

MEETING Minutes BOARD OF DIRECTORS

JULY 30, 2022

Board of Directors		Personnel	
<input checked="" type="checkbox"/>	Cindy Quan, Chair	<input checked="" type="checkbox"/>	Terry Fisher, Cal South CEO
<input checked="" type="checkbox"/>	Robert Pennoyer, Vice Chair	<input type="checkbox"/>	Steve Hoffman, Cal South Technical Director
<input checked="" type="checkbox"/>	Grant Nadell, Secretary on Phone		& Coaching Education Director
<input checked="" type="checkbox"/>	Nick Webster, Treasurer on Phone	<input checked="" type="checkbox"/>	Adrian Marquez, Cal South Manager
<input checked="" type="checkbox"/>	Adam Wilson	<input checked="" type="checkbox"/>	Steve Marquez, Cal South Manager
<input checked="" type="checkbox"/>	Anthony Piscicoli	<input type="checkbox"/>	Anthony Morales, Cal South Manager
<input checked="" type="checkbox"/>	Christie Paulson	<input checked="" type="checkbox"/>	Blane Shepherd, Director of Marketing
		<input type="checkbox"/>	Juan Guzman, State Referee Administrator
		<input checked="" type="checkbox"/>	Chuck Porter, Controller on Phone

X Jesus Cisneros on Phone

1. Call to order
2. Approval of minutes
 1. May 2022
 2. June 2022
3. Foundation Update
4. Strategic Plan Discussion
5. Board Calendar – Upcoming Items
6. AGM Discussion
7. CEO Updates
 1. Pacific Player League
 2. CS Anniversary
8. Operational Update
 1. Financials
9. Committee Assignments Review
10. Committee Updates
 1. SRA – Juan
11. Closed Session
 1. RM Update
 2. PAD Items
 3. Contract
 4. Legal
12. Next Meeting
13. Adjournment

(Numbers are agenda item)

1) Call to order 1002 am

2) Minutes

Cindy Quan made a Motion to accept Minutes May 2022. Christie Paulson 2nd Motion passed.

(June 2022 meeting minutes are still outstanding.)

3) Foundation

Cindy, Audit is completed. Taxes in progress. Working w/Bank to get corrected signatures. Cal South will be billed quarterly for services for Jordan Schweitzer.

4) Strategic Plan

Plan presented in June. Now working with budget and plan together.

8.1) Financials

Chuck, 2 months left in this year's budget. Went through highlights of remaining budget and status today. Indicated no surprise due to insurance increases. Insurance went up 32% in premiums.

Robert, what option do we have to combine with another Association(s).

Terry, little, this is due to our claims. National pandemic. We must get help. This is a business problem.

Grant, what about combining with US Club?

Terry, they are limited in service.

Adrian, US Club is National Org. USYS Youth is collective w/US Club. SoCal has no losses.

Tony, SoCal has no losses.

Grant, not fair, possible legal option?

Terry...Option not available. Terry about the budget. New programming, competitions, and returning members. We are in year 2 in recovery. Staff still in place.

Tony (Edited) is one of the driving forces to move. He is frustrated and SoCal broke promises. No organizational structure. May be coming back.

Terry, we keep meeting with members that left. Continuing with discussions to use Silverlake. (edited) State Cup, ODP (Olympic Development Program) possibilities. May be getting assistance. (Edited.)

(Several discussions about who, where, when, results possibilities. edited.)

8.1) Budget

Robert moved through the budget, as presented quickly.

Terry, keeping projected numbers low on purpose, not to over guess. New Cups with Adults, Juan is building nonaffiliated relationships. Could save some money by changing adult affiliations.

Nick, in favor of changing affiliations for adults.

Terry, we need to focus on Recreational moving up to Competitive, to be better teams. Boca won National then went to SoCal.

ODP/discussions. Robert, we need to regionalize. Terry, we are doing more work with ODP. Terry, Under marketed, must market

Terry, Changing banks. Etc. Robert, Blaine, Grant, exchanged ideas for increasing membership and lowering costs. Special events, using resources better.

Terry Staff is at high performance. This year, we are preparing for 23/24. Plan to survive.

Robert, strong advocate of budget.

Chuck, Working on grants and PP Loans.

Terry, we applied for a portion of grant of \$1.2 Mil. Rec'd nothing. Jordan not reflected in budget. Grants are not reflected in the budget. Jordan working per job. Good thing.

Special events, means PPP in San Diego, Refs vs Coach's games, Super Cup w/CSL, non-affiliates games, must restructure. Evaluate expense vs revenue. What can we offer nonaffiliated.?

Can we offer a seat at the table, part of family, part of state league, ODP, building bridges.

Team by team. No, nonprofit.

Robert, Commodity is Field space. Using field space as leverage.

4) Robert, **Motion** to accept Budget with reports monthly of performance metrics as best possible

Christie 2nd Motioned passed.

7) CEO Updates

Operations update.

Terry, we are going to Split pay starting 2023. NO more invoices. Getting Cal South fees, up front. Still chasing \$100,000. Need to get up to 21st century.

Kern updates

Jesus, there are 15 events currently scheduled. Getting name out there for different events. Cross Country event, Frisbee Event, + Rattlesnakes. Many. There are 4 full-time employees and 1 part-time employee at Kern.

Robert said Thank you to Chuck for a great consumable budget. Chuck stated it took 5 people to prepare this. Starting Sept 1, switching over to a new system for accounting. (Chuck left meeting @ 1109am)

6)AGM

AGM in January. Running with League America, Including ODP. Brings us into compliance. Need big speaker. Several sites mentioned. All being researched. Need to be able to control space.

Election Nominations start in Nov. 2022

7.1) Pacific Players League, 30 teams have joined for the first season. All younger.

7.2) Cal South Anniversary

Looking for venues. Alan Rothenberg will Co-host. Getting 2nd co-host. Huge event.

10.1) Referees

Juan Guzman 4000 referees, going through education.

National Games, in US., we hosted Chelsey. Should receive 5% of gross revenue.

4) Strategic plan (Presented in June in SharePoint.) (Notice Grant no longer on call))

That is the score card. Questioned if all has seen doc. Most said yes. Little discussion.

Adam Motion to receive/approve Strategic plan as presented. Tony 2nd Motion Passed.

5. BOD Calendars. No Calendars currently.

Alex is a guest. Presented verbally, an impressive resume. He wants to help Cal South.

He traveled a bit to AGM w/ US Youth AGM and our BOD meeting.

Blaine offered 4 tickets to the Orange County game.

11) 1145am Cindy made motion to go into closed session. Christie 2nd. Motion passed

Noticed Nick no longer on call during closed session.

1242pm Adam Motion to come out of closed session. Robert 2nd Motion passed

1243pm Cindy made Motion to accept Christie's resignation. Adam 2nd Motion passed

12) 1245 Adam made Motion to adjourn. 2nd by Robert. Motion passed