



# *Meeting of the Executive Committee*

*January 13, 2024*

*9:30 a.m.*

*Mar Monte Hotel, Santa Barbara, CA*

*Minutes*

<b><u>1. OPENING BUSINESS</u></b>	<b><u>DISPOSITION</u></b>	<b><u>ITEM</u></b>
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- A. Call to order by Jim Perry, President of the Council

The meeting was called to order at 9:36 a.m..

- B. Pledge of Allegiance

- C. Roll Call

All Executive Committee members were present except for Todd Arrowsmith, Cleveland Johnson, and Erika Tejeda. Rich Shearer from the CIF Southern Section Office was also absent.

- D. Introduction of Guests

Mike West introduced two guests that were present to speak during the public comment portion of the agenda. Their names appear below.

- |                 |                |
|-----------------|----------------|
| E. Adopt Agenda | Adopted 17-0-0 |
|-----------------|----------------|

There was a motion and a second to adopt the agenda. The motion carried 17-0-0.

- |                        |                 |
|------------------------|-----------------|
| F. Approval of Minutes | Approved 17-0-0 |
|------------------------|-----------------|

There was a motion and second to approve the minutes of the September 21, 2023 Executive Committee Meeting. The motion carried 17-0-0.

## **2. PUBLIC COMMENT**

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

Cassandra Walker, parent of a student athlete, and Kyra McDavis, Aunt of a student athlete, addressed the Executive Committee regarding concerns relating to the processing time of their student athlete and the effect delays have on the mental health of student athletes.

### 3. NON-ACTION ITEMS

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

1. Proposed 2024-25 CIF State Budget Non-Action STATE 659

President-Elect, Dr. Paula Hart Rodas, reviewed the state proposed budget. It is a balanced budget with increases in both expenses and revenue. With the cost of all goods and services increasing, there is a proposal to increase dues .04 cents per athlete. There was a short discussion regarding the differences between the State and Section offices and their budgetary needs.

2. State CIF Executive Committee Nominations Non-Action STATE 660

President-Elect, Dr. Paula Hart Rodas, reviewed the nominations for the open positions on the State CIF Executive Committee. Dr. Hart Rodas is on the ballot for the position of president-elect. As is traditional, Council will be asked to send delegates uninstructed except for the positions where nominations are from our section whom which we would support.

3. Proposed Bylaw Revision – 503.K.(1) – Heat Illness Protocol Non-Action STATE 661

President-Elect, Dr. Paula Hart Rodas, reviewed the proposed bylaw changing the determination for reduced/canceled events due to heat to using the wet bulb globe thermometer to determine heat index. Dr. Hart Rodas turned the presentation over to Commissioner of Athletics, Mike West, as he served on the Athletic Trainers Committee for a number of years and is familiar with the conversations leading to this proposal. Mr. West went on to explain that the use of this particular device would determine the ambient temperature and based on the reading, would dictate what activities are and are not allowed. The wet bulb globe thermometer uses temperature, wind, and humidity to determine the heat index. These devices need to be wherever activities are taking place, i.e. on football field, baseball/softball diamonds, etc. 500 wet bulb globes have been provided from to schools that requested them through the State CIF office. The average cost for the entire kit, which includes the thermometer, tripod, etc., is around \$500 each. There is the possibility of some of the State Grant Funds being used to provide these devices to schools that are unable to purchase them. There is an online app that gives general information throughout an area but is not site specific nor dependent upon where you are on campus.

The next part of the proposal takes into account where you are in the state as well since 90F degrees on the coast is different than 90F degrees in the desert. The State CIF office will be providing a listing of which category (1, 2, or 3) each school falls into throughout the state. A discussion ensued regarding the liability between using the online app and the actual devices on campus since one is more accurate than the other. Questions were asked about a Category 1 team travelling to a Category 3 area where the protocols are different and if the athletes are prepared to compete against each other. And what about the tracking data to keep all parties involved informed? Perhaps these issues are best addressed as best practices from the office as the bylaw does not address them.



### **3. NON-ACTION ITEMS (Cont.)**

#### **A. STATE FEDERATED COUNCIL NON-ACTION ITEMS (Cont.)**

4. Proposed Bylaw Revision – 503.K.(2) – Non-Action STATE 662  
Air Quality Index Protocol

President-Elect, Dr. Paula Hart Rodas, introduced the proposal and then allowed President Mike West to explain the proposal. This bylaw revision states that any 151 AQI and above is unsafe for any activity. As there are many ways to measure air quality, this bylaw would require the use of Airnow.gov or for the site to have a specific device to read the area accurately. Anything 151 AQI or higher would require activities be canceled. There was a short discussion regarding site specific devices that included information regarding sites that currently have devices onsite.

5. Proposed Bylaw Revision – 503.L – Emergency Action Plan/ Non-Action STATE 663  
AED Protocols

President-Elect, Dr. Paula Hart Rodas, reviewed the proposal to require have an action plan and rehearse the plan and where AEDs are to be located in relation to events held on campus. This bylaw revision may require schools purchase additional devices on site to be in compliance. President Mike West continued that this bylaw takes the original regulation and moves it further forward, requiring schools to have an AED at every field and gym. The proposed guideline is an AED must be within three (3) minutes from the site where a person is down to when the AED is in use. Campus should have multiple plans for each of their activities and these plans must be rehearsed by any and all personnel involved in that particular plan. Training/Practicing makes the plans more efficient when an emergency actually occurs.

6. Proposed Bylaw Revision – 1803 – State Traditional Non-Action STATE 664  
Competitive Cheer Championship Event

President-Elect, Dr. Paula Hart Rodas, reviewed the proposal to add a state championship event for Traditional Competitive Cheer. This would be implemented in the 2024-25 school year and possibly on the date that is the Southern Regional now. Site could be centrally located but could also move north and south. Schools must participate their Section's championships in order to register for the state tournament.

7. Proposed Bylaw Revision – 3204 – State Boys Volleyball Non-Action STATE 665  
Championship Event

President-Elect, Dr. Paula Hart Rodas, reviewed the proposal to add a state championship event for Boys Volleyball to mirror the girls. This would be implemented in the 2024-25 school year.

8. Proposed Bylaw Revision – 303.B.(6) a. and b. – Non-Action STATE 666  
Multi-School New and Renewal Applications

President-Elect, Dr. Paula Hart Rodas, reviewed the proposal to make the last Friday in September the last day to apply for multi-school agreements for the current school year.

President Jim Perry called a 10 minute break at 10:34 a.m.

President Jim Perry reconvened the meeting at 10:46 a.m.

## B. SOUTHERN SECTION NON-ACTION ITEMS

1. CIF Southern Section Proposed 2024-25 Budget Non-Action SS 667

Chief Financial Officer, Mitch Carty, handed out the proposed 2024-25 budget and this handout appears at the end of these minutes. Mr. Carty reviewed the handout, highlighting various aspects of the proposed balanced budget and the process used to develop the budget.

2. CIF Southern Section Executive Committee Nominations Non-Action SS 668

President Jim Perry reviewed those nominated for the Executive Committee commencing in the 2024-25 school year. Refer to SS 668 backup materials in the agenda for the listing of those nominations and their bios.

3. Proposed Bylaw Revision – 3520.5 & 3520.6 Non-Action SS 669  
Wrestling Playoff Divisions

President Jim Perry reviewed the proposed bylaw revision regarding the playoff divisions in both boys and girls wrestling. The Wrestling Advisory Committee would like to move from league finish to school finish into the Masters tournament, moving to competitive equity by school as most sports will be if SS 657 passes in January.

## **4. ACTION ITEMS**

### A. STATE FEDERATED COUNCIL ACTION ITEMS

There are no State Federated Council action items at this time.

### B. SOUTHERN SECTION ACTION ITEMS

1. Proposed Revision to Bylaw 1904 - Approved 17-0-0 SS 656  
Cross County Start Date

President Jim Perry reviewed the proposed bylaw revision regarding the changing of the start date for cross county to be more in line with the rest of the state. There was a motion and a second. Motion carried 17-0-0.

2. Proposed Revision to Bylaws 3519.1-3519.7, 3520.2 - Approved 17-0-0 SS 657  
Competitive Equity Playoffs

President Jim Perry reviewed the proposed bylaw revisions regarding bringing most team sports to competitive equity for playoff divisions. This allows sports to create divisions at the end of the current season using the current year data. There was a motion and a second to approve this proposal. There was discussion regarding the change in structure of how things are completed, timeframes, and current data instead of using data from a team that no longer exists. There was further discussion regarding the equity of the schools playing in a division that may have received transfers that raised their program to a possible higher division then they were placed. This is only going to work if all the schools input their information as requested. Then there was a discussion regarding how the office will gather the information they need and will there be consequences if the information is missing. The sports calendar has been adjusted to give time to get information and consequences have been discussed. Motion carried 17-0-0

## **5. NEW BUSINESS**

### **A. Financial Report**

Mitch Carty

Chief Financial Officer Mitch Carty reviewed the financial report that appears at the end of these minutes. There was a short conversation regarding the fees for GoFan and balancing ticket prices.

### **B. Marketing Report**

Jacquelyn Gibson

Director of Marketing Jacquelyn Gibson presented a PowerPoint presentation highlighting fall championships that appears at the end of these minutes. Any videos referenced in the presentation can be found on the Section's YouTube site.

### **C. Communications Report**

Thom Simmons

Assistant Commissioner Thom Simmons' report focused on the updates and changes to his department by his new Communications Assistant, Taylor Martinez. Mr. Simmons showed the first Southern Section Spotlight to the Committee and then showed the Southern Section Sitdown, new video content that is available for viewing on our YouTube channel. Ms. Martinez has also updated/modernized the layout of both the press releases and the quarterly bulletin. In the works, the use of the State of California grant money to convert film, VHS, DVD to digital so it is searchable and easier to watch. We will be reaching out to the schools to see if they are interested in having their championship events that are in those formats digitized at our expense. We have implemented a Student Sportsmanship videos contest. Entries are due May 1. The best video will receive a \$500 prize. Lastly Mr. Simmons gave a quick update on the digital library. It is live and ready to use on our website. It was unanimously decided by the Executive Committee to rename the digital library the Dr. John S Dahlem Digital Library in honor of our historian, Dr. John Dahlem.

## **6. REPORTS**

### **A. President's Report**

Jim Perry

President Jim Perry talked about being at the CSDR championship football game and how great the winter playoff season is going to be.

### **B. Treasurer's Report**

Rich Imbriani

Treasurer Rich Imbriani reviewed the treasurer's report that appear at the end of the these minutes.

### **C. Commissioner's Report**

Mike West

Commissioner of Athletics Mike West explained that Assistant Commission Rich Shearer was being recognized and speaking at the Southern California Football Coaches Association dinner which is the reason for his absence. Congratulations Rich. Mr. West thanked the Committee members who were able to hand out awards at the Fall championship events. Next, he updated the Committee regarding the soccer official situation, confirming there is a plan in place for the

## **6. REPORTS (Cont.)**

### **C. Commissioner's Report (Cont.)**

Mike West

winter playoffs. Although there will be no change for the 2024-25 school year as it is the third year of the current contract, a meeting with the officials fees committee will be set early in order to negotiate a deal both sides are agreeable to. Mr. West plans to hold a releguing round table on or around April 17. The goal of this roundtable is to get all leaders of each area's process in a room to share processes and ideas moving forward. A Unified Sports Advisory committee has been formed with the goal to build philosophy behind the program to entice participation. Lastly, thank you to the Southern Section staff for all they do on a daily basis to continue moving forward education-based athletics.

### **D. Executive Committee Member Reports**

Assistant Commissioner Kristine Palle made a few comments on the transfer process. If things are prolonged, it is because there are questions and more information needed to be sure we are granting the correct type of transfers.

Coast Area Representative Demetre Howard asked a couple of questions regarding soccer officials. Chief Financial Officer Mitch Carty added that while the office is also concerned regarding the playoffs, the office is working on the situation for playoffs and there will be officials that are soccer officials working the games.

## **7. ADVANCE PLANNING**

### **A. DATES**

1. January 30, 2024 – CIF Southern Section Council Meeting, The Grand Conference Center, Long Beach CA 9:00 a.m.
2. March 19, 2024 – CIF Southern Section Executive Committee Meeting, CIF Southern Section Offices, Los Alamitos, CA 1:00 p.m.
3. March 21, 2024 – CIF Southern Section Council Meeting, The Grand Conference Center, Long Beach CA 9:00 a.m.
4. May 9, 2024 – CIF Southern Section Executive Committee Meeting, CIF Southern Section Offices, Los Alamitos, CA 1:00 p.m.

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

There were no items suggested for the next agenda.

## **8. ADJOURNMENT**

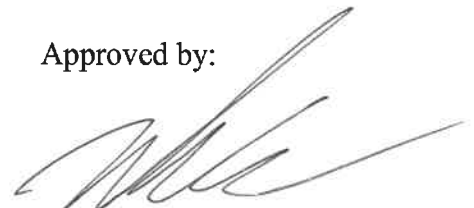
President Jim Perry adjourned the meeting and invited everyone to lunch at 12:47 p.m.

Submitted by:



Sharon Hodge  
Executive Assistant

Approved by:



Mike West  
Commissioner of Athletics

## Council Voting Report

First Name	Last Name	Keypad	Adopt Agenda Vote	Item 1F1 Approval of September 21, 2023 Minutes	SS 656 Bylaw 1904 Revision – Cross Country	SS 657 Bylaws 3519.1-3519.7; 3520.2 Revisions – Competitive Equity Playoffs
Jamal	Adams	1	Yes	Yes	Yes	Yes
Todd	Arrowsmith	2				
Dr. Alexis	Barile	3	Yes	Yes	Yes	Yes
Mitch	Brunyer	4	Yes	Yes	Yes	Yes
Dr. Monica	Colunga	5	Yes	Yes	Yes	Yes
Rob	Dearborn	6	Yes	Yes	Yes	Yes
Ann	Fitzgerald	7	Yes	Yes	Yes	Yes
Gil	Gomez	8	Yes	Yes	Yes	Yes
Mary Jane	Hibbard	9	Yes	Yes	Yes	Yes
Demetre	Howard	10	Yes	Yes	Yes	Yes
Rich	Imbriani	11	Yes	Yes	Yes	Yes
Cleveland	Johnson	12				
Kai	Lyles	13	Yes	Yes	Yes	Yes
Matt	Maeda	14	Yes	Yes	Yes	Yes
David	Parkes	15	Yes	Yes	Yes	Yes
Jim	Perry	16	Yes	Yes	Yes	Yes
Dr. Paula Hart	Rodas	17	Yes	Yes	Yes	Yes
Alicia	Seevers	18	Yes	Yes	Yes	Yes
Erika	Tejeda	19				
Reggie	Thompkins	20	Yes	Yes	Yes	Yes
Total 1 = Yes			17	17	17	17
Total 2 = No			0	0	0	0
Total 3 = Abstain			0	0	0	0
Total Voters			17	17	17	17
Total Yes + No			17	17	17	17
% Yes			100.00%	100.00%	100.00%	100.00%
% No			0.00%	0.00%	0.00%	0.00%
Pass Threshold			50.00%	50.00%	50.00%	50.00%
Pass/Fail			Pass	Pass	Pass	Pass

## **C. I. F. SOUTHERN SECTION**

### **Budget Notes for 2024-25**

Executive Meeting

January 13, 2024

- I. COLUMN 1:** Actual revenue and expenditures in the CURRENT fiscal year (2023-24).
- II. COLUMN 2:** Budget target for CURRENT fiscal year (2023-24).
- III. COLUMNS 3:** Budget target for NEXT fiscal year (2024-25).
- IV. COLUMN 4-8:** Actual revenue and expenditures over the last 5 fiscal years (2018 – 2023).
- V. REVENUE NOTES (page 1):**
  - A. Membership Sports Fees increased from \$75 per sport to \$100 per sport.
  - B. Sports revenue planning for \$2 ticket increase (General) and \$1 ticket increase (Student/Child).
    - 1. General tickets haven't been raised since 2014-15.
    - 2. Student tickets haven't been raised since 2007-08.
    - 3. Increases are for preliminary rounds. Finals ticket prices are flexible based upon venue.
  - C. Golf Entry Fee raised from \$40 to \$50 (to match increase in course expenses).
  - D. Introduction of Tennis Entry Fee of \$20 singles and \$40 for doubles (to match playoff expenses).
  - E. Broadcast Rights:
    - 1. Targeted NFHS contract plus trend on regular season/playoffs/highlights.
  - F. Special Events/C4C revenue projecting modest growth yet conservative based upon trend.
  - G. Support/Marketing:
    - 1. Targeted contracts plus sponsorship "in-kind."
    - 2. Apparel income item is a Marketing Contract in its own category.
  - H. Investment interest income to match 3-year trend.
- VI. EXPENSE NOTES (pages 2-3):**
  - A. Sports expenses projecting 11% increase due to inflation and officials' fees.
  - B. Office related/Travel expenses projections conservative based upon plans and trend.
  - C. Special Events expense projections conservative based upon plans and trend.
  - D. Salaries + FICA (Social Security & Medicare):
    - 1. 1% COLA and 2-6% increases to targeted salary/rate scales for market/competitive alignment.
  - E. Benefits:
    - 1. Projecting 5% increase in major medical for active employees and 2.5% for retirees.
    - 2. CalPERS contributions increased 12.5% based upon projected employer rates and annual unfunded liability mandatory pension contributions.
- VII. OVERALL**
  - A. Balanced budget.
  - B. Planning for normal/trending revenue and expense projections provides management flexibility in navigating finances during fiscal 2024-25.
  - C. Budget preparation philosophy remains conservative with revenue and expense projections.
  - 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

2024 - 2025

	1	2	3	4	5	6	7	8
	23-24 To Date	23-24 Budget	2024-25	2022-23	2021-22	2020-21	2019-20	2018-19
<b>Income</b>								
BASEBALL	-	69,800	58,500	57,197	73,817	60,527	-	81,818
BASKETBALL	-	968,000	1,151,000	1,137,648	946,866	455,354	475,302	411,772
CHEER	-	26,900	44,000	42,935	26,314	-	29,423	23,210
CROSS COUNTRY	99,407	96,600	104,000	101,567	91,855	-	106,064	93,272
FOOTBALL	2,155,091	2,119,000	2,212,700	2,189,462	2,343,657	-	848,237	723,063
GOLF	35,280	83,500	98,000	84,360	83,920	76,227	35,805	75,000
LACROSSE	-	23,900	24,000	22,477	23,004	32,421		
SOCCER	-	94,900	91,000	83,775	110,959	92,411	99,294	92,021
SOFTBALL	-	29,800	37,000	36,084	36,715	33,250	-	23,420
SWIMMING	-	55,400	58,000	57,280	51,196	-	-	61,049
TENNIS	-	-	16,000	-	-	-	-	-
TRACK	-	109,900	127,500	125,334	125,460	99,969	-	119,843
VOLLEYBALL	321,015	519,900	529,000	525,220	516,695	111,541	106,446	146,178
WATER POLO	31,285	53,900	62,000	68,987	53,924	-	53,318	42,896
WRESTLING	-	149,800	159,000	157,440	154,706	64,945	121,483	124,983
APPAREL (Merchandise, T-Shirts, Patches, etc.)	50,000	155,000	170,000	160,000	165,224	40,561	85,825	151,944
FRIENDS OF GOLF	-	47,000	47,000	47,000	47,000	23,500	47,000	47,000
INTEREST (on Investments)	122,232	57,600	57,000	155,392	(237,630)	280,254	80,250	90,673
OTHER INCOME	6,491	-	-	-	387,835	456,100	-	53,190
PUBLICATIONS (Rule Books)	30,064	59,900	62,000	62,379	54,959	28,618	69,711	78,074
SPECIAL EVENTS (HOF-DS, Ath Ad Summit)	54,090	73,800	99,000	101,922	69,309	-	79,281	75,220
SPORT FEES (Membership)	784,125	775,000	1,045,500	765,225	744,225	718,525	638,359	491,600
SUPPORT/MARKETING INCOME	714,689	1,405,000	1,405,600	1,391,004	1,369,128	1,109,518	1,124,917	1,130,791
TV/RADIO/WEB - RIGHTS FEES	241,650	437,900	536,645	685,249	552,973	418,261	403,075	315,625
CHAMPIONS FOR CHARACTER	8,822	74,900	89,000	91,868	77,050	5,935	19,470	83,464
<b>Total Income</b>	<b>4,654,241</b>	<b>7,487,400</b>	<b>8,283,445</b>	<b>8,149,804</b>	<b>7,869,161</b>	<b>4,107,917</b>	<b>4,423,261</b>	<b>4,536,105</b>
<b>Cost of Goods Sold</b>								
Publications COGS	25,715	56,700	53,100	52,556	45,922	23,616	57,491	64,130
<b>Total Cost of Goods Sold</b>	<b>25,715</b>	<b>56,700</b>	<b>53,100</b>	<b>52,556</b>	<b>45,922</b>	<b>23,616</b>	<b>57,491</b>	<b>64,130</b>
<b>Gross Profit</b>	<b>4,628,526</b>	<b>7,430,700</b>	<b>8,230,345</b>	<b>8,097,249</b>	<b>7,823,239</b>	<b>4,084,300</b>	<b>4,365,770</b>	<b>4,471,975</b>



# C.I.F. SOUTHERN SECTION

## Budget Proposal

2024 - 2025

1	2	3	4	5	6	7	8
23-24 To Date	23-24 Budget	2024-25	2022-23	2021-22	2020-21	2019-20	2018-19

<b>Expense</b>							
BADMINTON EXPENSE	-	100	100	-	-	-	47
BASEBALL EXPENSE	-	46,900	48,100	46,004	40,389	37,991	52,270
BASKETBALL EXPENSE	1,709	728,100	831,300	830,588	619,531	332,985	130,786
CHEER EXPENSE	2,081	17,100	18,100	15,965	14,714	-	12,245
CROSS COUNTRY EXPENSE	73,210	66,600	76,200	64,647	63,308	-	50,251
FOOTBALL EXPENSE	312,437	1,302,700	1,357,800	1,337,211	1,291,566	-	79,824
GOLF EXPENSE	47,448	97,600	127,000	123,729	95,900	81,047	76,529
LACROSSE EXPENSE	17	15,300	14,400	10,931	11,403	10,042	189
SOCCER EXPENSE	328	34,100	43,400	35,956	32,802	23,453	30,458
SOFTBALL EXPENSE	-	24,200	27,300	24,426	22,291	19,853	18,082
SWIMMING EXPENSE	19,312	61,300	63,900	52,998	60,272	22,360	46,689
TENNIS EXPENSE	11,380	18,600	24,600	20,389	17,379	8,748	15,708
TRACK EXPENSE	523	85,200	96,600	93,978	76,277	76,226	93,070
VOLLEYBALL EXPENSE	247,926	369,200	431,200	416,486	364,744	83,749	48,846
WATER POLO EXPENSE	13,066	25,100	29,400	25,425	22,148	-	23,940
WRESTLING EXPENSE	6,820	126,600	165,000	162,603	119,955	34,941	108,932
AREA LIAISONS	23,078	44,300	46,800	44,890	42,633	23,224	41,910
AUDITOR	12,000	21,000	25,000	21,700	20,700	20,000	17,000
AWARDS	54,919	68,300	92,100	85,894	63,144	24,969	37,396
BAD DEBT	-	-	-	2,200	-	1,036	5,550
BANK SERVICE CHARGES	1,466	2,300	2,500	2,418	2,032	2,072	2,442
BUILDING MAINTENANCE	18,270	25,300	35,100	29,437	24,272	18,454	26,659
COUNCIL	34,732	52,400	60,100	84,783	44,392	2,462	57,824
DEPRECIATION EXPENSE		71,300	73,000	69,461	68,407	75,159	69,856
DONATIONS	250	49,800	50,100	47,376	795,645	23,874	52,358
GENERAL OFFICE	21,339	28,100	37,300	36,331	22,246	15,051	26,851
INSURANCE (WC, D&O, Life, Bldg)	18,935	28,700	30,100	26,434	25,052	46,062	29,424
INVESTMENT EXPENSE	2,100	4,600	5,100	4,950	2,200	4,300	3,600
LEGAL EXPENSE	3,150	3,200	5,000	1,900	1,913	1,439	1,504
MEDICAL	248,598	385,200	452,712	378,196	348,881	326,904	379,324
MISCELLANEOUS EXPENSE	11,584	1,900	12,000	11,880	2,252	792	553
OFFICE SUPPLIES	35,097	37,300	44,300	42,269	38,478	18,823	32,779
OFFICE SUPPLIES - SMALL EQUIP.	-	4,200	3,500	-	1,503	-	-
OFFICE TRAVEL	23,778	45,000	69,300	78,278	46,318	7,333	32,263

**C.I.F. SOUTHERN SECTION**

**Budget Proposal**

2024 - 2025

1	2	3	4	5	6	7	8
23-24 To Date	23-24 Budget	2024-25	2022-23	2021-22	2020-21	2019-20	2018-19

**Expense (continued)**

<b>PAYROLL TAXES</b>							
CALPERS (Tier I, II & III)	477,635	587,280	659,617	567,552	525,512	471,442	440,479
FICA - SOCIAL SECURITY	62,019	119,306	125,979	110,315	100,246	96,350	99,707
FICA - MEDICARE	15,810	30,916	32,603	29,093	26,849	25,175	26,371
OTHER	-	-	-	-	-	5,889	1,750
<b>Total PAYROLL TAXES</b>	<b>555,465</b>	<b>737,502</b>	<b>818,199</b>	<b>706,960</b>	<b>652,607</b>	<b>598,856</b>	<b>568,308</b>
<b>POSTAGE</b>	<b>9,031</b>	<b>13,500</b>	<b>14,900</b>	<b>14,412</b>	<b>12,502</b>	<b>7,187</b>	<b>10,953</b>
<b>PRESS/MEDIA</b>	<b>47,066</b>	<b>13,400</b>	<b>35,000</b>	<b>31,788</b>	<b>5,588</b>	<b>3,564</b>	<b>10,708</b>
<b>PRINTING/DUPLICATING</b>	<b>12,574</b>	<b>18,800</b>	<b>19,100</b>	<b>18,654</b>	<b>18,740</b>	<b>18,606</b>	<b>18,324</b>
<b>PROFESSIONAL GROWTH</b>	<b>-</b>	<b>868</b>	<b>5,500</b>	<b>-</b>	<b>-</b>	<b>240</b>	<b>720</b>
<b>PROGRAM EXPENSE</b>	<b>474</b>	<b>500</b>	<b>500</b>	<b>474</b>	<b>474</b>	<b>474</b>	<b>474</b>
<b>PUBLICATIONS EXPENSE</b>	<b>9,545</b>	<b>24,300</b>	<b>26,100</b>	<b>25,763</b>	<b>18,471</b>	<b>23,746</b>	<b>25,807</b>
<b>PUBLICATIONS WASTE</b>	<b>-</b>	<b>4,500</b>	<b>5,600</b>	<b>5,631</b>	<b>8,432</b>	<b>2,632</b>	<b>2,955</b>
<b>SALARIES</b>	<b>1,098,570</b>	<b>2,132,130</b>	<b>2,250,810</b>	<b>2,027,504</b>	<b>1,922,263</b>	<b>1,726,266</b>	<b>1,761,450</b>
<b>SALES/USE TAX EXPENSE</b>	<b>1,490</b>	<b>1,600</b>	<b>1,724</b>	<b>1,701</b>	<b>1,115</b>	<b>2,050</b>	<b>938</b>
<b>SECRETARIAL/ADMIN. ASSISTANCE</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>SPECIAL EVENTS (HOF-DS, Ath Ad Summit)</b>	<b>94,875</b>	<b>98,200</b>	<b>102,700</b>	<b>94,441</b>	<b>63,947</b>	<b>-</b>	<b>72,065</b>
<b>SUPPORT/MARKETING EXPENSE</b>	<b>24,054</b>	<b>217,200</b>	<b>219,100</b>	<b>198,812</b>	<b>207,053</b>	<b>134,144</b>	<b>155,338</b>
<b>TAXES (Property)</b>	<b>1,445</b>	<b>2,700</b>	<b>2,700</b>	<b>1,801</b>	<b>2,689</b>	<b>1,493</b>	<b>1,723</b>
<b>TV TO SCHOOLS</b>	<b>-</b>	<b>131,200</b>	<b>176,000</b>	<b>157,000</b>	<b>174,400</b>	<b>78,650</b>	<b>134,750</b>
<b>UTILITIES</b>	<b>4,517</b>	<b>11,600</b>	<b>12,100</b>	<b>11,221</b>	<b>9,787</b>	<b>9,567</b>	<b>12,346</b>
<b>CHAMPIONS FOR CHARACTER EXP</b>	<b>36,322</b>	<b>61,100</b>	<b>65,400</b>	<b>50,331</b>	<b>17,479</b>	<b>-</b>	<b>33,576</b>
<b>WEBSITE TECHNOLOGY</b>	<b>35,426</b>	<b>70,000</b>	<b>76,500</b>	<b>59,549</b>	<b>59,930</b>	<b>52,917</b>	<b>64,898</b>
<b>Total Expense</b>	<b>3,176,404</b>	<b>7,430,700</b>	<b>8,230,345</b>	<b>7,635,776</b>	<b>7,578,224</b>	<b>4,003,740</b>	<b>4,246,524</b>
<b>Net Income/Loss</b>	<b>1,452,122</b>	<b>0.00</b>	<b>0.00</b>	<b>461,473</b>	<b>245,015</b>	<b>80,560</b>	<b>119,246</b>





# MARKETING REPORT

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JANUARY 13, 2024



# Marketing Report

1

- ATHLETIC ADMINISTRATOR'S SUMMIT

2

- SOCIAL MEDIA ACTIVATIONS

3

- FOOTBALL PRESS CONFERENCE LUNCHEON

4

- FALL CHAMPIONSHIP RECAP



# Attendees

Athletic Administrators : 344

Athletic Trainers: 112

Leadership: 137

Vendors: 34 companies - 96 staff

staff/ Speakers/ EC: 49

Total: 738





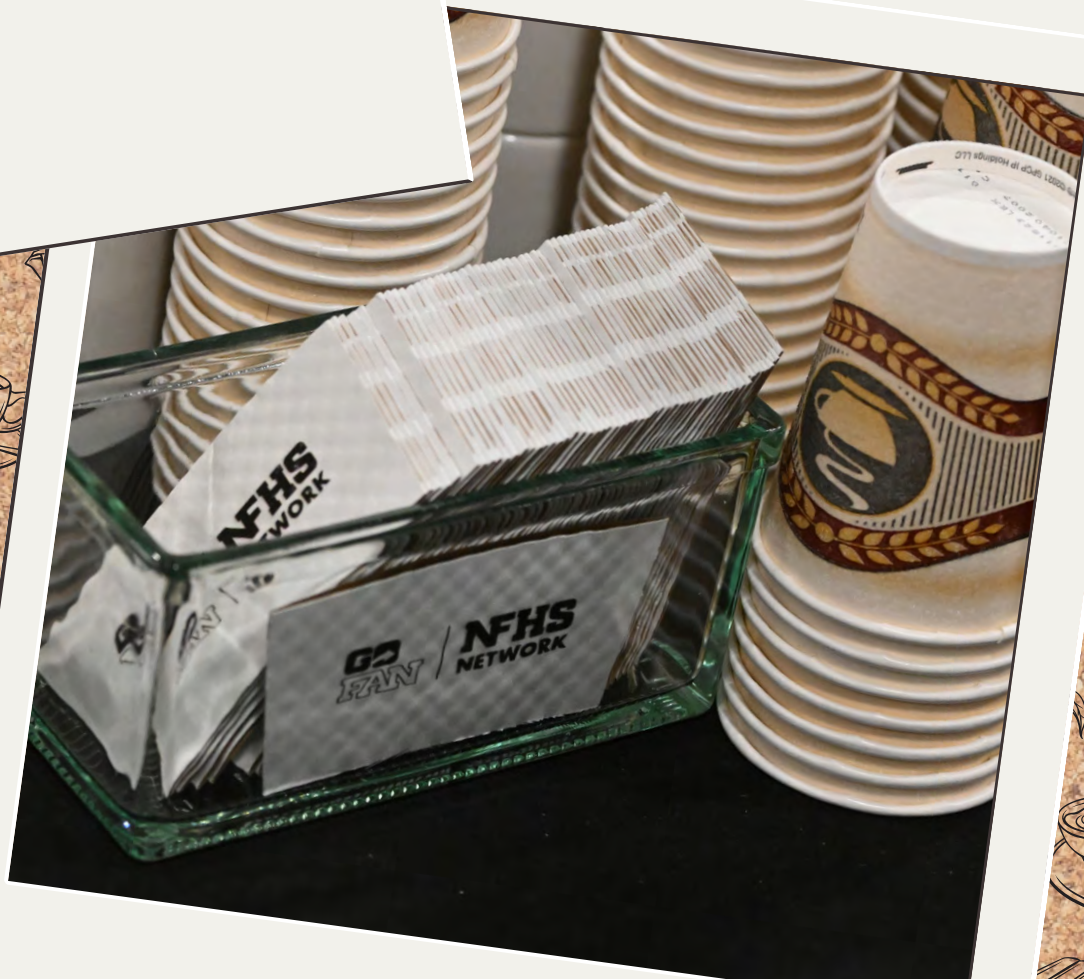
# Presented By:

## eTeamSponsor

- Currently in year 2 of 5. Up for renewal at the 26-27 school year.
- Each year has a 3% escalator with year 5 having a 5%.
- Items that are unique to their partnership:
  - Welcome message to entire group
  - Breakout session
  - table at check - in
  - Logo placement on everything affiliated with the event







# Welcome Breakfast



- This is the 2nd year they have hosted breakfast
- Items that are unique to their partnership:
  - Welcome message to entire group
  - Breakout session
  - Full page ad in the program





2023 Athletic Administrators Summit



Share

# 2023



CIF SOUTHERN SECTION  
ATHLETIC ADMINISTRATORS

# SUMMIT

PRESENTED BY: TeamSponsor

OCTOBER 9, 2023 | RIVERSIDE, CA

Watch on  YouTube



# Social Media Activations

1



**MARINES**  
THE FEW. THE PROUD.®



CIF Southern Section @CIFSS · Dec 11, 2023

It's [#MondayMotivation](#) presented by [@USMarineCorps](#)

"I'd rather regret the risks that didn't work out than the chances I didn't take at all." - Simone Biles

Learn more about the Marines NROTC scholarship! See the [link](#) in bio



2

hoag.

Hoag  
Orthopedic  
Institute

Sports Medicine



CIF Southern Section @CIFSS · Oct 5, 2023

The next Sports Medicine Clinic provided by HOI Sports Medicine is this Saturday! Contact your school's Athletic Trainer or Athletic Director to see if your athlete should make an appointment to see Dr. David Gazzaniga this weekend.  
For more info, see the [link](#) in our bio!

FALL SPORTS MEDICINE  
SATURDAY CLINIC

DATE

OCTOBER 7TH

LOCATION

15000 KENSINGTON PARK DRIVE  
SUITE 350  
TUSTIN, CA 92782

BY APPOINTMENT ONLY\*

Hoag  
Orthopedic  
Institute

Sports Medicine



THIS WEEK'S FEATURED  
PHYSICIAN:



DR. DAVID GAZZANIGA

3



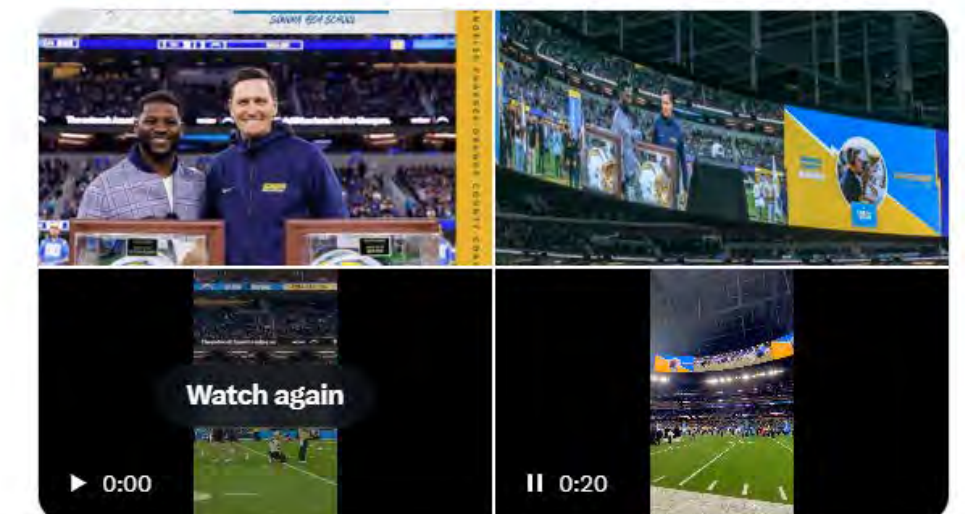
CIF Southern Section @CIFSS · Dec 7, 2023

Introducing the 2023 [@chargers](#) Orange County Coach of the Year... 🏆

Coach Kevin Oberlander from [@SonoraRaidersFB](#)! 🏈🔥⚡

Congratulations Coach Oberlander and thank you to the [@ChargersCR](#) for your continued support in CIF-SS football! ⚡

[#CIFSS](#) [#Chargers](#) [#ChargersCOTY](#)





# Football Press Conference Luncheon Presented by:





# Football Press Conference Luncheon Presented by:



# DIVISION 5

## NEWBURY PARK PANTHERS

PRINCIPAL: STEVE LEPIRE

ATHLETIC DIRECTORS: ETHAN GRAY & JASON KLEIN

HEAD COACH: JOE SMIGIEL

ASSISTANT COACHES: AUSTIN CIVITA, BRANDEN ANDERSON, CESAR MAGDALENO, CHRIS SOURY, DAN DINAPOLI, DOUG DAGAN, GIL MENDOZA, KEVIN KOENIG, RON WILFORD, RYAN COOPER, RYAN HURLEY

LEAGUE: CANYON

LOCATION: NEWBURY PARK

NO.	NAME	YR.	HT.	WT.	POS.
2	REGGIE ZUCKERMAN	11	5'9"	165	DB
3	BEAU SMIGIEL	10	6'1"	165	WR
4	JADEN MACK	12	6'0"	170	WR,DB
5	LANDON BELL	12	6'3"	205	WR,DB
7	BRADY SMIGIEL	10	6'4"	205	QB
8	NOAH MCARTHUR	12	5'8"	160	RB
10	JADEN GRIFFIN	10	5'7"	140	DB
11	TALON GOLD	12	6'0"	190	LB
14	BOHDEN (BOHDIE) ING	11	5'11"	165	P/K
17	DAWSON ARMSTRONG	9	5'11"	155	QB
19	BLAKE BRYCE	11	6'5"	217	TE
20	COLE MILLS	11	5'7"	135	WR
21	SHANE ROSENTHAL	11	5'11"	180	WR,DB
24	JAXON MCKINNEY	12	5'7"	145	RB,DB
25	JAYDEN SMITH	11	5'6"	175	LB
26	CHRISTIAN PAYNE	10	6'0"	160	DB
27	TYLER STROMSOE	9	5'10"	190	LB
28	WILL GARRETT	9	5'8"	159	WR
29	JACKSON BARTLETT	9	6'0"	178	LB
31	LEVI MCKINNEY	11	5'7"	140	DB
32	CODY WIRZ	12	5'9"	160	RB,DB
33	ISAIAH PAYNE	12	5'10"	160	WR,DB
34	COLIN LORENTZ	11	5'10"	155	WR
35	CARTER TAYLOR	9	5'11"	185	LB
36	GEORGE HEES	10	6'3"	179	WR

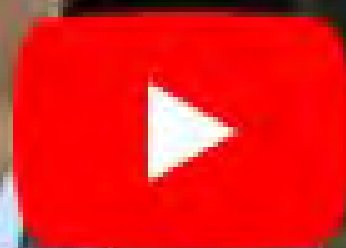
NO.	NAME	YR.	HT.	WT.	POS.
37	URIAH TURNER	9	5'8"	155	WR
38	MICHAEL HOLWICK	10	5'9"	140	DB
44	NATHAN SABATINI	12	5'11"	170	LB
45	BALEN BETANCOURT	10	5'10"	180	LB,RB
50	CHRISTIAN BEDNARZ	9	5'11"	180	OL
53	PRESTON MARCHLIK	12	6'2"	250	OL
55	RALLY SPERRY	10	5'11"	167	DL
58	LUKAS RUGEE	12	6'0"	192	OL
64	JOEL GONZALEZ	11	5'11"	250	OL
65	JUSTIN ZEDLAR	12	5'9"	217	DL
67	BLAKE GIBSON	10	5'11"	210	OL
68	CARTER BLEVINS	10	5'11"	180	LB,RB
71	TYLER SEEFELDT	10	6'2"	193	OL
72	ETHAN GONZALEZ	12	6'2"	180	DL
72	JUAN MOYA	12	5'10"	190	OL
74	ARAYA STOLSIG	11	6'4"	220	OL
75	CARSON BERRY	12	6'5"	270	OL
77	JUAN MOYA	12	5'10"	210	OL
78	NOAH ANTOL	9	6'2"	276	OL
79	ANGELO SAROUKOS	11	6'4"	305	OL
80	TASMAN CASSELL	12	6'0"	180	WR
82	CHRISTIAN GUZMAN	9	5'9"	145	WR
84	DREW ADAMSON	10	5'10"	160	P/K
87	MICHAEL GUZMAN	11	6'0"	200	DL
91	THOMAS FORD	12	6'2"	300	DL






# 2023 CIFSS Football Press Conference Luncheon

Share



Watch on  YouTube



**TOM TELESKO**  
CHARGERS GENERAL MANAGER





Football



Cross Country



Boys Water Polo



Girls Tennis:



Girls Volleyball:

Girls Golf







## Football

New Venue:  
LA Memorial Coliseum



## Cross Country

Last Minute  
Rain Course



## Boys Water Polo

New Venue:  
Mt. Sac

Home Site:  
Dos Pueblos



## Girls Tennis:

Additional Venue

New Venue:  
Pomona Pitzer College



## Girls Tennis:

Division Added  
(Open - Division 6)

## Girls Golf

New Individual Sectional  
(Central)

Courses change every  
year







## 2023 CIFSS Fall Wrap-Up

Share



Watch on  YouTube



# Boys Water Polo





# Boys Water Polo





# Boys Water Polo





# Boys Water Polo



ROYAL				AYALA			
							
GAME							
PERIOD							
1	15					15	1
2	16					16	2
3	17	SHOT				17	3
4	18					18	4
5	19	TIME OUTS LEFT		TIME OUTS LEFT		19	5
6	20					20	6
7	21					21	7
8	22	TIME OUT TIME				22	8
9							9
10							10
11							11
12		EXCLUSIONS		EXCLUSIONS			12
13							13
14							14
							
				DIVISION 5			

CANYON				EL SEGUNDO			
		GAME PERIOD					
1	15	SHOT			15	1	
2	16				16	2	
3	17				17	3	
4	18				18	4	
5	19				19	5	
6	20	TIME OUTS LEFT	TIME OUTS LEFT		20	6	
7	21	TIME OUT TIME			21	7	
8	22				22	8	
9						9	
10						10	
11						11	
12		EXCLUSIONS			EXCLUSIONS	12	
13						13	
14						14	
							
		DIVISION 3					





# CIF-SS Cross Country Prelims Wrap-Up 2023

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Watch on  YouTube





# Cross Country



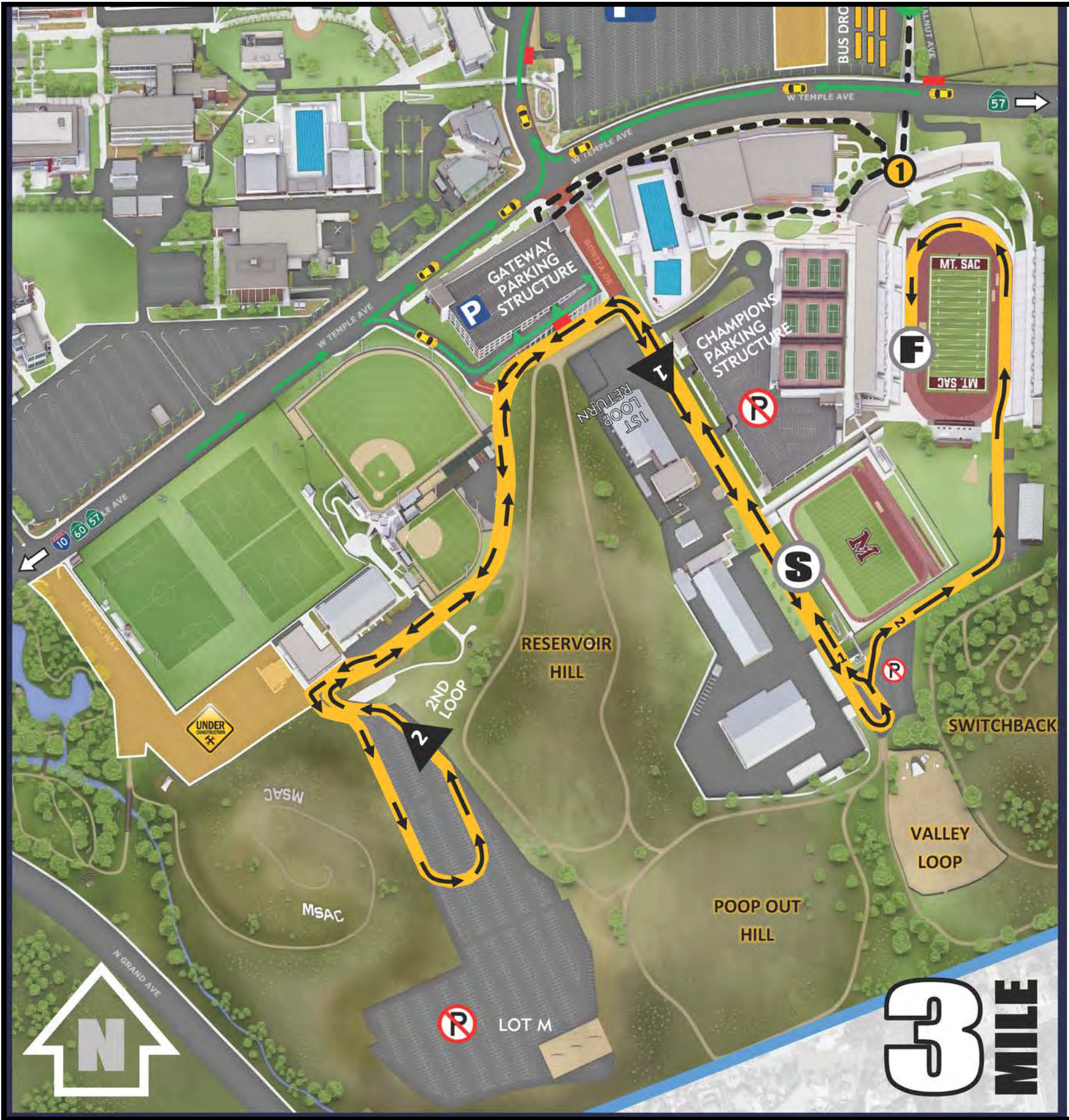


# Cross Country





# Cross Country





# Cross Country



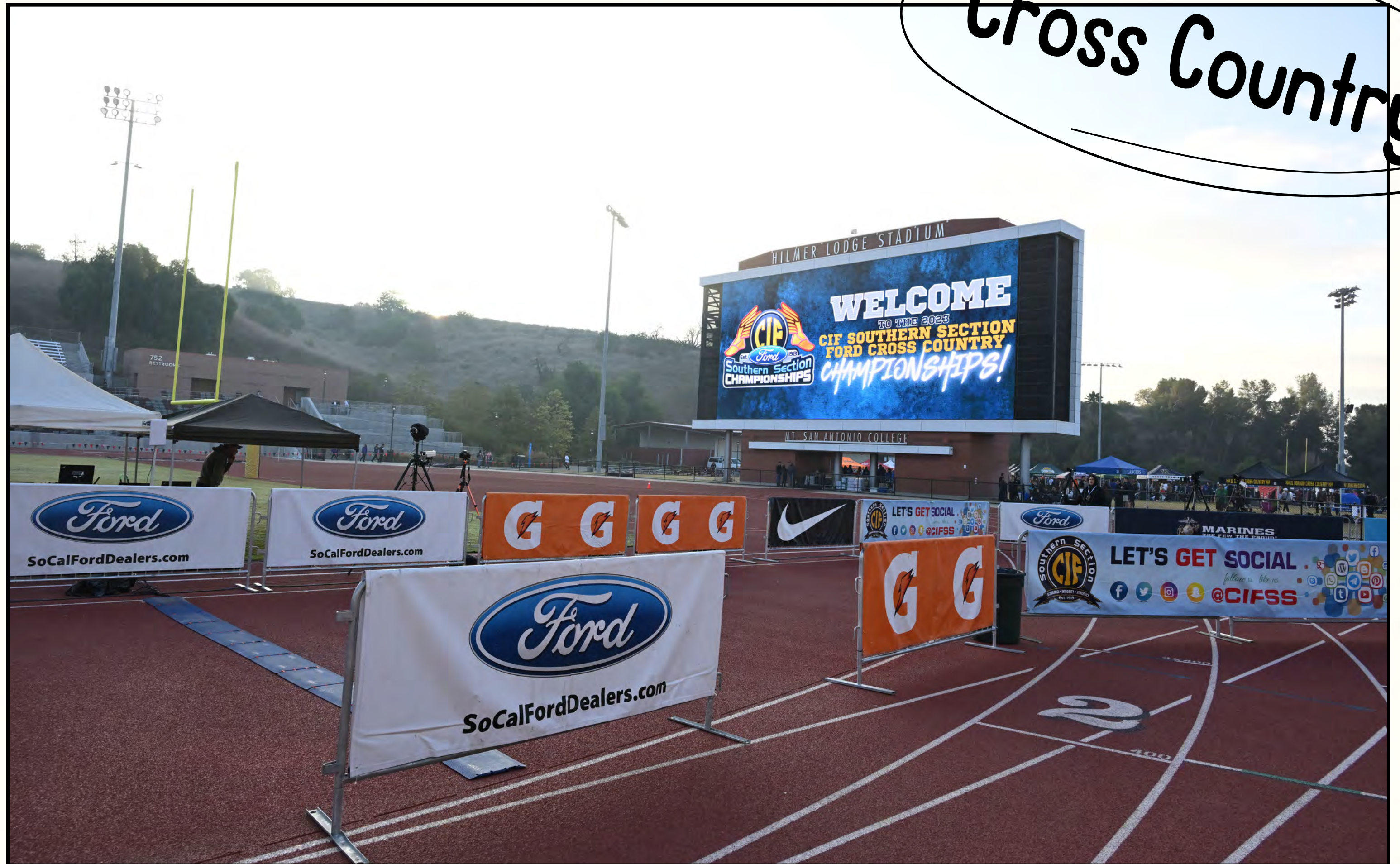


# Cross Country





# Cross Country





# Cross Country



Who am I ?



# Cross Country





# Cross Country





# Girls Tennis

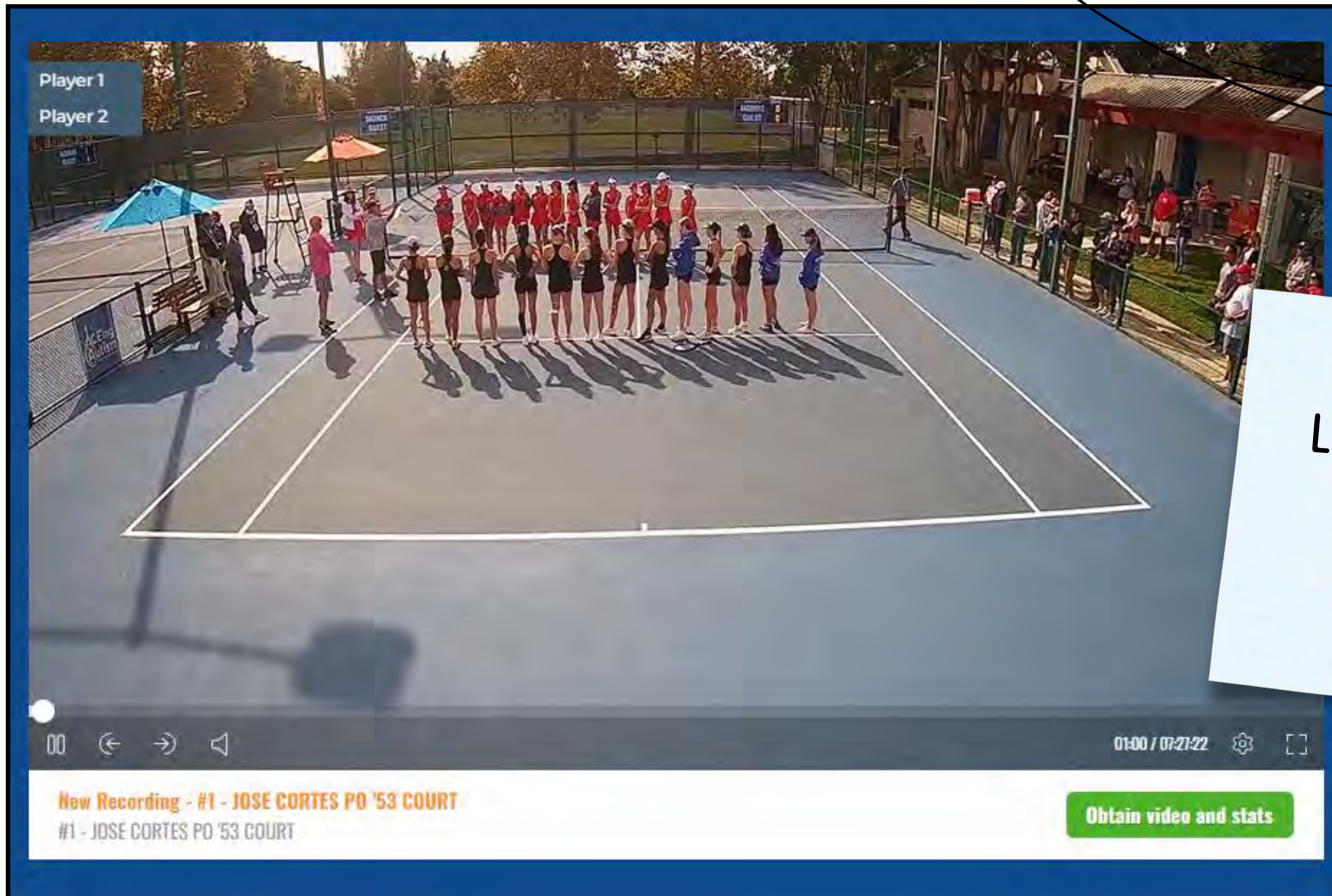


Pomona Pitzer  
College





# Girls Tennis



Live Streaming!



# Girls Tennis

Friday, November 10, 2023



Mater Dei 3  
Westlake 3

New Recording - #3



Mater Dei 3  
Westlake 3

New Recording - #3



Team 1  
Team 2

New Recording - #8



Team 1  
Team 2

New Recording - #8

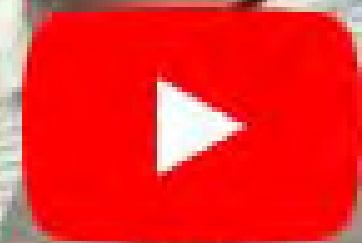




# 2023 CIFSS-Ford Football Championships



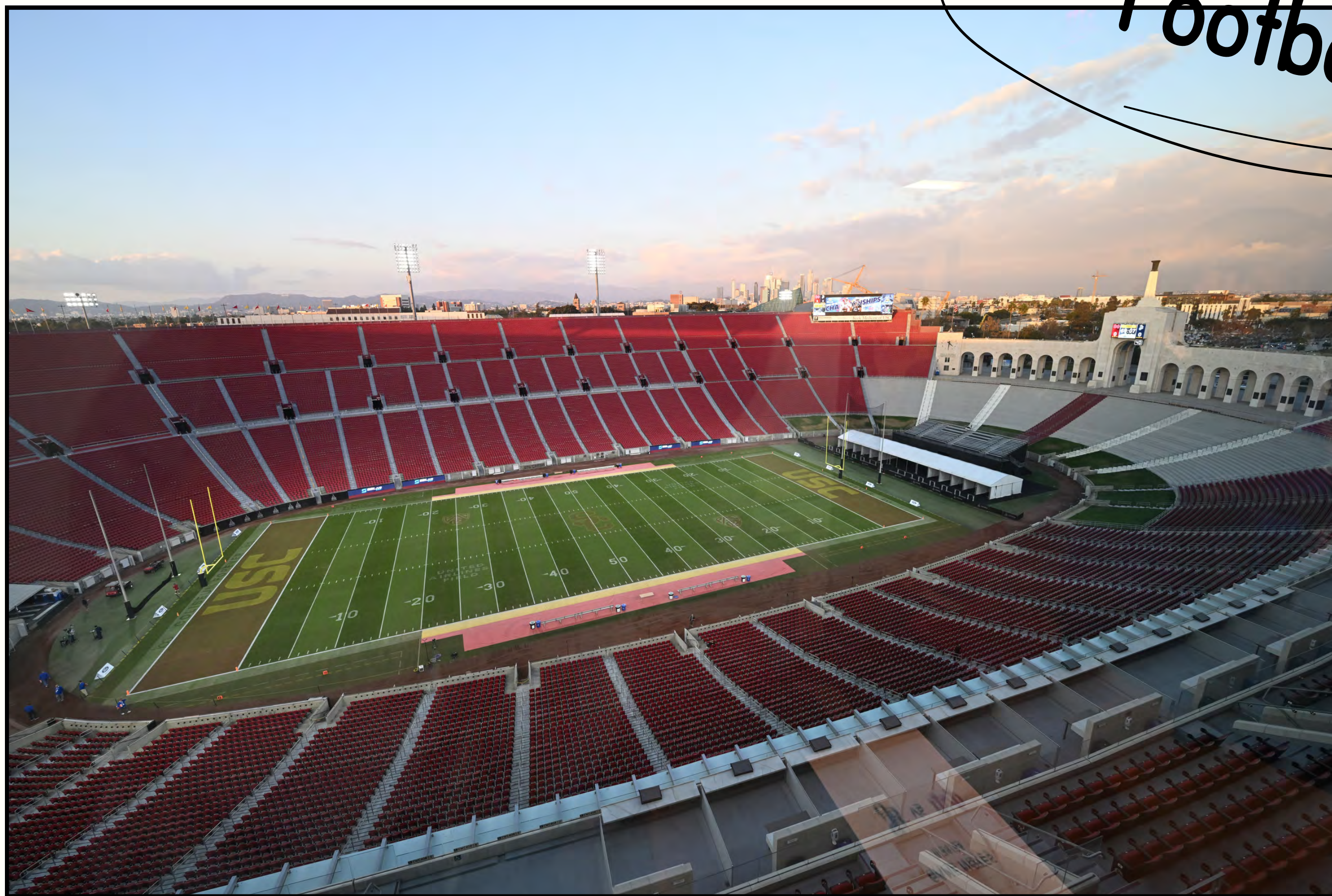
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Watch on  YouTube



# Football





# Football



Ford on site  
activation



[SoCalFordDealers.com](http://SoCalFordDealers.com)





# Football



Ford on site  
activation

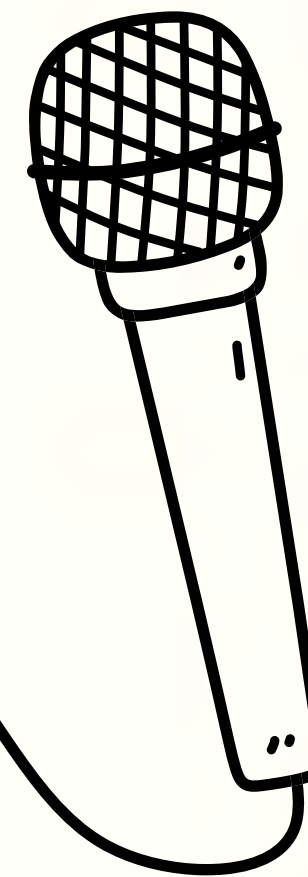


[SoCalFordDealers.com](http://SoCalFordDealers.com)





# Football





# Football

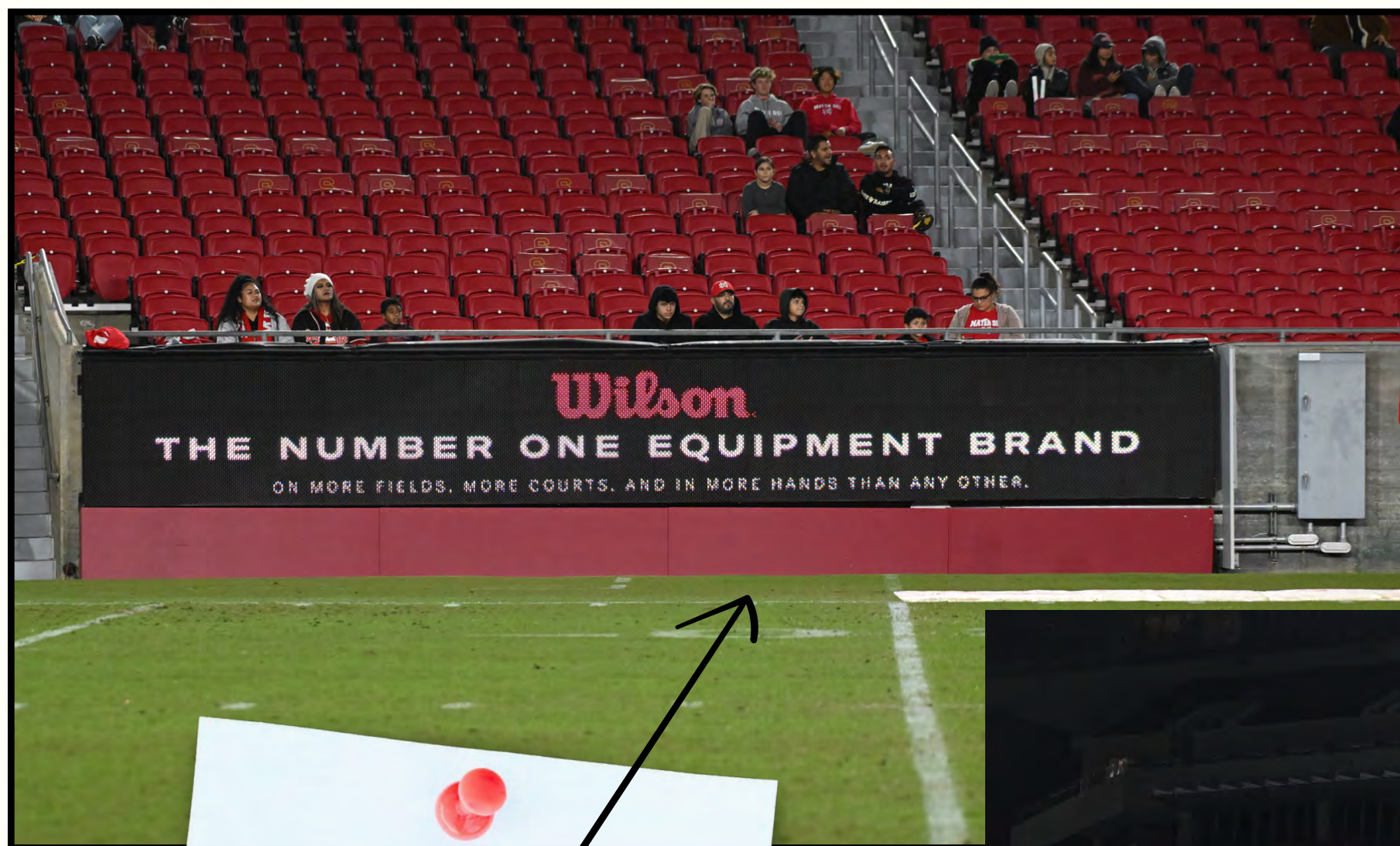


Freeway Signage



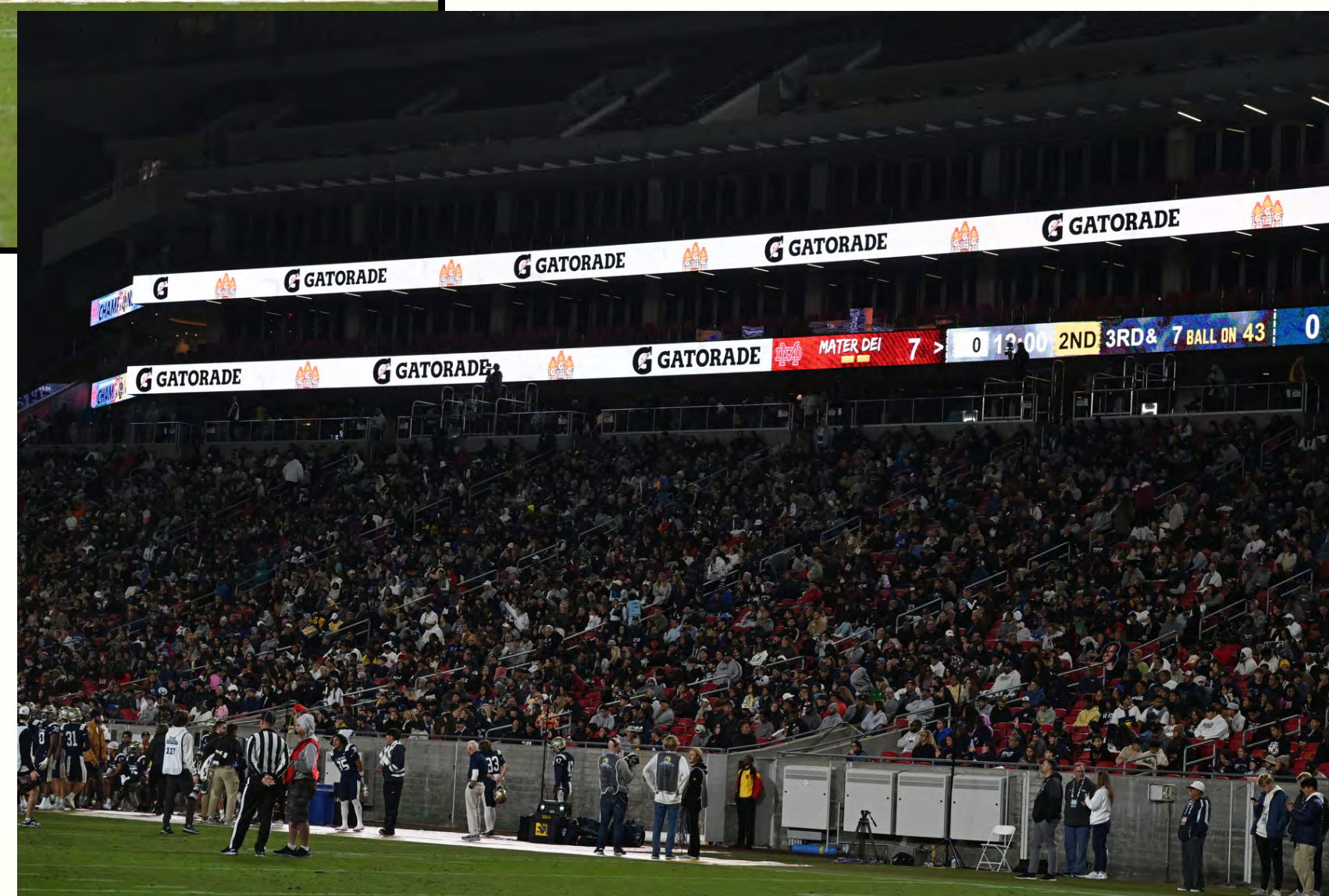


# Football



Field LED Boards

Full Ribbons





# Football






Main Video Board






# Football




BALL ON



**BROADCAST**


**GAME STATS**

**MATER DEI** 

**RUSHING**

**PASSING**


**TOTAL**


**ST. JOHN BOSCO** 

**RUSHING**

**PASSING**

**TOTAL**



 **Southern Section CHAMPIONSHIPS** @CIFSS

2022 **CIF-SS FORD**

 **CHAMPIONS**

**DIVISION 1 FOOTBALL**





## **2023 CIF CHAMPIONSHIP OPENING TEASE FINAL**

This is "2023 CIF CHAMPIONSHIP OPENING TEASE FINAL" by Bally Sports West SoCal on Vimeo, the home for high quality videos and the people who love them.

 [vimeo.com / Nov 25. 2023](https://vimeo.com/Nov_25_2023)



**C. I. F. SOUTHERN SECTION**  
**Financial Report**  
Executive Committee Meeting  
January 13, 2024

**I. CIF-SS FALL SPORTS REVENUE (Compared to prior year)**

	2023-24	2022-23	Diff.
Football	\$2,156,538.00	\$2,147,006.00	\$9,532.00
Girls Volleyball	\$321,035.00	\$331,819.00	(\$10,784.00)
Cross Country	\$99,407.00	\$101,567.00	(\$2,160.00)
Boys Water Polo	\$31,285.00	\$45,038.00	(\$13,753.00)
Girls Golf	\$35,280.00	\$34,360.00	\$920.00
Girls Tennis	\$0.00	\$0.00	\$0.00
TOTALS	<b>\$2,643,545.00</b>	<b>\$2,659,790.00</b>	<b>(\$16,245.00)</b> (0.6%)

**II. CIF-SS FALL SPORTS REVENUE (Compared to budget)**

	ACTUALS	BUDGET	Diff.
Football	\$2,156,538.00	\$2,119,000.00	\$37,538.00
Girls Volleyball	\$321,035.00	\$348,333.00	(\$27,298.00)
Cross Country	\$99,407.00	\$96,600.00	\$2,807.00
Boys Water Polo	\$31,285.00	\$29,950.00	\$1,335.00
Girls Golf	\$35,280.00	\$35,000.00	\$280.00
Girls Tennis	\$0.00	\$0.00	\$0.00
TOTALS	<b>\$2,643,545.00</b>	<b>\$2,628,883.00</b>	<b>\$14,662.00</b> 0.5%

**III. FALL GOFAN EVENTS and PARTNER SHARE:**

		TICKETS	
Football	224	249,855	
Girls Volleyball	282	41,598	
Cross Country	3	11,027	
Boys Water Polo	2	3,463	
TOTALS	<b>511</b>	<b>305,943</b>	<b>\$ 122,377.20</b>
			<i>CIF-SS Share</i>

**IV. FALL OFFICIALS PAID (Arbiter):**

Football	1,089	\$ 147,005.00
Girls Volleyball	896	\$ 70,542.00
Boys Water Polo	44	\$ 3,104.00
TOTALS	<b>2,029</b>	<b>\$ 220,651.00</b>

**V. FALL PLAYOFF EXPENSE/PROFIT SPLITS DISBURSEMENTS:**

- A. Girls Volleyball expense/profit splits \$\$\$ (checks & ACH) sent on January 8, 2024.
- B. Football (8 Person) profit splits \$\$\$ (checks & ACH) sent on January 8, 2024.
- C. Football (11 Person) expense/profit splits \$\$\$ (checks & ACH) week of January 16, 2024.

Prepared by:  
MITCH CARTY, Chief Financial Officer



**C. I. F. SOUTHERN SECTION**  
**Treasurer's Report**  
Executive Committee Meeting  
January 13, 2024

**I. CIF-SS ANNUAL AUDIT (2022-23):**

- A. Harrington Group concluded audit fieldwork.
  - 1. Preparing final financial statements, audit report and tax return.
  - 2. Proposal for audit acceptance at next Executive Committee meeting, following Audit Committee meeting.

**II. FINAL PROFIT & LOSS FOR 2022-23:**

A. Revenue:	\$8,149,804
B. <u>Expense:</u>	<u>\$7,688,331</u>
<b>C. Net Income:</b>	<b>\$461,473</b>

- D. NOTE: Last entry to be made is the “pension expense” line item which Harrington and Mitch Carty are wrapping up in the next two weeks.

**III. INVESTMENT RESERVES**

- A. Fiscal gain of \$155,392 in 2022-23.
- B. Current balance at 12/31/2023: \$3,669,260
- C. Gain of \$122,232 in fiscal 2023-24 thus far (strong Nov & Dec, 2023).

**IV. CALIFORNIA DEPARTMENT OF EDUCATION GRANT**

- A. \$2.7 million to spend in fiscal 2022-23 and 2023-24.
  - 1. \$1,550,000 spent on membership fees waived.
  - 2. \$119,640 spent on Golf Entry fees waived.
  - 3. \$111,400 spent on Athletic Admin Summit fees waived.
  - 4. \$80,000 spent on Athletic/Activities Director Association donations.
  - 5. \$50,000 spent on CIF-SS History project.
  - 6. \$24,000 spent on Wrestling Coaches Association fees waived.
  - 7. \$30,000 spent on Track Officials fees waived.
  - 8. **\$734,960 left to spend.**

Prepared by:  
*MITCH CARTY, Chief Financial Officer*