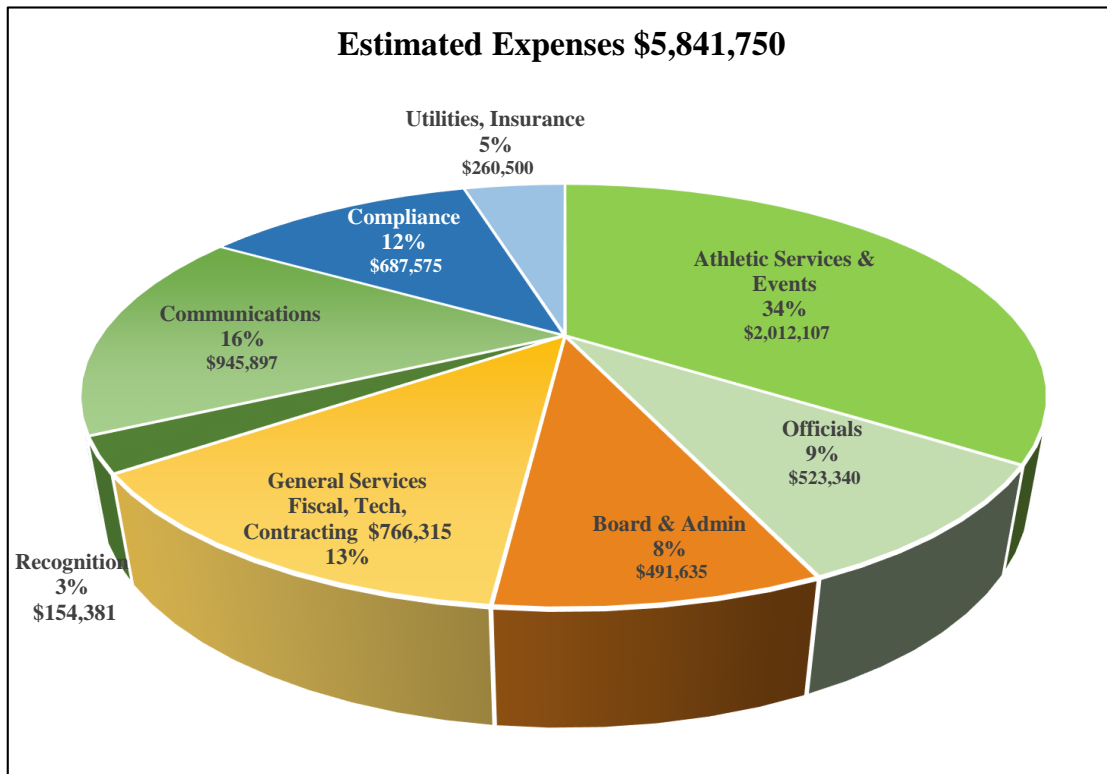
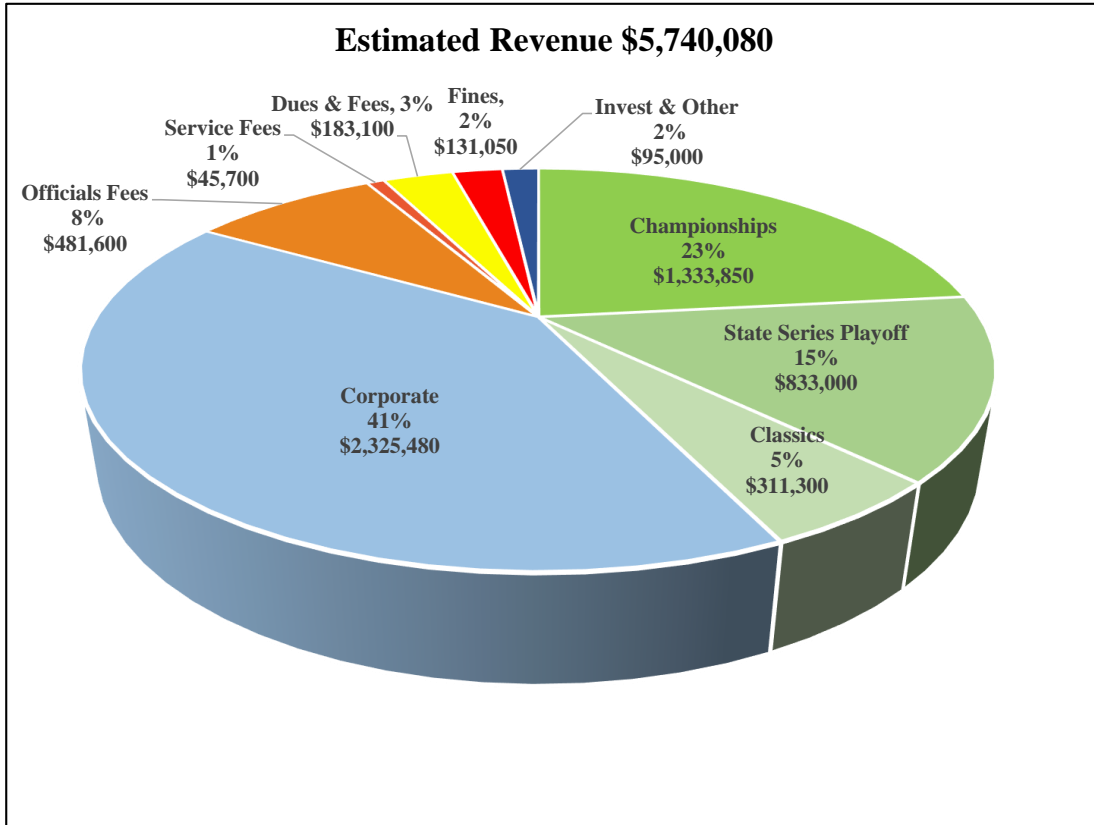




# 2018-19 Fiscal Year Budget

September 2018

## Florida High School Athletic Association, Inc. 2018-19 Fiscal Year Budget



# **Florida High School Athletic Association, Inc**

## **2017-18 Final Budget versus Prior Year Budget**

### **Major Items Impacting Budget**

Continued emphasis is placed on seeking corporate funding and maximizing State Finals event revenue in order to reduce fees to our member schools.

#### **\$101,678 per year reduced general fees & fines for member schools**

- **Penalties and Fines** were at a thirteen year low in 2016-17. During 2017-18, fines increased to a total of \$167,212 following membership's requests to fully enforce penalties for major eligibility and sportsmanship violations. The 2018-19 budget of \$131,050 estimates a **decrease of \$36,162** over the prior year. Fines are projected to provide less than 2% of total revenue for the year and are used for scholarships, sportsmanship awards and Hall of Fame recognition.
- **Sanction fees** for preseason classics and tournaments have been decreased by Board Policy. Fines for late submittal of sanction approval have been significantly decreased. Classics fees are projected to cost schools **\$14,700 less** in 2018-19.
- **Legal fees** portion of dues charged to member schools have **decreased by \$35,816**.
- **Compliance seminar fees** charged to member schools have **decreased by \$15,000** due to providing compliance credit at FIAAA conference at no cost to member schools.

#### **Providing opportunities to student-athletes**

- \$53,000 will be awarded in college scholarships to students this year, recognizing excellence in academics and athletics. This is an increase of \$3,000 over prior year including a new Roger Dearing Spirit of Sport and Heart of the Arts scholarships.
- New student leadership seminar was added to the budget at a cost of \$11,600.

#### **Continued growth in corporate revenue**

- Corporate sponsors, including televised events remain steady and provide over \$2.3 million per year, or 41% of annual resources. \$39,822 increase is anticipated in 2018-19, which includes a new Officials wear merchandizing contract.

#### **Officials Registration Program**

- Officials registration fees have increased \$2, and the number of multiple sport officials has increased in the past year, combining for a \$40,200 increase in projected fees. This will help offset increasing costs of software, books and staff support.

#### **Balancing new initiatives and rising costs with cost saving ideas and efficiency**

- New initiatives for student leadership and scholarships will cost \$14,600
- Rising costs in the areas of property insurance, group health insurance, new venue contracts and cost of living combine for an \$82,000 increase in budget.
- A reduction in the areas of legal fees, team payouts, banking and trophies combined with increased revenue projections will help offset rising costs in the budget.

**Florida High School Athletic Association, Inc**  
**2018-19 Final Budget - for adoption September 24, 2018**  
**Summary of Major Changes to the Tentative Budget**

**Revenue:**

Tentative Budget	\$ 5,695,680.00	
Final Budget	\$ 5,740,080.00	
Difference	\$ 44,400.00	
State Finals increased to reflect prior yr & new contracts (Track)		\$ 38,000.00
Sponsorships increased to include Champion		\$ 25,000.00
Penalties/Fines increased to reflect prior yr trend		\$ 15,000.00
Corporate Event 3rd Party contracts adjusted to reflect prior yr		\$ 4,400.00
State Series Spring Sports playoffs adjusted to reflect prior yr		\$ 4,000.00
Sales (swimming heat sheets) adjusted to reflect prior yr		\$ 2,800.00
General fees decreased to reflect prior yr		\$ (8,800.00)
Royalties decreased to reflect prior yr		\$ (16,000.00)
Classics revenue decreased to reflect prior yr		\$ (20,000.00)
		\$ 44,400.00

**Expenses:**

Tentative Budget	\$ 5,841,650.00	
Final Budget	\$ 5,841,750.00	
Difference	\$ 100.00	
Increased Track Finals expenses - to match prior year		\$ 37,000.00
Property & Casualty insurance rate increase		\$ 8,000.00
Committees, trophies, supplies, travel, officiating, printing net change		\$ 7,100.00
Dearing scholarships (Spirit of Sport & Heart of the Arts)		\$ 3,000.00
Team payouts & loss reimbursements to match prior year		\$ (7,000.00)
Banking fees decreased in officials program to reflect prior yr		\$ (8,000.00)
Legal decreased to reflect prior yr		\$ (40,000.00)
		\$ 100.00

**Impact on Fund Balance**

<b>Board Policy requires Fund Balance to be within 75% - 150% range</b>			
	<u>Tentative</u>	<u>Final</u>	<u>Difference</u>
July 1, 2018 Fund Balance	\$ 5,550,000.00	\$ 5,752,968.00	\$ 202,968.00
Estimated Revenue	\$ 5,695,680.00	\$ 5,740,080.00	\$ 44,400.00
Estimated Expense	\$ (5,841,650.00)	\$ (5,841,750.00)	\$ (100.00)
Est. June 30, 2019 Balance	\$ 5,404,030.00	\$ 5,651,298.00	\$ 247,268.00
2019 Fund Balance as % of Rev	94.9%	98.5%	3.6%

**Florida High School Athletic Association, Inc.**  
**2018-19 Final Budget vs Tentative**  
**By Function Code**

**01 - General Operations**

	<b>Tentative Budget</b>	<b>Final Budget</b>	<b>Change</b>	<b>Reasons for Change</b>
<b>Revenues</b>				
General Athletics	1,401,200.00	1,376,400.00	(24,800.00)	Classics; Playoffs prior yr trend
Championships	1,068,050.00	1,108,850.00	40,800.00	Prior yr trend
Officials	483,600.00	483,600.00	0.00	
Recognition	4,900.00	4,900.00	0.00	
Sponsors/Marketing	2,307,130.00	2,320,530.00	13,400.00	Champion & Mrechandizing trend
Eligibility/Compliance	152,650.00	167,650.00	15,000.00	Fines trend
Other	<u>278,150.00</u>	<u>278,150.00</u>	<u>0.00</u>	
<b>Total Revenues</b>	<u><b>5,695,680.00</b></u>	<u><b>5,740,080.00</b></u>	<u><b>44,400.00</b></u>	
<b>Expenses</b>				
General Athletics	1,392,457.00	1,399,857.00	7,400.00	Loss reimbursements; Committees
Championships	679,800.00	714,700.00	34,900.00	Prior yr trend
Officials	428,890.00	420,890.00	(8,000.00)	Bank fees trend
General Admin	11,835.00	11,335.00	(500.00)	Coding correction
Board/Exec Dir	660,235.00	629,635.00	(30,600.00)	Legal costs trend
Info Services	224,473.00	224,473.00	0.00	
Recognition	155,881.00	154,381.00	(1,500.00)	Plaques/Award cost trend
Sponsors/Marketing	16,988.00	16,988.00	0.00	
Fiscal Services	490,619.00	492,319.00	1,700.00	Supplies prior yr trend
Communications	941,397.00	945,897.00	4,500.00	Supplies & Printing prior yr trend
Eligibility/Compliance	685,875.00	687,575.00	1,700.00	Supplies prior yr trend
Custodial/Operations	2,500.00	2,500.00	0.00	
Other	30,700.00	21,200.00	(9,500.00)	Supplies reclassified to other categories
Transfers	<u>120,000.00</u>	<u>120,000.00</u>	<u>0.00</u>	
<b>Total Expenses</b>	<u><b>5,841,650.00</b></u>	<u><b>5,841,750.00</b></u>	<u><b>100.00</b></u>	
<b>Net Income</b>	<u><b>(145,970.00)</b></u>	<u><b>(101,670.00)</b></u>	<u><b>44,300.00</b></u>	

**Florida High School Athletic Association, Inc.**  
**2018-19 Final Budget vs Tentative**  
**By Detail Code**

**01 - General Operations**

			<b>Tentative Budget</b>	<b>Final Budget</b>	<b>Change</b>	<b>Reasons for Change</b>
<b>REV</b>						
Classics/Jamborees/Bowls	4102	331,300.00	311,300.00	(20,000.00)		Prior yr trend
District Playoff	4103	149,800.00	155,800.00	6,000.00		Prior yr trend
Regional Qtr	4104	186,200.00	186,200.00	0.00		
Regional Semi	4105	211,000.00	209,000.00	(2,000.00)		Prior yr trend
Regional Final	4106	195,700.00	195,700.00	0.00		
State Semi	4107	86,300.00	86,300.00	0.00		
State Final	4108	1,068,050.00	1,106,050.00	38,000.00		Prior yr trend
State Series Pass	4109	225,000.00	225,000.00	0.00		
Education Fees	4110	7,900.00	5,900.00	(2,000.00)		Prior yr trend
Registration Fees	4111	511,600.00	511,600.00	0.00		
Direct Sponsor	4201	616,000.00	616,000.00	0.00		
Marketing Prog	4202	319,000.00	344,000.00	25,000.00		Champion sponsorship corrected
TV contracts	4203	615,000.00	615,000.00	0.00		
Radio Fees	4204	25,000.00	25,000.00	0.00		
Royalties	4205	406,850.00	390,850.00	(16,000.00)		Prior yr trend
Trademark Fees	4206	300.00	300.00	0.00		
Donations - restrict	4208	163,380.00	163,380.00	0.00		
3rd Party/Corporate Events	4210	158,600.00	163,000.00	4,400.00		Prior yr trend
Penalties/Fines	4310	116,050.00	131,050.00	15,000.00		Prior yr trend
Member Dues	4321	18,200.00	18,200.00	0.00		
FIAAA Dues	4322	19,900.00	19,900.00	0.00		
Legal Fees	4323	145,000.00	145,000.00	0.00		
General Fee	4324	8,600.00	1,800.00	(6,800.00)		Prior yr trend
Appeals Fees	4325	11,000.00	11,000.00	0.00		
Sales	4330	4,950.00	7,750.00	2,800.00		Prior yr trend
Interest Income	4340	<u>95,000.00</u>	<u>95,000.00</u>	<u>0.00</u>		
<b>Total REV</b>		<u>5,695,680.00</u>	<u>5,740,080.00</u>	<u>44,400.00</u>		
<b>EXP</b>						
Salaries	5100	2,142,507.00	2,142,507.00	0.00		
Interns	5110	12,100.00	12,100.00	0.00		
Auto Pay	5130	91,891.00	91,891.00	0.00		
Retirement	5210	313,660.00	313,660.00	0.00		
Social Security	5220	159,987.00	159,987.00	0.00		
Group Insurance	5230	337,875.00	337,875.00	0.00		
Worker Comp	5240	11,700.00	11,700.00	0.00		
Tuition	5260	6,000.00	6,000.00	0.00		
Paid Time Off	5270	64,000.00	64,000.00	0.00		
Professional Service	5310	212,350.00	212,350.00	0.00		
Legal	5311	200,000.00	160,000.00	(40,000.00)		Prior yr trend
Accounting	5312	21,000.00	21,000.00	0.00		
Investigative	5313	750.00	750.00	0.00		
Banking	5314	43,600.00	35,600.00	(8,000.00)		Prior yr trend
Lobbying	5315	245,000.00	245,000.00	0.00		
Other Prof Serv	5319	29,750.00	29,750.00	0.00		
Insurance & Bond Premiums	5320	267,500.00	275,500.00	8,000.00		increased liability premium
Travel	5330	142,550.00	149,450.00	6,900.00		Finals travel prior yr trend
Board	5341	30,000.00	30,000.00	0.00		

**Florida High School Athletic Association, Inc.**  
**2018-19 Final Budget vs Tentative**  
**By Detail Code**

**01 - General Operations**

		<b>Tentative Budget</b>	<b>Final Budget</b>	<b>Change</b>	<b>Reasons for Change</b>
Infraction Appeals	5342	750.00	750.00	0.00	
Sectional Appeals	5343	9,500.00	9,500.00	0.00	
Public Liaison	5344	2,000.00	2,000.00	0.00	
Rep Assembly	5345	15,500.00	15,500.00	0.00	
Officials Advisory	5346	4,500.00	4,500.00	0.00	
Sport Advisory	5347	28,200.00	29,800.00	1,600.00	AD Advisory prior yr trend
Other Committee	5348	17,100.00	17,100.00	0.00	
Repairs & Maintenance	5350	15,800.00	15,800.00	0.00	
Rentals/Leases	5360	16,300.00	48,000.00	31,700.00	Track facility (Finals)
Phone	5371	29,500.00	29,500.00	0.00	
Internet/Cable	5372	14,000.00	14,000.00	0.00	
Postage	5373	11,600.00	11,600.00	0.00	
Other Communications	5379	1,550.00	1,550.00	0.00	
Game Officiating	5391	103,650.00	102,450.00	(1,200.00)	Prior yr trend
Printing	5392	32,100.00	31,900.00	(200.00)	Prior yr trend
Court Reporter	5395	7,500.00	7,500.00	0.00	
Trainers/Evaluators	5396	14,000.00	14,000.00	0.00	
Other Purchased Service	5399	41,150.00	46,750.00	5,600.00	Track data management
Supplies	5510	94,330.00	96,630.00	2,300.00	Prior yr trend
Books/Manuals	5520	67,400.00	67,400.00	0.00	
Trophies/Awards	5540	113,050.00	109,850.00	(3,200.00)	Prior yr trend
Clothing/softgoods	5560	21,900.00	22,500.00	600.00	Prior yr trend
Food/Meals	5570	45,400.00	45,400.00	0.00	
Other Supplies	5590	94,000.00	94,000.00	0.00	
Equip - NonCap	5641	9,000.00	9,000.00	0.00	
Computers - Non-Cap	5643	4,700.00	4,700.00	0.00	
Computer Software	5690	6,000.00	6,000.00	0.00	
Scholarships	5710	50,000.00	53,000.00	3,000.00	Spirit of Sport/Heart of the Arts
Gifts & Donations	5715	7,400.00	7,400.00	0.00	
Dues/Fees/Taxes	5730	28,100.00	28,100.00	0.00	
Professional Development	5750	13,000.00	13,000.00	0.00	
Loss Reimbursements	5760	63,200.00	66,200.00	3,000.00	Prior yr trend
Team Payouts	5770	402,800.00	392,800.00	(10,000.00)	Prior yr trend
Miscellaneous Expense	5790	4,450.00	4,450.00	0.00	
To Capital Fund	5820	<u>120,000.00</u>	<u>120,000.00</u>	<u>0.00</u>	
Total EXP		<u>5,841,650.00</u>	<u>5,841,750.00</u>	<u>100.00</u>	
NET INCOME		<u>(145,970.00)</u>	<u>(101,670.00)</u>	<u>44,300.00</u>	

**Florida High School Athletic Association, Inc – Land Corporation**  
**2018-19 Final Budget**  
**Major Highlights and Changes from Prior Year**

**Major factors impacting budget:**

Revenues are derived from transfers from the FHSAA general fund. This fund does not assess dues to members nor does it have any revenue generating capacity other than reliance on the FHSAA general fund.

The purpose of the fund is to separate capital outlay expenses and building operations from the general operations of the FHSAA. All major building, vehicle and equipment purchases are recorded in this fund along with the building operation costs such as utilities, lawn maintenance and building insurance.

The budget plans for \$20,000 air conditioning replacement (original equipment 15 years old). There are no major construction or remodeling projects planned.

**Revenue Projection = \$120,000** – transfer from FHSAA, Inc. - same as prior year.

**Expenses = \$249,000**- \$18,500 more than prior year.

\$ 20,000	Air-conditioner replacement
\$ 11,400	Increase for replacing lap top and desk top computers
\$ 900	Increase in waste collection fees (18% higher since July 2017)
\$ 500	Increase for hired services (cleaning and alarm monitoring)
\$ 500	Increase for property association fees and fire protection fees
\$ 200	Increase in accounting tax preparation fees
\$ (15,000)	Eliminated vehicle replacement budget (purchased prior year)

**Impact on Fund Balance:**

Fund balances in the Land Corporation include the value of buildings and land owned by the Corporation. In addition, cash balances (unreserved balances) are maintained for the purpose of future building renovations, repairs, construction and other capital needs for the Association.

1. The value of buildings, land and capital equipment owned by the FHSAA are \$1,975,052 as of June 2018. This value will decrease to an estimated \$1,925,452 after fiscal year 2018-19 due to the net decrease in property value caused by adding new equipment value and deducting depreciation on the building.
2. Estimated cash balances, or unreserved balances are:

June 2018 Cash =	\$ 260,297
2018-19 Est Revenue	\$ 120,000
2018-19 Cash Expenses*	<u>\$ (148,000)</u>
Estimated July 2019 Cash Reserve =	\$ 232,297

\*\$101,000 of the expense budget is Depreciation, not a cash expense



**Florida High School Athletic Association Land Corporation, Inc.**  
**2017-18 Final Budget**  
**By Detail Code**

**Capital Fund**

		<b>Tentative Budget</b>	<b>Final Budget</b>	<b>Budget Difference</b>	<b>Reasons for Major Differences</b>
<b>Revenues</b>					
Other	379				
Miscellaneous	4390	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	
Total Other		0.00	0.00	0.00	
Transfers	390				
From General Fund	4710	<u>120,000.00</u>	<u>120,000.00</u>	<u>0.00</u>	
Total Transfers		<u>120,000.00</u>	<u>120,000.00</u>	<u>0.00</u>	
Total Revenues		<u>120,000.00</u>	<u>120,000.00</u>	<u>0.00</u>	
<b>Expenses</b>					
Fiscal Services	375				
Accounting	5312	3,800.00	3,800.00	0.00	
Banking	5314	100.00	100.00	0.00	
Dues/Fees/Taxes	5730	<u>3,900.00</u>	<u>3,900.00</u>	<u>0.00</u>	
Total Fiscal Services		7,800.00	7,800.00	0.00	
Custodial/Operations	378				
Water/Sewer	5381	9,000.00	9,000.00	0.00	
Waste Collection	5382	5,400.00	5,400.00	0.00	
Pest Control	5393	600.00	600.00	0.00	
Security	5394	700.00	700.00	0.00	
Other Purchased Service	5399	12,100.00	12,100.00	0.00	
Electric	5410	27,800.00	27,800.00	0.00	
Land Improvements	5670	<u>14,000.00</u>	<u>14,000.00</u>	<u>0.00</u>	
Total Custodial/Operations		69,600.00	69,600.00	0.00	
Other	379				
Insurance & Bond Premiums	5320	10,500.00	10,500.00	0.00	
Equip - Capital*	5642	26,000.00	26,000.00	0.00	
Computers - Capital*	5644	25,400.00	25,400.00	0.00	
Vehicles*	5650	0.00	0.00	0.00	
Depreciation	5780	<u>101,000.00</u>	<u>101,000.00</u>	<u>0.00</u>	
Total Other		162,900.00	162,900.00	0.00	
Maintenance of Bldg	381				
Repairs & Maintenance	5350	<u>8,700.00</u>	<u>8,700.00</u>	<u>0.00</u>	
Total Maintenance of Bldg		<u>8,700.00</u>	<u>8,700.00</u>	<u>0.00</u>	
Total Expenses		<u>249,000.00</u>	<u>249,000.00</u>	<u>0.00</u>	
Net Income		<u>(129,000.00)</u>	<u>(129,000.00)</u>	<u>0.00</u>	

\*Capital items become fixed assets, rather than an expense at year end