



**Section 10 - Area W - Region 68
General Board Meeting Agenda
Wednesday, July 19, 2023**



In Attendance: Jeannette Rossling, Rich Frank, Dan Johnston, Gerallie Gutierrez, Keith Fichtelman, Dominique Colell, Stacie Jue, Oscar Sepulveda III, Heatherly Topete, Darren Hartwich, Jim Bak, LeeElle Tullis, Patty Donovan, Cyndi Livingstone, Kelly Scyphers, Aaron Landerkin, Jessica Dyer, Alan Anderson, Phil Poulsen, Brian Rossling, Wendy James, Bob Dawson, Don Barber, Ian McGraw, Angel Rossini, Arnold Garcia

1. Call to order: 7:05 pm

LeeElle Tullis makes a motion to approve June 2023 meeting minutes. Arnold Garcia seconds. All in favor. Motion passes unanimously.

Dan Johnston makes a motion to approve July 2023 meeting agenda. Gerallie Gutierrez seconds. All in favor. Motion passes unanimously.

2. Reports

[Regional Commissioner- Jeannette Rossling](#)

Metrics:

A. Calendar:

1. CORE Registration Dates – April 1 – June 16, 2023
2. NAGM – Thursday, June 28th – July 2nd
3. Jeannette's Vacation July 30th – August 5th
4. Core Practice begins – Tuesday, August 1st
5. CORE Games Week #1 – Saturday, August 19th
6. Camarillo Cup – Labor Day Weekend, Sept. 2nd & 3rd
7. Picture Days: Saturdays, August 26th (Week #2), Sept 16th (Week #4), Sept. 30th (Week#6)
8. CORE Games Week #10 – Saturday, October 28th
9. CORE Championship Weekend – Saturday, November 4th
10. AREA League Championship Weekend – Ventura – Saturday, November 18th & 19th
11. EXPO – Sections 1/10/11 – Pasadena – April 4th – 7th
12. California Strawberry Cup – May 4th (Boys Weekend with Girls 16U & 19U) and May 18th Girls weekend (G10, G12, G14)
13. NAGM – May 23rd – 26th – Denver, CO

Calendar:

Completed activities: June Meeting, AREA meeting, NAGM, CORE Registration

Ongoing activities: recruiting new board members

Upcoming activities: CORE trainings and practices

Old Business:

A. Uniform Sponsor

1. CORE Uniforms

2. All Star Uniforms

B. NAGM Bylaw changes

1. 14U Free Substitution

2. National Fee Increase

New Business:

A. PVRPD

1. Community Service Organization (CSO) agreement

Regional Treasurer- Darren Hartwich**Metrics: through June 2023**

- Operating Account: \$400,332.02
- Net Revenue: \$-42,687.67
 - Does not include deferred income from fall registration of \$166,195.34 as of June 30, inclusive of Camarillo Cup tournament registration fees paid to date, and \$1,153.66 of deferred sponsors/contributions

Calendar:

- Completed activities:
 - Check requests for Spring completed, sent out 8
 - Budgets setup in Divvy for MY 23-24, existing budgets will be retired at end of this week
- Ongoing activities:
 - Received one chargeback to date, working with Sports Connect to resolve
 - Addressing Strawberry Cup additional ref refunds, missing checks, misdirected checks
 - 2 checks missing not received by regions, issued stop payment \$23/check, and reissued
- Upcoming activities:
 - Quickbooks MY 23-24 - will be producing detailed reports to monitor expenses versus budgets

Old Business:

none

New Business:

A. Audit completed of Quickbooks through June 2023

a. Overall meeting requirements

b. Issues to Address

i. Bank Statements – Stated not provided, however all are available in

Quickbooks files under reconciliations as program requests during reconciliation

1. Requested to be placed in Shared Documents – duplicate copies will be placed in Shared Documents folder also
 - ii. Concern raised about future expenses – Region will closely monitor budget and expenses
 - iii. Need copies of all past minutes through July 2022 and all future minutes to be uploaded monthly in Shared Documents folder in Quickbooks, please provide copies to Treasurer

Statement of Financial Position

As of June 30, 2023

	Total
ASSETS	
Current Assets	
Bank Accounts	
1000 Cash	400,332.02
Total Bank Accounts	400,332.02
Total Current Assets	400,332.02
TOTAL ASSETS	\$400,332.02
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	
2150 Divvy Credit Card Payable	2,882.92
Total Credit Cards	2,882.92
Other Current Liabilities	
2400 Deferred sponsors/contributions	1,153.66
2510 Deferred Registration Fees	166,195.34
Total Other Current Liabilities	167,349.00
Total Current Liabilities	170,231.92
Total Liabilities	170,231.92
Equity	
Opening Balance Equity	288,451.06
Retained Earnings	
Net Revenue	-58,350.96
Total Equity	230,100.10
TOTAL LIABILITIES AND EQUITY	\$400,332.02

Statement of Activity

June 2023

	Total
REVENUE	
4006 Registration Fee Refunds	-3,464.00
4022 Tournament - Referee Commitment Fees	-250.00
4023 Tournament - Referee Commitment Refund	-29,183.74
4025 Tournaments - Vendors	1,000.00
4310 Sponsors/Contributions/Donations	1,266.40
4959 Other Income	71.24
9105 Interest Income	33.85
Total Revenue	-30,526.25
GROSS PROFIT	-30,526.25
EXPENDITURES	
5111 Field expenses	503.50
5115 Facility/Park Fees	2,950.62
5220 Tourn/Player-Incentives,Trophies,Awards	132.99
5223 Tournament - Other	1,352.83
5228 Tournament/National Games Entry Fees	450.00
5255 Ads/Social Media/Newsletter/Yearbook/Pictures	80.00
5706 Volunteer Membership Program & Screening	450.00
7430 Conferences/Meetings	916.35
7431 Section/NAGM	61.66
7515 Phone/Internet/website	66.33
7535 Postage	12.60
7610 Computer Software (Software & Subscriptions)	3,570.34
7625 Office Supplies	310.58
8305 Bank and Credit Card Fees	1,303.62
Total Expenditures	12,161.42
NET OPERATING REVENUE	-42,687.67
NET REVENUE	\$ -42,687.67

Metrics:

- Fall 2023 Core Season Enrollment: 1,543 with 154 Waitlist Enrollments
 - a. Fall 2022 Core Season Enrollment at this time: 1453
 - i. By August 20th, 2022, Fall 2022 Core Season Enrollment was at 1,482
- Fall 2023 VIP/EPIC Season Enrollment: 53
 - a. Fall 2022 VIP Season Enrollment at this time: 56
 - i. By August 20th, 2022, Fall 2022 VIP Season Enrollment was at 61

New Business:

A. Fall 2023 Core & VIP/EPIC Registration closed June 16th, 2023

Division	Fall 2023 Enrollments	Fall 2023 Waitlist	Fall 2022 Enrollments	Fall 2022 Waitlist
VIP/EPIC	53	0	61	0
SchoolYard Boys	79/80	0	53/100	0
SchoolYard Girls	54/60	0	50/100	0
Boys 6U	72/72	13	60/60	26
Girls 6U	72/72	14	41/50	0
Boys 7U	114/114	22	112/112	16
Girls 7U	66/66	9	64/64	26
Boys 8U	128/128	9	128/128	26
Girls 8U	81/81	14	80/80	14
Boys 10U	240/240	18	184/187	0
Girls 10U	144/144	12	126/126	9
Boys 12U	145/145	17	121/122	0
Girls 12U	93/96	12	102/105	0
Boys 14U	81/84	0	82/86	0
Girls 14U	56/56	10	59/60	0
Boys 16U	36/36	0	0/0	0
Girls 16U	33/36	0	0/0	0
Boys 19U	31/36	0	36/37	0
Girls 19U	18/18	4	38/39	0

B. Order Summary:

Fall 2023 Core Registration:

Name	Count	Order Amount
Division Price	1542	\$181,135.00
Cancellations	98	\$0.00
Service Fee paid by the customer	1192	\$3,278.00
Active Military Discount	76	-\$1,140.00
AYSO Membership Fee	1571	\$31,420.00
2nd Player Family Discount	369	-\$5,535.00
3rd Player Family Discount	51	-\$765.00
4th Player Family Discount	6	-\$90.00
5th Player Family Discount	2	-\$260.00
Scholarship Fund (Donations)	166	\$1,162.34
Coupon Discount (Spring Coupons)	321.5*	-\$4,492.50
Scholarships Granted	47**	\$ 2,905.00

*453 Coupons created in total

**6 players confirmed will not register this Fall season & 5 are on the waitlist

Fall 2023 VIP/EPIC Registration:

Name	Count	Order Amount
Division Price	53	\$1,060.00
Cancellations	6	\$0.00
Service Fee paid by the customer	48	\$132.00
AYSO Membership Fee	56	\$1,120.00
Scholarship Fund (Donations)	9	\$78.91
Active Military Discount	3	-\$45.00
Coupon Discount (Spring Coupons)	0.5*	-\$7.50

Metrics:

- Fall 2023 Core Volunteer Enrollment- 275 volunteers registered
 - a. Sterling background check- 84 volunteers incomplete
 - b. LiveScan Fingerprinting- 102 volunteers incomplete
 - c. SafeSport- 104 volunteers incomplete

Calendar:

- **Completed activities:** LiveScan e-mail blast, updated Region 68 Calendar
- **Ongoing activities:** LiveScan events, Trainings for Coaches/Referee/Team Manager/etc, Fall CORE Season prep
- **Upcoming activities:** Fall CORE Season

Old Business:

- Please be sure to register as a volunteer for the upcoming season if you have not done so already, as well as completing all certifications and trainings pertaining to your role.
- Keep in mind when your Sterling background check expires so you can be sure to renew it ASAP before it expires, if you need assistance, please email me.

New Business:

- LiveScan Event Dates
 - July 20 from 7:30-9pm (Coach Orientation)
 - August 9 from 7-9pm (Team Managers Meeting)
 - August 26 from 9am-12pm (Fall CORE Week 2)
 - Email blast sent out on 7/16 outlining upcoming dates and times for volunteers that need to complete fingerprinting. Sent out to 102 volunteers.

Regional Referee Administrator- Keith Fichtelman

Referee Volunteers

As of July 16th:

Registered as Referee volunteer on Sports Connect: 65

Fall Referee Dates:

7/21/2023	Friday	Returning Referee Taco Night
8/8/2022	Tuesday	Regional Referee Online Companion Course
8/10/2023	Thursday	YOUTH Regional Referee Online Companion Course
8/15/2023	Tuesday	Regional Referee Online Companion Course
8/23/2023	Wednesday	Regional Referee Online Companion Course
9/2023 TBD	TBD	Regional Referee Online Companion Course
9/18/2023	Monday	Intermediate Class Night 1
9/19/2023	Tuesday	Intermediate Class Night 2
9/21/2023	Thursday	Intermediate Class Night 3
10/25/2023	Wednesday	Referee Appreciation Dinner – DATE CHANGED

Regional Coach Administrator- Gary Larson

- **Completed Activities:**
- **Ongoing Activities:**
- **Upcoming Activities:** Coach Orientations, Coach Trainings. I need confirmations on calendar dates with Coach trainers.

Old Business:

Player assessments scheduled at Pitts Ranch Park
July 8th 7:30 am to 1 pm
July 15th 7:30 am to 1 pm
July 21st 7:30 am to 1 pm.

New Business:

Total number of participants for player assessments around 250

- 125 each Saturday

Camarillo Cup Director- Bob Dawson

REGISTRATION IS OPEN!

Camarillo Cup 2023 is planned for Labor Day weekend, Saturday & Sunday, September 2nd & 3rd.

- target 110 teams with an emphasis on brackets for our own United Channel Islands teams.

Metrics:

- 63 teams registered including most of our own.
 - That's roughly double the number we had registered this time last year.
 - Email marketing efforts will now focus on specific brackets to be sure we have the brackets for our teams.

New Business:

- Updating website www.camarillocup.com
- Chris Bjordahl will again coordinate crew.
- Checking on EMTs

Old Business:

- Rick is Gathering service provider agreements from vendors

Calendar:

- Registration closes 8/11

Metrics:

Registration and Division Counts as of 7/17

Fall 2023							
Division		Actual Enrollment	Wait List	Players per Team	Actual Teams	Difference From 2022	Enrollment Caps
BU06	4v4	71	13	6	12.00	(15)	72
BU07	6v6	114	22	8	14.00	(16)	112
BU08	6v6	127	9	8	16.00	(33)	128
BU10	7v7	239	18	10	24.00	53	216
BU12	9v9	145	17	12	12.00	24	144
BU14	11v11	81	0	14	6.00	(5)	84
BU16	11v11	36	0	18	2.00	20	36
BU19	11v11	31	0	18	2.00	9	36
GU06	4v4	72	14	6	12.00	29	72
GU07	6v6	66	9	8	8.00	(24)	64
GU08	6v6	81	14	8	10.00	(13)	80
GU10	7v7	144	12	9	16.00	5	144
GU12	9v9	93	12	12	8.00	(12)	96
GU14	11v11	56	10	14	4.00	(4)	56
GU16	11v11	33	0	18	2.00	10	36
GU19	11v11	18	4	18	1.00	2	18
Schoolyard - Boys		79	0	100		22	80
Schoolyard - Girls		54	0	100		3	80
EPIC		53	0	1000		(11)	1000
Totals		1593	154		149	44	

Calendar:

Completed Activities: DC Recruitment, Player Assessments

Ongoing & Upcoming Activities:

Fall 2023:

- 2023 Calendar mostly complete
- Monitoring Fall Registration
- Submitting metrics to Uniforms Director
- Coach Recruitment

- Team Forming
- Getting team/division counts to Game Scheduler
- Coach Orientation
 - Live Scan Fingerprinting
 - Team Roster Distribution
- Schoolyard Parent Orientation
- Uniform Distribution
- Field Work Volunteer Assignment Distribution

Staff Updates:

Staff Updates (Final)

- | | |
|-----------------------|--------------------------|
| • DOP Competitive | Jim Bak |
| • DOP Non-Competitive | LeeElle Tullis |
| • DC B6U | Jessica Dyer |
| • DC B7U | Jim Bak |
| • DC B8U | LeeElle Tullis |
| • DC B10U | Cyndi Livingstone |
| • DC B12U | Joe Marquez |
| • DC B14U | LeeElle Tullis |
| • DC B16U | Jim Bak |
| • DC B19U | Keith Fichtelman |
| • DC G6U | Kara Milgram |
| • DC G7U | Angel Rossini |
| • DC G8U | Mark Jue |
| • DC G10U | Ashley Montgomery |
| • DC G12U | Arnold Garcia |
| • DC G14U | Jim Bak |
| • DC G16U | Jim Bak |
| • DC G19U | Keith Fichtelman |
| • DC VIP | Jessica Dyer |
| • DC Schoolyard | Wendy James / Tim Azbell |

4. Old Business

- All Stars & EXTRA Team update- Alan Anderson
 - **Rich Frank makes a motion to select team uniform for All Stars between 2 options presented to the Board. Dan Johnston seconds this motion.**
 - **Option 1- 18 votes**
 - **Option 2- 2 votes**

Motion passes- Option 1 is chosen by majority vote

- California Strawberry Cup 2023 Update- Tim Azbell
- Construction for HQ- Justin Schlimgen
- Camarillo Cup Update- Bob Dawson

- United Update- Phil Poulsen
- HQ Needs- tables, chairs, etc.
 - **Dan Johnston presents a motion to purchase new tables for Region 68 Headquarters not to exceed the cost of \$1,300. Oscar Sepulveda III seconds this motion. Jeannette Rossling abstains from voting. All others in favor. Motion passes.**

5. New Business

- August 12th Shed Clean Out Day
- All Star/Secondary Season Coordinator- Ian McGraw

6. Next scheduled General Board meeting on August 16, 2023.

Oscar Sepulveda III makes a motion to adjourn meeting. Dan Johnston seconds. All in favor. Motion passes unanimously.

7. Meeting adjourned at 8:27pm

Respectfully submitted by Heatherly Topete, Board Secretary, AYSO Region 68

