



**MINUTES OF THE REGULAR MEETING  
OF THE BOARD OF DIRECTORS  
March 9, 2013**

The Directors named in these minutes of the California State Soccer Association-South, constituting the Board of Directors of said California Corporation, held its regular meeting on March 9, 2013 at the Corporate Office in Fullerton, CA. President and Chairman of the Board, John Mullen, called the meeting to order at 8:58 a.m. A quorum was present.

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| <input checked="" type="checkbox"/> John Mullen, President            | <input checked="" type="checkbox"/> Mark Flahan, District 1 Commissioner      |
| <input checked="" type="checkbox"/> Derek Barraza, Vice President     | <input checked="" type="checkbox"/> Luca Pacelli, District 2, Commissioner    |
| <input checked="" type="checkbox"/> Roy Carlson, Vice President-Youth | <input checked="" type="checkbox"/> Sue Abadie, District 3 Commissioner       |
| <input type="checkbox"/> Brett Wood, Vice President-Adults            | <input checked="" type="checkbox"/> Sharon Kornfield, District 4 Commissioner |
| <input checked="" type="checkbox"/> Ken Goldman, Treasurer            | <input checked="" type="checkbox"/> Cindy Quan, District 5 Commissioner       |
| <input checked="" type="checkbox"/> Lila Smith, Secretary             | <input checked="" type="checkbox"/> Ann Young, District 6, Commissioner       |
|   | <input checked="" type="checkbox"/> Rick Velasco, District 7, Commissioner    |

Also present for various parts of the meeting:

- John Weinerth, Chief Executive Officer
- Adrian Marquez, Office Manager
- Bill Lewis, Director of Marketing
- Luis Salcedo, Director of Membership Development
- Steve Marquez, Director of Registration & Affiliate Account Management
- Brandy Buell, Executive Assistant to the CEO
- Lewis Sharpstone with SingerLewak (9:25 am to 9:45 am)

### **President's Comments**

John Mullen welcomed the Board to the meeting and reviewed how he plans to chair the meetings and the discussions within.

Mr. Mullen went to Frisco, Texas for the US Youth Soccer ODP National Championships. All four Cal South teams won for the first time ever. Steve Hoffman and his staff did a wonderful job. The '96 Girls are back to back national champions.

Mark Flahan and Mr. Mullen attended and reported on the USYSA quarterly meeting.

### **Public Comments**

None.

### **CONSENT CALENDAR**

#### **Approval of Consent Calendar**

Motion #1: Ken Goldman moved to ratify the recommended waiver of the late fee for the Oceanside tournament.

Roy Carlson seconded.

Motion carried unanimously.

Motion #2: Derek Barraza moved to approve the consent calendar which includes the February minutes, affiliate member and tournament sanctioning approvals and reports, with changes as noted.

Roy Carlson seconded.

Motion carried unanimously.

### **New Business**

John Weinerth updated the Board on progress in working with CONCACAF on promotion of the Gold Cup and a few potential community outreach opportunities. The next steps are reliant upon reaching an agreement and terms with Soccer United Marketing, which we hope will be solidified in the coming weeks. David De Leon, President of the Cal South Soccer Foundation, has helped cultivate a solid relationship and we will be looking to further discussions in the months ahead.

Ken Goldman asked to arrange once a year to have Mr. De Leon to come in and give a brief report to the Board on Foundation activities. Luca Pacelli noted he would like to see a historical list of awarded grants.

### **Audit Report / Presentation**

Derek Barraza introduced Lewis Sharpstone with SingerLewak. The audited financials are available to the Board in SharePoint and also available on calsouth.com.

Mr. Sharpstone noted that it is a pleasure to work with Cal South. They started the audit in November and worked through it in November and December. We have an audit committee which met with SingerLewak on January 14<sup>th</sup> to work through the draft audit report and the required document page by page. Mr. Sharpstone wanted to acknowledge Derek Barraza, Lila Smith, and Rick Velasco along with John Weinerth, Adrian Marquez, and Rebecca Nelson who provided everything they needed throughout the process. Mr. Sharpstone went through the highlights of the audit with the Board. He noted that all of our controls are very good and appropriately in place.

Sharon Kornfield thanked Mr. Sharpstone. It is our collective objective to have the best possible financial planning and controls.

Derek Barraza would like to meet prior to the next audit cycle. Ken Goldman has been involved with the staff throughout the audit process. Mr. Barraza noted that SingerLewak was very professional and helpful.

John Mullen thanked Mr. Barraza for his leadership of the Audit Committee.

### **Travel Policy and Future Event Attendance Review**

John Mullen noted that the Board passed a travel policy in September with a lot of energy around cost control. Mr. Mullen added that there has been confusion as it relates to travel and attendance at regional and national events and meetings. He handed out a list of activities throughout the year and gave each Board member a budget to attend the activities. Mr. Mullen asked that each Board member contact him within the next week with events in which they would be able to attend as a representative of Cal South. It is the intent of the Board to discuss strategic priorities with attendees preceding each event.

Ken Goldman asked if there a requirement for our delegates to vote consistently. It was noted that a policy was set forth in July that all delegates would need to vote with one voice. Mr. Weinerth is checking with legal counsel to verify this policy.

Luca Pacelli noted that it would be nice to have more Board participation at State Cup tournaments especially at the final weekends, so that they can assist with the medal and trophy presentation process. The Board requested that the dates for the Governor's, President's and National Cup final weekends be lined out and included in the travel spreadsheet.

## **Branding Update**

John Mullen commented that one of our initiatives includes better branding. Commissioners need to have common branding for ribbons and medals for all Commissioner's Cups. Cindy Quan noted that they allow the hosting league to design everything, but they make sure that the Cal South logo is on it.

Discussion ensued on what should and should not be on the medals. Mr. Weinerth also noted that Cal South has an identity guide on what can and cannot be done with the Cal South logo.

Motion #3: Ken Goldman moved to require Cal South ribbons on all Cal South sponsored tournaments [State Cup, National Cup, and Commissioners Cup] and medals have Cal South logo in accordance with our branding identity guide.

Rick Velasco seconded.

Motion unanimously carried.

Additional discussion took place on the importance of pursuing co-branding opportunities with our Affiliate Members. John Mullen spoke with a uniform provider about adding the Cal South logo to uniforms. Derek Barraza asked John Weinerth and staff to work with uniform suppliers towards better branding opportunities for Cal South and our Affiliate Members.

## **New Membership Classifications Review & Approval**

John Weinerth noted that one of our strategic objectives is the creation of new membership classifications. Up until this point there has only been one way to be a Cal South member. Luis Salcedo and David Marinez have worked diligently with other departments to get this proposal lined out.

Luis Salcedo presented the new non-voting membership classifications and the Adult Spring/Summer registration classification. The classification details will be promoted to the membership upon finalization.

Sharon Kornfield asked a few questions and Mr. Salcedo confirmed that the new member classifications would be captured in CORIS as a separate play level and all of the youth league adult coaches and administrators will still need to be risk managed. The Board would also like to ensure that age verification will take place. Board members and staff will be fully trained on the different classifications prior to the roll out.

Motion #4: Derek Barraza moved to approve the new classifications numbers one through five as listed in the proposal with a note that all youth teams will still have full Risk Management and coach credentialing requirements along with age verification.

Sharon Kornfield seconded.

Motion unanimously carried.

## **Committee Charters, Annual Goals, Reporting Periods and Appointments**

John Mullen looked to reset the committees per the August recommendations proposed by the Committee Task Force group. Mr. Mullen gave all Board members a sign-up sheet to mark their top three committee choices.

Per our Bylaws, we will need to have at least two Board members on the standing committees and one on the advisory committees. These are appointments which will be made by the President. The standing committees are PAD, Finance, Risk Management, Personnel, and Audit. The advisory committees are Bylaws/Rules/Regulations, TOPSoccer, and Hall of Fame/Awards.

There is an expectation that the committees will meet more often and work to meet our strategic initiatives with specific goals and reporting guidelines. If we are going to stay in line with our objectives for the year more work will happen outside of the board and within the committees.

## **Release and Transfer Policy Recommendation**

The District Commissioners met Friday night to attempt to work through some of the release and transfer issues and future policy recommendations. Luca Pacelli sent an email this morning lining out discussion points from the meeting. John Mullen handed out a recommendation produced by a task force that was appointed by Johnnie Garza and consisted of Sharon Kornfield, Roy Carlson, John Weinerth and Steve Marquez to work on improving the policy. The recommendation was discussed and agreed upon during a conference call prior to the Board meeting. Per Mr. Mullen, Roy Carlson did a good write-up of proposed rules given the recommendation points that were handed out.

The District Commissioners did not review the transfer policy during the roster freeze period. Ms. Young spoke for the District Commissioners. What is on the website at this time states that the parent initiates the transfer. The office would be involved in processing these releases and transfers and District Commissioners would only be involved if there is a contested transfer.

We are looking for a consistent process that is consistent across the entire association. Ms. Young recommended that a committee should review all contested releases and transfers. It has been suggested in the past that other members from our affiliate leagues be included on this committee.

Discussion took place on how to best serve the players and the affiliates when handling contested transfers. Derek Barraza stated that if the process is changed we will need to communicate with all of our members that contesting a transfer will trigger an appeal process. Mark Flahan said that "initiate" is the key word and we need a way to track whether the parent actually puts it in the system or just asks someone else to enter the information.

John Weinerth noted that use of the Club Pass is a different process. Roy Carlson has a good start on drafting new release and transfer rules. Luca Pacelli was asked to forward the notes from the District Commissioner meeting, and Mr. Carlson will work to reconcile the two recommendations prior to the April meeting.

## **Good Standing Appeals**

Steve Marquez distributed two good standing appeals for Board approval. These had been vetted through the District Commissioners. Both submitted a written request for their appeal. Roy Carlson wanted to make sure that we are sending the same letter to anyone that we grant appeals.

Motion #5: Mark Flahan moved to approve the good standing appeal recommendations.

Cindy Quan seconded.

Motion carried with a nay from Sharon Kornfield.

Motion #6: Derek Barraza moved to enter Executive Session at 12:40 pm.

Roy Carlson seconded.

Motion unanimously carried.

The Board came out of Executive Session at 2:14 pm.

## **Adjournment**

Motion #7: John Mullen moved to adjourn the meeting.

Ken Goldman seconded.

Motion unanimously carried.

The meeting adjourned at 2:15 pm.