



**Section 10 - Area W - Region 68  
General Board Meeting Agenda  
Wednesday, June 21, 2023**



**In Attendance:** Jeannette Rossling, Rich Frank, Gerallie Gutierrez, Keith Fichtelman, Gary Larson, Dominique Colell, Stacie Jue, Oscar Sepulveda III, Heatherly Topete, Darren Hartwich, LeeElle Tullis, Patty Donovan, Cyndi Livingstone, Kelly Scyphers, Aaron Landerkin, Brian Rossling, Tim Azbell, Wendy James, Bob Dawson, Don Barber, Arnold Garcia, John Best, Mark Jue

**1. Call to order: 7:08 pm**

**Patty Donovan makes a motion to approve May 2023 meeting minutes. Gerallie Gutierrez seconds. All in favor. Motion passes unanimously.**

**LeeElle Tullis makes a motion to approve June 2023 meeting agenda. Keith Fichtelman seconds. All in favor. Motion passes unanimously.**

**2. Reports**

[Regional Commissioner- Jeannette Rossling](#)

**Metrics:**

1. CORE Registration Dates – April 1 – June 16, 2023
2. Strawberry Cup – May 6-7 & 20-21, 2023
3. NAGM – Thursday, June 28th – July 2nd
4. Jeannette's Vacation July 30th – August 5th
5. Core Practice begins – Tuesday, August 1st
6. CORE Games Week #1 – Saturday, August 19th
7. Camarillo Cup – Labor Day Weekend, Sept. 2nd & 3rd
8. Picture Days: Saturdays, August 26th (Week #2), Sept 16th (Week #4), Sept. 30th (Week #6)
9. CORE Games Week #10 – Saturday, October 28th
10. CORE Championship Weekend – Saturday, November 4th
11. AREA League Championship Weekend – Ventura – Saturday, November 18th & 19th
12. EXPO – Sections 1/10/11 – Pasadena – April 4th – 7th
13. California Strawberry Cup – May 4th (Boys Weekend with Girls 16U & 19U) and May 18th Girls weekend (G10, G12, G14)
14. NAGM – May 23rd – 26th – Denver, CO

**Calendar:**

**Completed activities:** May Meeting, AREA meeting, Strawberry Cup, CORE Registration

**Ongoing activities:** recruiting new board members

**Upcoming activities:** CORE trainings and practices, NAGM

**Old Business:**

- A. Policies & Procedures Update

**New Business:**

- A. Uniform Sponsor
  - 1. CORE Uniforms
  - 2. All Star Uniforms
- B. NAGM Bylaw changes
  - 1. 14U Free Substitution
  - 2. National Fee Increase

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

- Operating Account: \$397,682.06
- Net Revenue: \$50,672.70
  - o Does not include deferred income from fall registration of \$118,239.50 as of June 1 nor \$897.25 of deferred sponsors/contributions

**Calendar:**

- Completed activities:
  - o Obtained access to bank
  - o Dropbox switched to non-profit account for 30% savings, had to pre-pay for 1 year in advance
- Ongoing activities:
  - o Check requests are in process of being sent out for spring refunds as received, eight to date
    - Received one chargeback to date, working with Sports Connect to resolve
- Upcoming activities:
  - o Setting up budgets in Divvy for MY 2023-24

**Old Business:**

none

**New Business:**

- A. Using bank's bill pay system to pay to generate checks
- B. Audit completed of Divvy, no issues

## Statement of Activity

May 2023

	Total
<b>REVENUE</b>	
4006 Registration Fee Refunds	-1,360.00
4012 Merchandise Revenue - T-Shirts	45.00
4021 Tournament/National Games/Player Camp	59,570.00
4022 Tournament - Referee Commitment Fees	26,850.00
4023 Tournament - Referee Commitment Refund	933.34
4025 Tournaments - Vendors	2,750.00
4310 Sponsors/Contributions/Donations	205.00
4959 Other Income	22.58
9105 Interest Income	33.31
<b>Total Revenue</b>	<b>89,049.23</b>
<b>GROSS PROFIT</b>	<b>89,049.23</b>
<b>EXPENDITURES</b>	
5111 Field expenses	6,794.96
5115 Facility/Park Fees	3,029.47
5220 Tourn/Player-Incentives,Trophies,Awards	9,338.33
5223 Tournament - Other	98.94
5224 Tournament - Water, Food	5,108.36
5226 Tournament - Medical Personnel	5,492.50
5228 Tournament/National Games Entry Fees	2,700.00
5255 Ads/Social Media/Newsletter/Yearbook/Pictures	1,275.00
5274 Volunteer Recognition	92.05
5706 Volunteer Membership Program & Screening	100.00
7430 Conferences/Meetings	453.48
7431 Section/NAGM	103.99
7515 Phone/Internet/website	278.03
7535 Postage	37.80
7610 Computer Software (Software & Subscriptions)	946.14
7625 Office Supplies	580.98
8305 Bank and Credit Card Fees	1,946.50
<b>Total Expenditures</b>	<b>38,376.53</b>
<b>NET OPERATING REVENUE</b>	<b>50,672.70</b>
<b>NET REVENUE</b>	<b>\$50,672.70</b>

# Statement of Financial Position

As of May 31, 2023

	Total
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Bank Accounts</b>	
1000 Cash	397,682.06
<b>Total Bank Accounts</b>	<b>397,682.06</b>
<b>Total Current Assets</b>	<b>397,682.06</b>
<b>TOTAL ASSETS</b>	<b>\$397,682.06</b>
<b>LIABILITIES AND EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Credit Cards</b>	
2150 Divvy Credit Card Payable	4,412.54
<b>Total Credit Cards</b>	<b>4,412.54</b>
<b>Other Current Liabilities</b>	
2400 Deferred sponsors/contributions	897.25
2510 Deferred Registration Fees	118,239.50
<b>Total Other Current Liabilities</b>	<b>119,136.75</b>
<b>Total Current Liabilities</b>	<b>123,549.29</b>
<b>Total Liabilities</b>	<b>123,549.29</b>
<b>Equity</b>	
Opening Balance Equity	288,451.06
Retained Earnings	0.00
Net Revenue	-14,318.29
<b>Total Equity</b>	<b>274,132.77</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$397,682.06</b>

**Metrics:**

- **Fall 2023 Core Season Enrollment: 1490**
  - a. **Fall 2022 Core Season Enrollment at this time: 1396**
- **Fall 2023 VIP Season Enrollment: 48**
  - a. **Fall 2022 VIP Season Enrollment at this time: 51**

**Calendar:**

- **Completed activities:** None
- **Ongoing activities:** None
- **Upcoming activities:** None

**Old Business:** None

**New Business:**

A. Fall 2023 Core & VIP Registration closed June 16<sup>th</sup>, 2023

Division	Enrollments	Waitlist
SchoolYard Boys	74	0
SchoolYard Girls	53	0
Boys 6U	72/72	10
Girls 6U	72/72	12
Boys 7U	112/112	19
Girls 7U	64/64	9
Boys 8U	128/128	7
Girls 8U	80/80	14
Boys 10U	198/198	57
Girls 10U	144/144	10
Boys 12U	144/144	14
Girls 12U	96/96	11
Boys 14U	82/84	0
Girls 14U	56/56	11
Boys 16U	36/36	0
Girls 16U	36/36	0
Boys 19U	30/36	0
Girls 19U	18/18	3

## Regional Referee Administrator- Keith Fichtelman

### Metrics:

As of 6/20 there are 63 referees registered on Sports Connect

### Calendar:

7/21/2023	Friday	Returning Referee Taco Night
8/8/2022	Tuesday	Regional Referee Online Companion Course
8/10/2023	Thursday	<b>YOUTH</b> 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
10/26/2023	Thursday	Referee Appreciation Dinner

## Regional Coach Administrator- Gary Larson

- **Completed Activities:**
- **Ongoing Activities:**
- **Upcoming Activities:** Coach Orientations, coach trainings
  - Need confirmation on calendar dates with coach trainers

### New 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.

**Metrics:**

Registration and Division Counts as of 6/19

Fall 2023							
Division		Actual Enrollment	Wait List	Players per Team	Actual Teams	Difference From 2022	Enrollment Caps
BU06	4v4	72	10	6	12.00	(14)	72
BU07	6v6	112	19	8	14.00	(18)	112
BU08	6v6	128	7	8	16.00	(32)	128
BU10	7v7	198	57	9	22.00	12	198
BU12	9v9	144	14	12	12.00	23	144
BU14	11v11	82	0	14	5.86	(4)	84
BU16	11v11	36	0	18	2.00	20	36
BU19	11v11	30	0	18	1.67	8	36
GU06	4v4	72	12	6	12.00	29	72
GU07	6v6	64	9	8	8.00	(26)	64
GU08	6v6	80	14	8	10.00	(14)	80
GU10	7v7	144	10	9	16.00	5	144
GU12	9v9	96	11	12	8.00	(9)	96
GU14	11v11	56	10	14	4.00	(4)	56
GU16	11v11	36	0	18	2.00	13	36
GU19	11v11	18	3	18	1.00	2	18
Schoolyard - Boys		74	0	100		17	57
Schoolyard - Girls		53	0	100		2	57
EPIC		48	0	1000		(16)	1000
Totals		1543	176		146.52	(6)	

**Calendar:**

**Completed Activities:** DOP/DC Training Meeting

**Ongoing & Upcoming Activities:**

- Fall 2023
  - 2023 Calendar mostly complete
  - DC Recruitment
  - Monitoring Fall Registration
  - Submitting metrics to Uniforms Director
  - Player Assessments
  - Coach Recruitment
  - Team Forming

## Staff Updates:

- |                       |                        |
|-----------------------|------------------------|
| • DOP Competitive     | Jim Bak                |
| • DOP Non-Competitive | LeeElle Tullis         |
| • DC B6U              | Jessica Dyer           |
| • DC B7U              | <b><i>Vacancy</i></b>  |
| • DC B8U              | <b><i>Vacancy</i></b>  |
| • 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 |

[California Strawberry Cup Tournament Director- Tim Azbell](#)

## Metrics:

Registration  
Girls Teams  
Total 139

Boys Teams  
Total 90

See the Attached Profit and Loss Statement

## Operations:

- Submitted the 2024 California Strawberry Cup application to Area W
- Receive Lessons Learned feedback from the Tournament Staff

## Calendar:

- Please see the attached CSC calendar of events. (on Track)

## Staff Updates:

None

## Old Business:

None

## New Business:

None

#### **4. Old Business**

- Spring League- Jim Bak
- All Stars & EXTRA Team update- Alan Anderson
- 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.

#### **5. New Business**

- Regional Board Calendar Updates

#### **6. Next scheduled General Board meeting on July 19, 2023.**

**Oscar Sepulveda III makes a motion to adjourn meeting. Keith Fichtelman seconds.  
All in favor. Motion passes unanimously.**

#### **7. Meeting adjourned at 8:32 pm**

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





