

Timeline of NSGA Involvement on State Adopted Ball Issue

The use of adopted balls by state high school associations is something NSGA has closely monitored so members are better informed on changes that could affect their inventory and to try and ensure the marketplace remains competitive for all retailers and team dealers. The list is intended to help retailers and dealers avoid getting stuck with inventory they can't sell. It started with the development of an official ball

listing for NSGA members. It has continued with NSGA's involvement in a proposed fee increase by the National Federation of State High School Associations (NFHS) and the news a few months ago of Spalding entering an agreement to have four of its balls sourced, distributed and serviced by BSN SPORTS. Here is a timeline of NSGA's involvement in the issue of state ball adoptions:

1. Summer 2016

As a benefit for NSGA members, NSGA begins developing a list of official balls used by all state high school associations in the United States. The list will include the brand, model number, other information and expiration dates of the agreements.

4. Jan. 3, 2017

Matt Carlson sends Bob Gardner a letter echoing NSGA's concerns about the proposed AMP increase and hopes it will be a smaller increase. NFHS increases its AMP from 35 cents to 50 cents per ball or per dozen balls.

6. May 2, 2017

The NSGA official ball listing is published for the first time as an NSGA member-only benefit. Members gain access through a link in the NSGA Scoreboard E-newsletter, which is sent out bi-weekly, and on the NSGA website.

7. Jan. 5, 2018

Spalding and BSN SPORTS announce to team dealers they are entering an agreement where BSN will source, distribute and service Spalding baseballs, footballs, soccer balls and volleyballs. Spalding will continue to source, distribute and service the Spalding basketball, Dudley softball and Spalding equipment businesses.

8. Jan. 9, 2018

NSGA sends letters to nine state associations with agreements expiring at the end of the 2017–18 school year requesting updated information on the renewal status and process to keep members informed.

2. Dec. 2016

NSGA President & CEO Matt Carlson is informed by NFHS Executive Director Bob Gardner that a proposed increase of its Authenticating Mark Program (AMP) fee from 35 cents to \$1 per ball or per dozen balls (depending on the size) will be considered at its January winter meeting.

3. Dec. 9, 2016

NSGA conducts a conference call with members of its Board of Directors and Team Dealer Advisory Committee to discuss the proposed AMP fee increase by NFHS.

5. Feb. 22, 2017

NSGA's Matt Carlson and Marty Maciaszek, NSGA Team Dealer Director, and Team Dealer Advisory Committee Members Bob Fawley and Douglas Martin meet with NFHS' Bob Gardner and Chief Operating Officer Davis Whitfield in Indianapolis to discuss concerns about the exclusivity of state ball adoptions and to learn more about NFHS' role. Gardner said states are free to decide how they want to handle ball adoptions. Gardner offers the option of NSGA speaking to state association execs at an NFHS meeting.

Matt Carlson, Marty Maciaszek and Doug Martin also meet with National Interscholastic Athletic Administrators Association (NIAAA) Executive Director Mike Blackburn in Indianapolis to address the issue.

9. Feb. 5, 2018

NSGA's Matt Carlson sends a letter to all state high school association leaders regarding official ball agreements with the idea that multiple ball adoptions would increase competition in the industry and potentially increase revenue for the state associations. The letter and attachments are available at nsga.org.