

**NMYSA Board of Directors Meeting**

**February 23, 2020**

**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 – Vacant**
- f. **District Commissioners Representative – Matthew Shappard (Present)**
- g. **Past President – Tom Dickerson (Present)**

**B. NMYSA Staff**

- a. **Technical Director – Rick Flores (Present)**
- b. **Associate Technical Director – Simon Rothman (Not Present)**
- c. **Programs Administrator – Michael Posen (Present)**
- d. **TopSoccer Chairperson – Monty Randolph (Present)**
- e. **Executive Director – Gloria Faber (Present)**
- f. **Office Administrator/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 (Not Present)**
- d. **District 4 – Matthew Shappard (Present)**
- e. **District 5 – Alyssa Nieto (Present)**
- f. **District 6 – Monty Randolph (Present)**
- g. **District 7 – Steven Kinsey (Present)**
- h. **District 8 – Andrez Montoya (Present)**

**D. Call to Order**

**E. Minutes**

- a. **No reading of the September 29, 2019 BOD Meeting minutes. Rennae Ross motioned to accept the minutes. Monty Randolph seconded the motion. The motion passed, 12-0.**

**F. Officer Reports**

- a. **Presidents Report**
  - i. **GRIP – Growth Retention**

- ii. USSF Meeting
      - 1. Attended the small states group meeting. Discussed US Club, their team registrations, stealing teams and players.
  - b. Vice President
    - i. USSF Meeting
      - 1. Attended the leadership meeting.
  - c. Financial Officer
    - i. Refer to the report submitted to BOD for greater detail.
    - ii. Participation down causing budget numbers to be down.
    - iii. Should be able to stay within the budget.
- G. Status Reports**
- a. Coaches
    - i. Refer to the report submitted to BOD for greater detail.
    - ii. Coaching books are at NMYSA Office.
    - iii. Continue to stay in touch with leagues and clubs around the state.
    - iv. Coaching courses are currently ongoing.
    - v. ODP – officially under Rick’s control.
      - 1. Total of six sessions, friendlies, maybe some resistance. Looking for overall player progression.
      - 2. Coaches must have “D” Licenses or higher to participate. Coaches must rotate to new teams this year.
  - b. Registrar
    - i. Refer to the report submitted to BOD for greater detail.
    - ii. Registrations are down this year.
    - iii. Carlsbad numbers are down 709 but they have yet to enter registrations for fall. Still need to enter all of their fall and new spring registrations.
    - iv. AYSO United
      - 1. Some competitive teams were getting out played so they were not reregistered with DCSL for this season.
      - 2. The number of teams decreased from 50 to 30 accounting for the adjustment in participation for DCSL in terms of growth.
    - v. Hobbs is struggling financially within the community.
  - c. Executive Directors
    - i. Refer to report submitted to BOD for greater detail.
    - ii. Rick and Mike are taking to their new roles well.
    - iii. NMYSA van has been repaired and re-wrapped with new logo.
    - iv. NOVACOM
      - 1. Need high quality logos and pictures from leagues to update the NMYSA website.
    - v. Mesa del Sol Complex
      - 1. Received \$2 million from Bernalillo County, \$1.16 million from the state, \$3.5 million from Albuquerque.

- d. Programs Administrator
  - i. Refer to report submitted to BOD for greater detail.
  - ii. Blind Soccer will be included in the Para Olympics next year.
  - iii. Middle school league in Albuquerque will field twenty-nine schools, 60 teams for the spring semester.
  - iv. State Cup seeding will be held on February 26<sup>th</sup>.
    - 1. The number of teams registering for participation are down this year.

#### H. Committees

- a. State Cup
  - i. U12 will advance to participate in the California alongside President's Cup for Regionals.
  - ii. The 2020, 2021 Regionals in Boise will continue with the U13-U19 age groups.
- b. Rules
  - i. No Report.
- c. Referee
  - i. No Report.
- d. Risk Management
  - i. No Report.

#### I. Old Business

- a. Santa Fe United
  - i. Matthew Shappard made a motion to accept Santa Fe United as an affiliate member. Monty Randolph seconded the motion. Motion passed 12-0.

#### J. New Business

- a. District Commissioner review
  - i. Discussed individual issues for the districts.
  - ii. Each district has different needs.
  - iii. No need to bring in the state for assistance, yet.
- b. Bill Flor
  - i. Per diem and millage report documents have been updated for this year, 2020.

#### K. Good of The Game

#### L. Next Scheduled Meeting

- a. Next scheduled meeting TBD.
- b. Executive Committee scheduled as needed.

#### M. Motion to Adjourn

- a. Pat Switzer motioned to adjourn the NMYSA BOD meeting. Tom Dickerson seconded the motion. The motion passed 12-0.

# New Mexico Youth Soccer Association

## PROFIT AND LOSS

September 1, 2019 - February 23, 2020

	TOTAL
Income	
INC	
200 COACHING	
201 Course Fees	4,900.00
207 Course Fees D Clinic	7,750.00
208 Special Topics Courses	210.00
<b>Total 200 COACHING</b>	<b>12,860.00</b>
300 ODP	
302 Pool Player Fee	
302a Large Pool	25,813.29
302b Small Pool	89,965.23
<b>Total 302 Pool Player Fee</b>	<b>115,778.52</b>
303 ODP Tournament Fee	
303i Regional Championships	27,845.06
<b>Total 303 ODP Tournament Fee</b>	<b>27,845.06</b>
305 YOP Fees	816.48
306 Gear Sales	941.00
308 Donations/Contributions	2,674.94
311 Sanctioning fee income	5,580.00
<b>Total 300 ODP</b>	<b>153,636.00</b>
400 REGISTRATION	178.49
401 Registration Fees	362,118.47
<b>Total 400 REGISTRATION</b>	<b>362,296.96</b>
500 OPERATIONS	
501 Affiliation Fees	80.00
502 Interest	533.50
505 Tourn. Sanction Fees	4,799.00
<b>Total 500 OPERATIONS</b>	<b>5,412.50</b>
600 TOURN	
603a State Cup Application Fees	68,955.84
603c State Cup Parking	1,080.00
<b>Total 600 TOURN</b>	<b>70,035.84</b>
650 NMYSA Leagues	
651 NMYSA League Registration Fees	6,222.00
<b>Total 650 NMYSA Leagues</b>	<b>6,222.00</b>
660 NMYSA Interstate Leagues	
661 NMYSA Interstate League Registrations	2,000.00
<b>Total 660 NMYSA Interstate Leagues</b>	<b>2,000.00</b>

	TOTAL
<b>700 OTHER INC</b>	
701 Fines & Penalties	2,080.00
703 Other Income	2,914.47
704 Marketing Income	300.00
707 Advertising	1,350.00
709 Grants	6,600.00
713 Room Night Program Revenue	7,500.00
<b>Total 700 OTHER INC</b>	<b>20,744.47</b>
<b>Total INC</b>	<b>633,207.77</b>
<b>Total Income</b>	<b>\$633,207.77</b>
<b>GROSS PROFIT</b>	<b>\$633,207.77</b>
Expenses	
EXP	
1000 DOC	83.70
1004 Travel	2,393.13
1008 TOPSoccer Expense	995.02
<b>Total 1000 DOC</b>	<b>3,471.85</b>
2000 ODP	
2004 Regional ODP Meeting	
2004a Travel	1,045.35
<b>Total 2004 Regional ODP Meeting</b>	<b>1,045.35</b>
2007 ODP Supplies	
2007c Materials	62.65
2007e Player Gear	32,224.38
<b>Total 2007 ODP Supplies</b>	<b>32,287.03</b>
2010 Rentals	
2010a Fields	6,473.05
<b>Total 2010 Rentals</b>	<b>6,473.05</b>
2011 ODP Tournament	
2011i Regional Championship	
2011ia Entry Fee	13,200.00
2011ib Travel	111.00
2011id Hotel	5,623.55
2011ie Per Diem and Meals	3,850.00
2011if Supplies/Gear	9,798.40
<b>Total 2011i Regional Championship</b>	<b>32,582.95</b>
<b>Total 2011 ODP Tournament</b>	<b>32,582.95</b>
2013 Staff Travel-Meals	100.00
2014 ODP Coaching Staff	6,040.00
2014a Salary	22,645.00
2014b Gear	409.99
2014c Travel	373.45
<b>Total 2014 ODP Coaching Staff</b>	<b>29,468.44</b>
<b>Total 2000 ODP</b>	<b>101,956.82</b>

	TOTAL
<b>3000 OPR</b>	
3001 Accident & liability Insurance	30,036.80
3002 Advertising	1,674.55
3005 Bad Checks	26.90
3006 Bank Charges	755.85
3007a BOD Travel	1,554.06
3007c BOD Bonding Fees	232.50
3008a Rent Office	9,346.26
3010 Risk Managment Expense	1,402.75
3012 Fees & Licenses	567.47
3014 Office	1,399.82
3015 Newsletter	269.70
3016 Photocopy & Printing	2,138.94
3017 Postage	848.59
3018 President's Expenses	552.42
3019 Professional Fees	3,155.34
3019b Professional Publishing	11,485.91
3020 Registrar's Expenses	780.14
3020a Registrar's Expenses Software	44.55
3021a Telephone - Office	2,766.00
3021d Telephone - Other	1,290.10
3021f Utilities	1,389.71
3022a Travel - Mid-Winter Conference	9,008.19
3022b Region IV Workshop	51.61
3022d Other Travel	1,576.55
3023 USYSA Fees	46,084.00
3024a Vehicle Insurance	2,762.00
3024b Vehicle Gasoline	584.73
3024c vehicle Maintenance	4,072.07
3026 Insurance - Workers Comp/Other	3,078.00
3040 Refunds of Income	3,010.00
<b>Total 3000 OPR</b>	<b>141,945.51</b>
<b>3050 PAYROLL</b>	
3050b Salaries	105,540.82
3052 Employer Payroll Taxes (FICA)	8,073.87
3054 Workmens Comp Fee	27.60
3055 SUTA	266.48
3058 Payroll Processing Fee	322.73
<b>Total 3050 PAYROLL</b>	<b>114,231.50</b>

	TOTAL
4000 TOURN	
4001 American Cup	
4004 Field Preparation	120.42
<b>Total 4001 American Cup</b>	<b>120.42</b>
4030 State Cup	
4036 Operating Expenses	93.53
<b>Total 4030 State Cup</b>	<b>93.53</b>
4051 Presidents Cup Expense	690.46
4055 Misc Expenses	55.44
4700 NMYSA League Expense	
4700c NMYSA League Operating Expense	59,505.79
<b>Total 4700 NMYSA League Expense</b>	<b>59,505.79</b>
<b>Total 4000 TOURN</b>	<b>60,465.64</b>
5000 Computer	
5002 Software	306.98
5006 Internet Service	855.53
<b>Total 5000 Computer</b>	<b>1,162.51</b>
6000 OTHER EXPENSES	
6002 Referees	750.00
6003 SW Soccer Complex	26,666.66
6004 Special Projects	56.00
6007 Misc. Exp	271.03
6008 Tops Soccer Expenses	1,068.29
6010 Room Night Program Expenses	3,084.75
<b>Total 6000 OTHER EXPENSES</b>	<b>31,896.73</b>
900 State Coaching Courses	405.77
901 Instructor Fees	270.00
902 Course Supplies	1,181.99
903 Travel	496.02
905 Other Expenses/Fields	420.00
908 Instructor Meals	428.25
911 Coaches Organization	125.00
912 USSF Course	307.96
<b>Total 900 State Coaching Courses</b>	<b>3,634.99</b>
<b>Total EXP</b>	<b>458,765.55</b>
Reimbursements	
Payroll Correction	542.18
<b>Total Reimbursements</b>	<b>542.18</b>
<b>Total Expenses</b>	<b>\$459,307.73</b>
<b>NET OPERATING INCOME</b>	<b>\$173,900.04</b>
<b>NET INCOME</b>	<b>\$173,900.04</b>

# New Mexico Youth Soccer Association

## BALANCE SHEET

As of February 23, 2020

	TOTAL
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
Bank	0.00
Scottrade	92,530.35
US Eagle Certificates of Deposit	59,393.35
US Eagle FCU 104	96.44
Wells Fargo Main Checking	146,627.19
Wells Fargo-Savings	6,655.61
<b>Total Bank</b>	<b>305,302.94</b>
<b>Total Bank Accounts</b>	<b>\$305,302.94</b>
Accounts Receivable	
Accounts Receivable	29,657.00
<b>Total Accounts Receivable</b>	<b>\$29,657.00</b>
Other Current Assets	
Payroll Corrections	0.00
Payroll Refunds	300.51
Prepaid Expense	0.00
Undeposited Funds	414.00
<b>Total Other Current Assets</b>	<b>\$714.51</b>
<b>Total Current Assets</b>	<b>\$335,674.45</b>
Fixed Assets	
Accumulated Depreciation	-38,747.21
Automobiles	38,542.83
Computer Equipment	6,607.44
<b>Total Fixed Assets</b>	<b>\$6,403.06</b>
<b>TOTAL ASSETS</b>	<b>\$342,077.51</b>
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	-13,068.75
<b>Total Accounts Payable</b>	<b>\$ -13,068.75</b>
Credit Cards	
Wells Fargo 2573	0.00
Wells Fargo 4888	0.00
Wells Fargo 4942	0.00
Wells Fargo 5207	0.00
<b>Total Credit Cards</b>	<b>\$0.00</b>



	TOTAL
Other Current Liabilities	
2100 Payroll Liabilities	2,115.38
NM Income Tax	897.23
NM Unemployment Tax	61.41
NMYSA	4,446.80
<b>Total 2100 Payroll Liabilities</b>	<b>7,520.82</b>
2110 Direct Deposit Liabilities	0.00
Deferred Registration Revenue	0.00
Direct Deposit Payable	0.00
Other Current Liabilities	-3,942.95
<b>Total Other Current Liabilities</b>	<b>\$3,577.87</b>
<b>Total Current Liabilities</b>	<b>\$ -9,490.88</b>
<b>Total Liabilities</b>	<b>\$ -9,490.88</b>
Equity	
3900 Retained Earnings	165,766.72
3901 Board restricted net assets-ODP	4,901.63
3902 Board restricted assets-Top Soccer	7,000.00
Opening Bal Equity	0.00
Net Income	173,900.04
<b>Total Equity</b>	<b>\$351,568.39</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$342,077.51</b>



## Technical Director Board Report (February 23, 2020)

### Communication

- Numerous Technical Director Memos sent to Coaches, Admins, and Board Members across the State to keep informed of:
  - Coaching Education, Upcoming Events, Reminders, and Programs
  - "Ask Rick" has been effective with numerous questions for coaching assistance

### Coaching Education

- Since September to current we have:
  - 23 New USSF D Licensed Coaches
  - 76 New 11v11 Licensed Coaches
  - 69 New 9v9 Licensed Coaches
- USSF D Course Started or in Developmental Period
  - 14 February (Las Cruces) Ends 22 March
  - 21 February (Albuquerque) Ends 5 April
- Courses Scheduled
  - USSF D Course 29 May (Albuquerque) Ends 12 July
  - Grassroots 7v7/9v9/11v11 29 February (Farmington)
  - Grassroots 9v9/11v11 April 8-9 (Los Alamos)
  - Grassroots 9v9/11v11 June 14 (Albuquerque)

### Coaches Clinics Member Leagues Site Visits

Site Visits too: Hobbs, Roswell, Carlsbad, Artesia, Alamogordo, Ruidoso, Gallup, Farmington, Santa Fe, Las Cruces and numerous Albuquerque area leagues/clubs

- Continuing to do clinics for member leagues who request them and will continue to remind of their member benefit
- Upcoming Clinics (Lincoln County 18 March and Taos 31 March)

### ODP 2020

- Changes with structure of no tryouts to Phase 1 training (6 Sessions) 3 Albuquerque/3 Las Cruces (All players will check in at each event so there are no players that are attending ODP without being registered)
- Currently working on Cost and Logistics
- Phase 2 Friendlies/ODP Championships (Invite only selected players/alternates)
- If a player does not participate in Phase I, they will not be considered for State Team or US Youth Regional Camp
- Currently soliciting coaches who have a USSF D license or higher and committed to Training dates
- No coach is coaching the same team from last year and different coaches from different programs to start fresh and fair
- YOP is kicking off March 1<sup>st</sup> (5 Training Dates) 3 Albuquerque/2 Las Cruces
- ODP ID Camps Scheduled
  - Las Cruces 22-26 June
  - Albuquerque 6-10 July
  - Hobbs 20-24 July (Need to confirm site)
  - Farmington 3-7 August (Need to confirm site)
  - Santa Fe 27-31 July

### **Current Projects**

- Coaching Education/Informative Webinars (2 already)
- Coaching Planner (Complete) sent to print and will soon be provide to coaches in courses and clinics
- Teach the Teacher (Mentor and Educate)
  - Continuing to solicit leaders across the state in different areas to be mentors and assist in motivating coaches to be educated
- Continuing to provide clinics for programs and assistance to those that request them

Registration Comparison Report January 2019 to January 2020

<u>Affiliate League/Club/Academy</u>	<u>Jan-19</u>	<u>Jan-20</u>	<u>Difference</u>
Northwest Rio Grande	1253	1401	148
Guadalajara Soccer Assoc	190	225	35
Duke City Soccer	3043	2608	(435)
APS Middle School	0	20	20
Las Cruces Youth Soccer	2589	2248	(341)
Deming Youth Soccer	291	319	28
Sierra County Youth Soccer	134	136	2
Roswell Youth Soccer	1131	991	(140)
Carlsbad Youth Soccer	930	221	(709)
Artesia Youth Soccer	555	591	36
Los Alamos Youth Soccer	322	376	54
Taos Youth Soccer	299	246	(53)
Rio Rapids Northern NM	700	694	(6)
Hobbs Youth Soccer	1366	1258	(108)
Clovis Youth Soccer	485	500	15
Lovington Youth Soccer	252	30	(222)
High Plains United Soccer Club	0	0	0
Four Corners Youth Soccer	1530	1691	161
Gallup Youth Soccer	583	610	27
Zuni Youth Soccer Assoc	78	77	(1)
Otero County Youth Soccer	525	415	(110)
Lincoln County Youth Soccer	220	167	(53)
NM Soccer Academy	63	80	17
Classic Direct	111	97	(14)
Rush Direct	119	220	101
AUFC Direct	109	144	35
Fort Defiance	0	0	0
Pateadores NM Soccer Club	81	134	53
Atletico Futbol Club	154	254	100
Clovis Futbol Club	13	0	(13)
<b>TOTAL</b>	<b>17126</b>	<b>15753</b>	<b>(1373)</b>





Gloria Faber-Executive Director  
NMYSA Board Meeting 02/23/20

It has now been a few months since our office has been fully staffed and we are able to focus properly on the NMYSA business at hand. I believe everyone will agree that both Michael and Rick are great additions to the NMYSA office and have already proven to be impactful in the short time they have been with us. As we moved forward into 2020, Rick has completely taken over the ODP program, assuming Simon Rothman's duties, and has established the 20-21 ODP program outline and dates. Spring YOP registration is open and dates for summer camps are available on our website. The NMYSA office has been abuzz with activity projects as summarized below.

### General

- We have received the updated NMYSA logo from USYS and will begin updating our website, forms and digital assets. We have asked USYS to provide additional formats and plan on sending those out to you shortly. We need your help in this area though please! We are still working on the Anthem Video and want to provide you with some co-branded digital assets, but we need for you to provide us with your highest quality logo to do so. More information will be forthcoming on this project!
- The NMYSA van has been repaired and "rewrapped" with the new logo after the vandalization in Sept.
- The APS middle school league pre-season work is in full swing. Games begin March 11 and will continue through the end of April with a playoff tournament. We are very interested in working with your leagues to initiate MS soccer programming so if you are interested and see a need please contact Michael.
- Unfortunately, the Arizona/New Mexico league did not make for the spring 2020, but we have continued our discussions with them and other State Associations on various other programming opportunities ideas.
- We applied for and received another USSF Innovate to Grow grant for the 20-21 season that involves futsal programming and onsite promotion of league registration. Grant agreements were signed last week so we should receive our first grant installment by March. If you want help with a registration event or want to host a futsal event, please let us know.
- We have been working with the City, County and State Legislators to further the MDS Regional Outdoor Sports Complex and to advocate for soccer programming in our communities around New Mexico. We were happy to see the efforts of "Friends of Soccer" in the Las Cruces area begin to bear fruit for the fields project at High Noon Soccer Complex and for the indoor facility project in Alamogordo. Kudos to our many volunteers working to make soccer the preeminent sport in NM.
- USYS has hired a new CEO, Skip Gilbert and has shifted duties and roles for their management team
- USSF continues their search for a new CEO, (Dan Flynn retiring). Cindy Parlow Cone was re-elected as the USSF Vice President at the USSF AGM that Pat and I attended.
- We welcomed a new affiliate, Santa Fe United, who will be registering competitive teams in the Santa Fe area with an emphasis on the Latino community.
- Mike taught his first Small Games Manager course, (U8 and below games) to 50 NWRGSL volunteers and has already scheduled another course. We will look to incorporate background checks, SafeSport and Concussion training into this course.
- Rick and Michael will be attending the National TopSoccer Symposium. With our USYS grant we will look to start up to two new TopSoccer programs.
- We are working on the annual AGM location but have already established the date as June 7, 2020.
- Pat, Rennae, Mike, Rick and I attended the USYS/United Soccer Coaches convention and numerous meetings and sessions.

### Stack Sports

We have negotiated an amendment to our Stack contract and will continue with them for 2 more years on their new platform Sports Connect, (Affinity/Blue Sombrero). We did look at the new GotSoccer System and although a slightly better product we decided to stay with Stack for now as we believe it will be an easier transition for registrars and we have some concern with the GotSoccer product as it is not being used by anyone yet and there is concern about the number of users to be onboarded. More information to come!



## NMYSA Programs Administrator Report February 23, 2020 Michael Posen

Hello,

It has been an honor thus far to be able to serve New Mexico Youth Soccer in my new capacity as Programs Administrator. We are currently working on a number of programs and seeing to fruition the grants we have applied for and subsequently received. We have received two grants. The first is a \$1,500 TOPSoccer grant that will allow us to provide equipment to our existing and up and coming TOPSoccer programs with the goal of adding two more TOPSoccer programs in the state. The second is a \$26,696 Innovate to Grow Grant and that is a two-part grant. The first part of this grant will allow us to host a Futsal Series in NM with four Futsal events across the State (Three Qualifying events: one in the North, one in Albuquerque, one in the South and a Futsal State Cup ). The second part of the grant will allow us to purchase a "Panna Cage" that I will take to 10 affiliate registration events across the state with the goal of bringing community excitement and growing registration numbers in all areas.

The NMYSA Middle School League kicks off with its first match on March 11<sup>th</sup> and we will have 29 middle schools participating this year with one school even having two teams for each gender. State Cup is upcoming and will have 80 teams this year and we will be seeding teams on the 26<sup>th</sup>. NM Cup (Formerly Target Cup) Registration has been opened and is ongoing. I was also able to teach the Game Manager Course to 50 new candidates in the Albuquerque area they will be able to manage U5-U8 games for their local league. We will be offering this class to interested clubs and leagues across the State. I am looking forward to seeing each of you in your community at one of our many upcoming events!

### Panna Cage





Location	Number of 2020-Certified Referees
Albuquerque Area	193
Alamogordo	2
Farmington Area	26
Clovis	3
El Paso	10
Gallup	21
Hobbs	3
Las Cruces	35
Los Alamos	6
Roswell	4
Santa Fe	3