



## MINUTES OF THE REGULAR MEETING OF THE BOARD OF DIRECTORS

October 7, 2006

The Directors names in these minutes of the California Youth Soccer Association-South, constituting the Board of Directors of said California Corporation, held their regular meeting October 7, 2006 at the Stockdale Country Club in Bakersfield, California. President and Chairman of the Board, Gregory Falk, called the meeting to order at 9:26 am. A quorum was present.

Present:

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| <input checked="" type="checkbox"/> Gregg Falk, President                 | <input checked="" type="checkbox"/> John Mullen, District 2 Commissioner   |
| <input checked="" type="checkbox"/> Paul Doty, Vice-President             | <input type="checkbox"/> Anna Murphy, District 3 Commissioner              |
| <input checked="" type="checkbox"/> David De Leon, Vice-President         | <input checked="" type="checkbox"/> Derek Barraza, District 4 Commissioner |
| <input checked="" type="checkbox"/> Ken Goldman, Treasurer                | <input checked="" type="checkbox"/> Rito Chisholm, District 5 Commissioner |
| <input checked="" type="checkbox"/> Michael Dawson, Secretary             | <input checked="" type="checkbox"/> Ann Shoemake, District 6 Commissioner  |
| <input checked="" type="checkbox"/> Chris Gallup, District 1 Commissioner | <input checked="" type="checkbox"/> Lois Sanford, District 7 Commissioner  |

Also present for various portions of the meeting:

John Weinerth, COO

Luis Salcedo, Director of Competition & Membership Development

Johnny Garza, State Cup Committee

David Lamb, Dir. of State Tournaments

Cindy Garza, State Cup Committee

Frank Sanford, Tournament Committee Chair

Sandy Castillo, TOPSoccer

Cindy Barraza, Tournament Committee Chair

Agenda (some items taken out of order):

The minutes of the previous Board meeting were reviewed. Mr. Ken Goldman noted a correction in the person who moved and seconded Motion #4. Mr. Paul Doty noted he was the second. Mr. Doty noted a correction in the discussion of Mr. Ernie Yagger's, removing the word "alleged".

Motion #1 Mr. Doty moved the minutes be approved as corrected. Mr. Goldman seconded. Motion passed unanimously.

Mr. Gregg Falk made the President's Report and noted the proposed tournament between Cal North Premier teams and Cal South premier teams is progressing. Teams to be included are premier level teams, and not necessarily limited to Coast Soccer League teams. Cal North is cooperating well and Mr. Falk is encouraged the event will take place.

Mr. Falk updated the Board on Region IV issues including items associated with the Regional Workshop upcoming in Seattle.

Mr. David De Leon updated the Board on a meeting held during the Honda Soccer Player of the Year award meeting at the Biltmore Hotel. USSF ran the meeting. FIFA personnel were present and spoke on partnerships with sponsors and efforts to improve life in third world countries. Efforts to develop soccer programs in Hispanic communities were discussed. Mr. John Weinerth had a brief discussion with Mr. Sunil Gulati, the President of US Soccer. Mr. Gulati views Cal South as a partner in their efforts.

COO Report – Presented by Mr. John Weinerth. *See* written report. The ADG contract is complete and signed. The new contract better defines responsibilities and provides opportunities to generate income streams from tournaments and leagues software sales.

The office is reviewing player registration waivers to ensure proper compliance. A legal review was provided of the Downs Syndrome Atlanto Axial Instability waiver for TOPSoccer to ensure compliance with legal and insurance concerns.

Corporate Office Report. *See* written report. Mr. Falk noted the presence in the report of the need to declare candidacies for office. Ms. Lois Sanford asked if candidates may put information in the ballot mailings concerning their candidacies. Mr. Weinerth responded that has been the practice in the past and will continue.

Marketing and Receptions Report. *See* written report. Mr. De Leon asked about out of state tournament marketing efforts within Cal South and in relation to the Cal South magazine. Mr. Weinerth noted the marketing staff has discussed advertising possibilities for out of state teams and the staff believes it may be detrimental to our own sanctioned tournament. A discussion of possibilities for promoting Cal South sanctioned tournaments that include direct mailings of Cal South Tournament Books and advertising.

Competition and Membership Development Report – presented by Mr. Luis Salcedo. *See* written report. Ms. Sanford asked about the Boy Scout initiative. Mr. Salcedo noted the Boy Scouts is a huge national organization that is working on getting more creative to retain membership numbers. They are looking for partnerships with other organization and Soccer in Scouting is an initiative, especially with regards to the Hispanic community. The Boy Scouts and Cal South are talking about a joint program that will register Soccer in Scouting players in Cal South. Cal South will provide coaching education programs and support competitions.

League Account Management Report. *See* written report. Mr. John Mullen asked about certifications and required training for registrars. Mr. Mick Dawson noted training as well as testing on Cal South rules would be desirable. Mr. Chris Gallup asked about District Registrars. Mr. Mullen noted there would be advantages to registrars reporting to the District Commissioners and not to clubs and leagues. Mr. Falk supported the idea in principle. Mr. Weinerth will work with the staff to evaluate options and provide a proposal at the next Board meeting.

District Commissioners reviewed their league reports. Mr. Gallup asked about Charitable Trust notations and Mr. Weinerth noted Cal South is requiring all leagues to incorporate as a non-profit and is also asking them at the same time to register as a Charitable Trust. Mr. Weinerth answered a number of questions about the reports. Mr. Mullen notes two leagues in District 2 who are

chronically in arrears that should be threatened with suspension if fees are not brought up to date. Mr. Weinerth will ensure collection proceedings are taken against the two leagues.

State Tournaments Report – Presented by Mr. David Lamb. *See* written report. Mr. Lamb noted they are working on sites for State Cup. The Kern County Soccer Park has made a number of improvements and is looking good. Applications are coming in and the application numbers are on a pace with previous years.

Mr. Johnnie Garza reported on the committee formed to discuss State Cup initiatives. The committee had a meeting and good discussions have begun concerning future planning. More discussions will be held and the Business Scorecard concept is being used to tie initiatives together.

TOPSoccer Report – Presented by Ms. Sandy Castillo. *See* written report. Ms. Castillo noted we have nothing set up to receive donations to the program from the general public. The article in the Cal South magazine has stirred up a lot of interest in the program. Cal South is the first State Association with a means of providing TOPSoccer to children with Downs Syndrome Axial Instability. Ms. Castillo will be presenting on this at the Region IV Workshop.

Coaching Education & ODP Report. *See* written report. Ms. Sanford noted Mr. Steve Hoffman made a great presentation to the Central Coast Soccer League, and that they are working on scouting players from outlying areas.

SYRA Report. *See* written report.

Tournament Committee Report – Presented by Mr. Frank Sanford. *See* written report. Two tournaments are up for sanctioning and both tournaments were late with reports. The District 3 Commissioner has not had a chance to review the applications. Mr. Sanford asked that penalty fines for late submissions of reports be waived.

Motion #2 Mr. Derek Barraza moved the Irvine Winter Classic and Irvine Spring Classic, both for 2007, be approved for sanctioning and that their fine for late reports be waived at Mr. Sanford's discretion and also pending the approval of the District 3 Commissioner.

Motion approved with two Nays (Ms. Sanford and Mr. Dawson) and the rest Ayes.

A discussion was joined concerning the tournament directors meeting and training for directors. Ms. Ann Shoemake noted many tournament directors are new and do not have adequate understanding of the rules and good practices. Mr. Sanford noted there had been a second annual meeting in years past. Continued discussion included fines, problems, and customer perceptions. Mr. Sanford also noted the tournament committee is too small to police the tournaments. Mr. Weinerth noted Mr. Sanford and Mr. Salcedo can run a second tournament directors meeting, a summit that will be used primarily for education. Mr. Rito Chisholm asked if a Zoomerang survey could be made to measure Cal South membership perceptions of various tournaments.

Mr. Falk asked for a vote on the standing motion to receive and file all written reports. Motion passed unanimously.

Motion #3 Mr. Doty moved to enter Executive Session to discuss budget and personnel issues.. Mr. De Leon seconded.  
Motion passed unanimously.

Returned form Executive Session at 3:15 pm.

Motion #4 Mr. Doty moved actions approved in Executive Session are ratified (PAD Discussion; 2006/2007 Budget Approval). Mr. Goldman seconded.  
Motion passed unanimously.

Mr. Barraza asked of the responsibilities of the Board with regard to open disclosure of budgets and financial items. Mr. Weinerth will investigate the limitations under the law with the Association's attorney and report back to the Board.

Mr. Goldman noted a question has been raised concerning the conflict of interest form that was dispersed to the Board. Mr. Goldman will review and revise the form as necessary and provide the Board a revised form by the next meeting.

The meeting was adjourned at 3:22 pm.