



**MINUTES OF THE REGULAR MEETING  
OF THE BOARD OF DIRECTORS  
October 27, 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 October 27, 2013 in Palm Desert, CA. President and Chairman of the Board, John Mullen, called the meeting to order at 8:02 AM. 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 checked="" type="checkbox"/> Brett Wood, Vice President-Adults (absent) | <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 (arrived 8:15am) |

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  
Steve Hoffman, Director of Coaching & Player Development  
Jeff Dyrek, Director of Tournaments & Competition  
Brittney Gamble, Director of Sales & Sponsorships  
Brandy Buell, Executive Assistant to the CEO

### **Public Comments**

Roy Carlson requested moment of silence in remembrance of Rick McCown.

### **President's Report**

John Mullen gave an update on US Youth Soccer Region IV workshop.

### **CEO's Report**

John Weinerth reported on the USASA midyear meeting and discussions with US Soccer on elite player identification and the US Soccer R9 referee certification initiative.

### **CONSENT CALENDAR**

- Motion #1: Roy Carlson moved to approve the consent calendar.  
Sharon Kornfield seconded.  
Motion carried unanimously.

### **Budget Approval**

Ken Goldman touched upon the work of the Finance Committee and their unanimous recommendation for approval of the 2013/2014 Annual Budget. Mr. Goldman commented that the budget is a planning tool and should be more conservative in nature. Discussion took place on questions posed by Board members.

Motion #2: Luca Pacelli moved to delay approval of the 2013-2014 budget until the December Board meeting.

Sue Abadie seconded.

Motion failed, due to a tied vote:

Ayes – Derek Barraza, Luca Pacelli, Sue Abadie, Lila Smith, Cindy Quan, Rick Velasco

Nays – John Mullen, Ken Goldman, Roy Carlson, Sharon Kornfield, Ann Young, Mark Flahan

Motion #3 Derek Barraza made a motion to go into closed session.

Sue Abadie seconded.

Motion unanimously carried.

The Board entered closed session at 9:04 AM.

The Board exited closed session at 10:00 AM.

Motion #4 Roy Carlson moved to approve the 2013-2014 budget.

Sharon Kornfield seconded.

Motion passed:

Ayes – John Mullen, Ken Goldman, Roy Carlson, Rick Velasco, Sharon Kornfield, Ann Young, Cindy Quan, Mark Flahan

Nays – Derek Barraza, Sue Abadie, Luca Pacelli, Lila Smith

#### **Slate of DC Candidate Approval**

John Mullen pulled up the slate of candidates for the District Commissioner elections. Discussion took place on the precedent that all Board members resign from current Affiliates in any volunteer or compensated capacities or from any committees that ultimately report to any staff members.

#### **Article VII Amendment (taken out of order)**

Roy Carlson commented on the redline version of Article VII of the Bylaws updating the committee listings that were previously approved by a Board motion at the September 2012 meeting. The proposed version does not include the listing of Advisory Committees, so the Board would not have to vote to amend the Bylaws every time a Committee was added or dissolved. The Board would still have the power to add and remove advisory and ad hoc committees on an as-needed basis. The website would always have the most up to date information with regard to committees and their members.

Motion #5: Roy Carlson moved to approve the Article VII amendment as proposed.

Sharon Kornfield seconded.

Motion failed due to lack of 3/4 majority vote:

Ayes – John Mullen, Ken Goldman, Roy Carlson, Ann Young, Sharon Kornfield, Cindy Quan, Mark Flahan

Nays – Luca Pacelli, Derek Barraza, Lila Smith, Rick Velasco, Sue Abadie

John Mullen asked Board members to submit future wording considerations or concerns to the policy and rules committee chair, Roy Carlson.

## **Slate of DC Candidates Approval (continued)**

John Weinerth noted that all nominees irrespective of whether they are an incumbent must submit a non-disclosure form, conflict of interest disclosure, and bio.

Additional discussion took place on the need for nominees to resign from any committees. John Mullen added that all nominees should be notified that the Board is discussing this issue.

Motion #6      Derek Barraza moved to accept slate of candidates with the caveat that un-submitted documents must be turned in by the deadline.  
Rick Velasco seconded.  
Motion passed with Ann Young and Sharon Kornfield abstaining.

## **QSR3 Update**

John Weinerth went over the Quarterly Strategic Review dashboard noting that the financial perspectives go from September 1<sup>st</sup> through August 31<sup>st</sup>, and the priority initiatives follow the calendar year.

## **Sanctioned Tournament Policy**

John Weinerth and Jeff Dyrek reviewed the sanctioned tournament policy set last year that included blackout periods as approved by the Board. Last year the Board grandfathered some tournaments with the caveat they would need to change their dates this year. The Board asked staff to come back to the next meeting with a full recommendation on potential adjustments to the policy.

## **State/National Cup Rules Revision Approval**

Motion #7:      Roy Carlson moved to approve the state/national cup rules amendments.  
Rick Velasco seconded.  
Luca Pacelli asked for a friendly amendment to remove last four words of 6.1 for both State & National Cup rules. Mr. Carlson & Mr. Velasco accepted the friendly amendment.  
Motion carried unanimously.

Motion #8:      Roy Carlson moved to approve the revisions and adopt the rules as amended.  
Rick Velasco seconded.  
Motion carried unanimously.

## **Communication Task Force Update**

Derek Barraza pulled up his initial findings for Board review. John Mullen requested the final report and recommendations at the December meeting.

## **Action Item Review**

Action items were reviewed for the next meeting.

Mark Flahan thanked Steve Marquez for his great support to the release and transfer committee. Rick Velasco thanked the people that had worked to make the weekend a success.

## **Adjournment**

Motion #7:      Sharon Kornfield moved to adjourn the meeting.  
Ann Young seconded.  
Motion unanimously carried.

Meeting adjourned at 12:02 PM.

California State Soccer Association - South  
Approved Budget  
September 1, 2013 - August 31, 2014

	Budget 2013/2014
<b>Revenues</b>	
Youth Player Registration	\$ 2,936,601
Adult Player Registration	289,208
State & National Cup Entry Fees	1,713,540
Pro+ and ODP Camps & Tourn Subsidy	630,620
Non-membership	962,700
Transfer, League, Ins.Certs & Nat.Games	174,700
Other, District, Reserve	598,600
Referee Program	384,175
Coaching Program	295,300
State & National Cup Apparel	<u>240,000</u>
<b>Total Revenues</b>	<b>8,225,445</b>
<b>Expenses</b>	
Bank Charges	71,777
Contract Labor	56,300
Team Subsidy	364,600
Dues & Subscriptions	3,900
Employee Benefits	112,838
Event on site medical	71,300
Equipment,Software,Furniture	60,100
Field,Facility,Equipment Rental	384,723
Lodging	272,368
Mileage & Auto	141,634
Miscellaneous	114,110
Office Supplies	21,236
Payroll Taxes	179,862
Per Diem Food	295,475
Postage & shipping	150,170
Printing	220,344
Professional Services	451,670
Program Supplies	526,580
Promotional Items	22,430
State & National Cup Apparel	219,000
Pins & Awards	66,650
Competition referee expense	160,550
Salaries & Wages	2,184,641
Telephone & data	69,422
Training	48,300
Travel	113,721
Player affiliation & related exp.	1,395,004
Workers Comp	51,953
Other	<u>380,942</u>
<b>Total Expenses</b>	<b><u>8,211,599</u></b>
<b>Net Income (Loss)</b>	<b><u><u>\$ 13,846</u></u></b>