



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

December 8, 2007

The Directors named in these minutes of the California Youth Soccer Association-South, constituting the Board of Directors of said California Corporation, held its regular meeting on December 8, 2007 at the Bakersfield Racquet Club-1660 Pine St., Bakersfield, California. President and Chairman of the Board, Gregory Falk, called the meeting to order at 9:15 am. A quorum was present.

Present:

Gregg Falk, President

David DeLeon Vice President

Johnnie Garza, Vice President

Ken Goldman, Treasurer

Lila Smith, Secretary

Chris Gallup, District 1 Commissioner

John Mullen, District 2 Commissioner

Paul Doty, District 3 Commissioner

Stormey Medley, District 5 Commissioner

Ann Shoemake, District 6 Commissioner

Bill Cottle, District 7 Assistant Commissioner

Also present for various parts of the meeting:

John Weinerth, Chief Executive Officer

Motion #1 Mr. Dave Deleon moved to approve minutes as written except for correction on tournament approvals for #71 not approved due to investigations and Copa Oxnard not approved at that meeting. Correction of spelling of Bircsak. Ms. Ann Shoemake seconded. Motion passed with Paul Doty and Bill Cottle abstaining.

President's Report:

Gregg discussed how other states are using Cal South as an example in how they attempt to improve their states. For example Soccer Nation. He has received email from Cal North, John Murphy will be the Chairman of the Board instead of President for the upcoming term..

CEO Report-Presented by Mr. John Weinerth. See written report. Mr. John Weinerth has had multiple conference calls with ADG and other states. There was a dinner with other states on December 3, 2007. Good meeting with ADG and other states on December 4, 2007. Other states present were So Texas, Georgia, Utah, Alaska and Maryland. Mark Skeen at ADG will be in charge. Data warehousing will be done by ADG. Larry Green from Atlanta is a great Tech person. Project Management issues need to be resolved. Demo was done on ADG new online tracking system. Competition Manual will be unveiled by ADG.

Corporate Office Update- presented by Mr. Mr. John Weinerth. See written report.

Sales and Marketing Update- presented by Mr. John Weinerth. See written report. There has been a large increase in tournament guide. Soccer Nation updates were given.

Competition and Membership Development Update- presented by Mr. John Weinerth. See written report.

League Accounts Management Report- presented by Mr. John Weinerth. See written report. The office might be needing help from the District Commissioners with League accounts. Per Mr. John Mullen, Nancy has been very helpful. Per Mr. John Weinerth numbers are looking good once final figures are updated.

Coaching Education and ODP Report- presented by Mr. John Weinerth. See written report. The first bilingual coaching class has been set up with 170 coaches registered. LA84- 80,000 grant last year. Next year soccer coaching education budget, Cal South will take over courses (7 E Licenses, 3 D Licenses and 10 YM Licenses) LA84 is open to any attendee.

TOPSoccer Report- presented by Mr. John Weinerth. See written report.

State Tournaments Report- presented by Mr. John Weinerth. See written report. Mr. John Mullen advised that before Charity can be used in tournament name Cal South needs info to show what % of proceeds are actually going to Charity.

Tournament Committee Report- presented by Mr. John Weinerth.

Motion #2- Mr. Paul Doty moved to approve the following tournaments subject to demonstration that they are tied into a 501(c)3 Charitable organization:

Children's Hospital Charity Cup (June 21-23; 2008)

California Charity Shield (June 14-15, 2008) (\$500 late fee to apply)

Mr. Chris Gallup seconded. Motion passed unanimously.

Motion #3-Mr. Paul Doty moved to approve Escondido New Years Kickoff (January 5-6, 2008) need to remove U8; Dave Shelton Memorial Cup (August 16-17, 2008) and RSM Summer Classic (June 14-15, 2008).

Mr. John Mullen seconded. Motion passed with unanimously

Motion #4- Mr. Paul Doty moved to approve OC Tournament of Champions (December 13-14, 2008) and waive the \$500 late fee

Mr. Ken Goldman seconded. Motion passed unanimously

Motion #5-Mr. Paul Doty moved to approve the following tournaments:

Long Beach Mayor's Cup (January 3-4, 2009)

Elsinore Summer Classic (June 13-15, 2008)

Simi Valley Spring Cup (May 3-4, 2008)

Brea Signature Classic (August 23-24, 2008)

Mr. Ken Goldman seconded. Motion passes with Mr. John Mullen opposing Simi Valley Spring Cup.

Motion #6-Mr. Paul Doty moved to approve the following tournaments:  
May Madness (May 17-18, 2008).  
Copa Oxnard (May 24-25, 2008) (with correction Robert Zuniga co-chairman)  
Mr. Dave DeLeon seconded. Motion passes with Johnnie Garza opposing

Motion #7-Mr. John Mullen moved to approve Date Change for DBWV Tournament and Coerver Cup and waive the \$300 charge for DBWV.  
Mr. Ken Goldman seconded. Motion passed unanimously

2009 Far West Regionals update report given by Ms. Ann Shoemake.

Motion #8- Mr. Dave DeLeon moved to approve the next 6 months Board of Director meeting dates as follow:  
February 2, 2008  
March 1, 2008  
April 5, 2008  
May-during College Showcase weekend  
June 7, 2008  
Mr. Chris Gallup seconded. Motion passes unanimously.

Clarification was made on the league report. Corporate status when it shows suspended it usually means that the \$25 application fee with form has not been sent to the Secretary of State.

Motion #9-Ms. Stormey Medley moved to approve league #555 Empire Soccer Academy.  
Mr. Paul Doty seconded. Motion passes unanimously.

Motion #10-Mr. Johnnie Garza moved to approve Mission Statement.  
Ms. Ann Shoemake seconded. Motion passed unanimously

Mr. Ken Goldman presented the Investment Policy. Discussion on what the intentions are for reserves, it is not to exceed 4 months of operating expenses plus special projects.

Motion #11-Mr. Dave DeLeon moved to approve the Investment Policy for Reserves presented with maximum 4 months of operating expenses and any Board approved amounts necessary for special projects.  
Mr. Paul Doty seconded. Motion passed unanimously

Soccer Nation Meeting were discussed, there will be a League Presidents Meeting an email will be sent to see what Presidents want addressed at the meeting. There will be an Attorney to discuss Independent Contractor Issue.

Motion #12-Mr. Dave DeLeon moved to enter Executive Session at 12:46 pm.  
Mr. John Mullen seconded. Motion passed unanimously.

Meeting back in session and adjourned at 1:33 pm.