

## **THE POINT AFTER CLUB Terms of Reference**

**Mission:** To engage alumni, family and friends in a life-long relationship supporting Northwood Football.

**Objective:** To provide meaningful and sustainable financial support to the Northwood Football program. The primary objective is to narrow the annual operating budget gap that exists between other successful division 2 private schools, public schools, student athlete focused football programs, ensuring that our student-athletes, coaches and staff are equipped to maximize their potential on the field, in the classroom and in their communities.

Northwood University will establish a separate account and maintain the financial records of the Point After Club (the "PAC"). Accrual basis accounting will be employed. To facilitate its operating activities, and accommodate the budgeting cycle of the University, fiscal years of the PAC will represent 12 month periods beginning July 1 and ending June 30.

The PAC shall be governed by an alumni-led advisory council. The Council shall consist of a PAC Chair -Vice-Chairs, with additional individuals serving as council members. Each Council member is entitled to one vote on any matter that the Council deems necessary to vote on. The Council is responsible for determining its governance structure and managing its composition, including succession planning, recognizing that Council members shall serve at the pleasure of the University and shall continue to do so for as long as is mutually desired. At its discretion, the Council may invite two non-voting, ex-officio members to serve alongside them. Such ex-officio members shall be the persons occupying the position of Head Football Coach and the responsibility of Athletic Fund Development Officer at the University.

All funds raised by the PAC are deemed to be incremental and are to be used to support the operations of the Northwood Football program. Accordingly, it is the expectation of the PAC that the University will continue to fund the annual operating budget of the Program at a level that is consistent with that which was budgeted for the University's fiscal year, with annual increases to continue at a rate that is in line with those provided to the University's other varsity athletics programs. The Program will continue to be responsible for operating within the parameters of its university approved budgets, including meeting its usual and customary fundraising targets from activities that are ancillary to its operations, but that are separate from any fundraising activities of the PAC. Specifically, the University and the PAC agree that the funds raised annually by the PAC are to be allocated as follows:

- 50% for additional student-athlete scholarships - More opportunities for the best and the brightest to attend Northwood and play for the Timberwolves.
- 20% for staffing needs - More resources to supplement the coaching staff and help with coach retention.
- 20% for recruiting and operating costs - Extended reach and greater ability to fund campus visits. - Enhanced student-athlete experience by supplementing equipment and travel expenses.
- 10% reserve fund for deferred projects - Incremental funds to be directed towards athletics for deferred-maintenance projects.

To accommodate the budgeting cycle of the University the PAC will, in the first quarter of the calendar year discuss and recommend by March 31, a level of incremental funding support for the University and the Program for the following fiscal year of the University beginning July 1. The recommendation shall be based on funds committed and reasonably expected prior to fiscal year-end. The University and the PAC accept and acknowledge that the specific allocation of funds in any given year may, within reason, differ slightly from the above. Further, both parties agree that any unallocated funds from a given year will remain in the Account and be added to the Reserve Fund for deferred projects.

If for any reason funds raised by the PAC and held in the Account, including any Reserve Funds for deferred projects, are unable to be expended on a permanent basis in accordance with these Terms of Reference (as amended), the University, in consultation with the PAC, shall be permitted to expend such funds on purposes that best reflect the original intent of the PAC.

The University and the PAC agree to these Terms of Reference (as amended) and will work together to facilitate accurate and timely record keeping, accounting and financial reporting, while fostering a coordinated and enhanced approach to stakeholder communications which includes, but is not limited to, the annual publication and distribution of a stewardship and impact report. These Terms of Reference (as amended) can be further amended from time to time with the agreement of the parties, with such amendments to be in writing.

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Leonard Haynes  
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