



Annual General Meeting

New York State West Youth Soccer Association

November 2014



Agenda

Welcome & Introductions

a. Credentials Report

b. Approval of Agenda

c. Approval of Minutes of the preceding AGM 2013

d. Reports of Officers

President -- Rich Wagner

First Vice President – Curtis Regruit, State Cup

Second Vice President – Mark Cornfield, Adjudication

e. Reports

Executive Director – Amy Gush

Technical Director & Olympic Development Program – Dean Foti

Registration & Data Base/Website Management – Tim Mellander

Recreational Soccer Directors Report – Chris Pacilio

TOPSoccer – Scot Boniface

State Youth Referee Administrator – Bill Campbell

Expressway League – Mike Kozak



President's Report

- Thank you to our Sponsors and Partners
 - Admiral
 - Demosphere
 - Pullen Insurance
 - Dick's Sporting Goods
 - WNY FLASH
 - Rochester Rhinos
 - Pearup

... who jointly contributed \$70,000 to our programs
- Thank you to club and league administrators and volunteers



Regional and National impact

- National governance – influenced by NY West
- Region 1 administration
 - Bob Palmeiro, Director of 25 years, resigned
 - Natalie Schwoeble, from PA West, is new director
 - Accountant, administrator, league officials are new
- Region 1 Champions League
 - Division 1 replaces the Regional Premier league
 - Division 2 replaces the Sub-Regional leagues
 - Chris Pacilio, appointed to the League Commission
- Region 1 Fall meeting – hosted in Corning



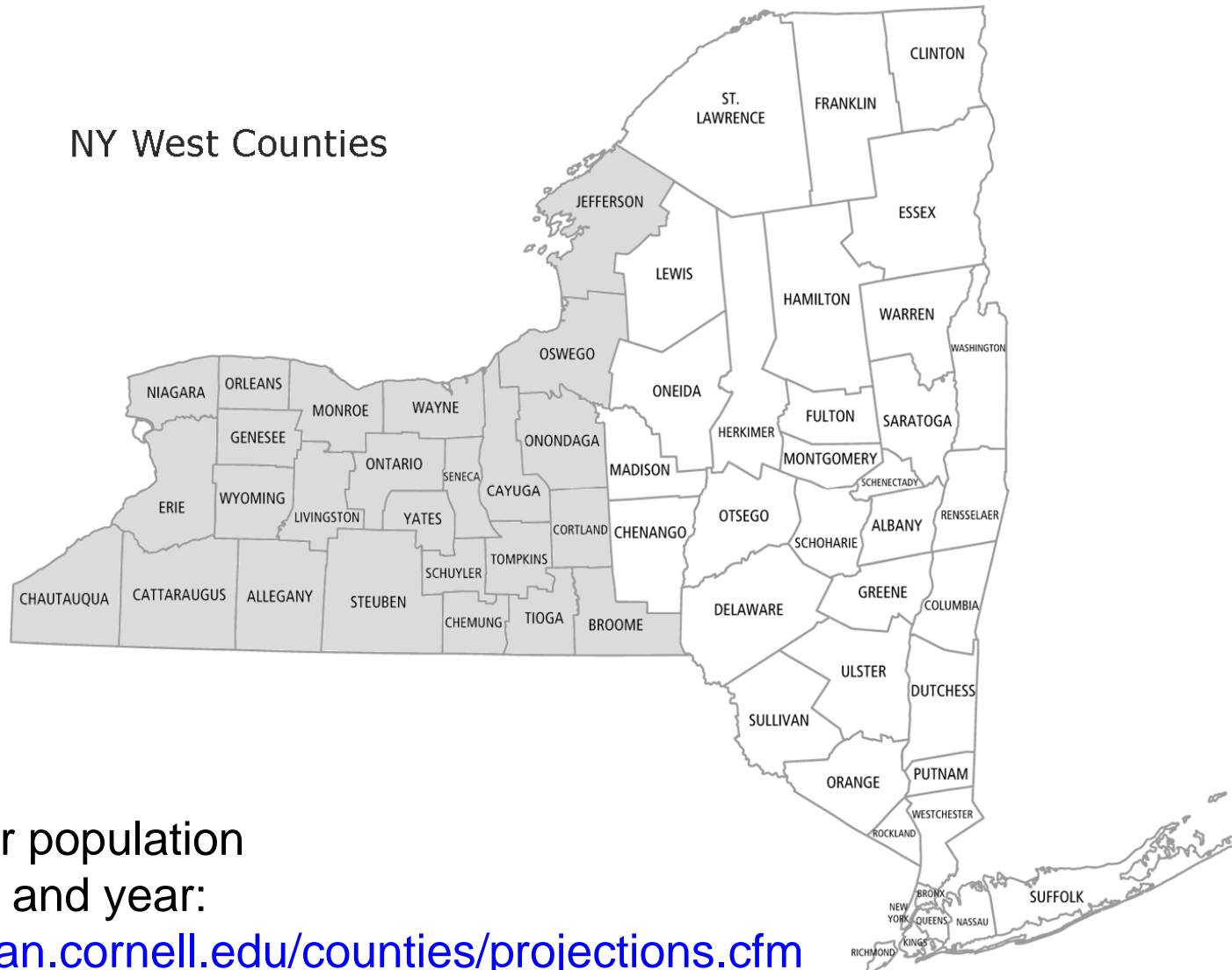
NY West Organization Vitality

- Incumbent District Commissioners re-elected
 - Nikki Dye: Twin Tiers
 - Roger Best: Rochester
 - Kevin Arnold: Binghamton
- Added Scott Craig, Assistant Technical Director
 - Helps address recreation initiatives
 - Advances club development and coach education
- Financially sound; balanced revenue/expenses
- \$31,000 in grants to clubs & national team travel (more than \$120,000 in grants over 4 years)
- Player registrations down slightly



NY West Counties Cornell population data

NY West Counties



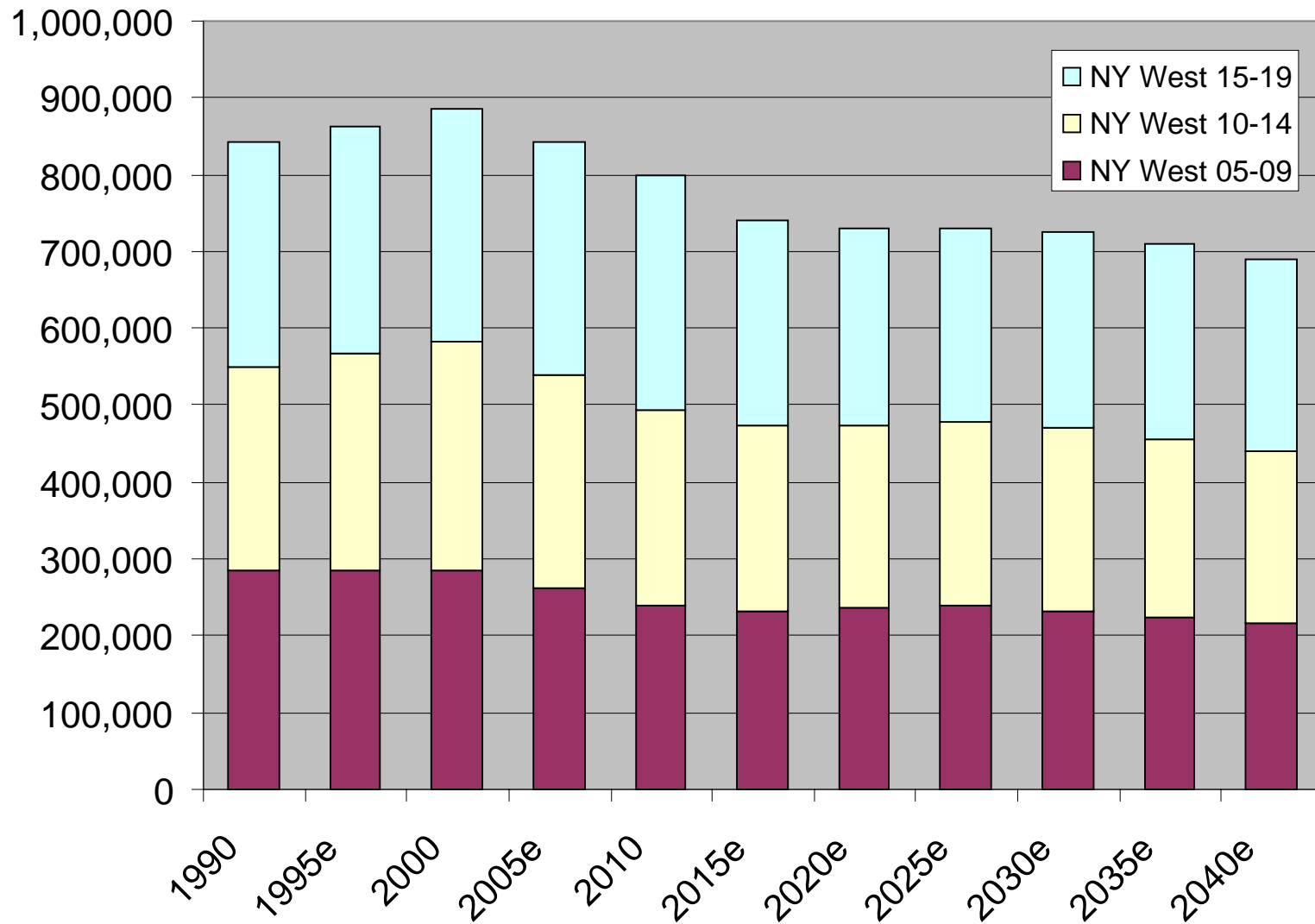
Source data for population
by county, age and year:

<http://pad.human.cornell.edu/counties/projections.cfm>



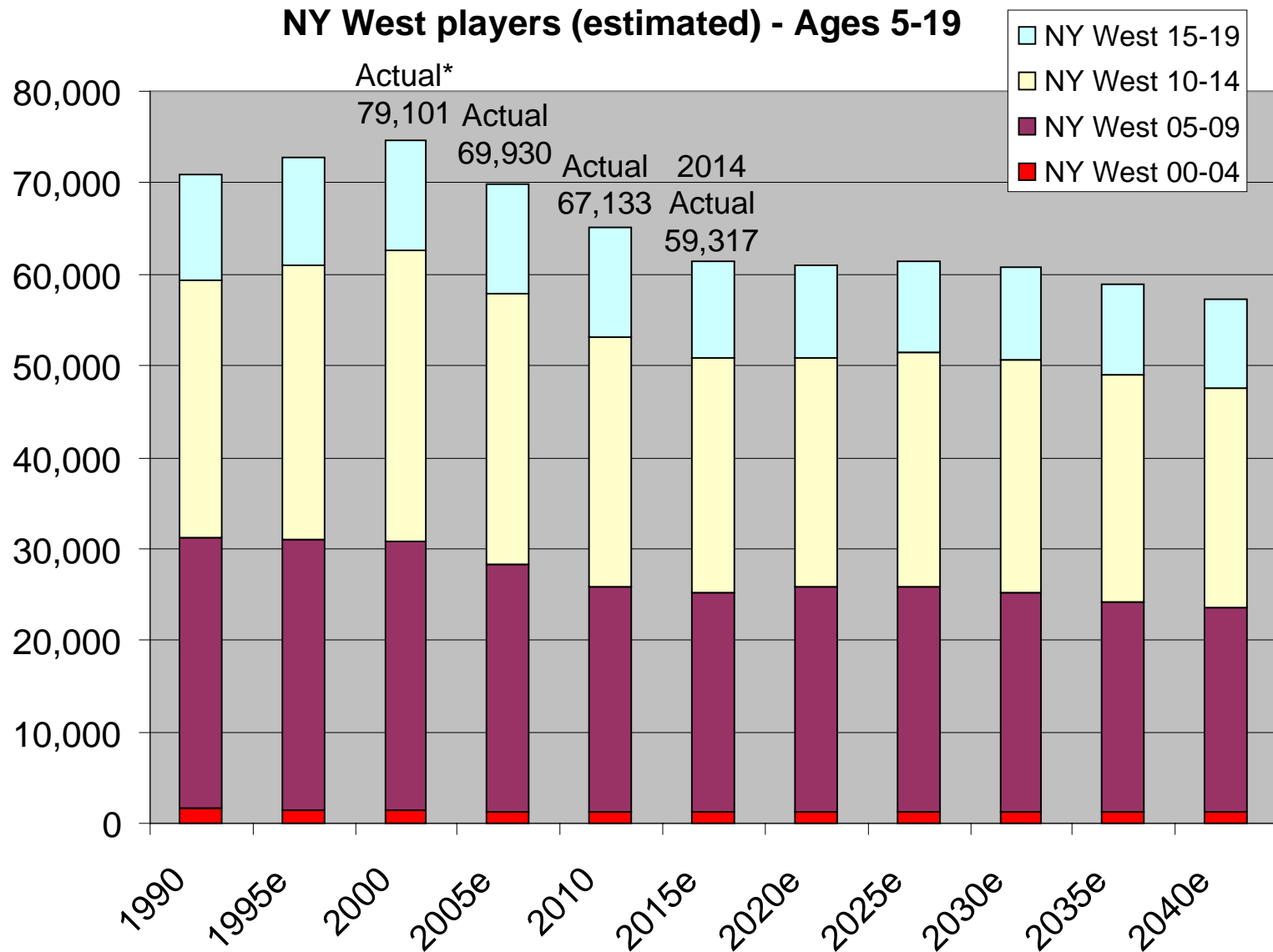
Population trends in NY West

NY West population - Ages 5-19





NY West registration trend



*Year 2000 actual is likely to be inflated due to duplicates



Observations and Comments

- NY West player registration trends are similar to population data trends
- We have seen a decline in player registrations over the past 15 years
- We expect to see a flat player registration trend over the next 15 years
- Player penetration drops from 10% to 4% in the 15-19 age band, due to loss of most recreation players
- NY West member clubs are likely experiencing similar trends



Guiding principles for NY West

- The core programs of NY West should:
 - Give every child an opportunity to develop to their fullest
 - Improve performance at the Regional and National levels
- These programs should be accomplished through:
 - Growing the culture of soccer within the state
 - Strongly promoting recreational soccer programs
 - Increasing the interest in general play
 - Fostering parent education to encourage players
 - Encouraging pick-up soccer as a fun way to develop players
 - Improving the quality of coaching at all levels
 - Re-investing in members so local clubs can develop players



Promoting Recreational Soccer

- Hosted popular Recreation Festivals at 5 events
 - Small-sided games: 3000 recreation players from 90 clubs
 - Watched professional matches:
Rochester Rhinos, Silver Knights, and Rochester Lancers,
- Offered Coaching 101 course to 32 clubs, 630 coaches
- Recreation soccer camp – 180 players, ODP coaches





Competitive play

State Cup qualifying leagues

- State Cup Qualifying leagues in all 6 districts
- Expressway League growth continues
 - Teams from Southern Tier, Twin Tiers, Wayne/Fingerlakes, Rochester and Buffalo participated
 - Spring Travel had 38 teams in 7 divisions, U10 to U19
 - Fall had 29 teams in 6 divisions for U10 and U12 players
- League Support
 - Thruway League Administration
 - Expressway League Administration
 - Both use Refpay to simplify payments to officials



Competitive play

State Cup 2015

- Cortland NY
- May 29-31, 2015
- Play-down games will use the scheduled format again this year
 - U12-U18: May 2-3 and May 9-10
 - U19: May 16-17, 2014



Competitive play

Premier leagues

- Thruway League offers Regional play
 - National Division winners advance to Region I Champions League
 - Presidents division winners given a bid to enter President's Cup Region I tournament
- 45 teams participate in Region I or National leagues

| Premier League | Divisions | NY West teams | First place | Second place |
|--------------------------|-----------|---------------|-------------|--------------|
| Region 1 Colonial League | 21 of 24 | 30 | 5 | 3 |
| Region 1 Premier League | 10 of 24 | 12 | 1 | 1 |
| National League | 3 of 20 | 3 | | |



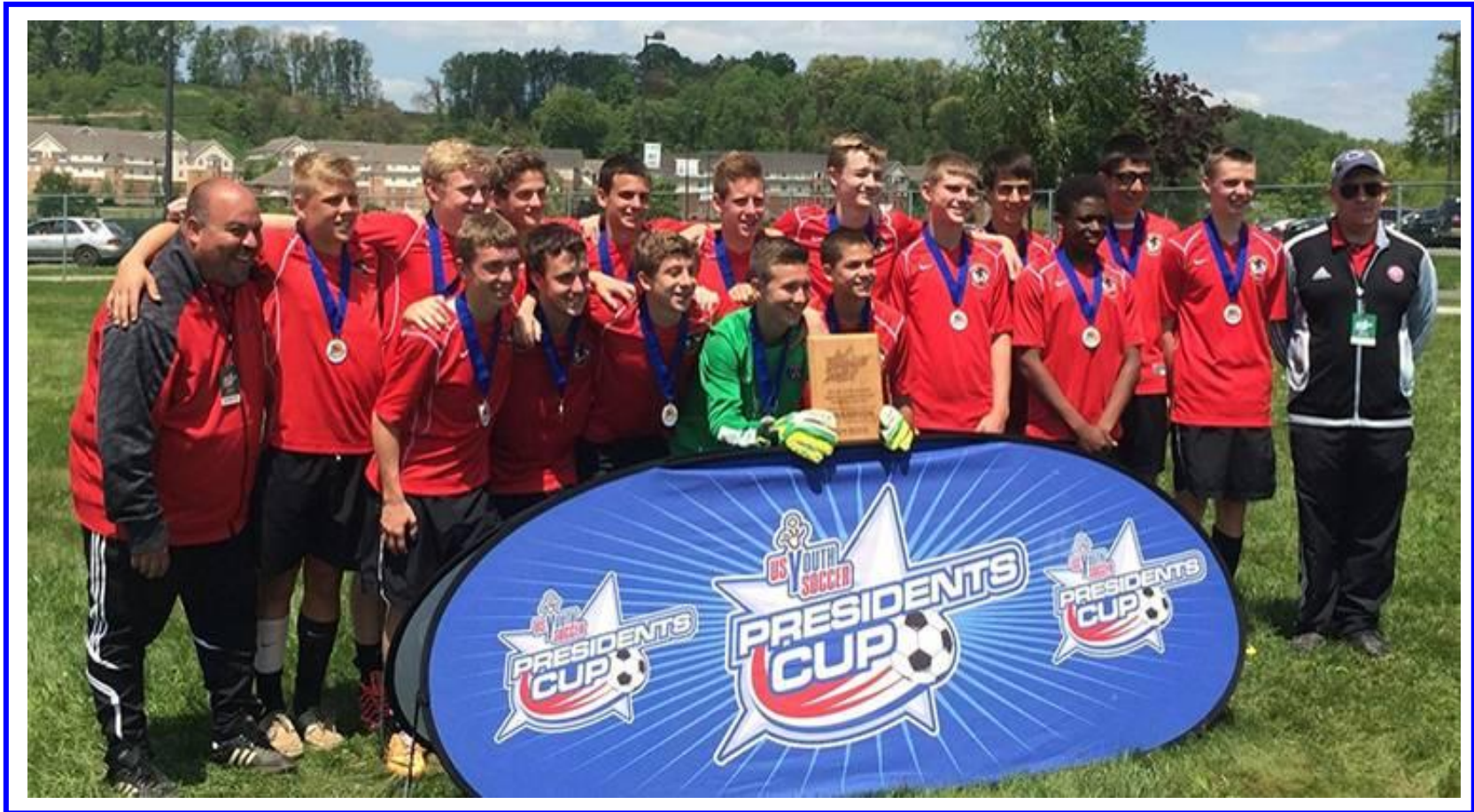
2014 Region 1 Champions



Greater Binghamton U12 Girls were
National Champion Series Region 1 winners



2014 Region 1 Champions



Soaring Capital U15 Boys advanced to the National Presidents Cup



2014 ODP Champions



U15 Girls ('99G) ODP Team advanced to the U16 Girls National ODP Finals



Olympic Development Program

- U12 ODP program completed its second year
 - 164 players participated in 4 locations
 - Parent education component was added
- Region 1 Tournament – NY West excels
 - Every NY West girls teams finished first in their groups in the U15, U16 and U17 divisions
 - U15 girls advanced to the national tournament
- 28 NY West players selected for regional pool
- 3 NY West players selected for national pool



NYSW Academy



Player development for U12-U15 is held at seven locations throughout the state.



Coach Development

- Improving the quality of coaching at all levels
- Thruway League now has license requirements
 - E-license for all head coaches starting in 2015
 - D-license for head coaches in National Division in 2016
- Revamped the course offerings to have two tracks
 - E, D, and C license track for professional coaches
 - 100-series 90 minute field training for parent coaches
- Special Topics – tailored to the needs of the club
- Conduct any of these courses at the request of a club



College Connections

- Majority of ODP and Academy coaching staff are college coaches
- 60 college coaches attended State Cup
 - Representing all collegiate levels, including D1
 - Recruiting for both men's and women's programs
- 7 ODP teams participated in the ENY Showcase, playing before college recruiters
- Conduct College Recruiting Seminars at the request of any club



Officiating

- Certified about 1900 referees this year
 - Trained 592 new entry level referees
 - Trained 103 new recreational youth referees
- Outstanding Referee development system
 - 15 referees, 2 assessors attended Region 1 NCS
 - 2 referees selected for the National level Championship Tournaments
- Use certified referees in all of your matches
 - To avoid liability and safety issues
- Host referee training in your community



Risk Management

- Compliance by clubs and leagues
 - All referees, coaches, managers, officers and others with high contact with children should be checked, includes under 18 coaches & referees
 - Only adults in RosterPro are covered by liability insurance – list all club officers, all coaches are to be in team staff.
- Background checks continue to improve
 - Electronic photos added prior to printing the pass
 - Tracking allows administrators to view status
 - Applicants notified when pass is printed



Referee Risk Management

- Referee RM presentation policy
 - Went into effect for the 2014 Spring season
 - Referees to show pass before the game starts
 - A team official can ask to see RM pass if not offered before the start of the game
 - This process does not affect the fact that the Referee is still in complete control of the match



General Risk Management

- Parents / coaches should watch safety video
 - Online at NY West Website
 - Field safety, travel issues, dehydration & injury
- Club administrators
 - Review your financial and governance procedures
 - Review your record security measures



TOPSoccer

- Buffalo area thriving
 - Buffalo, Amherst , Lockport programs continue
 - 250 players, 290 volunteers, 33 weeks of play
- Syracuse and Watertown have new programs
 - 92 players, 55 volunteers, 6 weeks of play
- Thank you to:
 - Niagara Pioneers for donations
 - West Seneca Soccer Club for donations
 - Town of West Seneca for field time
 - Amherst Soccer Association for hosting a program
 - Amherst SC for field time at Village Glen Tennis Center
 - Sahlens Sports Park for field time



Member Communication

- Web site
 - 77,000 unique users annually
 - 725,000 page views (75,000 mobile views)
- Striker West e-news
 - Published monthly and goes to all members
- Social networking continues to grow:
 - Facebook reach is 6,000 people daily
 - Twitter with 747 followers
 - Instagram photo sharing is new



Finances

- Revenue up slightly offset by expense increases
- Controlled spending on discretionary items
- Trend is flat revenue and a balanced budget
- Membership Grants of \$31,000 for FY 2014
- After 10 years of fixed fees, minor fee increases went into effect during 2014
- In 2015 NYSW may draw down reserves to continue investments in member clubs



2014-2015 Initiatives

Implement benefits to return value to members:

- **Coaching education:** build upon the successful Coaching 101 course to expand our parent coach education program to more clubs and coaches
- **State Cup qualifying league:** administer, expand, and improve the Expressway League that serves the Twin Tiers and Southern Tiers districts
- **Grant Program:** fund grants for extraordinary expenditures to help further club operations, for clubs that apply and are approved
- **Health and Safety Education:** promote child safety and concussion management to inform coaches and players, and make practical resources available to clubs



2014-2015 Initiatives

Focus attention on recreational programs

- **Club Involvement:** organize small-sided festivals jointly with local clubs to foster enthusiasm among players, coaches and administrators
- **Watching soccer:** organize events to encourage recreational players to attend and watch professional teams within our geographical area
- **Coach Education:** make a recreational coach education program widely available to member clubs, and provide the first parent coach education course free
- **Volunteer participation:** assist recreation clubs with identification and retention of volunteers to administer their programs
- **Communication:** provide recreation administrators with practical resources for administering, coaching and training recreational players



2014-2015 Initiatives

Maintain focus on the NY West guiding principles

- **Programs:** define and execute practical programs and events for each element of the guiding principles
- **Prioritize:** use the principles to make operational and policy decisions
- **Communication:** communicate progress to members and involve them in the process



2014-2015 Initiatives

Maintain existing programs as strong, vital elements of player development

- **Player development:** Maintain strong Coach Education, Workshops, Academy, and ODP
- **Leagues:** Administer the Thruway League, as a feeder for the Region 1 Champions League
- **National champions:** Maintain and improve the State Cup tournament
- **Recruiting:** Build solid relationships with state universities and colleges
- **Parents:** Continue parent education & promote fair play
- **Sponsors:** Develop new partnerships to supplement revenue
- **Risk Management:** Maintain 100% compliance among coaches, managers, administrators, and referees involved NY West youth events



Thank you

- To all of our . . .

- Parents
- Coaches
- Referees
- Paid Staff
- Administrators and volunteers
- Member Clubs and Leagues
- Board members

. . . as we work together to benefit our . . .

youth soccer players





Agenda

f. Unfinished Business

g. New Business

Financials – Susan Gurak

Reviewed Financial Report 2013 – 2014

2013 - 2014 Financials

2014-2015 Budget Narrative

Budget Resolution 2014 -2015

Election of Officers (two-year terms)

Report of the Nominating Committee – Roger Best

Announced Candidates:

1st Vice President – Curt Regruit

Treasurer – Susan Gurak

h. Good and Welfare

Member Reinvestment

i. Adjournment



Balance sheet

2014-2013 BALANCE SHEETS

| | 8/31/2014 | 8/31/2013 | Variance |
|---------------------------------------|-------------------|-------------------|------------------|
| ASSETS | | | |
| Current Assets | | | |
| Checking/Savings | \$ 77,342 | \$ 123,291 | \$ (45,949) |
| Accounts Receivable | 55,274 | 34,316 | 20,958 |
| Reserves (Smith Barney) | 616,438 | 562,846 | 53,592 |
| Pre-paid Expenses | 8,730 | 12,467 | (3,737) |
| | <hr/> | | |
| Total Current Assets | 757,784 | 732,920 | 24,864 |
| Total Fixed Assets | 150,842 | 160,736 | (9,894) |
| | <hr/> | | |
| TOTAL ASSETS | <u>\$ 908,626</u> | <u>\$ 893,656</u> | <u>\$ 14,970</u> |
| LIABILITIES & EQUITY | | | |
| Liabilities | | | |
| Accounts Payable | 27,401 | 28,759 | (1,358) |
| Other Current Liabilities | 133,298 | 122,249 | 11,049 |
| | <hr/> | | |
| Total Liabilities | 160,699 | 151,008 | 9,692 |
| Total Equity | 747,927 | 742,648 | 5,279 |
| | <hr/> | | |
| TOTAL LIABILITIES & EQUITY | <u>\$ 908,626</u> | <u>\$ 893,656</u> | <u>\$ 14,971</u> |



2014 STATEMENT OF OPERATIONS COMPARED TO BUDGET

| | 2014 ACTUAL | 2014 BUDGET | Variance |
|------------------------------|---------------------|---------------------|------------------|
| Income | | | |
| State Office | \$ 832,425 | \$ 815,700 | \$ 16,725 |
| Coaching Education | 94,405 | 105,000 | (10,595) |
| ODP | 413,626 | 424,350 | (10,724) |
| National Championship Series | 79,625 | 75,000 | 4,625 |
| League Administration | 45,873 | 32,000 | 13,873 |
| Total Income | \$1,465,954 | \$ 1,452,050 | \$ 13,904 |
| Expense | | | |
| State Office | \$ 797,579 | \$ 815,240 | (17,661) |
| Coaching Education | 109,439 | 127,520 | (18,082) |
| ODP | 402,852 | 423,691 | (20,840) |
| National Championship Series | 64,884 | 74,170 | (9,286) |
| League Administration | 54,580 | 38,843 | 15,737 |
| Total Expenses | \$ 1,429,333 | \$ 1,479,464 | (50,131) |
| Pre Contingency Cash Flow | \$ 36,621 | \$ (27,414) | \$ 64,035 |
| National Travel Contingency | 2,000 | 2,000 | 0 |
| Membership Reinvestment | 29,342 | 30,000 | (658) |
| Contingency Fund | - | 20,000 | (20,000) |
| Net Cash Flow | \$ 5,279 | \$ (79,414) | \$ 84,693 |
| Capital Expenditures | \$ 2,204 | | |



2015 BUDGETED STATEMENT OF OPERATIONS

| | 2014 Actual | 2015 Budget | Variance |
|-----------------------------------|------------------|--------------------|--------------------|
| Income | | | |
| State Office | \$ 832,425 | \$ 842,300 | \$ 9,876 |
| Coaching Education | 94,405 | 99,300 | 4,895 |
| ODP | 413,626 | 420,350 | 6,724 |
| National Championship Series | 79,625 | 74,300 | (5,325) |
| League Administration | 45,873 | 48,000 | 2,127 |
| Total Income | 1,465,954 | 1,484,250 | 18,297 |
| Expense | | | |
| State Office | \$ 797,579 | \$ 827,932 | 30,353 |
| Coaching Education | 109,439 | 120,865 | 11,427 |
| ODP | 402,852 | 414,609 | 11,758 |
| National Championship Series | 64,884 | 73,670 | 8,786 |
| League Administration | 54,580 | 46,900 | (7,680) |
| Total Expenses | 1,429,333 | 1,483,976 | 54,643 |
| Pre Contingency Cash Flow | 36,621 | 274 | (36,347) |
| Discretionary Expenditures | | | |
| National Travel / Contingency | 2,000 | 25,000 | 23,000 |
| Membership Reinvestment | 29,342 | 30,000 | 658 |
| Net Cash Flow | \$ 5,279 | \$ (54,726) | \$ (60,005) |



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