

# FINANCE/PERSONNEL COMMITTEE

## Committee Members:

Ron Butler, Chair  
 Joe Poletti, Vice Chair  
 Darrin Hartness  
 Brooks Matthews  
 Sandy George  
 Rodney Shotwell

## Staff:

Que Tucker  
 Karen DeHart

AGENDA ITEM	RECOMMENDATION	SUPPORTING INFORMATION
1. Follow up from December 2016 Board Meeting – Investment Insurance Policies (Attachment FP 1)	Based upon further research and review of NCHSAA Insurance Investment Policies, recommend that policies be banded into groups and phased out accordingly. Russell James from Senn Dunn Insurance will present.	<b>Rationale:</b> TBD based on committee discussion. <b>Budget Impact:</b> <b>Educational Impact:</b> <b>Equity Impact:</b> <b>Effective Date:</b>
2. 2016-17 Budget Review (Attachment FP 2)	Discussion Item: Review of 2016-17 budget versus actual revenues and expenses through 3/31/2017.	<b>Points of Discussion:</b> <ul style="list-style-type: none"> <li>• Playoff Revenue to-date is higher than projected in all sports with the exception of basketball (as of 3/31/17, basketball revenues had not been received from either venue) and soccer (women's soccer is a spring sport so no playoff revenues have been received yet). Lacrosse revenue is from prior fiscal year but was received after audit cut-off date.</li> <li>• Corporate receivables are on target accordingly with invoice schedule and payment dates.</li> <li>• Other revenue total has exceeded budgeted amount for the year.</li> <li>• Expenses in line with budgeted amounts with exception of 1. Legal expense is slightly over budget due to an eligibility suit; 2. Insurance expense is over budget as a result of higher insurance costs than anticipated and unexpected life insurance premium payments.</li> </ul>

<p>3. 2016-17 Sports Comparison Review (Attachment FP 3)</p>	<p>Discussion Item: Review of 2016-17 sports comparison financial report relative to previous year(s).</p>	<p><b>Points of Discussion:</b></p> <ul style="list-style-type: none"> <li>• Volleyball: gross revenues down from previous 2 years and attendance down from previous year; team expenses consistent with last year while host school expenses (during playoffs) are down; NCHSAA expenses and allocated corporate funding increased and net to NCHSAA and schools' shares down from previous year.</li> <li>• Cross-country: gross revenues and attendance slightly down for 2015-16, team expenses and corporate funding allocated remain consistent, NCHSAA expenses decreased by about \$3,000 and therefore, NCHSAA net increased by \$3,000 .</li> <li>• Cheer: gate and program sales down from 2015-16 while other revenues increased slightly. NCHSAA expenses increased by \$11,000 and more corporate funding was allocated to offset those increased expenses. NCHSAA net was down by about \$ 3,300.</li> <li>• M. Soccer: gross revenues, attendance, team and NCHSAA expenses and corporate funding allocation all up slightly from previous year. Host school expenses (in playoff) down by almost \$20,000 while schools' shares up by \$28,000. NCHSAA net down by over \$7,000 from last year.</li> </ul>
<p>4. Review of Investment Summaries (Attachment FP 4)</p>	<p>Review of investment accounts based on summary reports from management groups through 3/31/2017.</p>	<p><b>Points of Discussion:</b> An overview and summary of money managers' commentary of NCHSAA accounts performance will be presented.</p>

5. Funds Distributed to Member Schools – Review (Attachment FP 5)	Discussion Item: Review of various methods of presenting information relative to funds distributed to membership.	<b>Points of Discussion:</b> <ul style="list-style-type: none"> <li>• In previous years, staff has shown funds distributed annually back to schools as a lump sum and various revenue sources.</li> <li>• To better demonstrate funds distributed back to schools, staff will create a breakdown by each region of the funds distributed and from which source.</li> <li>• Slides depicting funds distributed back to schools are shown during the September Regional Meetings.</li> </ul>
6. Strategic Plan - 2017-2022 (Attachment FP 6)	Review of existing 5-year plan.	<b>Points of Discussion:</b> <ul style="list-style-type: none"> <li>• Current 5-year plan expires 6/30/17</li> <li>• Strategies and priorities for the 2012-2017 term have been completed.</li> <li>• A draft for the next 5-year period (2017-2022) has been created through facilitation by Dr. Larry Price and discussion and input from the Education and Athletics Committee and NCHSAA Staff. Dr. Price will present draft to full Board.</li> </ul>
7. Ticket Price Reviews (Attachment FP 7)	Discussion Item: Review of ticket prices charged in other Section 3 states (LA, MS, TN, FL, AL, SC, GA) relative to NC.	<b>Points of Discussion:</b> <ul style="list-style-type: none"> <li>• NC football championship tickets are less expensive than 5 other states who charge more than \$10.</li> <li>• NC basketball championship ticket prices are in line with 5 of the other states while 2 states charge more than \$10.</li> <li>• NC volleyball championship tickets are in line with 5 of the other states.</li> <li>• NC wrestling championship ticket prices are in line with 5 other states.</li> </ul>

<p>8. Radio and Television Fee Review (Attachment FP 8)</p>	<p>Raise the Live Radio Fee for football and basketball playoff and state championship games from \$50 per game to \$100.</p> <p>To encourage coverage, we suggest maintaining the current \$50.00 Live Radio Fee for broadcasts during the playoffs for all other sports.</p>	<p><b>Rationale::</b> These events are valuable to media outlets and they can more easily generate revenue due to wide general interest by the public. NCHSAA Live Radio Fee rate is the lowest of state associations within Section 3 and has not been revised in decades.</p> <p><b>Budget Impact:</b> Potential revenue increase from Live Radio broadcasts.</p> <p><b>Educational Impact:</b> NA</p> <p><b>Equity Impact:</b> NA</p> <p><b>Effective Date:</b> 2017-2018 school year</p>
<p>9. Spectrum Sports contract (Attachment FP 9)</p>	<p>Discussion Item: Update regarding contract and future of television/digital world with respect to NCHSAA member school and playoff games/events coverage.</p>	<p><b>Points of Discussion:</b></p> <ul style="list-style-type: none"> <li>• Current contract expires 6/30/2017. Spectrum is cutting out the sports channels and therefore, not renewing with NCHSAA for future year(s).</li> <li>• Spectrum has declined to cover track &amp; field, softball and baseball in spring 2017 (all VOD). They will cover live, on-air/live streaming for women's soccer and men's &amp; women's lacrosse.</li> <li>• Staff has secured live streaming contracts to cover track &amp; field, softball and baseball events.</li> <li>• Staff has opened discussions with several media companies for future coverage.</li> </ul>

<p>10. Fine revenues collected from coaches' certification non-compliance (Attachment 10)</p>	<p>Approve use of fine monies collected (from non-compliance with coaches' certification requirements) to offset costs for coaches to take CIC and AIC courses.</p>	<p><b>Rationale</b> Provides incentive for schools to encourage coaches to become certified through CIC, AIC courses.</p> <p><b>Budget Impact:</b> Currently, all fine monies collected are restricted to endowed funds.</p> <p><b>Educational Impact:</b> Encourages coaches to become certified and offers professional development opportunities.</p> <p><b>Equity Impact:</b> Funds will be available to offset course costs for male and female coaches, across sports.</p> <p><b>Effective Date:</b> July 1, 2017</p>
<p>11. Staff Updates</p>	<p>Discussion Item: Status update regarding personnel changes.</p>	<p><b>Points of Discussion:</b> Tiffany Worthen resigned as Assistant to Supervisor of Officials effective 2/28/2017. Interviews have taken place and Caitlin McMinnen will start May 22, 2017.</p>