



**Section 10 - Area W - Region 68
General Board Meeting Agenda
Wednesday, May 17, 2023**



In Attendance: Jeannette Rossling, Rich Frank, Gerallie Gutierrez, Keith Fichtelman, Gary Larson, Oscar Sepulveda, Heatherly Topete, Darren Hartwich, Jim Bak, LeeElle Tullis, Cyndi Livingstone, Aaron Landerkin, Phil Poulsen, Brian Rossling, Tim Azbell, Wendy James, Bob Dawson, Angel Rossini, Don Barber, Mark Jue

1. Call to order: 7:06 pm

LeeElle Tullis makes a motion to approve February 2023 meeting minutes and March 2023 agenda. Keith Fichtelman seconds. All in favor. Motion passes unanimously.

2. Reports

[Regional Commissioner- Jeannette Rossling](#)

Metrics:

1. CORE Registration Dates – April 1 – June 19, 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

Calendar:

- **Completed activities:** March Meeting, AREA meeting, Strawberry Cup
- **Ongoing activities:** recruiting new board members, All Stars
- **Upcoming activities:** CSC, CORE Registration

Old Business:

A.

New Business:

A. Policies & Procedures Update

[Regional Treasurer- Darren Hartwich](#)

Metrics: through April 2023

- Operating Account: \$274,557.32
- Net Revenue: \$40,923.13
 - Does not include deferred income from fall registration of \$50,302.25

Calendar:

- **Completed activities:**
 - Sent out approved budgets to department heads
- **Ongoing activities:**
 - Obtain access to bank to write checks
 - Donation holding accounts for United teams
 - Check requests are in process of being sent out for spring refunds as received, seven to date
 - Received one chargeback to date, working with Sports Connect to resolve
- **Upcoming activities:**
 - Setting up budgets in Divvy for MY 2023-24

Old Business:

- A. Dropbox non-profit rates availability

New Business:

- A. None

	Total
REVENUE	
4005 Registration Fees	455.00
4006 Registration Fee Refunds	-307.75
4012 Merchandise Revenue - T-Shirts	60.00
4021 Tournament/National Games/Player Camp	82,125.00
4022 Tournament - Referee Commitment Fees	35,600.00
4023 Tournament - Referee Commitment Refund	450.00
9105 Interest Income	17.84
Total Revenue	118,400.09
GROSS PROFIT	118,400.09
EXPENDITURES	
5102 Uniforms - Coaches - TAX PAID	42.85
5111 Field expenses	541.85
5115 Facility/Park Fees	2,790.60
5220 Tourn/Player-Incentives,Trophies,Awards	38,958.58
5221 Tournament - Coaches Expenses	8,884.66
5222 Tournament - Referee Expenses	6,598.56
5223 Tournament - Other	4,459.40
5224 Tournament - Water, Food	5,059.24
5228 Tournament/National Games Entry Fees	4,450.00
5433 Clinic Training Expenses - Referees	500.00
5706 Volunteer Membership Program & Screening	50.00
7430 Conferences/Meetings	1,906.65
7431 Section/NAGM	671.94
7515 Phone/Internet/website	33.32
7535 Postage	157.50
7610 Computer Software (Software & Subscriptions)	654.85
7625 Office Supplies	269.18
8305 Bank and Credit Card Fees	1,447.78
Total Expenditures	77,476.96
NET OPERATING REVENUE	40,923.13
NET REVENUE	\$40,923.13

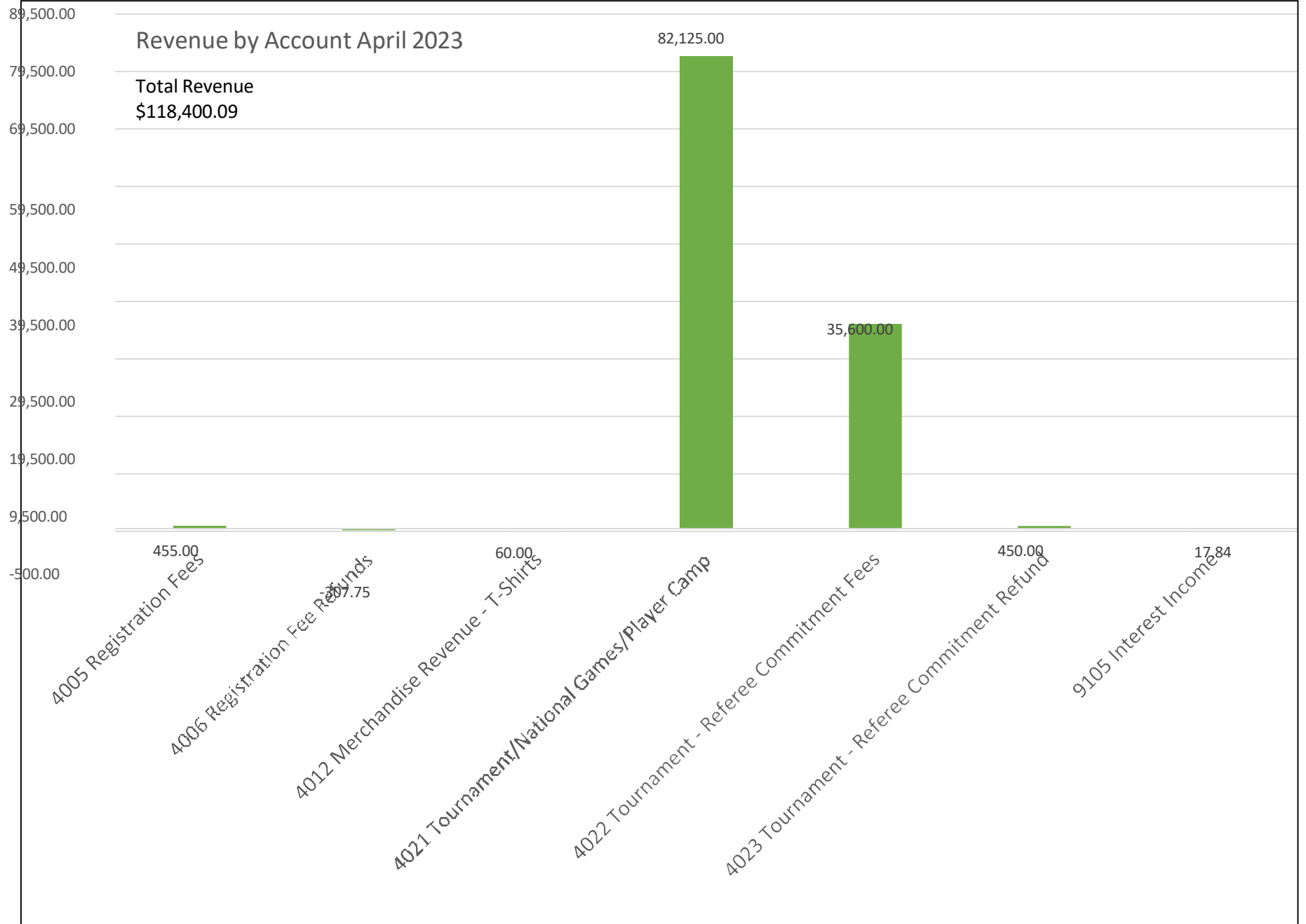
Statement of Financial Position

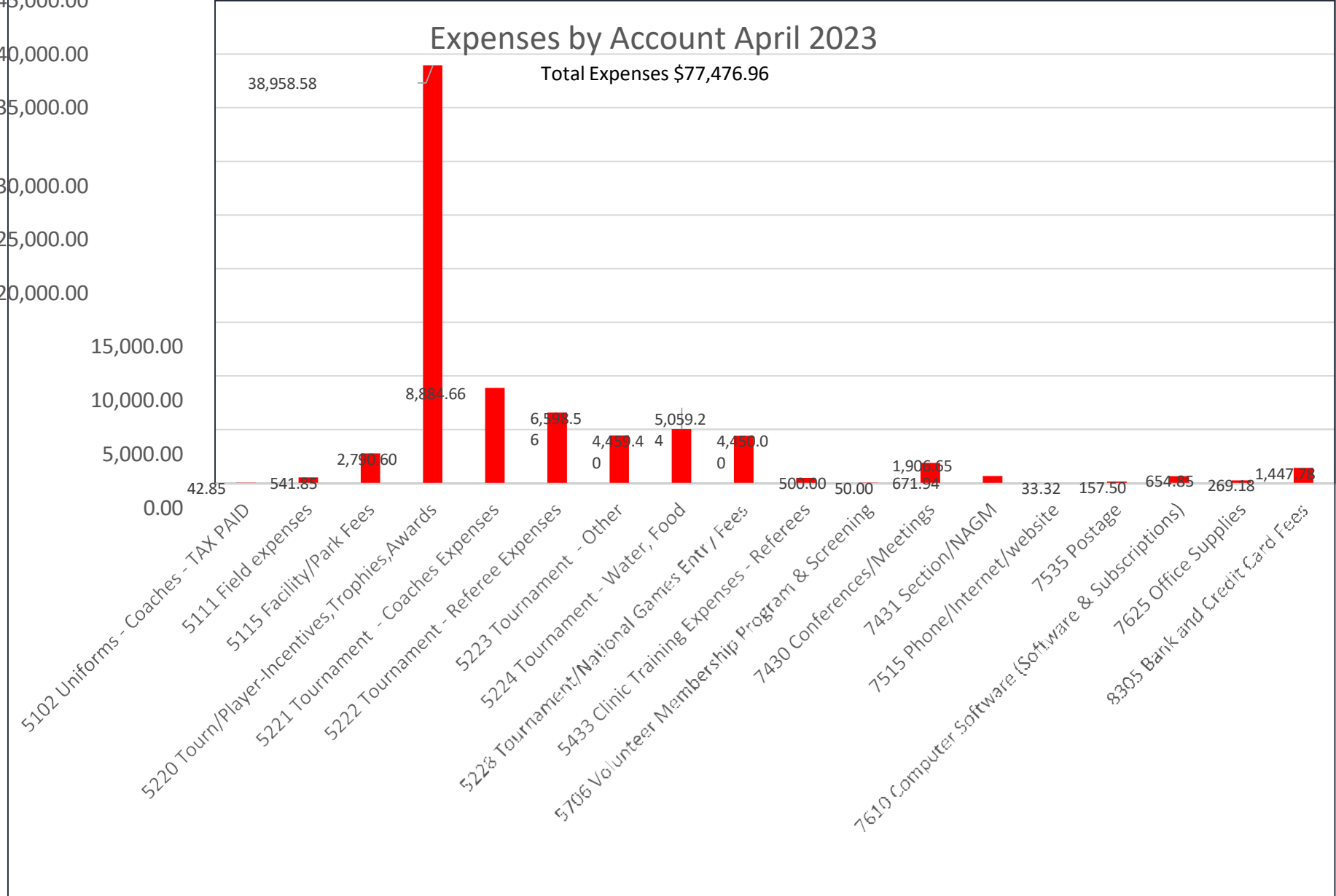
As of April 30, 2023

	Total
ASSETS	
Current Assets	
Bank Accounts	
1000 Cash	274,557.32
Total Bank Accounts	274,557.32
Total Current Assets	274,557.32
TOTAL ASSETS	\$274,557.32
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities Credit Cards	
2150 Divvy Credit Card Payable	2,345.00
Total Credit Cards	2,345.00
Other Current Liabilities	
2510 Deferred Registration Fees	50,302.25
Total Other Current Liabilities	50,302.25
Total Current Liabilities	52,647.25
Total Liabilities	52,647.25
Equity	
Opening Balance Equity	288,451.06
Retained Earnings	0.00
Net Revenue	-66,540.99
Total Equity	221,910.07
TOTAL LIABILITIES AND EQUITY	\$274,557.32

Revenue by Account April 2023

Total Revenue
\$118,400.09





AYSO - Region 10W68

1000 Cash, Period Ending 04/28/2023 RECONCILIATION REPORT

Reconciled on: 05/12/2023

Reconciled by: Darren Hartwich Any changes made to transactions after this date aren't included in this report.

Summary	USO
Statement beginning balance	191,794.84
Checks and payments cleared (26)	-48,569.69
Deposits and other credits cleared (8)	171,476.96
Statement ending balance	314,702.11
Uncleared transactions as of 04/28/2023	-9,231.71
Register balance as of 04/28/2023	305,470.40
Cleared transactions after 04/28/2023	0.00
Uncleared transactions after 04/28/2023	46,966.07
Register balance as of 05/12/2023	352,436.47

Details

Checks and payments cleared (26)

DATE	TYPE	REF NO.	PAYEE	AMOUNT (USO)
01/18/2023	Check	7758	BK Sports/law Five, Inc.	-8,148.05
03/15/2023	Check	7786	AYSO Region 154	-625.00
03/24/2023	Check	7791	Maria Rivas	-70.00
03/26/2023	Check	7794	Gary Larson	-75.00
03/26/2023	Check	7795	Bob Dawson	-24.00
03/27/2023	Check	7796	Rachel Barlow	-34.00
04/02/2023	Check	7797	Tim Azbell	-485.44
04/02/2023	Check	7798	AYSO REGION 304	-750.00
04/03/2023	Credit Card Payment		Divvy	-191.85
04/07/2023	Expense		Frontier Communications	-33.32
04/14/2023	Check	7801	Rigo's Janitorial Services, Inc.	-375.00
04/14/2023	Check	7802	Pleasant Valley Recreation an	-304.00
04/14/2023	Check	7805	Valentino's	-1,800.98
04/14/2023	Check	7806	Mark-It Place	-8,309.24
04/14/2023	Check	7809	Jennifer Arnold	-15.00
04/14/2023	Check	7811	Shelley Hernandez-Harris	-15.00
04/14/2023	Check	7739	AYSO REGION 363	-900.00
04/14/2023	Check	7747	AYSO REGION 363	-850.00
04/14/2023	Check	7770	AYSO REGION 363	-900.00
04/14/2023	Check	7735	AYSO REGION 363	-800.00
04/14/2023	Check	7742	AYSO REGION 363	-800.00
04/14/2023	Check	7754	AYSO REGION 363	-850.00
04/14/2023	Check	7753	AYSO REGION 363	-900.00
04/25/2023	Check	7814	Total Brand Delivery	-19,693.88
04/25/2023	Check	7817	Jeannette Rossling	-1,617.53
04/28/2023	Expense			-2.40
Total				-48,569.69

Deposits and other credits cleared (8)

DATE	TYPE	REF NO.	PAYEE	AMOUNT (USO)
04/12/2023	Deposit		Blue Sombrero BLSombrero A.	26,900.75
04/19/2023	Deposit		Blue Sombrero BLSombrero A ..	10,792.45
04/20/2023	Deposit			1,800.00
04/20/2023	Deposit			120,535.00
04/25/2023	Check	7815	Establos Meat Market	0.00
04/26/2023	Deposit			11,293.17
04/27/2023	Deposit			137.75
04/28/2023	Deposit			17.84

DATE	TYPE	REF NO.	PAYEE	AMOUNT (USO)
Total				171,476.96

Additional Information

Uncleared checks and payments as of 04/28/2023

DATE	TYPE	REF NO.	PAYEE	AMOUNT (USO)
01/30/2023	Check	7556	AYSO REGION 363	-800.00
03/15/2023	Check	7783	AYSO REGION 9	-700.00
03/26/2023	Check	7792	Heather Abbey	-70.00
03/26/2023	Check	7793	Ranbir Shergill	-70.00
04/14/2023	Check	7807	Raelynn Arenas	-15.00
04/14/2023	Check	7799	AYSO Region 84	-750.00
04/14/2023	Check	7803	BK Sports/law Five, Inc.	-42.85
04/14/2023	Check	7800	AYSO REGION 304	-750.00
04/14/2023	Check	7808	Jessica Dominguez	-15.00
04/14/2023	Check	7810	Amanda Lopez	-30.00
04/14/2023	Check	7804	Cam Springs, LLC	-2,415.60
04/19/2023	Check	7813	LeeElla Tullis	-300.00
04/19/2023	Check	7812	Jacqueline Govea	-15.00
04/25/2023	Check	7816	Establos Meat Market	-3,258.26
Total				-9,231.71

Uncleared checks and payments after 04/28/2023

DATE	TYPE	REF NO.	PAYEE	AMOUNT (USO)
04/29/2023	Check	7819	Total Brand Delivery	-22,677.52
04/29/2023	Check	7818	Mark-It Place	-8,220.56
04/29/2023	Check	7820	Ana Perez	-15.00
05/01/2023	Credit Card Payment		Divvy	-2,345.00
05/01/2023	Expense		Southern California Edison	-131.66
05/02/2023	Check	7746	AYSO REGION 9	-700.00
05/02/2023	Check	7756	AYSO REGION 9	-800.00
05/02/2023	Check	7752	AYSO REGION 9	-800.00
05/02/2023	Credit Card Payment		Divvy	-7,000.00
05/09/2023	Expense		Frontier Communications	-66.33
05/10/2023	Check	7821	AYSO Region 88	-500.00
05/10/2023	Credit Card Payment		Divvy	-5,000.00
05/10/2023	Check	7822	AYSO Region 624	-466.66
Total				-48,722.73

Uncleared deposits and other credits after 04/28/2023

DATE	TYPE	REF NO.	PAYEE	AMOUNT (USO)
05/01/2023	Deposit			689.50
05/01/2023	Deposit			84,720.00
05/02/2023	Deposit		Montecito Bank and Trust	20.40
05/02/2023	Deposit		Montecito Bank and Trust	2.40
05/04/2023	Deposit		Blue Sombrero BLSombrero A...	10,256.50
Total				95,688.80

2150 Divvy Credit Card Payable, Period Ending 05/01/2023 RECONCILIATION REPORT

Reconciled on: 05/09/2023

Reconciled by: Darren Hartwich Any changes made to transactions after this date aren't included in this report.

Summary	USO
Statement beginning balance	191.85
Charges and cash advances cleared (12)	2,345.00
Payments and credits cleared (1)	-191.85
Statement ending balance	2,345.00
Uncleared transactions as of 05/01/2023	-1,913.00
Register balance as of 05/01/2023	432.00
Cleared transactions after 05/01/2023	0.00
Uncleared transactions after 05/01/2023	1,593.30
Register balance as of 05/09/2023	-1,161.30

Details

Charges and cash advances cleared (12)

DATE	TYPE	REF NO.	PAYEE	AMOUNT (USD)
04/01/2023	Expense	F3E171BAC79A8DEB640A6	DROPBOX	432.00
04/04/2023	Expense	347EB60D74FA4946264EC	SOUTHWEST AIRLINES	557.96
04/06/2023	Expense	1AEABC2E3FC456E13B035	SIR SPEEDY PRINT	164.56
04/08/2023	Expense	91221977F4E4F6D96FF5C	TARPS & TIE DOWNS	237.85
04/09/2023	Expense	D509D90781C5518B293FF	KENASTONCAMP	250.00
04/11/2023	Expense	094973896001706D70C79	US POSTAL SERVICE	157.50
04/16/2023	Expense	5665FEA2B2A8B4965DB78	THE HOME DEPOT	10.70
04/19/2023	Expense	2BCOB67F450AFE543CDF5	STERLING VOLUNTEERS	50.00
04/20/2023	Expense	EBF947371EB50A8DF4B88	PRESTO PASTACAMARIL	377.52
04/25/2023	Expense	CBE6A4007AADFE1051DFC	ADOBE	12.99
04/29/2023	Expense	806A6481EA14B3073405C	AMAZON	40.64
04/29/2023	Expense	5307B836691A331ABDD52	AMAZON	53.28
Total				2,345.00

Payments and credits cleared (1)

DATE	TYPE	REF NO.	PAYEE	AMOUNT (USD)
04/03/2023	Credit Card Payment		Divvy	-191.85
Total				-191.85

Additional Information

Uncleared charges and cash advances as of 05/01/2023

DATE	TYPE	REF NO.	PAYEE	AMOUNT (USD)
05/01/2023	Expense	5EB1F4CF52FD175723EA3	DROPBOX	432.00
Total				432.00

Uncleared payments and credits as of 05/01/2023

DATE	TYPE	REF NO.	PAYEE	AMOUNT (USD)
05/01/2023	Credit Card Payment		Divvy	-2,345.00
Total				-2,345.00

Uncleared charges and cash advances after 05/01/2023

DATE	TYPE	REF NO.	PAYEE	AMOUNT (USO)
05/02/2023	Expense	D46AA9D271074344AA839	AMAZON	39.40
05/02/2023	Expense	2AEB099276E0F75C6001D	AMAZON	10.71
05/03/2023	Expense	1F31BOE4ADB8BC4BFEE95	Fastsigns	156.84
05/04/2023	Expense	9684B9679F9FC45E7FAE	76 FUEL	62.23
05/04/2023	Expense	AE9D11A631A94F2A73B93	OLD	1,895.75
05/04/2023	Expense	6BA265B0047C2DAD5C686	BATTERIES PLUS	74.57
05/06/2023	Expense	7809E356586B3DB622146	SIR SPEEDY PRINT	56.99
05/06/2023	Expense	C6F1834EB101BF1D2A8FF	SMART & FINAL	1,226.56
05/06/2023	Expense	ECCOF64E55112FF1AD642	JIMMY JOHN'S	61.85
05/07/2023	Expense	9161435A04230D909E83D	VONS	69.74
05/07/2023	Expense	164876281A7E23E128165	SMART & FINAL	791.40
05/07/2023	Expense	9979F99EF7FFOD75E69F9	VONS	131.78
05/08/2023	Expense	E9939F62D2733F8867A1D	UNDERWOOD FAMILY F	115.90
05/08/2023	Expense	7EDE2A63033C31FE15262	76 FUEL	167.78
05/08/2023	Expense	DAF2EDE057DA69D196FA7	THE HOME DEPOT	35.36
05/08/2023	Expense	FCBA2091648368D0B6130	76 FUEL	9.85
05/09/2023	Expense	78643D7CB590923B29F74	EVENT REGISTRATION FEE	499.99

Total 5,406.70

Uncleared payments and credits after 05/01/2023

DATE	TYPE	REF NO.	PAYEE	AMOUNT (USO)
05/02/2023	Credit Card Payment		Divvy	-7,000.00

Total -7,000.00

California Strawberry Cup Tournament Director- Tim Azbell

Metrics:

Registration

Girls Online/Hard copy/Division size

Total 139

Boys Online/Hard copy/Division size

Total 92

Operations:

- The Boy's schedule is posted.
- Awards- Everything is delivered from the vendors.
- PVRPD- negotiations completed for Rest Rooms and Trash service.

Calendar:

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

Staff Updates:

None

Old Business:

None

New Business:

None



**PROPOSED 2023 STRAWBERRY CUP
COUNTDOWN DELIVERABLE CALENDAR**
Tournament Dates: May 6-7 (Girls) and May 20-21 (Boys)
Tim Azbell 13MAY23

- ✓ **September 28th:** Tournament Director submits the Tournament application to the Regional Commissioner, Safety Director, and Referee Administrator for signature of approval.
- ✓ **October 3rd:** The Regional Commissioner forwards the Region 68 approved application to the Area W Director for approval.
- ✓ **October 17th:** Area W Director forwards Area W approved application to Section 10 Tournament Administrator and the Section 10 Director for approval.
- ✓ **October 31st:** Section 10 Tournament Administrator and the Section 10 Director forwards the Tournament application to National Director of Tournaments/Designee for approval.
- ✓ **December 13th:** The CSC Tournament Director hold first Tournament Staff Meeting and schedules monthly readiness and key events update meetings. (If needed)
- ✓ **December 19th:** The Webmaster and CSC Register opens the 2023 CSC registration on the R68 Website.
- ✓ **December 19th:** Food and Tournament Vendors contacted-receive confirmation they will be attending.
- ✓ **February: 1st:** Publicity Director/ Registrar email blasts CSC database for sign-ups
- ✓ **March: 1st:** Publicity Director/ Registrar email blasts CSC database for sign-ups
- ✓ **March 7th:** Financial commitment agreed upon by the RC, Asst RCs, Treasurer, and the Tournament Director
- ✓ **March 7th:** Supply Chain-Long Lead items orders confirmed and on order with the vendors.
- ✓ **March 14th:** The CSC Tournament Director hold a Tournament Staff Meeting and schedules monthly readiness and key events update meetings. (If needed)
- ✓ **March 21st:** Tournament Director, Asst. Tournament Director and RRA accepts the maximum allowable teams per division by region to fill pools from the Tournament Registrar (See Rule3)
- ✓ **March 31st:** Team applications due date. Tournament registration closes.
- ✓ **March 31st:** Tournament Director begins seeding teams into pools for Girls and Boys Weekend
- ✓ **April 4th:** Final seeded Girl's Weekend team pools passed from Tournament Director to Game Scheduler. **The Girl's weekend schedule is now locked and will not change!**
 - Tournament Director begins seeding teams into pools for Boy's Weekend
- ✓ **April 14th**
- ✓ **Girls Schedule completed and posted on the CSC webpage.**
 - **The schedule is locked and will not change!**
 - Girl's Weekend games passed from Game Scheduler to the RRA and Webmaster to post online.
 - Statistician/Web Master launch Girl's Weekend Online Scoring
- ✓ **April 18th:** CSC Staff readiness-operations meet for the Tournament.
- ✓ **April 18th:** CGI Web Master posts Referee Assignments online for Girl's Weekend
- ✓ **April 18th** The schedule is now on TeamScoring.com



- ✓ **April 25th:** Referee Hospitality
 - Red Card Café Catering Orders confirmed.
 - Smart and Final Order submitted.
 - Valentino's
 - Establos
 - Old New York Deli
- ✓ ~~Cancelled May 2nd:~~ Final CSC readiness-operations meet for the Girl's Weekend
- ✓ **May 1st:** Final seeded Boy's Weekend team pools passed from Tournament Director to Game Scheduler **the Boy's weekend schedule is now locked and will not change!**
- ✓ **May 1st:** **Boy's Weekend games passed to Webmaster to post online.**
 - Statistician/Web Master launch Boy's Weekend Team Scoring
 - Web Master posts Referee Assignments online for Boy's Weekend
 - CGI Web Master posts Referee Assignments online for Boy's Weekend
- ✓ **May 5th:**
 - CGI Web Master posts Referee Assignments online for Boy's Weekend
 - Girl's Weekend-Coach and Team swag-gift assembly (Total Brands)
 - Field painting and set-up for Girl's Weekend
- ✓ **May 6th/7th:** **Girl's Weekend**
- **May 19th:**
- Boy's Weekend Coach and Team swag-gift assembly (Total Brands)
- Field set-up for Boy's Weekend
- **May 20th/21st:** **Boy's Weekend**
- **May 25th:**
 - Referee Admin passes off Team Referee Deposit Recap to Treasurer
 - Tournament Registrar perform finally Team reconciliation and passes off Team Fees and Deposit Recap to Treasurer
- **June 9th.** CSC Tournament Staff Appreciation (Ric's Restaurant)
- **June 26th:** **(Or better)** Treasurer sends out regional checks to teams' refunds and prepares the Final Tournament Income and Expense Statement to the Tournament Director and Regional Commissioner for approval.
- **July 11th:** **(Due within 90 days of the completion of the Boy's Weekend)**
Tournament Director confirm the closeout of the 2023 CSC with the Area W Director
- **July 31st:** **(Or better)** Tournament Director submits the 2024 Tournament application to the Regional Commissioner, Safety Director, and Referee Administrator for signature of approval.

The Regional Commissioner forwards the Region 68 approved application to the Area W Director for approval.

REGISTRATION IS OPEN! Camarillo Cup 2023 is planned for Labor day weekend, Saturday, September 2nd & 3rd. We will target 110 teams with an emphasis on brackets for our own United Channel Islands teams.

Metrics:

- AYSO Section 10 application has been approved and CalSouth applications is in review.

New Business:

Updating website www.camarillocup.com

Kicking email marketing into high gear next week.

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
- Peachjar Flyer- needs Update (Stacie Jue)
- Division Coordinators needed for B7U & B8U
- Team Scoring Subscription Renewal
 - Brian Rossling makes a motion to renew Team Scoring Subscription Contract for 1 year with an option to extend to 2 years, cost not to exceed \$3,200. Tim Azbell seconds this motion. Jeannette Rossling abstains. All in favor. Motion passes unanimously.

6. Next scheduled General Board meeting on June 21, 2023.

**Tim Azbell makes a motion to adjourn meeting. Keith Fichtelman seconds.
All in favor. Motion passes unanimously.**

7. Meeting adjourned at 8:11 pm

