



Meeting of the Executive Committee

January 14, 2021

1:00 p.m.

Webinar/Teleconference Agenda

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, Executive Committee 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 12, 2021.

1. OPENING BUSINESS	DISPOSITION	ITEM
A. Call to order by Mike West, President of the Council		
The meeting was called to order by President Mike West at 1:02 pm. Mr. West welcomed everyone and thanked the Southern Section staff for their attendance.		
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		
Ken Harrison from KIBV / KBOS Radio		
Matt Szabo of OC SportsZone		
Tim Burt of OC SportsZone		
Officials Area Liaisons:		
Jim Johnson from the Foothill-Citrus Area		
Paul Caldera from the Orange County Area		
Anita Diaz from the Channel Coast Area		
Dennis Pratt from the Inland Area		

1. OPENING BUSINESS (Cont.)

E. Adopt Agenda

Action

There was a motion by Dr. Monica Colunga and a second by Dave Reid to adopt the agenda. There being no discussion, the motion was approved to adopt the agenda as written.

Motion Carried: 21-0-0

F. Approval of Minutes

1. Minutes of the September 24, 2020, Executive Committee Meeting

Action

1F1

There was a motion by Chris Calderwood and a second by Geniel Moon to approve the minutes of the September 24, 2020 Executive Committee meeting. The minutes were approved as written.

Motion Carried: 22-0-0

2. PUBLIC COMMENT

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

None.

3. ACTION ITEMS

A. STATE FEDERATED COUNCIL ACTION ITEMS

1. Proposed Sport Addition – Beach Volleyball

Action

STATE 618

There was a motion by Chris Calderwood and a second by Dr. Paula Rodas to approve the motion as written. 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 of students to compete as a school team. There being no discussion, the motion carried.

Motion Carried: 22-0-0

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

Action

STATE 620

There was a motion by Dave Reid and a second by Dr. Monica Colunga to approve the motion as written. 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 in regard to the maximum number of allowable contacts. There being no discussion, the motion carried.

Motion Carried: 22-0-0

3. ACTION ITEMS (Cont.)

B. SOUTHERN SECTION ACTION ITEMS

- | | | |
|--|--------|--------|
| 1. Proposed Bylaw 166.1 and 166.3 Revision -
Hall of Fame/Distinguished Service Award | Action | SS 616 |
|--|--------|--------|

There was a motion by Chris Calderwood and a second by Mary Jane Hibbard to approve the motion as written. The proposal establishes benchmarks and criteria for nomination and election into the CIF Southern Section Hall of Fame. There being no discussion, the motion carried.

Motion Carried: 22-0-0

- | | | |
|--|--------|--------|
| 2. Proposed Bylaw 126 – Altercation Plan | Action | SS 617 |
|--|--------|--------|

There was a motion by Rich Imbriani and a second by Dave Hess to approve the motion as written. 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. Dr. Alexis Barile asked the question “Would this exact language of the proposal be placed in the Blue Book and require each school to follow the directive?” President West responded with “Yes, exactly as written.”

After the brief discussion, the motion failed.

Motion Failed: 0-22-0

4. NON-ACTION ITEMS

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. President West asked what potential changes could we expect? Mr. Perry explained that if the CIF Regional Baseball and Softball events do not take place then projections would not be met.

- | | | |
|--|------------|-----------|
| 2. CIF State Executive Committee Nominations | Non-Action | STATE 622 |
|--|------------|-----------|

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

- | | | |
|--|------------|-----------|
| 3. Proposed Bylaw 504.M Revision –
Sunday Cheer Competition | Non-Action | STATE 619 |
|--|------------|-----------|

The proposal was brought back as a first read 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 in past years and continues to do so presently, given the unique nature of the sport. This information provides context regarding concerns that we would be allowing an exception for Cheer that has not been allowed for any other sport.

4. NON-ACTION ITEMS (Cont.)

B. SOUTHERN SECTION NON-ACTION ITEMS

1. Proposed 2021-2022 CIF Southern Section Budget Non-Action SS 623

President West reviewed the proposal and thanked Chief Financial Officer Mitch Carty for bringing forward two different budget proposals for the 2021-2022 school year showing a traditional year vs. a worst-case projection. One of the discussion questions asked by Michelle Spencer was, “When would we know about whether there would be an increase in sport fees?” Mr. Carty stated that decision would not be known until early 2022. Mary Jane Hibbard brought forward a concern from schools regarding being able to pay for a sport fees increase when no events have been allowed to take place. Dr. Monica Colunga suggested that schools should request funds from the unused athletic transportation budgets that were not spent during the 2020-2021 school year. The complete proposed budget can be located and reviewed on the CIF Southern Section web site 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 Executive Committee accepted the nominations for these two positions, and they will now be forwarded to the CIF Southern Section Council for first reading at their next meeting on February 2, 2021.

5. NEW BUSINESS

- A. 2022-2026 Area Placement Recommendations Action Rob Wigod – 5A

Commissioner Wigod updated the Executive Committee on the Area Placement recommendations submitted by the CIF Southern Section Office and asked the Executive Committee for approval of the recommendations. There was a motion by Chris Calderwood and a second by Michelle Spencer to approve the motion as written. David Parkes asked who specifically could appeal the Area Placement? Commissioner Wigod reminded everyone that only the affected school could appeal its recommended placement into a particular area.

Motion Carried: 22-0-0

- B. Financial Report Mitch Carty

Chief Financial Officer Mitch Carty updated the Executive Committee on his two projected budgets for 2021-2022. He presented a best-case scenario and worst-case scenario based on sports revenues, ticket revenues, sponsorship and broadcast rights fees, potential a further reduction in office staff and a potential membership special assessment. President West asked if any broadcast rights would help offset championship expenses? Mr. Carty responded that is always a possibility but of course that all depended on if we were able to hold Southern Section Championships.

5. NEW BUSINESS (Cont.)

1. 2019-2020 CIF Southern Section Audit

Action

5B1

Mr. Carty informed the Executive Committee that the 2019-2020 fiscal year had been completed and we are waiting on the final approval of the 2019-2020 Audit and then the presentation of our 2020 tax documents.

C. Marketing Report

Thom Simmons/Jackie Gibson

Marketing Manager Jackie Gibson informed the Executive Committee that since last August she had sent out 70 RFP's with regard to new ball adoptions for member schools. She received 35 of those back and she was in the process of review and selection along with Assistant Commissioner Thom Simmons, Commissioner Wigod, Assistant Commissioners of the various sports involved as well as Advisory Committees for those sports. The new ball contracts will be adopted for the 2021-2022 school year and become mandatory for playoff competition during the 2022-2023 school year.

D. Communications Report

Chelsea Heyward

Digital Media Coordinator Chelsea Heyward informed the Executive Committee that CIF-SS. This Week had received over 5,800 views, over 25,000 impressions in social media and we are up to 945 YouTube subscribers. If we reach 1,000 YouTube subscribers, this will allow us to produce revenue on the channel.

6. REPORTS

A. President's Report

Mike West

President West reminded everyone to keep a positive outlook and as members of the Executive Committee we must remind everyone that our schools and student athletes need us to be leaders. We are doing all we can to bring education-based athletics back to our campuses. He then thanked the Southern Section staff for its work with member schools and continued efforts to provide service for all stakeholders.

B. Treasurer's Report

Chris Calderwood

Mr. Calderwood updated the Executive Committee on membership dues paid as of today. Of the 559 total members so far, 555 have created an invoice to submit dues. Of the 555 that have created the invoice, 538 of those have paid the required sport fees. Finally, in the office race for complete collection of membership dues, Assistant Commissioner Rich Shearer and Program Coordinator Susan Miller lead the race to completion.

6. REPORTS (Cont.)

C. Commissioner's Report

Rob Wigod

Commissioner Wigod informed and reminded the Executive Committee that California Department of Public Health Guidelines regarding outdoor and indoor youth and recreational sports came out since our last meeting. In addition, the current health situation has taken a turn for the worse and that COVID cases were on the rise since the holiday break. On Tuesday, January 19th we will send out an update regarding the Fall Sports Championships. Commissioner Wigod did remind the Executive Committee that once the current Stay at Home Order is lifted, Cross Country may begin to hold dual meet competitions immediately. Commissioner Wigod did reaffirm that Spring Sports do remain in place as the current sports calendar shows. Commissioner Wigod finished with a thank you to the Executive Committee and the Office staff for working through the current situation.

C. Executive Committee Member Reports

CSADA Representative - Dave Reid from the Corona-Norco Unified School District wanted to welcome back Assistant Superintendent Reggie Thompkins to his district.

CADA Representative – Geniel Moon reminded the Executive Committee that the two-week CADA Conference will take place during the last week in February/first week in March. Mrs. Moon offered the conference for free to the Executive Committee members.

7. ADVANCE PLANNING

A. DATES

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

B. SUGGESTED AGENDA ITEMS

There were no suggested agenda items.

8. ADJOURNMENT

A. Time of Adjournment: 2:23 PM

Submitted By:

M. S. Middlebrook

Mike Middlebrook
Assistant Commissioner

Approved By:

Robert Wigod

Rob Wigod
Commissioner of Athletics

Agenda

MEMBER	YES	NO	ABSTAIN
Todd Arrowsmith	Yes		
Alexis Barile			
Terry Barnum	YES		
Chris Calderwood	YES		
Monica Colunga	YES		
Ann Fitzgerald	YES		
Dave Hess	YES		
Mary Jane Hibbard	YES		
Rich Imbriani	YES		
Cleveland Johnson			
Ed Kearby	YES		
Paul Lopez	YES		
Steve Miller	YES		
Geniel Moon	YES		
David Parkes	YES		
Carter Paysinger	YES		
Jim Perry	YES		
Dave Reid	YES		
Paula Rodas	YES		
Michelle Spencer	YES		
Reggie Thompkins	YES		
Mike West	YES		
Jeff Williams	YES		

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Minutes - September 24, 2020

MEMBER	YES	NO	ABSTAIN
Todd Arrowsmith	0		
Alexis Barile	YES		
Terry Barnum	YES		
Chris Calderwood	YES		
Monica Colunga	YES		
Ann Fitzgerald	YES		
Dave Hess	YES		
Mary Jane Hibbard	YES		
Rich Imbriani	YES		
Cleveland Johnson			
Ed Kearby	YES		
Paul Lopez	YES		
Steve Miller	YES		
Geniel Moon	YES		
David Parkes	YES		
Carter Paysinger	YES		
Jim Perry	YES		
Dave Reid	YES		
Paula Rodas	YES		
Michelle Spencer	YES		
Reggie Thompkins	YES		
Mike West	YES		
Jeff Williams	YES		

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Item STATE 618 - Beach Volleyball			
MEMBER	YES	NO	ABSTAIN
Todd Arrowsmith	Yes		
Alexis Barile	YES		
Terry Barnum	YES		
Chris Calderwood	YES		
Monica Colunga	YES		
Ann Fitzgerald	YES		
Dave Hess	YES		
Mary Jane Hibbard	YES		
Rich Imbriani	YES		
Cleveland Johnson			
Ed Kearby	YES		
Paul Lopez	YES		
Steve Miller	YES		
Geniel Moon	YES		
David Parkes	YES		
Carter Paysinger	YES		
Jim Perry	YES		
Dave Reid	YES		
Paula Rodas	YES		
Michelle Spencer	YES		
Reggie Thompkins	YES		
Mike West	YES		
Jeff Williams	YES		

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Item STATE 620 - Bylaw 1206			
MEMBER	YES	NO	ABSTAIN
Todd Arrowsmith	YES		
Alexis Barile	YES		
Terry Barnum	YES		
Chris Calderwood	YES		
Monica Colunga	YES		
Ann Fitzgerald	YES		
Dave Hess	YES		
Mary Jane Hibbard	YES		
Rich Imbriani	YES		
Cleveland Johnson			
Ed Kearby	YES		
Paul Lopez	YES		
Steve Miller	YES		
Geniel Moon	YES		
David Parkes	YES		
Carter Paysinger	YES		
Jim Perry	YES		
Dave Reid	YES		
Paula Rodas	YES		
Michelle Spencer	YES		
Reggie Thompkins	YES		
Mike West	YES		
Jeff Williams	YES		

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Item SS 616 - Bylaws 166.1 & 166.3

MEMBER	YES	NO	ABSTAIN
Todd Arrowsmith	YES		
Alexis Barile	YES		
Terry Barnum	YES		
Chris Calderwood	YES		
Monica Colunga	YES		
Ann Fitzgerald	YES		
Dave Hess	YES		
Mary Jane Hibbard	YES		
Rich Imbriani	YES		
Cleveland Johnson			
Ed Kearby	YES		
Paul Lopez	YES		
Steve Miller	YES		
Geniel Moon	YES		
David Parkes	YES		
Carter Paysinger	YES		
Jim Perry	YES		
Dave Reid	YES		
Paula Rodas	YES		
Michelle Spencer	YES		
Reggie Thompkins	YES		
Mike West	YES		
Jeff Williams	YES		

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Item SS 617 - Bylaw 126

MEMBER	YES	NO	ABSTAIN
Todd Arrowsmith		NO	
Alexis Barile		NO	
Terry Barnum		NO	
Chris Calderwood		NO	
Monica Colunga		NO	
Ann Fitzgerald		NO	
Dave Hess		NO	
Mary Jane Hibbard		NO	
Rich Imbriani		NO	
Cleveland Johnson			
Ed Kearby		NO	
Paul Lopez		NO	
Steve Miller		NO	
Geniel Moon		NO	
David Parkes		NO	
Carter Paysinger		NO	
Jim Perry		NO	
Dave Reid		NO	
Paula Rodas		NO	
Michelle Spencer		NO	
Reggie Thompkins		NO	
Mike West		NO	
Jeff Williams		NO	

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Item 5A - 2022-26 Area Placement Recommendations

MEMBER	YES	NO	ABSTAIN
Todd Arrowsmith	YES		
Alexis Barile	YES		
Terry Barnum	YES		
Chris Calderwood	YES		
Monica Colunga	YES		
Ann Fitzgerald	YES		
Dave Hess	YES		
Mary Jane Hibbard	YES		
Rich Imbriani	YES		
Cleveland Johnson			
Ed Kearby	YES		
Paul Lopez	YES		
Steve Miller	YES		
Geniel Moon	YES		
David Parkes	YES		
Carter Paysinger	YES		
Jim Perry	YES		
Dave Reid	YES		
Paula Rodas	YES		
Michelle Spencer	YES		
Reggie Thompson	YES		
Mike West	YES		
Jeff Williams	YES		

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Item 5B1 - 2019-2020 CIF-SS Audit TABLED!

MEMBER	YES	NO	ABSTAIN
Todd Arrowsmith			
Alexis Barile			
Terry Barnum			
Chris Calderwood			
Monica Colunga			
Ann Fitzgerald			
Dave Hess			
Mary Jane Hibbard			
Rich Imbriani			
Cleveland Johnson			
Ed Kearby			
Paul Lopez			
Steve Miller			
Geniel Moon			
David Parkes			
Carter Paysinger			
Jim Perry			
Dave Reid			
Paula Rodas			
Michelle Spencer			
Reggie Thompkins			
Mike West			
Jeff Williams			

C. I. F. SOUTHERN SECTION
Budget Notes for 2021-22
Executive Committee Meeting
January 14, 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 SCENARIO.
- 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
Gross 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
Total 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
Net 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

January 14, 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.

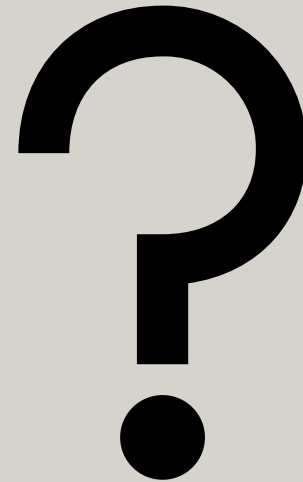
	Jul '20 - Dec 20	Projected	Final	Budget	+ / -
REVENUE	1,536,531.58	739,526.47	2,276,058.05	4,830,000.00	-2,553,941.95
COST OF GOODS SOLD	15,569.60	0.00	15,569.60	64,000.00	-48,430.40
EXPENSE	1,095,147.51	1,227,785.72	2,322,933.23	4,766,000.00	-2,443,066.77
Net Income/Loss	425,814.47	-488,259.25	-62,444.78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

PROFIT & LOSS
~Jul – Dec 2020~

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

January 14, 2021

Mitch Carty, Chief Financial Officer





EXECUTIVE COMMITTEE UPDATE

SOCIAL MEDIA

2021

CIF-SS THIS WEEK



ANALYTICS

5,812
VIEWS

25,149
IMPRESSIONS

945
YOUTUBE SUBSCRIBERS

