



## Board of Directors Meeting Minutes

September 29, 2022

### **Board of Directors**

- |   |  |
|---|--|
| <input checked="" type="checkbox"/> Cindy Quan, Chair           | <input checked="" type="checkbox"/> Adam Wilson    |
| <input checked="" type="checkbox"/> Robert Pennoyer, Vice Chair | <input type="checkbox"/> Anthony Piscicoli         |
| <input checked="" type="checkbox"/> Grant Nadell, Secretary     | <input checked="" type="checkbox"/> Alex Lee (new) |
| <input checked="" type="checkbox"/> Nick Webster, Treasurer     |  |

### **Personnel**

- |   |   |
|---|---|
| <input checked="" type="checkbox"/> Terry Fisher, Cal South CEO                                       | <input checked="" type="checkbox"/> Chuck Porter, Controller      |
| <input type="checkbox"/> Steve Hoffman, Cal South Technical<br>Director & Coaching Education Director | <input type="checkbox"/> Jordan Schweitzer,                       |
| <input checked="" type="checkbox"/> Adrian Marquez, Cal South Manager                                 | <input type="checkbox"/> Jesus                                    |
| <input checked="" type="checkbox"/> Steve Marquez, Cal South Manager                                  | <input type="checkbox"/> Diogo Gama, Director of Soccer           |
| <input type="checkbox"/> Anthony Morales, Cal South Manager   | <input type="checkbox"/> James Stewart                            |
| <input type="checkbox"/> Blane Shepherd, Director of Marketing  | <input checked="" type="checkbox"/> Juan Ignacio Blanco, Director |
| <input checked="" type="checkbox"/> Juan Guzman, State Referee Administrator                          | <input type="checkbox"/> Juan James,                              |
|   | <input checked="" type="checkbox"/> Christie Paulson              |

Call to Order: 6:05 pm

### **Minutes**

Motion #1: Adam motioned to accept the September 29, 2022, minutes; seconded by Grant; passed unanimously.

Motion #2: Cindy motioned to nominate and accept Alex Lee as a board member filling a vacant position; seconded by Grant. Discussion: Under the provisions of the bylaws, the board can fill an open board position resulting from a midterm vacancy. That position is only for the remaining term of the person's position vacated. In this case, the position is up for reelection this next cycle. Motion passed unanimously. Welcome to the board, Alex.

### **Financials**

Chuck presented the financials in detail and answered questions from the board. Insurance, burn rate, cash flow, PPL, legal fees, costs, among other items were discussed.

Motion #3: Nick motioned to hire Anastasi, Moore & Martin for this year's audit and the foundations audit; seconded by Adam; passed unanimously. Chuck will request an engagement letter from them for signature approval to move forward.

### **PAD & Risk Management**

Christie reported that there are two current PAD cases. Risk management is going fine.



### **League America**

Christie and Adrian are working together to assist all leagues meet the administrative team qualifications.

### **SRA Report – Juan Guzman**

Juan Guzman shared that his team has provided approximately 76 referee clinics in the last 12 months; 1,000 to 1,500 new referees across Cal South from those clinics; we have the number one sales, for sponsor Capelli from the referee programs.

Mentor program is strong. A lot of sessions were held, 50 to 60 participants in that program. Number of referees is climbing to about 4,079 combined with 2022 – 2023 and another 350 that are in the pipeline. Pre-pandemic numbers were under 4,000.

We had 12 referees selected in Nationals which was the first time that has ever happened.

### **CEO Updates**

Steve Marquez informed the board that the Stack Sports agreement has been completed. Split fee project with five phases. Press release was sent yesterday starting phase one. Approximately 15 leagues use the platform leaving about 160 leagues that need training and assistance from staff and Stack Sports. Training will begin in October.

Juan Ignacio Blanco provided an update on PPL - There are 32 teams in South Bay, San Diego participating this season. We hope to have 80 to 100 teams next summer. There is another opportunity to grow North Bay; more information to come.

We created a partnership with the Mexican Soccer Federation (FMF). Free try out for their fifteens; 77 Mexican American girls showed up. There were scouts from Mexico City, Mexico's Soccer Federation, and Cal South. This was free tryout for Cal south members, independent females and SoCal.

Making it as easy as possible to join a State Cup competition. This includes the registration process.

The new Cal South website launches tomorrow. Kern County Soccer Park also has a new website. Will work on a Spanish translation of the Cal south website.

Terry shared that the team is working to get everything we do, phone and internet in both English and Spanish. Terry discussed grants and grant writers.

Adrian Marquez shared that the contract was renewed; Kern County is very happy with us. A few things occurring at the venue include frisbee tournament, largest bounce house event, parking lot offer to our neighbor to shuttle over guests to their evening event. We have also hosted cross country high school events. Looking to coordinate events with Cal North.



Juan Ignacio Blanco shared that the name of Golden Valley Soccer League is changing to PPL Bakersfield or PPL Bakersfield, Kern County. Positive economic impact of around \$7,000 that was presented to the city.

Terry informed the board that Cal South will be involved in the USASA symposium in Tuscan in January.

Terry discussed the 50<sup>th</sup> Anniversary Gala is now 24 months away. Talking to venues now

Viewing party Thanksgiving weekend, Mexico vs. Argentina. May have a break between games so participants can watch.

Motion #4: Robert motioned to go into closed session, seconded by Cindy.

Motion #4: Robert Pennoyer motioned to exit closed session, seconded by Grant.

Adjourned at 7:56 pm.