

# FINANCE & PERSONNEL COMMITTEE

**Committee Members:** Rob Jackson (Chair), Mark Byrd (Vice-Chair), Michael Gainey, Jerry Simmons, Joy Warner, Burt Jenkins **Staff:** Que Tucker, Karen DeHart, Tavares Toomer

AGENDA ITEM	RECOMMENDATION	SUPPORTING INFORMATION
1. 2021-2022 Budget <b>Attachment FP 1</b>	Review of 2021-2022 budget versus actual revenues and expenses through 03/31/2022.	***Discussion Only***
2. Corporate Partner Updates <b>Attachment FP 2</b>	Update regarding NCHSAA generated/maintained partners and partnership sales by Teall Properties Group (TPG), new partnership sales arm.	***Discussion Only***
3. Student Services Update <b>Attachment FP 3</b>	Review of Student Services programming and costs for 2021-22	***Discussion Only***
4. 2021-2022 Sports Comparison Report <b>Attachment FP 4</b>	Review of 2021-2022 financial report relative to sports comparisons from previous year(s).	***Discussion Only***
5. CIC/AIC Reimbursements <b>Attachment FP 5</b>	Review of fines collected from coaches' failure to take required courses through NFHS Learn. Coaches who have completed AIC, CIC or both will be eligible to receive partial reimbursement for courses accepted for accreditation. Report will be run 5/1/21 – 4/30/22. Per MOU, fines can no longer be assessed and therefore, to continue this effort, funding would need to be derived from elsewhere.  Note: <i>Per NFHS, these certificates have</i>	***Discussion Only***

AGENDA ITEM	RECOMMENDATION	SUPPORTING INFORMATION
	<i>transitioned into Coach levels 1, 2 &amp; 3 starting in 2022.</i>	
6. Education-based Grant Program <b>Attachment FP 6</b>	Update regarding 2020-21 grants and 2021-2022 NCHSAA Grant requests including applications, awards and projects funded.	***Discussion Only***
7. Sinclair Contract	Review of partnership and proposed contract. (report by James Alverson)	***Discussion Only***
8. Formation of an NCHSAA Foundation <b>Attachment FP 7</b>	Discussion relative to forming a Foundation for NCHSAA endowment funds to ensure these funds continue to be used as intended to benefit membership and students.	***Discussion Only***
9. Investment & Funds Summary <b>Attachment FP 8</b>	Review of investment accounts based on quarterly statements ending 3/31/2022.	***Discussion Only***
10. Investment Policy Statement <b>Attachment FP 9</b>	Recommendation: Approve slight revisions to the existing Investment Policy Statement.	***Discussion Only***

11. Personnel-related  
Updates

Updates:

- Chiquana Dancy, Senior Director of Sports, Championships and Student Programs, resigned effective 12/31/2021 to run her newly established consulting company. Chiquana is currently serving in a consulting capacity relative to specific student service programs for the term of 1/1/2022-6/30/22.
- Kayla Dempsey, Director of Marketing & Development, resigned effective 2/28/2022 to take a position with Home Campus working remotely which allows her to stay home with her baby.
- Logan Carter, former Director of Technology & Information, resigned effective 4/6/2022.
- Hired Rhonda Dreibelbis as Director of Sports & Championships; she began employment 4/7/2022.
- Hired Evan Sauer as Director of Development and Marketing; he began employment 4/11/2022
- Hired Cecil Mock as Assistant Commissioner-Officiating; he began employment 4/11/2022.
- Four positions remain unfilled: Assistant Director of Business & Finance; Assistant Director of Marketing, Development & Special programs; Assistant to Sports; Director of Technology & Information.

**\*\*\*Discussion Only\*\*\***

**AGENDA ITEM****12. Reimbursement  
for Athletic  
Administrator's  
Certification  
Attachment FP 10**

RECOMMENDATION	SUPPORTING INFORMATION
<ul style="list-style-type: none"><li>- Debi Reynolds replaced Cathy Allen as outside contracted human resources consultant, effective 2/1/2022.</li><li>- Insurance bids underway through Marsh &amp; McLennan for Association employee and organization's insurance for 2022-2023 year.</li></ul>	
Recommendation from the North Carolina Athletic Directors Association: Reimburse athletic directors who achieve national certification.	<p><b>Rationale:</b> To ensure all schools have highly qualified athletic administrators.</p> <p><b>Budget Impact:</b> No direct impact to the schools/athletic department's finances.</p> <p><i>NOTE: This would financially impact the NCHSAA as an organization. The amount of impact is not known as it would depend on the number of athletic directors completing national CAA and CMAA certifications in a given year.</i></p> <p><b>Educational Impact:</b> No loss of school time or student time.</p> <p><i>NOTE: The educational impact would be beneficial to the athletic directors achieving national certification and their positive impact on the students they serve.</i></p> <p><b>Equity Impact:</b> There is no impact on gender.</p> <p><b>Effective Date:</b> 7/1/2022</p>

AGENDA ITEM	RECOMMENDATION	SUPPORTING INFORMATION
13. Year-end Distributions to member schools <b>Attachment FP 11</b>	<p>Recommendation: The Endowment Advisory Committee recommends that the Board consider a 7% distribution from the General Endowment Fund and 5% distribution from Education/Health &amp; Safety Fund. Committee recognizes that Board has authority to overturn their recommendation.</p> <p>NOTE: <i>Per Spending Policy, typical distributions from endowments is between 3-5% annually.</i></p>	<p><b>Rationale:</b> Schools are hurting financially, endowment fund is healthy and experienced outstanding returns.</p> <p><b>Budget Impact:</b> Distributing a percentage higher than spending policy consistently over time decreases the amount of funds available for distribution and schools will receive less year-end funding over time.</p> <p><b>Educational Impact:</b> NA</p> <p><b>Equity Impact:</b> There is no impact on gender.</p> <p><b>Effective Date:</b> 4/27/2022</p>
14. NCHSAA Fees charged to schools in 2022-2023	<p>Recommendation: Determine fees that NCHSAA will charge to member schools in the 2022-2023 school year.</p> <ul style="list-style-type: none"> <li>- Membership Dues (\$1.00/pupil)</li> <li>- School administrative fee (\$100)</li> <li>- Cheerleading registration fee (\$25pp)</li> </ul>	<p><b>Rationale:</b> Per the Memorandum of Understanding with the State Board of Education, the NCHSAA must determine any fees charged to member schools for the coming school year.</p> <p><b>Budget Impact:</b> Fees are a portion of annual operating budget.</p> <p><b>Educational Impact:</b> NA</p> <p><b>Equity Impact:</b> NA</p> <p><b>Effective Date:</b> 7/1/2022</p>

**AGENDA ITEM****15. Playoff Finance –  
Percentages by round  
Attachment FP 12**

RECOMMENDATION	SUPPORTING INFORMATION
<p>Recommendation: Determine the ticket revenue share retained by the NCHSAA/retained by participating schools for each round of bracketed sports and in regional and state championship events for individual sports.</p> <p><i>NOTE: Definitions:</i></p> <ol style="list-style-type: none"><li>1. <u>Net Proceeds</u> “The proceeds remaining after the participating and hosting schools and the NCHSAA have been reimbursed for reasonable costs of hosting and/or participating in the event”.</li><li>2. <u>Playoff and State Championship Games</u> “Any playoff contest in a bracketed team sport and any regional and state event in an individual sport”.</li></ol>	<p><b>Rationale:</b> Per the Memorandum of Understanding with the State Board of Education, the NCHSAA must annually establish the percentage of net proceeds from playoff and state championship games, by sport, that it will retain.</p> <p><b>Budget Impact:</b> Any change in percentage of retained ticket revenue share will affect the annual operating budget.</p> <p><b>Educational Impact:</b> NA</p> <p><b>Equity Impact:</b> Some sports may be more adversely affected than others due to typical attendance which directly affects overall ticket revenue and thus, impacts the ticket revenue shares for both NCHSAA and participating schools.</p> <p><b>Effective Date:</b> 7/1/2022</p>

# NORTH CAROLINA HIGH SCHOOL ATHLETIC ASSOCIATION

FP 1

OPERATING TOTALS AS OF MARCH 2022

				<b>REVENUES</b>		Budget 2021-2022
<b>PLAYOFFS</b>				March Actual	YTD Actual	
	FOOTBALL	4010	\$ 6,417.00	\$ 506,875.00	\$ 447,000.00	
	VOLLEYBALL	4012	\$ 100.00	\$ 58,097.85	\$ 30,000.00	
	CROSS COUNTRY	4014		\$ 40,310.00	\$ 28,000.00	
	BASKETBALL	4016	\$ 436,467.00	\$ 436,467.00	\$ 300,000.00	
	WRESTLING	4018	\$ 70,516.00	\$ 75,114.00	\$ 100,000.00	
	SOCCER	4020	\$ 347.00	\$ 71,702.00	\$ 80,000.00	
	SWIMMING	4022		\$ 39,389.00	\$ 33,000.00	
	INDOOR TRACK	4023		\$ 28,860.00	\$ 28,000.00	
	TRACK	4024		\$ -	\$ 62,000.00	
	LACROSSE	4025		\$ -	\$ 26,000.00	
	BASEBALL	4026		\$ -	\$ 75,000.00	
	SOFTBALL	4027		\$ -	\$ 47,000.00	
	CHEERLEADING	4029		\$ 46,999.00	\$ 105,000.00	
<b>TOTAL PLAYOFF REVENUE</b>				<b>\$ 513,847.00</b>	<b>\$ 1,303,813.85</b>	<b>\$ 1,361,000.00</b>
<b>CORPORATE SPONSORSHIPS</b>						
	CAROLINA PANTHERS	4171		\$ 10,000.00	\$ 10,000.00	
	CHEER SOUNDS MUSIC	4204		\$ 5,000.00	\$ 5,000.00	
	FASTMED	4115	\$ 3,750.00	\$ 3,750.00	\$ 15,000.00	
	GAMECHANGER MEDIA	4205		\$ -	\$ 12,000.00	
	GATORADE	4126	\$ 10,000.00	\$ 10,000.00	\$ 10,000.00	
	GEAREF	4193		\$ -	\$ 500.00	
	GOVERNOR'S H'WAY SAFETY PROGRAM	4101		\$ 50,000.00	\$ 50,000.00	
	GREENSBORO CVB	4190		\$ -	\$ 37,000.00	
	GRSA HOSPITALITY	4104	\$ 28,500.00	\$ 28,500.00	\$ 28,500.00	
	HUDDLE	4119		\$ -	\$ 50,000.00	
	TOWN OF KERNERSVILLE	4137		\$ -	\$ 18,500.00	
	MARKETING SPECIAL PROMOTIONS	4127		\$ 36,667.00	\$ 110,000.00	
	MAX PREPS	4195		\$ 20,000.00	\$ 40,000.00	
	MCGRIFF INSURANCE SERVICES	4202		\$ 7,500.00	\$ 7,500.00	
	MISCELLANEOUS	4198		\$ 7,199.00	\$ -	
	MORT'S	4155	\$ 1,250.00	\$ 1,250.00	\$ 5,000.00	
	MUSCO	4142		\$ 16,146.00	\$ 10,000.00	
	NC AMATEUR WRESTLING	4125		\$ -	\$ 2,500.00	
	NC CHAPTER OF US LACROSSE	4121		\$ -	\$ 1,000.00	
	NC FARM BUREAU	4174		\$ 55,000.00	\$ 55,000.00	
	NC NATIONAL GUARD	4108	\$ 5,500.00	\$ 5,500.00	\$ -	
	NC TENNIS FOUNDATION	4136		\$ -	\$ 7,500.00	
	NFHS NETWORK	4102		\$ 30,818.00	\$ 80,000.00	
	CITY OF RALEIGH	4166		\$ -	\$ 195,000.00	
	SINCLAIR	4103		\$ -	\$ 21,000.00	
	TALK IT OUT NC	4203		\$ 7,500.00	\$ 7,500.00	
	WELLS FARGO-AWARDS	4112		\$ 130,000.00	\$ 130,000.00	
	WILSON	4134		\$ -	\$ 140,000.00	
	TPG - BUSINESS	4218		\$ 2,573.00	\$ 20,000.00	
<b>TOTAL CORPORATE SPONSORSHIPS</b>				<b>\$ 49,000.00</b>	<b>\$ 427,403.00</b>	<b>\$ 1,068,500.00</b>
<b>OTHER REVENUE</b>						
	CHAMPIONSHIP OFFICIAL'S AWARDS	4113		\$ 11,231.00	\$ 10,000.00	
	DREIBELBIS FUND			\$ 10,000.00		
	OFFICIALS REGISTRATION	4400	\$ 15,156.00	\$ 178,780.00	\$ 400,000.00	
	MEMBERSHIP DUES	4500	\$ 7,600.00	\$ 44,300.00	\$ 42,700.00	
	HANDBOOKS/DIRECTORIES	4712		\$ 1,820.00	\$ 2,000.00	
	RULE BOOKS	4714		\$ -	\$ 6,100.00	
	PROGRAM SALES	4718		\$ -	\$ -	
	HALL OF FAME BANQUET	4750		\$ -	\$ 10,000.00	
	SALES TAX REFUND	5016		\$ 5,185.00	\$ 5,000.00	
	BROADCAST RIGHTS FEES	5023		\$ 35,500.00	\$ 14,000.00	
	DIVIDENDS-INTEREST	4910	\$ 1.00	\$ 35.00	\$ 3,500.00	

MISCELLANEOUS INCOME	5018		\$ 3,587.00	\$ 2,000.00
<b>TOTAL OTHER REVENUE</b>		\$ 22,757.00	\$ 290,438.00	\$ 495,300.00
<b>TOTAL REVENUE</b>		\$ 585,604.00	\$ 2,021,654.85	\$ 2,924,800.00

**EXPENSES** Budget 2021-2022

SALARIES/BENEFITS		March Actual	YTD Actual	
SALARIED WAGES	6010	\$ 70,048.00	\$ 722,928.00	\$ 1,010,230.00
HOURLY WAGES	6012	\$ 5,146.00	\$ 53,769.00	\$ 120,680.00
DISCRETIONARY WAGES	6023	\$ 400.00	\$ 19,800.00	\$ 22,000.00
INCENTIVES	6022		\$ -	\$ -
FRINGE BENEFITS-AUTO	6025		\$ 256.00	\$ 700.00
OTHER WAGES	6030	\$ 33.00	\$ 306.00	\$ 1,200.00
FICA	6032	\$ 5,621.00	\$ 59,266.00	\$ 86,515.00
RETIREMENT	6034	\$ 5,337.00	\$ 56,612.20	\$ 89,000.00
WORKERS COMPENSATION INSURANCE	6036		\$ 2,397.00	\$ 2,500.00
DENTAL INSURANCE	6037	\$ (50.00)	\$ 4,082.00	\$ 7,300.00
HEALTH & VISION INSURANCE		\$ 5,044.00	\$ 53,569.00	\$ 94,700.00
LIFE & LTD INSURANCE	6039		\$ 4,454.00	\$ 3,800.00
PAYROLL PROCESSING FEES	6045	\$ 170.00	\$ 2,072.10	\$ 2,700.00
SUTA	6047	\$ 37.00	\$ 169.00	\$ 2,240.00
POTENTIAL WAGES			\$ 780.00	\$ -
<b>TOTAL SALARIES &amp; BENEFITS</b>		\$ 91,786.00	\$ 980,460.30	\$ 1,443,565.00

OFFICE SUPPLIES & EXPENSES				
OFFICE SUPPLIES	6210	\$ 1,196.00	\$ 10,596.00	\$ 30,000.00
OFFICE EXPENSES	6212	\$ 18,657.00	\$ 102,653.00	\$ 142,000.00
MISC. OFFICE EXPENSE	6214		\$ -	\$ -
CAPITAL OUTLAY			\$ -	
POSTAGE	6216	\$ 2,805.00	\$ 31,010.00	\$ 45,000.00
<b>TOTAL OFFICE SUPPLIES &amp; EXPENSE</b>		\$ 22,658.00	\$ 144,259.00	\$ 217,000.00

TELEPHONE/UTILITIES				
ELECTRICITY	6310	\$ 1,160.00	\$ 6,429.00	\$ 10,000.00
GAS	6312	\$ 757.00	\$ 3,034.00	\$ 3,000.00
WATER/SEWER	6314	\$ 77.00	\$ 597.00	\$ 1,500.00
TELEPHONE	6316	\$ 2,117.00	\$ 9,391.00	\$ 15,000.00
<b>TOTAL TELEPHONE/UTILITIES</b>		\$ 4,111.00	\$ 19,451.00	\$ 29,500.00

BUILDING & GROUNDS				
IMPROVEMENTS	1414		\$ -	\$ 2,000.00
JANITORIAL SERVICE	6410	\$ 424.00	\$ 4,678.00	\$ 6,000.00
BUILDING/GROUNDS MAINTENANCE	6412	\$ 669.00	\$ 7,812.00	\$ 15,000.00
<b>TOTAL BUILDING/GROUNDS</b>		\$ 1,093.00	\$ 12,490.00	\$ 23,000.00

MEETING EXPENSE				
BOARD/ANNUAL	6510	\$ 181.00	\$ 13,934.00	\$ 48,000.00
ASSOCIATION	6512	\$ 61.00	\$ 885.00	\$ 15,000.00
REGIONAL	6514		\$ -	\$ -
SECTION III	6518		\$ 250.00	\$ -
NATIONAL	6524		\$ 478.00	\$ 25,000.00
MISC.	6526	\$ 2,695.00	\$ 4,236.00	\$ 3,000.00
SPONSORS	6527		\$ -	\$ 300.00
<b>TOTAL MEETING EXPENSE</b>		\$ 2,937.00	\$ 19,783.00	\$ 91,300.00

AWARDS				
AWARDS & PLAQUES	6618	\$ 4,897.00	\$ 70,826.00	\$ 135,000.00
MISC.	6614		\$ -	\$ 1,000.00
<b>TOTAL AWARDS</b>		\$ 4,897.00	\$ 70,826.00	\$ 136,000.00

TEAMS				
CHAMPIONSHIPS EXPENSES	6710	\$ 141,488.00	\$ 454,112.00	\$ 810,000.00



SCHOOL SHARE OF BROADCAST RIGHTS	6751		\$ 21,200.00	\$ 18,600.00
GATE RECEIPT DISTRIBUTION	6810	\$ 81,644.00	\$ 108,140.00	\$ 295,000.00
<b>TOTAL TEAMS</b>		<b>\$ 223,132.00</b>	<b>\$ 583,452.00</b>	<b>\$ 1,123,600.00</b>

<b>PROFESSIONAL SERVICES</b>				
RANDOLPH CLOUD	7010		\$ 30,000.00	\$ 30,000.00
LONGMIRE GROUP	7011	\$ 3,000.00	\$ 32,196.00	\$ 36,000.00
LEGAL	7110	\$ 11,750.00	\$ 53,960.00	\$ 100,000.00
ACCOUNTING/AUDITING	7112		\$ 38,400.00	\$ 40,000.00
COMPUTER CONSULTANT	7116		\$ 280.00	\$ 1,500.00
HR CONSULTANT	7117	\$ 3,960.00	\$ 7,920.00	\$ 20,000.00
TECHNOLOGY EXPENSES	7118	\$ 3,300.00	\$ 49,300.00	\$ 68,000.00
RESEARCH & DEVELOPMENT	7119		\$ -	\$ -
STRATEGIC PLAN	7120		\$ -	\$ -
PROFESSIONAL DEVELOPMENT	7818	\$ 250.00	\$ 590.00	\$ 3,000.00
DUES/SUBSCRIPTIONS	7414	\$ 382.00	\$ 8,336.00	\$ 9,000.00
<b>TOTAL PROFESSIONAL SERVICES</b>		<b>\$ 22,642.00</b>	<b>\$ 220,982.00</b>	<b>\$ 307,500.00</b>

<b>TRAVEL</b>				
SALARIED EMPLOYEES	6114	\$ 685.00	\$ 2,682.00	\$ 3,500.00
<b>TOTAL TRAVEL</b>		<b>\$ 685.00</b>	<b>\$ 2,682.00</b>	<b>\$ 3,500.00</b>

<b>INSURANCE</b>				
CATASTROPHIC	7310		\$ 225,000.00	\$ 224,000.00
OFFICIALS	7312		\$ 115,064.00	\$ 107,103.00
INSURANCE	7316		\$ 141,669.00	\$ 176,543.00
<b>TOTAL INSURANCE</b>		<b>\$ -</b>	<b>\$ 481,733.00</b>	<b>\$ 507,646.00</b>

<b>PRINTING &amp; PUBLICATIONS</b>				
PROGRAMS	7410		\$ -	\$ 3,000.00
PRINTING/PUBLICATIONS	7412		\$ 9,268.00	\$ 15,000.00
RULE BOOKS	7612		\$ 78,936.10	\$ 68,000.00
<b>TOTAL PRINTING/PUBLICATIONS</b>		<b>\$ -</b>	<b>\$ 88,204.10</b>	<b>\$ 86,000.00</b>

<b>MISCELLANEOUS</b>				
VEHICLE EXPENSE	7210	\$ 1,219.00	\$ 3,512.00	\$ 5,000.00
NFHS NETWORK REVENUE SHARES	6752		\$ 8,000.00	\$ 8,000.00
DEPRECIATION	7525		\$ -	\$ -
ADVERTISING	7550		\$ 4,414.00	\$ 14,500.00
PROMOTIONS/PR MATERIALS	7551		\$ -	\$ 10,000.00
BRANDING/MARKETING	7575		\$ 4,681.00	\$ 20,000.00
HALL OF FAME	7700		\$ 438.00	\$ 25,000.00
MISCELLANEOUS	7810		\$ 50.00	\$ 1,000.00
BANK CHARGES	7812	\$ 1,596.00	\$ 19,163.00	\$ 16,000.00
GIFTS	7820	\$ 106.00	\$ 3,716.00	\$ 6,000.00
ENDOWMENT	7826		\$ -	\$ -
SPONSORSHIP FULFILLMENT	7827	\$ 1,302.00	\$ 3,194.00	\$ 30,000.00
INTEREST EXPENSE	7916		\$ -	\$ 2,000.00
<b>TOTAL MISCELLANEOUS EXPENSES</b>		<b>\$ 4,223.00</b>	<b>\$ 47,168.00</b>	<b>\$ 137,500.00</b>

<b>Student Services</b>				
SASI	6914	\$ 2,500.00	\$ 6,497.00	\$ 45,000.00
COACHES WORKSHOP	6916		\$ 247.00	\$ 50,000.00
REGIONAL TRAINERS	7012		\$ -	\$ 8,000.00
STUDENT ATHLETIC ADVISORY COMMITTEE	6919		\$ 2,641.00	\$ 7,500.00
EDUCATIONAL AWARDS	6620		\$ -	\$ 5,000.00
AWARDS	6622		\$ -	\$ 3,000.00
		<b>\$ 2,500.00</b>	<b>\$ 9,385.00</b>	<b>\$ 118,500.00</b>

<b>TOTAL EXPENSES</b>		<b>\$ 380,664.00</b>	<b>\$ 2,680,875.40</b>	<b>\$ 4,224,611.00</b>
-----------------------	--	----------------------	------------------------	------------------------

TOTAL REVENUE		\$ 585,604.00	\$ 2,021,654.85	\$ 2,924,800.00
TOTAL EXPENSES		\$ 380,664.00	\$ 2,680,875.40	\$ 4,224,611.00
NET BALANCE		\$ 204,940.00	\$ (659,220.55)	\$ (1,299,811.00)



# North Carolina High School Athletic Association

## FY 21/22 Financial Report

Term: July 1, 2021 to June 30, 2022

Summary as of April 11, 2022



### Revenue

			FY 20/21	FY 21/22	as of 04/11/22		FY 21/22		DRAFT FY 22/23	
			Prior Year Actuals	21/22 Budget	YTD	Budget vs YTD Variance	Q3 Forecast	Budget Variance	FY22/23 Budget	Draft Budget Variance
Sponsorship Revenue	4010	Attachment A	18,210	145,000	110,450	(34,550)	131,590	(13,410)	281,590	150,000
Out Of Property Revenue		Attachment A	-	80,000	43,410	(36,590)	43,410	(36,590)	78,410	35,000
<b>Total Revenue</b>			<b>18,210</b>	<b>225,000</b>	<b>153,860</b>	<b>(71,140)</b>	<b>175,000</b>	<b>(50,000)</b>	<b>360,000</b>	<b>185,000</b>
Less: Agency Commissions		Attachment A	-	-	-	-	-	-	-	-
Less: Third Party Sales Commissions		Attachment A	-	-	-	-	-	-	-	-
Less: Hospitality & Other Fulfillment Expenses		Attachment A	11	-	8,279	8,279	8,279	8,279	-	(8,279)
<b>Less</b>			<b>11</b>	<b>-</b>	<b>8,279</b>	<b>8,279</b>	<b>8,279</b>	<b>8,279</b>	<b>-</b>	<b>(8,279)</b>
<b>Net Revenue</b>			<b>18,200</b>	<b>225,000</b>	<b>145,581</b>	<b>(79,419)</b>	<b>166,721</b>	<b>(58,279)</b>	<b>360,000</b>	<b>193,279</b>
Uncollected			-	-	41,926	41,926	-	-	-	-
<b>Collected Net Revenue</b>			<b>18,200</b>	<b>225,000</b>	<b>103,655</b>	<b>(121,345)</b>	<b>166,721</b>	<b>(58,279)</b>	<b>360,000</b>	<b>193,279</b>

### Expenses

Attachment B

			FY 20/21	FY 21/22	as of 04/11/22		FY 21/22		DRAFT FY 22/23	
			Prior Year Actuals	21/22 Budget	YTD	Budget vs YTD Variance	Forecast	Budget Variance	FY22/23 Budget	Draft Budget Variance
Signage Production (Design, Installation, Printing)	5041		-	2,000	164	(1,836)	-	(2,000)	3,500	3,500
Direct Fulfillment Expenses	5067		-	-	2,007	2,007	4,007	4,007	13,000	8,993
Tickets, Suites, Parking	5087		-	-	-	-	-	-	-	-
Equipment Rental (ex. Signage Units)	5046		-	-	-	-	-	-	-	-
Promotional Expenses/Giveaways	5055		-	-	-	-	-	-	-	-
Print Materials (ex. Posters, Schedule Cards)	5030		-	-	-	-	-	-	-	-
Game Programs	5031		-	-	-	-	-	-	-	-
Radio Talent	5026		-	-	-	-	-	-	-	-
Radio Travel	5091		-	-	-	-	-	-	-	-
Radio Distribution/Market Clearance	5077		-	-	-	-	-	-	-	-
Radio Production (ex. Phone Lines, Engineering)	5078		-	-	-	-	-	-	-	-
TV Talent	5027		-	-	-	-	-	-	-	-
TV Travel	5092		-	-	-	-	-	-	-	-
TV Distribution/Market Clearance	5081		-	-	-	-	-	-	-	-
TV Production	5079		-	-	-	-	-	-	6,000	6,000
Projected Out of Property Sales (15% commission)	6067		-	12,000	6,511	(5,489)	6,511	(5,489)	11,761	5,250
<b>Total Fulfillment Expenses</b>			<b>-</b>	<b>14,000</b>	<b>8,683</b>	<b>(5,317)</b>	<b>10,518</b>	<b>(3,482)</b>	<b>34,261</b>	<b>23,743</b>
Projected Overhead Allocation (10% gross revenue)	6190		1,821	22,500	14,558	(7,942)	16,672	(5,828)	36,000	19,328
<b>Other</b>			<b>1,821</b>	<b>22,500</b>	<b>14,558</b>	<b>(7,942)</b>	<b>16,672</b>	<b>(5,828)</b>	<b>36,000</b>	<b>19,328</b>
Salaries	6050		8,334	55,000	36,103	(18,897)	50,628	(4,372)	55,133	4,505
Commission	6066		-	11,000	-	(11,000)	5,500	(5,500)	11,027	5,527
Benefits	6150		1,277	13,200	7,221	(5,979)	11,226	(1,974)	13,232	2,006
Cell Phones	6680		42	1,260	587	(673)	1,117	(143)	1,002	(115)
Car Allowance/Mileage	7015		187	3,500	1,068	(2,432)	1,500	(2,000)	2,500	1,000
<b>Total Salaries &amp; Benefits</b>			<b>9,841</b>	<b>83,960</b>	<b>44,978</b>	<b>(38,982)</b>	<b>69,971</b>	<b>(13,989)</b>	<b>82,893</b>	<b>12,923</b>
Mileage	7014		307	2,500	267	(2,233)	500	(2,000)	1,500	1,000
Hotel	7012		-	1,000	421	(579)	800	(200)	1,000	200
Meals/Entertainment	7020		15	500	395	(105)	500	-	1,000	500
Rental Cars	7013		-	500	-	(500)	-	(500)	500	500
Airfare	7011		-	500	-	(500)	-	(500)	500	500
<b>Total Travel Expenses</b>			<b>322</b>	<b>5,000</b>	<b>1,084</b>	<b>(3,916)</b>	<b>1,800</b>	<b>(3,200)</b>	<b>4,500</b>	<b>2,700</b>
Rent	6610		876	3,500	2,920	(580)	3,504	4	3,504	-
Computers	6745		-	-	-	-	-	-	-	-
Office Supplies	6750		-	500	19	(481)	100	(400)	500	400
Dues and Subscriptions	6700		-	-	-	-	-	-	-	-
Postage/Delivery	6760		21	500	-	(500)	50	(450)	500	450
Telephone	6670		-	-	-	-	-	-	-	-
Utilities	6630		-	-	-	-	-	-	-	-
<b>Total Facility Expenses</b>			<b>897</b>	<b>4,500</b>	<b>2,939</b>	<b>(1,561)</b>	<b>3,654</b>	<b>(846)</b>	<b>4,504</b>	<b>850</b>
<b>Total Expenses</b>			<b>12,880</b>	<b>129,960</b>	<b>72,242</b>	<b>(57,718)</b>	<b>102,615</b>	<b>(27,345)</b>	<b>162,159</b>	<b>59,543</b>
<b>Net Revenue before Distribution</b>			<b>5,319</b>	<b>95,040</b>	<b>31,413</b>	<b>(63,627)</b>	<b>64,106</b>	<b>(30,934)</b>	<b>197,841</b>	<b>153,063</b>

Expenses	Attachment B	FY 20/21	FY 21/22	as of 04/11/22	FY 21/22	DRAFT FY 22/23			
		Prior Year Actuals	21/22 Budget	YTD	Budget vs YTD Variance	Forecast	Budget Variance	FY22/23 Budget	Draft Budget Variance

Revenue Distribution Waterfall		FY 20/21	FY 21/22	as of 04/11/22		FY 21/22		DRAFT FY 22/23	
		Prior Year		Budget vs			Budget	FY22/23	Draft Budget
		Actuals	21/22 Budget	YTD	YTD Variance	Forecast	Variance	Budget	Variance
Guarantee	NCHSAA	-	-	-	-	-	-	-	-
TPG retain Gross Revenue equal to actual expe	TPG	12,880	129,960	72,242	(57,718)	102,615	(27,345)	162,159	59,543
TPG retain next \$ in Gross Revenue	TPG	-	-	-	-	-	-	-	-
NCHSAA split next \$ equally	NCHSAA	-	-	-	-	-	-	-	-
TPG split next \$ equally	TPG	-	-	-	-	-	-	-	-
NCHSAA Rev Share %	NCHSAA	2,660	47,520	15,707	(31,813)	32,053	(15,467)	98,921	66,868
TPG Rev Share %	TPG	2,660	47,520	15,707	(31,813)	32,053	(15,467)	98,921	66,868
Total due to NCHSAA		2,660	47,520	15,707	(31,813)	32,053	(15,467)	98,921	66,868
Net due to TPG		2,660	47,520	15,707	(31,813)	32,053	(15,467)	98,921	66,868
Total Distributions		5,319	95,040	31,413	26,597	64,106	(30,934)	197,841	133,735

*Attachment C*

Consideration of Barter Commission Earned by TPG 1,273

Payments

Due Date	Type	Details		Total Due	Amount Paid	Date Paid	Check No
7/31/2021							
		Barter Commission		(1,273)			
		Sponsorships paid directly to NCHSAA		-			
		NCHSAA Revenue Share		15,707			
		2020-21 payment due		87			
Total				14,521	-		
Remaining Due				14,521			

*C.M. Dancy Consulting, LLC**[dancycm@gmail.com](mailto:dancycm@gmail.com) | 919-949-2237***Summary of Work – NCHSAA**January

## Student Athlete Advisory Council (SAAC)

- Planned and conducted virtual meeting (agenda, activities, Zoom)
- Email and text correspondences with SAAC members throughout month
- Completed and shared meeting notes
- Worked with Carolyn Shannonhouse on opportunity that could potentially involve a SAAC member (phone calls and emails)
  - Discussed opportunity with SAAC members and sent one SAAC member's contact information to Mrs. Shannonhouse after confirming with student that she was interested in being considered for project
- Began coordinating SAAC participation at State Championships with appropriate staff member(s)
- Updated SAAC application and posted website; also sent blurb about application for Tuesday memo

## Student Athlete Summer Institute (SASI)

- Working to finalize closing Mountain SASI
- Scheduled meetings with other SASI Regional Directors (meetings will be in February)

## Other Work

- Attended NFHS Student Services Committee Meeting (Jan. 23 – 25)
- Met with Special Olympics representatives regarding Unified Track Manager position
  - Communicated follow notes with Commissioner Tucker
- Email Correspondences

February

## Student Athlete Advisory Council (SAAC)

- Email and text correspondences with SAAC members throughout month
- Finalized SAAC participation at Indoor Track and Swimming State Championship events and began coordinating participation at Basketball Championships
- Began receiving and organizing new member applications
- Shared information about NFHS NSLS
- Sent a reminder blurb about application for new members for Tuesday memo

## Student Athlete Summer Institute (SASI)

- Meetings with Piedmont and Southeastern SASI Directors
- Worked to close account for Piedmont SASI
- Assisting SE SASI Directors with sharing registration information and updated webpage to include new dates
- Tried scheduling a meeting with Central SASI Director
- Checked in with Mountain SASI Director about correspondences to close account

## Student Leadership Conference (SLC)

# C.M. Dancy Consulting, LLC

[dancycm@gmail.com](mailto:dancycm@gmail.com) / 919-949-2237

- Confirmed host venue – Doubletree Hotel RDU/RTP
- Secured speakers and facilitators (calls/texts/emails)
  - Worked with Carolyn Shannonhouse to get keynote speaker (Debbie Antonelli)
  - Contacted former SAAC members to sit on panel
- Sent “save the date” information for Tuesday memo

## Other Work

- Met with Commissioner Tucker to provide update on programs and get direction on certain situations
- Coordinated connection with SONC and NCHSAA regarding Unified Track Manager salary
- Email Correspondences

## March

### Student Athlete Advisory Council (SAAC)

- Email and text correspondences with SAAC members throughout month
- Finalized SAAC participation at Basketball State Championships including making hotel reservation
- Held hybrid in-person and virtual meeting on March 13<sup>th</sup> (pre-meeting preparations)
- Composed and shared meeting notes
- Continued receiving and organizing new member applications
- Confirmed SAAC participation at NFHS NSLS and shared more registration information

### Student Athlete Summer Institute (SASI)

- Communication with Central SASI Director regarding closing the account
- Communication with Mountain SASI Director regarding funds and letters to schools
- Call with a school representative regarding SASI check and other programs

### Student Leadership Conference (SLC)

- Finalized all speakers and facilitators
- Worked with SAAC to finalize other needs for conference
  - Inventory of materials
  - Decided on giveaway items
  - Shared registration information and encouraged them to get schools signed up
- Sent registration and additional conference information to NCHSAA to post and share with membership
- Worked with Action Advertising to order conference merchandise
- Worked with host venue on potential changes to conference plans

## Other Work

- Call with Commissioner Tucker to provide update on programs and discuss SLC (re: number of registrants)
- Email Correspondences

**Student Leadership Conference Wrap-up:** [dancycm@gmail.com](mailto:dancycm@gmail.com) | 919-949-2237

Participants: 12 schools, 48 students, and 12 adults

Clover Garden School  
Durham School of the Arts  
Eastern Guilford HS  
Orange HS  
Research Triangle HS  
Riverside HS  
South Iredell HS  
Vance Charter School  
Voyager Academy  
Watauga HS  
West Brunswick HS  
Woods Charter School

Hosted by the 2021-22 Student Athlete Advisory Council

- Mark Dreibelbis, Associate Commissioner offered NCHSAA welcome and words of wisdom to participants
- Speakers
  - Mrs. Deb Hult - Co-founder of Core Trainings
  - Mr. Omari Pearson - Founder and President of Passion to Purpose, Inc.
  - Mrs. Debbie Antonelli - ESPN College Basketball Analyst/Broadcaster
  - College Student Panelists:
    - Sydney Harris, Student at Fayetteville State University and former NCHSAA SAAC Member
    - David Olds, Student at University of South Carolina and former NCHSAA SAAC Member
    - Darius York, 2<sup>nd</sup> year law student at NC Central University

# Sports Comparison Report

FP 4

	2021/2022	2020/2021	2019/2020	2018/2019
<b><u>VOLLEYBALL</u></b> -Playoffs & Championships				
Gross Revenue - Endowment Surcharge	\$ 268,428.00	\$ 20,015.00	\$ 202,971.00	\$ 193,752.00
\$1 Endowment Surcharge		\$ -	\$ 32,439.00	\$ 30,540.00
State Champion State Champion Team Travel Expenses	\$ 3,114.00	\$ 3,153.00	\$ 3,061.50	\$ 3,097.50
Expenses paid by host school playoffs	\$ 53,395.70	\$ 26,919.20	\$ 32,955.60	\$ 33,899.02
NCHSAA State Championship Expenses	\$ 22,545.68	\$ 11,295.84	\$ 17,685.04	\$ 18,097.86
Corporate Sponsorship Monies	\$ 25,659.68	\$ 14,448.84	\$ 20,746.54	\$ 21,195.36
Schools' Shares	\$ 170,087.15	\$ (6,904.20)	\$ 141,110.20	\$ 127,142.23
NCHSAA Net	\$ 44,945.15	\$ -	\$ 28,905.20	\$ 32,710.75
<b><u>CROSS COUNTRY</u></b> -STATE				
Gross Revenue - Endowment Surcharge	\$ 40,310.00	\$ 22,810.00	\$ 29,271.00	\$ 29,493.00
\$1 Endowment Surcharge			\$ 4,291.00	\$ 3,942.00
State Champion Team Travel Expenses	\$ 11,726.35	\$ 10,289.10	\$ 16,509.40	\$ 16,334.70
NCHSAA State Championship Expenses	\$ 45,365.35	\$ 36,022.06	\$ 37,175.86	\$ 38,306.79
Corporate Sponsorship Monies	\$ 26,257.20	\$ 25,757.20	\$ 24,599.88	\$ 27,292.40
NCHSAA Net	\$ 9,475.50	\$ 2,256.04	\$ 185.62	\$ 2,143.91
<b><u>CHEERLEADING</u></b>				
Gate & Program Sales	\$ 42,660.00	\$ 9,225.00	\$ 39,282.00	\$ 38,840.00
Registration Fees,Program Ads,Vendor Booths,Pics	\$ 58,269.00		\$ 67,413.00	\$ 65,787.00
NCHSAA State Championship Expenses	\$ 79,998.52	\$ 9,328.53	\$ 89,673.92	\$ 90,851.47
Corporate Sponsorship Monies	\$ 33,756.00	\$ 2,457.10	\$ 46,535.20	\$ 56,860.84
NCHSAA Net	\$ 54,686.48	\$ 2,353.57	\$ 63,556.28	\$ 70,636.37
<b><u>MEN'S SOCCER</u></b> -Playoffs & Championships				
Gross Revenue - Endowment Surcharge	\$ 350,987.35	\$ 140,129.00	\$ 256,954.00	\$ 257,161.00
\$1 Endowment Surcharge		\$ -	\$ 40,640.00	\$ 40,573.00
State Champion Team Travel Expenses	\$ 4,116.50	\$ 4,248.00	\$ 3,450.50	\$ 4,148.50
Expenses paid by host school playoffs	\$ 52,331.41	\$ 29,783.80	\$ 33,331.30	\$ 30,530.40
NCHSAA State Championship Expenses	\$ 23,386.17	\$ 22,092.77	\$ 27,594.07	\$ 18,204.20
Corporate Sponsorship Monies	\$ 27,502.67	\$ 26,340.77	\$ 31,044.57	\$ 22,352.70
Schools' Shares	\$ 242,946.24	\$ 110,345.20	\$ 180,652.80	\$ 182,568.35
NCHSAA Net	\$ 55,709.70	\$ -	\$ 42,969.90	\$ 44,062.25
<b><u>FOOTBALL</u></b> -Playoffs & Championships				
Gross Revenue - Endowment Surcharge	\$ 2,112,314.49	\$ 1,132,459.00	\$ 1,723,890.00	\$ 1,556,020.00
\$1 Endowment Surcharge		\$ -	\$ 210,068.00	\$ 194,771.00
State Champion Team Travel Expenses	\$ 9,249.00	\$ 17,619.00	\$ 17,292.00	\$ 21,312.00
Expenses paid by host school playoffs	\$ 309,680.99	\$ 133,108.71	\$ 284,267.50	\$ 276,005.22
NCHSAA State Championship Expenses	\$ 92,255.66	\$ 158,845.83	\$ 105,540.62	\$ 123,986.12
Corporate Sponsorship Monies	\$ 101,504.66	\$ 176,464.83	\$ 122,832.62	\$ 145,298.12
Schools' Shares	\$ 1,371,494.58	\$ 807,554.29	\$ 999,689.20	\$ 916,442.13
NCHSAA Net	\$ 431,138.92	\$ 191,796.00	\$ 439,933.30	\$ 363,572.65
<b><u>SWIMMING</u></b> -REGIONAL & STATE				
Gross Revenue - Endowment Surcharge	\$ 45,503.00	\$ -	\$ 49,171.20	\$ 50,745.10
\$1 Endowment Surcharge		\$ -	\$ 8,231.00	\$ 8,486.00
State Champion Team Travel Expenses	\$ 17,528.30	\$ 10,409.00	\$ 15,185.45	\$ 16,247.65
NCHSAA State Championship Expenses	\$ 97,155.15	\$ 84,215.90	\$ 88,119.94	\$ 88,864.09
Corporate Sponsorship Monies	\$ 57,047.84	\$ 33,897.33	\$ 58,997.83	\$ 61,303.00
NCHSAA Net	\$ (12,132.61)	\$ (60,727.57)	\$ 4,863.64	\$ 6,936.36
<b><u>WRESTLING</u></b> -Regional & State				
Gross Revenue - Endowment Surcharge	\$ 237,049.35	\$ 66,516.00	\$ 203,131.00	\$ 197,810.00

\$1 Endowment Surcharge		\$ -	\$ 21,260.00	\$ 22,126.00
Team Expenses	\$ 59,252.88	\$ 30,008.31	\$ 55,116.10	\$ 51,614.10
Team Travel	\$ 10,726.50	\$ 10,234.32	\$ 10,344.50	\$ 10,116.30
NCHSAA State Championship Expenses	\$ 118,336.05	\$ 56,391.69	\$ 94,585.84	\$ 95,648.11
Corporate Sponsorship Monies	\$ 34,060.42	\$ 7,196.80	\$ 43,114.01	\$ 45,667.13
Schools' Shares	\$ 40,137.92	\$ 4,028.85	\$ 23,307.88	\$ 25,762.65
NCHSAA Net	\$ 42,656.42	\$ (26,950.37)	\$ 62,890.69	\$ 60,335.97
<b>INDOOR TRACK</b> -Regional & State				
Gross Revenue - Endowment Surcharge	\$ 28,860.00		\$ 27,650.00	\$ 29,032.00
\$1 Endowment Surcharge			\$ 2,960.00	\$ 2,989.00
State Champion Team Travel Expenses	\$ 13,060.10		\$ 19,054.25	\$ 18,238.80
NCHSAA State Championship Expenses	\$ 40,704.99		\$ 40,216.88	\$ 35,520.00
Corporate Sponsorship Monies	\$ 19,056.56		\$ 19,384.38	\$ 13,426.82
NCHSAA Net	\$ (5,848.53)	\$ -	\$ (12,236.75)	\$ (11,299.98)
<b>BASKETBALL</b> -Playoffs & Championships				
Gross Revenue - Endowment Surcharge	\$ 1,171,580.20	\$ 103,709.00	\$ 809,514.00	\$ 1,014,744.88
\$1 Endowment Surcharge			\$ 118,746.00	\$ 132,673.00
State Champion Team Travel Expenses	\$ 14,617.32	\$ 5,040.00	\$ 7,033.50	\$ 13,185.00
Expenses paid by host school playoffs	\$ 185,785.42	\$ 73,841.85	\$ 166,639.41	\$ 148,623.28
NCHSAA State Championship Expenses	\$ 143,927.12	\$ 27,298.87	\$ 53,333.59	\$ 133,301.45
Corporate Sponsorship Monies	\$ 158,544.44	\$ 32,338.87	\$ 59,471.09	\$ 146,486.45
Schools' Shares	\$ 667,393.57	\$ 29,867.15	\$ 257,072.32	\$ 550,336.92
NCHSAA Net	\$ 318,401.21	\$ -	\$ 384,906.27	\$ 315,784.68
<b>LACROSSE</b> -Playoffs & Championships				
Gross Revenue - Endowment Surcharge		\$ 109,085.00	\$ -	\$ 116,753.00
\$1 Endowment Surcharge		\$ -	\$ -	\$ 17,877.00
State Champion Team Travel Expenses		\$ 2,947.50	\$ -	\$ 3,140.00
Expenses paid by host school playoffs		\$ 21,247.20	\$ -	\$ 15,486.80
NCHSAA State Championship Expenses		\$ 11,705.56		\$ 26,884.26
Corporate Sponsorship Monies		\$ 14,653.06		\$ 30,024.26
Schools' Shares		\$ 87,837.80	\$ -	\$ 72,512.71
NCHSAA Net	\$ -	\$ -		\$ 28,753.49
<b>WOMEN'S SOCCER</b> -Playoffs & Championships				
Gross Revenue - Endowment Surcharge		\$ 158,902.00	\$ -	\$ 218,725.00
\$1 Endowment Surcharge		\$ -	\$ -	\$ 34,581.00
State Champion Team Travel Expenses		\$ 2,368.50	\$ -	\$ 3,241.50
Expenses paid by host school playoffs		\$ 28,766.40	\$ -	\$ 28,813.85
NCHSAA State Championship Expenses		\$ 14,463.65		\$ 24,346.89
Corporate Sponsorship Monies		\$ 16,832.15		\$ 27,588.39
Schools' Shares		\$ 130,135.60	\$ -	\$ 152,225.85
NCHSAA Net	\$ -	\$ -		\$ 37,685.30
<b>TRACK</b> -Regional & State				
Gross Revenue - Endowment Surcharge		\$ 144,882.00	\$ -	\$ 103,003.00
\$1 Endowment Surcharge		\$ -	\$ -	\$ 13,264.00
State Champion Team Travel Expenses		\$ 28,904.40	\$ -	\$ 24,126.66
NCHSAA State Championship Expenses		\$ 84,267.74		\$ 82,281.41
Corporate Sponsorship Monies		\$ 6,304.68		\$ 26,327.79
Schools' Shares		\$ 19,768.71	\$ -	\$ 10,848.19
NCHSAA Net	\$ -	\$ 18,245.83		\$ 12,074.53



**SOFTBALL**-Playoffs & Championships

Gross Revenue - Endowment Surcharge	\$	141,464.00	\$	-	\$	230,823.00
\$1 Endowment Surcharge	\$	-	\$	-	\$	34,582.50
State Champion Team Travel Expenses	\$	5,969.50	\$	-	\$	7,641.50
Expenses paid by host school playoffs	\$	20,402.30	\$	-	\$	19,036.40
NCHSAA State Championship Expenses	\$	24,447.42			\$	44,359.73
Corporate Sponsorship Monies	\$	30,416.92			\$	52,001.23
Schools' Shares	\$	121,061.70	\$	-	\$	163,488.35
NCHSAA Net	\$	-	\$	-	\$	48,298.25

**BASEBALL**-Playoffs & Championships

Gross Revenue - Endowment Surcharge	\$	269,380.00	\$	-	\$	359,062.00
\$1 Endowment Surcharge	\$	-	\$	-	\$	55,610.50
State Champion Team Travel Expenses	\$	9,147.00	\$	-	\$	6,509.00
Expenses paid by host school playoffs	\$	20,924.30	\$	-	\$	22,331.40
NCHSAA State Championship Expenses	\$	24,426.56			\$	24,681.76
Corporate Sponsorship Monies	\$	33,273.56			\$	31,190.76
Schools' Shares	\$	223,574.90	\$	-	\$	268,301.00
NCHSAA Net	\$	-	\$	-	\$	68,429.60

**ANNUAL TOTALS**

Gross Revenue - Endowment Surcharge	\$	4,355,961.39	\$	2,318,576.00	\$	3,409,247.20	\$	4,461,750.98
\$1 Endowment Surcharge	\$	-	\$	-	\$	438,635.00	\$	592,015.00
Team Expenses	\$	115,136.15	\$	119,694.31	\$	121,517.25	\$	172,589.26
Expenses paid by host school playoffs	\$	601,193.52	\$	354,993.76	\$	517,193.81	\$	574,726.37
Team Travel	\$	28,254.80	\$	20,643.32	\$	25,529.95	\$	26,363.95
NCHSAA State Championship Expenses	\$	663,674.69	\$	564,802.42	\$	553,925.76	\$	845,334.14
Corporate Sponsorship Monies	\$	483,389.47	\$	420,382.11	\$	426,726.12	\$	707,015.25
Schools' Shares	\$	2,492,059.46	\$	1,527,270.00	\$	1,601,832.40	\$	2,469,628.38
NCHSAA Net	\$	939,032.24	\$	151,554.30	\$	1,015,974.15	\$	1,080,124.13

Made estimates on some expenses. Vendors have not all invoiced

**AIC & CIC Certifications - 4/2/21 through 4/1/2022**  
**List for Verification by NCHSAA member school**

First Name	Last Name	School	Roles	AIC	CIC
Isaiah	Chekelelee	Andrews High School	Coach	X	
Gina	Pennisi	Apex High School	Coach	X	x
Gina	Pennisi	Apex High School	Coach	X	x
Christopher	Rice	Apex High, Apex	Coach	X	
		Apprentice Academy High School of North Carolina			
Richard	Kenner		Administrator, Coach	X	
LeeAnn	Jones	Ashbrook High	Coach	X	
LeeAnn	Jones	Ashbrook High	Coach	X	
Toriano	Lowery	Ashbrook High	Coach	X	
Meredith	Shields	Ashbrook High	Coach	X	x
Ky'Asia	Stanford	Ashbrook High	Coach	X	
Greg	Hayes	Ashbrook High, Gastonia	Coach	X	x
Dalton	Towery	Ashbrook High, Gastonia	Coach	X	
Sarah	Houck	Ashe County High	Coach, Student	X	
Adam	Widner	Ashe County High	Coach	X	
Kassee	Roberts	Ashe County High School	Coach	X	
Chris	Andrews	Asheboro High	Coach	X	x
Kendra	Orians	Asheville High	Coach	X	
Justin	Adams	Bandys High	Coach	X	x
Ricky	Hill	Bartlett Yancey High School	Coach	X	
Matthew	Watson	Bear Grass Charter School	Administrator, Coach	X	x
naytasha	williams	Beddingfield High	Coach	X	
Lateisha	Daniel-Baines	Beddingfield High, Wilson	Coach	X	x
Kelly	Robertson	Broughton High School	Other	X	x
Olivia	Hofheinz	C E Jordan High	Coach	X	
crystal	jones	C E Jordan High	Coach	X	
William	Parrott	C E Jordan High	Official	X	
spencer	service	C E Jordan High	Coach	X	
Cindy	Cotten	C E Jordan High, Durham	Coach	X	
Justin	Hewlings	C.E. Jordan High School	Coach	X	x
Justin	Hewlings	C.E. Jordan High School	Coach	X	x
Brendan	Murray	C.E. Jordan High School	Coach	X	
Cole	Mitchum	Cape Fear High	Coach	X	
Melonie	Mercer	Cape Fear High School	Coach, Performing Art	X	
Bryan	Pagan	Cape Fear HS	Coach	X	x
Tonya	Holmes	Cardinal Gibbons High School	Administrator, Coach	X	
Tonya	Holmes	Cardinal Gibbons High School	Administrator, Coach	X	
John	Gray	CE Jordan High School	Coach	X	
Eric	Lipp	CE Jordan High School	Coach, Parent	X	x
Erik	Hofheinz	ce jordan hs	Coach	X	
Carl	Weaver	Central Davidson High School	Coach	X	
David	Gilner	Chapel Hill High	Coach	X	
Kathryn	Reilly	Charles E Jordan High School	Coach	X	
Dechavis	McManus	Charles E. jordan	Coach	X	
Maryam	McDaniels	Charles E. Jordan High School	Coach	X	
Robert	Mohney	Charles E. Jordan High School	Coach	X	
Benton	Marklin	Charles W Stanford Middle	Coach	X	
David	Hains	christ the King Catholic High School	Coach	X	

Vanessa	Howe	Clyde A Erwin High	Coach	X	
Vanessa	Howe	Clyde A Erwin High	Coach	X	
John	Bellissimo	Community School of Davidson	Coach	X	x
Beau	Dobbs	Community School of Davidson	Coach, Parent	X	
Jay	Martin	Community School of Davidson	Administrator, Coach	X	x
Joshua	Williams	Corinth Holders High School	Administrator	X	
Jerald	Freeman	Corvian Community School	Coach	X	
Geir	OLAND	Cresset Christian Academy	Coach	X	
Alfred	Peterson	Currituck County High	Coach	X	
Jason	Kokx	Dalton Mcmichael High	Coach	X	
Shaun	Edwards Sr	Dixon High	Coach	X	x
Tiffany	Huie	Dixon High	Coach	X	
Taylor	Jones	Dixon High	Coach	X	x
Jenifer	Williams	Dixon High School	Coach	X	x
Jernard	Grant	Douglas Byrd High	Coach, Parent	X	
Justin	Jones	E A Laney High School	Coach	X	
Albert	Schwankert	East Burke High School	Coach	X	
James	Alston	East Columbus High	Coach	X	x
Greg	Jenkins	East Duplin High School	Coach	X	
Felixa	Boutwell	East Forsyth High School	Coach	X	
Patrick	Bruning	East Forsyth High, Kernersville	Coach	X	
reagan	conner	East Gaston High	Coach	X	x
Jennifer	Dumont	East Gaston High	Coach	X	
Michael	Rymer	East Gaston High	Coach	X	
Jeffrey	Stimpson	East Gaston High	Coach	X	x
clifton	anderson	East Henderson High	Coach	X	x
Eric	Wojtalewski	East Mecklenburg High	Coach	X	x
Turner	Kincaid	East Rutherford High, Forest City	Coach, Parent	X	x
Darrell	Pate	East Wake Academy	Coach	X	
Michael	Brumble	Eastern Alamance High	Coach	X	
EDWIN	ROUSON	Elizabeth City Pasquotank Public School	Administrator, Coach,	X	
Crystal	Martin	Elkin High	Coach	X	
Michael	Barcy	Emsley A Laney High	Coach	X	
April	Williams	Enka High	Coach	X	
Brian	Carver	Enka High School	Administrator, Coach	X	x
Ryan	Stocke	Enloe High School	Coach, Official	X	
Ryan	Gatt	Eno River Academy	Administrator, Coach	X	
Lloyd	Hodges	Eugene Ashley High	Coach	X	
Samuel	Reynolds	Fairmont	Coach	X	
James	Cadiz	Fairmont High	Coach	X	
Montrell	McNair	Fairmont high	Coach	X	x
Justin	Crawford	Forestview High	Coach	X	
Brian	Horne	Forestview High	Coach	X	
Justin	Williams	Forestview High	Coach	X	
Jonathan	Miller	Franklinton High School	Coach	X	
bryan	perry	Franklinton High School	Coach	X	
Amanda	Rundgren	Fuquay-Varina High	Coach	X	
Linda	Elstun	Garner High	Coach	X	
Kyle	Ward	Graham High School	Coach	X	

Scott	Wolfe	Gray Stone Day	Administrator, Coach	X	x
Jason	Fitch	Gray's Creek High School	Coach	X	
Mike	Davis	Grays Creek High School	Coach	X	
Robert	Schoonover	Green Hope High	Coach	X	x
Stacy	Lamb	Green Hope High School	Coach	X	
Amy	Melillo	Green Hope High School	Coach	X	
Jody	Barish	Green Level High School	Coach	X	
Jody	Barish	Green Level High School	Coach	X	
Matthew	Bracciante	Green Level High School	Coach	X	
Alexandria	Connelly	Green Level High School	Coach	X	
Travis	Dalton	Green Level High School	Coach	X	
Ryan	DeGeeter	Green Level High School	Coach	X	
Blake	Gentry	Green Level High School	Coach	X	
Alston	Godbold	Green Level High School	Coach	X	
Kylee	Gomilla	Green Level High School	Coach	X	
Ben	Goudeau	Green Level High School	Coach	X	
John	Green	Green Level High School	Coach	X	
Mackenzie	Koeller	Green Level High School	Coach	X	
April	Mack	Green Level High School	Coach	X	
Shawn	Patil	Green Level High School	Coach	X	
TJ	Poland	Green Level High School	Coach	X	
Benjamin	Rogers	Green Level High School	Coach	X	
Matt	Siegel	Green Level High School	Coach	X	
Deniz	Solakoglu	Green Level High School	Coach	X	x
Emily	Sopko	Green Level High School	Coach	X	
Chris	Sponaugle	Green Level High School	Coach	X	
Andrew	Thorpe	Green Level High School	Coach	X	
Katie	White	Green Level High School	Coach, Performing Art	X	
Ben	Woolf	Green Level high school	Coach	X	
Ben	Woolf	Green Level high school	Coach	X	
ShaDonna	Young	Green Level High School	Coach	X	
Emily	Comer	Heide Trask High	Coach	X	
Jason	Harmon	Heide Trask High	Coach	X	
Sha-Teisa	Sharpe	Hertford County High School	Coach	X	
Sascha	Sanderlin	Hibriten High School	Coach	X	x
Russell	Jones	Hobbton High School	Administrator	X	
Ivan	Street	Hoke County High	Coach	X	x
Iris	Mills	Hunter Huss High School	Coach	X	x
Jack	Bridges	Hunter Huss High, Gastonia	Administrator, Coach	X	x
Anicia	Ocasio	Independence High	Coach	X	
Darcy	Davis	Jack Britt High School	Coach	X	
Brandon	Duarte	Jack Britt High School	Coach, Parent	X	
Ashley	Jimenez	Jack Britt High School	Coach	X	
Anthony	Johnson	Jack Britt High School	Coach	X	
John	Kaiser	Jack Britt High School	Coach	X	
Anthony	Sloan	Jack Britt High School	Coach	X	
Darius	Walker	Jack Britt High School	Coach	X	
colin	weingart	Jack Britt High School	Coach	X	x
Joseph	Benton	Jacksonville High	Coach	X	x

Chelsea	Palm	Jacksonville High School	Coach	X	x
Katina	Farrior	James Kenan High, Warsaw	Coach, Parent	X	
Christopher	Wagner	Jones Senior High	Coach, Parent	X	
Matt	Howell	Jones Senior High, Trenton	Coach	X	x
Sam	Bernhard	Jordan High School	Coach	X	
Terrance A.	Blackwell	Jordan High School	Coach	X	
Graham	Brosnan	Jordan High School	Coach	X	
Jordan	Fearrington	Jordan High School	Coach	X	
Kyle	Francis	Jordan High School	Coach	X	
Daron	Gipson	Jordan High School	Coach	X	
Deja	Myers	Jordan High School	Coach	X	
Deja	Myers	Jordan High School	Coach	X	
Derek	Ross	Jordan High School	Coach	X	
Bryan	Saunders	Jordan High School	Coach	X	
Kamalee	Jackson	Jordan High School, Durham	Coach	X	
Justin	Allred	Jordan High School, Jordan	Coach	X	x
Chante'	Clark	Jordan High School, Jordan	Coach	X	
Chante'	Clark	Jordan High School, Jordan	Coach	X	
Derek	Leathers	Jordan High School, Jordan	Coach	X	
Elisa	Marchione	Jordan High School, Jordan	Coach	X	
Brad	Melton	Kings Mountain High School	Coach	X	
Greg	Lloyd	kings mountain high schools	Coach	X	
Ashley	Qualkenbush	Knightdale High	Coach	X	
Ashley	Qualkenbush	Knightdale High	Coach	X	
Allison	Helms	Lakewood High School	Coach	X	
Rasheedah	Fletcher	Leesville High School	Coach	X	
Trisha	Smith	Lexington Senior High	Coach	X	
Brent	Gates	Lincolnton High School	Coach	X	x
Candy	Hensley	Maiden High	Coach	X	
Christiana	Spinella	Manteo High	Coach	X	
Millicent	Gerni	Mattamuskeet High	Coach	X	
Aaron	Lane	Midway High, Dunn	Administrator	X	
Caitlin	Davis	Millbrook High	Coach	X	
Matthew	Cope	Millbrook High School	Coach	X	x
Jason	Hensley	Montgomery Central High School, Troy NC	Coach	X	
Matt	Moore	morehead high school	Coach	X	
Aapri	Washington	Mountain Island Charter School	Coach	X	
Timothy	Neel	Mt. Pleasant High School	Coach	X	x
Bobby	Curlings	New Bern High School	Coach	X	
Deborah	Campbell	New Hanover High, Wilmington	Coach	X	
Kelli	Payne	Newton Conover High School	Coach	X	
Amanda	Baity	North Brunswick High	Coach	X	
Morgan	King	North Brunswick High School	Coach	X	x
James	Alverson	North Carolina High School Athletic Association	Administrator	X	
Jennifer	Brinkley	North Davidson High	Coach, Other	X	
Timothy	Labossiere	North Duplin High School	Coach	X	x
Jason	Miller	North Edgecombe High School Tarboro	Coach	X	

Adam	Blackwelder	North Iredell High	Coach	X	
Thomas	Garrou	North Johnston High	Coach	X	
Jordan	Smith	North Lenoir High	Coach	X	
Dennis	Frye	North Lincoln High School	Coach	X	x
Breanna	Tapp	North Lincoln High School	Coach	X	x
Michael	Warlick	North Lincoln Middle School	Coach, Other	X	x
Sarah	Stertzbach	North Mecklenburg High	Coach	X	
Matt	Goddard	North Pitt High School	Coach	X	x
Lorenzo	King	Northeastern High School	Coach	X	
Villa	Heron	Northern High School	Coach	X	
Cory	Lea	Northern Vance High School	Coach	X	
Melinda	West	NorthSide High School	Coach, Parent	X	
MATTHEW	DAVIS	Northwood High School Pittsboro, NC	Coach	X	x
MATTHEW	DAVIS	Northwood High School Pittsboro, NC	Coach	X	x
Cameron	Isenhour	Northwood High School, Northwood	Coach	X	
Hui Chen	Ni	Northwood High, Pittsboro	Coach, Other	X	
Michelle	Anderson	Overhills High School	Coach	X	x
Patricia	Shaffer	Overhills High School	Coach	X	x
Bobby	Griffin	Pamlico County High, Bayboro	Coach	X	
Bobby	Griffin	Pamlico County High, Bayboro	Coach	X	
Samantha	Sopko	Panther Creek High School	Coach	X	x
Samantha	Sopko	Panther Creek High School	Coach	X	x
johnny	bowman	Pender High	Coach	X	x
johnny	bowman	Pender High	Coach	X	x
Ronald	Echols	Pender High	Coach, Other	X	x
John	Fedoronko	Pender High	Coach	X	x
David	Hannah	Pender High	Coach	X	x
John	Heil	Pender High	Coach	X	
LaTeacha	Kea	Pender High	Coach, Parent	X	x
Bailey	King	Pender High	Coach	X	x
Jake	Rawls	Pender High	Coach	X	x
Bobby	Williams	Pender High	Coach	X	x
Bobby	Williams	Pender High	Coach	X	x
Tom	Eanes	Pender High School	Coach	X	x
Melinda	Fullwood	Pender High School	Coach	X	x
Bevin	Stokes	Pender High School	Administrator, Coach	X	x
John	Bradshaw	Pender High, Burgaw	Coach	X	x
John	Floyd	Pender High, Burgaw	Coach	X	x
John	Floyd	Pender High, Burgaw	Coach	X	x
John	Floyd	Pender High, Burgaw	Coach	X	x
Jonathan	Taylor	Pender High, Burgaw	Coach	X	x
Laura	Eakins	Pender HS	Coach	X	
Jennifer	Ryan	Pine Forest High	Coach	X	
Mandala	Barber	Pinecrest High	Coach	X	
Sarah	Peterson	Pinecrest High	Coach	X	
Gabrielle	Robbins	Pinecrest High	Coach	X	x
Gabrielle	Robbins	Pinecrest High	Coach	X	x
Jason	Weber	Pinecrest High	Coach	X	x
Joe	Phillips	Princeton High, Princeton	Coach	X	

Rodney	Jackson	Providence High, Charlotte	Coach	X	
Brooke	Bradt	Queens Grant High School	Coach, Other	X	
Thomas	Hensley	R-S Central	Coach	X	
Amelia	RiveraSpeight	Ralph L. Fike High School	Coach	X	x
Marvin	Jacobs	Red Springs High School	Coach	X	x
Paul	McKeithan	Research Triangle High School	Coach	X	
Kevin	Knox	Riverside High	Coach	X	
Chris	Lee	Riverside High	Coach	X	
Jordan	Toney	Riverside High	Coach	X	
Mark	Cagle	Riverside High School	Coach	X	
cynthia	Smith	Riverside Highschool /Durham Public School Systems	Coach	X	
Rebecca	Clayton	Rolesville High School	Coach	X	
Reginald	Love	Rolesville High School	Coach	X	
Robert	Britt	Rosewood High School	Administrator, Coach	X	x
Joshua	Galloway	Rosman High School	Coach	X	
Charles	Smith	scotland High School, laurinburg	Coach, Other	X	x
Charles	Smith	scotland High School, laurinburg	Coach, Other	X	x
Jason	Lee	seaforth	Coach	X	
Tommy	Johnson	Seaforth High School	Coach	X	
Michael	Purcell	Seaforth High School	Coach	X	x
Sean	Henry	Seventy First High School 6764 Raeford rd. Fayette	Coach	X	x
Anthone	Harris	Seventy-First High	Coach	X	x
Kelvonte	Smith	Seventy-First High	Coach	X	x
David	Bryson	Shelby High School	Coach	X	
Craig	Faircloth	Smithfield Selma High School	Coach	X	
Angela	Chambers	Smoky Mountain High School	Coach	X	x
Darrell	Williams	Sourh View High	Coach	X	
Megan	Storms	South Columbus High School	Coach	X	
Megan	Storms	South Columbus High School	Coach	X	
Leah	Brooks	South Point High School	Coach	X	
Johnathan	Hatley	South Stanly High	Coach	X	
Sammy	Robinson	Southeast Raleigh Magnet High	Coach	X	x
Martin	Charlesworth	Southern Guilford High School	Coach		
Robbie	Kennedy	Southern Nash High	Coach	X	
Jason	Fulbright	St. Stephens High School	Coach	X	
Scott	Chellis	Sugar Creek Charter School	Coach	X	x
Hailey	Irizarry	Sun Valley High	Coach	X	
Colton	Brackett	T.C. Roberson High School	Coach	X	
Jason	Stanley	T.C. Roberson High School	Coach	X	
ANNA	HAMMOND	Tabor City Middle	Coach	X	x
Jesse	White	Terry Sanford High	Coach	X	
Courtney	Ross	The North Carolina Leadership Academy	Coach	X	
Mike	McGuckin	Thomasville High	Coach	X	x
Keith	Dawson	Topsail High	Coach, Official, Parent	X	x
Hill	Pearsall	Topsail High	Coach	X	x
Christopher	Johnston	Triangle Math and Science Academy	Coach	X	
Justin	Frashier	Union Academy	Coach	X	x

Ashley	Grant	Union Academy Charter School	Coach	X	x
Greg	Gregory	Union Academy Charter School	Coach	X	x
Grant	Williams	Union Academy Charter School	Coach	X	x
Thomas	Nelson	Union County High School, Blairsville	Coach	X	
Latoya	Snead	Union Middle School	Coach, Other	X	
Kristine	Travers	Union Middle School	Coach	X	x
Corina	Vann	Union Middle School	Coach	X	x
John	Ward	Union Middle School	Coach	X	
Brian	Gray	Union Pines High	Coach	X	x
Kelly	McGraw	Union Pines High	Coach	X	
Tabitha	Moses	Union Pines High	Coach, Parent	X	
Douglas	Norman	Union Pines High	Coach	X	x
Ray	Blatz	union pines High School	Coach, Parent	X	X
William	Garner	Union Pines High School	Coach	X	x
Jason	Trousdale	Union Pines High, Cameron	Coach	X	x
Alexander	Parsons	Vance County High School	Coach	X	
Lloyd	Watkins	Vance County High School	Coach	X	
Jordan	Gatcomb	Voyager Academy, Durham	Administrator	X	x
Amber	Breen	Wake County Public School System	Coach	X	
Kyle	Bayer	Wakefield High	Coach	X	
Joseph	Richardson	Wakefield High	Coach	X	x
Dylan	Rose	Walter M Williams High	Coach	X	
Todd	Davis	Walter M. Williams High School	Administrator	X	
Kimberly	Spencer	West Brunswick High School	Coach	X	x
Emmanuel	Sarkorh	West Brunswick High, Shallotte	Coach, Official	X	x
Greg	Wilmoth	West Cabarrus High School	Coach	X	x
Aaron	Annas	West Caldwell High	Administrator, Coach	X	x
James	Turner	West Carteret High School	Coach	X	
chris	crawley	West Craven High	Coach	X	
Billy	Dudding	West Craven High	Coach	X	
Billy	Dudding	West Craven High	Coach	X	
Michael	Eastwood	West Craven High	Coach	X	
Jacob	Ferguson	West Craven High	Coach	X	
Nicci	Fontes	West Craven High	Coach	X	
Jayson	Hargett	West Craven High	Coach	X	
Brook	Harvey	West Craven High	Coach	X	
Brook	Harvey	West Craven High	Coach	X	
Andrinika	Johnson	West Craven High	Coach	X	
Andrinika	Johnson	West Craven High	Coach	X	
Nicole	Kirch	West Craven High	Coach	X	
Caroline	Tart	West Craven High	Coach	X	
Larry	Tyler	West Craven High	Coach	X	
Kyle	Warmack	West Craven High	Coach	X	
Kyle	Warmack	West Craven High	Coach	X	
Craig	Fitch	West Craven High School	Coach	X	
Craig	Fitch	West Craven High School	Coach	X	
Craig	Fitch	West Craven High School	Coach	X	
Kathy	Henderson	West Craven High School	Coach	X	
Michael	McKeel	West Craven High School	Coach	X	



Justin	Morris	west craven high school	Coach	X	
Dorel	Watley	West Craven High School	Coach	X	
Matt	Grady	West Craven High, Vanceboro	Coach	X	
Matt	Grady	West Craven High, Vanceboro	Coach	X	
Arthur	Monroe	West Craven High, Vanceboro	Coach	X	
Joshua	Wells	West Craven Middle	Coach	X	
Jerry	Snyder	West Iredell High School	Coach	X	x
Jason	Brundidge	West Johnston High	Coach	X	
Gwyneth	Smith	Western Alamance High	Coach	X	
Gwyneth	Smith	Western Alamance High	Coach	X	
Megan	Kelly	Western Harnett High	Coach	X	
Megan	Kelly	Western Harnett High	Coach	X	
Emma	Otten	Western Harnett High	Coach	X	
Emma	Otten	Western Harnett High	Coach	X	
AUBURN	JACKSON	White Oak High	Coach, Official	X	
Courtney	Koval	White Oak High	Coach	X	x
Courtney	Koval	White Oak High	Coach	X	x
Courtney	Koval	White Oak High	Coach	X	x
Alysia	Klarzuk	White Oak High School, White Oak	Coach	X	x
Jason	Wilkes	Willow Spring High School	Coach	X	
Joseph	Gray	willow springs high school	Coach	X	

First Name	Last Name	School	Roles	AIC	CIC
jeremy	boone	254/512 Sports	Coach	X	
Bradwitt	Austin	Anne Chesnutt Middle	Parent	X	
Dana	Edwards	Anne Chesnutt Middle	Coach	X	
Asia	Henry	Anne Chesnutt Middle	Coach	X	x
virginia	jicha	Anne Chesnutt Middle	Coach	X	x
virginia	jicha	Anne Chesnutt Middle	Coach	X	x
Brandon	LaValley	Anne Chesnutt Middle	Coach	X	x
Gaundi	Allen	Anne Chesnutt Year Round Middle School	Coach	X	X
Kenton	Smith	B.F. Grady Elementary School	Coach	X	
Kenton	Smith	B.F. Grady Elementary School	Coach	X	
Vanessa	Rogers	C. M. Eppes Middle School	Coach	X	x
Shanique	Sewer	Charity Middle School	Coach	X	
Ray	Cloyd	Cramerton Middle, Cramerton	Coach	X	x
LaRhonda	Williams	Duplin County Basketball Club	Administrator	X	
Jeffrey	Flournoy	Fayetteville christian	Coach	X	
Damon	Burnett	Hobbton Middle	Coach, Parent	X	
Logan	Langston	Hobbton Middle School	Coach	X	x
Shane	Zimmerman	Holly Grove Middle School	Administrator, Coach	X	x
Dana	Smith	Hudson Middle School, Hudson	Coach, Official	X	x
Stephene	Williamson	Kenansville Elementary	Coach	X	
Matt	Thomas	Lee Park Prep	Administrator	X	x
Leigh	Humphries	Mary Potter Middle	Other	X	
Brett	Honeycutt	Metrolina Christian Academy	Coach	X	
Brett	Honeycutt	Metrolina Christian Academy	Coach	X	
Brett	Honeycutt	Metrolina Christian Academy	Coach	X	
Kristi	Layden	Metrolina Christian Academy	Coach	X	
Joseph	Ellis	Midway Middle School	Coach	X	x

Chris	Edwards	N/a	Coach, Other	X	
Ryan	Staten	NCHSAA	Coach, Official	X	x
Ryan	Staten	NCHSAA	Coach, Official	X	x
Michael	Wetzel	NCHSAA	Coach	X	
Phillip	Marcelle	Neal Middle	Coach, Other	X	
Lisa	Grimsley-Brew	New Century International Middle School	Coach, Parent	X	x
Kirsten	Long	New Century International Middle School	Parent	X	
Christopher	Richardson	New Look Sports LLC	Coach	X	
Brett	Arrowood	north hills christian school	Coach	X	
Mario	Matarese	Overhills Middle School	Coach	X	
Mario	Matarese	Overhills Middle School	Coach	X	
Christina	Finch	Pine Forest Middle	Coach	X	
Melissa	Harrell	Pinnacle Classical Academy	Administrator, Coach	X	
DeShane	Briscoe	Polk County Middle	Coach	X	
Michelle	Witt	Reidsville Middle	Administrator	X	
Susan	Oliver	Ridgecroft School	Administrator, Coach	X	x
Paul	Haynes	Riverwood Middle School	Coach	X	
jose	arcos	Rockingham County Middle	Coach	X	
Jennifer	Butler	Roseboro Salemburg Middle School	Coach	X	
Serina	Johnson	Sandy Grove Middle School	Coach	X	
Elgett	Floyd	Southern Middle	Coach	X	x
John	Falter	Southwest Middle	Coach, Parent	X	x
Ed	Beckley	Special Olympics North Carolina	Coach	X	
Danielle	Dow	The Point College Prep	Coach	X	
		The Point College Prep & Leadership Academy			
Robert	Knotts	The Point College Preparatory & Leadership Academy	Administrator, Coach	X	x
		The Point College Preparatory & Leadership Academy			
Brandi	Johnson	The Point College Preparatory & Leadership Academy	Administrator, Coach	X	x
		The Point College Preparatory & Leadership Academy			
Brandi	Johnson	The Point College Preparatory & Leadership Academy	Administrator, Coach	X	x
Jay	Cornish	Top Gun Fight School	Coach, Official, Parent	X	
Katsiaryna	Sublett	UNC Chapel Hill	Coach, Student	X	
Danny	Ducker	Union Middle School	Coach	X	x
Jessica	Register	Union Middle School	Administrator, Coach	X	x
Jessica	Register	Union Middle School	Administrator, Coach	X	x
Jessica	Register	Union Middle School	Administrator, Coach	X	x
Justin	Register	Union Middle School	Coach	X	x
Wendy	Santivanez	Union Middle School	Coach	X	x
Robert	Smith	Union Middle School	Coach	X	x
Crystal	Hill	Union Middle School, Union	Coach	X	
Kristopher	Fuller	Unity Classical Charter School	Administrator, Coach	X	x
Mariah	Medley	Univeristy of North Carolina at Chapel Hill	Student	X	
Sarah	Gallardo	University of North Carolina at Chapel Hill	Coach, Student	X	
Amy	Brown	W C Friday Middle	Administrator	X	x
Aurora	Davis	Wakefield Middle	Coach, Parent	X	
		Weldon STEM High School Career Academies			
Katrina	Bevier	Weldon STEM High School Career Academies	Coach, Other	X	
Kenneth	Harris	Western Rockingham Middle	Coach	X	
Victor	Davis	Yield Inc	Coach	X	

Majeed	Mahmood	YMCA	Coach, Parent	X	x
Majeed	Mahmood	YMCA	Coach, Parent	X	x
Terrell	Adams		Coach	X	x
Artavious	Barringer		Coach	X	
Peter	Barney		Coach	X	x
Todd	Bond		Coach	X	
Jonathan	Brown		Coach	X	x
Courtney	Bryant		Coach	X	x
Mike	Catuto		Administrator, Coach	X	
John	Coble		Coach	X	
Hunter	Coffrin		Coach, Student	X	
Steven	Colford		Coach	X	
Anayely	Coronilla-Campos		Student	X	
Remy	Epps		Administrator	X	
Madi	Evans		Coach	X	
Amanda	Fedor		Student	X	x
John „ÄúJay,Äù	Feimster		Coach	X	x
Justin	Finger		Official	X	
Drew	Goforth		Student	X	
Sean	Goldstein		Official	X	x
Jason	Hagan		Coach	X	x
John	Hipsher		Coach	X	
Taylor	Holmes		Coach	X	x
Fred	Holtz		Coach, Parent	X	
Dylan	Hughes		Coach	X	x
Adam	kent		Coach	X	
David	Kummings		Coach	X	x
Foster	Kyei		Other	X	
Alexa	Lantiere		Coach	X	
Alexa	Lantiere		Coach	X	
Dennis	Marshall		Coach	X	
Ajani	McIntosh		Student	X	
William	Miner		Coach	X	x
Bruce	Mitchell		Coach	X	
Andrew	Monthony		Coach	X	
Randall	Moran		Coach	X	x
Elizabeth	Moreno		Coach	X	
hassan	nashid		Coach	X	
jamie	ortega		Student	X	
Cole	Parker		Coach, Student	X	
Arjun	Parmar		Coach	X	
Muhammad	Perez		Coach	X	x
Justin	Pini		Coach	X	
Patricia	Pomeroy		Coach	X	x
Rayshon	Robertson		Coach	X	
Brooke	Scott		Coach	X	
Brooke	Scott		Coach	X	
Kyante	Scott		Coach	X	x
Kyante	Scott		Coach	X	x
Logan	Swain		Coach, Student	X	
chris	thomas		Coach, Parent	X	x
Taylor	Transue		Coach	X	
Terone	Triplett		Coach	X	

Brian	Wilbur	Coach	X	
Omari	Williams	Coach	X	
Fritz	Willis	Coach, Parent	X	x

## 2021-2022 Awards: Grant Program Summary

School	Focus	Summary
Graham High School	Health and Wellness	On October 29, 2021, in the middle of the halftime show of Senior Night. We had a lady go into respiratory arrest which turned into Cardiac Arrest. We worked with this lady for 20 minutes prior to the arrival of EMS. We had the equipment needed to work on her, but realized there is more that would be beneficial. After this incident, we started evaluating what we had at our disposal to work on people in the stands along with our own athletes. I am happy to announce that this lady walked out of the hospital neurologically intact and able to continue her daily living on November 9, 2021. We would like to be able to supply Volleyball, Basketball, Football, Cross Country, Soccer, Softball, Baseball, and wrestling with supplies to treat injuries acquired while playing their respective sports along with more easy-to-use layperson life-saving equipment. We believe that as important as it is to take care of our own athletes it is just as important to have equipment readily available for spectators as well. Buying two sets of each piece of equipment will allow us to have easier access to the equipment in a more timely manner.
Johnston County Public Schools	Health and Wellness	JCPS proposes purchasing two new AED's for each high school to ensure that there is a minimum of one fully functional, automated model suitable for both adults and children inside and outside at each grades 9-12 campus with a sports program. This is important because the new units can be accessed and used even when there is a community event on the exterior fields. Further, the units will self-direct and assist bystanders rendering aid until a medical professional is onsite. Finally, an upgrade is needed to ensure that the most modern life-saving equipment is in place at the athletic venues.
Lexington Senior High School	Health and Wellness	This grant will help us purchase rehab equipment, blood pressure cuffs, a new digital scale for height / weight for annual physicals, a new AED unit and a new portable refractometer for more accurate hydration testing for our wrestling program.
North Forsyth High School	Health and Wellness	Funds provided by the NCHSAA athletics grant would be used for medical supplies needed in the athletic training room - including first aid care, rehab equipment, modalities, and some taping supplies. Obtaining of these items would allow the athletic trainer to better assist and treat athletes in their various stages of recovery. As of now, the athletic training facility is not equipped to properly handle post-op care. The athletic trainer would like to create a more efficient rehabilitation environment for the student athletes to feel comfortable in the healthcare they receive and hopefully dismiss any potential financial burden families may have from seeking outside care for their athlete(s).
Pender High School	Coaches Education	We have begun working with our coaches on professional development and growth. Part of this is course work through the NFHS. Our coaches have already achieved Level 1 and 2 Honor Roll status, in large part to grants allowing us to afford paid coursework. We will use funds from this grant to complete training for all our paid coaches to be CIC certified, achieving Level 3 Honor Roll Status. The paid courses remaining are Strength and Conditioning (\$50) and Teaching and Modeling Behavior (\$20).
Ragsdale High School	Health and Wellness	Grant funds will be used to update and provide various therapeutic modalities and rehabilitation equipment for the school's athletic training facility to provide the best and most up to date care for the student athletes.
Ronald W. Reagan High School	Health and Wellness	Funds will be used to provide continued improvement of health care to underserved or participating student athletes. Requested items will help prevent and treat heat related illness through the use of a Wet bulb. Additional items will help utilize current space and provide space for ROM therapies etc. A key role of being an athletic trainer is to prevent the spread of infection by following standard disinfection protocols. With the limited space available at the moment this makes proper storage of coolers and bottles impossible. The main goal of an athletic trainer is to be prepared for any and all musculoskeletal compromises or injuries and to have a timely response for care. While I do have to be prepared for any injury as a result of sport participation, I have to attempt to prevent injuries where possible. In the instance of injury having the proper equipment to encourage healing during the rehabilitation process is necessary to help return athletes to care.
T.W. Andrews High School	Health and Wellness	T. Wingate Andrews High School is 1 of 16 Title I schools in the state of North Carolina. The current funding provided is inadequate in aiding the health and safety of our athletes on a daily basis. If we are selected to become a recipient of this grant, all proceeds will go to ensuring and improving the health and safety of our athletes. The Sports Medicine Department of Andrews High School is in need of additional funding to ensure the health and safety of our athletes are maintained daily. The department has been making ends meet for the last few years. It is time for a change, and it could begin now! Our goal within the Sports Medicine Department is to provide the student-athletes with the best care possible so that they are able to achieve their dreams. Needed equipment includes cooling tubs, a mounted AED, foldable treatment table, chairs, a gator for the sports medicine team to travel between sports fields/facilities but primarily for emergency usage or the transportation of equipment and a space to store all of these necessary items. Needs also include athletic training updated modalities, rehab equipment, and basic clinic necessities.
The North Carolina Leadership Academy	Health and Wellness	The grant funds will be used to purchase an AED that is specifically for athletics and a Kestrel WBGT. I am the first athletic trainer at the school after a contract with WFBH was completed. We have had to make very major purchases this year and this grant will allow is to become compliant with best practices and keep the athletes and coaches safe.
West Carteret High School	Student Services Program Supplementation	These funds will be used to purchase items to give as prizes to students who are nominated for our Student of the Month Program. Each month, we give 10-15 students recognition and prizes for their accomplishments in the areas of marked improvement in grades, character or work ethic, leadership, notable consideration toward others, outstanding attitude/disposition, or individual achievement. The program is designed to recognize students who don't normally get academic accolades which have become even more important this past year. We need help from this grant to make the "prize packages" that the students receive as recognition. Typically a prize package includes small swag like pens and office supplies, t-shirts, and a gift card to a local restaurant. Annually, we ask for donations for these gift bags from parents and teachers. We are hoping to supplement these funds through grants like yours.
West Craven High School	Coaches Education	NCHSAA Coaches Education grant funds will be used to purchase the <a href="https://www.nfhslearn.com">NFHSLearn.com</a> courses needed (Strength & Conditioning / Teaching & Modeling Behavior) to go along the free courses (of NFHS Sportsmanship, Engaging with Parents, Bullying, Hazing, Inappropriate Behaviors) for each WCHS coach (stipend paid and volunteer) to be a NFHS Certified Interscholastic Coach (CIC) and WCHS to be a NFHS Level 3 School Certified.
Wilkes Central HS	Health and Wellness	This grant will ask for a new AED to be used exclusively for athletics as well as new and updated rehabilitation equipment for the athletic training room. Currently, we only have 1 shared AED for athletic use and when we travel to play at the local park there is no AED onsite. Having another AED for when we travel there gives us another level of protection for our student-athletes. The money for rehab equipment will be used to replace aging products and to purchase equipment that does not fit into the budget due to impacts from covid-19.
		<b>\$ 140,081.00</b>

## **Questionnaire for Non-Profit formation**

### **ARTICLES:**

Name of entity:

Type: 501(c)(3), 501(c)(4), 501(c)(6) 501(c)(3)

Purpose statement:

Will entity have members?

Principal office address:

Phone number

Registered agent/address:

### **BY-LAWS:**

Directors of Board and addresses:

Chair or Co-chairs?

Vice Chair?

Executive committee:

Officers and addresses:

President/CEO?

Treasurer?

Secretary?

Frequency of meetings of Board:

Statutory minimum quorum requirements, or more than statutory minimum?

Notice of meetings ok by personal delivery, mail, telephone, fax, email?

Term of office for Board:

Term limits:

Authority to make payments, write checks:

Special Board approvals for expenditures:

Specific concerns about conflicts of interest:

CHARITABLE SOLICITATION LICENSE/EXEMPTION:

Fundraisers/Solicitors and addresses:

Individuals responsible for handling contributions:

Relationship to any other entity:

Are fundraisers/solicitor's compensated?

Are officers or board members compensated?

Financial History?

Basic budget for 3 years – showing projected income and expenses:

1023 OR 1024

EIN:

Funding sources:

Detailed purpose statement/narrative description of activities:

Do you rent office space for your nonprofit? If yes, attach copy.

Do you have an IRS exemption letter? If yes, attach copy.

Do you have any family and/or business relationships with directors, officers, etc.? If yes, please explain.

Are you connected with any other organization (i.e. financial support, shared facility, etc.)? If yes, please explain.

Requires responsible person and their social security number. Who is this person and what is their SSN?

	2021-2022 (through 3rd quarter)	2020-2021	2019-2020	2018-2019
	<u>March 31 ' 22</u>	<u>June 30 '21</u>	<u>June 30 '20</u>	<u>JUNE 30 '19</u>
<b>Endowment Accounts: Morgan Stanley</b>				
<i>General Endowment Fund</i>	\$ 21,061,629.00			
<i>Scholarships &amp; Awards</i>	\$ 1,133,751.00			
<i>Education/Health &amp; Safety Fund</i>	\$ 2,697,270.00			
<i>Hall of Fame Fund</i>	\$ 406,681.00			
		\$ 27,020,858.00	\$ 17,379,505.00	\$ 16,953,168.00
<b>TOTAL</b>	<b>\$ 25,299,331.00</b>	<b>\$ 27,024,693.00</b>	<b>\$ 24,916,262.07</b>	<b>\$ 24,360,578.00</b>
<b>Program Reserves:</b>	<b><u>March 31 ' 22</u></b>	<b><u>June 30 '21</u></b>	<b><u>June 30 '20</u></b>	<b><u>JUNE 30 '19</u></b>
Wells Fargo/Wachovia	\$ 701,093.00	\$ 760,942.00	\$ 536,091.00	\$ 531,489.00
Morgan Stanley	\$ 7,364,037.00	\$ 6,957,356.00	\$ 6,012,648.00	\$ 5,821,096.00
<b>TOTAL</b>	<b>\$ 8,065,130.00</b>	<b>\$ 7,718,298.00</b>	<b>\$ 6,548,739.00</b>	<b>\$ 6,352,585.00</b>
<b>CHECKING &amp; MM ACCOUNT BALANCES</b>				
<b>Bank Account:</b>	<b><u>March 31 ' 22</u></b>	<b><u>June 30 '21</u></b>	<b><u>June 30 '20</u></b>	<b><u>JUNE 30 '19</u></b>
Wells Fargo chk	\$ 7,148,314.44	\$ 7,954,126.00	\$ 8,891,815.08	\$ 8,925,380.00
Wells Fargo MM	\$ 69,097.00	\$ 69,092.00	\$ 69,084.95	\$ 69,047.00
<b>TOTAL</b>	<b>\$ 7,217,411.44</b>	<b>\$ 8,023,218.00</b>	<b>\$ 8,960,900.03</b>	<b>\$ 8,994,427.00</b>
<b>GRAND TOTALS</b>	<b><u>March 31 ' 22</u></b>	<b><u>June 30 '21</u></b>	<b><u>June 30 '20</u></b>	<b><u>JUNE 30 '19</u></b>
	<b>\$ 40,581,872.44</b>	<b>\$ 42,766,209.00</b>	<b>\$ 40,425,901.10</b>	<b>\$ 39,707,590.00</b>



## **North Carolina High School Athletic Association Investment Policy Statement**

### **Introduction**

This is a statement of the investment objectives and policies that govern the management of the investment assets of the North Carolina High School Athletic Association (the "Association") over which the Finance Committee of the Association has discretionary authority (the "Portfolio"). This Policy Statement is established to ensure that the Association's assets will be invested in a prudent manner consistent with the investment objectives clearly stated in this document. This policy further describes the standards utilized by the Finance Committee in constructing and monitoring the overall portfolio, as well as the criteria for retaining, overseeing, and evaluating investment managers. It is anticipated that this statement will be in effect until modified by the Finance Committee with the approval of the Board of Directors. The Finance Committee and Investment Consultant(s) are expected to propose revisions to the policy any time the existing guidelines would impede meeting the investment objectives of the Association.

### **Investment Objectives**

The investment objectives of the Association are to manage the Portfolio in a manner that will maximize the benefits intended by donors, support the programs of the Association and to generate sufficient long-term growth of capital, without undue exposure to risk, to provide a sustainable level of spending distributions, as well as enhance the real (adjusted for inflation) purchasing power of the investments.

The goal is to achieve an average annual total return (net of fees and expenses) at least equal to (i) the rate of inflation on an annual basis as measured by the Consumer Price Index plus 4%.

The Association's investment objective is a compromise between the demanding need for current income and the long-term growth of assets. Due to the Association being an institution perpetual in nature, the portfolio should be viewed long term in its entirety, avoiding decisions based solely on short-term concerns and individual investments. The inevitability of the short-term market fluctuations is tolerable to allow for "real" growth of assets. A diversified investment structure, which is identified under the "Asset Allocation" section of this statement, is utilized in order to provide participation in rising markets, while mitigating risk in falling markets.

### **Scope**

This Investment Policy Statement applies only to those assets for which the investment policy managers and Finance Committee have discretionary authority.

### **Standard of Investment Judgment**

In seeking to attain the investment objectives set forth in this policy, the Finance Committee and its members must act with discretion, honesty, and good faith to the Portfolio. The adopted investment policies must be followed and held to a standard of

**North Carolina High School Athletic Association  
Investment Policy Statement**

ordinary business care and prudence under the facts and circumstances prevailing at the time of the Fiduciaries' actions or decisions. The Fiduciaries must remain loyal, placing the interest of the Portfolio first. Fiduciaries must provide full and fair disclosure to the Finance Committee of all material facts regarding potential "conflicts of interest".

**Asset Allocation**

Deliberate management of the asset mix among classes of investments is both a necessary and desirable responsibility. In the allocation of assets, diversification of investments among asset classes that are not similarly affected by economic, political, or social developments is highly desirable. The Finance Committee's general policy shall be to diversify investments within both equity and fixed income securities so as to provide a balance that will enhance return, while avoiding undue risk concentrations in any single asset class or investment category. The diversification does not necessarily depend upon the number of industries or companies in a portfolio or their particular location, but rather upon the broad nature of such investments and of the factors that may influence them.

In making asset allocation judgments, the Finance Committee is not expected to seek to "time" subtle changes in financial markets, or to make frequent or minor adjustments. Instead, the Committee is expected to develop and adopt expressed guidelines for the broad allocations on a long-term basis, in light of current and projected investment environments.

To ensure broad diversification in the long-term investment portfolios among the major categories of investments, asset allocation, as a percentage of the total market value of the total long-term portfolio, will be set with the following target percentage and within the following ranges:

<b>Overall Fund</b>			
<b>Types of Securities</b>	<b>Target</b>	<b>Range</b>	
		<b>Minimum</b>	<b>Maximum</b>
Domestic Large Cap (Growth)	20%	12%	25%
Domestic Large Cap (Value)	20%	12%	25%
Domestic Small/Mid Cap (Growth)	5%	3%	7%
Domestic Small/Mid Cap (Value)	5%	3%	7%
International Equity	10%	7%	13%
Fixed Income (Bonds)	35%	25%	50%
Alternative Strategies	5%	0%	20%

**North Carolina High School Athletic Association  
Investment Policy Statement**

**Rebalancing the Portfolio**

The Finance Committee, in conjunction with the Investment Consultant(s), will monitor the asset allocation structure of the investment pool and will attempt to stay within the ranges allowed for each asset class. If the Portfolio becomes over-weighted or exceeds the range of percentage for that asset class, a plan of action, either for immediate rebalancing of the Portfolio or a rebalancing that will occur over the subsequent few months. The plan of action will address the specific circumstances and needs pertaining to the Association and the Portfolio at that time.

**Time Horizon**

Due to the inevitability of short-term market fluctuations, the Finance Committee intends that the investment managers will achieve the following performance goals over a five-year moving period, net of investment management fees and expenses. Nonetheless, the Finance Committee reserves the right to evaluate and make any necessary changes regarding the investment manager over a shorter term using the criteria established in the "Evaluation of Investment Managers" section of this statement.

**Specific Performance Objectives**

**Total Fund**

The total Portfolio is expected to achieve an annual return (net of fees and expenses) through both principal appreciation and income that exceeds the rate of inflation plus the level of spending adopted by the Association. The specific objectives of the Portfolio includes:

1. The total return should seek to exceed the Consumer Price Index plus 4%.
2. The total return should seek to exceed a target Balanced Index composed of: 20% of the Russell 1000 Growth Index, 20% of the Russell 1000 Value Index, 5% of the Russell 2000 Growth Index, 5% of the Russell 2000 Value Index, 10% of the MSCI EAFE (Morgan Stanley Capital International Europe, Asia, and Far East) Index, 35% of the Barclays Aggregate Bond Index, and 5% of the HFRI Composite Index.

**Equity Managers**

1. The total return for each active equity manager shall exceed the relevant style specific equity benchmark:

Domestic Large Cap – Russell 1000 Value Index, Russell 1000 Growth Index

Domestic Small Cap – Russell 2000 Growth Index, Russell 2000 Value Index

International – MSCI EAFE Index

Each passive equity manager shall approximate the total returns of the relevant equity benchmark.

Note: Managers shall not purchase investments in the following categories: firearms, alcohol and spirits, tobacco, adult entertainment, gambling/casinos; This applies to separately managed accounts.

**North Carolina High School Athletic Association  
Investment Policy Statement**

2. Each active equity manager will be expected to rank above the median versus the appropriate equity manager universe over a full market cycle.
3. Each active equity manager will be expected to maintain volatility (beta) no greater than 1.0 versus the relevant style specific equity benchmark. Each passive equity manager will be expected to maintain volatility (beta) of approximately 1.0 versus the relevant equity benchmark.
4. The risk-adjusted performance (alpha) for each active equity manager is expected to be positive. The risk-adjusted performance (alpha) for each passive equity manager is expected to be approximately 0%.

**Fixed Income Managers**

Each fixed income manager will be expected to rank above the median versus the appropriate fixed income universe over a full market cycle.

**Alternative Strategy Managers** Each alternative manager is expected to perform in line or above the benchmark that most accurately reflects their strategy.

**Investment Manager Requirements**

1. In today's rapidly changing and complex financial world, no list or types of categories of investments can provide continuously adequate guidance for achieving the investment objectives. Any such lists is likely to be too inflexible to be suitable of the market environment in which investment strategies and decisions are developed, analyzed, adopted, implemented, and monitored, and the overall manner in which investment risk is managed, which determines whether an appropriate standard of reasonableness, care and prudence has been met for the Association's investments.
2. Although there are no strict guidelines that will be utilized in selecting investment managers, the Finance Committee will consider length of time the firm has been in existence, its track record, assets under management, and the amount of assets the Association already has invested with the firm.
3. The requirements stated below apply to investments in non-mutual and non-pooled funds, where the investment manager is able to construct a separate discretionary account on behalf of the Endowment. Although the Finance Committee cannot dictate policy to pooled/mutual fund investment managers, the Finance Committee's intent is to select and retain only pooled/mutual funds with policies that are similar to this policy statement. All managers (pooled/mutual and separate), however, are expected to achieve the performance objectives.

**North Carolina High School Athletic Association  
Investment Policy Statement**

4. Unless prior written approval is obtained from the Finance Committee to the contrary:
- a. Each investment manager must satisfy the performance objectives and asset allocation guidelines.
  - b. Each investment manager shall have the full investment discretion with regard to market timing and security selection, consistent with this Investment Policy Statement.
  - c. The investment managers shall be evaluated on a quarterly basis and should be prepared to meet with the Finance Committee at least annually.
  - d. Each investment manager shall handle the voting proxies and tendering of shares in a manner that is in the best interest of the Association and consistent with the investment objectives contained herein.
  - e. Excluding those managers classified as alternative investments, investment managers shall not utilize derivative securities to increase the actual or potential risk posture of the portfolio. Subject to other provisions in this Investment Policy Statement, the use of primary derivatives, including but not limited to, Structured Notes, lower class tranches of Collateralized Mortgage Obligations (CMOs), Principal Only (PO) or Interest Only (IO) Strips, Inverse Floating Securities, Futures Contracts, options, short sales, margin trading and such other specialized investment activity is prohibited.

Moreover, non-alternative investment managers are precluded from using derivatives to affect a leveraged portfolio structure (if options and futures are specifically approved by the Finance Committee, such positions must be offset in their entirety by corresponding cash and securities.)

The Finance Committee must explicitly authorize the use of such derivative instruments, and shall consider certain criteria including, but not limited to, the following:

- i. Manager's proven expertise in such category,
  - ii. Value added by engaging in derivatives,
  - iii. Liquidity of instruments,
  - iv. Actively traded by major exchanges (or for over-the-counter positions, executed with major dealers), and
  - v. Manager's internal procedures to evaluate derivatives, such as scenario and volatility analysis and duration constraints.
- f. The equity and fixed income managers shall not invest in non-marketable securities.
- g. Each equity and fixed income investment manager must assure that no position of any one issuer shall exceed 8% of the manager's portfolio at market value, with the exception of securities issued by the U.S. government and its agencies.

**North Carolina High School Athletic Association  
Investment Policy Statement**

h. The equity and fixed income investment managers shall not effect a purchase, which would cause a position in the portfolio to exceed 5% of the issue outstanding at market value.

i. Each investment manager must recognize that the Association is a tax-exempt entity for federal tax purposes and will take no actions that might jeopardize the tax-exempt status of the Association.

**Guidelines for Transactions**

Managers will generally be expected to enter into transactions on the basis of best execution, which is interpreted normally to mean best-realized price.

**Monitoring of Performance Objectives**

1. All objectives and policies are in effect until modified by the Finance Committee, which will review these at least annually for their continued pertinence.

2. If at any time a manager believes that any policy guideline inhibits its investment performance, it is the manager's responsibility to clearly communicate this view to the Finance Committee, Investment Consultant(s), and Association staff.

3. The Portfolio's managed accounts will be monitored on a continual basis for consistency in investment philosophy, return relative to objectives, and investment risk measured by asset concentrations, exposure to extreme economic conditions, and market volatility. The Finance Committee at each meeting will review portfolios, but results will be evaluated over rolling three to five-year periods. The Finance Committee will regularly review each manager in order to confirm that the factors underlying the performance expectations remain in place.

4. Each investment manager will report the following information at least quarterly: total return net of all commissions and fees, additions and withdrawals from the account, current holdings at cost and market value, and purchases for sales for the quarter. Regular communication concerning investment strategy and outlook is expected. Additionally, managers are required to inform Finance Committee of any changes in firm ownership, organized structure, professional personnel, or fundamental investment philosophy.

**Evaluation of Investment Managers**

The investment managers will be reviewed on an ongoing basis and evaluated upon the following additional criteria:

1. Ability to meet or exceed the performance objectives and comply with the investment manager requirements stated in this Investment Policy Statement.

**North Carolina High School Athletic Association  
Investment Policy Statement**

2. Adherence to the philosophy and style that were articulated to the Finance Committee at, or subsequent to, the time the investment manager was retained.
3. Continuity of personnel and practices at the firm.

**Consultant's Responsibilities**

The Investment Consultant(s) is (are) responsible for assisting the Finance Committee in all aspects of managing and overseeing the Association's Investment Portfolio. The consultant(s) is (are) the primary source of investment education and investment manager information. On an ongoing basis the consultant(s) will:

1. Provide the NCHSAA staff and/or Finance Committee with quarterly performance reports within 45 days following the end of the quarter.
2. Meet with the Finance Committee as frequently as needed.
3. Provide the Finance Committee with an annual review of the Investment Policy Statement, including an assessment of the Association's current asset allocation, spending policy and investment objectives; and
4. Supply the Finance Committee with other reports or information as reasonably requested.

**Other Policies**

1. Annual Review. The Finance Committee shall review this policy at least once a calendar year to determine if modifications are necessary or desirable. The review will include a discussion of present asset allocations in view of an investment horizon of 30 years or more. If modifications are deemed necessary, they will be recommended to the Board of Directors for approval (if Board approval is required). All modifications shall be communicated to all investment managers and other interested persons. Any changes in asset allocations shall be made over time to minimize the effects of inadvertent market timing and to reduce transaction costs.
2. Special Investments. From time to time, the Portfolio may receive special investments such as real estate, partnership interests, limited liability company membership interests, or closely held stock. The policy of the Association is to sell or

**North Carolina High School Athletic Association  
Investment Policy Statement**

liquidate such special investments for the best price possible, recognizing that to obtain the best price may require holding special investments for an indefinite time period. The Finance Committee shall review all special investments as each meeting and determine at each meeting the future steps, such as continuing to hold or dispose and on which terms, to take.

3. **Planned Gifts.** The Association or Trust from time to time may act as trustee of or in some other fiduciary capacity be responsible for, the investment of various planned gifts such as charitable remainder trusts, charitable land trusts, and charitable gift annuities. These gifts may be invested as part of the Portfolio or may be invested elsewhere. The

Finance Committee will review the investments of each planned gift for which the Association or Trust is a trustee or other fiduciary at least once a year to determine if the investment strategy for that planned gift is then appropriate. Association staff will monitor each planned gift and will inform the Finance Committee, if, in its opinion, a change is needed between annual reviews.

**Acknowledgement**

We acknowledge that we have reviewed this Investment Policy Statement, on behalf of the NCHSAA Board of Directors and understand that it serves to guide the NCHSAA Board of Directors regarding how investments are managed for the North Carolina High School Athletic Association, Inc.:

---

\_\_\_\_\_  
President, North Carolina High School Athletic Association, Inc.

\_\_\_\_\_  
Date

---

\_\_\_\_\_  
Vice President, North Carolina High School Athletic Association, Inc.

\_\_\_\_\_  
Date

---

\_\_\_\_\_  
Marilyn Q. Tucker, Commissioner  
North Carolina High School Athletic Association, Inc.

\_\_\_\_\_  
Date



# NORTH CAROLINA HIGH SCHOOL ATHLETIC ASSOCIATION

## Meeting of the Board of Directors – Agenda Item Submission

**Name(s) :** Deran Coe/Roy Turner

**School/LEA/Conference/Group:**

NCADA

We/I request that the following item be placed on the agenda for the next meeting of the NCHSAA Board of Directors:

Recommendation/Proposal: (State in detail the recommendation/proposal)

Reimburse athletic directors who achieve national certification. See attached.

- Rationale: (Why should the board consider and possibly pass this recommendation?)

To ensure all schools have highly qualified athletic administrators.

- Budget Impact: (What does this mean to a school's/athletic department's finances?)

No direct impact

- Educational Impact: (Does this mean loss of school time? Does it interfere with study time?)

No loss of school time or student time.

- Gender Impact: (Is this proposal fair to males and females?)

There is no impact related to gender.

- Effective Date: (When would this go into effect?)

Signature



Date

3/31/2022

As part of the first NCHSAA Strategic Plan under the priority of Education and Development, the need for national certification for all athletic directors was identified. This topic fell under the goal "All athletic personnel will be highly qualified".

The NCHSAA has taken great strides to encourage coaches to meet this goal by offering reimbursement for coaches who achieve certification through the NFHS certification program. We are asking that the NCHSAA demonstrate similar support for the professional development of athletic administrators who lead the athletic staff at their schools. Specifically, we propose that the NCHSAA reimburse athletic directors for completion of the required course work and related fees for certification as a Certified Athletic Administrator (CAA) and Certified Master Athletic Administrator (CMAA) – \$650 for certification as a CAA and \$875 for certification as a CMAA.

The attainment of professional certification demonstrates the completion of a comprehensive plan for self-improvement that will enhance the ability of the athletic administrator to better serve the school, community and profession without question, certification is one form of professional development that can improve job performance through increased confidence that comes with "knowing what you know." Standard practice creates discipline and consistency in the profession.. Great importance is placed on validation of skills and is viewed as evidence of an individual's personal drive and motivation. A life- long learner is a desirable professional employee that demonstrates the knowledge and skill that is necessary to fulfilling their professional responsibility. Many of the benefits are intertwined but may best be summarized as providing superior reputation, credibility and confidence.

The NIAAA Certification Program is a voluntary professional service to athletic administrators and is based on the premises of continuing education, professional growth and program development in the vocation of interscholastic athletic administration. The NIAAA Leadership Training Institute curriculum is accredited by Cognia. It recognizes and incorporates the professional development opportunities provided by the Leadership Training Institute. The attainment of professional certification demonstrates the completion of a comprehensive plan for self-improvement that will enhance the ability of the athletic administrator to better serve the school, community and profession. The NIAAA became a member of the National Certification Commission in October 1995 in an effort to stay abreast of information pertinent to the Certification Program on a national scope. On October 26, 2001, the NIAAA Certification Program was granted "full registration" by the National Certification Commission recognizing the NIAAA Certification Program as one meeting the commissions rigid standards of excellence

CAA Certification requirements:

- Bachelor's Degree
- Accredited Continuing Education
  - LTC 501: Guiding Foundations & Philosophies
  - LTC 502: Strategies for Organizational Management
  - LTC 503: Enhancing Organization Management
  - LTC 504: Legal Issues I (Liability for Sports Injuries & Risk Management)

- LTC 506: Legal Issues II (Title IX & Sexual Harassment)
- Two years of Athletic Administrator experience
- Completed Personal Data Form showing related experience earned by hosting conference or regional events and serving on committees.
- 75% accuracy on a 100 question multiple choice exam

#### CMAA Certification Requirements:

- CAA Designation, plus
- Accredited Continuing Education
  - LTC 508: Athletic Administration: Legal Issues III (Hazing, Constitutional Law, Disabilities Law, & Employment & Labor Law)
  - LTC 510: Athletic Administration: Legal Issues IV (Social Media, Transgender Participation, Event Management & Security, Pregnant & Parenting Student-Athletes, & Intellectual Property)
  - 1 additional 600 level course (Operations & Management Courses)
  - 1 additional 700 level course (Leadership Courses)
  - 3 additional electives from 500, 600, or 700 levels
- Completed Personal Data Form showing related experience
- Graduate level project, oral or written. Oral and written projects are peer reviewed and published.

We request that you show support of NCHSAA member school athletic directors by removing the financial barrier for ADs to pursue CAA and CMAA certification through professional development.

Specifically, we recommend that the NCHSAA reimburses athletic directors in the amount of \$650 when receiving certification as a CAA and an additional \$875 upon receiving certification as a CMAA. These amounts coincide with the average cost of a course at \$100 for the requirements at each level as well as the associated application fee final certification review.

<u>Year</u>	<u>CAA</u>	<u>\$650 each</u>	<u>CMAA</u>	<u>\$875 each</u>	<u>Total by year</u>
2009	2	\$ 1,300.00	NA	NA	
2011	2	\$ 1,300.00			
2014	2	\$ 1,300.00			
2015	5	\$ 3,250.00			
2016	4	\$ 2,600.00			
2017	4	\$ 2,600.00			
2018	29	\$18,850.00	9	\$ 7,875.00	\$26,725.00
2019	11	\$ 7,150.00	5	\$ 4,375.00	\$11,525.00
2020	9	\$ 5,850.00	8	\$ 7,000.00	\$12,850.00
2021	13	\$ 8,450.00	6	\$ 5,250.00	\$13,700.00
2022	4	\$ 2,600.00	2	\$ 1,750.00	\$ 4,350.00

Endowment Funds	3 year average value	3% disbursement	4% disbursement	5% disbursement	7%	Notes	Awards total currently (2021-2022)
General Endowment	\$ 22,852,856.33	\$ 685,585.69	\$ 914,114.25	\$ 1,142,642.82	\$ 1,599,699.94	General endowment earnings to be used for Grant funding, subsidizing smaller endowment fund programs, funds back to schools at year-end, funds for associaton events	Grant program: \$140,081; Subsidizing other scholarships: \$5,176.33
Hall of Fame	\$ 226,508.67	\$ 6,795.26	\$ 9,060.35	\$ 11,325.43		Funds to offset costs of Hall of fame Banquet	\$ 10,000.00
Adams Scholarship	\$ 200,747.33	\$ 6,022.42	\$ 8,029.89	\$ 10,037.37		4 x \$2500	\$ 10,000.00
Toby Webb Coach award	\$ 118,986.33	\$ 3,569.59	\$ 4,759.45	\$ 5,949.32		2 x \$2500	\$ 5,000.00
Gainy Scholarships	\$ 179,965.00	\$ 5,398.95	\$ 7,198.60	\$ 8,998.25		subsidized by general endowment earnings (\$1,001.75)	\$ 8,998.25
Clary Medal Student Award	\$ 135,390.00	\$ 4,061.70	\$ 5,415.60	\$ 6,769.50		2 x \$3000	\$ 6,000.00
Willie Bradshaw Scholarship (formerly known as Scholar Athlete awards)	\$ 136,508.33	\$ 4,095.25	\$ 5,460.33	\$ 6,825.42		subsidized by general endowment earnings \$4174.58 (awarding 12 regional/2 state)	\$ 11,000.00
Dave Harris AD award	\$ 31,318.67	\$ 939.56	\$ 1,252.75	\$ 1,565.93		2 x 750	\$ 1,500.00
McGee Scholarship	\$ 135,242.00	\$ 4,057.26	\$ 5,409.68	\$ 6,762.10		4 x \$1500	\$ 6,000.00
Tony Cullen Memorial	\$ 87,266.33	\$ 2,617.99	\$ 3,490.65	\$ 4,363.32		4 x \$,1000	\$4,000.00
Education/Health & Safety Fund	\$ 2,539,269.00	\$ 76,178.07	\$ 101,570.76	\$ 126,963.45			\$ 128,000.00
	\$ 26,644,058.00	\$ 799,321.74	\$ 1,065,762.32	\$ 1,332,202.90			\$ 190,498.25

<b>General Endowment</b>	\$ 1,142,673.95	5% for distribution	\$ 1,599,699.94	7% distribution
	\$ (1,001.75)	subsidize Gainey scholarships	\$ (1,001.75)	subsidize Gainey scholarships
	\$ (4,174.58)	subsidize Bradshaw scholarships	\$ (4,174.58)	subsidize Bradshaw scholarships
	\$ (140,081.00)	education-based grant program	\$ (140,081.00)	education-based grant program
	\$ 997,416.62	left to distribute to member schools	\$ 1,454,442.61	left to distribute to member schools

<b>Hall of Fame Endowment</b>	\$ 11,325.43	5% distribution
	\$ (10,000.00)	disbursement
	\$ 1,325.43	roll over in fund

<b>Education/Health &amp; Safety Fund</b>	\$ 126,963.45	5% for distribution
	\$ (128,100.00)	
	\$ (1,136.55)	\$300/school (5.05%)

<b>Scholarship Fund</b>	\$ 51,304.53	5% distribution
	\$ (47,000.00)	actual distribution
	\$ 4,304.53	roll over in funds

**HOLD FOR FP 12**

## Custom Report

Prepared on April 22, 2022 for:

**NC HIGH SCHOOL ATHLETIC ASSOC INC**

Account No. 760-XXX745

NC HIGH SCHOOL ATHLETIC ASSOC INC  
PO BOX 3216  
CHAPEL HILL NC 27515-3216

[Hudson and Standifer](#)

Tel: 919-960-5473

[Jessica Standifer](#)

Financial Advisor

First Vice President

Tel: +1 919 960-5473

[Jessica.Standifer@morganstanley.com](mailto:Jessica.Standifer@morganstanley.com)

[Geoffrey Hudson](#)

Financial Advisor

Senior Vice President

Tel: +1 919 960-5472

[Geoff.Hudson@morganstanley.com](mailto:Geoff.Hudson@morganstanley.com)

[Your Branch:](#)

6340 QUADRANGLE DRIVE, STE 300  
CHAPEL HILL, NC 27517

TABLE OF CONTENTS

Account(s) Included In This Report w/ Performance Since Inception	3
Change In Portfolio Value	4
Time Weighted Performance Summary	6
Total Returns by S&P 500 Sector	7
Fixed Income Performance Summary	8
CPI Has Likely Peaked at This Point and That Means Late Cycle	9
Small Business Confidence Has Collapsed	10
Consumer Confidence Has Also Collapsed	11
Global Equity Price Targets	12
The Hotter but Shorter Cycle Is Playing Out Across Asset Markets	13
Disclosures	14

Please review the disclosures and definitions throughout this Document.  
Various sub-sections of this Document may not contain information on all accounts/positions covered in this Document.



ACCOUNT(S) INCLUDED IN THIS REPORT

General Endowment Funds 760-XXX745 - Select UMA

Reporting Currency: USD

MORGAN STANLEY WEALTH MANAGEMENT						
Account Name	Account Number	Account Type/ Manager Name	Date Opened/ Date Closed	Performance (%) Inception - 04/21/22	Total Value (\$) 04/21/22	% of Portfolio 04/21/22
General Endowment Funds	760-XXX745	Select UMA	10/02/08	9.20	19,398,449.84	100.00
Morgan Stanley Wealth Management Total					19,398,449.84	100.00
Total Portfolio					19,398,449.84	100.00

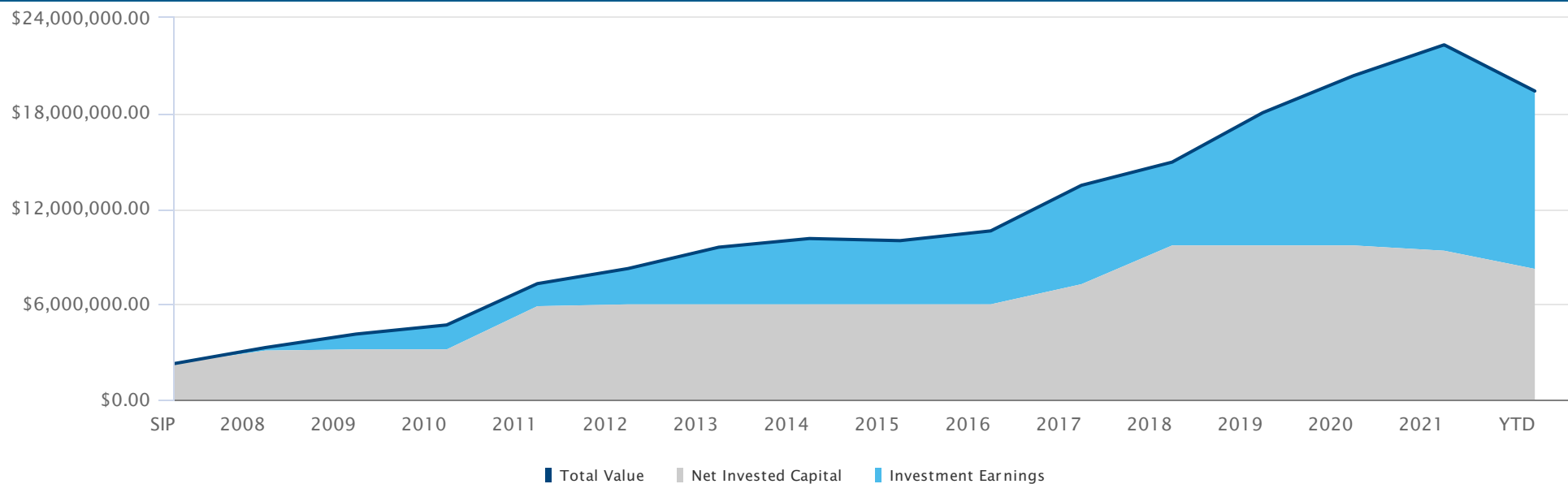
Investment, insurance and annuity products offered through Morgan Stanley Smith Barney LLC are: NOT FDIC INSURED | MAY LOSE VALUE | NOT BANK GUARANTEED | NOT A BANK DEPOSIT | NOT INSURED BY ANY FEDERAL GOVERNMENT AGENCY. All content within this Document applies to the accounts listed above or a subset thereof, unless otherwise indicated. The investment returns shown on this page are time-weighted measurements which exclude the effect of the timing and amount of your contributions and withdrawals.

## CHANGE IN PORTFOLIO VALUE

General Endowment Funds 760-XXX745 - Select UMA

As of April 21, 2022 | Reporting Currency: USD

## CHANGE IN VALUE SINCE PERFORMANCE INCEPTION



## CHANGE IN VALUE

Year	Beginning Total Value (\$)	Net Contributions / Withdrawals (\$)	Investment Earnings (\$)	Ending Total Value (\$)
2022(YTD)	22,305,653.63	-1,142,639.45	-1,764,567.31	19,398,446.88
2021	20,363,419.46	-332,032.40	2,274,266.57	22,305,653.63
2020	18,039,099.19	0.00	2,324,320.27	20,363,419.46
2019	14,929,879.80	0.00	3,109,219.39	18,039,099.19
2018	13,471,224.05	2,436,962.46	-978,306.72	14,929,879.80
2017	10,605,937.70	1,265,397.87	1,599,888.49	13,471,224.05
2016	9,991,906.45	1,730.04	612,301.21	10,605,937.70
2015	10,124,646.31	698.83	-133,438.69	9,991,906.45
2014	9,578,995.72	0.00	545,650.59	10,124,646.31
2013	8,237,268.83	0.00	1,341,726.89	9,578,995.72

Does not include Performance Ineligible Assets.

## CHANGE IN PORTFOLIO VALUE

General Endowment Funds 760-XXX745 - Select UMA

As of April 21, 2022 | Reporting Currency: USD

## CHANGE IN VALUE (Continued)

Year	Beginning Total Value (\$)	Net Contributions / Withdrawals (\$)	Investment Earnings (\$)	Ending Total Value (\$)
2012	7,287,896.57	115,399.76	833,972.50	8,237,268.83
2011	4,689,883.75	2,718,177.20	-120,164.38	7,287,896.57
2010	4,116,774.86	42.20	573,066.69	4,689,883.75
2009	3,268,292.49	71,664.25	776,818.12	4,116,774.86
2008	2,265,680.40	814,316.21	188,295.88	3,268,292.49
Performance Inception : 10/27/08				

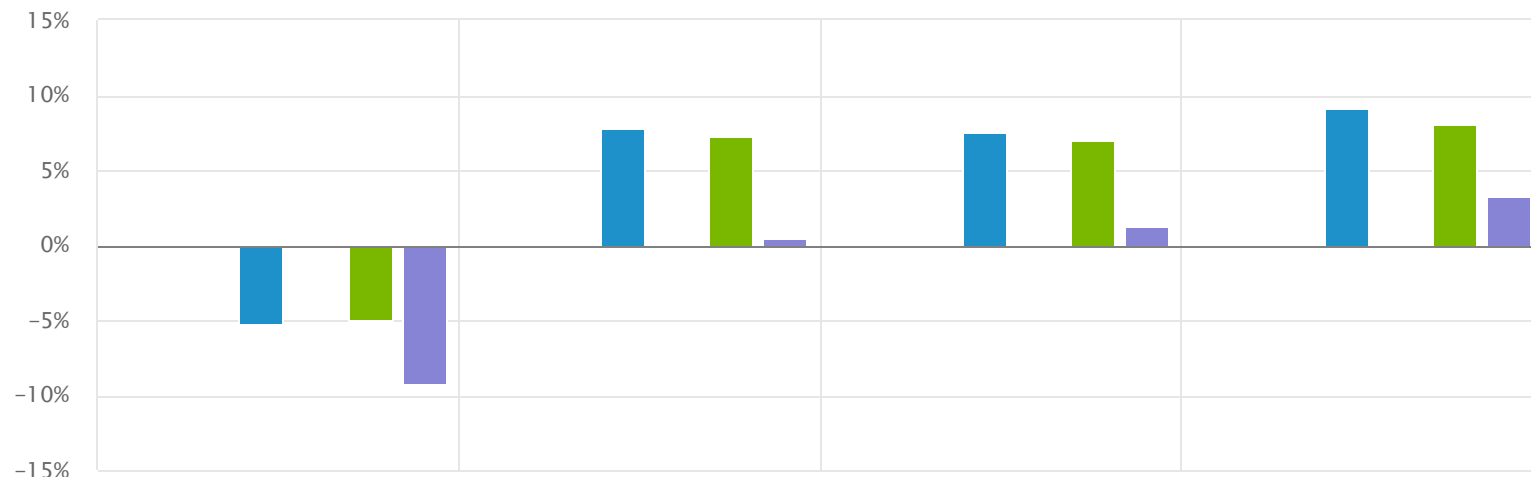
Does not include Performance Ineligible Assets.

## TIME WEIGHTED PERFORMANCE SUMMARY

General Endowment Funds 760-XXX745 - Select UMA

As of April 21, 2022 | Reporting Currency: USD

## RETURN % (NET OF FEES) VS. BENCHMARKS (ANNUALIZED)



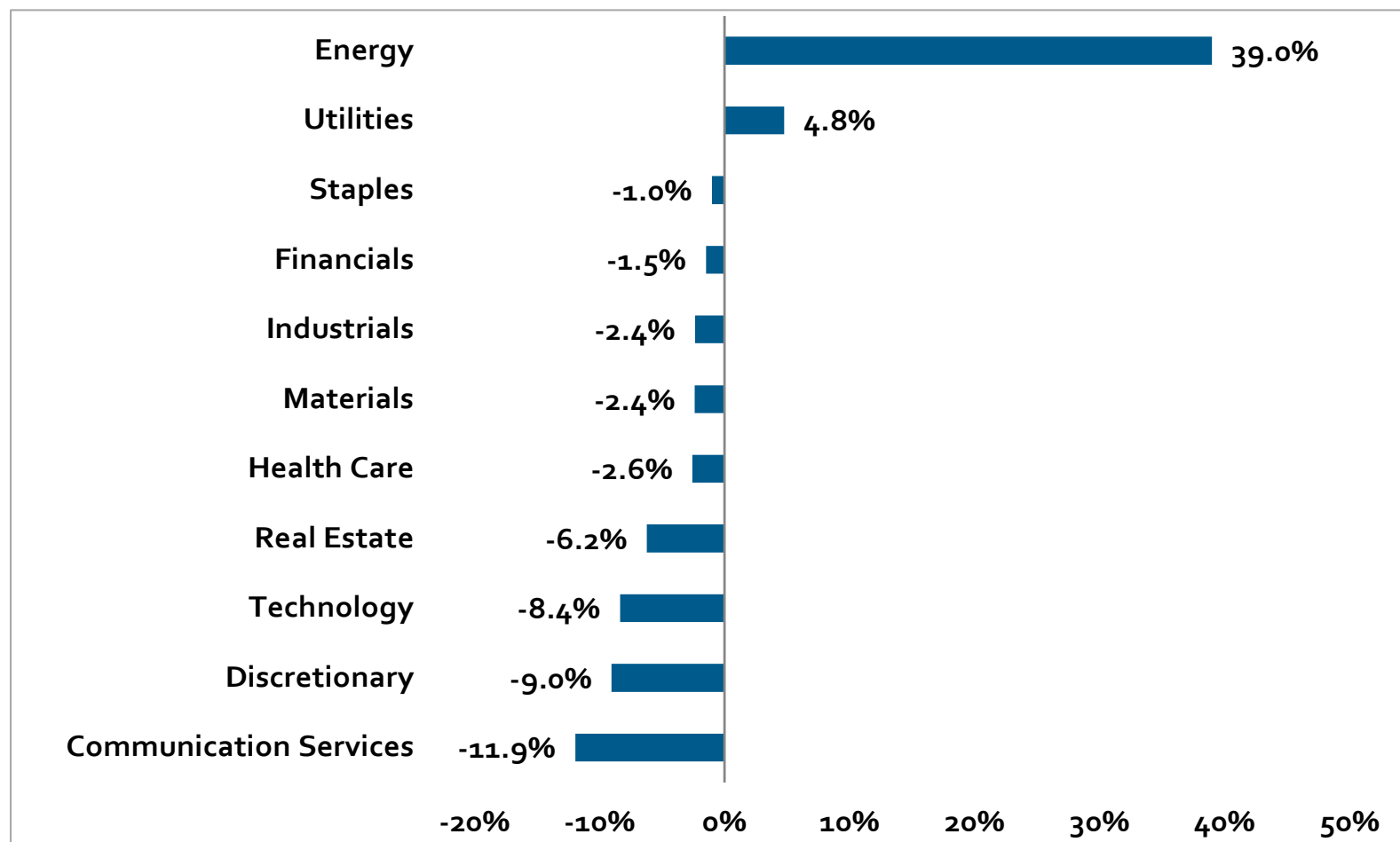
	Custom Period 06/30/21 - 04/21/22	Last 3 Years 04/30/19 - 04/21/22	Last 5 Years 04/30/17 - 04/21/22	Performance Inception 10/27/08 - 04/21/22
Beginning Total Value (\$)	23,003,489.76	16,800,810.08	11,187,498.69	2,265,680.40
Net Contributions/Withdrawals (\$)	-2,511,735.14	-1,474,671.85	2,227,688.48	5,949,716.97
Investment Earnings (\$)	-1,093,307.74	4,072,308.65	5,983,259.71	11,183,049.51
Ending Total Value (\$)	19,398,446.88	19,398,446.88	19,398,446.88	19,398,446.88
Return % (Net of Fees)	-5.20	7.79	7.60	9.20
Custom Account Index (%)	-	-	-	-
Balanced World 60/30/10 (%)	-5.00	7.22	6.94	8.11
Barclays Aggregate (%)	-9.26	0.45	1.25	3.33

The investment returns shown on this page are time-weighted measurements which exclude the effect of the timing and amount of your contributions and withdrawals.

# S&P 500 Sectors

## YTD Total Return

As of March 31, 2022



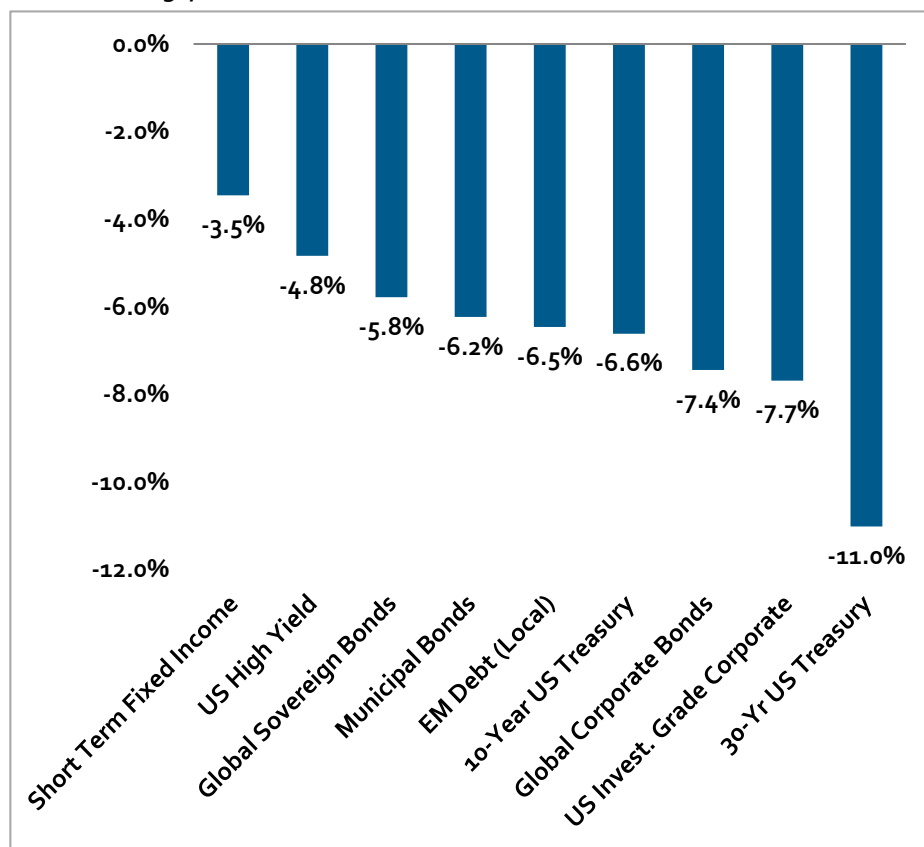
Source: Bloomberg

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. This slide sourced from Market Performance section.

# Fixed Income Performance and Spreads

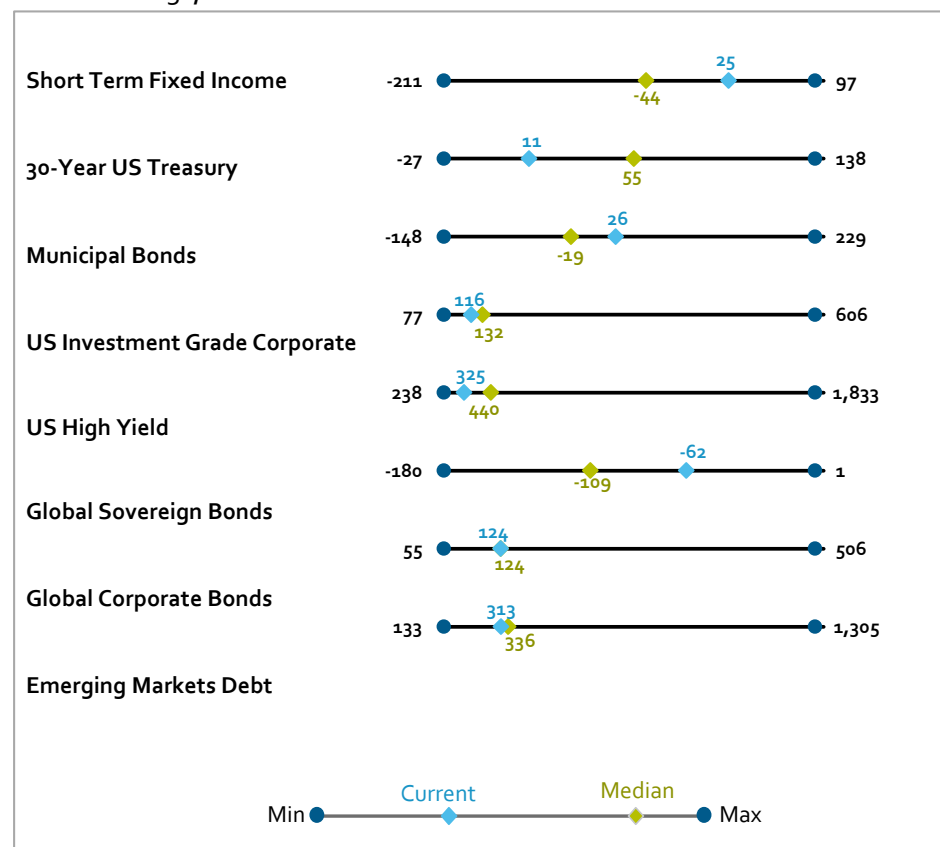
## YTD Total Return <sup>1</sup>

As of March 31, 2022



## Yield Spreads Vs. Past 20 Years <sup>2</sup>

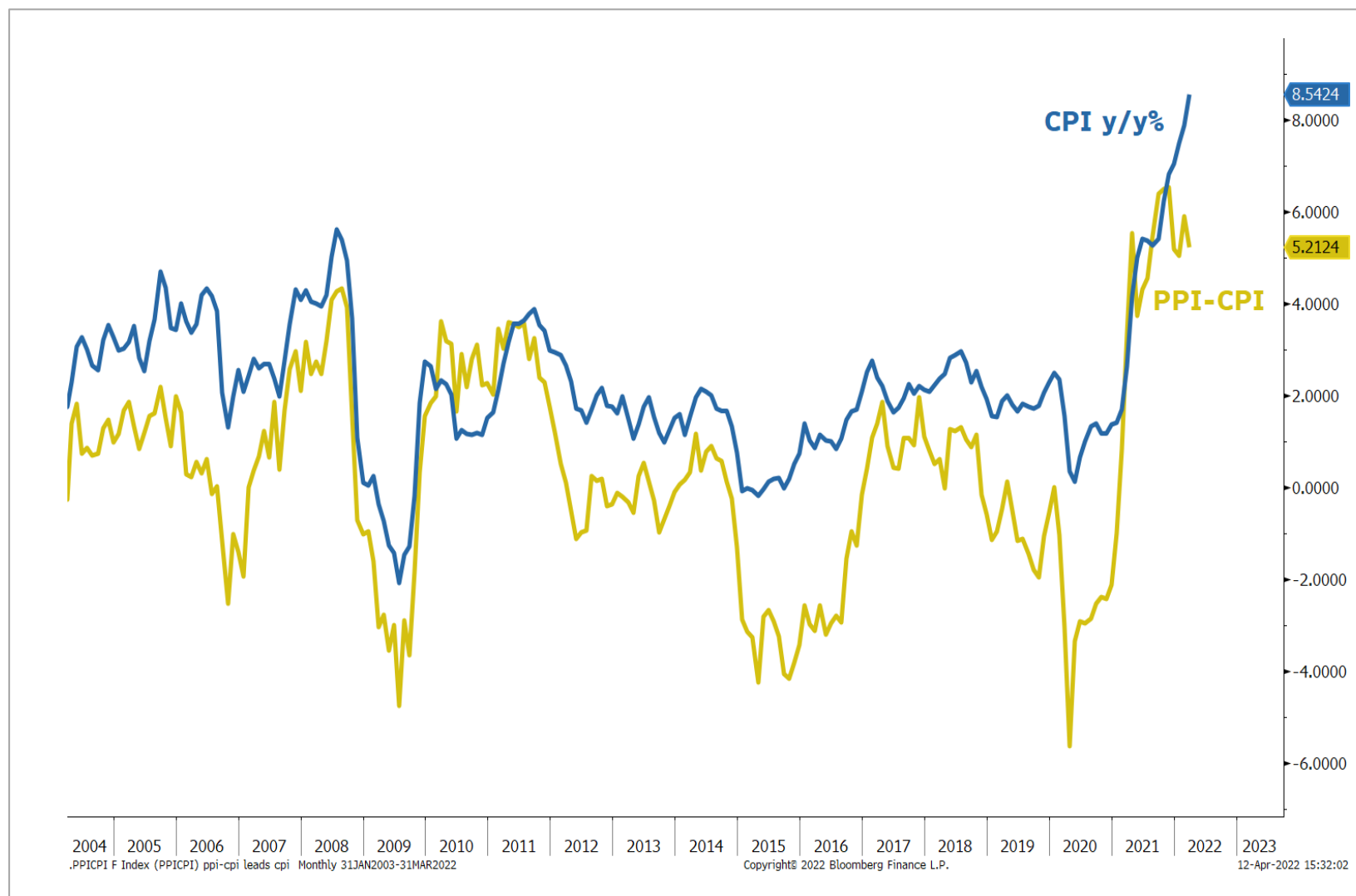
As of March 31, 2022



Source: FactSet, Bloomberg, Morgan Stanley Wealth Management GIC. (1) Indices used for this analysis include: Bloomberg US High Yield, Bloomberg BUS Gov/Credit Float Adjusted 1-5Y Bond (short duration), Bloomberg Global Aggregate Credit-Corporate, JP Morgan GBI-EM Global Diversified (EM debt), Bloomberg US Investment Grade Corporate, Bloomberg Muni Bond, and Bloomberg Global Aggregate Government (global sovereign). (2) Yield spread ranges are based on 20 years of data.

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. This slide sourced from Market Performance section.

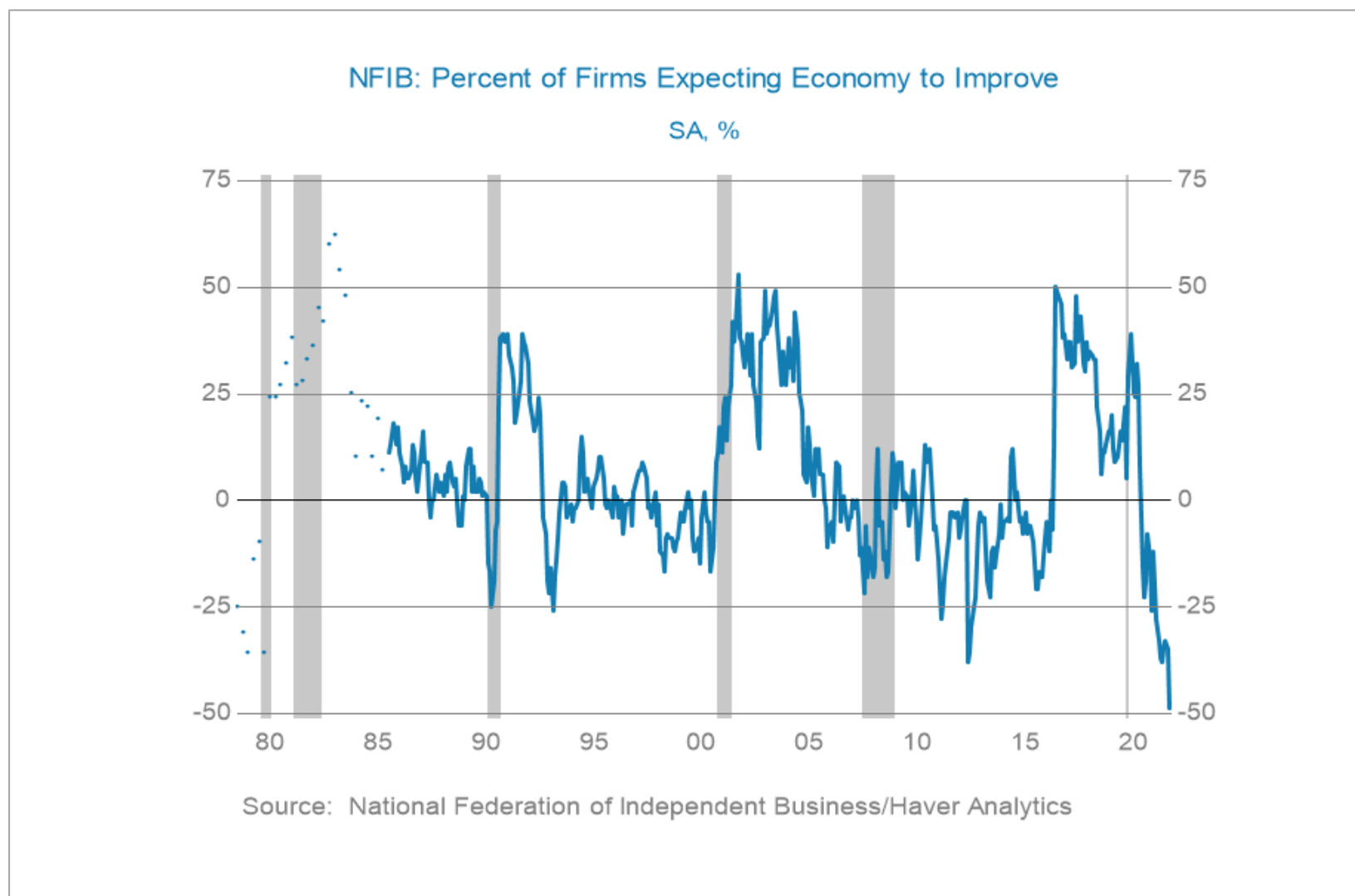
## CPI Has Likely Peaked at This Point and That Means Late Cycle



Source: Haver Analytics, Morgan Stanley & Co. Research as of April 12, 2022

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.

## Small Business Confidence Has Collapsed

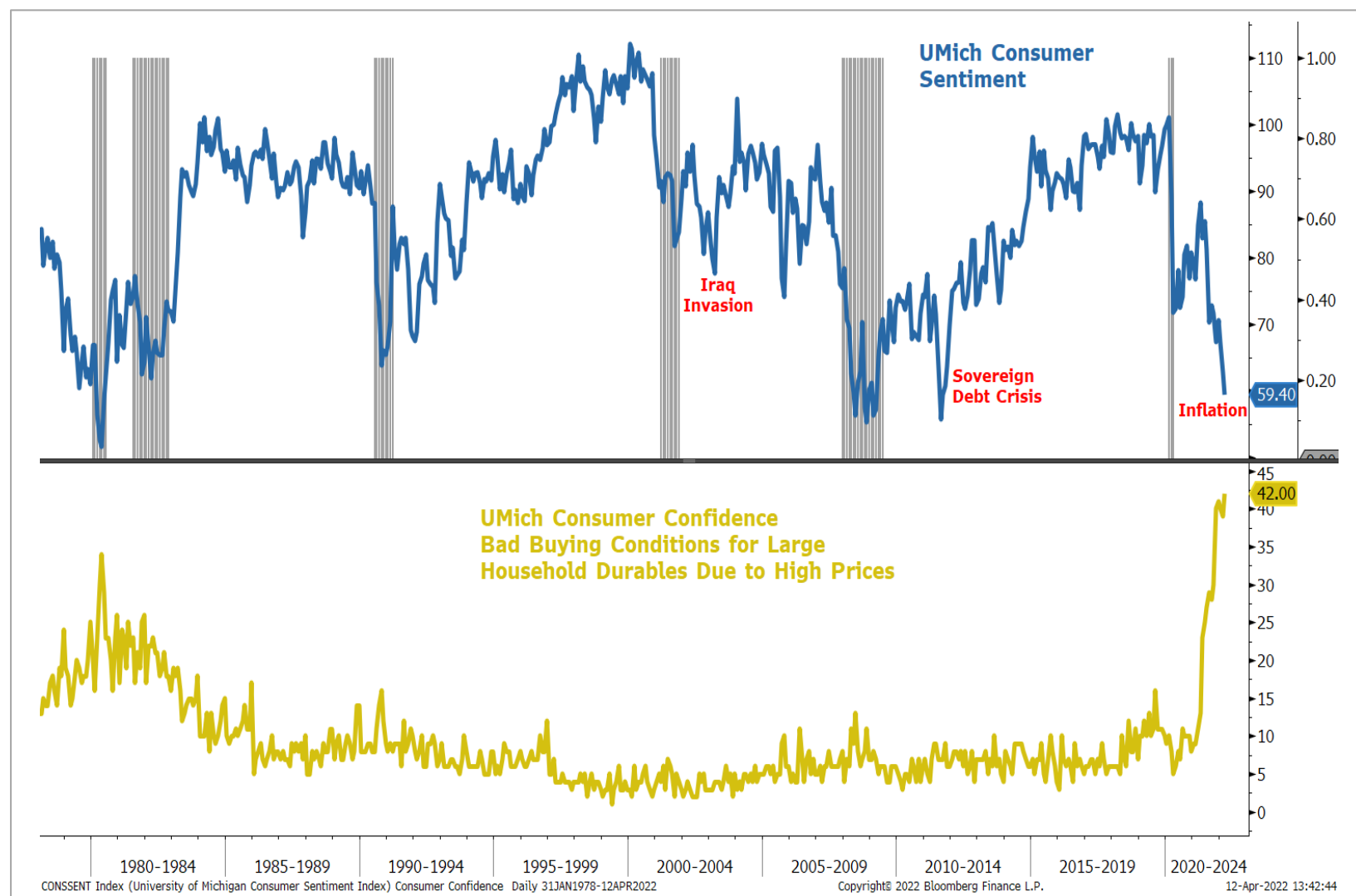


Source: Haver Analytics, Morgan Stanley & Co. Research as of March 31, 2022

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.



## Consumer Confidence Has Also Collapsed...



Source: Bloomberg, Morgan Stanley & Co. Research as of April 12, 2022

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.

# Global Equity Price Targets

Current Firm Forecasts as of March 20, 2022; Index level data as of March 31, 2022

As of March 31, 2022		Bear	Downside	Base <sup>1</sup>	Upside/ Downside	Bull	Upside	Risk/Reward Ratio <sup>2</sup>
S&P 500	4,530	3,900	-14%	4,400	-3%	5,000	10%	0.74
MSCI Europe <sup>3</sup>	1,820	1,320	-27%	1,830	1%	2,090	15%	0.54
Topix	1,946	1,600	-18%	2,250	16%	2,450	26%	1.45
MSCI EM	1,142	1,000	-12%	1,315	15%	1,550	36%	2.88

Source: Morgan Stanley & Co. Research. (1) Base represents Morgan Stanley & Co. Research's estimate between the bear and bull estimates. (2) Risk/reward ratio is the bull estimate divided by the bear estimate. (3) MSCI Europe is represented by MSCI Europe Local Index

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.

# The Hotter but Shorter Cycle Is Playing Out Across Asset Markets

- **Russian Invasion of Ukraine amplifies the “Fire and Ice”:** The de-rating of asset prices has been ongoing for almost a year, but it remains incomplete, in our view. Peak rate of change in policy and economic/earnings growth has typically coincided with more conservative investment and has ended with a broader equity market correction. Over the past 12 months we have experienced a rolling correction—i.e., bear market—across many asset categories as the breadth of the equity market remains exceptionally weak. We have been expecting the final stage of this rolling correction to end with a 10%-20% correction in the S&P 500 and Nasdaq. That happened in 1Q but remains incomplete.
- **Hotter but shorter cycle is playing out even faster.** This entire recession and recovery has been one of the fastest on record. In fact, based on the data it now looks like we are already late cycle, with recession risks increasing significantly for next year. This late cycle has been confirmed by the very defensive leadership exhibited within equity markets. Yield curve inversion is the bond market’s way of saying we are late cycle and closer to a recession than not. At this point, we recommend buying duration as a hedge against slowing growth/recession.
- **The year of the stock picker.** With tightening financial conditions and slowing growth making this a much more difficult year for stocks, investors are going to have to be better stocks pickers to generate strong returns. The high dispersion between stocks suggests that opportunity is available, if difficult to find in the current environment. We are focused on companies with high operational efficiency and earnings stability in a world of higher inflation and cost of capital. This means low capex, low inventory/sales growth and low labor costs.
- **Stocks and commodities were a good hedge against inflation until now.** Higher inflation drives nominal GDP higher, which can be good for earnings growth and therefore, stocks. However, food and energy inflation from the conflict in Ukraine has the effect of a tax on the consumer that hurts more stocks than it helps. It can also challenge demand for commodities. In short, we are now into the bad part of inflation for stocks and even commodities potentially on a cyclical basis.
- **Inflation Is the key to the *secular* bull market for stocks and bear market for bonds.** The shift in policy from monetary to fiscal dominance is a significant change that has implications for our asset allocation recommendations. A potential US recession was always a necessary condition for this outcome and the health-crisis nature of this event further supported this regime shift. Finally, other inflationary trends were well established before the latest recession began—populism, nationalism, de-globalization, and now a major conflict that removes the second largest exporter of oil from the market. One party control of the US government tends to accelerate and implement these policy changes.

Source: Morgan Stanley & Co. Research.

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.

## DISCLOSURES

**Explanatory Notes and Disclosures:** This document is designed to assist you and your Financial Advisor in understanding portfolio positions, composition and subsets thereof. It is designed solely for your individual use, is for informational purposes only and is not intended as an offer or solicitation with respect to the purchase or sale of any security. Do not take action relying on this information without confirming its accuracy and completeness. Please read carefully all accompanying notes and disclosures provided in this Document.

For convenience purposes, your Financial Advisor may have assigned a designated name for this Document. The list of the accounts covered in this document is noted herein and may not include all of your accounts with us or external custodians. Furthermore, the information included in this document may not include all asset classes/securities/liabilities held by you at the firm or external custodians. Please review this document carefully and discuss any questions you may have with your Financial Advisor. If you do not understand an entry, suspect an error, or want more details on current values or other information, contact your Financial Advisor. This document is based upon your Morgan Stanley account holdings and may include other holdings/information that you or a third party provided about assets custodied elsewhere. Morgan Stanley will not verify any other holdings/information. If any information reflects assets held away from Morgan Stanley that will be indicated. The information contained in this document is subject to, and does not supersede the confirmations and account statements you receive from us. Values shown in your official account statement may differ from the values shown in this document due to, among other things, different reporting methods, delays, market conditions and interruptions. If there are discrepancies between your official account statement and this document, rely on your official account statement.

The information in this document is approximate and subject to updating, correction and other changes. We are not obligated to notify you if information changes. Although the statements of fact and data in this document have been obtained from, and are based upon sources that we believe to be reliable, we do not guarantee their accuracy, or timeliness, and any such information may be incomplete or condensed. Percentage values shown in this document are subject to rounding, which may impact total values. The values of securities and other investments not actively traded may be estimated or may not be available.

This information is provided for informational purposes only and should not be used for tax preparation. The information reported on your Form(s) 1099 supersedes the information provided in this report and should be exclusively relied upon for tax preparation. Morgan Stanley, its affiliates and its employees are not in the business of providing tax or legal advice. Clients should seek advice based on their particular circumstances from an independent tax and legal advisor. Morgan Stanley Smith Barney LLC is a registered Broker/Dealer, Member SIPC, and not a bank. Where appropriate, Morgan Stanley Smith Barney LLC has entered into arrangements with banks and other third parties to assist in offering certain banking related products and services. SIPC insurance does not apply to precious metals, other commodities, or traditional alternative investments.

Investment, insurance and annuity products offered through Morgan Stanley Smith Barney LLC are: NOT FDIC INSURED | MAY LOSE VALUE | NOT BANK GUARANTEED | NOT A BANK DEPOSIT | NOT INSURED BY ANY FEDERAL GOVERNMENT AGENCY

**Consulting Group Advisory Accounts:** Consulting Group is a business of Morgan Stanley Smith Barney LLC.

**Additional information about your Floating Rate Notes:** For floating rate securities, the estimated accrued interest and estimated annual income are based on the current floating coupon rate and may not reflect historic rates within the accrual period.

**Important Information About Auction Rate Securities:** For certain Auction Rate Securities there is no or limited liquidity. Therefore, the price(s) for these Auction Rate Securities are indicated as not available by a dash "-". There can be no assurance that a successful auction will occur or that a secondary market exists or will develop for a particular security.

**Important Pricing Information:** Prices of securities not actively traded may not be available, and are indicated by a dash "-". Account values are based on the most recent security pricing available and may be prior to the date of this material.

**Timing of Feeds - FX Market:** The FX market rate used to convert non-US Dollar values to US Dollars is as of the previous business day's close. For the current FX rates, please contact your Financial Advisor.

**Performance:** Performance results are annualized for time periods greater than one year and include all cash and cash equivalents, realized and unrealized capital gains and losses, dividends, interest and income. Depending on the opening or closing date of the account or position, the performance referenced may be for a portion of the time period identified. The investment results depicted herein represent historical performance. As a result of recent market activity, current performance may vary from the figures shown. Please contact your Financial Advisor for up-to-date performance information. Past performance is not a guarantee of future results. Quotations of performance appearing in this report may include performance experienced in legacy accounts which have been closed and purged, and as such are not included on the Accounts Included in This Report page.

Market values used for performance calculation do not include Performance Ineligible Assets and thus may differ from asset allocation market values. Common examples of Performance Ineligible Assets include life insurance and annuities as well as Manually Added and External accounts, assets and liabilities.

Unless otherwise indicated, performance is an aggregated composite calculation of the entire portfolio and may include brokerage and investment advisory accounts as well as assets for different accounts included in this report. The accounts included in the composite may have (or have had) different investment objectives and strategies, been subject to different restrictions, and incurred different types of fees, markups, commissions and other charges. Accordingly, performance results may blend the performance of assets and strategies that may not have been available in all of the accounts at all times during the reporting period. In addition, accounts in the composite may have changed from brokerage to advisory or vice versa. Accounts may also have moved from one advisory program to another (including from a discretionary program to a non-discretionary program).

For Morgan Stanley Smith Barney LLC accounts, performance information may cover the full history of the account(s) or just the performance of an account(s) since the inception of the current program(s). Performance results on individual accounts will vary and may differ from the composite returns. Your Financial Advisor can provide you with individual account portfolio composition and performance information. For investment advisory accounts, please see the Morgan Stanley Smith Barney LLC Form ADV Part 2 or applicable disclosure brochure and any applicable brokerage commission and/or fee schedule for a full disclosure of fees and expenses. Your Financial Advisor will provide those documents to you upon request. For brokerage accounts, please speak to your Financial Advisor for more information on commissions and other account fees and expenses.

Performance inception date does not necessarily correspond to the account opening date. Where multiple accounts are included in performance calculations, the inception date is the oldest performance inception. Performance data may not be available for all periods as some accounts included in performance may have more recent performance inception dates. Consequently, the actual performance for a group of accounts may differ from reported performance. Please ask your Financial Advisor for the performance inception date for each account.

**Indices:** Benchmark indices and blends included in this material are for informational purposes only, are provided solely as a comparison tool and may not reflect the underlying composition and/or investment objective(s) associated with the account(s). In some circumstances, the benchmark index may not be an appropriate benchmark for use with the specific composite portfolio. For instance, an index may not take into consideration certain changes that may have occurred in the portfolio since the inception of the account(s), (e.g., changes from a brokerage to an advisory account or from one advisory program to another, asset class changes, or index changes for individual managers). The volatility of the index used for comparison may be materially different from that of the performance shown. Indices are unmanaged and not available for direct investment. Index returns do not take into account fees or other charges. Such fees and charges would reduce performance. Please see the Benchmark Definitions section of this material for additional information on the indices used for comparison.

**Morgan Stanley Wealth Management is the trade name of Morgan Stanley Smith Barney LLC, a registered broker-dealer in the United States.**

The sole purpose of this material is to inform, and it in no way is intended to be an offer or solicitation to purchase or sell any security, other investment or service, or to attract any funds or deposits. Investments mentioned may not be appropriate for all clients. Any product discussed herein may be purchased only after a client has carefully reviewed the offering memorandum and executed the subscription documents. Morgan Stanley Wealth Management has not considered the actual or desired investment objectives, goals, strategies, guidelines, or factual circumstances of any investor in any fund(s). Before making any investment, each investor should carefully consider the risks associated with the investment, as discussed in the applicable offering memorandum, and make a determination based upon their own particular circumstances, that the investment is consistent with their investment objectives and risk tolerance. Morgan Stanley Smith Barney LLC offers investment program services through a variety of investment programs, which are opened pursuant to written client agreements. Each program offers investment managers, funds and features that are not available in other programs; conversely, some investment managers, funds or investment strategies may be available in more than one program.

Morgan Stanley's investment advisory programs may require a minimum asset level and, depending on your specific investment objectives and financial position, may not be appropriate for you. Please see the Morgan Stanley Smith Barney LLC program disclosure brochure (the "Morgan Stanley ADV") for more information in the investment advisory programs available. The Morgan Stanley ADV is available at [www.morganstanley.com/ADV](http://www.morganstanley.com/ADV). **Sources of Data.** Information in this material in this report has been obtained from sources that we believe to be reliable, but we do not guarantee its accuracy, completeness or timeliness. Third-party data providers make no warranties or representations relating to the accuracy, completeness or timeliness of the data they provide and are not liable for any damages relating to this data. All opinions included in this material constitute the Firm's judgment as of the date of this material and are subject to change without notice. This material was not prepared by the research departments of Morgan Stanley & Co. LLC or Morgan Stanley Smith Barney LLC. Some historical figures may be revised due to newly identified programs, firm restatements, etc.

**Global Investment Manager Analysis (GIMA) Focus List, Approved List and Tactical Opportunities List; Watch Policy.** GIMA uses two methods to evaluate investment products in applicable advisory programs: **Focus** (and investment products meeting this standard are described as being on the Focus List) and **Approved** (and investment products meeting this standard are described as being on the Approved List). In general, Focus entails a more thorough evaluation of an investment product than Approved. Sometimes an investment product may be evaluated using the Focus List process but then placed on the Approved List instead of the Focus List. Investment products may move from the Focus List to the Approved List, or vice versa. GIMA may also determine that an investment product no longer meets the criteria under either process and will no longer be recommended in investment advisory programs (in which case the investment product is given a "Not Approved" status). GIMA has a **'Watch'** policy and may describe a Focus List or Approved List investment product as being on "Watch" if GIMA identifies specific areas that (a) merit further evaluation by GIMA and (b) may, but are not certain to, result in the investment product becoming "Not Approved." The Watch period depends on the length of time needed for GIMA to conduct its evaluation and for the investment manager or fund to

address any concerns. Certain investment products on either the Focus List or Approved List may also be recommended for the **Tactical Opportunities List** based in part on tactical opportunities existing at a given time. The investment products on the Tactical Opportunities List change over time. For more information on the Focus List, Approved List, Tactical Opportunities List and Watch processes, please see the applicable Form ADV Disclosure Document for Morgan Stanley Wealth Management. Your Financial Advisor or Private Wealth Advisor can also provide upon request a copy of a publication entitled "Manager Selection Process."

The **Global Investment Committee** is a group of seasoned investment professionals who meet regularly to discuss the global economy and markets. The committee determines the investment outlook that guides our advice to clients. They continually monitor developing economic and market conditions, review tactical outlooks and recommend model portfolio weightings, as well as produce a suite of strategy, analysis, commentary, portfolio positioning suggestions and other reports and broadcasts.

The GIC Asset Allocation Models are not available to be directly implemented as part of an investment advisory service and should not be regarded as a recommendation of any Morgan Stanley investment advisory service. The GIC Asset Allocation Models do not represent actual trading or any type of account or any type of investment strategies and none of the fees or other expenses (e.g. commissions, mark-ups, mark-downs, advisory fees, fund expenses) associated with actual trading or accounts are reflected in the GIC Asset Allocation Models which, when compounded over a period of years, would decrease returns.

**Adverse Active Alpha<sup>SM</sup> 2.0** is a patented screening and scoring process designed to help identify high-quality equity and fixed income managers with characteristics that may lead to future outperformance relative to index and peers. While highly ranked managers performed well as a group in our Adverse Active Alpha model back tests, not all of the managers will outperform. Please note that this data may be derived from back-testing, which has the benefit of hindsight. In addition, highly ranked managers can have differing risk profiles that might not be appropriate for all investors.

Our view is that Adverse Active Alpha is a good starting point and should be used in conjunction with other information. Morgan Stanley Wealth Management's qualitative and quantitative investment manager due diligence process are equally important factors for investors when considering managers for use through an investment advisory program. Factors including, but not limited to, manager turnover and changes to investment process can partially or fully negate a positive Adverse Active Alpha ranking. Additionally, highly ranked managers can have differing risk profiles that might not be appropriate for all investors.

The proprietary **Value Score** methodology considers an active investment strategies' value proposition relative to its costs. From a historical quantitative study of several quantitative markers, Value Score measures perceived forward-looking benefit and computes (1) "fair value" expense ratios for most traditional investment managers across 40 categories and (2) managers' perceived "excess value" by comparing the fair value expense ratios to actual expense ratios. Managers are then ranked within each category by their excess value to assign a Value Score. Our analysis suggests that greater levels of excess value have historically corresponded to attractive subsequent performance.

For more information on the ranking models, please see *Adverse Active Alpha<sup>SM</sup> 2.0: Scoring Active Managers According to Potential Alpha* and *Value Score: Scoring Fee Efficiency by Comparing Managers' "Fair Value" and Actual Expense Ratios*. The whitepapers are available from your Financial Advisor or Private Wealth Advisor. ADVERSE ACTIVE ALPHA is a registered service mark of Morgan Stanley and/or its affiliates. U.S. Pat. No. 8,756,098 applies to the Adverse Active Alpha system and/or methodology.

Additionally, highly ranked managers can have differing risk profiles that might not be appropriate for all investors. For more information on AAA, please see the Adverse Active Alpha Ranking Model and Selecting Managers with Adverse Active Alpha whitepapers. The whitepaper are available from your Financial Advisor or Private Wealth Advisor. ADVERSE ACTIVE ALPHA is a registered service mark of Morgan Stanley and/or its affiliates. U.S. Pat. No. 8,756,098 applies to the Adverse Active Alpha system and/or methodology.

**The Global Investment Manager Analysis (GIMA) Services Only Apply to Certain Investment Advisory Programs** GIMA evaluates certain investment products for the purposes of some – but not all – of Morgan Stanley Smith Barney LLC's investment advisory programs (as described in more detail in the applicable Form ADV Disclosure Document for Morgan Stanley Wealth Management). If you do not invest through one of these investment advisory programs, Morgan Stanley Wealth Management is not obligated to provide you notice of any GIMA Status changes even though it may give notice to clients in other programs.

**Strategy May Be Available as a Separately Managed Account or Mutual Fund** Strategies are sometimes available in Morgan Stanley Wealth Management investment advisory programs both in the form of a separately managed account ("SMA") and a mutual fund. These may have different expenses and investment minimums. Your Financial Advisor or Private Wealth Advisor can provide more information on whether any particular strategy is available in more than one form in a particular investment advisory program. Generally, investment advisory accounts are subject to an annual asset-

## General Endowment Funds 760-XXX745 - Select UMA

Prepared on April 22, 2022 | Reporting Currency: USD

based fee which is payable monthly in advance (some account types may be billed differently). (The "Fee"). In general, the Fee covers Morgan Stanley investment advisory services, custody of securities with Morgan Stanley, trade execution with or through Morgan Stanley or its affiliates, as well as compensation to any Morgan Stanley Financial Advisor.

In addition, each account that is invested in a program that is eligible to purchase certain investment products, such as mutual funds, will also pay a Platform Fee (which is subject to a Platform Fee offset) as described in the applicable ADV brochure. Accounts invested in the Select UMA program will also pay a separate Morgan Stanley Overlay Manager Fee and any applicable Sub-Manager fees. If your account is invested in mutual funds or exchange traded funds (collectively "funds"), you will pay the fees and expenses of any funds in which your account is invested. Fees and expenses are charged directly to the pool of assets the fund invests in and are reflected in each fund's share price. These fees and expenses are an additional cost to you and would not be included in the Fee amount in your account statements. Overlay Managers or Executing Sub-Managers ("managers") in some of Morgan Stanley's Separately Managed Account ("SMA") programs may affect transactions through broker-dealers other than Morgan Stanley or our affiliates. If your manager trades with another firm, you may be assessed costs by the other firm in addition to Morgan Stanley's fees. Those costs will be included in the net price of the security, not separately reported on trade confirmations or account statements. Certain managers have historically directed most, if not all, of their trades to outside firms. Information provided by managers concerning trade execution away from Morgan Stanley is summarized at: [www.morganstanley.com/wealth/investmentsolutions/pdfs/adv/sotresponse.pdf](http://www.morganstanley.com/wealth/investmentsolutions/pdfs/adv/sotresponse.pdf). For more information, please refer to the ADV Brochure for your program(s), available at [www.morganstanley.com/ADV](http://www.morganstanley.com/ADV) or contact your Financial Advisor/Private Wealth Advisor. For example, on an advisory account with a 2.5% annual fee, if the gross annual performance is 6.00%, the compounding effect of the fees will result in a net performance of approximately 3.38% after one year, 10.50% after three years, and 18.10% after five years. **Conflicts of Interest:** GIMA's goal is to provide professional, objective evaluations in support of the Morgan Stanley Wealth Management investment advisory programs. We have policies and procedures to help us meet this goal. However, our business is subject to various conflicts of interest. For example, ideas and suggestions for which investment products should be evaluated by GIMA come from a variety of sources, including our Morgan Stanley Wealth Management Financial Advisors and their direct or indirect managers, and other business persons within Morgan Stanley Wealth Management or its affiliates. Such persons may have an ongoing business relationship with certain investment managers or mutual fund companies whereby they, Morgan Stanley Wealth Management or its affiliates receive compensation from, or otherwise related to, those investment managers or mutual funds. For example, a Financial Advisor may suggest that GIMA evaluates an investment manager or fund in which a portion of his or her clients' assets are already invested. While such a recommendation is permissible, GIMA is responsible for the opinions expressed by GIMA. See the conflicts of interest section in the applicable Form ADV Disclosure Document for Morgan Stanley Wealth Management for a discussion of other types of conflicts that may be relevant to GIMA's evaluation of managers and funds. In addition, Morgan Stanley Wealth Management, MS & Co., managers and their affiliates provide a variety of services (including research, brokerage, asset management, trading, lending and investment banking services) for each other and for various clients, including issuers of securities that may be recommended for purchase or sale by clients or are otherwise held in client accounts, and managers in various advisory programs. Morgan Stanley Wealth Management, managers, MS & Co., and their affiliates receive compensation and fees in connection with these services. Morgan Stanley Wealth Management believes that the nature and range of clients to which such services are rendered is such that it would be inadvisable to exclude categorically all of these companies from an account.

Morgan Stanley charges each fund family we offer a mutual fund support fee, also called a "revenue-sharing payment," on client account holdings in fund families according to a tiered rate that increases along with the management fee of the fund so that lower management fee funds pay lower rates than those with higher management fees.

**Consider Your Own Investment Needs:** The model portfolios and strategies discussed in the material are formulated based on general client characteristics including risk tolerance. This material is not intended to be an analysis of whether particular investments or strategies are appropriate for you or a recommendation, or an offer to participate in any investment. Therefore, clients should not use this material as the sole basis for investment decisions. They should consider all relevant information, including their existing portfolio, investment objectives, risk tolerance, liquidity needs and investment time horizon. Such a determination may lead to asset allocation results that are materially different from the asset allocation shown in this profile. Talk to your Financial Advisor about what would be an appropriate asset allocation for you, whether CGCM is an appropriate program for you.

**No obligation to notify** – Morgan Stanley Wealth Management has no obligation to notify you when the model portfolios, strategies, or any other information, in this material changes.

**Please consider the investment objectives, risks, fees, and charges and expenses of mutual funds, ETFs, closed end funds, unit investment trusts, and variable insurance products carefully before investing. The prospectus contains this and other information about each fund. To obtain a prospectus, contact your Financial Advisor or Private Wealth Advisor or visit the Morgan Stanley website at [www.morganstanley.com](http://www.morganstanley.com). Please read it carefully before investing.**

***An investment in a money market fund is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. Although the Fund seeks to preserve the value of your investment at \$1.00 per share, it is possible to lose money by investing in the fund.***



The type of mutual funds and ETFs discussed in this presentation utilizes nontraditional or complex investment strategies and/or derivatives. Examples of these types of funds include those that utilize one or more of the below noted investment strategies or categories or which seek exposure to the following markets: (1) commodities (e.g., agricultural, energy and metals), currency, precious metals; (2) managed futures; (3) leveraged, inverse or inverse leveraged; (4) bear market, hedging, long-short equity, market neutral; (5) real estate; (6) volatility (seeking exposure to the CBOE VIX Index). Investors should keep in mind that while mutual funds and ETFs may, at times, utilize nontraditional investment options and strategies, they should not be equated with unregistered privately offered alternative investments. Because of regulatory limitations, mutual funds and ETFs that seek alternative-like investment exposure must utilize a more limited investment universe. As a result, investment returns and portfolio characteristics of alternative mutual funds and ETFs may vary from traditional hedge funds pursuing similar investment objectives. Moreover, traditional hedge funds have limited liquidity with long "lock-up" periods allowing them to pursue investment strategies without having to factor in the need to meet client redemptions and ETFs trade on an exchange. On the other hand, mutual funds typically must meet daily client redemptions. This differing liquidity profile can have a material impact on the investment returns generated by a mutual fund or ETF pursuing an alternative investing strategy compared with a traditional hedge fund pursuing the same strategy.

Nontraditional investment options and strategies are often employed by a portfolio manager to further a fund's investment objective and to help offset market risks. However, these features may be complex, making it more difficult to understand the fund's essential characteristics and risks, and how it will perform in different market environments and over various periods of time. They may also expose the fund to increased volatility and unanticipated risks particularly when used in complex combinations and/or accompanied by the use of borrowing or "leverage."

The Morgan Stanley Digital Vault ("Digital Vault") is accessible to clients with dedicated Financial Advisors. Documents shared via the Digital Vault should be limited to those relevant to your Morgan Stanley account relationship. Uploading a document to the Digital Vault does not obligate us to review or take any action on it, and we will not be liable for any failure to act upon the contents of such document. Please contact your Financial Advisor or Branch Management to discuss the appropriate process for providing the document to us for review. If you maintain a Trust or entity account with us, only our certification form will govern our obligations for such account. Please refer to the Morgan Stanley Digital Vault terms and conditions for more information.

Information related to your external accounts is provided for informational purposes only. It is provided by third parties, including the financial institutions where your external accounts are held. Morgan Stanley does not verify that the information is accurate and makes no representation or warranty as to its accuracy, timeliness, or completeness. Additional information about the features and services offered through Total Wealth View are available on the Total Wealth View site on Morgan Stanley Online and also in the Total Wealth View Terms and Conditions of Use.

Mobile check deposits are subject to certain terms and conditions. Checks must be drawn on a U.S. Bank.

Send Money with Zelle® is available on the Morgan Stanley Mobile App for iPhone and Android and on Morgan Stanley Online. Enrollment is required and dollar and frequency limits may apply. Domestic fund transfers must be made from an eligible account at Morgan Stanley Smith Barney LLC (Morgan Stanley) to a US-based account at another financial institution. Morgan Stanley maintains arrangements with JP Morgan Chase Bank, N.A. and UMB Bank, N.A. as NACHA-participating depository financial institutions for the processing of transfers on Zelle®. Data connection required, and message and data rates may apply, including those from your communications service provider. Must have an eligible account in the U.S. to use Zelle®. Transactions typically occur in minutes when the recipient's email address or U.S. mobile number is already enrolled with Zelle. See the Morgan Stanley Send Money with Zelle® terms for details.

Zelle and the Zelle related marks are wholly owned by Early Warning Services, LLC and are used herein under license. Morgan Stanley is not affiliated with Zelle®.

Electronic payments arrive to the payee within 1-2 business days, check payments arrive to the payee within 5 business days. Same-day and overnight payments are available for an additional fee within the available payment timeframes.

## KEY ASSET CLASS CONSIDERATIONS AND OTHER RISKS

Investing in the markets entails the risk of market volatility. The value of all types of investments, including stocks, mutual funds, exchange-traded funds ("ETFs"), closed-end funds, and unit investment trusts, may increase or decrease over varying time periods. To the extent the investments depicted herein represent **international securities**, you should be aware that there may be additional risks associated with international investing, including foreign economic, political, monetary and/or legal factors, changing currency exchange rates, foreign taxes, and differences in financial and accounting standards. These risks may be magnified in **emerging markets and frontier markets**. **Small- and mid-capitalization companies** may lack the financial resources, product diversification and competitive strengths of larger companies. In addition, the securities of small- and mid-capitalization companies may not trade as readily as, and be subject to higher volatility than, those of larger, more established



companies. The value of **fixed income securities** will fluctuate and, upon a sale, may be worth more or less than their original cost or maturity value. Bonds are subject to interest rate risk, call risk, reinvestment risk, liquidity risk, and credit risk of the issuer. **High yield bonds** are subject to additional risks such as increased risk of default and greater volatility because of the lower credit quality of the issues. In the case of **municipal bonds**, income is generally exempt from federal income taxes. Some income may be subject to state and local taxes and to the federal alternative minimum tax. Capital gains, if any, are subject to tax. **Treasury Inflation Protection Securities' (TIPS)** coupon payments and underlying principal are automatically increased to compensate for inflation by tracking the consumer price index (CPI). While the real rate of return is guaranteed, TIPS tend to offer a low return. Because the return of TIPS is linked to inflation, TIPS may significantly underperform versus conventional U.S. Treasuries in times of low inflation. There is no guarantee that investors will receive par if TIPS are sold prior to maturity. The returns on a portfolio consisting primarily of **environmental, social, and governance-aware investments ("ESG")** may be lower or higher than a portfolio that is more diversified or where decisions are based solely on investment considerations. Because ESG criteria exclude some investments, investors may not be able to take advantage of the same opportunities or market trends as investors that do not use such criteria. The companies identified and investment examples are for illustrative purposes only and should not be deemed a recommendation to purchase, hold or sell any securities or investment products. They are intended to demonstrate the approaches taken by managers who focus on ESG criteria in their investment strategy. There can be no guarantee that a client's account will be managed as described herein. **Options** and margin trading involve substantial risk and are not appropriate for all investors. Besides the general investment risk of holding securities that may decline in value and the possible loss of principal invested, **closed-end funds** may have additional risks related to declining market prices relative to net asset values (NAVs), active manager underperformance and potential leverage. Closed-end funds, unlike open-end funds, are not continuously offered. There is a one-time public offering and once issued, shares of closed-end funds are sold in the open market through a stock exchange. Shares of closed-end funds frequently trade at a discount from their NAV which may increase investors' risk of loss. The risk of loss due to this discount may be greater for investors expecting to sell their shares in a relatively short period after completion of the public offering. This characteristic is a risk separate and distinct from the risk that a closed-end fund's net asset value may decrease as a result of investment activities. NAV is total assets less total liabilities divided by the number of shares outstanding. At the time an investor purchases or sells shares of a closed-end fund, shares may have a market price that is above or below NAV. Portfolios that invest a large percentage of assets in only one industry **sector** (or in only a few sectors) are more vulnerable to price fluctuation than those that diversify among a broad range of sectors.

**Alternative investments** often are speculative and include a high degree of risk. Investors could lose all or a substantial amount of their investment. Alternative investments are appropriate only for eligible, long-term investors who are willing to forgo liquidity and put capital at risk for an indefinite period of time. They may be highly illiquid and can engage in leverage and other speculative practices that may increase the volatility and risk of loss. Alternative Investments typically have higher fees than traditional investments. Investors should carefully review and consider potential risks before investing. Certain of these risks may include but are not limited to: Loss of all or a substantial portion of the investment due to leveraging, short-selling, or other speculative practices; Lack of liquidity in that there may be no secondary market for a fund; Volatility of returns; Restrictions on transferring interests in a fund; Potential lack of diversification and resulting higher risk due to concentration of trading authority when a single advisor is utilized; Absence of information regarding valuations and pricing; Complex tax structures and delays in tax reporting; Less regulation and higher fees than mutual funds; Risks associated with the operations, personnel, and processes of the manager; and Risks associated with cybersecurity. As a diversified global financial services firm, Morgan Stanley Wealth Management engages in a broad spectrum of activities including financial advisory services, investment management activities, sponsoring and managing private investment funds, engaging in broker-dealer transactions and principal securities, commodities and foreign exchange transactions, research publication, and other activities. In the ordinary course of its business, Morgan Stanley Wealth Management therefore engages in activities where Morgan Stanley Wealth Management's interests may conflict with the interests of its clients, including the private investment funds it manages. Morgan Stanley Wealth Management can give no assurance that conflicts of interest will be resolved in favor of its clients or any such fund. All expressions of opinion are subject to change without notice and are not intended to be a forecast of future events or results. Further, opinions expressed herein may differ from the opinions expressed by Morgan Stanley Wealth Management and/or other businesses/affiliates of Morgan Stanley Wealth Management. This is not a "research report" as defined by FINRA Rule 2241 or a "debt research report" as defined by FINRA Rule 2242 and was not prepared by the Research Departments of Morgan Stanley Smith Barney LLC or Morgan Stanley & Co. LLC or its affiliates. Certain information contained herein may constitute forward-looking statements. Due to various risks and uncertainties, actual events, results or the performance of a fund may differ materially from those reflected or contemplated in such forward-looking statements. Clients should carefully consider the investment objectives, risks, charges, and expenses of a fund before investing. While the HFRI indices are frequently used, they have limitations (some of which are typical of other widely used indices). These limitations include survivorship bias (the returns of the indices may not be representative of all the hedge funds in the universe because of the tendency of lower performing funds to leave the index); heterogeneity (not all hedge funds are alike or comparable to one another, and the index may not accurately reflect the performance of a described style); and limited data (many hedge funds do not report to indices, and the index may omit funds, the inclusion of which might significantly affect the performance shown. The HFRI indices are based on information self-reported by hedge fund managers that decide on their own, at any time, whether or not they want to provide, or continue to provide, information to HFR Asset Management, L.L.C. Results for funds that go out of business are included in the index until the date that they cease operations. Therefore, these indices may not be complete or accurate representations of the hedge fund universe, and may be biased in several ways. Composite index results are shown for illustrative purposes and do not represent the performance of a specific investment. Individual funds have specific tax risks related to their investment programs that will vary from fund to fund. Clients should consult their own tax and legal advisors as Morgan Stanley Wealth Management does not provide tax or legal advice. Interests in alternative investment products are offered pursuant to the terms of the applicable offering memorandum, are distributed by Morgan Stanley Wealth Management and certain of its affiliates, and (1) are not FDIC-insured, (2) are not deposits or other obligations of Morgan Stanley Wealth Management or any of its affiliates, (3) are not guaranteed by Morgan Stanley Wealth Management and its affiliates, and (4) involve investment risks, including

possible loss of principal. Morgan Stanley Wealth Management is a registered broker-dealer, not a bank. This material is not to be reproduced or distributed to any other persons (other than professional advisors of the investors or prospective investors, as applicable, receiving this material) and is intended solely for the use of the persons to whom it has been delivered. This material is not for distribution to the general public. Past performance is no guarantee of future results. Actual results may vary. SIPC insurance does not apply to precious metals, other commodities, or traditional alternative investments. In Consulting Group's advisory programs, alternative investments are limited to US-registered mutual funds, separate account strategies and exchange-traded funds (ETFs) that seek to pursue alternative investment strategies or returns utilizing publicly traded securities. Investment products in this category may employ various investment strategies and techniques for both hedging and more speculative purposes such as short-selling, leverage, derivatives and options, which can increase volatility and the risk of investment loss. Alternative investments are not appropriate for all investors. As a diversified global financial services firm, Morgan Stanley Wealth Management engages in a broad spectrum of activities including financial advisory services, investment management activities, sponsoring and managing private investment funds, engaging in broker-dealer transactions and principal securities, commodities and foreign exchange transactions, research publication, and other activities. In the ordinary course of its business, Morgan Stanley Wealth Management therefore engages in activities where Morgan Stanley Wealth Management's interests may conflict with the interests of its clients, including the private investment funds it manages. Morgan Stanley Wealth Management can give no assurance that conflicts of interest will be resolved in favor of its clients or any such fund. Alternative investments involve complex tax structures, tax inefficient investing, and delays in distributing important tax information. Individual funds have specific risks related to their investment programs that will vary from fund to fund.

Clients should consult their own tax and legal advisors as Morgan Stanley Wealth Management does not provide tax or legal advice.

A majority of Alternative Investment managers reviewed and selected by GIMA pay or cause to be paid an ongoing fee for distribution from their management fees to Morgan Stanley Wealth Management in connection with Morgan Stanley Wealth Management clients that purchase an interest in an Alternative Investment and in some instances pay these fees on the investments held by investments held by brokerage clients. Morgan Stanley Wealth Management has a conflict of interest in offering alternative investments because Morgan Stanley Wealth Management or our affiliates, in most instances, earn more money in your account from your investments in alternative investments than from other investment options.

It should be noted that the majority of hedge fund indexes are comprised of hedge fund manager returns. This is in contrast to traditional indexes, which are comprised of individual securities in the various market segments they represent and offer complete transparency as to membership and construction methodology. As such, some believe that hedge fund index returns have certain biases that are not present in traditional indexes. Some of these biases inflate index performance, while others may skew performance negatively. However, many studies indicate that overall hedge fund index performance has been biased to the upside. Some studies suggest performance has been inflated by up to 260 basis points or more annually depending on the types of biases included and the time period studied. Although there are numerous potential biases that could affect hedge fund returns, we identify some of the more common ones throughout this paper.

Self-selection bias results when certain manager returns are not included in the index returns and may result in performance being skewed up or down. Because hedge funds are private placements, hedge fund managers are able to decide which fund returns they want to report and are able to opt out of reporting to the various databases. Certain hedge fund managers may choose only to report returns for funds with strong returns and opt out of reporting returns for weak performers. Other hedge funds that close may decide to stop reporting in order to retain secrecy, which may cause a downward bias in returns.

Survivorship bias results when certain constituents are removed from an index. This often results from the closure of funds due to poor performance, "blow ups," or other such events. As such, this bias typically results in performance being skewed higher. As noted, hedge fund index performance biases can result in positive or negative skew. However, it would appear that the skew is more often positive. While it is difficult to quantify the effects precisely, investors should be aware that idiosyncratic factors may be giving hedge fund index returns an artificial "lift" or upwards bias.

**Hedge Funds of Funds** and many funds of funds are private investment vehicles restricted to certain qualified private and institutional investors. They are often speculative and include a high degree of risk. Investors can lose all or a substantial amount of their investment. They may be highly illiquid, can engage in leverage and other speculative practices that may increase volatility and the risk of loss, and may be subject to large investment minimums and initial lockups. They involve complex tax structures, tax-inefficient investing and delays in distributing important tax information. Categorically, hedge funds and funds of funds have higher fees and expenses than traditional investments, and such fees and expenses can lower the returns achieved by investors. Funds of funds have an additional layer of fees over and above hedge fund fees that will offset returns. An investment in an **exchange-traded fund** involves risks similar to those of investing in a broadly based portfolio of equity securities traded on an exchange in the relevant securities market, such as market fluctuations caused by such factors as economic and political developments, changes in interest rates and perceived trends in stock and bond prices. An investment in a **target date portfolio** is subject to the risks attendant to the underlying funds in which it invests, in these portfolios the funds are the Consulting Group Capital Market funds. A target date portfolio is geared to investors who will retire and/or require income at an approximate year. The portfolio is managed to meet the investor's goals by the pre-established year or "target date." A target date portfolio will transition its invested assets from a more aggressive portfolio to a more conservative portfolio as the target date draws closer. An investment in the target date portfolio is not

guaranteed at any time, including, before or after the target date is reached. **Managed futures** investments are speculative, involve a high degree of risk, use significant leverage, are generally illiquid, have substantial charges, subject investors to conflicts of interest, and are appropriate only for the risk capital portion of an investor's portfolio. Managed futures investments do not replace equities or bonds but rather may act as a complement in a well diversified portfolio. Managed Futures are complex and not appropriate for all investors. **Rebalancing** does not protect against a loss in declining financial markets. There may be a potential tax implication with a rebalancing strategy.

### Virtual Currency Products (Cryptocurrencies)

***Buying, selling, and transacting in Bitcoin, Ethereum or other digital assets ("Digital Assets"), and related funds and products, is highly speculative and may result in a loss of the entire investment. Risks and considerations include but are not limited to:***

- Digital Assets have only been in existence for a short period of time and historical trading prices for Digital Assets have been highly volatile. The price of Digital Assets could decline rapidly, and **investors could lose their entire investment.**
- Certain Digital Asset funds and products, allow investors to invest on a more frequent basis than investors may withdraw from the fund or product, and interests in such funds or products are generally not freely transferrable. This means that, particularly given the volatility of Digital Assets, an investor will have to bear any losses with respect to its investment for an extended period of time and will not be able to react to changes in the price of the Digital Asset once invested (for example, by seeking to withdraw) as quickly as when making the decision to invest. Such Digital Asset funds and products, are intended only for persons who are able to bear the economic risk of investment and who do not need liquidity with respect to their investments.
- Given the volatility in the price of Digital Assets, the net asset value of a fund or product that invests in such assets at the time an investor's subscription for interests in the fund or product is accepted may be significantly below or above the net asset value of the product or fund at the time the investor submitted subscription materials.
- Certain Digital Assets are not intended to function as currencies but are intended to have other use cases. These other Digital Assets may be subject to some or all of the risks and considerations set forth herein, as well as additional risks applicable to such Digital Assets. Buyers, sellers and users of such Digital Assets should thoroughly familiarize themselves with such risks and considerations before transacting in such Digital Assets.
- The value of Digital Assets may be negatively impacted by future legal and regulatory developments, including but not limited to increased regulation of such Digital Assets. Any such developments may make such Digital Assets less valuable, impose additional burdens and expenses on a fund or product investing in such assets or impact the ability of such a fund or product to continue to operate, which may materially decrease the value of an investment therein.
- Due to the new and evolving nature of digital currencies and the absence of comprehensive guidance, many significant aspects of the tax treatment of Digital Assets are uncertain. Prospective investors should consult their own tax advisors concerning the tax consequences to them of the purchase, ownership and disposition of Digital Assets, directly or indirectly through a fund or product, under U.S. federal income tax law, as well as the tax law of any relevant state, local or other jurisdiction.
- Over the past several years, certain Digital Asset exchanges have experienced failures or interruptions in service due to fraud, security breaches, operational problems or business failure. Such events in the future could impact any fund's or product's ability to transact in Digital Assets if the fund or product relies on an impacted exchange and may also materially decrease the price of Digital Assets, thereby impacting the value of your investment, regardless of whether the fund or product relies on such an impacted exchange.
- Although any Digital Asset product and its service providers have in place significant safeguards against loss, theft, destruction and inaccessibility, there is nonetheless a risk that some or all of a product's Digital Asset could be permanently lost, stolen, destroyed or inaccessible by virtue of, among other things, the loss or theft of the "private keys" necessary to access a product's Digital Asset.
- Investors in funds or products investing or transacting in Digital Assets may not benefit to the same extent (or at all) from "airdrops" with respect to, or "forks" in, a Digital Asset's blockchain, compared to investors who hold Digital Assets directly instead of through a fund or product. Additionally, a "fork" in the Digital Asset blockchain could materially decrease the price of such Digital Asset.

## General Endowment Funds 760-XXX745 - Select UMA

Prepared on April 22, 2022 | Reporting Currency: USD

- Digital Assets are not legal tender, and are not backed by any government, corporation or other identified body, other than with respect to certain digital currencies that certain governments are or may be developing now or in the future. No law requires companies or individuals to accept digital currency as a form of payment (except, potentially, with respect to digital currencies developed by certain governments where such acceptance may be mandated). Instead, other than as described in the preceding sentences, Digital Asset products' use is limited to businesses and individuals that are willing to accept them. If no one were to accept digital currencies, virtual currency products would very likely become worthless.
- Platforms that buy and sell Digital Assets can be hacked, and some have failed. In addition, like the platforms themselves, digital wallets can be hacked, and are subject to theft and fraud. As a result, like other investors have, you can lose some or all of your holdings of Digital Assets.
- Unlike US banks and credit unions that provide certain guarantees of safety to depositors, there are no such safeguards provided to Digital Assets held in digital wallets by their providers or by regulators.
- Due to the anonymity Digital Assets offer, they have known use in illegal activity, including drug dealing, money laundering, human trafficking, sanction evasion and other forms of illegal commerce. Abuses could impact legitimate consumers and speculators; for instance, law enforcement agencies could shut down or restrict the use of platforms and exchanges, limiting or shutting off entirely the ability to use or trade Digital Asset products.
- Digital Assets may not have an established track record of credibility and trust. Further, any performance data relating to Digital Asset products may not be verifiable as pricing models are not uniform.
- Investors should be aware of the potentially increased risks of transacting in Digital Assets relating to the risks and considerations, including fraud, theft, and lack of legitimacy, and other aspects and qualities of Digital Assets, before transacting in such assets.
- The exchange rate of virtual currency products versus the USD historically has been very volatile and the exchange rate could drastically decline. For example, the exchange rate of certain Digital Assets versus the USD has in the past dropped more than 50% in a single day. Other Digital Assets may be affected by such volatility as well.
- Digital Asset exchanges have limited operating and performance histories and are not regulated with the same controls or customer protections available to more traditional exchanges transacting equity, debt, and other assets and securities. There is no assurance that a person/exchange who currently accepts a Digital Asset as payment will continue to do so in the future.
- The regulatory framework of Digital Assets is evolving, and in some cases is uncertain, and Digital Assets themselves may not be governed and protected by applicable securities regulators and securities laws, including, but not limited to, Securities Investor Protection Corporation coverage, or other regulatory regimes.
- Morgan Stanley Smith Barney LLC or its affiliates (collectively, "Morgan Stanley") may currently, or in the future, offer or invest in Digital Asset products, services or platforms. The proprietary interests of Morgan Stanley may conflict with your interests.
- The foregoing list of considerations and risks are not and do not purport to be a complete enumeration or explanation of the risks involved in an investment in any product or fund investing or trading in Digital Assets.

**Asset allocation and diversification** do not assure a profit or protect against loss in declining financial markets. Past performance is no guarantee of future results. Actual results may vary.

**Tax laws are complex and subject to change.** Morgan Stanley Smith Barney LLC ("Morgan Stanley"), its affiliates and Morgan Stanley Financial Advisors and Private Wealth Advisors do not provide tax or legal advice and are not "fiduciaries" (under ERISA, the Internal Revenue Code or otherwise) with respect to the services or activities described herein except as otherwise provided in writing by Morgan Stanley and/or as described at [www.morganstanley.com/disclosures/dol](http://www.morganstanley.com/disclosures/dol). Individuals are encouraged to consult their tax and legal advisors (a) before establishing a retirement plan or account, and (b) regarding any potential tax, ERISA and related consequences of any investments made under such plan or account.

Annuities and insurance products are offered in conjunction with Morgan Stanley Smith Barney LLC's licensed insurance agency affiliates.

Indices are unmanaged and investors cannot directly invest in them. They are not subject to expenses or fees and are often comprised of securities and other investment instruments the liquidity of which is not restricted. A particular investment product may consist of securities significantly different than those in any index referred to herein. Composite index results are shown for illustrative purposes only, generally do not represent the performance of a specific investment, may not, for a variety of reasons, be an appropriate comparison or benchmark for a particular investment and may not necessarily reflect the actual investment strategy or objective of a particular investment. Consequently, comparing an investment to a particular index may be of limited use.

This material is not a financial plan and does not create an investment advisory relationship between you and your Morgan Stanley Financial Advisor. We are not your fiduciary either under the Employee Retirement Income Security Act of 1974 (ERISA) or the Internal Revenue Code of 1986, and any information in this report is not intended to form the primary basis for any investment decision by you, or an investment advice or recommendation for either ERISA or Internal Revenue Code purposes. Morgan Stanley Private Wealth Management will only prepare a financial plan at your specific request using Private Wealth Management approved financial planning signature.

We may act in the capacity of a broker or that of an advisor. As your broker, we are not your fiduciary and our interests may not always be identical to yours. Please consult with your Private Wealth Advisor to discuss our obligations to disclose to you any conflicts we may from time to time have and our duty to act in your best interest. We may be paid both by you and by others who compensate us based on what you buy. Our compensation, including that of your Private Wealth Advisor, may vary by product and over time.

Investment and services offered through Morgan Stanley Private Wealth Management, a division of Morgan Stanley Smith Barney LLC, Member SIPC.

*For index, indicator and survey definitions referenced in this report please visit the following: <https://www.morganstanley.com/wealth-investmentsolutions/wmir-definitions>*

**GLOBAL INVESTMENT COMMITTEE (GIC) ASSET ALLOCATION MODELS:** The Asset Allocation Models are created by Morgan Stanley Wealth Management's GIC.

**HYPOTHETICAL MODEL PERFORMANCE (GROSS):** Hypothetical model performance results do not reflect the investment or performance of an actual portfolio following a GIC Strategy, but simply reflect actual historical performance of selected indices on a real-time basis over the specified period of time representing the GIC's strategic and tactical allocations as of the date of this report. The past performance shown here is simulated performance based on benchmark indices, not investment results from an actual portfolio or actual trading. There can be large differences between hypothetical and actual performance results achieved by a particular asset allocation or trading strategy. Hypothetical performance results do not represent actual trading and are generally designed with the benefit of hindsight. Actual performance results of accounts vary due to, for example, market factors (such as liquidity) and client-specific factors (such as investment vehicle selection, timing of contributions and withdrawals, restrictions and rebalancing schedules). Clients would not necessarily have obtained the performance results shown here if they had invested in accordance with any GIC Asset Allocation Model for the periods indicated. Despite the limitations of hypothetical performance, these hypothetical performance results allow clients and Financial Advisors to obtain a sense of the risk/return trade-off of different asset allocation constructs. The hypothetical performance results in this report are calculated using the returns of benchmark indices for the asset classes, and not the returns of securities, fund or other investment products. Models may contain allocations to Hedge Funds, Private Equity and Private Real Estate. The benchmark indices for these asset classes are not issued on a daily basis. When calculating model performance on a day for which no benchmark index data is issued, we have assumed straight line growth between the index levels issued before and after that date.

**FEES REDUCE THE PERFORMANCE OF ACTUAL ACCOUNTS:** None of the fees or other expenses (e.g. commissions, mark-ups, mark-downs, fees) associated with actual trading or accounts are reflected in the GIC Asset Allocation Models. The GIC Asset Allocation Models and any model performance included in this presentation are intended as educational materials. Were a client to use these models in connection with investing, any investment decisions made would be subject to transaction and other costs which, when compounded over a period of years, would decrease returns. Information regarding Morgan Stanley's standard advisory fees is available in the Form ADV Part 2, which is available at [www.morganstanley.com/adv](http://www.morganstanley.com/adv). The following hypothetical illustrates the compound effect fees have on investment returns: For example, if a portfolio's annual rate of return is 15% for 5 years and the account pays 50 basis points in fees per annum, the gross cumulative five-year return would be 101.1% and the five-year return net of fees would be 96.8%. Fees and/or expenses would apply to clients who invest in investments in an account based on these asset allocations, and would reduce clients' returns. The impact of fees and/or expenses can be material.

**Variable annuities** are long-term investments designed for retirement purposes and may be subject to market fluctuations, investment risk, and possible loss of principal. All guarantees, including optional benefits, are based on the financial strength and claims-paying ability of the issuing insurance company and do not apply to the underlying investment options. Optional riders may not be able to be purchased in combination and are available at an additional cost. Some optional riders must be elected at time of purchase. Optional riders may be subject to specific limitations, restrictions, holding periods, costs, and expenses as specified by the insurance company in the annuity contract. If you are investing in a **variable annuity** through a tax-advantaged retirement plan such as an IRA, you will get no additional tax advantage from the variable annuity. Under these circumstances, you should only consider buying a variable annuity because of its other features, such as lifetime income payments and death benefits protection. Taxable distributions (and certain deemed distributions) are subject to ordinary income tax and, if taken prior to age 59½, may be subject to a 10% federal income tax penalty. Early withdrawals will reduce the death benefit and cash surrender value.

**Equity securities** may fluctuate in response to news on companies, industries, market conditions and general economic environment. **Ultrashort-term fixed income** asset class is comprised of fixed income securities with high quality, very short maturities. They are therefore subject to the risks associated with debt securities such as credit and interest rate risk.

**Master Limited Partnerships (MLPs)** are limited partnerships or limited liability companies that are taxed as partnerships and whose interests (limited partnership units or limited liability company units) are traded on securities exchanges like shares of common stock. Currently, most MLPs operate in the energy, natural resources or real estate sectors. Investments in MLP interests are subject to the risks generally applicable to companies in the energy and natural resources sectors, including commodity pricing risk, supply and demand risk, depletion risk and exploration risk. Individual MLPs are publicly traded partnerships that have unique risks related to their structure. These include, but are not limited to, their reliance on the capital markets to fund growth, adverse ruling on the current tax treatment of distributions (typically mostly tax deferred), and commodity volume risk. The potential tax benefits from investing in MLPs depend on their being treated as partnerships for federal income tax purposes and, if the MLP is deemed to be a corporation, then its income would be subject to federal taxation at the entity level, reducing the amount of cash available for distribution to the fund which could result in a reduction of the fund's value. MLPs carry interest rate risk and may underperform in a rising interest rate environment. MLP funds accrue deferred income taxes for future tax liabilities associated with the portion of MLP distributions considered to be a tax-deferred return of capital and for any net operating gains as well as capital appreciation of its investments; this deferred tax liability is reflected in the daily NAV, and, as a result, the MLP fund's after-tax performance could differ significantly from the underlying assets even if the pre-tax performance is closely tracked.

**Investing in commodities** entails significant risks. Commodity prices may be affected by a variety of factors at any time, including but not limited to, (i) changes in supply and demand relationships, (ii) governmental programs and policies, (iii) national and international political and economic events, war and terrorist events, (iv) changes in interest and exchange rates, (v) trading activities in commodities and related contracts, (vi) pestilence, technological change and weather, and (vii) the price volatility of a commodity. In addition, the commodities markets are subject to temporary distortions or other disruptions due to various factors, including lack of liquidity, participation of speculators and government intervention. **Physical precious metals** are non-regulated products. Precious metals are speculative investments, which may experience short-term and long term price volatility. The value of precious metals investments may fluctuate and may appreciate or decline, depending on market conditions. Unlike bonds and stocks, precious metals do not make interest or dividend payments. Therefore, precious metals may not be appropriate for investors who require current income. Precious metals are commodities that should be safely stored, which may impose additional costs on the investor.

**REITs** investing risks are similar to those associated with direct investments in real estate: property value fluctuations, lack of liquidity, limited diversification and sensitivity to economic factors such as interest rate changes and market recessions. Risks of **private real estate** include: illiquidity; a long-term investment horizon with a limited or nonexistent secondary market; lack of transparency; volatility (risk of loss); and leverage. Principal is returned on a monthly basis over the life of a **mortgage-backed security**. Principal prepayment can significantly affect the monthly income stream and the maturity of any type of MBS, including standard MBS, CMOs and Lottery Bonds. **Asset-backed securities** generally decrease in value as a result of interest rate increases, but may benefit less than other fixed-income securities from declining interest rates, principally because of prepayments.

**Yields** are subject to change with economic conditions. Yield is only one factor that should be considered when making an investment decision. **Credit ratings** are subject to change. **Duration**, the most commonly used measure of bond risk, quantifies the effect of changes in interest rates on the price of a bond or bond portfolio. The longer the duration, the more sensitive the bond or portfolio would be to changes in interest rates. The majority of \$25 and \$1000 par **preferred securities** are "callable" meaning that the issuer may retire the securities at specific prices and dates prior to maturity. Interest/dividend payments on certain preferred issues may be deferred by the issuer for periods of up to 5 to 10 years, depending on the particular issue. The investor would still have income tax liability even though payments would not have been received. Price quoted is per \$25 or \$1,000 share, unless otherwise specified. Current yield is calculated by multiplying the coupon by par value divided by the market price. The initial interest rate on a **floating-rate security** may be lower than that of a fixed-rate security of the same maturity because investors expect to receive additional income due to future increases in the floating security's underlying reference rate. The reference rate could be an index or an interest rate. However, there can be no assurance that the reference rate will increase. Some floating-rate securities may be subject to call risk. The market value of **convertible bonds** and the underlying common stock(s) will fluctuate and after purchase may be worth more or less than original cost. If sold prior to maturity, investors may receive more or less than their original purchase price or maturity value, depending on market conditions. Callable bonds may be redeemed by the issuer prior to maturity. Additional call features may exist that could affect yield. Some \$25 or \$1000 par **preferred securities** are QDI (Qualified Dividend Income) eligible. Information on QDI eligibility is obtained from third party sources. The dividend income on QDI eligible preferreds qualifies for a reduced tax rate. Many traditional 'dividend paying' perpetual preferred securities (traditional preferreds with no maturity date) are QDI eligible. In order to qualify for the preferential tax treatment all qualifying preferred securities must be held by investors for a minimum period – 91 days during a 180 day window period, beginning 90 days before the ex-dividend date.

Companies paying **dividends** can reduce or cut payouts at any time.



**Nondiversification:** For a portfolio that holds a concentrated or limited number of securities, a decline in the value of these investments would cause the portfolio's overall value to decline to a greater degree than a less concentrated portfolio. The **indices selected by Morgan Stanley Wealth Management** to measure performance are representative of broad asset classes. Morgan Stanley Wealth Management retains the right to change representative indices at any time. Because of their narrow focus, **sector investments** tend to be more volatile than investments that diversify across many sectors and companies.

**Growth investing** does not guarantee a profit or eliminate risk. The stocks of these companies can have relatively high valuations. Because of these high valuations, an investment in a growth stock can be more risky than an investment in a company with more modest growth expectations. **Value investing** does not guarantee a profit or eliminate risk. Not all companies whose stocks are considered to be value stocks are able to turn their business around or successfully employ corrective strategies which would result in stock prices that do not rise as initially expected.

Any type of **continuous or periodic investment plan** does not assure a profit and does not protect against loss in declining markets. Since such a plan involves continuous investment in securities regardless of fluctuating price levels of such securities, the investor should consider his financial ability to continue his purchases through periods of low price levels.

This material is disseminated in the United States of America by Morgan Stanley Smith Barney LLC. Morgan Stanley Wealth Management is not acting as a municipal advisor to any municipal entity or obligated person within the meaning of Section 15B of the Securities Exchange Act (the "Municipal Advisor Rule") and the opinions or views contained herein are not intended to be, and do not constitute, advice within the meaning of the Municipal Advisor Rule. This material, or any portion thereof, may not be reprinted, sold or redistributed without the written consent of Morgan Stanley Smith Barney LLC. © 2022 Morgan Stanley Smith Barney LLC. Member SIPC.

**SMA/WRAP Fee:** Overlay Managers or Executing Sub-Managers ("managers") in some of Morgan Stanley's Separately Managed Account ("SMA") programs may affect transactions through broker-dealers other than Morgan Stanley or our affiliates. If your manager trades with another firm, you may be assessed costs by the other firm in addition to Morgan Stanley's fees. Those costs will be included in the net price of the security, not separately reported on trade confirmations or account statements. Certain managers have historically directed most, if not all, of their trades to outside firms. Information provided by managers concerning trade execution away from Morgan Stanley is summarized at: [www.morganstanley.com/wealth/investmentsolutions/pdfs/adv/sotresponse.pdf](http://www.morganstanley.com/wealth/investmentsolutions/pdfs/adv/sotresponse.pdf). For more information on trading and costs, please refer to the ADV Brochure for your program(s), available at [www.morganstanley.com/ADV](http://www.morganstanley.com/ADV), or contact your Financial Advisor/Private Wealth Advisor.

©2022 Morgan Stanley Smith Barney LLC. Member SIPC.

## GENERAL DEFINITIONS

**Dollar-Weighted Return (Internal Rate of Return):** A return calculation that measures the actual performance of a portfolio over the reporting period. Since dollar weighted returns include the impact of client contributions and withdrawals, they should not be compared to market indices or used to evaluate the performance of a manager, but can be used to evaluate progress toward investment goals.

**Investment Earnings:** A combination of the income received and total portfolio value increase or decrease, excluding net contributions and withdrawals, over the reporting period.

**Net Contributions/Withdrawals:** The net value of cash and securities contributed to or withdrawn from the account(s) during the reporting period. Net contributions and withdrawals may include advisory fees for advisory accounts.

**Net Invested Capital:** A combination of the total portfolio value and the net contributions/withdrawals over the reporting period.

**Net of Fees:** Performance results depicted as "net" of fees shall mean that any wrap fee, investment management fees, trade commissions, and/or other account fees have been deducted. Any other fees or expenses associated with the account, such as third party custodian fees, may not have been deducted. Please see the Morgan Stanley Smith Barney LLC Form ADV Part 2 Brochure for advisory accounts and/or any applicable brokerage account trade confirmation statements for a full disclosure of the applicable charges, fees and expenses. Your Financial Advisor will provide those documents to you upon request.

**Performance ineligible assets:** Performance returns are not calculated for certain assets because accurate valuations and transactions for these assets are not processed or maintained by Morgan Stanley Smith Barney LLC. Common examples include life insurance and annuities as well as Manually Added and External accounts, assets and liabilities.

**Time-Weighted Return:** A return calculation that measures the investment performance of a portfolio over the reporting period. Time weighted returns do not include the impact of client contributions and withdrawals and therefore, may not reflect the actual rate of return the client received. Time weighted returns isolate investment actions and can be compared to benchmarks and used to evaluate the performance of a manager.

**Total Value:** "Total Value" represents the Market Value of the portfolio or Asset Class referenced and includes the accrual of interest and dividends. Total Value in the Asset Allocation view prior to January 2014 does not reflect the accrual of interest and dividends. Total Value for Morgan Stanley & Co. and External accounts also does not include accrued interest and dividends.

**BENCHMARK DEFINITIONS**

**Custom Account Index:** The Custom Account Index is an investment benchmark based on your historical target allocations and/or manager selection that you may use to evaluate the performance of your account. The Custom Account index does take into consideration certain changes that may have occurred in your portfolio since the inception of your account, i.e., asset class and/or manager changes. However, in some circumstances, it may not be an appropriate benchmark for use with your specific account composition. For detailed report of the historical composition of this blend please contact your Financial Advisor.

**Custom Account Index:** 760XXX745 Custom Account Index. The current allocation began as of 09/30/2020, and is comprised of 5.00% MSCI EAFE Net, 10.80% Barclays Aggregate, 2.00% MSCI EM Net, 3.00% HFRX ED Merger Arbitrage, 2.00% ML Pref Stock Fixed Rate- POP1, 3.00% Russell Midcap Growth, 22.00% Russell 1000 Value, 2.00% Russell 2000 Gr, 16.20% BC Credit TR, 5.00% MSCI ACWI Ex USA NR USD, 5.00% HFRX EH Equity Market Neutral, 1.00% FTSE Treasury Bill 3 Month, 18.00% Russell 1000 Gr, 5.00% Russell 2500 VL.

**Balanced World 60/30/10:** The current allocation began as of 05/31/1994, and is comprised of 30.00% Barclays Aggregate, 60.00% MSCI AC World IMI Net, 10.00% FTSE Treasury Bill 3 Month. The historical constituents and allocations for this benchmark will be provided by your Financial Advisor to you upon request.

**50R3000Gr 50MLConv:** The current allocation is comprised of 50.00% Russell 3000 Gr, 50.00% ML All Conv Ex 144a - MLVXoN.

**FTSE Treasury Bill 3 Month:** Equal dollar amounts of three-month Treasury bills are purchased at the beginning of each of three consecutive months. As each bill matures, all proceeds are rolled over or reinvested in a new three-month bill. The income used to calculate the monthly return is derived by subtracting the original amount invested from the maturity value. The yield curve average is the basis for calculating the return on the index. The index is rebalanced monthly by market capitalization. The 90-Day Treasury Bill is a short-term obligation issued by the United States government. T-bills are purchased at a discount to the full face value, and the investor receives the full value when they mature. The difference of discount is the interest earned. T-bills are issued in denominations of \$10,000 auction and \$1,000 increments thereafter.

**ML All Conv Ex 144a - MLVXoN:** Sold into the U.S. market and publicly traded in the U.S. Convertible into U.S. dollar denominated common stock, ADR's or cash equivalent. Not a synthetic (defined as an exchangeable or equity-linked security issued by a broker-dealer with proceeds going directly to the broker-dealer). SEC registered.

**HFRX ED Merger Arbitrage:** Merger Arbitrage, also known as risk arbitrage, involves investing in securities of companies that are the subject of some form of extraordinary corporate transaction, including acquisition or merger proposals, exchange offers, cash tender offers and leveraged buy-outs. These transactions will generally involve the exchange of securities for cash, other securities or a combination of cash and other securities. Typically, a manager purchases the stock of a company being acquired or merging with another company, and sells short the stock of the acquiring company. A manager engaged in merger arbitrage transactions will derive profit (or loss) by realizing the price differential between the price of the securities purchased and the value ultimately realized when the deal is consummated. The success of this strategy usually is dependent upon the proposed merger, tender offer or exchange offer being consummated. When a tender or exchange offer or a proposal for a merger is publicly announced, the offer price or the value of the securities of the acquiring company to be received is typically greater than the current market price of the securities of the target company. Normally, the stock of an acquisition target appreciates while the acquiring company's stock decreases in value. If a manager determines that it is probable that the transaction will be consummated, it may purchase shares of the target company and in most instances, sell short the stock of the acquiring company. Managers may employ the use of equity options as a low-risk alternative to the outright purchase or sale of common stock. Many managers will hedge against market risk by purchasing S&P put options or put option spreads.

**HFRX EH Equity Market Neutral:** Equity Market Neutral strategies strive to generate consistent returns in both up and down markets by selecting positions with a total net exposure of zero. Trading managers will hold a large number of long equity positions and an equal, or close to equal, dollar amount of offsetting short positions for a total net exposure close to zero. A zero net exposure is referred to as "dollar neutrality" and is a common characteristic of all equity market neutral managers. By taking long and short positions in equal amounts, the equity market neutral manager seeks to neutralize the effect that a systematic change will have on values of the stock market as a whole. Some, but not all, equity market neutral managers will extend the concept of neutrality to risk factors or characteristics such as beta, industry, sector, investment style and market capitalization. In all equity market neutral portfolios, stocks expected to outperform the market are held long, and stocks expected to underperform the market are sold short. Returns are derived from the long/short spread, or the amount by which long positions outperform short positions.

**MSCI EAFE Net:** The MSCI EAFE Index -Europe, Australasia, Far East - is a free float-adjusted market capitalization index that is designed to measure the equity market performance of developed markets, excluding the US and Canada. The MSCI EAFE Index consists of the following 21 developed market country indexes: Australia, Austria, Belgium, Denmark, Finland, France, Germany, Hong Kong, Ireland, Israel, Italy, Japan, the Netherlands, New Zealand, Norway, Portugal, Singapore, Spain, Sweden, Switzerland, and the United Kingdom (as of June 2014). Net total return indices reinvest dividends after the deduction of withholding taxes, using (for international indices) a tax rate applicable to non-resident institutional investors who do not benefit from double taxation treaties.

**ML Pref Stock Fixed Rate- POP1:** The Merrill Lynch Fixed Rate Preferred Securities Index tracks the performance of fixed rate US dollar denominated preferred securities issued in the US domestic market. Qualifying securities must be rated investment grade (based on an average of Moodys, S&P and Fitch) and must have an investment grade rated country of risk (based on an average of Moodys,



## General Endowment Funds 760-XXX745 - Select UMA

Prepared on April 22, 2022 | Reporting Currency: USD

S&P and Fitch foreign currency long term sovereign debt ratings). In addition, qualifying securities must be issued as public securities or through a 144a filing, must be issued in \$25, \$50, or \$100 par/liquidation preference increments, must have a fixed coupon or dividend schedule and must have a minimum amount outstanding of \$100 million. Fixed-to-floating rate securities qualify for inclusion in the Index provided they are callable prior to the floating rate period and are at least one year from the start of the floating rate period. The Index includes preference shares (perpetual preferred securities), American Depositary Shares/Receipts (ADS/R), domestic and Yankee trust preferred securities having a minimum remaining term of at least one year, both DRD-eligible and non-DRD eligible preferred stock and senior debt. Auction market securities, convertibles, floaters, purchase units, purchase contracts, corporate pay-in-kind securities, securities issued by closed-end funds and derivative instruments such as repackaged securities and credit default swaps are excluded from the Index.

**MSCI ACWI Ex USA NR USD:** The MSCI ACWI Index is a free float-adjusted market capitalization weighted index that is designed to measure the equity market performance of developed and emerging markets. The MSCI ACWI consists of 46 country indexes comprising 23 developed and 23 emerging market country indexes. The developed market country indexes included are: Australia, Austria, Belgium, Canada, Denmark, Finland, France, Germany, Hong Kong, Ireland, Israel, Italy, Japan, Netherlands, New Zealand, Norway, Portugal, Singapore, Spain, Sweden, Switzerland, the United Kingdom and the United States. The emerging market country indexes included are: Brazil, Chile, China, Colombia, Czech Republic, Egypt, Greece, Hungary, India, Indonesia, Korea, Malaysia, Mexico, Peru, Philippines, Poland, Qatar, Russia, South Africa, Taiwan, Thailand, Turkey, and United Arab Emirates (as of June 2014). This index is excluding the United States. Performance is showing net withholding tax. Net total return indices reinvest dividends after the deduction of withholding taxes, using (for international indices) a tax rate applicable to non-resident institutional investors who do not benefit from double taxation treaties.

**Russell 3000 Gr:** The Russell 3000 Growth Index is representative of those Russell 3000 Index companies with higher price-to-book ratios and higher forecasted growth values. The stocks in this index are also members of either the Russell 1000 Growth Index or the Russell 2000 Growth Index.

**BC Credit TR:** The Barclays US Credit Index measures the investment grade, US dollar-denominated, fixed-rate, taxable corporate and government related bond markets. It is composed of the US Corporate Index and a non-corporate component that includes foreign agencies, sovereigns, supernationals, and local authorities. The US Credit Index is the same as the former US Corporate Investment Grade Index which has been renamed as the US Credit Index. The name change is effective as of 6/1/00 for statistics and as of 7/1/00 for returns.

**Russell 2000 Gr:** The Russell 2000 Growth Index is representative of the U.S. market for smaller capitalization stocks containing those companies in the Russell 2000 Index with higher price-to-book ratios and higher forecasted growth.

**Russell 2500 VL:** The Russell 2500 Value Index is representative of the U.S. market for smaller to medium capitalization stocks containing those companies in the Russell 2500 Index with lower price-to-book ratios and lower forecasted growth.

**MSCI AC World IMI Net:** The MSCI AC World IMI NT tracks the total return performance of the Investable Markets in the MS All Country World Index. The index is made up of 22 developed and 23 emerging markets as of 1/1/2015. This subset is calculated on a net dividend basis.

**Russell 3000:** The Russell 3000 Index measures the performance of the 3,000 largest U.S. companies based on total market capitalization, which represents approximately 98% of the investable U.S. equity market.

**S&P LSTA US Lev Loan 100:** The S&P/LSTA US Leveraged Loan 100 Index is designed to reflect the largest facilities in the leveraged loan market. It mirrors the market-weighted performance of the largest institutional leveraged loans based upon market weightings, spreads, and interest payments. The index consists of 100 loan facilities drawn from a larger benchmark, the S&P/LSTA (Loan Syndications and Trading Association) Leveraged Loan Index.

**BC Universal:** The BC U.S. Universal is a combination of indices. It includes the following indices: BC Aggregate; Corporate High Yield; Eurodollar (Ex-Aggregate); Emerging Markets (Ex-Aggregate/Eurodollar); 144A (Ex-Aggregate), and Commercial Mortgage Backed Securities (CMBS). Each asset class is subject to minimum outstanding size threshold. These thresholds usually increase with the expansion of average issue size. All securities must be dominated in U.S. dollars. All issues must be fixed rate, with the exception of certain emerging-market debt bearing a floating-rate coupon. All securities and certificates must have a remaining maturity of at least one year. There are no rating constraints. Municipal debt, private placements, and non-dollar-denominated issues are excluded.

**JPM EMBI Global:** The JPMorgan Emerging Markets Bond Index Global tracks the total returns for traded external debt instruments in the emerging markets, and is an expanded version of the JPMorgan EMBI+. As with the EMBI+, EMBI Global includes US dollar-denominated Brady bonds, loans, and Eurobonds with an outstanding face value of at least \$500 million. It covers more of the eligible instruments than the EMBI+ by relaxing somewhat the strict EMBI+ limits on secondary market trading liquidity.

**HFRI ED Merger Arbitrage:** Merger (risk) arbitrage, sometimes called risk arbitrage, involves investment in event-driven situations such as leveraged buy-outs, mergers and hostile takeovers. Normally, the stock of an acquisition target appreciates while the acquiring company's stock decreases in value. These strategies generate returns by purchasing stock of the company being acquired, and in some instances, selling short the stock of the acquiring company. Managers may employ the use of equity options as a low-risk alternative to the outright purchase or sale of common stock. Most merger arbitrage funds hedge against market risk by purchasing S&P put options or put option spreads. Returns for HFRI Indices are to be considered estimated returns for the previous stated quarter as HFRI may

## General Endowment Funds 760-XXX745 - Select UMA

Prepared on April 22, 2022 | Reporting Currency: USD

revise Index data from time to time, as necessary. Generally Final Index returns are made available by HFRI 4 months after a particular month end. Please contact your Financial Advisor for more information.

**HFRX Equity Hedge:** Equity Hedge, also known as long/short equity, combines core long holdings of equities with short sales of stock or stock index options. Equity hedge portfolios may be anywhere from net long to net short depending on market conditions. Equity hedge managers generally increase net long exposure in bull markets and decrease net long exposure or even are net short in a bear market. Generally, the short exposure is intended to generate an ongoing positive return in addition to acting as a hedge against a general stock market decline. Stock index put options are also often used as a hedge against market risk. Profits are made when long positions appreciate and stocks sold short depreciate. Conversely, losses are incurred when long positions depreciate and/or the value of stocks sold short appreciates. Equity hedge managers' source of return is similar to that of traditional stock pickers on the upside, but they use short selling and hedging to attempt to outperform the market on the downside.

**HFRX Event Driven:** Event Driven investment strategies or "corporate life cycle investing" involves investments in opportunities created by significant transactional events, such as spin-offs, mergers and acquisitions, industry consolidations, liquidations, reorganizations, bankruptcies, recapitalizations and share buybacks and other extraordinary corporate transactions. Event driven trading involves attempting to predict the outcome of a particular transaction as well as the optimal time at which to commit capital to it. The uncertainty about the outcome of these events creates investment opportunities for managers who can correctly anticipate their outcomes. As such, event driven trading embraces merger arbitrage, distressed securities, value-with-a-catalyst, and special situations investing. Some event driven trading managers will utilize a core strategy and others will opportunistically make investments across the different types of events. Dedicated merger arbitrage and distressed securities managers are not included in the event driven index. Instruments include long and short common and preferred stocks, as well as debt securities, warrants, stubs, and options. Trading managers may also utilize derivatives such as index put options or put option spreads, to leverage returns and to hedge out interest rate and/or market risk. The success or failure of this type of strategy usually depends on whether the trading manager accurately predicts the outcome and timing of the transactional event. Event driven trading managers do not rely on market direction for results; however, major market declines, which would cause transactions to be repriced or break, may have a negative impact on the strategy.

**BC Gov/Cr 5-10 Yr:** The Government/Credit Index includes securities in the Government and Credit Indices. The Government Index includes treasuries (i.e., public obligations of the U.S. Treasury that have remaining maturities of more than one year) and agencies (i.e., publicly issued debt of U.S. Government agencies, quasi-federal corporations, and corporate or foreign debt guaranteed by the U.S. Government). The Credit Index includes publicly issued U.S. corporate and foreign debentures and secured notes that meet specified maturity, liquidity, and quality requirements. This index contains those issues due to mature within 5-10 Yrs out of the U.S. Government/Credit index.

**BC Gov/Cr 1-3 Yr:** The Barclays 1-3 Year Government/Credit Bond Index contains bonds that are investment grade with maturities between one and three years.

**ML All US Convert Bond - VXAo:** Merrill Lynch All Convertibles: Sold into the U.S. market and publicly traded in the U.S. Convertible into U.S. dollar denominated common stock, ADR's or cash equivalent. Not a synthetic (defined as an exchangeable or equity-linked security issued by a broker-dealer with proceeds going directly to the broker-dealer).

**BC Credit Pr:** The Barclays US Credit Index measures the investment grade, US dollar-denominated, fixed-rate, taxable corporate and government related bond markets. It is composed of the US Corporate Index and a non-corporate component that includes foreign agencies, sovereigns, supnationals, and local authorities.

**MSCI EM Net:** The MSCI Emerging Markets Index is a free float-adjusted market capitalization index that is designed to measure equity market performance of emerging markets. The MSCI Emerging Markets Index consists of the following 23 emerging market country indexes: Brazil, Chile, China, Colombia, Czech Republic, Egypt, Greece, Hungary, India, Indonesia, Korea, Malaysia, Mexico, Peru, Philippines, Poland, Qatar, Russia, South Africa, Taiwan, Thailand, Turkey, and United Arab Emirates (as of June 2014). Net total return indices reinvest dividends after the deduction of withholding taxes, using (for international indices) a tax rate applicable to non-resident institutional investors who do not benefit from double taxation treaties.

**S&P 500 Total Return:** The S&P 500 has been widely regarded as the best single gauge of the large cap U.S. equities market since the index was first published in 1957. The index has over \$5.58 trillion benchmarked, with index assets comprising approximately \$1.31 trillion of this total. The index includes 500 leading companies in leading industries of the U.S. economy, capturing 75% coverage of U.S. equities. This index includes dividend reinvestment.

**90-Day T-Bills:** Equal dollar amounts of three-month Treasury bills are purchased at the beginning of each of three consecutive months. As each bill matures, all proceeds are rolled over or reinvested in a new three-month bill. The income used to calculate the monthly return is derived by subtracting the original amount invested from the maturity value. The yield curve average is the basis for calculating the return on the index. The index is rebalanced monthly by market capitalization. The 90-Day Treasury Bill is a short-term obligation issued by the United States government. T-bills are purchased at a discount to the full face value, and the investor receives the full value when they mature. The difference of discount is the interest earned. T-bills are issued in denominations of \$10,000 auction and \$1,000 increments thereafter.

**S&P NAM Natural Resources Sector:** The S&P North American Natural Resources Sector index includes companies classified under the Energy and Materials Sectors excluding Chemicals Industry from the Materials Sector, and Steel Sub-Industry from the Materials Sector. The S&P North American Natural Resources Sector Index name changed from Goldman Sachs March 31, 2008. Source: S&P

**Russell Midcap:** The Russell Midcap Index is representative of the U.S. market for medium capitalization stocks containing approximately 800 of the smallest companies in the Russell 1000 Index,

---

General Endowment Funds 760-XXX745 - Select UMA

---

Prepared on April 22, 2022 | Reporting Currency: USD

---

representing approximately 25% of the total market capitalization of the Russell 1000 Index.

**Russell Midcap Growth:** The Russell Mid Cap Growth Index contains Russell Midcap companies with higher price-to-book ratios and higher forecasted growth values. The stocks are also members of the Russell 1000 Growth Index.

**Russell 1000 Gr:** The Russell 1000 Growth Index is representative of the U.S. market for large capitalization stocks containing those companies in the Russell 1000 Index with higher price-to-book ratios and higher forecasted growth.

**Russell 1000 Value:** The Russell 1000 Value Index is representative of the U.S. market for large capitalization stocks containing those companies in the Russell 1000 Index with lower price-to-book ratios and lower forecasted growth.

**FTSE NAREIT All Equity REITS:** The FTSE NAREIT US Real Estate Index consists of equity REITs (Real Estate Investment Trusts), defined generally as REITs with 75% or greater of their gross invested book assets invested directly or indirectly in the equity ownership of real estate.

**Barclays Aggregate:** The Barclays US Aggregate Bond Index is a broad-based flagship benchmark that measures the investment grade, US dollar-denominated, fixed-rate taxable bond market. The index includes Treasuries, government-related and corporate securities, MBS (agency fixed-rate and hybrid ARM pass-throughs), ABS and CMBS (agency and non-agency).

## Recommended Portfolio Adjustments

Asset Class	Investment Policy	Current	Recommended
Large Cap Growth	20%	18%	15%
Large Cap Value	20%	22%	19%
Small/Mid Cap Growth	5%	5%	5%
Small/Mid Cap Value	5%	5%	5%
International	10%	12%	10%
Fixed Income	35%	30%	34%
Alternatives	5%	8%	12%

*Lower the portfolio exposure to equities by 8%*

*Add 4% position in convertible bonds*

*Add 4% position in Private Credit*

*Substitute Harding Loevner International in place of Invesco International*