

MICHIGAN HIGH SCHOOL ATHLETIC ASSOCIATION, INC.

AUDIT AND FINANCE COMMITTEE MEETING

East Lansing, April 23, 2019

Members Present:

Scott Grimes, Grand Haven
Vic Michaels, Detroit
Karen Leinaar, Bear Lake
Steve Newkirk, Clare

Staff Members Present:

Andy Frushour
Peggy Montpas
Tom Rashid
Mark Uyl (Recorder)

2018-19 Year-To-Date – The Audit and Finance Committee reviewed and discussed financial reports to date for fiscal year 2018-19 through March 31, 2019, which showed performance tracking slightly ahead of budget projections for 2018-19 and significantly better than actuals for 2017-18. The significant budget improvements in 2018-19 can be attributed to better tournament attendance and revenue from the increase in District and Regional ticket prices, an improved financial plan for Individual Wrestling Finals at Ford Field and improved staff stability and solid performance in the area of corporate sponsorships and sales. Two areas of ongoing focus continue to be growing revenue in all tournament sports while working to control and manage costs and expenses at all Final venues.

The committee was provided updates of revenue received and expenses incurred during April; and based on this information, the executive director projected that for 2018-19 there would be additions in cash of approximately \$215,000.

2019-20 Proposed Budget – The Audit and Finance Committee approved for presentation to the Representative Council on May 5 the complete budget of revenues, operational expenses and capital expenses for 2019-20. The proposed 2019-20 budget includes an increase in ticket fees at the two most expensive Final venues, Ford Field and MSU's Breslin Center. The proposed increases include a \$5 increase in the price of Football Final tickets that would be the first such increase since 2006. A \$2 increase was also proposed for individual session tickets at both Individual Wrestling at Ford Field and Boys Basketball Semifinals and Finals at the Breslin Center. The proposed 2019-20 budget also includes an increase in registration charges for officials along with an increase in both tournament officiating game fees and mileage compensation as approved by the Representative Council in March.