



**MINUTES OF THE REGULAR MEETING  
OF THE BOARD OF DIRECTORS  
December 6, 2014**

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 December 6, 2014 at the Cal South State Office in Placentia, CA. President and Chairman of the Board, Derek Barraza, called the meeting to order at 9:03 a.m. A quorum was present.

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| <input checked="" type="checkbox"/> Derek Barraza, President             | <input checked="" type="checkbox"/> Mark Flahan, District 1 Commissioner       |
| <input checked="" type="checkbox"/> Roy Carlson Executive Vice President | <input checked="" type="checkbox"/> Luca Pacelli, District 2, Commissioner     |
| <input checked="" type="checkbox"/> Rick Velasco, Vice President-Youth   | <input checked="" type="checkbox"/> Sue Abadie, District 3 Commissioner        |
| <input checked="" type="checkbox"/> Brett Wood, Vice President-Adults    | <input checked="" type="checkbox"/> Humberto Jara, District 4 Commissioner     |
| <input checked="" type="checkbox"/> Ken Goldman, Treasurer               | <input type="checkbox"/> Cindy Quan, District 5 Commissioner                   |
| <input checked="" type="checkbox"/> Lila Smith, Secretary                | <input checked="" type="checkbox"/> Jack Larkin, District 6, Commissioner      |
|  | <input checked="" type="checkbox"/> Christie Paulson, District 7, Commissioner |

Also present for various parts of the meeting:

- Johnnie Garza, Chief Operating Officer
- Luis Salcedo-Director of Membership Development
- Rick LaSalle-Presidio Soccer
- Ric Listella- Region IV Director
- Cindy Garza-Region IV
- John Motta- USASA-President
- Arthur Matson-USASA
- Bob Turner-President Presidio Soccer
- Colette Kuhnsman-Teamrunner
- Austin Turner-Teamrunner Account Manager

**Public Comments**

Rick LaSalle addressed the board and thanked Cal South for everything that we are doing for its members. Presidio is excited about Johnnie Garza coming onboard; they see a lot of positive changes.

John Motta thanked Cal South for all the hard work that is being done; we are an important member of USASA. He was previously President of New Hampshire Soccer and understands how to run a dual association. He wants to challenge Cal South to grow membership and USASA is there to help us with growth.

Luca Pacelli advised John/Arthur that potential Adult leagues want to know what they will get with membership, as they feel the cost is expensive.

John Motta advised they have put together a new strategic plan, which is being given to 1 state Association per region. Region IV representative is Nevada. They now have options on insurance available to members.

Arthur Matson gave more insight on how they are attempting to grow membership. Tournament pass has helped them in Florida.

Brett Wood thinks we should look at setting up weekend tournaments, to help grow membership. Cal South has applied to host 2016 National Adult Tournament.

Derek Barraza advised there is a potential to mushroom our membership and we have not been able to unlock the code. Cal South is committed on growing the membership so we are working on ideas.

Look at setting up meeting with John Motta and team, he will be available at Region IV meeting in first quarter. We should include league representatives too.

John Motta wanted to thank Cal South for the tremendous job which was done hosting Veterans Cup. Luis Salcedo did a tremendous job, especially during the first year.

### **President's Report**

Derek Barraza advised about activities that have taken place, Kern County Sports Park meeting; complex is nice potential to do business in the future. Look at putting together a partnership agreement. Derek Barraza and Johnnie Garza attended the GotSoccer event in Florida which was a symposium around competitive soccer.

Referee emails are spiking, which has lead us to review Referee development and how we go forward.

Staff worked really hard to put together the holiday party which was held last night and Board wanted to thank them. Cal South will continue to hold the Staff/Board holiday party. GotSoccer gave a presentation on their College database as we need to improve our National Cup College Showcase.

### **Treasurer's Report**

Ken Goldman gave us his report. Currently finalizing numbers for the 8/31/14 year end financials as the audit is scheduled for 12/15/14. Finance committee reviewing the investments monthly and are meeting with the Investments counselors quarterly. Looking at having Investment counselors attend a future board meeting and meet with the board (possibly in Feb.)

Friendly budget will be available to public shortly. Currently reviewing the RFP's that have been received for our banking services.

### **COO Report**

Johnnie Garza in transition has 2 more weeks at current job and is targeting to be back in California Christmas week. Johnnie Garza is targeting to be in office fulltime beginning on 1/5/14. Enjoyed the GotSoccer event, his notes from meeting were sent to the board previously. GotSoccer is the leader in Tournament software and data is their main focus. There is a big need for us (Cal South) to connect with the end user. Glad that he attended the event.

Roy Carlson asked if there was time set aside for Adult Soccer, per Johnnie Garza, Duncan Riddle was at the event and was part of the agenda.

Starting to engage with staff and Denyce Cooper, next several weeks/months will be a learning time for everyone. Looking forward to the transition to his new position

Luca Pacelli addressed the strategic plan and asked if Johnnie Garza has reviewed. Per Derek Barraza we need to come up with a process that works as currently doesn't seem to be working.

Roy Carlson advised that he has a person that will be coming in this afternoon to meet with anyone that is interested on how to get strategic plan done.

Cal South secured services of Soccer Nation to keep communications going with public during transition of marketing department.

## Consent Calendar

Motion #1 Roy Carlson moved to approve the consent calendar and minutes as amended  
Rick Velasco seconded.  
Motion unanimously carried

## BUSINESS ITEMS:

- 1 **US Youth Soccer Update-** Ric Listella thanked Cal South for having him attend our meeting. Excited about Johnnie Garza joining Cal South as this will also be good for the Region. About 2 years ago US Youth had a meeting to discuss how changes needed to be made to combat the declining of membership. Bylaws changed to make the following:
  - a. Policy changes- reducing duplicate functions, combining or eliminating committees
  - b. Executive Director title changed to Chief Operating Officer-drafted a new job responsibility and are conducting a National Search
  - c. More responsive (power staff to make decisions) and fiscally (2 year budget) responsible (defining what is reimbursable and what is not) Regions had a deadline to submit their budgets to US Youth Soccer for review. 2013 Audited financials have been completed and will be available soon for release.

Ric Listella also discussed the Wildcards for smaller states issue that was brought up at the Region IV event. Derek Barraza has been assigned to chair a committee. The operations manager in the National office will be supporting the regions and has been doing a great job. Discussions on how the regions will be managed, Region IV has already taken the step of having a person in National office to do the work needed instead of having office staff in Region IV.

Per Ric Listella, at the Region IV workshop Washington put together a proposal for a showcase, at Far West Regionals as college coaches would be available. At this time it will be limited to 1 or 2 age groups to make sure fields and referees are available.

Ric Listella thanked Cal South for all the support.

## 2 TeamRunner Overview-

Colette Kuhnsman gave a presentation on services to be provided and history of company. Austin Turner is the Account Manager assigned to Cal South. Austin gave us an overview of his responsibilities.

## 3 CS Recreation All Star tourney update

Rick Velasco gave us an overview of where he is on the tournament and how many entries have been received. Total tournament will have 48 teams and we have 38 entries so far.

## 4 TBI Policy-Review for January Approval

Rick Velasco gave us an overview of the Model policy and Guidance for Prevention and Treatment of Sports Related Concussions. Would like board to review and provide comments prior to the next board meeting. Some of the leagues have implemented the CDC recommendations.

## 5 COO on-boarding Process

Johnnie Garza gave a presentation on what his On-boarding process will be. His process is a 5 step process, consisting of : 1- Benefits of On-boarding Process; 2-Building a highly effective Team; 3- Tactical Capacity, 4-Organizational health and 5-Operating System.

## **6 Committee Reports**

Sandy Castillo gave an update on TopSoccer, next year will be the 13<sup>th</sup> year of her Fest to be held in July and would like the board to attend and support.

## **7 Kern County Sports Park meeting update**

Jack Larkin gave us an update on his meeting with Kern County Soccer Park which was attended by himself, Luis Salcedo and Derek Barraza. Cal South is working to set up an agreement with Kern County Soccer Park to see if Cal South can begin to look at using the facilities.

## **8 Use of CORIS for player recruitment**

Sue Abadie advised there are some issues with CORIS information being used for recruitment. Sue Abadie will have Technology committee review and advice how to correct issue.

## **9 Task Forces (Active)**

Derek Barraza asked that the board review the reports in Sharepoint.

## **11 2015 Event Calendar(upcoming Board meetings)**

January meeting to be held on 1/11/15 during Adult meeting in Huntington Beach, CA

February meeting to be held during US Federation AGM in San Francisco, Ca (14-15<sup>th</sup>)

March 21, 2014

## **10 Executive Session**

Motion #2 Mark Flahan moved to enter closed session at 1:31 pm  
Roy Carlson seconded  
Motion unanimously carried

Out of Closed session 2:15 pm

Motion #3 Ken Goldman moved to ratify motions taken in closed session  
Rick Velasco seconded  
Motion unanimously carried

Motion #4 Mark Flahan moved to approve tournaments listed in Sharepoint.  
Roy Carlson seconded  
Motion unanimously carried

## **9 Bylaw Amendment-Term limits**

Motion #5 Ken Goldman moved to approve Bylaw change in Article 5, Section 10 (Director term limits)  
Roy Carlson seconded  
Motion passed with Sue Abadie and Christie Paulson abstained

Luca Pacelli communicated to the board that revised ByLaws which included revisions for decoupling the AGM from the election process and allowing for electronic voting, have been sent via email to the entire board and are available on the share drive

Motion #6 Ken Goldman moved to adjourn  
Roy Carlson seconded.  
Motion unanimously carried

Meeting adjourned at 2:25 pm