Finance & Personnel Committee

Committee Members: Jerry Simmons, Brad Craddock, Neil Blankenship, Chris Blanton, Stephen Gainey, Wendell Hall

Staff: Que Tucker, Karen DeHart

AGENDA ITEM	RECOMMENDATION	SUPPORTING INFORMATION
1. 2019-2020 Budget Review **Attachment FP 1**	Review of 2019-2020 budget versus actual revenues and expenses through 03/31/2020. **Points of Discussion:** Review of budget from 07/01/19 through 03/31/2020.	****Discussion Item****
2. 2019-2020 Sports Revenue Comparison **Attachment FP 2**	Review of 2019-2020 sports comparison financial report relative to previous year(s). **Points of Discussion:** Review of sports' expenses and revenues to-date for fall 2019.	**** Discussion Item ****
3. Investment Reports & Summaries **Attachment FP 3** **(Provided at Board Meeting)**	Review of investment accounts based on market report perspectives from management groups and quarterly statement ending 3/31/2020. **Points of Discussion:** An overview and summary of money managers' commentary of NCHSAA accounts performance will be presented. Morgan Stanley will present to full Board via Zoom.	****Discussion item****

AGENDA ITEM	RECOMMENDATION	SUPPORTING INFORMATION
4. NCHSAA Education-based Grant Program Report **Attachment FP 4**	Report regarding the newly launched NCHSAA Grant Program including applications, awards and projects funded.	****Discussion Item****
5. Fine Money Usage **Attachment FP 5**	Status report regarding use of fine monies (collected from coaches' failure to take required courses through NFHS Learn). **Points of Discussion:** Coaches who have completed AIC, CIC or both will be eligible to receive partial reimbursement for courses accepted for accreditation.	****Discussion Item****
6. NFHS Network/Sinclair Broadcasting Group (SBG) Updates **Attachment FP 6**	Review of NFHS Network streaming data for 2019-20 events vs. 2018-19 events and School Broadcast Programs (SBP) in place to-date. Review of SBG data for 2019-2020 compared to 2018-2019 (football only).	**** Discussion Item****

AGENDA ITEM	RECOMMENDATION	SUPPORTING INFORMATION
7. Ticket Pricing for Select Events **Attachment FP 7**	Recommendations: **2020-2021 School Year** - A. Increase State Cross-Country admission ticket price from $6.00 to $8.00 (plus $2.00 parking fee per ticket). B. Increase Dual Team Wrestling admission ticket prices as follows: a. 1st Round/2nd Round - $8.00 ($2.00 Increase) b. 3rd Round/Regionals - $8.00 ($2.00 Increase) c. State Championships - $10.00 ($2.00 Increase) **2021-2022 School Year** - C. Initiate admission ticket sales at Dual Team Men's and Women's Tennis. a. To-date, no admission has been charged for Dual Team Tennis. b. Consider a $5.00 admission for all people over the age of 5 years. D. Adjust admission prices for Individual State Wrestling playoff events as indicated on handout. E. Discussion regarding regional and/or State Basketball Championship ticketing.	**Rationale:** A. Cross-Country State Championships: Cross Country State Championship revenue is the sole source of income to cover expenses at both regional and state meets, prior to including sponsorship dollars. With rising costs of hosting cross-country meets efficiently, an increase in ticket pricing would help offset meet expenses. There has not been an increase to cross-country ticketing for several years. B. Dual Team Wrestling Playoffs/State Finals: See attached handout. C. Dual Team Tennis Championships: Event costs offset by grant funding from NC Tennis Foundation which is split between Individual and Dual Team Tennis and Wells Fargo grant for awards expenses. Additional funding would help offset remaining expenses. D. Individual Wrestling playoffs: See attached handout. E. Discussion item. **Budget Impact:** Will provide a source of revenue to offset event expenses (cross-country and dual team tennis); will increase NCHSAA and regional host school share of net gate revenue (dual team and individual wrestling). **Educational Impact:** NA **Equity Impact:** Applies to both men and women. **Effective Date:** Cross-Country and Dual Team Wrestling: 2020-2021 school year. Dual Team Tennis and Individual Wrestling events: 2021-2022 school year.

AGENDA ITEM	RECOMMENDATION	SUPPORTING INFORMATION	
8. Funds Distributed to Member Schools at Year-end. **Attachment FP 8**	Recommend revising the calculation method for distribution of funds back to schools. See attachment for outline of current versus proposed calculation methods.	**Rationale:**	Revised formulas for more effective distribution of funds to better assist schools financially.
		Budget Impact:	In general, schools in need will receive more funds while schools with less need will receive somewhat less funding. Better distribution of funds to membership.
		Educational Impact:	Additional funds to schools in need may allow them to positively impact their students more effectively through education-based athletic programs.
		Equity Impact:	All schools will continue to receive funds but those in higher need will receive additional funding.
		Effective Date:	Concurrent with summer 2020 distribution of funds.

AGENDA ITEM	RECOMMENDATION	SUPPORTING INFORMATION	
9. Endowment Fund Request	Recommend approval for $150,000.00 in interest earnings to be drawn down and available to use to offset regional and/or championship event expenses for events hosted in Wake County in 2020-2021 to augment funding received by City of Raleigh and/or Greater Raleigh Sports Alliance. Unused funds will be reinvested.	**Rationale:**	The City of Raleigh and the Greater Raleigh Sports Commission must reduce the amount of funding they can collectively provide to the NCHSAA for help in underwriting event expenses for events hosted in the 2020-2021 year due to lack of resources as a result of COVID19 and its impact on tourism and community programming needs. About fifty percent of NCHSAA championships are currently hosted within Wake County and we have a thirty+ year relationship.
		Budget Impact:	For the 2020-21 academic year, Raleigh city representatives are confident that they can maintain 66% of the current budgeted amount of $267,339 which would put the City of Raleigh contribution at $176,500.00. GRSA may be able to provide $30,000- $40,000 in 2020-2021 to underwrite hospitality-related expenses but their budget is currently restricted until some economic recovery begins. Since Host City Partner funding is included in the annual operating budget, we will see a decrease in overall revenues for 2020-2021. Raleigh funding resources enable all Wake County-hosted event expenses to be underwritten, thus allowing participating schools full playoff shares in team sports and fund availability for the schools participating in individual sport championships.
		Educational Impact:	N/A
		Equity Impact:	Funding from endowment fund interest income would be used to help augment City of Raleigh/GRSA funds for both boys' and girls' regional and/or championship events hosted in Wake County.
		Effective Date:	07/01/2020

AGENDA ITEM	RECOMMENDATION	SUPPORTING INFORMATION
10. Personnel-related Updates	Miscellaneous- will be presented in Committee.	**** **Discussion Item** ****

Finance & Personnel Committee:

FP 1 Collapsed 2019-2020 Budget with actuals through March 31, 2020 is attached.

FP 2 Revenue Comparison Totals, 2019-2020 to-date with previous 3 years attached.

FP 3 Investment money manager comments regarding economy/marketplace attached.

FP 4 NCHSAA Education-based Grant Program: We received 28 grant applications totaling $541,546.00; 17 requests were at least partially funding totaling awards of $120, 595.00; $29,405.00 in grant funding is available, if necessary, to make any adjustments.

FP 5 Fine Money Usage: A total of $42,250.00 in fine monies has been collected for coaches' failure to complete required certification courses. These funds will be used to reimburse 50% of the course fees for coaches who have become AIC and/or CIC certified between April 1, 2019 and 4/30/2020. Through 4/20/2020, 436 AIC's and 160 CICs have been recorded.

FP 6 NFHS Network Streaming data, School Broadcast Program list and Sinclair Broadcasting Group data attached.

FP 7 Staff recommends that Cross-Country and Dual Team Wrestling State Championship ticket admission prices increase for the 2020-2021 school year by $2.00 per ticket ($8.00 for Cross-Country and $10.00 for Dual Team Wrestling).

Staff recommends that ticket admission prices increase in Individual Wrestling Playoffs and State Championships and that NCHSAA initiate ticket admission sales for Dual Team Tennis for the men's and women's State Championships ($5.00) in 2021-2022 school year.

Discussion to be held regarding potential to offer session tickets for regional and state basketball events.

FP 8 Staff recommends a revision of formulas/distribution methods for funds back to member schools at year-end; see attached information relative to current method and proposed method.

FP 9 Personnel-related information will be shared during the meeting.

NORTH CAROLINA HIGH SCHOOL ATHLETIC ASSOCIATION

2019-2020

OPERATING TOTALS AS OF MARCH 31, 2020

REVENUES

PLAYOFFS	YTD Actual	19-20 Budget
TOTAL PLAYOFF REVENUE	$ 1,110,763.00	$ 1,385,000.00
TOTAL CORPORATE SPONSORSHIPS	$ 438,489.00	$ 1,209,241.00
TOTAL OTHER REVENUE	$ 1,921,681.00	$ 1,893,500.00
TOTAL REVENUE	$ 3,470,933.00	$ 4,487,741.00

EXPENSES

TOTAL SALARIES & BENEFITS	$ 911,800.00	$ 1,287,500.00
TOTAL TELEPHONE/UTILITIES	$ 21,901.00	$ 32,000.00
TOTAL MEETING EXPENSE	$ 73,317.00	$ 149,000.00
TOTAL AWARDS	$ 81,484.00	$ 178,000.00
TOTAL PROFESSIONAL SERVICES	$ 159,086.00	$ 225,000.00
TOTAL TRAVEL	$ 3,646.00	$ 12,000.00
TOTAL INSURANCE	$ 475,047.00	$ 483,000.00
TOTAL PRINTING/PUBLICATIONS	$ 88,779.00	$ 130,500.00
TOTAL MISCELLANEOUS EXPENSES	$ 120,043.00	$ 309,000.00
TOTAL EXPENSES	$ 2,783,469.00	$ 4,368,500.00

TOTAL REVENUE	$ 3,470,933.00	$ 4,487,741.00
TOTAL EXPENSES	$ 2,783,469.00	$ 4,368,500.00
NET BALANCE	$ 687,464.00	$ 119,241.00

ANNUAL TOTALS

	2019/2020	2018/2019	2017/2018	2016/2017	2015/2016
Gross Revenue - Endowment Surcharge	$ 2,213,086.00	$ 4,461,750.98	$ 3,909,647.45	$ 4,289,001.53	$ 4,510,452.98
$1 Endowment Surcharge	$ 287,438.00	$ 592,015.00	$ 598,464.00	$ 679,954.00	$ 715,713.00
Team Expenses	$ 40,313.40	$ 172,589.26	$ 179,815.57	$ 181,642.06	$ 181,141.48
Expenses paid by host school playoffs	$ 350,554.40	$ 574,726.37	$ 561,626.16	$ 600,701.81	$ 711,870.39
Team Travel	$ -	$ 26,363.95	$ 26,508.35	$ 26,843.60	$ 25,838.45
NCHSAA Expenses	$ 185,070.79	$ 845,334.14	$ 820,395.00	$ 721,723.15	$ 712,010.22
Corporate Sponsorship Monies	$ 196,298.81	$ 707,015.25	$ 674,756.84	$ 595,627.50	$ 605,917.28
Schools' Shares	$ 1,321,452.20	$ 2,469,628.38	$ 2,080,034.37	$ 2,389,070.09	$ 2,431,466.53
NCHSAA Net	$ 511,994.02	$ 1,080,124.13	$ 916,024.84	$ 964,648.32	$ 1,054,043.19

Capital Markets Overview: 1Q 2020

Introduction

Quarterly Update as of March 31, 2020 and Forecasts as of March 23, 2020

- The S&P 500 started off the year with a historic quarter following a historic 2019 year. Equities were down 19.6% on the quarter following a year in which they gained 32.6%. Global equity markets declined sharply as the spread of COVID-19 and the oil price collapse brought economies to a halt and caused investors to sell out of risky assets. International equities have underperformed the US slightly with the exception of Japan, which was down 16.5% on the quarter. MS & Co. CIO and Chief US Equity Strategist, Mike Wilson, has lowered his 2020 price target for the S&P 500 to 2,700, citing the looming "sudden shock" recession.
- US equities fell in the first quarter of 2020, as the S&P 500 declined by 19.6% and all 11 sectors finished in the red. Energy fell the most by 50.5%, which was exacerbated by the initiation of the oil price dispute. Other laggards included Financials, Industrials and Materials, which were down 31.9%, 27.0%, and 26.1%, respectively. Tech, Health Care and Consumer Staples outperformed despite still falling by 11.9%, 12.7% and 12.7%, respectively. Other major US indices were also negative for the quarter: The Dow Jones lost 22.7% and the NASDAQ lost 14.2%.
- International underperformed slightly in the first quarter, as investors fled risky assets based on growth concerns surrounding the COVID-19 virus. The MSCI EAFE Index (a benchmark for international developed markets) lost 22.7% while the MSCI Emerging Markets Index lost 23.6% for the quarter.
- The US aggregate bond market was positive for the quarter and outperformed on an absolute and relative basis as investors searched for "safe havens" and less-risky assets. The Bloomberg Barclays US Aggregate Bond Index, a general measure of the bond market, rose 3.2%.
- Morgan Stanley & Co. economists expect US real GDP will be -0.6% in Q1 2020 due to a halt in economic growth around the world and amid concerns of a deeper recession surrounding COVID-19.
- Commodities were down for the first quarter; the Bloomberg Commodity Index dropped by 23.5%.

Source: FactSet, Bloomberg, Morgan Stanley & Co. Research, Morgan Stanley Wealth Management GIC

Significant Market Drawdowns

S&P 500 25%+ Declines and Recoveries Since 1929

Performance as of February 28, 2020

Downturn from Peak S&P 500	Decline (%)	Duration (Months)	Subsequent Return (%)			Price/Earnings Ratio		Price/Book Ratio		Duration from Trough to Prior Peak (Months)
Peak to Trough			3 Months	6 Months	12 Months	Peak	Trough	Peak	Trough	
Sep 1929 - Jun 1932	-86.2	33	93	53	121	20.7	8.5	4.0	0.4	267
Jul 1933 - Mar 1935	-33.9	20	27	46	77	25.7	13.4	1.1	1.0	7
Mar 1937 - Apr 1942	-60.0	62	15	25	54	16.8	7.7	2.1	0.9	45
May 1946 - Jun 1949	-29.6	37	16	23	42	21.3	5.9	1.7	1.0	12
Dec 1961 - Jun 1962	-28.0	6	7	20	33	22.7	17.4	2.1	1.7	14
Nov 1968 - May 1970	-36.1	18	17	23	44	18.2	14.6	2.2	1.6	21
Jan 1973 - Oct 1974	-48.2	21	14	31	38	18.2	6.9	2.0	1.0	69
Nov 1980 - Aug 1982	-27.1	21	36	44	58	8.7	7.7	1.3	1.0	3
Aug 1987 - Dec 1987	-33.5	5	21	21	26	20.2	13.1	2.2	1.6	20
Mar 2000 - Oct 2002	-47.4	31	20	13	36	25.7	17.6	5.0	2.5	56
Oct 2007 - Mar 2009	-55.3	17	40	55	72	17.5	10.2	3.0	1.5	37
Average:	-44.1	24.6	27.8	32.1	54.6	19.6	11.2	2.4	1.3	50.1

There Have Been 8 Recessions in the Past 86 Years

Great Depression

Cuban Missile Crisis

1987 Crash

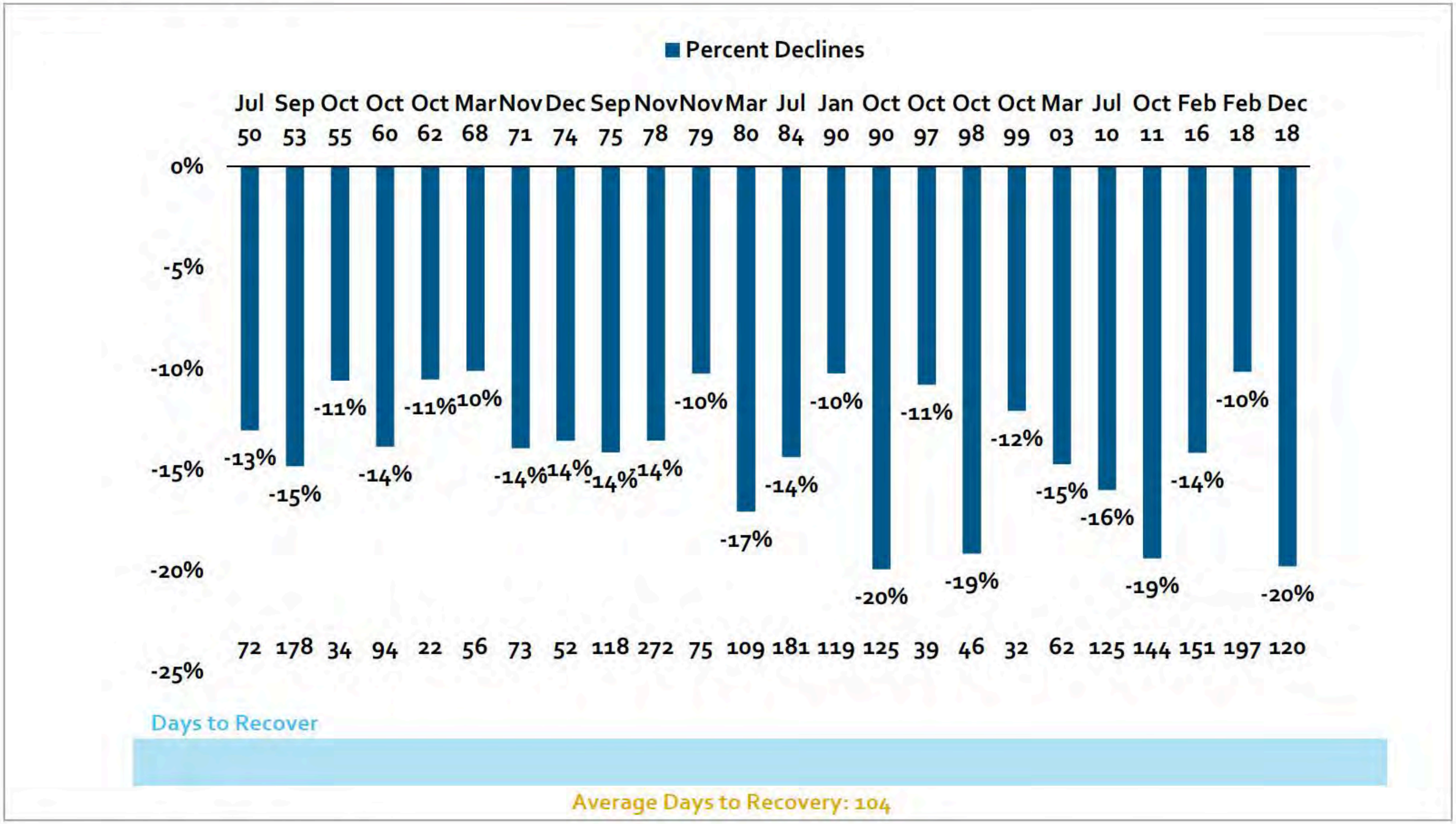
Grey bars indicate periods of recession

It took 37 months after the '09 trough to climb back to the pre-crisis peak.

Source: FactSet, Bloomberg, Morgan Stanley Wealth Management GIC. Returns prior to 1988 are price only and subsequent returns are total returns. (1) Downturns defined as declines of 25% or greater.

Days to Recovery During S&P 500 Corrections

S&P 500 Corrections: Declines Greater than 10% but less than 20%
January 1950 – December 2019



Source: Bloomberg, Morgan Stanley Wealth Management GIC.
Past performance is no guarantee of future results. Estimates of future performance are based on assumptions that may not be realized. This material is not a solicitation of any offer to buy or sell any security or other financial instrument or to participate in any trading strategy. Please refer to important information, disclosures and qualifications at the end of this material.

Key Points from The GIC Weekly

Discussion Points from The GIC Weekly: No Baseball, but There Are "Fat Pitches"

While the COVID-19 and economic news will likely worsen in the next three to six months, we believe much of it is already priced by the markets. We are not ruling out further declines, but we see evidence of a market-troughing process, which should create buying opportunities. Two weeks ago, the GIC suggested adding to US quality growth stocks because of high equity risk premiums. We also noted investment grade bonds, which were priced for 20% to 25% default rates even though the historical average is 3%. This past week, we pointed to "fat pitches" in high yield bonds and commodities. High yield spreads are in excess of 1,000 basis points, which has occurred only four times in the past 25 years. Each time, the asset class gained 25% to 50% within 12 to 24 months. In commodities, the Bloomberg Commodity Index is at a 46-year low. While oil is a special case, the price dispute is a self-imposed wound that could be rapidly reversed. Consider selling master limited partnerships, inflation-protection securities and reducing cash. Redeploy funds in a disciplined dollar-cost averaging strategy, using active managers for US stocks, investment grade and high yield bonds, and commodities.

Chart of the Week: Multidecade Lows in Commodities Present Opportunities

Commodities already faced downward pressure from the US-China trade dispute, and then the global pandemic and the Saudi-Russia oil conflict delivered a price shock. A multiyear high in the US dollar made matters worse, and the broad-based Bloomberg Commodity Index is now at a 46-year low (see chart). We believe the sudden-stop recession will likely be relatively brief, which should allow for a rebound in commodity prices. While oil is a special case that requires monitoring, we think recent signs that China is already recovering set the stage for a comeback of the asset class.

Fixed Income Insight: Peak High Yield Spreads Have Pointed to Strong Returns

Credit markets are critical leading indicators because bond investors' claims to corporate cash flows are superior to those of equity owners. Widening spreads alongside falling stock prices often provide confirmation that profits are at risk. Only four times in the past 30 years have high yield spreads breached 1,000 basis points as they did this past week. Each time, they not only marked the onset of the recession but signaled significant opportunities to generate double-digit returns in the months ahead (see table). Here, we examine those episodes and see that high yield returns outpaced stocks, investment grade bonds and commodities in 12 to 24 months.

Average Returns Around High Yield Spreads Peaking*	Months Before/After High Yield Spreads Peaked					
	-3	-1	+3	+6	+12	+24
Bloomberg Barclays Agg. HY Index	-14.4%	-8.9%	11.7%	24.8%	39.0%	53.1%
Bloomberg Barclays Agg. IG Index	2.3%	1.1%	0.9%	2.5%	4.6%	7.0%
S&P 500 Index	-18.6%	-9.1%	5.0%	11.9%	25.6%	41.1%
Bloomberg Commodity Index	-14.6%	-9.1%	5.3%	8.3%	17.5%	23.3%

Source: Chart of the Week –Bloomberg as of Mar. 27, 2020; Fixed Income Insight – Bloomberg as of Mar. 27, 2020.

The Coronavirus Aid, Relief, and Economic Security - "CARES" Act for Nonprofit Organizations

The CARES Act includes a number of provisions to aid *nonprofit organizations* of varying sizes and missions

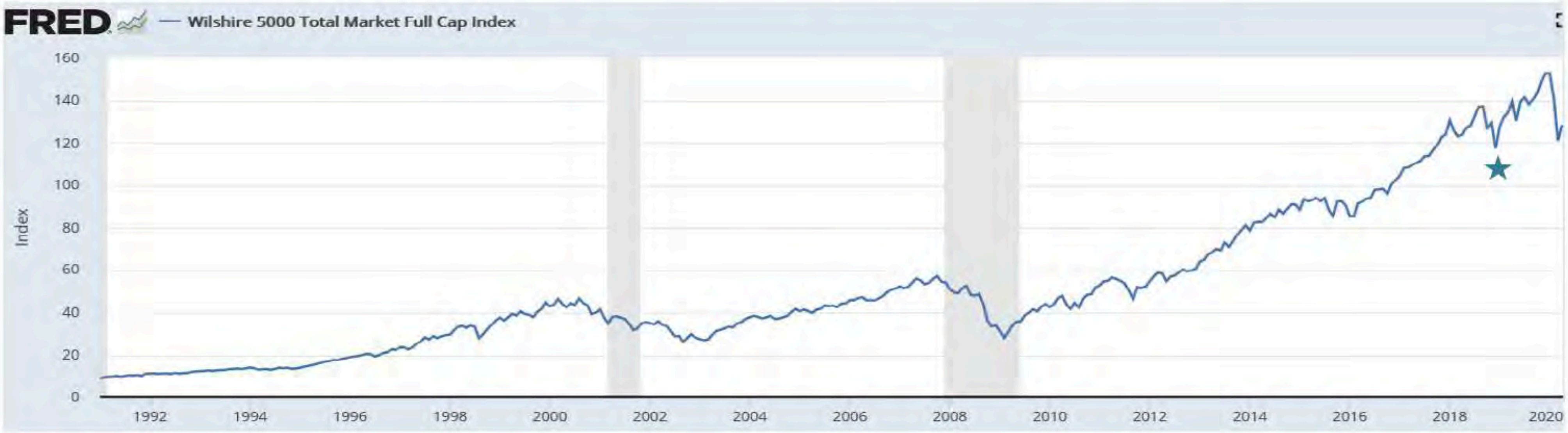
- The following provides a brief synopsis of five programs and enhanced benefits which may be of particular interest to your organization
    - *Funding for Emergency SBA 7(a) Loans* - eligible nonprofits will be able to access special emergency loans (up to $10 million) to help cover operations, payroll and debt servicing. For employers who maintain March 1, 2020 employment levels through June 30, 2020, these loans would convert into fully forgivable grants. Eligibility requirements apply.
    - *Industry Stabilization Fund* - at present it appears as though this fund will be available to charitable nonprofits. Key program specifics include:
        - Available to mid-sized nonprofits (500 to 10,000 employees) who agree to retain 90%+ of staff at full compensation
        - Loan interest rates will not exceed 2% and no interest accrual or repayments will be required for the first 6 months
    - *Economic Injury Disaster Loans (EIDLs)* - to cover immediate, short-term cash needs, the Act removes creditworthiness requirements and injects an additional $10 billion into the existing EIDL program. This affords eligible nonprofits with an opportunity to quickly access cash (up to $10,000) within three days to cover critical expenses.
    - *Employee Retention Payroll Tax Credit* - provides a refundable payroll tax credit (up to $5,000/employee) for nonprofit organizations that meet certain conditions
    - *Partial Unemployment Benefits Reimbursement for Self-Funded Nonprofits* - charitable nonprofits that self-insure rather than paying SUTA will only be liable for covering half the cost
- The CARES Act also includes significant incentives to fuel continued giving by individual and corporate donors by adding new tax deductions and raising limitations

A Look at the Markets In the Wake of COVID-19

- The abrupt shutdown of the global economy created extreme financial market pressures after a period of relative calm and some complacency
- Fixed Income markets experienced dramatic liquidity concerns and impaired trading mechanisms
- Over-levered market participants were forced sellers across almost all asset classes as the imperative had been to raise cash and improve liquidity
- Global central banks have moved forcefully to provide support and liquidity, easing the worst instances of market panic
- Fiscal support is unprecedented in size and scope and has also bolstered constructive sentiment
- Earnings will be under severe pressure during the middle part of 2020, economic activity has plummeted, and the timeframe of future acceleration is entirely unclear
- When the economic quarantine eases, global activity will restart. We see early signs of such renewal already in China.
- A slowdown in the rate of increase of COVID-19 is a necessary pre-condition of economic activity resuming
- Financial market activity will anticipate economic activity, having already priced in a significant slowdown
- Widespread secular and systemic impacts may be pronounced and yet are unknowable

Market Levels Over Time: A Perspective

- On March 12, the Wilshire 5000 index on experienced its worst one day loss (-9.5%) since the Black Monday Crash of 1987 when it lost 22% in one day
- The market is currently around the same level as the Christmas Eve 2018 low which is a key level
- Until the spread of the virus is contained, uncertainty will remain

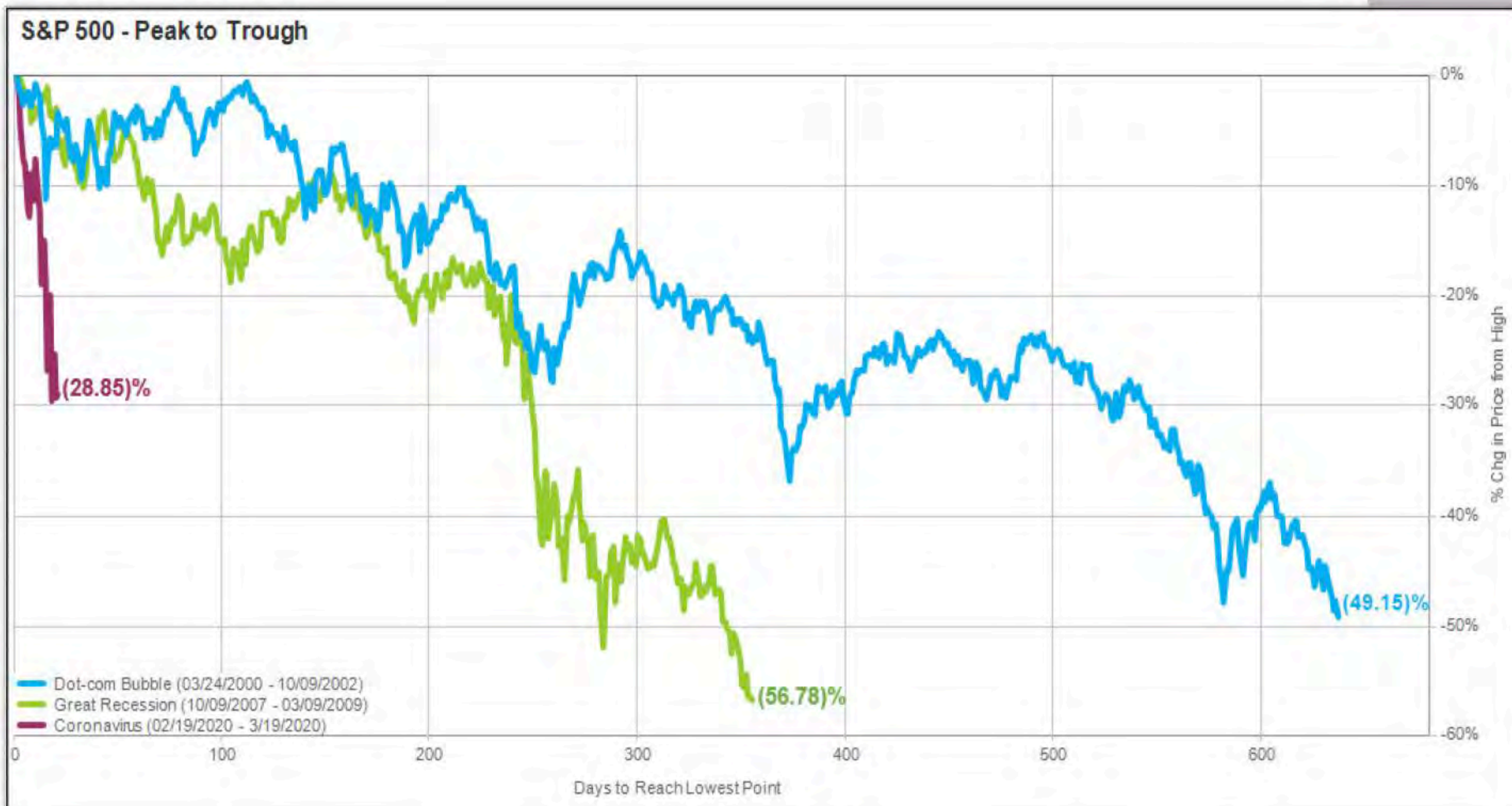


★ *December 2018*

Source: St. Louis Federal Reserve 4/9/2020, Wilshire Associates
Shaded areas represent recessions

BB&T Retirement and Institutional Services

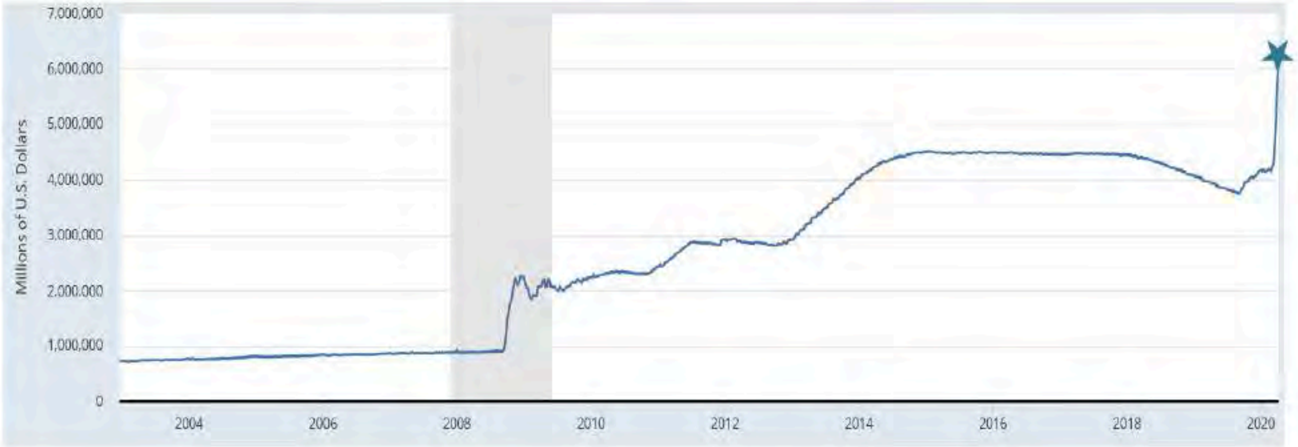
Speed of Market Selloff in 22 Trading Days is Unprecedented



Source: FactSet

Federal Reserve – Swift and Comprehensive Actions

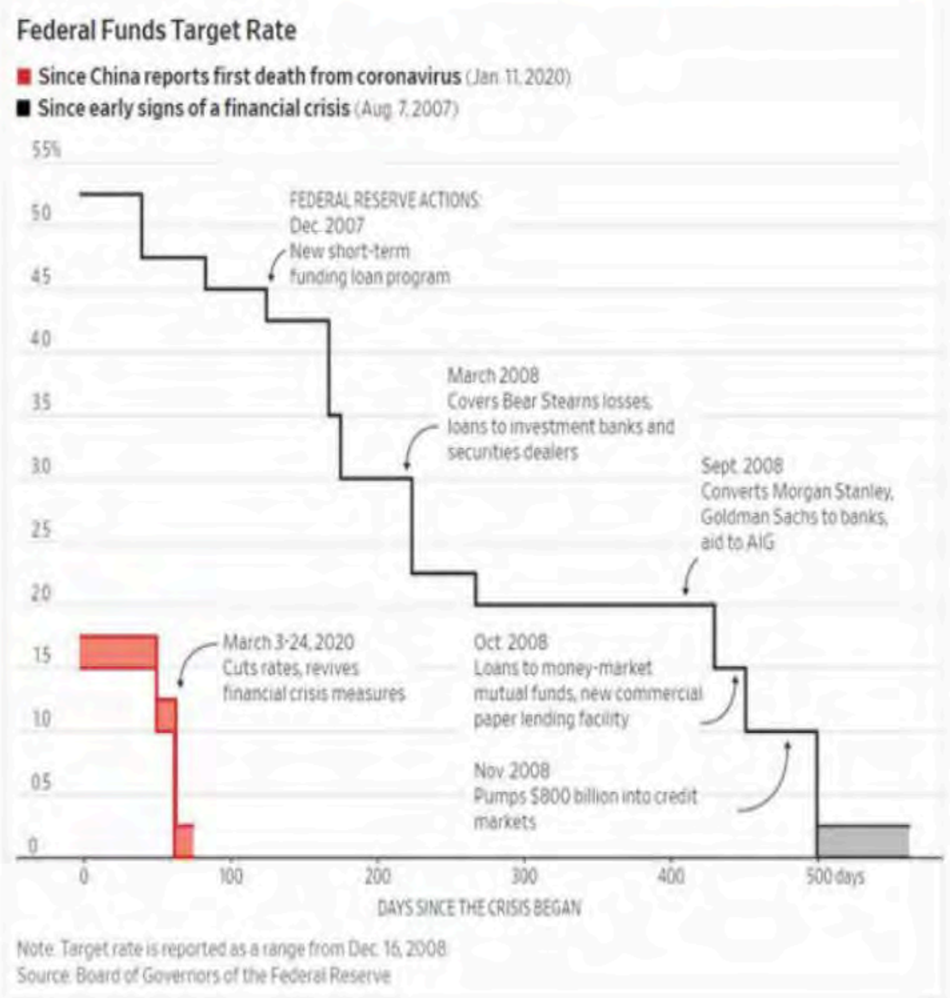
Federal Reserve Balance Sheet - $6.08 trillion – 4/8/2020

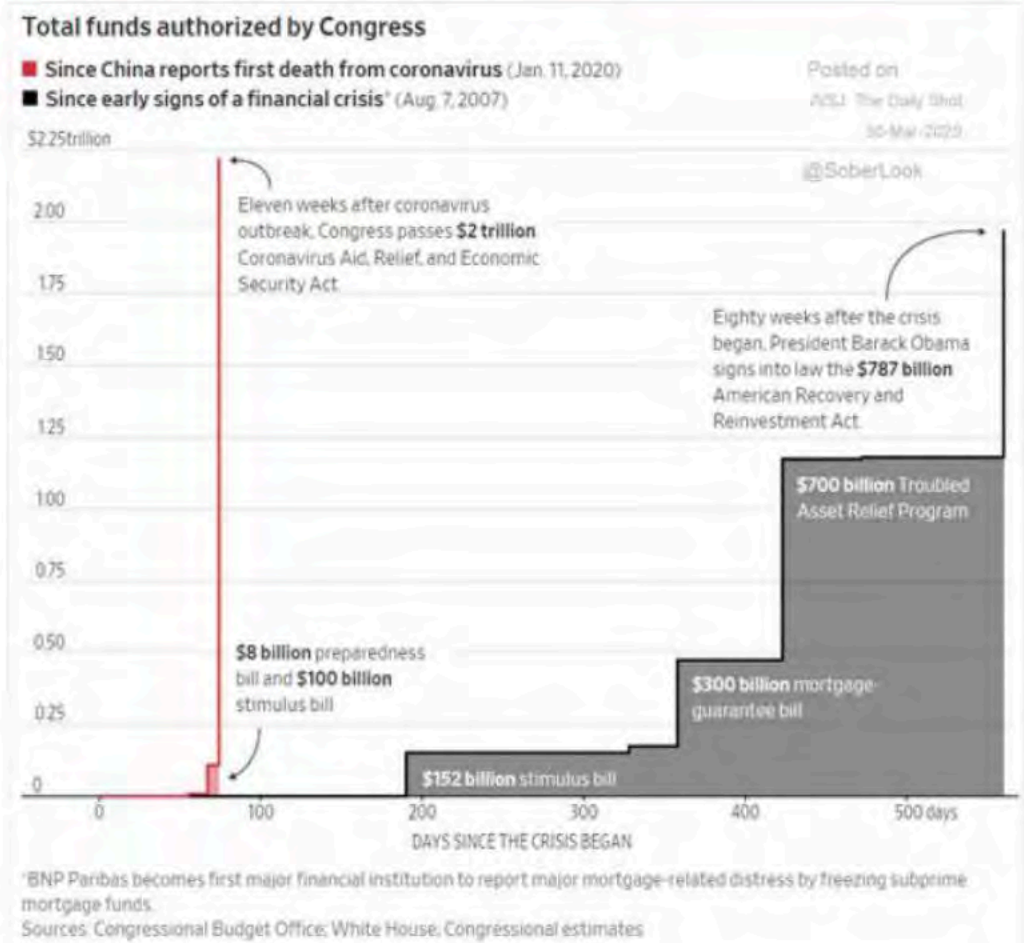


The Federal Reserve will continue to use its full range of tools to support the flow of credit to households and business and thereby promote its maximum employment and price stability goals.

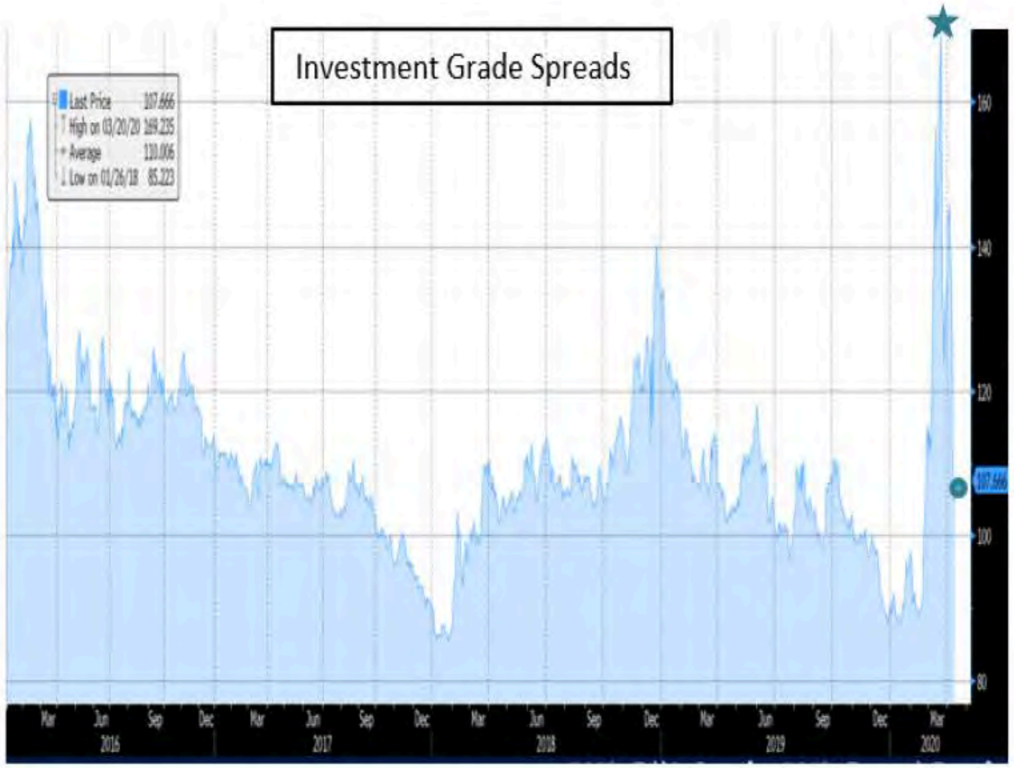
3-15-20 -	Federal Reserve cuts Fed Funds to 0% from 1.25% / Prime Rate to 0.25% from 1.75% / QE +$700 bln / REPO +$30 bln/day
3-17-20 -	Commercial Paper Funding Facility (CPFF): facilitates the flow of credit to include high-quality commercial paper
3-20-20 -	Money Market Mutual Fund Liquidity Facility (MMLF): facilitates the flow of credit to municipalities through a wider range of securities, including municipal variable rate demand notes and bank CDs
3-23-20 -	FOMC will now purchase UST's and MBS "in the amounts needed" as well as Agency CMBS (update to 3-15-20 QE)
3-23-20 -	Total Loss Absorbing Capacity (TLAC): provides buffers to allow banks to continue lending to creditworthy HHs/Co's
3-23-20 -	Primary Market Corporate Credit Facility (PMCCF): provides new bond and loan issuance
3-23-20 -	Secondary Corporate Credit Facility (SMCCF): provides liquidity for outstanding investment grade corporate bonds/ETFs
3-23-20 -	Term Asset-Backed Securities Loan Facility (TALF): supports the flow of credit to consumers and businesses, allowing for the issuance of asset-backed securities backed by student/auto/credit card/and SBA loans
4-06-20 -	Established a facility for lending to small businesses: to support lending to eligible small-and-medium sized businesses along with the SBA in its Paycheck Protection Program (PPP)
4-09-20 -	Provided $2.3 trillion: to be made available for further lending and supplementing monies in above facilities

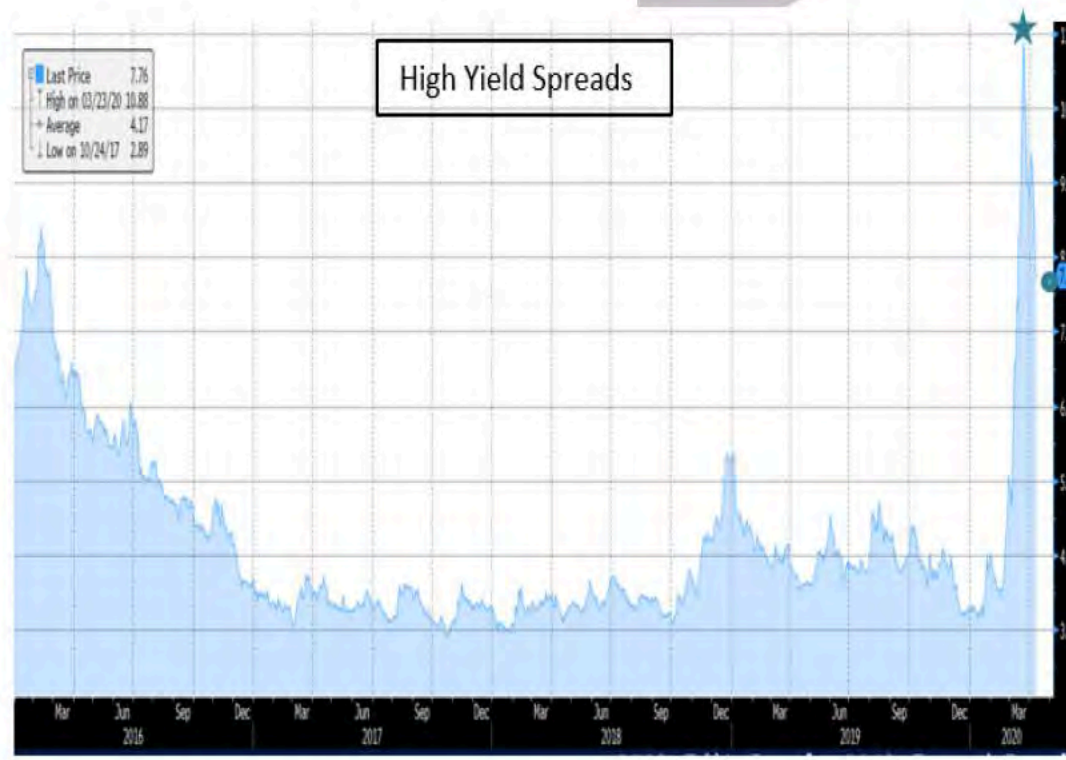
Speed and Depth of Policy Responses Reflect Lessons Learned from 2008-2009 Financial Crisis





Fed’s measures have offered spread relief for Investment Grade Corps … less-so for High Yield YTD

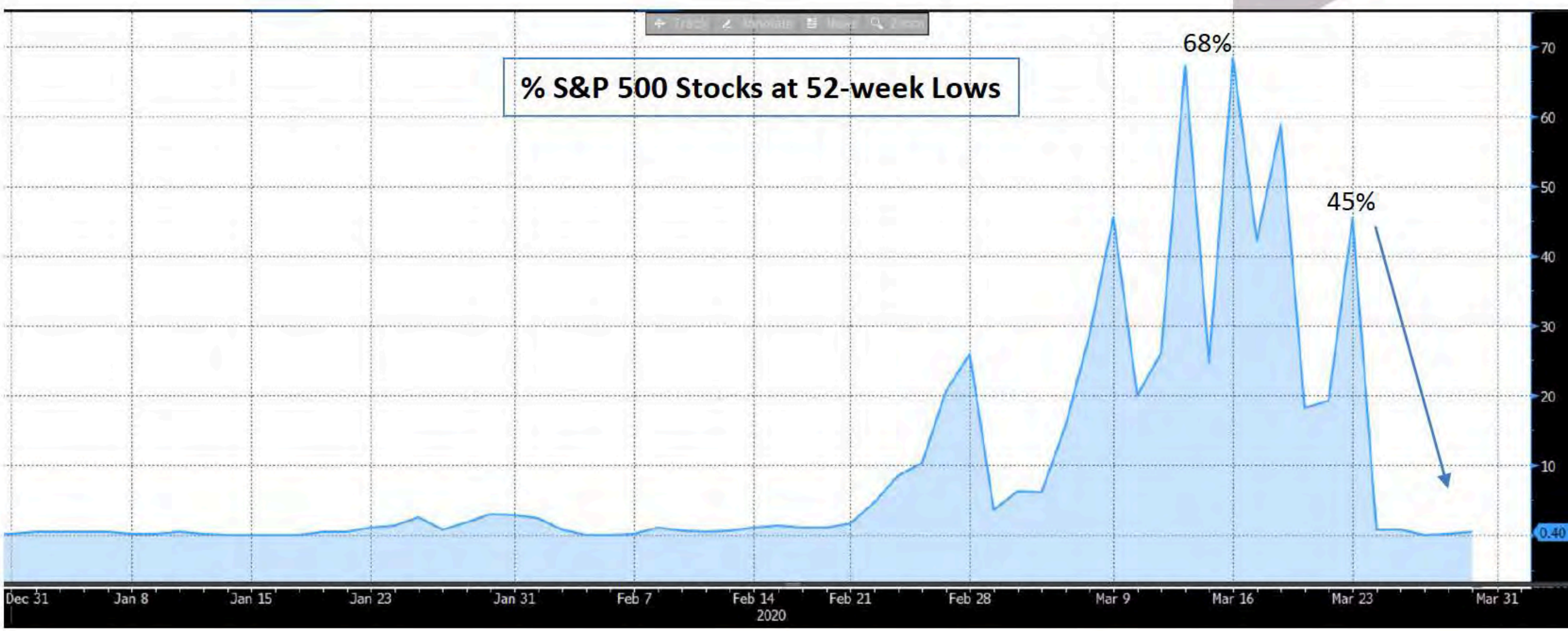




★ 3/20/2020
● 4/13/2020

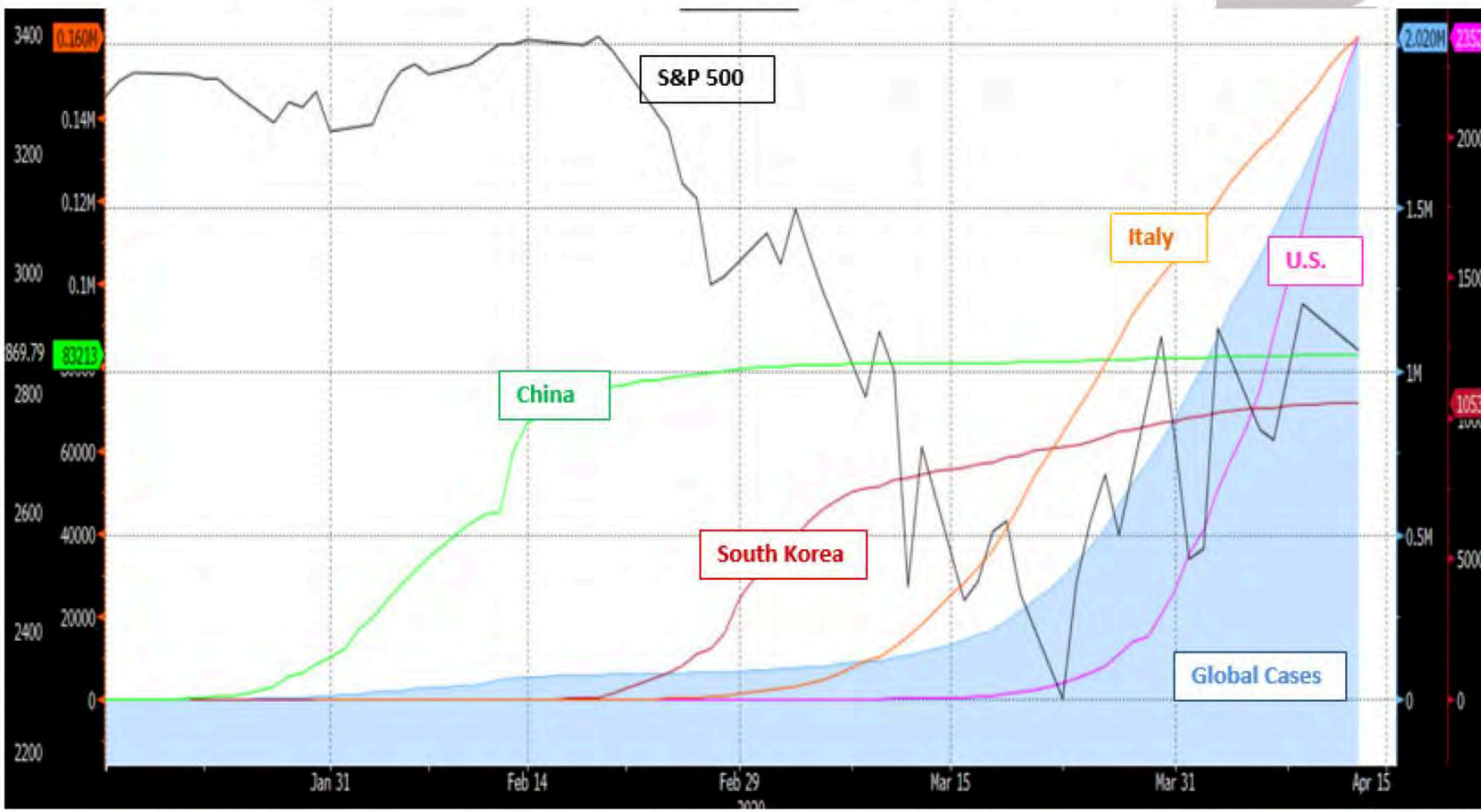
Source: Bloomberg L.P.

Indiscriminate Selling *Finally* Slowed – Fewer New 52-week Lows



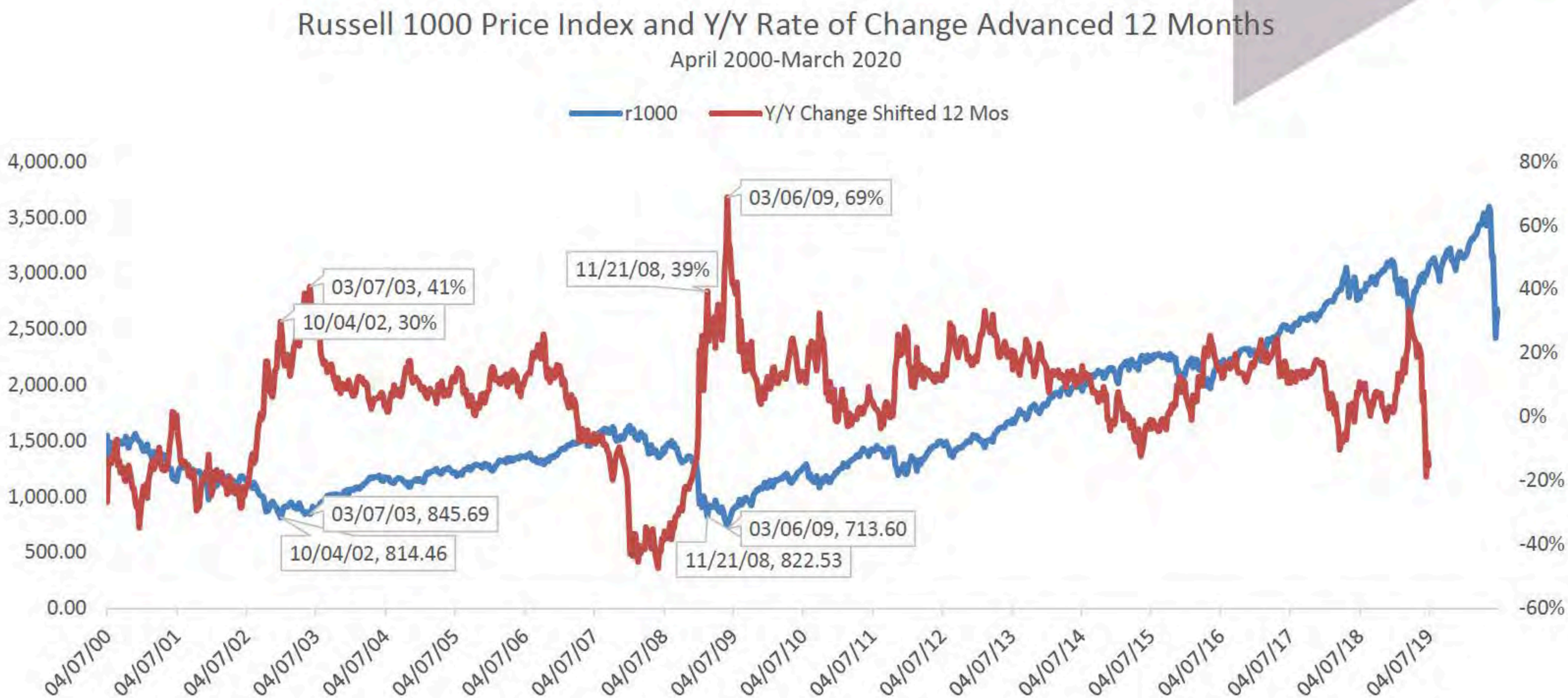
Source: Bloomberg L.P., Strategas

A Peak in the Growth Rate of New COVID-19 Cases May be an Inflection Point – *When* It Occurs



Source: Bloomberg L.P., CDC, Johns Hopkins University 4-13-2020

Previous Market Troughs Often Followed by Sharp Rallies over Subsequent 12 Months



… troughs are only known in retrospect

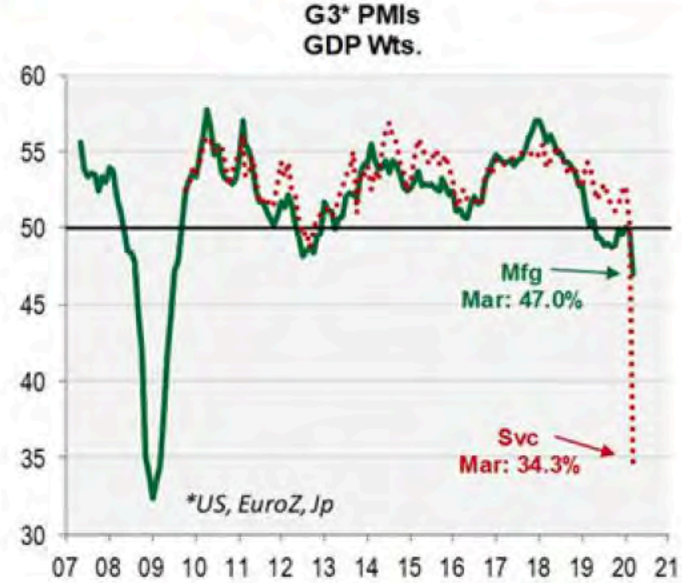
Higher Levels of Uncertainty May Be Coupled with Potentially Modest Levels of Return

- A brief history of the VIX indicates that years of low-volatility regimes tend to be followed by higher ones
- The “low vol” regime after the Global Financial Crisis didn’t really assert itself until three years after the bottom in stock prices
- Perhaps it will be *different* this time due to central banks’ doubling down on stimulus

What Lies Ahead

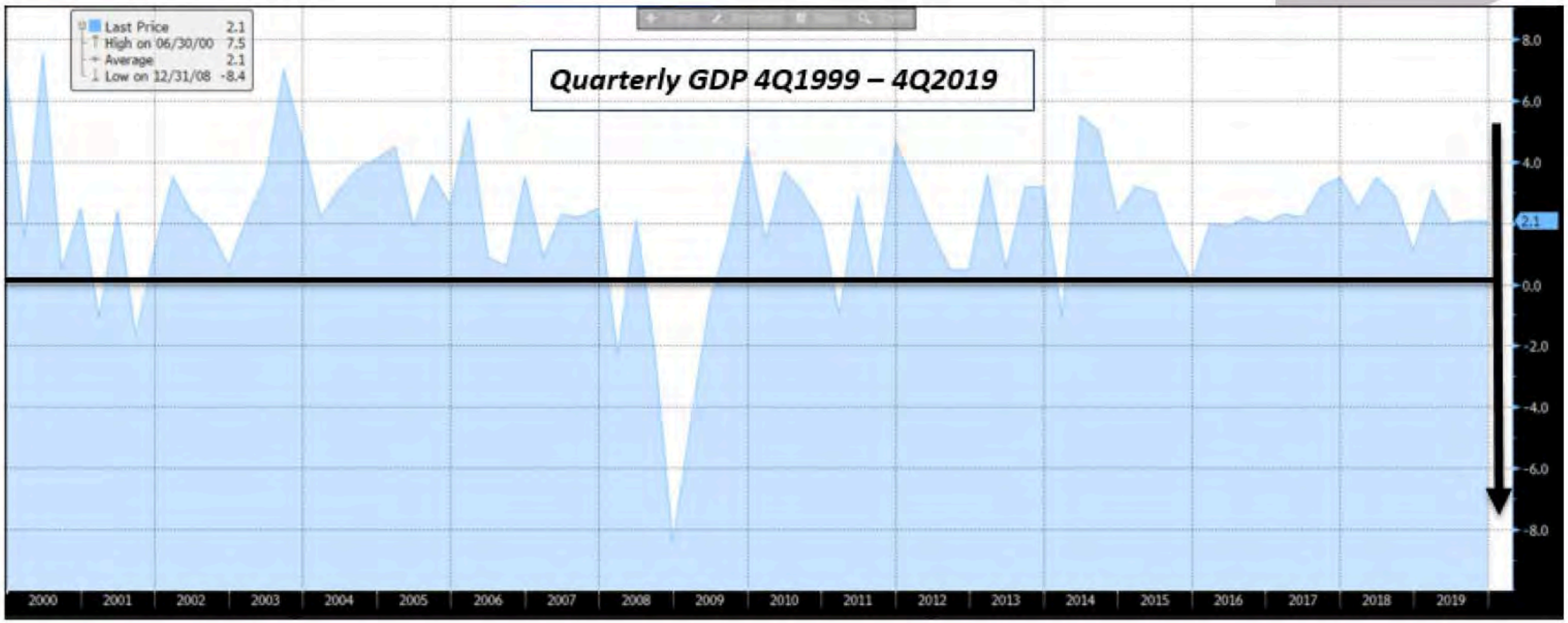
Coronavirus Economic and Market Impact Update: Purchasing Managers' Indices (PMIs)

No one really knows yet what the extent of the economic downturn due to the virus disruption will be. However, we are now getting visibility into Purchasing Managers' Index (PMI) data that suggest a very deep recession.



Source: Cornerstone Macro

U.S. Recession Coming – Shocking Double-Digit Declines Expected



1Q20 ??

2Q20 ??

Possible U.S. Economic Scenarios

	Best Case: V-Shaped (Quick Downturn & Snapback)	Our Base Case: U-Shaped (Brief Recession, Slower Recovery)	Worst Case: L- or W-Shaped (Longer Recession, Sluggish Return)
Public Health	• Perfect adherence to stay-at-home bans • Minimal disruption of health care system • Fast emergence of treatment and vaccine • Fast ramp up of critical medical equipment	• General obedience of social distancing • Excellent health care outcome, "bend the curve" • Emergence of treatment or vaccine within 6 months • Relatively quick ramp up of critical medical equipment	• Ignoring of social distancing • Hospitals overwhelmed • Boomerang reinfections when bans lifted • No treatment or vaccine, and virus mutation • Insufficient supply of critical medical equipment
Monetary & Fiscal Policy Actions	✓ There has already been massive monetary (Federal Reserve) and fiscal (Congress) action in both scale (as % of GDP) and speed (concurrent with the onset of the recession)—more than double what was done during the Great Financial Crisis; also likely to see follow-on actions, albeit smaller, by both in the coming months to support the economy		
Economy	• 2Q20 is the only quarter of contracting US GDP • Activity rebounds quickly • Unemployment rate stays under 7%	• US GDP contracts for 2 or 3 quarters (1Q20 and 2Q20, and perhaps part of 3Q20) • Activity recovers, limited consumer behavior changes • Jump in unemployment rate to 10%	• US GDP contracts for more than 4 quarters, coupled with global sluggishness • Dramatic changes in consumer behavior • Sustained spike in unemployment rate +15%

Source: SunTrust IAG

Historic Fiscal Stimulus – $2+ Trillion Economic Relief

- In response to abrupt economic shutdown to stem spread of COVID-19
- Includes loans, tax breaks, direct payments to companies/taxpayers
- Administered by Treasury Department, monitored by congressional panel
- $500 bln in loans/assistance for big companies (i.e. airlines/autos), states, cities
    - Companies will be subject to a buyback ban through loan plus one year
    - Must take steps to protect workers
    - Good faith commitment to remain neutral in union efforts
- $350 bln for small businesses
    - Must agree to retain workers
- $1200 per taxpayer plus $500 per child
    - For those earning less than $75k single / $150k jointly
- Unemployment insurance expanded by $600/week for 4 months
- $17 billion to companies deemed critical to national security (i.e. Boeing)
- $100 bln for hospital supplies and equipment
- Scheduled cuts to Medicare / Medicaid will be rolled back
- Student loan payments may be deferred 6 months
- Federal Reserve empowered to provide $4 trillion in direct aid to local governments
- *"Cares Act II"* – Under discussion in Congress, April 2020

Disruption Amid High Leverage

- Lengthy containment period to stem COVID-19 likely to lead to a prolonged escalation of business, school, retail, and supply chain disruptions

- The impact on retail sales and industrial production will result in an impact to earnings and cash flows in a world that is already highly levered with debt

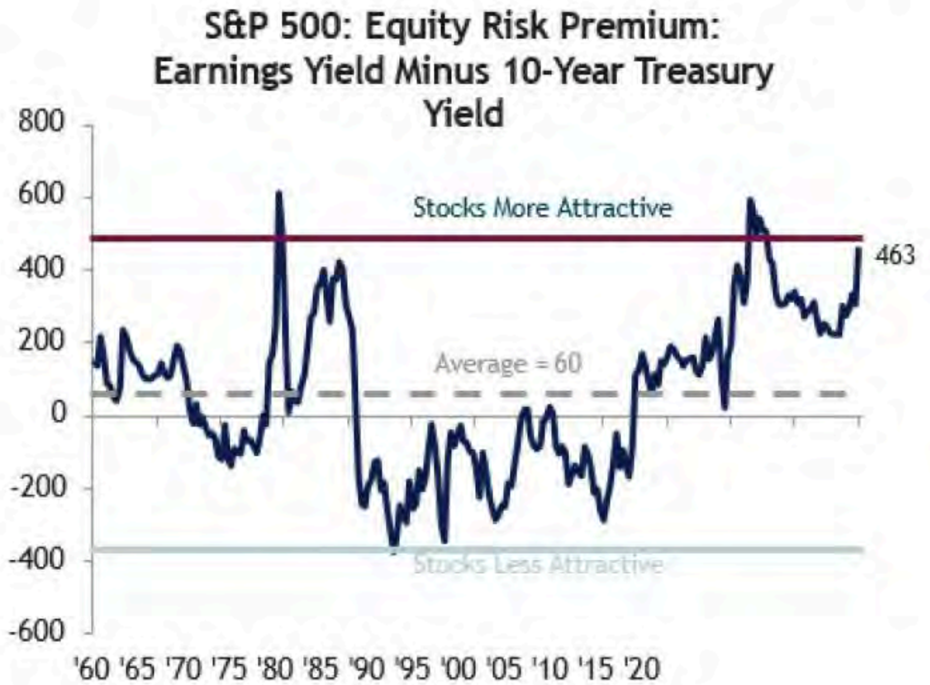
- Some sectors will likely be hit worse than others: hotel/lodging, travel, energy, consumer discretionary, financials. Tech may hold up due to telecommuting in a quarantined world and tech's lack of high leverage.

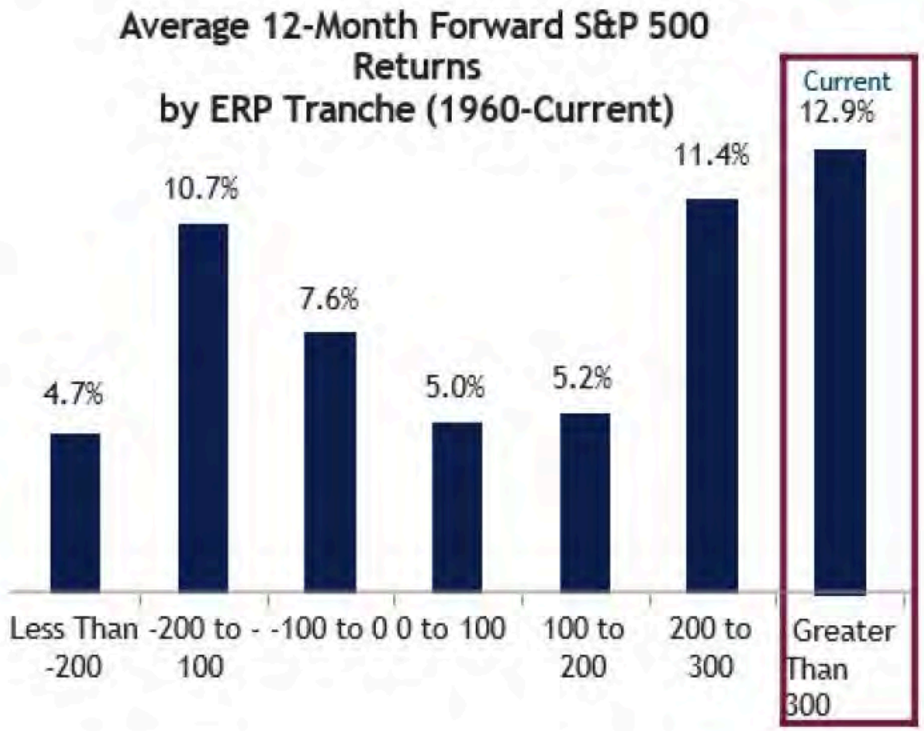
- Wider corporate credit spreads will likely impact buybacks and high dividend paying firms who borrow to pay dividends
  - BBB and HY credits have come under pressure
  - Dividend growers may hold up better as long as they do not *borrow* to grow dividends
  - Stock buybacks are likely to slow or end - could put downward pressure on equities

- Central banks were already near or below the zero bound on interest rates
  - Lower global economic activity likely to be deflationary
  - Central Banks have initiated unprecedented levels of QE and special lending facilities to support financial markets
  - Offering unlimited levels of support

Stocks Attractive Relative to Bonds *and* Already Discounting Lower Earnings

The equity risk premium (ERP)* indicates stocks remain attractive on a relative basis. Earnings, however, will likely be cut sharply, which suggests this indicator overstates stocks' attractiveness. Still, even if we assume S&P 500 forward earnings are reduced by 20% from current estimates, the ERP would remain well above the 300 level that has historically been consistent with positive 12-month average returns.





Past performance does not guarantee future results.

*The equity risk premium (ERP) compares the earnings yield of stocks (inverse of the P/E ratio) to the 10-year US Treasury yield. ERP is quantified in basis points (bps). One basis point = 0.01%

Sources: Strategas, SunTrust IAG

Important Disclosures

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Investment Portfolio Commentary

ONE PROVIDENCE CAPITAL, LLC

MARKET OUTLOOK

The modern world has almost never before seen the kind of sudden, dramatic global transformation as it did in early 2020. The New Year brought major developments that included the signing of a "phase-one" trade deal between the U.S. and China, the U.K.'s official divorce from the EU, and the emergence of COVID-19 in Wuhan, China. February was defined by the world's evolving realization that COVID-19 would not be contained to China despite quarantines, border closures and air-travel restrictions. Halfway into the same month, the U.S. and Europe began to contend with a possible widespread outbreak that would demand extreme containment measures—all of which became reality by the middle of March, as both regions committed to suppression.

The arc of global financial markets during the first quarter of 2020 corresponded with the unfolding realization that controlling the COVID-19 outbreak would require government-mandated shutdowns of "non-essential" activity—impacting large cross-sections of the world economy. Governments issued stay-at-home orders as public health leaders preached "social distancing" in order to "flatten the curve" (that is, slow the rate of transmission in order to provide health systems time to manage the viral outbreak). The sudden and widespread stop in economic activity by government fiat is something that has never before been experienced on such a scale. The ultimate impact on gross domestic product (GDP) is truly anybody's guess. The first quarter of 2020 could see a decline at an annual rate of between 3% and 5%. The second quarter will likely be one for the record books. Wall Street economists forecasted a quarter-to-quarter annualized decline ranging from 12% to 30% as of late March.

A dash for cash by investors concerned about the economic fallout created disorderly conditions across capital markets. Major developed government-bond rates plummeted to multi-year and all-time lows as credit spreads exploded for fixed-income securities regardless of credit quality, maturity, or other risk characteristics. A subsequent shortage in U.S. dollar funding caused its value to spike against other currencies. Emerging-market currencies came under heavy pressure amid investment outflows and collapsing output, partially on U.S. dollar scarcity and withering demand for oil (much of which is produced in emerging-market countries).

The Federal Reserve (Fed) and other major central banks responded to the widespread disorder in March with a rapid return to global financial crisis-era playbooks, while Congress passed three separate legislative acts appropriating more than $2 trillion in funding for large and small businesses, enhanced unemployment benefits, direct payments to Americans, state and local governments, and the health system. This appears to have helped reroute markets back toward orderly function.

OUR SHORT-TERM TO INTERMEDIATE TERM VIEW (1 TO 12 MONTHS)

We expect a sharp decline in earnings for coming quarters—maybe by 40% to 50% on a year-over-year basis. Analysts have little guidance as companies don't know what to expect. One thing is clear when looking at prior earnings and price-to-earnings (P/E) ratios: Stocks typically struggle when earnings decline or flatten. Bear markets historically occur when earnings multiples and P/E multiples both decline. We've already seen a sharp decline in earnings multiples. The question to be answered is how much damage has the real economy suffered as "stay-at-home" orders continue to remain in place.

We will be watching weekly economic data closely as the number of Americans filing for unemployment benefits continues to rise rapidly. When we see an inflection point in the number of cases globally, it should be a catalyst for a sustainable rally and normalization of markets. We will be following the global curve on a day-to-day basis as the cases in Europe and the U.S. continue to accelerate.

The prospect of credit rating downgrades and corporate bankruptcies within hard-hit industries such as general merchandise, air transportation, commuter transportation, broadcasting and accommodations will intensify in the coming months. Each of these areas represents about 10% of total U.S. growth output (as of October 2019, according to the U.S. Bureau of Economic Analysis); if they endure a 30% drop that lasts two or more months, U.S. gross domestic product would slip to near-zero levels in first quarter and contract in the second quarter.

Longer-term, we expect to see further central-bank action and breathtaking fiscal policy in the U.S. as the Fed fully implements its PPP (Payment Protection Program), PPPLF (Paycheck Protection Program Liquidity Facility), PMCCF (Primary Market Corporate Credit Facility), SMCCF (Secondary Market Corporate Credit Facility), TALF (Term Asset-Backed Securities Loan Facility), MLF (Municipal Liquidity Facility), commercial paper-funding facility to provide loans to American corporations and its Main Street Lending Program . We think the magnitude and size of this support will be very helpful in bridging American workers, small businesses, U.S. corporations and state & local governments to the other side of this pandemic. The Fed also extended swap lines with other countries to ensure U.S. dollar liquidity around the world.

Only time will tell whether markets have sufficiently discounted the pain that lies immediately ahead. Waterfall declines in earnings could drag equities down with them, but likely not to the same extent. It all depends on how willing investors are to look beyond the valley. If there is a belief that the fiscal and monetary measures taken in the past two weeks will successfully prop up the global economy, then markets should prove resilient. We think a great deal of volatility is still ahead of us. We are sticking to our investment philosophy and process, maintaining our view that diversification is a sound approach over full market cycles, which include bull markets (some of which last for more than a decade) and bear markets (which can vary in terms of length and severity).

WELLS FARGO
Investment Institute

FIRST ANALYSIS
Institute Alert

News or events that may affect your investments — April 6, 2020

Brian Rehling, CFA
Head of Global Fixed Income Strategy

How the U.S. Government Could Pay for the Stimulus

Key takeaways

- U.S. government debt levels, while increasing, remain manageable—even after accounting for stimulus spending.
- We do not expect a negative near-term capital market reaction to the increase in Treasury debt that will be required to fund new deficit spending.

What it may mean for investors

- Longer term investors are likely to see lower interest rates, lower economic growth rates, and potentially lower investment returns than we have experienced historically.

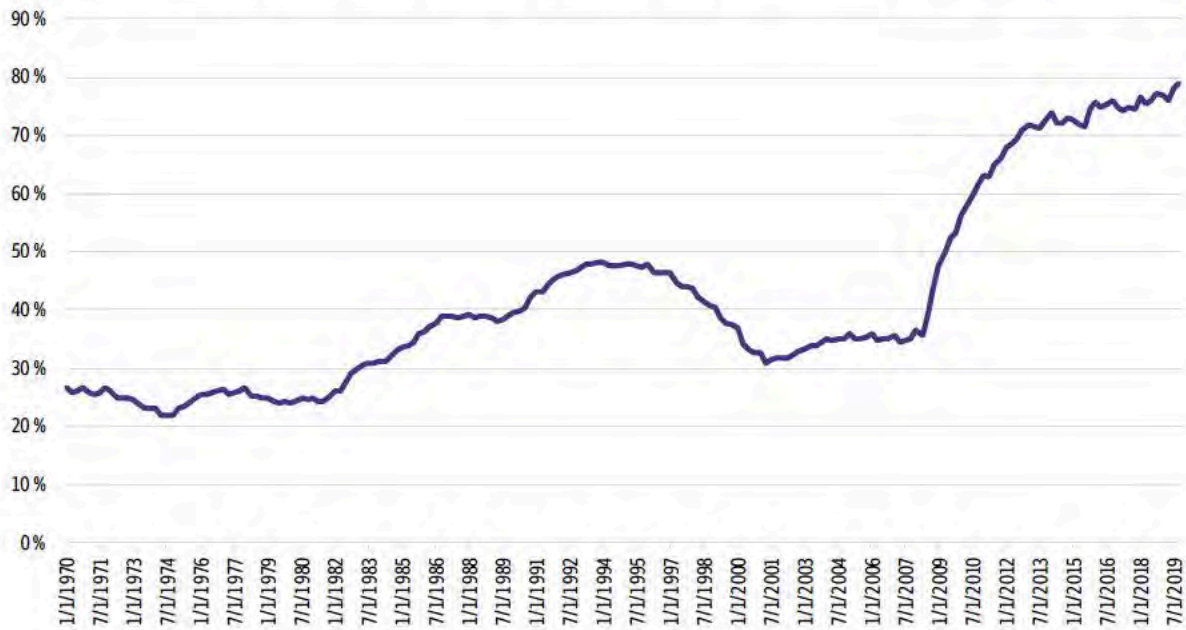
In response to the coronavirus (COVID-19) pandemic, the U.S. government recently passed the CARES Act, a massive $2.2 trillion government spending package. This single bill amounts to almost half of what the U.S. government spent over the entire 2019 fiscal year. While there is little question that fiscal policymakers needed to act in a significant way to address unprecedented challenges, the spending will need to be paid for—or financed—through additional issuance of U.S. Treasuries. We think markets will readily absorb this new Treasury issuance. The U.S. remains the strongest economy in the world, and the dollar is in demand across the globe. We don't expect investors' worst fears of substantial increases in interest rates or runaway inflation to come to fruition. That said, massive deficit spending does have consequences that investors can expect to face in the future.

The cost

There is currently over $23.5 trillion in outstanding Treasury securities financing the national debt, and as the CARES Act is financed, we expect this total to quickly increase. While $23.5 trillion is an eye popping number, it doesn't tell the whole story. The government owns almost $6.5 trillion of its own debt in government trust funds. The Federal Reserve (Fed), while somewhat independent from other government institutions, has been buying Treasuries at a rapid pace.

Recently the Fed had over $3 trillion of Treasuries on its balance sheet, a number that continues to grow. This leaves about $14 trillion in Treasuries that the government needs to finance in the capital markets. Fourteen trillion dollars is still a number that is difficult to comprehend, but to put this into further context, the gross domestic product (GDP) of the U.S. economy currently stands near $21.5 trillion. When viewed in comparison to the annual earning power of the U.S. economy, finding buyers for $14 trillion in Treasuries appears to be more manageable.

Chart 1: U.S. federal debt held by the public as a percentage of gross domestic product (GDP)



Sources: FRED database, Wells Fargo Investment Institute, April 1, 2020.

When we include Treasuries owned by the Fed, which theoretically could one day be put back in the public realm, public debt-to-GDP stands just under 80%. (See Chart 1.) A high debt-to-GDP ratio increases the risk that investors might, at some point, begin to doubt the government's ability or willingness to pay off the public debt. That could result in benchmark interest rates rising and drastic austerity spending measures being necessary to maintain creditor support of the government's debt. Looking across the globe, we see many developed countries with fewer economic advantages compared to the United States that have a far higher debt-to-GDP ratio. Japan has a public-debt-to-GDP ratio of over 230%, yet its government yields remain among the lowest in the world. Its 10-year bond recently traded at 0.00%, while the U.S. 10-year Treasury has traded near 0.61%.

In our view, the markets should easily absorb the added costs of current stimulus spending. The danger zone is not in the near or even intermediate term, but over the long term, should the debt burden continue to grow.

Addressing the challenges

Fiscal challenges relate not just to current stimulus spending but also to the longer term trajectory of deficit spending. Deficit spending in and of itself is not necessarily problematic, especially if GDP grows at a faster rate than deficit growth. Under such a scenario, debt and deficits shrink on a relative basis over time. Unfortunately, it appears that the U.S. is on a different trajectory as our population ages and mandatory spending requirements, such as Medicare and Social Security, are projected to grow at a faster rate over time.

It is unlikely, in our opinion, that the government will make any near-term changes to curtail spending or increase revenue, and such changes are ill advised during periods of economic contraction. It is more likely that additional stimulus in response to the current crisis will add even more to the federal debt. Only once the economy recovers would an opportunity exist to address the long term sustainability of deficit trends. However, these decisions are politically challenging, and given the choice between taking potentially unpopular action or "kicking the can down the road," Congress has historically opted for the latter.

When, if ever, our lawmakers do act, there are several schools of thought for them to debate regarding debt management and appropriate fiscal policies.

Table 1: U.S. government alternatives for paying for the stimulus over time

Alternatives	Potential implications
Spending cuts	Given the federal budget's makeup, a significant portion of any cuts would likely need to come from popular social programs, which would be politically challenging.
Tax increases	Much like spending cuts, tax increases would likely be unpopular—at least with some segments of the population. In addition, this would run counter to recent policy, which has been to simplify the tax code and reduce rates.
Higher economic growth	Arguably the best way to reduce debt-to-GDP is to grow GDP. This approach, however, can be challenging, as systemic facts point to lower average growth rates in the years ahead.
Negative real rates	Despite low inflation rates, even lower yields currently allow the government to finance debt at negative real rates. While the Fed can help manage interest rates, there is no guarantee that rates will remain low.
Inflation or debt renegotiation	Printing dollars to pay off maturing debt or renegotiating outstanding bonds would destroy investors' and citizens' savings and make it difficult to borrow again and, in our view, should be used only as a last resort.

Implications for investors

We think investors' worst fears of runaway inflation and a jump in interest rates as a result of significant government spending are unlikely to materialize. While worst-case concerns are unlikely, we do see three potential investment and economic impacts as a result of fiscal stimulus spending.

- **Lower longer term growth rates.** High debt levels restrict policymakers' ability to respond to unexpected future events. Future shocks may have a more significant negative economic impact, as lawmakers might lack flexibility to deal with them fiscally. Significant government debt levels could lead to a greater portion of private investment spending and consumption being diverted to Treasury debt, shrinking the pool of capital available for private investment.
- **Lower inflation.** High government debt levels have a deflationary effect. Funds that may have otherwise been directed toward investment and consumption must be diverted to service a growing debt burden.
- **Lower yield and returns.** As the population ages, demand for income securities is expected to increase. Fiscal trends and an aging demographic make it more likely that asset-class return expectations will be lower in the future than we have experienced historically.

Risks Considerations

Each asset class has its own risk and return characteristics. The level of risk associated with a particular investment or asset class generally correlates with the level of return the investment or asset class might achieve. **Stock markets**, especially foreign markets, are volatile. Stock values may fluctuate in response to general economic and market conditions, the prospects of individual companies, and industry sectors. **Bonds** are subject to market, interest rate, price, credit/default, liquidity, inflation and other risks. Prices tend to be inversely affected by changes in interest rates.

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FIRST ANALYSIS

Institute Alert

News or events that may affect your investments

March 30, 2020

Sameer Samana, CFA
Senior Global Market Strategist

The Bottoming Process—A Step-by-Step Guide

Key takeaways

- After an almost 35% decline, the S&P 500 Index of large-cap U.S. equities staged a sharp recovery last week of close to 20%.
- Given the quick gains, investors may now be wondering if the worst is behind us, and whether it is time to rush back into equity markets.

What it may mean for investors

- We believe, and history concurs, that markets need time to fully recover after such a significant drawdown.
- We believe investors would be well-advised to maintain recommended equity allocations within portfolios, rather than leaning too heavily into stocks.

Given the recent drawdown and rebound in equity markets, we thought it would be helpful to remind investors about the historical framework we use when assessing whether markets have bottomed, from a technical analysis standpoint. In essence, we view the bottoming process and its gyrations as falling into one of three phases: the Breakdown, the Consolidation, and the Bullish Breakout.

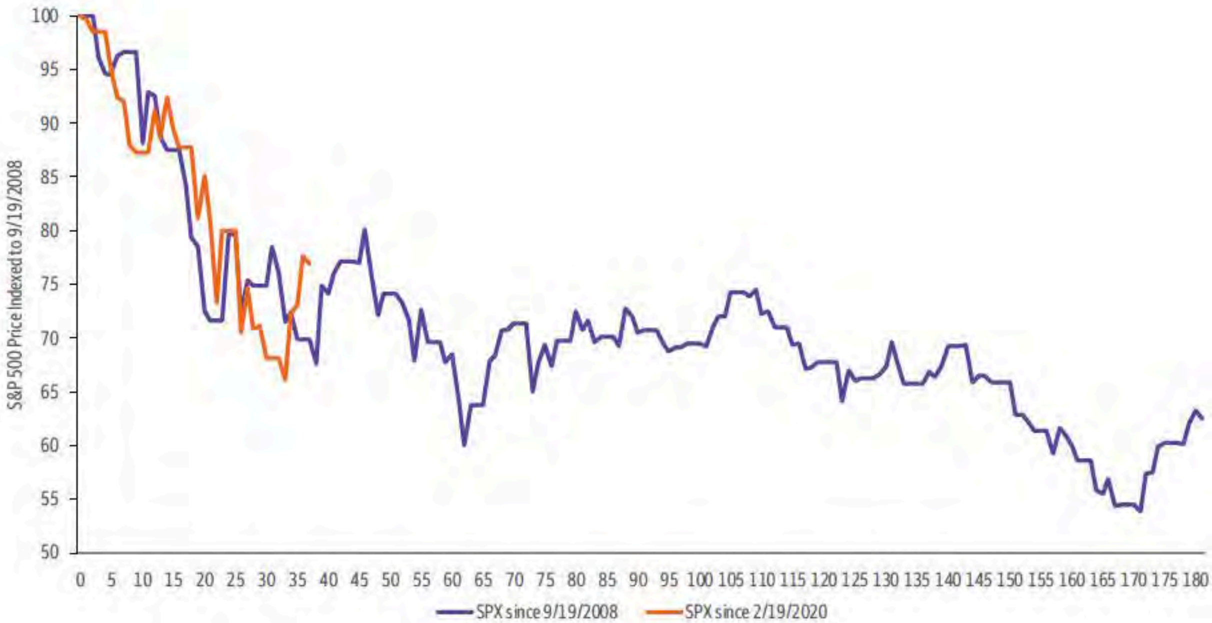
Below, we take a look at some of the tendencies each of these phases displays, based on price action during previous periods of turbulence.

Phase 1: The Breakdown

Markets in uptrends tend to look at new developments, especially negative ones, through a glass-half-full lens and are initially quick to dismiss those developments as insignificant, with the most recent example being the first signs of coronavirus (COVID-19) cropping up in China. Over time, the damaging impacts of the new development continue to nag at market participants and lead to negative surprises on the economic and fundamental data fronts, making it harder and harder to ignore them. Eventually, there is an acceptance that the investing environment has changed, and investors must mark down their outlooks and reposition by selling risk assets, such as equities.

Unfortunately, when the trend changes from higher to lower, the herd must reposition portfolios simultaneously, and that can lead to bouts of illiquidity, which in turn can lead markets to overshoot their fair value. Defining characteristics of this phase tend to be spikes in volatility, oversold markets, and washed-out market internals (for example, very few stocks at 52-week highs or deteriorating cumulative advance-decline lines). It is worth noting that the Breakdown Phase tends to be the shortest of the three phases in the bottoming process. Based on what we see in Chart 1, which overlays the trajectory of the current S&P 500 Index price (orange line) against the bear market of 2008-2009 (purple line), we believe that we are currently in the latter stages of Phase 1 or at the very beginning of Phase 2.

Chart 1. Bottoming of equity market is a process, not a price



Sources: Bloomberg and Wells Fargo Investment Institute, as of March 24, 2020. The S&P 500 Index is a market-capitalization-weighted index considered representative of the U.S. stock market. For illustrative purposes only. An index is unmanaged and not available for direct investment. **Past performance is no guarantee of future results.**

Guidance – For investors who went into the market breakdown with portfolios that were in line with recommended allocations, the decline in asset values has led to underweights in risk assets. We believe this presents an opportunity to rebalance to those allocations by selectively purchasing high-quality stocks with good growth prospects that could assume market leadership coming out of the downturn. Currently, we favor the U.S. Large Cap and U.S. Mid Cap asset classes, and the Information Technology, Communication Services, Consumer Discretionary, and Financials sectors.

Phase 2: The Consolidation

Once the selling exhausts itself, markets historically have tended to jump sharply off the lows and retrace a good chunk of the price decline. Unfortunately for investors' frayed nerves, this is the very beginning of the Consolidation Phase, which is often the longest of the three phases in the bottoming process. After the initial retracement is over, and investors realize that a V-shaped bottom is highly unlikely and that they are going to be living in the new regime for the foreseeable future, markets often retest the previous lows. During this retest, markets also can reach new lows from time to time. Once a well-defined trading range has been established, markets wait as long as needed for the underlying issue to resolve itself and for the economic impact to become clearer. These are signposts that Phase 2 is underway.

Guidance – For investors, the Consolidation Phase historically has presented the biggest test of emotional fortitude and investment discipline. Sharp rallies can present a siren song of opportunity that will try to entice investors back to the lowest quality areas—with promises of quick gains—only to be dashed quickly by disappointments that lead us back to the lower end of the trading range. We believe investors would be wise to trim exposure to U.S. Small Caps, Emerging Market Equities, and Developed Market ex-U.S. Equities, as well as the Energy, Materials, and Industrials sectors on the bounces. Investors should focus new purchases in areas with better risk-reward outlooks, in our view, like the ones mentioned at the end of the Phase 1 section above—and even then, only on price weakness.

Phase 3: The Bullish Breakout

If much of Phase 2 is defined by a stalemate between bulls and bears, Phase 3 is kicked off by a breakout above the upper end of the trading range. This is an initial signal that the bulls may finally be regaining the upper hand. By this point, the economic and earnings outlook should be coming more clearly into focus, and growth should be turning back toward the positive side. The real debate becomes what valuation multiple investors are willing to pay for those earnings. Any pullbacks in this phase have tended to be short and shallow, frustrating investors who may be looking for one more retest of the lows as a chance to buy equities.

Guidance – Investors may have to fight an initial bout of skepticism that markets really are back in an uptrend. They may be tempted to continue selling rallies in the hopes of being able to buy back at lower prices. We believe this is the time to continue maintaining allocations, while taking care not to lean out too far over their skis in equities.

Where are we currently?

- We believe we are currently in the latter stages of Phase 1 (the Breakdown) or the very early stages of Phase 2 (the Consolidation).

- We do not expect a V-shaped recovery, and we think the equity markets should face plenty of overhead resistance the higher they climb.

- We expect markets to eventually carve out a trading range until more progress is made on the containment and treatment of coronavirus and until investors can get a clearer view on the eventual impacts to the economy and corporate earnings.

Risks Considerations

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Communication services companies are vulnerable to their products and services becoming outdated because of technological advancement and the innovation of competitors. Companies in the communication services sector may also be affected by rapid technology changes; pricing competition, large equipment upgrades, substantial capital requirements and government regulation and approval of products and services. In addition, companies within the industry may invest heavily in research and development which is not guaranteed to lead to successful implementation of the proposed product. Risks associated with the **Consumer Discretionary** sector include, among others, apparel price deflation due to low-cost entries, high inventory levels and pressure from e-commerce players; reduction in traditional advertising dollars, increasing household debt levels that could limit consumer appetite for discretionary purchases, declining consumer acceptance of new product introductions, and geopolitical uncertainty that could affect consumer sentiment. The **Energy** sector may be adversely affected by changes in worldwide energy prices, exploration, production spending, government regulation, and changes in exchange rates, depletion of natural resources, and risks that arise from extreme weather conditions. Investing in the **Financial** services companies will subject a investment to adverse economic or regulatory occurrences affecting the sector. There is increased risk investing in the **Industrials** sector. The industries within the sector can be significantly affected by general market and economic conditions, competition, technological innovation, legislation and government regulations, among other things, all of which can significantly affect a portfolio's performance. **Materials** industries can be significantly affected by the volatility of commodity prices, the exchange rate between foreign currency and the dollar, export/import concerns, worldwide competition, procurement and manufacturing and cost containment issues. Risks associated with the **Technology** sector include increased competition from domestic and international companies, unexpected changes in demand, regulatory actions, technical problems with key products, and the departure of key members of management. Technology and Internet-related stocks, especially smaller, less-seasoned companies, tend to be more volatile than the overall market.

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FROM THE DESK OF DARRELL L. CRONK

State of the Markets

March 23, 2020

Darrell L. Cronk
President, Wells Fargo Investment Institute

Chief Investment Officer, Wells Fargo Wealth and Investment Management

Darrell L. Cronk is the president of Wells Fargo Investment Institute, which is focused on delivering the highest quality investment expertise and advice to help investors manage risk and succeed financially.
Mr. Cronk leads global investment strategy and research including equity, fixed income, real assets, and alternative investments. He also serves as chief investment officer for Wealth and Investment Management, a division of Wells Fargo & Company that includes Wells Fargo Private Bank, Wells Fargo Advisors, Wells Fargo Institutional Retirement & Trust, and Abbot Downing.

4 Reasons for Optimism

"I am a firm believer in the people. If given the truth, they can be depended upon to meet any national crisis."

—Abraham Lincoln

Coronavirus is both a public health crisis and an economic crisis. Unfortunately, the two work almost directly against each other. The biological cure of social distancing and containment becomes the economic disease as vast amounts of our consumer-driven economy shut down in an effort to best combat the virus. However, America has always found itself faced with great challenges. And yet, this country has proven many times to be a beacon of courage and resolve to effectively meet those tests head-on. Now the beacon is lit once again, and we must respond. While the challenge is great, I would highlight four reasons for optimism—four twinkles of light inspiring my belief that in the end, we will prevail.

1. We adapt.

As a country, we have shown our resilience many times in the face of past crises. During the darkest hours of the Great Financial Crisis of 2008-09, the events following September 11, 2001, and even two World Wars, many Americans could never imagine things being the same again. But we adapted to our new reality and have a long and successful history of innovating our way out of crises. Already schools and businesses are finding ways to keep learning and commerce moving forward from their homes. Automakers are retooling factories to help meet a drastic shortage of ventilators. Pharmaceutical companies are working at blinding speed on therapeutic solutions and new vaccines. The fashion district in New York City is converting garment production to assist with the shortage of hospital gowns and masks, and the arts and fitness communities have switched to online concerts and virtual work out rooms. All across America, the private system is adapting and mobilizing to help the public sector battle this terrible virus. Great crises often begin with fear, and out of that fear can come a unity that bonds us together even stronger.

2. Markets have worked.

While the market reaction has been swift and harsh over the past several weeks, market mechanics continue to function. Markets are repricing for this new and unexpected norm, and while painful, that's what markets do. Circuit breakers have triggered numerous times to create a pause in trading in an effort to cushion large market movements. Liquidity has been challenged, and the Federal Reserve (Fed) has responded numerous times to shore up shallow liquidity pools and keep markets functioning properly. Just to illustrate the speed of response, the Fed forcefully acted in a mere two weeks to the most recent threat. In contrast, it took them months to do so in 2008. Some have suggested closing markets down until this pandemic passes, but we believe open and functioning markets remain essential for companies, investors and liquidity.

3. Policymakers are acting.

While often accused of being slow to engage, Congress appears to be doing the right thing so far. Winston Churchill once said that America "can always be trusted to do the right thing, once all other possibilities are exhausted." But to its credit, and with all due respect to Sir Churchill, Congress is proving him wrong these days. Fully recognizing this is an election year, when partisan politics run deep, Congress has acted with surprising speed. It already has passed an $8.3 billion fiscal spending package to provide direct resources to the agencies closest to the frontlines, including the Centers for Disease Control (CDC), National Institutes of Health (NIH), and U.S. Food and Drug Administration (FDA). A second bipartisan deal architected by U.S. Treasury Secretary Steven Mnuchin and House Speaker Nancy Pelosi—valued at $100 billion—passed last week. It includes funding for additional coronavirus tests, paid sick leave, expanded food services, expanded unemployment insurance, aid to states, and tax credits for affected employers. The third and largest deal, likely between $1 trillion and $2 trillion of economic stimulus, would send checks directly to Americans, help small businesses, and direct aid to impacted industries like airlines, retail and manufacturing. During these critical days, speed can be more essential than exacting policy, and fortunately Congress is not letting "the perfect be the enemy of the good" as it forms policy.

4. Opportunity on the other side

The U.S. economy came into this crisis the strongest in the world, and we believe that bodes well for how we will emerge. This crisis, different from past ones, is not the making of extreme financial excesses that often took years to work through following prior recessions. As the number of coronavirus cases eventually begin to decline, economic activity may resume quickly. That activity will undoubtedly be different in ways that are difficult to precisely predict. However, sizable pent-up demand from weeks or months of inactivity—coupled with large degrees of monetary and fiscal global stimulus like the world has rarely witnessed—could create an economic payback with tremendous potential for growth. Investors should consider this wisely as they make portfolio changes. Often the best days of stock market return come during some of the darkest hours. For example, looking back over the past 25 years, 8 of the 10 best days for the S&P 500 Index came during the 2008-09 Great Financial Crisis; the other 2 also came during recessions. Looking through this volatility, there are likely to be large opportunities on the other side, in our view, just as there have been following past crises.

This pandemic will not be easily conquered, but neither will America's spirit and tenacity. We have prevailed before during periods of great tragedy and crisis, and we likely will again. It will undoubtedly have a large economic cost, one that we must collectively pay, as the alternative is far worse. However, the most infectious virus still remains human optimism, determination and innovation. Markets and our economy have always shown great resilience. We believe they will recover, and so will our country.

Risk Considerations

Past performance does not guarantee future results. Each asset class has its own risk and return characteristics. The level of risk associated with a particular investment or asset class generally correlates with the level of return the investment or asset class might achieve. **Stock markets**, especially foreign markets, are volatile. Stock values may fluctuate in response to general economic and market conditions, the prospects of individual companies, and industry sectors.

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Letter for Finance Committee of NCHSAA: **COVID-19** **Tuesday, April 7, 2020**

Dr. Fauci of NIH has cautioned against the assumption that rising temperatures in the US will crush the coronavirus. While he acknowledged that it is a reasonable hope, which has a sound scientific basis, he underscored that it is not yet a proven certainty with COVID-19. In some places of the outbreak, the temperature has been 80 degrees Fahrenheit. This phenomenon has raised questions as to whether higher temperatures will work as well as they typically do at significantly reducing the number of flu infections during the summer.

The apparent cresting of the daily death rate in the US and Europe has led to a buying panic (known as 'relief rallies' – see April 6, and 7th for example). Please note, buying volume has been *lighter* than prior selling volume thus far. A substantial portion of buying has occurred because 'shorts' cover what is known as their 'short positions.' Some institutional investors are nibbling on the buy-side. However, these rallies, as of my writing, do not appear to stem from a sense of 'Happy Days Are Here Again.' We share the nation's joy over signs that the 'infection curve is being flattened.' We want to make a distinction between that – the daily numbers of deaths appearing to have peaked - and the damage to the US and global economy, which is *worsening* not improving.

Short Selling

I will explain short selling by using a hypothetical example. Most investors own assets. Whatever an investor owns, they are said to be 'long' that position. So if you own 1000 shares of imaginary XYZ, you are 'long XYZ.' Short-sellers typically are investors who specialize in looking for companies they believe are significantly overvalued. They want to sell something overvalued and reap its high price, then purchase it *after* the asset has fallen in market value.

Though this concept may seem odd, here's how it works. First, for this hypothetical illustration, let's assume that as a short-seller that you are not 'long' any shares of XYZ. Suppose you believe XYZ is grossly overvalued and due to fall in market price. You can sign an agreement with a brokerage firm, then borrow shares of XYZ, and *sell the shares you do not own*, but merely borrowed, in the market. Huh?

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Suppose you borrow and sell 1000 shares of XYZ at the market, and you happen to sell it for $ 100 per share. Your account is credited with $ 100k less commissions paid. However, you must also pay interest on the amount of the worth of shares borrowed. Also, if XYZ happens to pay a dividend while you have borrowed and sold it, you, as the short-seller must pay the dividend to the brokerage firm who credits it to the shareholder of XYZ. So there's interest expense, which is usually the highest cost to short-sellers, plus commissions, and possibly dividend payments. Short-selling can be a costly way to invest.

Someone who is long a positon typically can wait for price appreciation, hoping it comes sooner than later, but often allowing more time latitude. Shorts are paying interest on the entire amount, like any borrower. They need to be correct, and soon, or the interest expense can 'steal' their profit.

So, when COVID-19 causes the markets to collapse, suppose that XYZ is now selling at $ 55 per share, though they sold it at $ 100 per share. The short-seller may continue to borrow the shares hoping XYZ will fall to $ 35 per share. However, when good news reaches markets, like fewer daily deaths, other shorts may close out their short positions – to reap a profit - which means they buy XYZ.

To reiterate, when there is lots of short selling, as there has been since this crisis occurred, ironically, to harvest their profit, the short-sellers *must eventually become buyers*. They have to buy the shares they shorted, to return them to the brokerage firm, to benefit. So when you hear the term 'short squeeze' it refers to an unexpected rally that forced short-sellers to cover their short positions to prevent their profits from shrinking. April 6th and 7th appear to reflect a massive short squeeze and the start of a buying panic.

If a short-seller sees XYZ moving back up to $ 60 per share, their advantage starts to evaporate. So many short-sellers tend to close out positions fairly in unison as they see the stocks they have shorted begin to rally. Thus far, that has been a significant cause of the 'green' rally days. It is not because institutional investors have gone in 'whole hog' as buyers yet (as of this letter). Yes, some institutions are on the buy-side; however, that is not the whole story. Short-selling is a critical component of the rally.

Please note, the stronger the buying panic, the more this will likely encourage short-sellers to get ready to put their short positions back on trying to drive stock prices back down. Why? What positives have occurred in the economy of late? The buying panic is the mirror reverse of the selling panic. As soon as the short-sellers sense the emotion of the buying panic is beginning to ebb, they will likely short-sell again, hoping for a second massive wave of profit.

What Is Up Ahead?

Suppose, however, that it turns out that warm weather and higher levels of humidity dramatically slows the transmission of COVID-19. Do we think the panic by consumers, companies, and markets will immediately return the US to its formerly strong underlying economy? We do not believe that is the most likely scenario, though, like you, we'd be delighted if we completely recovered overnight.

This terrible situation reminds us of a prominent scientist's wise quote that "Predictions are hard to make, especially about the future." With appropriate humility, here's our current forecast. As you read it, please note that additional positive or negative events and perceptions could render this outlook inert instantly.

Already, some in the US are chafing at the restrictions caused by the protective strategy of 'sheltering in place.' It certainly appears the US and Europe are successfully 'flattening the infection curve.' As a result, we believe *some* spending will snap back quickly because individuals will take advantage of steep 'sale' prices and recommence some of their prior 'retail therapy' habits. However, the incomes of at least 50% of households have been walloped, requiring frugality. (Since the worst of the epidemic in China appears to be over, some of the wealthy have been buying luxury goods with zeal. This purchasing splurge is known there as 'revenge shopping.').

We believe there also will be significant consumer reticence to purchase 'big ticket' items, to the extent they may even afford them. Since it is possible, even likely, according to some epidemiologists, that COVID-19 will return in late autumn, we think this will inhibit some consumer purchases. Auto sales that initially dropped in half, quickly fell 80% or more. US airlines lost between 94% to 96% of their passengers. (As an aside, Dr. Fauci has indicated that the US will be much better prepared for 'round two.' This improved preparation seems intuitive and encouraging to us).

Employers will be reticent to bring all furloughed workers back immediately until they see signs of consumer demand. Without paychecks, furloughed workers do not have the ready resources to create demand (a classic 'Catch-22'). Federal checks will eventually arrive; however, entire programs are being designed 'on the fly.' It will take months for taxpayers to receive 'spending money' to make up for paychecks they do not have now. Even during the Great Depression, we did not see as instant a 'light switch' turning our economy from 'on' to 'off' as we see now. We believe destruction to our US (and the global) economy is much easier to achieve than recapturing and rebuilding it. Metaphorically, we believe turning the light switch back 'on' will be much more complicated than it was to turn it 'off.' We do not think recent rallies reflect this likely reality.

So when might most current problems in the US and the global economy begin to melt away? *We think that true economic healing is unlikely to occur until there is a widespread distribution of a* *reasonably effective vaccine.* To the extent that COVID-19 returns to a significant degree in late autumn, we could face another, though we expect a more muted market reaction then, as the shock will not likely be nearly as great.

Many biotech and 'big pharma' companies are working feverishly to produce treatments (the count is ~ 90). One pharmaceutical company is in the process of making one billion doses of a COVID-19 vaccine. What is extraordinary is not just the number of doses. Their vaccine *is still being tested* and has yet to be approved by the FDA. The testing and approval process is expected to take months. So, the company is risking enormous sums of money, with no certainty the FDA will approve their vaccine for safety and effectiveness.

Many companies are hoping to initiate human testing for their vaccines and other treatments between June 1 and the end of August (though expect delays). Once concluded, effective medications would require review and approval by the FDA, manufacturing, and distribution. As far as we can tell from the research: think of it being 2021 before a 'game-changer' is likely to appear (possibly as late as that summer, though naturally, we are all hoping for a much quicker breakthrough). We think in all of history, this effort will have the fastest success in creating viable treatments. However, there is no vaccine for what has been done to the US and the global economy.

Despite the current buying panic (as I write this on April 7), some respected market strategists believe another up to 30% decline is in store, while others are buying depressed assets. There is much discussion about what is known as 'sucker's rallies' or 'head fake rallies.' Many bear markets had sizable rebounds *only to fall much lower later* gradually. Thus, our approach is one of caution. Please examine all the impressive rallies from March 2000 to March 2003, and still overall markets *were crushed* as the tech bubble burst.

Historically, markets tend to test 'low prices' at least once or more, though not always. Wall Street gurus are mainly in two camps, those that expect a retest of recent lows (I concur with that group), and those hoping for a much quicker snap back. The most preferred recovery is referred to as a V-shape rebound, sharply down, and then stock prices moving sharply up quickly. We all would be delighted if this occurred (except short-sellers).

Initially, this V-shaped market recovery seemed plausible, though, that thesis has fallen into disfavor. More strategists think a slower U-shaped recovery may take hold. A U-shaped recovery is not as desirable as a V-shaped rebound, but an improvement nonetheless. Though I do not anticipate an L-shaped recovery, which flatlines for an extended period, Art Cashin, one of the most respected experts on Wall Street, thinks an L-shaped recovery is what's likely. (I am over 65, Art started to work in my profession when I was four years old; he has taught me a lot over many years of watching him and reading his commentaries). This L-shaped type of 'recovery' is associated with severe recessions and depressions. Our economy is screeching to a halt in Q 2 to 'Depression-like' employment numbers; however, we do not believe our economy must remain mired in a lengthy recession or depression as it was so solid as recently as February. Yet we fully appreciate that the US economy of February might as well be ancient history. That world does not exist presently. It is gone.

I think we are more likely to have either a U-shaped or as I more expect a W-shaped recovery, with a retest before we resume a gradual market recovery. (I intended the W to have its middle lines not rising as high as the lines on its left and right). I would much prefer a V, and I would celebrate if I were incorrect. The most we can hope for that I see as reasonable is a U or W type market recovery. I think those participating in the panic buying could get 'whipsawed' – a term markets use – once the short-sellers believe markets have crested in this round.

Our concern remains focused on what future guidance companies will offer starting the middle of April through early June as we are just about to enter the earnings reporting season. Please note, the SEC now permits companies to delay reporting their earnings for 60 days in reaction to COVID-19. We are unsure which companies will delay and which will report on time. We expect most companies to claim they are beset reasonably with little 'visibility' as to how the rest of the year will pan out for revenues and profits.

To its credit, though belated, the Federal Reserve has brought massive firepower only it possesses, helping out US banks and even other central banks. The $ 2.4 trillion CARES 2020 aid package will help us to restart the economy, though not likely nearly as quickly as hoped. A strong economy has been sickened by an unexpected lethal virus.

In the short run, I expect very high levels of volatility, wild levels of market price swings. However, I think that is no more than me telling you that at night expect darkness. Markets remain incredibly vulnerable to emotion, with emotions of the panic ruling. However, it appears round one of the selling panic has subsided, and the buying panic has commenced, as I complete this letter. Depending on the death toll, and most notably based on future guidance from companies, we may face round two of fear and panic. I expect it will take months before markets can sort out fair asset values.

I started in this profession in 1984. In 1987, US stock markets peaked the third week of August. In about ten weeks, we had a correction (a decline of 10%). On October 19, 1987, 'Black Monday,' US stock markets fell -22.8%. So with investors having lost 1/3 of their market value quickly, what was the aftermath? Two years later, stock markets had recovered to the degree that one could not have even told that 1/3 of their value was briefly gone.

I am hoping that two years from now, that is what will happen with COVID-19. Please note, markets tend to get ahead of themselves both on the downside and the upside, so expect that there is a chance these wild swings will reoccur before we have a much better sense of the worth of companies, and the pace of economic recovery. Past performance is not indicative of future results.

On a long term basis, I remain bullish; however, there's likely much more pain to come in the short run. However, we are a resilient people, and we will defeat this 'enemy' over the next two years. My most significant concern is the lack of realization of just how much damage has been done to the US and the global economy. China's employees are back to work, yet many factories have no orders. One major US retailer canceled 100% of its clothing orders from Chinese and other Asian manufacturers through June. How will companies survive with no orders, thus no revenues or profits for April, May, and June, when they had 30 to 90 days of cash on hand, and the Chinese lockdown began in late January.

I want to be incorrect. I would love for normalcy to return immediately. Despite impressive market rallies, I see the climb back to a healthy US and global economy being much more complicated than some estimate. MCW.

Sincerely,

Michael C. Wittenberg

Michael C. Wittenberg, CFP®, ChFC®, CLU®, CRCP, CWS®, REBC®, RHU®, AIF® PPC®

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NFHS Network Streaming Stats by Championship
(As of March 17, 2018)

		Live Vie	On-Dem	Uniqu	Product Revenue
11/4/17	**Volleyball**	**1202**	**1240**	**175**	**1,636.85**
	1A: CSD vs. Roxboro Comm.	171	232	57	542.35
	2A: Carrboro vs. W. Iredell	365	211	48	427.85
	3A: N. Iredell vs. Chapel Hill	408	428	38	348.25
	4A: Hough vs. Green Hope	258	369	32	318.40
11/18/17	**Men's Soccer**	**1301**	**962**	**179**	**1,716.60**
	1A: Franklin Acad. Vs. Bishop McGuinness	220	85	27	258.70
	2A: First Flight vs. Newton-Conover	178	232	38	383.15
	3A: Chapel Hill vs. A.C. Reynolds	320	261	58	557.20
	4A: Cardinal Gibbons vs. Hough	583	384	56	517.55
12/2/17	**Cheerleading**	**656**	**682**	**38**	**353.25**
12/9/17	**Football**	**7424**	**3246**	**902**	**7,855.60**
	1A: North Duplin vs. Cherokee	430	289	100	815.90
	1AA: Tarboro vs. Mt. Airy	604	450	79	676.60
	2A: Wallace-Rose Hill vs. Reidsville	1126	319	59	547.25
	2AA: East Duplin vs. Hibriten	1188	525	175	1,542.25
	3A: Havelock vs. Charlotte Catholic	1393	210	189	1,661.65
	3AA: New Hanover vs. A.C. Reynolds	741	123	60	517.40
	4A: Scotland vs. Harding	1091	973	121	1,039.85
	4AA: Wake Forest vs. Mallard Creek	851	357	119	1,054.70
2/3/18	**Wrestling - Dual Team**	**37**	**108**	**10**	**89.55**
	1A: Robbinsville vs. Rosewood	22	23	4	39.80
	2A: West Lincoln vs. Croatan	0	36	2	9.95
	3A: Orange vs. Piedmont	3	26	1	9.95
	4A: West Forsyth vs. Cary	12	23	3	29.85
2/8/18	**Swimming & Diving**	**202**	**611**	**42**	**378.10**
	4A Championship Swimming	71	208	13	119.40
	4A Championship Diving	8	48	1	9.95
	3A Championship Swimming	28	174	12	99.50
	3A Championship Diving	29	50	6	59.70
	1A/2A Championship Swimming	43	96	6	59.70
	1A/2A Championship Diving	23	35	4	29.85
2/15/18	**Wrestling - Individual**	**4901**	**224**	**131**	**995.00**
	NCHSAA Wrestling Championship Day 1 | Mat	55	28	24	199.00
	NCHSAA Wrestling Championship Day 1 | Mat	40	16	4	39.80
	NCHSAA Wrestling Championship Day 1 | Mat	53	9	4	29.85
	NCHSAA Wrestling Championship Day 1 | Mat	44	8	3	9.95
	NCHSAA Wrestling Championship Day 1 | Mat	45	6	2	19.90
	NCHSAA Wrestling Championship Day 1 | Mat	41	4	6	49.75
	NCHSAA Wrestling Championship Day 1 | Mat	47	3	2	9.95
	NCHSAA Wrestling Championship Day 1 | Mat	38	7	9	49.75
	NCHSAA Wrestling Championship Day 1 | Mat	30	9	4	19.90
	NCHSAA Wrestling Championship Day 1 | Mat	44	6	8	59.70
	NCHSAA Wrestling Championship Day 2 | Mat	278	4	6	39.80
	NCHSAA Wrestling Championship Day 2 | Mat	359	1	0	0.00
	NCHSAA Wrestling Championship Day 2 | Mat	218	3	5	49.75
	NCHSAA Wrestling Championship Day 2 | Mat	214	2	2	9.95
	NCHSAA Wrestling Championship Day 2 | Mat	222	3	4	29.85
	NCHSAA Wrestling Championship Day 2 | Mat	275	5	5	39.80
	NCHSAA Wrestling Championship Day 2 | Mat	181	5	2	19.90
	NCHSAA Wrestling Championship Day 2 | Mat	206	1	2	9.95
	NCHSAA Wrestling Championship Day 2 | Mat	417	0	7	49.75
	NCHSAA Wrestling Championship Day 2 | Mat	312	0	7	39.80
	NCHSAA Wrestling Championship Day 3 | Mat	420	12	7	49.75
	NCHSAA Wrestling Championship Day 3 | Mat	408	21	3	19.90
	NCHSAA Wrestling Championship Day 3 | Mat	291	4	5	49.75

	NCHSAA Wrestling Championship Day 3 | Mat	291	2	2	19.90
	NCHSAA Wrestling Championship Day 3 | Mat	53	12	1	9.95
	NCHSAA Wrestling Championship Day 3 | Mat	44	19	2	19.90
	NCHSAA Wrestling Championship Day 3 | Mat	28	15	3	29.85
	NCHSAA Wrestling Championship Day 3 | Mat	89	11	0	0.00
	NCHSAA Wrestling Championship Day 3 | Mat	78	3	1	9.95
	NCHSAA Wrestling Championship Day 3 | Mat	80	5	1	9.95
3/3/18	**Basketball Regional Finals**	**2097**	**1155**	**301**	**2,626.80**
	1A Men East: Rocky Mount Prep vs. Pamlico	143	81	6	59.70
	1A Women East: Pamlico vs. Weldon	77	50	23	199.00
	1A Men West: Lincoln Charter vs. W-S Prep	130	61	18	169.15
	1A Women West: Mount Airy vs. Murphy	88	51	19	159.20
	2A Men East: Clinton vs. Greene Central	138	88	11	109.45
	2A Women East: Kinston vs. North Pitt	100	51	17	139.30
	2A Men West: Forest Hills vs. Salisbury	82	92	19	179.10
	2A Women West: North Wilkes vs. Mtn. Herit	83	45	16	149.25
	3A Men East: Eastern Guilford vs. Northside-Ja	194	101	43	368.15
	3A Women East: Jacksonville vs. Havelock	107	61	8	69.65
	3A Men West: Cox Mill vs. Ben L. Smith	168	104	29	238.80
	3A Women West: Northern Guilford vs. Ashbr	126	57	11	99.50
	4A Men East: Heritage vs. South Central	266	54	19	179.10
	4A Women East: Southeast Raleigh vs. Laney	148	84	22	199.00
	4A Men West: Rocky River vs. Independence	159	95	33	238.80
	4A Women West: NW Guilford vs. Mallard Cre	88	80	7	69.65
3/10/18	**Basketball State Championships**	**1323**	**554**	**122**	**1,084.55**
	1A Men: W-S Prep vs. Pamlico	170	78	12	99.50
	1A Women: Mt. Airy vs. Pamlico	73	65	11	89.55
	2A Men: Forest Hills vs. Greene Central	165	61	18	169.15
	2A Women: North Pitt vs. North Wilkes	115	58	12	109.45
	3A Men: Cox Mill vs. Northside-Jax	377	110	27	228.85
	3A Women: Northern Guilford vs. Jacksonville	138	52	22	189.05
	4A Men: Independence vs. Heritage	142	41	8	79.60
	4A Women: NW Guilford vs. SE Raleigh	143	89	12	119.40
5/19-20/1	**Outdoor Track & Field Championships**	**387**	**487**	**27**	**258.7**
	1A/3A Championship	205	305	19	179.10
	2A/4A Championship	182	182	8	79.60
5/18-19/1	**Lacrosse State Championships**	**435**	**191**	**88**	**880.8**
	1A/2A/3A Men: East Chapel Hill vs. Weddingt	149	62	32	298.50
	Open Women: Cardinal Gibbons vs. Charlotte	100	55	23	218.90
	4A Men: Middle Creek vs. Lake Norman	186	74	33	363.40
5/26/18	**Women's Soccer State Championships**	**1020**	**679**	**170**	**1562.15**
	1A: Franklin Academy vs. Union Academy	255	244	30	248.75
	2A: First Flight vs. Lake Norman Charter	202	108	27	228.85
	3A:Chapel Hill vs. Cox Mill	297	186	40	398.00
	4A: Myers Park vs. Fuquay-Varina	266	141	73	686.55
6/1-3/18	**Softball State Championships**	**1803**	**659**	**115**	**1055**
	1A Game 1: Louisburg vs. Alleghany	126	97	16	149.25
	1A Game 2: Louisburg vs. Alleghany	97	82	4	29.85
	1A Game 3*: Louisburg vs. Alleghany	0	0		
	2A Game 1: Franklin vs. South Granville	290	98	25	$208.95
	2A Game 2: Franklin vs. South Granville	125	30	3	$29.85
	2A Game 3*: Franklin vs. South Granville	0	0		
	3A Game 1: Alexander Central vs. Cleveland	332	50	13	$159.50
	3A Game 2: Alexander Central vs. Cleveland	257	41	5	$39.80
	3A Game 3*: Alexander Central vs. Cleveland	0	0		
	4A Game 1: Jack Britt vs. South Caldwell	198	121	28	$258.70
	4A Game 2: Jack Britt vs. South Caldwell	148	77	3	$29.85
	4A Game 3*: Jack Britt vs. South Caldwell	230	63	18	$149.25
6/1-2/18	**Baseball State Championships**	**2417**	**681**	**166**	**1492.65**

1A Game 1: West Columbus vs. Murphy	275	76	24	$219.05
1A Game 2: West Columbus vs. Murphy	242	78	2	$19.90
1A Game 3*: West Columbus vs. Murphy	0	0		
2A Game 1: Whiteville vs. Ledford	190	103	30	$268.65
2A Game 2: Whiteville vs. Ledford	198	50	13	$109.45
2A Game 3*: Whiteville vs. Ledford	437	97	13	$129.35
3A Game 1: New Hanover vs. Crest	211	41	19	$169.15
3A Game 2: New Hanover vs. Crest	62	46	4	$39.80
3A Game 3*: New Hanover vs. Crest	0	0		
4A Game 1: Fuquay-Varina vs. Ardrey Kell	271	72	37	$338.30
4A Game 2: Fuquay-Varina vs. Ardrey Kell	277	67	12	$109.45
4A Game 3*: Fuquay-Varina vs. Ardrey Kell	254	51	12	$89.55
Totals:	**25205**	**11479**	**2466**	**$21,985.60**
Fall Totals:	10583	6130	1294	$11,562.30
Winter Totals:	8560	2652	606	$5,174.00
Spring Totals:	3645	2016	400	$3,756.65

NFHS Network Streaming Stats by Championship
(As of March 30, 2019)

		Live Views	On-Demand Views	Unique Purchases	Product Revenue
11/3/18	**Volleyball**	**605**	**470**	147	$1,463.00
	1A: Polk County vs. Falls Lake Academy	101	86	30	$299.00
	2A: West Davidson vs. Currituck County	178	198	45	$448.00
	3A: D.H. Conley vs. Marvin Ridge	220	100	44	$438.00
	4A: Panther Creek vs. Green Hope	106	86	28	$279.00
11/17/18	**Men's Soccer**	**1404**	**997**	222	$2,213.00
	1A: Voyager Academy vs. Comm. School of Davidson	151	219	21	$209.00
	2A: Clinton vs. Newton-Conover	720	554	45	$448.00
	3A: Chapel Hill vs. Marvin Ridge	234	109	32	$318.00
	4A: Green Hope vs. Myers Park	299	115	51	$507.00
12/1/18	**Cheerleading**	**325**	**578**	73	$731.00
12/14-15/18	**Football**	**18248**	**5892**	1297	$6,935.00
	1A: Pamlico vs. Murphy	2144	672	80	$796.00
	1AA: Tarboro vs. East Surry	1525	1304	56	$557.00
	2A: Northeastern vs. Reidsville	4362	810	128	$1,274.00
	2AA: North Davidson vs. Shelby	1195	366	39	$388.00
	3A: Jacksonville vs. Charlotte Catholic	2001	391	76	$756.00
	3AA: Southeast Guilford vs. Weddington	1865	460	89	$886.00
	4A: Scotland vs. East Forsyth	2952	1245	756	$1,552.00
	4AA: Wake Forest vs. Z.B. Vance	2204	644	73	$726.00
2/2/19	**Dual Team Wrestling**	**1325**	**305**	**35**	**$278.60**
	Mat 1	665	156	16	$129.35
	Mat 2	660	149	19	$149.25
2/7-9/19	**Swimming finals**	**568**	**891**	**25**	**$238.80**
	1A/2A	139	295	6	$59.70
	3A	221	269	10	$99.50
	4A	208	327	9	$79.60
2/16-18/19	**Individual Wrestling**	**16746**	**2772**	**117**	**$995.00**
	Mat 1	3203	504	26	$218.90
	Mat 2	3084	450	24	$189.05
	Mat 3	1914	271	16	$159.20
	Mat 4	1482	288	7	$49.75
	Mat 5	1233	195	9	$69.65
	Mat 6	900	295	5	$39.80
	Mat 7	1230	162	9	$79.60
	Mat 8	1072	237	8	$79.60
	Mat 9	1541	177	8	$69.65
	Mat 10	1087	193	5	$39.80
3/9/19	**Regional Basketball**	**9630**	**3708**	**307**	**$2,746.20**
	West				
	1A Men: Bishop McGuinness vs. North Rowan	315	124	9	$89.55
	1A Women: Murphy vs. East Surry	562	202	31	$278.60
	2A Men: Forest Hills vs. East Lincoln	452	166	16	$149.25
	2A Women: Mountain Heritage vs. Forbush	299	131	8	$69.65
	3A Men: Southwest Guilford vs. Cox Mill	1930	599	97	$835.80
	3A Women: Freedom vs. Cuthbertson	211	146	12	$99.50
	4A Men: West Charlotte vs. R.J. Reynolds	663	269	24	$238.80
	4A Women: West Forsyth vs. Butler	343	291	9	$89.55
	East				
	1A Men: Washington County vs. Henderson Collegiate	473	91	5	$49.75
	1A Women: Pamlico Count vs. East Carteret	372	141	10	$89.55
	2A Men: Greene Central vs. Farmville Central	678	208	19	$159.20
	2A Women: Kinston vs. Farmville Central	470	108	13	$89.55
	3A Men: Williams vs. Eastern Alamance	584	184	17	$159.20

	3A Women: Southeast Guilford vs. E.E. Smith	171	148	5	$49.75
	4A Men: Millbrook vs. South Central	1365	346	19	$179.10
	4A Women: Southeast Raleigh vs. Cary	742	554	13	$119.40
3/16/19	**State Basketball**	**7923**	**3127**	**183**	**$1,671.60**
	1A Men: Bishop McGuinness vs. Henderson Collegiate	619	355	14	$109.45
	1A Women: East Surry vs. Pamlico County	731	272	23	$189.05
	2A Men: Farmville Central vs. Forest Hills	1297	317	31	$268.65
	2A Women: Mountain Heritage vs. Farmville Central	797	381	9	$89.55
	3A Men: Southwest Guilford vs. Williams	1364	523	21	$208.95
	3A Women: Southeast Guilford vs. Cuthbertson	1009	202	25	$218.90
	4A Men: South Central vs. West Charlotte	1364	523	41	$407.95
	4A Women: Southeast Raleigh vs. West Forsyth	742	554	19	$179.10
	Outdoor Track & Field Championships	**699**	**137**	**15**	**$149.25**
	2A/3A Championship	378	55	5	$49.75
	1A/4A Championship	321	82	10	$99.50
	Lacrosse State Championships	**1541**	**447**	**70**	**$696.50**
	1A/2A/3A Men: Chapel Hill vs. Weddington	826	188	29	$288.55
	Open Women: Cardinal Gibbons vs. Charlotte Catholic	207	121	7	$69.65
	4A Men: Cardinal Gibbons vs. Ardrey Kell	508	138	34	$338.30
	Women's Soccer State Championships	**6955**	**901**	**136**	**$1,353.20**
	1A: Franklin Academy vs. Union Academy	1624	157	20	$199.00
	2A: Carrboro vs. Lake Norman Charter	2451	327	28	$278.60
	3A: T.C. Roberson vs. East Chapel Hill	998	165	47	$467.65
	4A: Heritage vs. Pinecrest	1882	252	41	$407.95
	Softball State Championships	**7230**	**1731**	**198**	**$1,970.10**
	1A Game 1: North Stokes vs. Camden County	737	218	46	$457.70
	1A Game 2: North Stokes vs. Camden County	751	203	5	$49.75
	1A Game 3*: North Stokes vs. Camden County	0	0		
	2A Game 1: Eastern Randolph vs. West Stanly	532	190	40	$398.00
	2A Game 2: Eastern Randolph vs. West Stanly	589	107	9	$89.55
	2A Game 3*: Eastern Randolph vs. West Stanly	580	63	3	$29.85
	3A Game 1: Eastern Alamance vs. Central Cabarrus	359	165	20	$199.00
	3A Game 2: Eastern Alamance vs. Central Cabarrus	325	104	4	$39.80
	3A Game 3*: Eastern Alamance vs. Central Cabarrus	463	85	8	$79.60
	4A Game 1: South Caldwell vs. Hoggard	1322	352	48	$477.60
	4A Game 2: South Caldwell vs. Hoggard	554	134	7	$69.65
	4A Game 3*: South Caldwell vs. Hoggard	1018	110	8	$79.60
	Baseball State Championships	**4711**	**889**	**120**	**$1,194.00**
	1A Game 1: Rosewood vs. Uwharrie Charter	763	145	31	$308.45
	1A Game 2: Rosewood vs. Uwharrie Charter	658	64	3	$29.85
	1A Game 3*: Rosewood vs. Uwharrie Charter	0	0		
	2A Game 1: North Lincoln vs. Randleman	262	70	17	$169.15
	2A Game 2: North Lincoln vs. Randleman	537	98	10	$99.50
	2A Game 3*: North Lincoln vs. Randleman	0	0		
	3A Game 1: New Hanover vs. Marvin Ridge	1104	247	31	$308.45
	3A Game 2: New Hanover vs. Marvin Ridge	797	156	11	$109.45
	3A Game 3*: New Hanover vs. Marvin Ridge	0	0		
	4A Game 1: Corinth Holders vs. Mooresville	307	65	13	$129.35
	4A Game 2: Corinth Holders vs. Mooresville	283	44	4	$39.80
	4A Game 3*: Corinth Holders vs. Mooresville	0	0		
	Totals:	77910	22845	2945	$22,635.25
	Fall Totals:	20582	7937	1739	$11,342.00
	Winter Totals:	36192	10803	667	$5,930.20
	Spring Totals:	21136	4105	539	$5,363.05

NFHS Network Streaming Stats by Championship
(As of April 14, 2020)

		Live Views	On-Demand Views	Unique Purchases	Product Revenue
11/9/19	**Volleyball**	**4190**	**1038**	**217**	**$3,328.83**
	1A: East Surry vs. Falls Lake Academy	775	186	29	$318.71
	2A: Foard vs. Ayden-Grifton	980	225	63	$1,046.37
	3A: Chapel Hill vs. West Henderson	1528	250	85	$1,288.15
	4A: Green Hope vs. Ardrey Kell	907	377	40	$675.60
11/22-23/19	**Men's Soccer**	**6362**	**2174**	**240**	**$3,640.60**
	1A: Franklin Academy vs. Christ the King	1089	331	39	$546.61
	2A: Dixon vs. East Lincoln	1527	779	66	$961.34
	3A: Charlotte Catholic vs. Williams	2363	502	73	$1,097.27
	4A: R.J. Reynolds vs. Wake Forest	1383	562	62	$1,035.38
12/7/19	**Cheerleading**	**2434**	**1111**	**40**	**$675.60**
12/14/19	**Football**	**25615**	**3925**	**657**	**$10,052.43**
	1A: Northampton County vs. Robbinsville	2210	446	89	$1,332.11
	1AA: Tarboro vs. East Surry	4183	891	94	$1,505.06
	2A: Northeastern vs. Reidsville	3123	522	112	$1,525.88
	2AA: Salisbury vs. Shelby	2068	169	66	$1,079.34
	3A: Southern Nash vs. Charlotte Catholic	3411	602	86	$1,594.14
	3AA: Lee County vs. Weddington	3244	520	65	$832.35
	4A: Cardinal Gibbons vs. East Forsyth	4029	84	104	$1,614.96
	4AA: Vance vs. Leesville Road	3347	691	41	$568.59
2/8/20	**Wrestling - Dual Team**	**1206**	**444**	**27**	**$296.73**
	1A: & 3A:	490	268	15	$164.85
	2A: & 4A	716	176	12	$131.88
2/6-8/2020	**Swimming & Diving**	**1277**	**587**	**27**	**$296.73**
	4A Championship Swimming	498	232	11	$120.89
	3A Championship Swimming	277	202	9	$98.91
	1A/2A Championship Swimming	502	153	7	$76.93
2/21-22/2020	**Wrestling - Individual**	**24848**	**2617**	**173**	**$2,019.27**
	NCHSAA Wrestling Championship Day 2 | Mat 1	1054	242	14	$153.86
	NCHSAA Wrestling Championship Day 2 | Mat 2	1044	73	7	$76.93
	NCHSAA Wrestling Championship Day 2 | Mat 3	1212	122	15	$164.85
	NCHSAA Wrestling Championship Day 2 | Mat 4	885	151	9	$98.91
	NCHSAA Wrestling Championship Day 2 | Mat 5	853	85	7	$76.93
	NCHSAA Wrestling Championship Day 2 | Mat 6	528	72	6	$65.94
	NCHSAA Wrestling Championship Day 2 | Mat 7	821	110	2	$21.98
	NCHSAA Wrestling Championship Day 2 | Mat 8	592	89	10	$109.90
	NCHSAA Wrestling Championship Day 2 | Mat 9	794	108	8	$87.92
	NCHSAA Wrestling Championship Day 2 | Mat 10	815	90	8	$87.92
	NCHSAA Wrestling Championship Day 3 | Mat 1	2908	565	27	$296.73
	NCHSAA Wrestling Championship Day 3 | Mat 2	3490	157	12	$131.88
	NCHSAA Wrestling Championship Day 3 | Mat 3	2589	140	8	$87.92
	NCHSAA Wrestling Championship Day 3 | Mat 4	2533	170	9	$98.91
	NCHSAA Wrestling Championship Day 3 | Mat 5	809	116	7	$76.93
	NCHSAA Wrestling Championship Day 3 | Mat 6	1133	143	5	$54.95
	NCHSAA Wrestling Championship Day 3 | Mat 7	712	65	5	$54.95
	NCHSAA Wrestling Championship Day 3 | Mat 8	423	47	0	$0.00
	NCHSAA Wrestling Championship Day 3 | Mat 9	1124	41	13	$260.87
	NCHSAA Wrestling Championship Day 3 | Mat 10	529	31	1	$10.99
3/7/20	**Basketball Regional Finals**	**22975**	**4716**	**551**	**$6,409.49**
	1A Men East: Henderson Collegiate vs. North Edgecombe	1106	265	51	$560.49
	1A Women East: Bishop McGuinness vs. Weldon	889	295	14	$153.86
	1A Men West: Chatham Charter vs. Winston-Salem Prep	649	134	12	$131.88
	1A Women West: Mitchell vs. Murphy	1139	290	52	$630.48
	2A Men East: South Granville vs. Farmville Central	3338	590	57	$626.43
	2A Women East: Kinston vs. Farmville Central	1378	258	40	$498.60
	2A Men West: Shelby vs. Forest Hills	1311	354	22	$241.78

	2A Women West: Newton-Conover vs. Salisbury	548	209	28	$307.72
	3A Men East: Northwood vs. Westover	2892	384	59	$648.41
	3A Women East: Jacksonville vs. E.E. Smith	1167	353	33	$480.67
	3A Men West: Hunter Huss vs. Freedom	1461	366	32	$410.68
	3A Women West: Freedom vs. SE Guilford	1151	331	33	$362.67
	4A Men East: Lumberton vs. Pinecrest	2935	154	59	$648.41
	4A Women East: Millbrook vs. Southeast Raleigh	983	241	12	$190.88
	4A Men West: Olympic vs. North Mecklenburg	1632	330	38	$417.62
	4A Women West: Vance vs. Mallard Creek	396	162	9	$98.91
3/14/20	**Basketball State Championships**	**0**	**0**	**0**	**$0.00**
DNP	1A Men: Henderson Collegiate vs. Winston-Salem Prep				
DNP	1A Women: Weldon vs. Murphy				
DNP	2A Men: Farmville Central vs. Shelby				
DNP	2A Women: Farmville Central vs. Newton-Conover				
DNP	3A Men: Westover vs. Freedom				
DNP	3A Women: E.E. Smith vs. SE Guilford				
DNP	4A Men: Lumberton vs. North Mecklenburg				
DNP	4A Women: SE Raleigh vs. Vance				
	TOTALS:	**88332**	**16216**	**1921**	**$26,598.79**
	Fall Totals:	38601	8248	1154	$17,697.46
	Winter Totals:	50937	8412	794	$9,198.06
	New Events				
2/13-14/20	**Indoor Track & Field State Championships**	**631**	**48**	**16**	**$175.84**
	4A:	330	26	5	$54.95
	3A:	196	15	4	$43.96
	1A/2A:	105	7	7	$76.93

Account Name	Publisher Type	Pixellot Qty	Close Date	Channel Partner/ Parent Account	TOTAL EVENTS	TOTAL Sporting Events
Apex Friendship High School	PIXELLOT ONLY	2	9/3/19	Wake County Public School System	68	67
Apex High School	PIXELLOT ONLY	2	9/3/19	Wake County Public School System	60	60
Athens Drive High School	PIXELLOT ONLY	2	9/3/19	Wake County Public School System	71	71
Ayden-Grifton High School	PIXELLOT ONLY	2	5/24/19	Pitt County Schools		
Bear Grass Charter School	PIXELLOT ONLY	2	3/13/19		34	34
Bishop McGuinness Catholic High School	PIXELLOT ONLY	3	9/11/19		58	58
Broughton Magnet High School	PIXELLOT ONLY	2	9/3/19	Wake County Public School System	55	55
Cabarrus County Schools	PIXELLOT ONLY		8/12/19	_District		
Cape Fear High School	PIXELLOT ONLY	1	1/30/17		19	19
Cardinal Gibbons High School	PIXELLOT ONLY	2	7/28/17		68	68
Carrboro High School	PIXELLOT ONLY	1	11/14/19		8	8
Cary High School	PIXELLOT ONLY	2	11/14/18	Wake County Public School System	69	69
Central Academy of Technology and Arts	PIXELLOT ONLY	2	8/16/19	Union County Public Schools	40	39
Central Cabarras High School	PIXELLOT ONLY	2	8/12/19	Cabarrus County Schools	97	97
Charlotte Country Day	PIXELLOT ONLY	1	8/27/18		92	92
Cherokee High School	MANUAL ONLY		2/16/11			
Cleveland High School	MANUAL ONLY		6/16/17			
Concord High School	HYBRID	2	8/12/19	Cabarrus County Schools	71	71
Cox Mill High School	PIXELLOT ONLY	2	8/12/19	Cabarrus County Schools	106	106
Cuthbertson High School	PIXELLOT ONLY	2	8/16/19	Union County Public Schools	58	58
D. H. Conley High School	PIXELLOT ONLY	2	5/24/19	Pitt County Schools		
Dixon High School	PIXELLOT ONLY	2	10/29/19	Onslow County Schools		
Draughn High School	MANUAL ONLY		8/9/11			
East Chapel Hill High School	PIXELLOT ONLY	2	6/19/19		21	21
East Columbus High School	MANUAL ONLY		3/12/18	Columbus County Schools	2	2
East Duplin High School	PIXELLOT ONLY	4	5/7/18		89	89
East Wake High School	PIXELLOT ONLY	2	9/3/19	Wake County Public School System	27	27
Eastern Alamance High School	MANUAL ONLY		1/26/12			
Enloe Magnet High School	PIXELLOT ONLY	2	9/3/19	Wake County Public School System	32	32
Farmville Central High School	PIXELLOT ONLY	2	5/24/19	Pitt County Schools		
Forest Hills High School	PIXELLOT ONLY	2	8/16/19	Union County Public Schools	73	73
Fuquay - Varina High School	PIXELLOT ONLY	2	9/3/19	Wake County Public School System	42	40
Garner Magnet High School	PIXELLOT ONLY	2	9/3/19	Wake County Public School System	55	54
Gray Stone Day School	PIXELLOT ONLY	1	1/30/17		72	72
Green Hope High School	PIXELLOT ONLY	2	9/3/19	Wake County Public School System	62	62
Green Level High School	PIXELLOT ONLY	2	9/3/19	Wake County Public School System	70	68
Heritage High School	PIXELLOT ONLY	2	9/3/19	Wake County Public School System	66	66
Hickory Ridge High School	PIXELLOT ONLY	2	8/12/19	Cabarrus County Schools	86	86
Highlands School	PIXELLOT ONLY	1	6/19/19		100	99
Holly Springs High School	PIXELLOT ONLY	2	9/3/19	Wake County Public School System	48	48
Iredell-Statesville Schools	PIXELLOT ONLY		6/7/19			
J.H. Rose High School	PIXELLOT ONLY	3	2/14/18	Pitt County Schools	53	52
Jacksonville High School	PIXELLOT ONLY	4	4/2/19	Onslow County Schools		
Knightdale High School	PIXELLOT ONLY	2	9/3/19	Wake County Public School System	46	46
Lake Norman High School	HYBRID	2	10/25/17		114	112
Lakewood High School	MANUAL ONLY		6/10/14			
Lee County High School	PIXELLOT ONLY	1	11/12/19		9	9
Leesville Road High School	PIXELLOT ONLY	2	9/3/19	Wake County Public School System	28	28

Marvin Ridge High School	PIXELLOT ONLY	2	8/16/19	Union County Public Schools	104	100
McMichael High School	MANUAL ONLY		4/16/12			
Middle Creek High School	PIXELLOT ONLY	2	9/3/19	Wake County Public School System	52	52
Millbrook High Magnet School	PIXELLOT ONLY	3	7/23/17	Wake County Public School System	88	88
Monroe High School	PIXELLOT ONLY	2	8/16/19	Union County Public Schools	65	62
Mount Pleasant High School	PIXELLOT ONLY	2	8/12/19	Cabarrus County Schools	94	94
Myers Park High School	PIXELLOT ONLY	1	11/14/18		48	48
North Duplin Jr./Sr. High School	PIXELLOT ONLY	2	8/9/19		48	48
North Iredell High School	PIXELLOT ONLY	2	6/7/19	Iredell-Statesville Schools	100	98
North Pitt High School	PIXELLOT ONLY	2	5/24/19	Pitt County Schools		
Northside High School - Onslow	PIXELLOT ONLY	2	10/29/19			
Northwest Cabarrus High School	PIXELLOT ONLY	2	8/12/19	Cabarrus County Schools	63	60
Onslow County Schools	PIXELLOT ONLY		10/29/19	_District		
Panther Creek High School	PIXELLOT ONLY	2	9/3/19	Wake County Public School System	59	59
Parkwood High School	PIXELLOT ONLY	2	8/16/19	Union County Public Schools	86	85
Person High School	PIXELLOT ONLY	2	4/9/19		54	54
Piedmont High School	PIXELLOT ONLY	2	8/16/19	Union County Public Schools	70	68
Porter Ridge High School	PIXELLOT ONLY	2	8/16/19	Union County Public Schools	91	90
Richlands High School	PIXELLOT ONLY	2	10/29/19	Onslow County Schools		
Robinson High School	PIXELLOT ONLY	2	8/12/19	Cabarrus County Schools	60	60
Rolesville High School	PIXELLOT ONLY	2	9/3/19	Wake County Public School System	54	54
Salisbury High School	MANUAL ONLY		8/15/11			
Sampson County Schools	MANUAL ONLY		10/15/14			
Sanderson High School	PIXELLOT ONLY	2	9/3/19	Wake County Public School System	49	49
South Central High School	PIXELLOT ONLY	2	5/24/19	Pitt County Schools		
South Columbus High School	MANUAL ONLY		3/12/18	Columbus County Schools	2	2
South Garner High School	PIXELLOT ONLY	2	9/3/19	Wake County Public School System	47	47
South Iredell High School	PIXELLOT ONLY	2	6/7/19	Iredell-Statesville Schools	112	112
Southeast Raleigh High School	PIXELLOT ONLY	3	11/14/18	Wake County Public School System	50	49
Southern Nash High School	HYBRID	1	11/19/19		12	12
Southern School of Energy and Sustainability	PIXELLOT ONLY	1	10/20/17		15	15
Southwest High School	PIXELLOT ONLY	2	10/29/19	Onslow County Schools		
Statesville High School	PIXELLOT ONLY	2	6/7/19	Iredell-Statesville Schools	91	91
Sun Valley High School	PIXELLOT ONLY	2	8/16/19	Union County Public Schools	46	46
Swansboro High School	PIXELLOT ONLY	2	10/29/19	Onslow County Schools		
Terry Sanford High School	PIXELLOT ONLY	1	5/23/19		14	14
Union County Public Schools	PIXELLOT ONLY		8/16/19	_District		
Wake County Public School System	PIXELLOT ONLY		9/3/19	_District		
Wake Forest High School	PIXELLOT ONLY	2	9/3/19	Wake County Public School System	72	72
Wakefield High School	PIXELLOT ONLY	2	9/3/19	Wake County Public School System	68	68
Weddington High School	HYBRID	2	8/16/19	Union County Public Schools	119	118
West Columbus High School	MANUAL ONLY		3/12/18	Columbus County Schools	2	2
West Iredell High School	PIXELLOT ONLY	2	6/7/19	Iredell-Statesville Schools	84	80
West Stanly High School	MANUAL ONLY		2/7/13			
White Oak High School	PIXELLOT ONLY	2	10/29/19	Onslow County Schools		
					3988	3955

NCHSAA Football State Championships 2019

Asheville, NC				
Date	Game	Time	HH Viewership	Total Viewers
12/14/19	2AA Championship- Salisbury vs. Shelby (WMYA-TV)	11:00 AM	3940	9849
12/14/19	1A Championship- Northampton vs. Robbinsville (WMYA-TV)	3:00 PM	6303	15759
12/14/19	1AA Championship- Tarboro vs. East Surry (WMYA-TV)	7:00 PM	5516	13789
			15759	**39397**

Charlotte, NC				
Date	Game	Time	HH Viewership	Total Viewers
12/14/19	2AA Championship- Salisbury vs. Shelby (WCCB, The CW)	11:00 AM	14638	36594
12/14/19	4AA Championship- Leesville Road vs. Zebulon B. Vance (WCCB, The CW)	3:00 PM	10134	25334
12/14/19	3A Championship- Southern Nash vs. Charlotte Catholic (WCCB, MeTV)	3:00 PM	2252	5630
12/14/19	3AA Championship- Lee County vs. Weddington (WCCB, The CW)	7:00 PM	12386	30964
			39409	**98522**

Greensboro, NC				
Date	Game	Time	HH Viewership	Total Viewers
12/14/19	4A Championship- Cardinal Gibbons vs. East Forsyth (WMYV, MyNet)	11:00 AM	13347	33368
12/14/19	2AA Championship- Salisbury vs. Shelby (45.3 Charge!)	11:00 AM	6991	17478 *
12/14/19	4AA Championship- Leesville Road vs. Zebulon B. Vance (45.3 Charge!)	3:00 PM	6991	17478 *
12/14/19	2A Championship- North Eastern vs. Reidsville (WMYV, MyNet)	3:00 PM	12712	31779
12/14/19	3A Championship- Southern Nash vs. Charlotte Catholic (48.2 getTV)	3:00 PM	6991	17478 *
12/14/19	1AA Championship- Tarboro vs. East Surry (WMYV, MyNet)	7:00 PM	18432	46080
12/14/19	3AA Championship- Lee County vs. Weddington (45.3 Charge!)	7:00 PM	6991	17478 *
			72456	**181140**

New Bern, NC				
Date	Game	Time	HH Viewership	Total Viewers
12/14/19	4A Championship- Cardinal Gibbons vs. East Forsyth (14.2 Bounce TV)	11:00 AM	2658	6646 *
12/14/19	2AA Championship- Salisbury vs. Shelby (12.3 DABL)	11:00 AM	2658	6646 *
12/14/19	2A Championship- North Eastern vs. Reidsville (14.2 Bounce TV)	3:00 PM	2658	6646 *
12/14/19	1A Championship- Northampton vs. Robbinsville (12.3 DABL)	3:00 PM	2658	6646 *
12/14/19	3A Championship- Southern Nash vs. Charlotte Catholic (WYDO FOX)	3:00 PM	2658	6646 *
12/14/19	1AA Championship- Tarboro vs. East Surry (14.2 Bounce TV)	7:00 PM	2658	6646 *
12/14/19	3AA Championship- Lee County vs. Weddington (12.3 DABL)	7:00 PM	2658	6646 *
			18607	**46519**

Raleigh, NC				
Date	Game	Time	HH Viewership	Total Viewers
12/14/19	4A Championship- Cardinal Gibbons vs. East Forsyth (WRDC, MyNet)	11:00 AM	13329	33323
12/14/19	2AA Championship- Salisbury vs. Shelby (WLFL, CW)	11:00 AM	4101	10253
12/14/19	4AA Championship- Leesville Road vs. Zebulon B. Vance (WRDC, MyNet)	3:00 PM	12304	30760
12/14/19	3A Championship- Southern Nash vs. Charlotte Catholic (WLFL, CW)	3:00 PM	10253	25633
12/14/19	1AA Championship- Tarboro vs. East Surry (WRDC, MyNet)	7:00 PM	12304	30760
12/14/19	3AA Championship- Lee County vs. Weddington (WLFL, CW)	7:00 PM	16405	41013
			68696	**171741**

	HH Viewership	Total Viewers
2019 NCHSAA Football State Championships Totals	**214,928**	**537,319**

*Estimate

NCHSAA Football State Championships 2018

Asheville (805,920)				
Date	Game	Time	HH Viewership	Total Viewers
14-Dec	4AA Championship- Wake Forest vs. Z. B. Vance (WMYA My Net)	7:30pm	5,641	14,104
15-Dec	3A Championship- Charlotte Catholic vs. Jacksonville (WMYA My Net)	11:00am	4,836	12,090
15-Dec	1A Championship- Murphy vs. Pamlico (WMYA My Net)	3:00pm	6,447	16,118
15-Dec	4A Championship- East Forsyth vs. Scotland (WMYA My Net)	7:00pm	4,030	10,074
			20,954	**52,385**

Charlotte (1,129,900)				
Date		Time	HH Viewership	Total Viewers
14-Dec	4AA Championship- Wake Forest vs. Z. B. Vance (WCCB / THE CW)	7:30pm	7,253	18,133
14-Dec	3AA Championship- Weddington vs. Southeast Guilford (WCCB / ME-TV)	7:30pm	806	2,015
15-Dec	3A Championship- Charlotte Catholic vs. Jacksonville (WCCB / THE CW)	11:00am	4,836	12,090
15-Dec	2AA Championship- Shelby vs. North Davidson (WCCB / THE CW)	2:30pm	7,253	18,133
			20,148	**50,370**

Greensboro (675,130)				
Date		Time	HH Viewership	Total Viewers
14-Dec	4AA Championship - Wake Forest vs. Z. B. Vance (CHARGE TV 45.3)	7:30pm	9,671	24,178
14-Dec	3AA Championship- Weddington vs. Southeast Guilford (WMYV / MyTV)	7:30pm	14,507	36,268
15-Dec	3A Championship- Charlotte Catholic vs. Jacksonville (CHARGE TV 45.3)	11:00am	9,671	24,178
15-Dec	2A Championship- Reidsville vs. Northeastern (GET TV 48.2 & WMYV / MyTV- Will JIP at 12p)	11:00am	16,118	40,295
15-Dec	2AA Championship- Shelby vs. North Davidson (WMYV / MyTV)	2:30pm	20,148	50,370
15-Dec	1A Championship- Murphy vs. Pamlico (CHARGE TV 45.3)	3:00pm	9,671	24,178
15-Dec	1AA Championship- Tarboro vs. East Surry (CHARGE TV 45.3)	6:00pm	9,671	24,178
15-Dec	4A Championship- East Forsyth vs. Scotland (GET TV 48.2)	7:00pm	24,984	62,460
			114,441	**286,103**

New Bern (261,830)				
Date		Time	HH Viewership	Total Viewers
14-Dec	4AA Championship- Wake Forest vs. Z. B. Vance (WCTI / ABC)	7:30pm	16,924	42,310
14-Dec	3AA Championship- Weddington vs. Southeast Guilford (WYDO / FOX)	7:30pm	7,253	18,133
15-Dec	3A Championship- Charlotte Catholic vs. Jacksonville (WYDO / FOX)	11:00am	34,655	86,638
15-Dec	1A Championship- Murphy vs. Pamlico (WYDO / FOX)	3:00pm	19,342	48,355
15-Dec	1AA Championship- Tarboro vs. East Surry (WYDO / FOX)	6:00pm	13,701	34,253
			91,875	**229,688**

Raleigh (1,108,710)				
Date		Time	HH Viewership	Total Viewers
14-Dec	4AA Championship- Wake Forest vs. Z. B. Vance (WRDC My Net)	7:30pm	15,312	38,280
15-Dec	2A Championship- Reidsville vs. Northeastern (WFLI CW)	11:00am	8,059	20,148
15-Dec	2AA Championship- Shelby vs. North Davidson (WFLI CW)	2:30pm	6,447	16,118
15-Dec	1A Championship- Murphy vs. Pamlico (WRDC My Net)	3:00pm	4,030	10,075
15-Dec	1AA Championship- Tarboro vs. East Surry (WLFI CW)	6:00pm	7,253	18,133
15-Dec	4A Championship- East Forsyth vs. Scotland (WRDC My Net)	7:00pm	8,059	20,148
			49,160	**122,900**

	HH Viewership	Total Viewers
NCHSAA State Championships Totals	**296,578**	**741,446**

FP 6

Current Fund Distribution related to investments and $1 surcharge:

- 35% of $1.00 surcharge revenue is split evenly between all member schools.

- 60% of interest income from general Association investments is distributed to all schools based upon a formula:
  [% free & reduced lunch **X** county poverty rate for 0-17 years old] **+** number of varsity teams fielded

- 50% of operating budget excess at year-end **+** 60% of interest income from Endowment Fund investments is distributed to member schools participating in playoffs in bracketed sports using a share system; travelling school earns 1 share, host school earns ½ share

Proposed Revised Fund Distribution:

- 35% of $1.00 surcharge revenue is split evening between all member schools.

- 60% of interest income from general Association investments is distributed to all schools based upon a formula: [ISP% (Identified Student Percentage) **X** county poverty rate for 0-17 year olds].

- 50% of operating budget excess at year-end is distributed to member schools participating in playoffs in bracketed sports using a share system; travelling school earns 1 share, host school earns ½ share.

- 60% of interest income from Endowment Fund investments is split evening among all member schools.