

3. Proposed Bylaw 504.M Revision – Sunday Cheer Competition

Non-Action

STATE 619

The proposal was brought back as a first reading due to new information regarding other sections allowing Sunday competition with CIF approval. The sport of Skiing/Snowboarding has been allowed to compete on Sundays for several years given the unique nature of the sport. This information provides some context to the concern that we would be allowing an exception for Cheer that has not been allowed for any other sport.

B. SOUTHERN SECTION NON-ACTION ITEMS

1. Proposed 2021-2022 CIF Southern Section Budget

Non-Action

SS 623

Chief Financial Officer Mitch Carty presented the Council with two different budgets for the 2021-2022 school year showing a traditional year vs. a worst-case projection. Mr. Carty, under the worst-case scenario, informed the Council that an additional sport assessment might need to be implemented in order to present a balanced budget for the 2021-2022 school year. Mr. Carty also stated that another possible staff reduction might take place if current trends continue. We are currently at 10 employees and that number could go down. Mr. Carty then reminded the Council that we should have a better projection and clearer perspective as we approach April and the next Council meeting. The complete proposed budget can be viewed at www.cifss.org.

2. CIF Southern Section Executive Committee Nominations

Non-Action

SS 624

The Southern Section Nominating Committee met on Tuesday, December 17, 2020 to review the nominations for the 2021-2022 CIF Southern Section Executive Committee. The Nominating Committee must submit the names of the candidates for each vacancy occurring on the Executive Committee. The following areas will have a vacancy for the 2021-2022 school year: Coast Area and Mt. SAC Area. The vote will take place in April 2020. President West reminded the Council that only leagues in the affected areas will be voting for these nominees.

5. REPORTS

A. Financial Report

Mitch Carty

Chief Financial Officer Mitch Carty announced to the Council that for the 2020-2021 school year, 95% of member schools have paid their required sport fees. In addition, our investment income has been very strong this year and we have collected all the Marketing and broadcast rights for the first half of the 2020-2021 year. Mr. Carty announced to the Council that seven employees were furloughed on January 1, 2021, and income/benefits were reduced for remaining employees. With these adjustments, Mr. Carty projects a possible loss of \$62,000 for this year's budget. Mr. Carty will apply for an additional Payroll Protection Loan in order to help offset the potential \$62,000 loss.

B. Treasurer's Report

Chris Calderwood

Treasurer Chris Calderwood announced that the 2019-2020 audit is just about finalized. The Audit Committee will be meeting soon to submit a report to the Council in April. Mr. Calderwood confirmed the earlier information from Mr. Carty by stating that 532 schools have paid their sport fees/membership dues with 21 schools still outstanding at this time.

President Mike West stated that it was great to see Cross-Country events begin to take place as of Monday, January 25th. Having student-athletes compete again and get back to a sense of normalcy was very encouraging to all our schools. President West reminded the Council that all member schools and office staff are the CIF Southern Section and that the office staff are working very hard to continue to provide necessary services for member schools.

D. Commissioner's Report

Rob Wigod

Commissioner Wigod invited Marketing Manager Jackie Gibson to update the Council on the recent championship ball adoption process. Mrs. Gibson stated that the new ball contract proposal process is just about complete. Our office received 30 responses from various ball companies wishing to be the official ball of the CIF Southern Section. During the process, each of the selected finalist vendors were invited to present their products via zoom presentations. The final decisions and announcements will be made in the next few weeks. The selected balls will have a transition year for 2021-2022 and become mandatory for all playoff competition during the 2022-2023 school year. Commissioner Wigod continued by thanking the individuals who have reached out and expressed their support for our office during the pandemic. These signs of support mean a lot to both Rob and the entire office staff still working to provide necessary services member schools. Commissioner Wigod thanked Chief Financial Officer Mitch Carty for his hard work on the two possible budgets proposed for the 2021-2022 school year and that when we meet in April, we will have a much clearer picture of this situation when it is time to vote. Finally, Commissioner Wigod was extremely happy to see Cross-County return to competition. He also noted that we have four other sports that will be allowed to compete immediately, while in the purple tier, once the Spring Season of sport begins so it is important that we stay the course with what we have scheduled going forward.

6. ADVANCE PLANNING

A. DATES

- 1. March 18, 2021 CIF Southern Section Executive Committee Meeting, Webinar/Teleconference, 1:00 p.m.
- 2. April 13, 2021 CIF Southern Section Council Meeting, Webinar/Teleconference, 9:00 a.m.

7. ADJOURNMENT

A. Time of Adjournment: 10:42 am

Submitted By:

Approved By: Robert Wigol

M.S.Middlebrook

Mike Middlebrook Assistant Commissioner Rob Wigod

Commissioner of Athletics

| Roll Call | | | |
|----------------|---|--|--|
| LEAGUE | | | |
| 605 | Х | | |
| Academy | х | | |
| Agape | х | | |
| Almont | х | | |
| Ambassador | х | | |
| Arrowhead | х | | |
| Baseline | х | | |
| Bay | X | | |
| Big VIII | X | | |
| Camino Real | X | | |
| Channel | X | | |
| Citrus Belt | X | | |
| Citrus Coast | X | | |
| Coast Valley | X | | |
| Coastal | | | |
| Coastal Canyon | X | | |
| Condor | Х | | |
| | | | |
| Crestview | X | | |
| Cross Valley | Х | | |
| Del Rey | Х | | |
| Del Rio | Х | | |
| Desert Empire | Х | | |
| Desert Sky | Х | | |
| Desert Valley | Х | | |
| Empire | Х | | |
| Express | х | | |
| Foothill | Х | | |
| Freeway | х | | |
| Frontier | х | | |
| Garden Grove | Х | | |
| Gold Coast | Х | | |
| Golden | х | | |
| Golden West | х | | |
| Hacienda | х | | |
| Harbor | | | |
| Heritage | х | | |
| Horizon | Х | | |
| Independence | Х | | |
| Inland Valley | х | | |
| International | х | | |
| lvy | х | | |
| Liberty | х | | |
| Majestic | X | | |
| Marmonte | X | | |
| Miramonte | X | | |
| Mission | × | | |
| Mission Valley | X | | |
| Mojave River | | | |
| Montview | X | | |
| INIOIIINIEW | Х | | |

| Roll Call | | |
|--------------------|---|--|
| LEAGUE | | |
| Moore | Х | |
| Mountain Pass | Х | |
| Mountain Valley | Х | |
| Mt. Baldy | Х | |
| Mulholland | Х | |
| National | Х | |
| North Hills | Х | |
| Ocean | х | |
| Olympic | х | |
| Omega | Х | |
| Orange | х | |
| Orange Coast | Х | |
| Pacific | Х | |
| Pacific Coast | Х | |
| Pacific View | х | |
| Palomares | Х | |
| Pioneer | х | |
| Prep | х | |
| Rio Hondo | х | |
| River Valley | Х | |
| San Andreas | Х | |
| San Gabriel Valley | Х | |
| San Joaquin | Х | |
| Santa Fe | X | |
| Sea View | X | |
| Skyline | X | |
| South Coast | Х | |
| South Eastern | Х | |
| South Valley | Х | |
| Southwestern | Х | |
| Suburban | Х | |
| Sunbelt | Х | |
| Sunkist | Х | |
| Sunshine | Х | |
| Surf | Х | |
| Tri-Valley | Х | |
| Trinity | Х | |
| Valle Vista | Х | |
| Victory | | |
| Warrior | | |
| Wave | Х | |
| Western | Х | |
| Mary Anderson | Х | |
| Kristin Braun | Х | |
| Lisa Cheney | Х | |
| Holly Jefferson | Х | |
| Lauren Kamiyama | Х | |

| Agenda | | | |
|-----------------------|------------|----|---------|
| LEAGUE | YES | NO | ABSTAIN |
| 605 | YES | | |
| Academy | YES | | |
| Agape | YES | | |
| Almont | YES | | |
| Ambassador | YES | | |
| Arrowhead | | | |
| Baseline | YES | | |
| Bay | YES | | |
| Big VIII | YES | | |
| Camino Real | YES | | |
| Channel | YES | | |
| Citrus Belt | YES | | |
| Citrus Coast | YES | | |
| Coast Valley | - | | |
| Coastal | YES | | |
| Coastal Canyon | YES | | |
| Condor | | | |
| Crestview | YES | | |
| Cross Valley | YES | | |
| Del Rey | YES | | |
| Del Rio | YES | | |
| Desert Empire | YES | | |
| Desert Sky | YES | | |
| Desert Valley | YES | | |
| Empire | YES | | |
| Express | YES | | |
| Foothill | YES | | |
| Freeway | YES | | |
| Frontier | YES | | |
| Garden Grove | YES | | |
| Gold Coast | YES | | |
| Golden | YES | | |
| Golden West | YES | | |
| Hacienda | YES | | |
| Harbor | 163 | | |
| Heritage | YES | | |
| Horizon | | | |
| Independence | YES YES | | |
| Inland Valley | YES | | |
| International | | | |
| | YES YES | | |
| lvy Liberty | | | |
| - | YES | | |
| Majestic | YES | | |
| Marmonte Miramonto | YES | | |
| Miramonte | YES | | |
| Mission Valley | YES | | |
| Mission Valley | YES | | |
| Mojave River | YES | | |
| Montview | YES | | |

| Agenda | | | |
|--------------------|-----|----|---------|
| LEAGUE | YES | NO | ABSTAIN |
| Moore | YES | | |
| Mountain Pass | YES | | |
| Mountain Valley | YES | | |
| Mt. Baldy | YES | | |
| Mulholland | | | |
| National | YES | | |
| North Hills | YES | | |
| Ocean | YES | | |
| Olympic | YES | | |
| Omega | YES | | |
| Orange | YES | | |
| Orange Coast | YES | | |
| Pacific | YES | | |
| Pacific Coast | YES | | 1 |
| Pacific View | YES | | |
| Palomares | YES | | |
| Pioneer | YES | | |
| Prep | YES | | |
| Rio Hondo | YES | | |
| River Valley | YES | | |
| San Andreas | YES | | |
| San Gabriel Valley | YES | | |
| San Joaquin | YES | | |
| Santa Fe | YES | | |
| Sea View | YES | | |
| Skyline | YES | | |
| South Coast | YES | | |
| South Eastern | YES | | |
| South Valley | YES | | |
| Southwestern | YES | | |
| Suburban | YES | | |
| Sunbelt | YES | | |
| Sunkist | YES | | |
| Sunshine | YES | | |
| Surf | YES | | |
| Tri-Valley | YES | | |
| Trinity | YES | | |
| Valle Vista | YES | | |
| Victory | - | | |
| Warrior | | | |
| Wave | YES | | |
| Western | YES | | |
| Mary Anderson | YES | | |
| Kristin Braun | YES | | |
| Lisa Cheney | YES | | |
| Holly Jefferson | YES | | 1 |
| Lauren Kamiyama | YES | | 1 |
| | 89 | 0 | 0 |

89 0 0

| Minutes - October 1, 2020 | | | |
|---------------------------|-----|----|---------|
| LEAGUE | YES | NO | ABSTAIN |
| 605 | YES | | |
| Academy | YES | | |
| Agape | YES | | |
| Almont | YES | | |
| Ambassador | YES | | |
| Arrowhead | | | |
| Baseline | YES | | |
| Вау | YES | | |
| Big VIII | YES | | |
| Camino Real | YES | | |
| Channel | YES | | |
| Citrus Belt | YES | | |
| Citrus Coast | YES | | |
| Coast Valley | YES | | |
| , Coastal | YES | | |
| Coastal Canyon | YES | | |
| Condor | | | |
| Crestview | YES | | |
| Cross Valley | YES | | |
| Del Rey | YES | | |
| Del Rio | YES | | |
| Desert Empire | YES | | |
| Desert Sky | YES | | |
| Desert Valley | YES | | |
| Empire | YES | | |
| Express | YES | | |
| Foothill | YES | | |
| Freeway | YES | | |
| Frontier | YES | | |
| Garden Grove | YES | | |
| Gold Coast | YES | | |
| Golden | YES | | |
| Golden West | YES | | |
| Hacienda | YES | | |
| Harbor | 123 | | |
| Heritage | YES | | |
| Horizon | YES | | |
| Independence | YES | | |
| Inland Valley | YES | | |
| International | YES | | |
| lvy | YES | | |
| Liberty | YES | | |
| Majestic | YES | | |
| Marmonte | | | + |
| Miramonte Miramonte | YES | | |
| | YES | | |
| Mission | YES | | |
| Mission Valley | YES | | |
| Mojave River | YES | | 1 |
| Montview | YES | | _] |

| LEAGUE | YES | NO | ABSTAIN |
|--------------------|-----------|----|---------|
| Moore | YES | | |
| Mountain Pass | YES | | |
| Mountain Valley | YES | | |
| Mt. Baldy | YES | | |
| Mulholland | . 23 | | |
| National | YES | | |
| North Hills | YES | | |
| Ocean | YES | | |
| Olympic | YES | | |
| Omega | YES | | |
| Orange | YES | | |
| Orange Coast | YES | | |
| Pacific | YES | | |
| Pacific Coast | YES | | |
| Pacific View | YES | | 1 |
| Palomares | YES | | 1 |
| Pioneer | YES | | 1 |
| Prep | YES | | |
| Rio Hondo | YES | | |
| River Valley | YES | | |
| San Andreas | YES | | |
| San Gabriel Valley | YES | | |
| San Joaquin | YES | | |
| Santa Fe | YES | | |
| Sea View | YES | | |
| Skyline | YES | | |
| South Coast | YES | | |
| South Eastern | YES | | |
| South Valley | YES | | |
| Southwestern | YES | | |
| Suburban | YES | | |
| Sunbelt | YES | | |
| Sunkist | YES | | |
| Sunshine | YES | | |
| Surf | YES | | |
| Tri-Valley | YES | | |
| Trinity | YES | | |
| Valle Vista | YES | | |
| Victory | IES | | + |
| Warrior | | | + |
| Wave | YES | | |
| | | | |
| Western | YES | | |
| Mary Anderson | YES | | |
| Kristin Braun | YES | | |
| Lisa Cheney | YES | | |
| Holly Jefferson | YES | | |
| Lauren Kamiyama | YES 90 | 0 | |

90 0 0

| Item STATE 618 - Beach Volleyball | | | |
|-----------------------------------|-----|-----|--|
| LEAGUE | YES | NO | ABSTAIN |
| 605 | YES | | |
| Academy | YES | | |
| Agape | YES | | |
| Almont | YES | | |
| Ambassador | YES | | |
| Arrowhead | | | |
| Baseline | YES | | |
| Вау | YES | | |
| Big VIII | YES | | |
| Camino Real | YES | | |
| Channel | YES | | |
| Citrus Belt | YES | | |
| Citrus Coast | YES | | |
| Coast Valley | YES | | |
| Coastal | YES | | |
| Coastal Canyon | YES | | |
| Condor | | | |
| Crestview | YES | | |
| Cross Valley | YES | | |
| Del Rey | YES | | |
| Del Rio | YES | | |
| Desert Empire | YES | | |
| Desert Sky | YES | | |
| Desert Valley | YES | | |
| Empire | YES | | |
| Express | YES | | |
| Foothill | 123 | NO | |
| Freeway | YES | 110 | |
| Frontier | YES | | |
| Garden Grove | YES | | |
| Gold Coast | YES | | |
| Golden | YES | | |
| Golden West | YES | | |
| Hacienda | TES | NO | |
| Harbor | | INO | + |
| Heritage | YES | | + |
| Horizon | YES | | + |
| Independence | YES | | |
| Inland Valley | IES | NO | + |
| International | VEC | INU | + |
| | YES | NO | + |
| liborty | VEC | NO | |
| Liberty | YES | | |
| Majestic | YES | | |
| Marmonte | YES | *** | |
| Miramonte | | NO | |
| Mission | YES | | |
| Mission Valley | YES | | |
| Mojave River | YES | | |
| Montview | YES | | |

| YES | NO | ADCTAIN |
|-----|---|---|
| | 110 | ABSTAIN |
| YES | | |
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| YES | | 1 |
| YES | | |
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| YES | | |
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| YES | | 1 |
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| | YES | YES YES |

83 7 0

| Item STATE 620 - Bylaw 1206 | | | |
|-----------------------------|-----|----|---------|
| LEAGUE | YES | NO | ABSTAIN |
| 605 | YES | | |
| Academy | YES | | |
| Agape | YES | | |
| Almont | YES | | |
| Ambassador | YES | | |
| Arrowhead | | | |
| Baseline | YES | | |
| Вау | YES | | |
| Big VIII | YES | | |
| Camino Real | YES | | |
| Channel | YES | | |
| Citrus Belt | YES | | |
| Citrus Coast | YES | | |
| Coast Valley | YES | | |
| Coastal | YES | | |
| Coastal Canyon | YES | | |
| Condor | | | |
| Crestview | YES | | |
| Cross Valley | YES | | |
| Del Rey | YES | | |
| Del Rio | YES | | |
| Desert Empire | YES | | |
| Desert Sky | YES | | |
| Desert Valley | YES | | |
| Empire . | YES | | |
| Express | YES | | |
| Foothill | YES | | |
| Freeway | YES | | |
| Frontier | YES | | |
| Garden Grove | YES | | |
| Gold Coast | YES | | 1 |
| Golden | YES | | 1 |
| Golden West | YES | | 1 |
| Hacienda | YES | | 1 |
| Harbor | 1 | | 1 |
| Heritage | YES | | |
| Horizon | YES | | |
| Independence | YES | | 1 |
| Inland Valley | YES | | † |
| International | YES | | † |
| lvy | YES | | + |
| Liberty | YES | | |
| Majestic | YES | | |
| Marmonte | YES | | + |

| Miramonte | YES | |
|--------------------|-----|---------|
| Mission | YES | |
| Mission Valley | YES | |
| Mojave River | YES | |
| Montview | YES | |
| Moore | YES | |
| Mountain Pass | YES | |
| Mountain Valley | YES | |
| Mt. Baldy | YES | |
| Mulholland | 123 | |
| National | YES | |
| North Hills | YES | |
| Ocean | YES | |
| Olympic | YES | |
| Omega | YES | |
| Orange | | ABSTAIN |
| Orange Coast | YES | |
| Pacific | YES | |
| Pacific Coast | YES | |
| Pacific View | YES | |
| Palomares | YES | |
| Pioneer | YES | |
| Prep | YES | |
| Rio Hondo | YES | |
| River Valley | YES | |
| San Andreas | YES | |
| San Gabriel Valley | YES | |
| San Joaquin | YES | |
| Santa Fe | YES | |
| Sea View | YES | |
| Skyline | YES | |
| South Coast | YES | |
| South Eastern | YES | |
| South Valley | YES | |
| Southwestern | YES | |
| Suburban | YES | |
| Sunbelt | YES | |
| Sunkist | YES | |
| Sunshine | YES | |
| Surf | YES | |
| Tri-Valley | YES | |
| Trinity | YES | |
| Valle Vista | YES | |
| Victory | | |
| Warrior | | |
| Wave | YES | |
| Western | YES | |

| Mary Anderson | YES | | |
|-----------------|-----|---|---|
| Kristin Braun | YES | | |
| Lisa Cheney | YES | | |
| Holly Jefferson | YES | | |
| Lauren Kamiyama | YES | | |
| | 89 | 0 | 1 |

| Item SS 616 - Bylaws 166.1 & 166.3 | | | |
|------------------------------------|-----|----|---------|
| LEAGUE | YES | NO | ABSTAIN |
| 605 | YES | | |
| Academy | YES | | |
| Agape | YES | | |
| Almont | YES | | |
| Ambassador | YES | | |
| Arrowhead | | | |
| Baseline | YES | | |
| Bay | YES | | |
| Big VIII | YES | | |
| Camino Real | YES | | |
| Channel | YES | | |
| Citrus Belt | YES | | |
| Citrus Coast | YES | | |
| Coast Valley | YES | | |
| Coastal | YES | | |
| Coastal Canyon | YES | | |
| Condor | | | |
| Crestview | YES | | |
| Cross Valley | YES | | |
| Del Rey | YES | | |
| Del Rio | YES | | |
| Desert Empire | YES | | |
| Desert Sky | YES | | |
| Desert Valley | YES | | |
| Empire | YES | | |
| Express | | | |
| Foothill | YES | | |
| Freeway | YES | | |
| Frontier | YES | | |
| Garden Grove | YES | | |
| Gold Coast | YES | | |
| Golden | YES | | |
| Golden West | YES | | |
| Hacienda | YES | | |
| Harbor | - | | |
| Heritage | YES | | |
| Horizon | YES | | |
| Independence | YES | | 1 |
| Inland Valley | YES | | 1 |
| International | YES | | 1 |
| lvy | YES | | |
| Liberty | YES | | |
| Majestic | YES | | |
| Marmonte | YES | | |

| Miramonte | | NO | 1 |
|--------------------|-----|-----|---|
| Mission | YES | 1.0 | |
| Mission Valley | YES | | |
| Mojave River | YES | | |
| Montview | YES | | |
| Moore | YES | | |
| Mountain Pass | YES | | |
| Mountain Valley | YES | | |
| Mt. Baldy | YES | | |
| Mulholland | | | |
| National | YES | | |
| North Hills | YES | | |
| Ocean | YES | | |
| Olympic | YES | | |
| Omega | YES | | |
| Orange | YES | | |
| Orange Coast | YES | | |
| Pacific | YES | | |
| Pacific Coast | YES | | |
| Pacific View | YES | | |
| Palomares | YES | | |
| Pioneer | YES | | |
| Prep | YES | | |
| Rio Hondo | YES | | |
| River Valley | YES | | |
| San Andreas | YES | | |
| San Gabriel Valley | YES | | |
| San Joaquin | YES | | |
| Santa Fe | YES | | |
| Sea View | YES | | |
| Skyline | YES | | |
| South Coast | YES | | |
| South Eastern | YES | | |
| South Valley | YES | | |
| Southwestern | YES | | |
| Suburban | YES | | |
| Sunbelt | YES | | |
| Sunkist | YES | | |
| Sunshine | YES | | |
| Surf | YES | | |
| Tri-Valley | YES | | |
| Trinity | YES | | |
| Valle Vista | YES | | |
| Victory | | | |
| Warrior | | | |
| Wave | YES | | |
| Western | YES | | |

| Mary Anderson | YES | |
|-----------------|-----|--|
| Kristin Braun | YES | |
| Lisa Cheney | YES | |
| Holly Jefferson | YES | |
| Lauren Kamiyama | YES | |

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| Item SS 617 - Bylaw 126 | | | | | |
|-------------------------|-----|----|---------|--|--|
| LEAGUE | YES | NO | ABSTAIN | | |
| 605 | | NO | | | |
| Academy | | NO | | | |
| Agape | | NO | | | |
| Almont | | NO | | | |
| Ambassador | | NO | | | |
| Arrowhead | | | | | |
| Baseline | YES | | | | |
| Вау | | NO | | | |
| Big VIII | | NO | | | |
| Camino Real | | NO | | | |
| Channel | | NO | | | |
| Citrus Belt | | NO | | | |
| Citrus Coast | | NO | | | |
| Coast Valley | | NO | | | |
| Coastal | | NO | | | |
| Coastal Canyon | YES | | | | |
| Condor | | | | | |
| Crestview | | NO | | | |
| Cross Valley | | NO | | | |
| Del Rey | | NO | | | |
| Del Rio | YES | | | | |
| Desert Empire | | NO | | | |
| Desert Sky | | NO | | | |
| Desert Valley | | NO | | | |
| Empire | | NO | | | |
| Express | | NO | | | |
| Foothill | | NO | | | |
| Freeway | | NO | | | |
| Frontier | YES | | | | |
| Garden Grove | | NO | | | |
| Gold Coast | | NO | | | |
| Golden | | NO | | | |
| Golden West | | NO | | | |
| Hacienda | | NO | | | |
| Harbor | | | | | |
| Heritage | YES | | | | |
| Horizon | | NO | | | |
| Independence | | NO | | | |
| Inland Valley | | NO | | | |
| International | | NO | | | |
| lvy | | NO | | | |
| Liberty | | NO | | | |
| Majestic | | NO | | | |
| Marmonte | | NO | | | |

| Miramonte | | NO | <u> </u> |
|--------------------|-------|-----|----------|
| Mission | | NO | |
| Mission Valley | YES | NO | |
| Mojave River | 11.5 | NO | |
| Montview | | NO | |
| Moore | YES | NO | + |
| Mountain Pass | 123 | NO | |
| Mountain Valley | | NO | |
| Mt. Baldy | YES | 110 | |
| Mulholland | 123 | | |
| National | | NO | |
| North Hills | | NO | |
| Ocean | | NO | |
| Olympic | | NO | |
| Omega | YES | | † |
| Orange | YES | | 1 |
| Orange Coast | . = - | NO | 1 |
| Pacific | | NO | |
| Pacific Coast | | NO | |
| Pacific View | | NO | |
| Palomares | | NO | |
| Pioneer | | NO | |
| Prep | YES | _ | |
| Rio Hondo | | NO | |
| River Valley | | NO | |
| San Andreas | | NO | |
| San Gabriel Valley | | NO | |
| San Joaquin | | NO | |
| Santa Fe | | NO | |
| Sea View | | NO | |
| Skyline | | NO | |
| South Coast | | NO | |
| South Eastern | | NO | |
| South Valley | | NO | |
| Southwestern | | NO | |
| Suburban | | NO | |
| Sunbelt | | NO | |
| Sunkist | | NO | |
| Sunshine | | NO | |
| Surf | | NO | |
| Tri-Valley | YES | | |
| Trinity | | NO | |
| Valle Vista | YES | | |
| Victory | | | |
| Warrior | | | |
| Wave | | NO | |
| Western | | NO | |

| Mary Anderson | NO | |
|-----------------|----|--|
| Kristin Braun | NO | |
| Lisa Cheney | NO | |
| Holly Jefferson | NO | |
| Lauren Kamiyama | NO | |

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C. I. F. SOUTHERN SECTION Budget Notes for 2021-22

Council Meeting February 2, 2021

- I. **COLUMN 1:** Actual revenue and expenditures in the CURRENT fiscal year (2020-21).
- II. **COLUMN 2:** Budget target for CURRENT fiscal year (2020-21).
- III. COLUMNS 3: Budget targets for NEXT fiscal year (2021-22). Two proposals...
 - A. BEST CASE SCENARIO.
 - B. WORST CASE SCENAIO.
- IV. COLUMN 4-8: Actual revenue and expenditures over the last 5 fiscal years (2015 2020).

V. REVENUE NOTES (page 1):

- A. BEST CASE SCENARIO:
 - 1. Sports revenue targets conservative.
 - 2. Special events revenue conservative.
 - 3. Sponsorships & Broadcast contracts 100%.
 - 4. Sports Fees to match 2020-21.
- B. WORST CASE SCENARIO:
 - 1. No Sports revenue.
 - 2. No Special events revenue.
 - 3. Sponsorship & Broadcast minimum contract contributions.
 - 4. Sports Fees to match 2020-21.
 - 5. CIF-SS Member school assessment (Other income).

VI. EXPENSE NOTES (pages 2-3):

- A. BEST CASE SCENARIO:
 - 1. Sports expenses conservative.
 - 2. Office related and travel expenses conservative.
 - 3. Full staff of 17 return (with steps and COLA).
 - 4. Benefits restored conservatively.
- B. WORST CASE SCENARIO:
 - 1. No Sports expenses.
 - 2. No special event expenses.
 - 3. Staff reduced to 7 employees.
 - 4. Benefits reductions continue.
 - 5. Fixed expenses intact.

VII. OVERALL

- A. Balanced budget both ways.
- B. January is too soon to know what September will look like.
- C. Re-visit in April for approval.
- D. Continued commitment to provide exceptional service, while keeping costs and longevity at the forefront of our MISSION.

Prepared by: MITCH CARTY, Chief Financial Officer

C.I.F. SOUTHERN SECTION

Budget Proposal 2021 - 2022

| | 1 | 2 | 3 - Best | 3 - Worst | 4 | 5 | 6 | 7 | 8 |
|--|---------------|--------------|-----------|-----------|-----------|----------------|-----------|-----------|-----------|
| | 20-21 To Date | 20-21 Budget | 2021-22 | 2021-22 | 2019-20 | 2018-19 | 2017-18 | 2016-17 | 2015-16 |
| Income | | | | | | | | - | |
| BASEBALL | - | 63,000 | 55,000 | - | - | 81,818 | 59,654 | 62,334 | 53,277 |
| BASKETBALL | - | 440,000 | 433,000 | - | 475,302 | 411,772 | 459,608 | 689,467 | 650,630 |
| CHEER | - | 25,000 | 26,000 | - | 29,423 | 23,210 | | | |
| CROSS COUNTRY | - | 99,000 | 87,000 | - | 106,064 | 93,272 | 102,084 | 98,863 | 91,723 |
| FOOTBALL | - | 750,000 | 728,000 | - | 848,237 | 723,063 | 852,343 | 883,009 | 1,061,636 |
| GOLF | - | 80,000 | 80,000 | - | 35,805 | 75, 000 | 80,030 | 66,595 | 65,665 |
| LACROSSE | - | 15,000 | 12,500 | - | | | | | |
| SOCCER | - | 75,000 | 88,000 | - | 99,294 | 92,021 | 65,019 | 74,022 | 88,687 |
| SOFTBALL | - | 24,000 | 23,000 | - | - | 23,420 | 25,395 | 24,450 | 29,035 |
| SWIMMING | - | 59,000 | 59,000 | - | - | 61,049 | 53,744 | 60,683 | 54,020 |
| TENNIS | | | - | - | | | | | |
| TRACK | - | 119,000 | 116,000 | - | - | 119,843 | 121,641 | 128,150 | 151,043 |
| VOLLEYBALL | - | 149,000 | 147,000 | - | 106,446 | 146,178 | 154,112 | 178,950 | 196,570 |
| WATER POLO | - | 49,000 | 46,000 | - | 53,318 | 42,896 | 47,869 | 46,394 | 46,713 |
| WRESTLING | - | 123,000 | 119,000 | - | 121,483 | 124,983 | 113,991 | 151,002 | 135,176 |
| APPAREL (Merchandise, T-Shirts, Patches, etc.) | - | 142,000 | 139,000 | - | 85,825 | 151,944 | 140,402 | 142,996 | 140,028 |
| FRIENDS OF GOLF | - | 47,000 | 47,000 | - | 47,000 | 47,000 | 47,000 | 47,000 | 47,000 |
| INTEREST (on Investments) | 186,185 | 45,000 | 55,000 | 55,000 | 80,250 | 90,673 | 69,799 | 101,969 | 45,521 |
| OTHER INCOME (Assessment) | - | 39,000 | - | 715,000 | - | 53,190 | 73,707 | 22,086 | 23,301 |
| PROGRAM SALES | - | - | - | - | - | - | 5 | 28,888 | 31,845 |
| PUBLICATIONS (Rule Books) | 18,960 | 77,000 | 50,000 | - | 69,711 | 78,074 | 77,473 | 70,422 | 78,790 |
| SPECIAL EVENTS (HOF-DS, Ath Ad Summit) | - | 69,000 | 65,000 | - | 79,281 | 75,220 | 65,370 | 48,774 | 28,330 |
| SPORT FEES (Membership) | 688,000 | 735,000 | 715,000 | 715,000 | 638,359 | 491,600 | 499,800 | 487,490 | 482,800 |
| SUPPORT/MARKETING INCOME | 453,976 | 1,100,000 | 1,124,000 | 624,777 | 1,124,917 | 1,130,791 | 1,064,057 | 1,072,534 | 954,679 |
| TV/RADIO/WEB - RIGHTS FEES | 184,600 | 425,000 | 450,000 | 99,000 | 403,075 | 315,625 | 332,967 | 285,975 | 299,225 |
| CHAMPIONS FOR CHARACTER | 4,810 | 81,000 | 77,000 | - | 19,470 | 83,464 | 86,479 | 76,261 | 69,486 |
| Total Income | 1,536,532 | 4,830,000 | 4,741,500 | 2,208,777 | 4,423,261 | 4,536,105 | 4,592,546 | 4,848,314 | 4,825,180 |
| Cost of Goods Sold | | | | | | | | | |
| Publications COGS | 15,570 | 64,000 | 41,000 | - | 57,491 | 64,130 | 63,595 | 63,804 | 78,091 |
| Total Cost of Goods Sold | 15,570 | 64,000 | 41,000 | - | 57,491 | 64,130 | 63,595 | 63,804 | 78,091 |
| oss Profit | 1,520,962 | 4,766,000 | 4,700,500 | 2,208,777 | 4,365,770 | 4,471,975 | 4,528,952 | 4,784,510 | 4,747,089 |

C.I.F. SOUTHERN SECTION

Budget Proposal 2021 - 2022

| | 1 | 2 | 3 - Best | 3 - Worst | 4 | 5 | 6 | 7 | 8 |
|---------------------------------|---------------|--------------|----------|-----------|---------|---------|---------|---------|---------|
| | 20-21 To Date | 20-21 Budget | 2021-22 | 2021-22 | 2019-20 | 2018-19 | 2017-18 | 2016-17 | 2015-16 |
| Expense | | | | | | | | | |
| BADMINTON EXPENSE | - | 100 | 100 | - | - | 47 | - | - | 85 |
| BASEBALL EXPENSE | - | 52,000 | 40,000 | - | 857 | 52,270 | 37,273 | 40,768 | 41,972 |
| BASKETBALL EXPENSE | 46 | 155,000 | 148,000 | - | 178,088 | 130,786 | 194,589 | 312,865 | 241,046 |
| CHEER EXPENSE | - | 14,000 | 13,000 | - | 13,914 | 12,245 | 1,413 | | |
| CROSS COUNTRY EXPENSE | - | 55,000 | 50,000 | - | 53,430 | 50,251 | 46,304 | 44,920 | 45,235 |
| FOOTBALL EXPENSE | - | 79,000 | 82,000 | - | 87,662 | 79,824 | 76,016 | 127,221 | 118,122 |
| GOLF EXPENSE | - | 77,000 | 77,000 | - | 34,846 | 76,529 | 75,694 | 71,829 | 69,160 |
| LACROSSE EXPENSE | - | 15,000 | 12,500 | - | 691 | 189 | | | |
| SOCCER EXPENSE | - | 32,000 | 31,000 | - | 31,274 | 30,458 | 31,722 | 35,537 | 36,300 |
| SOFTBALL EXPENSE | - | 21,000 | 20,000 | - | 356 | 18,082 | 21,039 | 21,869 | 22,102 |
| SWIMMING EXPENSE | - | 48,000 | 46,000 | - | 635 | 46,689 | 51,768 | 46,717 | 48,269 |
| TENNIS EXPENSE | 197 | 16,000 | 17,000 | - | 7,124 | 15,708 | 15,823 | 15,883 | 15,430 |
| TRACK EXPENSE | - | 94,000 | 92,000 | - | 2,966 | 93,070 | 87,496 | 84,847 | 86,476 |
| VOLLEYBALL EXPENSE | - | 51,000 | 42,000 | - | 33,399 | 48,846 | 55,605 | 54,152 | 54,614 |
| WATER POLO EXPENSE | - | 26,000 | 24,000 | - | 25,306 | 23,940 | 25,767 | 25,919 | 25,531 |
| WRESTLING EXPENSE | - | 107,000 | 98,000 | - | 95,354 | 108,932 | 99,669 | 134,105 | 141,446 |
| AREA LIAISONS | 19,906 | 43,000 | 42,000 | - | 40,374 | 41,910 | 43,241 | 53,514 | 55,457 |
| AUDITOR | 10,000 | 17,000 | 19,500 | 19,500 | 19,500 | 17,000 | 16,000 | 15,500 | 15,500 |
| AWARDS | 14,802 | 39,000 | 39,000 | - | 26,272 | 37,396 | 57,324 | 54,512 | 51,795 |
| BAD DEBT | - | - | - | - | 200 | 5,550 | 185 | 151 | - |
| BANK SERVICE CHARGES | 890 | 2,500 | 2,500 | 2,500 | 2,127 | 2,442 | 2,432 | 3,674 | |
| BUILDING MAINTENANCE | 10,594 | 27,000 | 24,000 | 10,000 | 18,894 | 26,659 | 24,584 | 33,721 | 28,256 |
| COUNCIL | 1,607 | 59,000 | 50,000 | 7,500 | 49,508 | 57,824 | 53,523 | 56,174 | 63,022 |
| DEPRECIATION EXPENSE | - | 71,000 | 71,000 | 71,000 | 74,754 | 69,856 | 77,284 | 80,954 | 74,215 |
| DONATIONS | - | 50,000 | 47,000 | - | 44,990 | 52,358 | 49,230 | 49,943 | 46,702 |
| GENERAL OFFICE | 8,485 | 28,000 | 27,000 | 16,000 | 23,461 | 26,851 | 33,308 | 26,435 | 28,203 |
| INSURANCE (WC, D&O, Life, Bldg) | 20,222 | 29,500 | 27,500 | 27,500 | 27,259 | 29,424 | 28,723 | 31,309 | 39,736 |
| INVESTMENT EXPENSE | 1,000 | 3,600 | 4,000 | 4,000 | 3,790 | 3,600 | 3,490 | 3,225 | 3,110 |
| LEGAL EXPENSE | 683 | 2,200 | 2,500 | 2,500 | 4,136 | 1,504 | 2,432 | 2,055 | 1,382 |
| MEDICAL | 125,173 | 426,807 | 384,000 | 240,000 | 411,561 | 379,324 | 361,379 | 351,448 | 320,294 |
| MISCELLANEOUS EXPENSE | - | 1,032 | 825 | 847 | 783 | 553 | 1,321 | 693 | 660 |
| OFFICE SUPPLIES | 11,322 | 33,000 | 33,000 | 9,000 | 33,552 | 32,779 | 28,759 | 31,630 | 45,062 |
| OFFICE SUPPLIES - SMALL EQUIP. | - | - | - | - | - | - | - | 518 | 7,622 |
| OFFICE TRAVEL | 2,955 | 41,000 | 20,000 | 4,000 | 24,129 | 32,263 | 56,589 | 40,242 | 46,644 |
| PAYROLL EXPENSES | - | - | - | - | - | - | - | 1 | 543 |

C.I.F. SOUTHERN SECTION

Budget Proposal 2021 - 2022

| | 1 | 2 | 3 - Best | 3 - Worst | 4 | 5 | 6 | 7 | 8 |
|--|---------------|--------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | 20-21 To Date | 20-21 Budget | 2021-22 | 2021-22 | 2019-20 | 2018-19 | 2017-18 | 2016-17 | 2015-16 |
| Expense (continued) | | | | | | | | | |
| PAYROLL TAXES | | | | | | | | | |
| CALPERS (Tier I, II & III) | 160,175 | 489,897 | 532,556 | 465,136 | 440,479 | 388,036 | 340,832 | 313,390 | 285,727 |
| FICA - SOCIAL SECURITY | 27,020 | 103,220 | 106,321 | 58,686 | 99,707 | 95,007 | 92,363 | 90,885 | 92,195 |
| FICA - MEDICARE | 8,733 | 27,382 | 27,895 | 16,677 | 26,371 | 25,599 | 24,332 | 24,866 | 24,226 |
| OTHER | 4,212 | - | - | - | 1,750 | - | - | - | - |
| Total PAYROLL TAXES | 200,140 | 620,499 | 666,772 | 540,499 | 568,308 | 508,642 | 457,526 | 429,141 | 402,148 |
| POSTAGE | 5,067 | 14,000 | 12,000 | 7,500 | 10,953 | 13,575 | 11,878 | 14,568 | 20,641 |
| PRESS/MEDIA | 2,468 | 10,000 | 10,000 | 5,500 | 10,708 | 8,994 | 7,551 | 8,340 | 4,740 |
| PRINTING/DUPLICATING | 9,448 | 20,000 | 18,500 | 18,500 | 18,324 | 27,438 | 32,745 | 37,599 | 39,288 |
| PROFESSIONAL GROWTH | 240 | 750 | 500 | - | 720 | 720 | 720 | 720 | 720 |
| PROGRAM EXPENSE | 474 | 500 | 500 | 500 | 474 | 474 | 62 | 50,010 | 53,313 |
| PUBLICATIONS EXPENSE | 14,440 | 25,500 | 15,000 | 4,000 | 25,807 | 25,234 | 23,170 | 25,314 | 25,787 |
| PUBLICATIONS WASTE | - | 4,200 | 4,200 | 500 | 2,955 | 4,113 | 4,684 | 3,317 | 3,797 |
| SALARIES | 593,302 | 1,888,512 | 1,923,803 | 1,150,131 | 1,761,450 | 1,736,304 | 1,700,765 | 1,714,246 | 1,681,683 |
| SALES/USE TAX EXPENSE | 899 | 1,600 | 1,000 | 1,000 | 938 | 1,411 | 1,485 | 1,756 | 1,965 |
| SECRETARIAL/ADMIN. ASSISTANCE | - | 300 | - | - | - | - | 158 | 242 | 508 |
| SPECIAL EVENTS (HOF-DS, Ath Ad Summit) | - | 69,000 | 65,000 | - | 72,065 | 59,764 | 61,251 | 69,282 | 56,131 |
| SUPPORT/MARKETING EXPENSE | 6,362 | 177,000 | 160,000 | 12,500 | 155,338 | 170,130 | 190,278 | 180,881 | 106,444 |
| TAXES (Property) | 1,343 | 2,300 | 1,800 | 1,800 | 1,723 | 1,777 | 2,650 | 1,160 | 3,630 |
| TICKETS | - | 200 | - | - | - | - | 145 | 24,805 | 28,197 |
| TV TO SCHOOLS | - | 69,000 | 100,000 | - | 134,750 | 129,500 | 117,100 | 121,700 | 128,390 |
| UTILITIES | 3,885 | 18,900 | 13,000 | 9,000 | 12,346 | 18,741 | 18,366 | 18,530 | 15,530 |
| CHAMPIONS FOR CHARACTER EXP | - | 67,000 | 57,000 | - | 33,576 | 53,162 | 62,544 | 52,119 | 45,874 |
| WEBSITE TECHNOLOGY | 29,197 | 61,000 | 65,000 | 43,000 | 64,898 | 57,133 | 60,097 | 74,489 | 63,760 |
| otal Expense | 1,095,147 | 4,766,000 | 4,700,500 | 2,208,777 | 4,246,524 | 4,422,272 | 4,413,155 | 4,680,550 | 4,456,537 |
| Income/Loss | 425,815 | 0.00 | 0.00 | 0.00 | 119,246 | 49,703 | 115,797 | 103,960 | 290,552 |

CIF SOUTHERN SECTION



FINANCIAL REPORT

February 2, 2021

Mitch Carty, Chief Financial Officer

WHAT HAVE WE DONE...

REVENUE

Sport Fees primary source of revenue (\$688K thus far 95%). Investment Income strong in Q3 and Q4 (\$186K). Marketing and Broadcast payments 1 of 2 collected (\$638K).



EXPENSES

PPP Loan #1 of \$456K utilized in July and August 2020.

Vacation accrual usage (ongoing).

Furloughed 7 of 17 employees.

Benefits to remaining employees reduced.

Spending on ONLY essential business necessities.

| | Jul '20 - Dec 20 | Projected | Final | Budget | +/- |
|--------------------|------------------|--------------|--------------|--------------|---------------|
| REVENUE | 1,536,531.58 | 739,526.47 | 2,276,058.05 | 4,830,000.00 | -2,553,941.95 |
| COST OF GOODS SOLD | 15,569.60 | 0.00 | 15,569.60 | 64,000.00 | -48,430.40 |
| EXPENSE | 1,095,147.51 | 1,227,785.72 | 2,322,933.23 | 4,766,000.00 | -2,443,066.77 |
| Net Income/Loss | 425,814.47 | -488,259.25 | -62,444.78 | 0.00 | -62,444.78 |

PROFIT & LOSS $\sim Jul - Dec\ 2020 \sim$

PROJECTION ~Fiscal 2020-21~

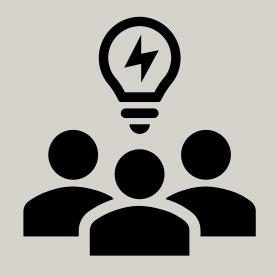
UNCERTAINTIES...

- Will we play this year?
- Will we have fans?
- Will all Marketing & Broadcast contracts be fulfilled?
- What will the market do?



NEXT STEPS...

- Apply for PPP Loan #2.
- Add back CIF-SS staff as necessary.
- Continue to seek new revenue and monitor expenses.
- Continue remote service to members & constituents.



OVERALL

- If secured, PPP Loan #2 will offset projected loss.
- Assist in covering sport related expenses (if play).
- Potentially allow re-staffing.



CIF SOUTHERN SECTION



FINANCIAL REPORT

February 2, 2021

Mitch Carty, Chief Financial Officer

C. I. F. SOUTHERN SECTION

Treasurer's Report

Council Meeting February 2, 2021

I. CIF-SS AUDIT 2019-20:

- A. Audit firm Harrington Group is wrapping up Audit Report and tax documents.
- B. CIF-SS Audit Committee to meet in the next two weeks for readout.
- C. Proposal for approval from Audit Committee of 2019-20 Audit will be on the next Executive Committee agenda.
- D. Thank you for your patience.

II. MEMBERSHIP SPORTS FEES 2020-21

- A. 559 total Member schools.
 - 1. 555 Sports Fees invoices have been created (99.2%).
 - i. Missing invoices...
 - a. Help Group West
 - b. Legacy College Prep
 - c. Pacific Lutheran
 - d. Pilgrim
 - 2. 538 schools PAID (96.2%).
 - i. 21 schools still outstanding.
 - 3. We may enlist CIF-SS Executive Committee Area Representatives to assist in collection of this year's sport fees.
 - 4. "Race for the Dues"
 - i. Rich Shearer is in the lead with only 3 remaining.
 - ii. Finish line is near!

| ALPHA CUT | TOTAL SCHOOLS | PAID | % |
|--------------------------|------------------|------------------|------------------|
| A – D (Rainer Wulf) | 140 | 135 | 96.4% |
| E – L (Mike Middlebrook) | 132 | 127 | 96.2% |
| M – R (Kristine Palle) | 135 | 127 | 94.1% |
| S – Z (Rich Shearer) | <mark>152</mark> | <mark>149</mark> | <mark>98%</mark> |
| | 559 | 538 | 96.2% |