



**MINUTES OF THE MONTHLY MEETING
OF THE BOARD OF DIRECTORS
January 13, 2018**

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 at Cal South Corporate office Hotel in Fullerton, CA. President and Chairman of the Board, Derek Barraza, called the meeting to order at 9:04 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"/> Cindy Quan, Vice President-Youth | <input checked="" type="checkbox"/> Vacant, District 3 Commissioner |
| <input checked="" type="checkbox"/> Chris Haitz, Vice President-Adults | <input checked="" type="checkbox"/> Humberto Jara, District 4 Commissioner |
| <input type="checkbox"/> Vacant, Treasurer | <input type="checkbox"/> Louie De La Cruz, 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 Executive Officer
- Steve Hoffman, Technical Director
- Jonathan Smith, CFO
- Pat Severo, RBC Wealth Management

1. CALL TO ORDER- (call to order at 9:04 am)

2. PUBLIC COMMENTS (None)

3. PRESIDENTS REPORT-

Jonathan Smith new CFO gave short overview on himself

Steve Hoffman gave overview of the recent ODP Regional Championships. Eight teams in the finals. No scouts on the girls side at the event. Johnnie Garza advised we have applied to have the Pro + be accepted as an official Federation Program. No longer will there be a National Championship.

Steve Hoffman gave an update on the Pro +, it is a changing environment. Johnnie Garza advised our plan is to provide best opportunity for our players

Derek Barraza gave an update on Region IV workshop for Adults event. Shared the Tom Moore presentation board should review and contact Tom with any questions. Derek Barraza was able to attend the ODP finals for a couple of hours. Big topic is US Soccer upcoming events. United Coaches Soccer event is this next weekend.

Derek Barraza gave Verbal President Report again this month. Luca Pacelli made a comment that the President report was missing and it has been missing for several months. Luca asked for a written report to be provided and submitted.

GPS emails were addressed.

Derek Barraza advised he has been asked by various US Soccer President candidates to help on their campaign.

Luca Pacelli made a comment that the President report was missing and it has been missing for several months.

4. APPROVAL OF CONSENT ITEMS(Minutes, Renewal Affiliate applications,)

Motion #1 Luca Pacelli made the motion to approve consent calendar, as presented to board.

Jack Larkin seconded

Motion carries with Chris Haitz and Mark Flahan abstained

5. KATHY CARTER-(CANDIDATE US SOCCER PRESIDENT) Telephonically

Kathy Carter addressed the board as respects to her campaign which included a question and answer period.

6. STANDING COMMITTEE REPORTS: See Written Reports

- Executive
- Audit
- Nominations
- PAD
- Risk Management

7. FINANCE COMMITTEE(INVESTMENT PORTFOLIO YEAR END UPDATE)

Our Investment advisor gave us a presentation on year end results. Suggestions were made in multiple committee meetings.

Luca Pacelli requested that RBC and Pat need to provide CS with an Investment Plan to allow Cal-South the possibility to reach a six (6) months reserve or approximately six (6) million reserves. Pat committed to providing a plan with some options.

8. CEO REPORT- As Written and updates as provided

Meeting with auditors has taken place and have begun work for current audit.

USSF Membership Audit & Requirement

Update on CS Contracts and Library of contracts

- a) Marketing Consultants
- b) CS Apparel Consultants –gave overview of agreement
- c) Nike Contract
- d) Survey Contract

Sports Pin International have extended contract for 1 year

- i. Update on USC Philadelphia meeting
 - a) Meeting schedule

CS Calendar of key dates

- a) Operational event
 - i. Budget preparation
 - ii. Registration Seasonal dates
 - iii. Revisions of Policies and Rules and Regulations
 - iv. Strategic Plan reviews
- b) Meetings
 - a. CS Meetings
 - b. Regional Meetings
 - c. National Meetings

Johnnie Garza has re-engaged with the Cal South Foundation, review the Service Agreement documents in SharePoint and advise if any questions. Foundation wants to be an arm of Cal South.

Discussion on Foundation and what should be done

RFP's for registration process have been received.

We have engaged with the family of Felipe De La Cruz to collaborate in conjunction with Heartfelt Cardiac Projects to offer voluntary screening during one of our State Cup event dates,

Ramon Arceo President of La Gran Liga de Oxnard was inducted into the USASA Region IV Hall of Fame for his many years of service and contributions to the adult soccer community in Oxnard and Southern California.

Steve Hoffman gave us an overview of the US Soccer M.O.S.T. program which is in the process of being rolled out. PCI update was given on meetings to be held in the future.

Luca Pacelli comments made during the CEO Report. Budget and United Coaches Convention participation.

- 1) Budget
 - a) According to the calculation of the Royalty fees this contract will generate approximately 177K of Royalty fees
 - b) Based on the CS 17/18 Budget as approved by the CS BOD the Net income from the State Cup Apparel sales would be approximately \$650K.
 - c) This leaves a shortfall of approximately \$475K.
 - d) Some of this is mitigated by the fact that CS will have lower staff expense but there will still be a significant loss of the net income from the Apparel Sales.
 - e) CEO committed to working with the CSFC to see the impact on the Budget and Actuals for 2017/2018.
- 2) United Coaches Convention participation
 - a) Last year and again this year Luca asked for the ROI from attending and having a Booth at the convention and have not received any malformation.
 - b) At one time there was a discussion for having the Tournament Directors participate and provide a Benefit to our Member Tournament at the Cal-South Booth.

9. ADVISORY COMMITTEE (Standing & ad hoc) Reports: See Written Reports

- Governance
- Bylaws
- Urban Soccer Partnership
- Women's Leadership
- TOP Soccer
- Hall of Fame

Motion #4 Christie Paulson moved to approve Hall of Fame recommendation of Sean Roche and Gary Sparks as persons.
Jack Larkin seconded.
Motion passes with Chris Haitz and Mark Flahan abstaining

- Transfer Appeals
- State Cup Appeals
- Field Development
- Adult Task Force
- SRC
- Technology
- Membership Advisory Committee

10. UNFINISHED BUSINESS(Customer/member satisfaction survey

Discussed during CEO report

11. UNFINISHED BUSINESS-Recreational Soccer Gift

Discussed during CEO Report

12. EXECUTIVE SESSION

Motion #2 Cindy Quan moved to enter Closed Session at 2:20 pm
Roy Carlson seconded
Motion passes unanimously

Motion #3 Mark Flahan made the motion to exit closed session at 4:45 pm
Cindy Quan Seconded
Motion passes unanimously

13. UNFINISHED BUSINESS-State Cup Update

Addressed in CEO report

14. CONCUSSION POLICY COMMUNICATION

Johnnie Garza will be sending information out

CS Communication issues discussion

Johnnie Garza will put together a communication protocol for returning calls and questions.

15. STRATEGIC PLAN STATUS(Final plan for CS BOD Approval)

Will be addressed at March meeting

NEW BUSINESS

16. RESERVE CONTRIBUTION

Motion #5 Luca Pacelli made the motion to add \$150,000 from budget to reserve
Roy Carlson seconded.
Motion passes unanimously

17. CAL SOUTH FOUNDATION UPDATE

Update on Cal South Foundation given in CEO Report

18. ODP POLICY

Discussed the structure and membership questions

ADJOURNMENT

Motion #6 Luca Pacelli moved to adjourn at 5:15 pm
Mark Flahan seconded.
Motion passes unanimously

Dates to Remember:

United Soccer Coaches Convention-Philadelphia 1/17-21

US Soccer AGM 2/8-11

Officer & DC 2, 4, 6 Voting Period 2/5-15

Cal South AGM 2/17