

NMYSA Board of Directors Meeting

January 6, 2019

NMYSA Office

A. NMYSA Board of Directors

- a. President – Pat Switzer (Present)
- b. Vice President – Rennae Ross (Present)
- c. Chief Financial Officer – Tom Dickerson (Present)
- d. Secretary – Jim Cooper (Present)
- e. Director of Cups and Games – Michael Posen (Present)
- f. District Commissioners Representative – Eric Hoppes (Present)
- g. Past President – Tom Dickerson (Present)

B. NMYSA Staff

- a. Technical Director – Nathan Gaudreault (Not Present)
- b. Associate Technical Director – Simon Rothman (Not Present)
- c. Director of Soccer Development – Josh Groves (Not Present)
- d. TopSoccer Chairperson – Monty Randolph (Present)
- e. Executive Director/ Registrar – Gloria Faber (Present)
- f. Office Administrator/ Associate Registrar – Mysha Crowley (Not Present)
- g. Webmaster/ Publications Editor – Bill Flor (Present)

C. NMYSA District Commissioners

- a. District 1 – Ron Gaudette (Present)
- b. District 2 – Bill Nordin (Present)
- c. District 3 – CW Ward (Present)
- d. District 4 – Matthew Shappard (Present)
- e. District 5 – eirsch Wilson (Not Present/by Phone)
- f. District 6 – Monty Randolph (Present)
- g. District 7 – Steven Kinsey (Present)
- h. District 8 – Eric Hoppes (Present)

D. Call to Order

E. Minutes

- a. No reading of the June 8, 2018 BOD Meeting minutes. Tom Dickerson motioned to accept the minutes as corrected. Rennae Ross seconded the motion. The motion passed on a vote of 11-0.

F. Officer Reports

- a. Presidents Report

- i. Attending the USYS Workshop in Chicago January 9-13, 2019.
- ii. USYS will be implementing a fee increase for membership.
- b. Vice President
 - i. Risk Management hearing after the BOD Meeting.
 - ii. SWAY – Phone App designed to aid in concussion diagnosis.
 - 1. Working with NMSU and would like to work with NMYSA, cost would be \$6.00/player for children.
 - 2. Could have issues with NM State Law on liability.
- c. Financial Officer
 - i. Refer to the report submitted to BOD for greater detail.
 - ii. Financial does not reflect correctly the \$12,000 plus change that was used from “Board Restricted Assets” to pay for the ODP Regional Championships uniforms new uniforms. The expense is indicated but the funds coming from assets is not, (cannot show this for reporting purposes)

G. Status Reports

- a. Coaches
 - i. No Report.
 - ii. Josh and Nate completed USSF Instructors License Course.
 - iii. Coaching Manual Partnership.
 - 1. Using the platform to provide coaching curriculum to coaches.
 - 2. The platform is free to the coaches.
 - 3. There are enhanced features for paid prescriptions.
 - iv. Eric has suggested a southern league for teams from Hobbs, Carlsbad, Roswell, Las Cruces.
- b. Registrar
 - i. Refer to the report submitted to BOD for greater detail.
- c. Executive Directors
 - i. Refer to report submitted to BOD for greater detail.
 - ii. STACK Registration Software
 - 1. Working with NMYSA on improvements.
 - 2. Several State Associations are using STACK for registering players.
 - iii. Looking to expand Middle School Soccer Program to communities outside Albuquerque.
 - iv. Mesa Del Sol Sports Complex rendering and outlay request is complete. Will be able to host regional and national events.
 - v. Coaching and referee background checks.
 - 1. Only coaches with a passed background check will have a pass card. Leageus need to make sure coaches are not coaching that have not passed a background check.
 - 2. NMYSA will run the referee background checks beginning ASAP. Working with Paul to coordinate this effort with the USSF registration process.
 - vi. Soccer Complex

1. In 2009 Lease was extended from its original date, (1995), by 50 years to 2045 and goes through Bureau of Indian Affairs in Washington. Meetings with the Pueblo required us to obtain a traffic study so that the egress can be reviewed. Dwayne and Gloria meet with the Pueblo and traffic Engineer Terry Brown. Terry Brown set up during the Gaylord Sheppard to begin the study.

H. Committees

- a. State Cup
 - i. No Report – application process open.
- b. Rules
 - i. No Report – see below.
- c. Referee
 - i. Background checks to be conducted during registration and good for two years.
- d. Risk Management
 - i. No Report.

I. Old Business

- a. None.

J. New Business

- a. Bylaws/ Organizational Chart
 - i. Clarified relationship with NMYSA BOD, District Commissioners Representatives.
 - ii. Financial statement, Profit and Loss year end (fiscal year statement) to be submitted with NMYSA affiliate.
 1. Bill made a motion to approve the change in wording to the Bylaws for the Financial Statement. Monty seconded the motion. The motion passed 11-0.
- b. Financial Policy
 - i. Changes to the wording of the NMYSA Financial Policy.
 1. Rennae made a motion to approve changes/wording to the NMYSA Financial Policy as written. Ron seconded the motion. The motion passed 11-0.
- c. Risk Management
 - i. Changes to the wording of the NMYSA Risk Management Policy.
 1. Mathew made a motion to approve changes/wording to the NMYSA Risk Management Policy as written. Monty seconded the motion. The motion passed 11-0.
- d. Transfer Rule
 - i. Changes to the NMYSA Transfer Rule.
 1. Bill made a motion to approve changes to the NMYSA Transfer Rule as written. Rennae seconded the motion. The motion passed 11-0.
- e. USYS Registration Fee Increase
 - i. Most of fee increase to cover cost of inflation over the years since last increase. Large part of USYS budget covered by sponsorship dollars, not sustainable.
 1. Current fee 1.00

2. 2018 increase .50
 3. 2019 increase .75
 4. Total new fee 2.25
- ii. Some uses of fee increase:
1. In-school program 90k to be invested into developing a in-school program to help with outreach and increase membership.
 2. Outreach committee will receive 100k to begin new innovative and progressive programs to increase participation and membership.
 3. Recreational Grants will be given for Top Soccer programs 50% of grant money will go to new programs, 50% will go to established programs. There are to be targeted for lower income areas and remote and rural programs.
 4. Marketing
 - a. USYS is currently undertaking a complete rebranding of the program and will invest 100k during the 19/20 year on this.
 5. ODP
 - a. 210K will be invested in a national training camp
 6. Membership training
 - a. 165k to be invested in workshops and leadership academy's for State leaders, Executive Directors and Presidents. these will be held twice a year and each state will have one person paid for.
 7. Child Development Program
 - a. Currently partner with Soccer Shots, will develop USYS program that will be free to use by all members this will be targeted at 2-6-year old's. 90K will be invested in this program.
- iii. Further discussion had on how to vote for this proposal, and if we wanted to also increase NMYSA fees at the same time. If we do have a NMYSA fee increase what would the membership like it to be spent on.

K. Good of The Game

L. Next Scheduled Meeting

- a. BOD meeting March 3, 2019.
- b. Executive Committee scheduled as needed.

M. Motion to Adjourn

- a. Mathew motioned to adjourn the NMYSA BOD meeting. Tom seconded. The motion passed 11-0.

New Mexico Youth Soccer Association Profit and Loss

September 1, 2018 - January 3, 2019

		Total
Income		
Coaching Licenses		1,475.00
INC		
200 COACHING		
201 Course Fees		275.00
Total 200 COACHING		275.00
300 ODP	\$	275.00
302 Pool Player Fee		
302a Large Pool		31,434.46
302b Small Pool		25,581.14
Total 302 Pool Player Fee		25,581.14
303 ODP Tournament Fee	\$	57,015.60
303i Regional Championships		4,737.92
Total 303 ODP Tournament Fee		4,737.92
308 Donations/Contributions		139.16
311 Sanctioning fee income		5,790.00
Total 300 ODP	\$	67,682.68
400 REGISTRATION		
401 Registration Fees		272,308.86
Total 400 REGISTRATION		272,308.86
500 OPERATIONS	\$	272,308.86
501 Affiliation Fees		226.00
502 Interest		200.06
505 Tour. Sanction Fees		4,990.00
Total 500 OPERATIONS	\$	5,416.06
600 TOURN		
603a State Cup Application Fees		11,900.00
Total 600 TOURN		11,900.00
650 NMYSA Leagues	\$	296.00
700 OTHER INC		
703 Other Income		1,742.00
704 Marketing Income		100.00
709 Grants		6,500.00
710 Mailing Lists		126.00
713 Room Night Program Revenue		7,500.00
Total 700 OTHER INC	\$	15,968.00
Total INC	\$	373,846.60
Total Income	\$	375,321.60
Gross Profit	\$	375,321.60
Expenses	\$	375,321.60
EXP		
1000 DOC		
1003 Publications		154.00

1004 Travel		2,893.19
Total 1000 DOC		
2000 ODP	\$	3,047.19
2007 ODP Supplies		
2007e Player Gear		32,780.56
Total 2007 ODP Supplies		
2011 ODP Tournament	\$	32,780.56
2011i Regional Championship		
2011ia Entry Fee		15,327.00
2011if Supplies/Gear		12,570.52
Total 2011i Regional Championship		
Total 2011 ODP Tournament	\$	27,897.52
2013 Staff Travel-Meals	\$	27,897.52
2014 ODP Coaching Staff		38.25
2014a Salary		15,812.50
2014b Gear		1,477.07
2014c Travel		437.26
Total 2014 ODP Coaching Staff		
Total 2000 ODP	\$	17,726.83
3000 OPR	\$	78,443.16
3001 Accident & liability Insurance		12,759.00
3003 Affiliation Fees		25.00
3006 Bank Charges		93.52
3007a BOD Travel		1,007.82
3007b BOD Liability Insurance		1,694.00
3008a Rent Office		6,230.84
3010 Risk Management Expense		12,356.58
3012 Fees & Licenses		21.50
3014 Office		1,024.25
3016 Photocopy & Printing		1,099.48
3017 Postage		870.22
3018 President's Expenses		440.00
3019 Professional Fees		1,726.00
3019b Professional Publishing		729.09
3020 Registrar's Expenses		1,557.62
3021a Telephone - Office		1,894.55
3021d Telephone - Other		1,487.09
3021f Utilities		985.08
3022a Travel - Mid-Winter Conference		1,823.18
3022d Other Travel		1,067.07
3023 USYSA Fees		27,896.00
3024a Vehicle Insurance		41.89
3024c vehicle Maintenance		838.10
3026 Insurance - Workers Comp/Other		21.00
3027 Web Hosting		693.83
3040 Refunds of Income		617.00
Total 3000 OPR	\$	78,999.71
3050 PAYROLL		

3050b Salaries		7,000.01
3058 Payroll Processing Fee		123.62
Total 3050 PAYROLL		<u>123.62</u>
4000 TOURN	\$	<u>7,123.63</u>
4001 American Cup		
4006 Miscellaneous		373.32
4007 Operating Expenses		46.65
Total 4001 American Cup		<u>46.65</u>
4030 State Cup	\$	<u>419.97</u>
4036 Operating Expenses		
Total 4030 State Cup		<u>973.74</u>
Total 4000 TOURN	\$	<u>973.74</u>
4800 NMYSIA Interstate League Expenses	\$	<u>1,393.71</u>
4800a NMYSIA Interstate League Referee Expense		3,215.00
4800b NMYSIA Interstate League Field Expense		4,320.00
4800c NMYSIA Interstate League Operating Exp.		359.33
Total 4800 NMYSIA Interstate League Expenses	\$	<u>7,894.33</u>
5000 Computer		
5002 Software		159.80
Total 5000 Computer	\$	<u>159.80</u>
6000 OTHER EXPENSES		
6003 SW Soccer Complex		26,666.67
6007 Misc. Exp		208.67
6010 Room Night Program Expenses		4,041.00
Total 6000 OTHER EXPENSES	\$	<u>30,916.34</u>
900 State Coaching Courses		
903 Travel		81.01
905 Other Expenses/Fields		35.00
Total 900 State Coaching Courses	\$	<u>116.01</u>
Total EXP	\$	<u>208,093.88</u>
Payroll Expenses		
Taxes		
Federal Taxes (941/944)		4,025.34
NM Unemployment Tax		109.21
NM Worker's Compensation Fee		11.50
Total Taxes	\$	<u>4,146.05</u>
Wages		
Bonus		0.00
Other Earnings		1,734.23
Salary		43,884.61
Total Wages	\$	<u>45,618.84</u>
Total Payroll Expenses	\$	<u>49,764.89</u>
Total Expenses	\$	<u>257,858.77</u>
Net Operating Income	\$	<u>117,462.83</u>
Net Income	\$	<u>117,462.83</u>

New Mexico Youth Soccer Association
Balance Sheet
As of January 3, 2019

	Total
ASSETS	
Current Assets	
Bank Accounts	
Bank	
Petty Cash Account	0.00
Scottrade	0.00
US Eagle Certificates of Deposit	88,605.88
US Eagle FCU 104	57,939.15
Wells Fargo Investment 8814	96.44
Wells Fargo Main Checking	0.00
Wells Fargo-Savings	62,302.48
Total Bank	5,453.51
Total Bank Accounts	\$ 214,397.46
Accounts Receivable	
Accounts Receivable	38,118.32
Total Accounts Receivable	\$ 38,118.32
Other Current Assets	
Payroll Refunds	224.59
Prepaid Expense	27,116.50
Undeposited Funds	0.00
Total Other Current Assets	\$ 27,341.09
Total Current Assets	\$ 279,856.87
Fixed Assets	
Accumulated Depreciation	-36,559.21
Automobiles	38,542.83
Computer Equipment	6,607.44
Total Fixed Assets	\$ 8,591.06
Other Assets	
Prepaid Rent	0.00
Total Other Assets	\$ 0.00
TOTAL ASSETS	\$ 288,447.93
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	0.00
Total Accounts Payable	\$ 0.00
Credit Cards	
Wells Fargo 4888	0.00
Wells Fargo 5207	0.00
Wells Fargo 8132	0.00
Wells Fargo 9029	0.00
Total Credit Cards	\$ 0.00

Other Current Liabilities		
2100 Payroll Liabilities		
NM Income Tax		21.50
NM Unemployment Tax		284.46
Total 2100 Payroll Liabilities		<u>28.40</u>
2110 Direct Deposit Liabilities	\$	<u>334.36</u>
Deferred Registration Revenue		0.00
Direct Deposit Payable		0.00
Other Current Liabilities		-5,176.21
Total Other Current Liabilities		<u>0.00</u>
Total Current Liabilities	<u>-\$</u>	<u>4,841.85</u>
Total Liabilities	<u>-\$</u>	<u>4,841.85</u>
Equity	<u>-\$</u>	<u>4,841.85</u>
3900 Retained Earnings		174,535.21
3901 Board restricted net assets-ODP		1,291.74
Opening Bal Equity		0.00
Net Income		117,462.83
Total Equity		<u>\$ 293,289.78</u>
TOTAL LIABILITIES AND EQUITY	<u>\$</u>	<u>\$ 288,447.93</u>

Thursday, Jan 03, 2019 04:36:02 PM GMT-8 - Accrual Basis

New Mexico Youth Soccer Association
Budget vs. Actuals: 2018-2019 Budget - FY19 P&L
 September 2018 - August 2019

Income	Actual	Total Budget	over Budget
Coaching Licenses			
INC	1,475.00		1,475.00
200 COACHING			0.00
201 Course Fees			0.00
208 Special Topics Courses	275.00		275.00
Total 200 COACHING		3,300.00	-3,300.00
300 ODP	\$ 275.00	\$ 3,300.00	-\$ 3,025.00
302 Pool Player Fee			0.00
302a Large Pool			0.00
302b Small Pool	31,434.46		31,434.46
Total 302 Pool Player Fee	25,581.14	47,120.00	-21,538.86
303 ODP Tournament Fee	\$ 57,015.60	\$ 47,120.00	\$ 9,895.60
303i Regional Championships			0.00
Total 303 ODP Tournament Fee	4,737.92	38,610.00	-33,872.08
305 YOP Fees	\$ 4,737.92	\$ 38,610.00	-\$ 33,872.08
308 Donations/Contributions		30,000.00	-30,000.00
311 Sanctioning fee income	139.16		139.16
Total 300 ODP	5,790.00	9,000.00	-3,210.00
400 REGISTRATION	\$ 67,682.68	\$ 124,730.00	-\$ 57,047.32
401 Registration Fees			0.00
Total 400 REGISTRATION	272,308.86	362,844.00	-90,535.14
500 OPERATIONS	\$ 272,308.86	\$ 362,844.00	-\$ 90,535.14
501 Affiliation Fees			0.00
502 Interest	226.00	1,100.00	-874.00
505 Tour. Sanction Fees	200.06	1,500.00	-1,299.94
Total 500 OPERATIONS	4,990.00	8,000.00	-3,010.00
600 TOURN	\$ 5,416.06	\$ 10,600.00	-\$ 5,183.94
601a American Cup Application Fees			0.00
601b American Cup Sales		15,000.00	-15,000.00
603a State Cup Application Fees		500.00	-500.00
603b State Cup Sales	11,900.00	90,000.00	-78,100.00
Total 600 TOURN		2,000.00	-2,000.00
650 NMYSA Leagues	\$ 11,900.00	\$ 107,500.00	-\$ 95,600.00
651 NMYSA League Registration Fees	296.00	39,895.00	-39,599.00
Total 650 NMYSA Leagues		25,000.00	-25,000.00
700 OTHER INC	\$ 296.00	\$ 64,895.00	-\$ 64,599.00
701 Fines & Penalties			0.00
703 Other Income		100.00	-100.00
704 Marketing Income	1,742.00	500.00	1,242.00
707 Advertising	100.00		100.00
709 Grants		50.00	-50.00
	6,500.00	3,000.00	3,500.00

710 Mailing Lists		126.00		200.00		-74.00
711 Far West Regionals				3,500.00		-3,500.00
713 Room Night Program Revenue		7,500.00		15,000.00		-7,500.00
Total 700 OTHER INC		15,968.00	\$	22,350.00	-\$	6,382.00
Total INC		\$ 373,846.60	\$	696,219.00	-\$	322,372.40
Total Income		\$ 375,321.60	\$	696,219.00	-\$	320,897.40
Gross Profit		\$ 375,321.60	\$	696,219.00	-\$	320,897.40
Expenses						
EXP						
1000 DOC						0.00
1001 Supplies						0.00
1002 Equipment				100.00		-100.00
1003 Publications				150.00		-150.00
1004 Travel	154.00			100.00		54.00
1005 Coaches Symposium	2,893.19			3,500.00		-606.81
1006 DCC Salaries				1,000.00		-1,000.00
1006b Continuing Education						0.00
Total 1006 DCC Salaries				500.00		-500.00
1008 TOPSoccer Expense	0.00			500.00	-\$	500.00
Total 1000 DOC				800.00		-800.00
2000 ODP	3,047.19			6,150.00	-\$	3,102.81
2005 ODP Player Assistance/Scholarsh						0.00
2007 ODP Supplies				2,000.00		-2,000.00
2007c Materials						0.00
2007e Player Gear				100.00		-100.00
Total 2007 ODP Supplies	32,780.56			30,000.00		2,780.56
2010 Rentals						
2010a Fields						0.00
Total 2010 Rentals				3,600.00		-3,600.00
2011 ODP Tournament	0.00			3,600.00	-\$	3,600.00
2011i Regional Championship						0.00
2011ia Entry Fee						0.00
2011ib Travel	15,327.00			10,000.00		5,327.00
2011ic Rental Cars				500.00		-500.00
2011id Hotel				500.00		-500.00
2011ie Per Diem and Meals				6,000.00		-6,000.00
2011if Supplies/Gear				3,600.00		-3,600.00
Total 2011i Regional Championship	12,570.52			500.00		12,070.52
Total 2011 ODP Tournament	\$ 27,897.52	\$		21,100.00	\$	6,797.52
2013 Staff Travel-Meals						
2014 ODP Coaching Staff	38.25					38.25
2014a Salary						0.00
2014b Gear	15,812.50			20,000.00		-4,187.50
2014c Travel	1,477.07			2,000.00		-522.93
2014d Lodging	437.26			500.00		-62.74
2014g ODP Staff- Other				1,000.00		-1,000.00
Total 2014 ODP Coaching Staff				200.00		-200.00
2015 ODP Medical	\$ 17,726.83	\$		23,700.00	-\$	5,973.17
				500.00		-500.00

2306 YOP Supplies			100.00	-100.00
2305 YOP Player Assistance/Scholarsh			200.00	-200.00
2306e Player Gear			4,500.00	-4,500.00
Total 2306 YOP Supplies	\$	0.00	\$	4,800.00 -\$ 4,800.00
2307 YOP Rentals				0.00
2307a Fields			800.00	-800.00
Total 2307 YOP Rentals	\$	0.00	\$	800.00 -\$ 800.00
2308 YOP Coaching Staff				0.00
2308a Salary			5,000.00	-5,000.00
Total 2308 YOP Coaching Staff	\$	0.00	\$	5,000.00 -\$ 5,000.00
Total 2000 ODP	\$	78,443.16	\$	91,600.00 -\$ 13,156.84
3000 OPR				0.00
3001 Accident & liability Insurance	12,759.00		64,000.00	-51,241.00
3003 Affiliation Fees	25.00		25.00	0.00
3006 Bank Charges	93.52		1,000.00	-906.48
3007a BOD Travel	1,007.82		4,000.00	-2,992.18
3007b BOD Liability Insurance	1,694.00		2,000.00	-306.00
3007c BOD Bonding Fees			700.00	-700.00
3008a Rent Office	6,230.84		17,600.00	-11,369.16
3009 Office Property			500.00	-500.00
3010 Risk Management Expense	12,356.58		15,000.00	-2,643.42
3012 Fees & Licenses	21.50		100.00	-78.50
3014 Office	1,024.25		1,500.00	-475.75
3016 Photocopy & Printing	1,099.48		2,000.00	-900.52
3017 Postage	870.22		1,100.00	-229.78
3018 President's Expenses	440.00		5,000.00	-4,560.00
3019 Professional Fees	1,726.00		5,900.00	-4,174.00
3019b Professional Publishing	729.09		3,000.00	-2,270.91
3020 Registrar's Expenses	1,557.62		1,200.00	357.62
3021a Telephone - Office	1,894.55		5,500.00	-3,605.45
3021d Telephone - Other	1,487.09		2,600.00	-1,112.91
3021f Utilities	985.08		2,900.00	-1,914.92
3022a Travel - Mid-Winter Conference	1,823.18		6,000.00	-4,176.82
3022b Region IV Workshop			5,000.00	-5,000.00
3022d Other Travel	1,067.07		1,000.00	67.07
3023 USYSA Fees	27,896.00		40,316.00	-12,420.00
3024a Vehicle Insurance	41.89		700.00	-658.11
3024c vehicle Maintenance	838.10		900.00	-61.90
3026 Insurance - Workers Comp/Other	21.00		1,200.00	-1,179.00
3027 Web Hosting	693.83		700.00	-6.17
3040 Refunds of Income	617.00			617.00
Total 3000 OPR	\$	78,999.71	\$	191,441.00 -\$ 112,441.29
3050 PAYROLL				0.00
3050b Salaries	7,000.01		183,000.00	-175,999.99
3052 Employer Payroll Taxes (FICA)			14,153.00	-14,153.00
3021f-NM Employee Qtrly Fee			95.00	-95.00
Total 3052 Employer Payroll Taxes (FICA)	\$	0.00	\$	14,248.00 -\$ 14,248.00
3055 SUTA			600.00	-600.00

3058 Payroll Processing Fee		123.62	400.00	-276.38
Total 3050 PAYROLL	\$	7,123.63	\$ 198,248.00	-\$ 191,124.37
4000 TOURN				
4001 American Cup				0.00
4001a Awards				0.00
4002 Referee Fees			1,500.00	-1,500.00
4002a Volunteer Expense			5,300.00	-5,300.00
4005 Tshirts & Misc			1,200.00	-1,200.00
4006 Miscellaneous			500.00	-500.00
4007 Operating Expenses		373.32		373.32
Total 4001 American Cup	\$	46.65	1,000.00	-\$ 953.35
4030 State Cup	\$	419.97	\$ 9,500.00	-\$ 9,080.03
4031 Awards				0.00
4032 Referee Fees			4,600.00	-4,600.00
4032a Volunteer Expense			21,800.00	-21,800.00
4033a Travel			1,200.00	-1,200.00
4034 Field Preparation			500.00	-500.00
4035 T Shirts & Misc			500.00	-500.00
4036 Operating Expenses			700.00	-700.00
4037 Rentals		973.74	6,500.00	-5,526.26
Total 4030 State Cup	\$	973.74	\$ 38,800.00	-\$ 37,826.26
4050 Far West Regionals			28,000.00	-28,000.00
4700 NMYSA League Expense				0.00
4700a NMYSA League Referee Expense			14,600.00	-14,600.00
Expense			54,200.00	-54,200.00
Total 4700 NMYSA League Expense	\$	0.00	\$ 68,800.00	-\$ 68,800.00
Total 4000 TOURN	\$	1,393.71	\$ 145,100.00	-\$ 143,706.29
4800 NMYSA Interstate League Expenses				0.00
Expense		3,215.00		3,215.00
Expense		4,320.00		4,320.00
Operating Exp.		359.33		359.33
Expenses	\$	7,894.33	\$ 0.00	\$ 7,894.33
5000 Computer				0.00
5002 Software		159.80	800.00	-640.20
5003 Hardware			1,000.00	-1,000.00
Total 5000 Computer	\$	159.80	\$ 1,800.00	-\$ 1,640.20
6000 OTHER EXPENSES				0.00
6002 Referees			10,000.00	-10,000.00
6003 SW Soccer Complex		26,666.67	26,700.00	-33.33
6006 Protests & Appeals			200.00	-200.00
6007 Misc. Exp		208.67	330.00	-121.33
6010 Room Night Program Expenses		4,041.00	10,000.00	-5,959.00
6026 Parent Education			1,500.00	-1,500.00
Total 6000 OTHER EXPENSES	\$	30,916.34	\$ 48,730.00	-\$ 17,813.66
800 AGM Expense				0.00
801 AGM Lodging			1,500.00	-1,500.00
802 AGM Mileage			800.00	-800.00
803 AGM Perdiem			500.00	-500.00

804 AGM Luncheon			2,500.00		-2,500.00
806 AGM Other			1,100.00		-1,100.00
Total 800 AGM Expense	\$	0.00	\$	6,400.00	-\$ 6,400.00
900 State Coaching Courses					0.00
901 Instructor Fees			2,500.00		-2,500.00
902 Course Supplies			500.00		-500.00
903 Travel		81.01	1,000.00		-918.99
904 DOC Clinic Bonus			1,500.00		-1,500.00
905 Other Expenses/Fields		35.00			35.00
908 Instructor Meals			500.00		-500.00
909 Instructor Hotel Room			750.00		-750.00
Total 900 State Coaching Courses	\$	116.01	\$	6,750.00	-\$ 6,633.99
Total EXP	\$	208,093.88	\$	696,219.00	-\$ 488,125.12
Payroll Expenses					0.00
Taxes					0.00
Federal Taxes (941/944)		4,504.94			4,504.94
NM Unemployment Tax		129.89			129.89
NM Worker's Compensation Fee		23.00			23.00
Total Taxes	\$	4,657.83	\$	0.00	\$ 4,657.83
Wages					0.00
Bonus		0.00			0.00
Other Earnings		1,734.23			1,734.23
Salary		50,153.84			50,153.84
Total Wages	\$	51,888.07	\$	0.00	\$ 51,888.07
Total Payroll Expenses	\$	56,545.90	\$	0.00	\$ 56,545.90
Total Expenses	\$	264,639.78	\$	696,219.00	-\$ 431,579.22
Net Operating Income	\$	110,681.82	\$	0.00	\$ 110,681.82
Net Income	\$	110,681.82	\$	0.00	\$ 110,681.82

Thursday, Jan 03, 2019 04:37:00 PM GMT-8 - Accrual Basis

Registration Comparison December 17 - December 18

<u>League</u>	<u>Dec-17</u>	<u>Dec-18</u>	<u>Difference</u>
Northwest Rio Grande	1089	1179	90
Guadalajara Soccer Assoc	230	185	-45
Duke City Soccer	3330	2949	-381
International Development Acad	0	0	0
Las Cruces Youth Soccer	2552	2428	-124
Deming Youth Soccer	208	0	-208
Sierra County Youth Soccer	105	110	5
Roswell Youth Soccer	802	831	29
Carlsbad Youth Soccer	770	846	76
Artesia Youth Soccer	504	552	48
Los Alamos Youth Soccer	314	308	-6
Taos Youth Soccer	327	239	-88
Rio Rapids Northern NM	732	672	-60
Hobbs Youth Soccer	1191	1034	-157
Clovis Youth Soccer	455	477	22
Lovington Youth Soccer	0	0	0
High Plains United Soccer Club	0	0	0
Four Corners Youth Soccer	1455	1428	-27
Gallup Youth Soccer	530	581	51
Zuni Youth Soccer Assoc	49	78	29
Otero County Youth Soccer	356	466	110
Lincoln County Youth Soccer	217	220	3
NM Soccer Academy	41	63	22
Classic Direct	92	104	12
Rush Direct	78	119	41
AUFC Direct	106	103	-3
Fort Defiance	63	0	-63
Pateadores NM Soccer Club	39	80	41
Atletico Futbol Club	0	151	151
Clovis Futbol Club	53	13	-40
TOTAL	15688	15216	-472



NMYSA Board Meeting 01-06-2019
Executive Director Report – Gloria Faber

General

1. We renewed our building lease for another 5 years and negotiated new flooring as part of that contract, (hope you like it).
2. Our 2017 tax return is complete and will be filed next week once approved by the BOD.
3. We travel to the USYS/United Soccer Coaches workshop next week and will have a West Region Council meeting, USYS meeting, (vote for new budget which is to include fee increases) and vote for “open boarders”. We will also meet with Stack and attend a Leadership Development Conference amongst other meetings.
4. We are currently working with Bernalillo County on a Regional Sports Complex with a proposed 30 soccer fields and large indoor facility. Attached is the rendering. We are also working with the City of Albuquerque to repurpose some courts for futsal and create more playing fields, (Balloon Fiesta Park). In addition, we are working with the Santa Ana Pueblo for an additional egress.
5. We have scheduled a Southern Soccer Symposium in Roswell January 26th and hope our southern membership will join us. Anyone can attend, (Northern members as well), we just ask that you register prior at www.nmysalive.net. The agenda is posted on our website and attached as well.
6. We will have the Referee background check process set up next week so that referees registering for next season, 18 or older, will be background checked in accordance with USYS.
7. USYS has adopted a new Risk Management policy and USSF made further recommendations concerning Safe Sport that have now been incorporated into our Risk Management Program.

Stack/Registrations

Stack onboarding has now been completed for all of our members except for 3. Of the three, one is onboarding this weekend, (Lovington). High Plains will be onboarding soon as well. They are Spring only soccer so there has been no rush. The final one is DCSL which is a formality/tool as all of the clubs within DCSL have already onboarded. We continue to work with Stack on improvements and enhancements and will be meeting with them again next week in Chicago. The end of December registration numbers reflected that we are down from this time last year. However, some of the affiliates manually registered and are entering those registrations, i.e. Deming. Some affiliates registered with other affiliates this season, Ft. Defiance with Gallup and International is registering with NMYSA as they are the APS MS league.

Programs/Events

The APS Middle School Soccer league is moving along for the second year. This year, we are adding 4 new schools which means 100% participation of the 29 APS MS. This should bring our



MS numbers to well over 1000 so we are excited about continuing that program and are working with the City to fund the program going forward. We would also like to work with other school districts on Middle School soccer programs. If you see interest in your areas, please let us know and we will work to initiate MS programs in your communities.

Nate has been developing a K-5 program that will be discussed/demonstrated at the Southern Soccer Symposium in late January. We are hoping that this program, long term, will be utilized by all of our membership and are excited to see it launched in the Spring.

We will also be working with our membership to promote a Futsal program. Futsal has become a vital part of the USSF curriculum, and we want to offer a Futsal model to our member affiliates. Locally, we are working with the City of Albuquerque to convert unused tennis courts to Futsal courts and hope to ignite interest in Futsal amongst our membership across the state.

We began our fledgling season of the Arizona New Mexico League in December and got off to a good start. Teams are enjoying the opportunity to play with non-New Mexico competition. The league will finish off this weekend as Arizona hosts the New Mexico teams. We are looking forward to next season and already have new ideas for growth and quality.

Coaching Department/ODP

The coaching department has launched "The Coaching Manual" a tool for all levels of coaches and will be working to get the information out to membership so that they can take advantage of this free tool. Also, all of the USSF Grass Roots courses are available online. For those interested in taking Grass Roots in person courses, please let us know and we can schedule them accordingly. Also, if you have a need/desire for a coaching clinic in your area, please contact Nate or Josh in our office to schedule a course.

ODP is off to a good start. We sent 12 teams to Arizona this weekend for ODP Regional Championships and the teams are fairing well. Financially, we are sticking to budget and trust that the program overall will profit this season.

Tournaments

The State Cup application deadline was a bit early this year due to USYS commitments. Nonetheless, we have slightly more teams, (89) entered than last year. We are using a new program "Team Snap" to manage/schedule the State Cup and Target United Cup this year and will work out any issues, (user or system) as we move along. We have received approval for hosting Target United Cup again on May 11 & 12 and are excited to have the Target interactive area again.

Thank you to all of our Board members that selflessly give up their time to help bring soccer to our communities. Please know we are very appreciative!