	TPG Representative Sara Hacker
Topic	Financial
Financial Item	
Finance Item	TPG Update
Takeaways to help Board and Staff	26-27 will be a good year

General Commentary

We're close, and we will find a way to get there. The KHSAA property is currently tracking at 72% of goal and remains TPG's third-largest state property. While we have been able to generate additional revenue through our new merchandise client, the inherited guarantee associated with that agreement also increased our overall goal. We are grateful for the opportunity and the additional revenue stream, but it means we have more ground to cover and more work ahead to get across the finish line.

We have secured a one-year agreement with UK HealthCare, which also opens the door for additional opportunities within the healthcare category by removing their exclusivity. We are also close to securing the remaining renewals from our existing partner base.

As a reminder, we entered this year facing significant attrition, largely driven by the reduction in UK HealthCare's investment and the loss of Clark's Pump-N-Shop. While those changes created a considerable challenge, they have also opened valuable categories and new opportunities. We are already having conversations and actively pitching prospects in these spaces.

The next few months will be critical. Our focus is on getting as much business across the finish line as possible before the holidays while preparing for the upcoming Sweet 16®. We remain actively engaged with several prospects regarding the next title partnership for Girls' Basketball, and our goal is to have that opportunity secured by the New Year.

Beyond the meetings, pitches, negotiations, and inevitable waiting periods, the team continues to be intentional and creative in finding new ways to bring additional partners into the KHSAA platform. We are constantly developing new concepts, identifying untapped opportunities, and looking for ways to create more value for prospective and existing partners.

There is still work to do, but we remain confident in the property, committed to the partnership, and focused on finishing strong. We will hit goal in 26-27