



Washington Youth Soccer
7100 Fort Dent Way, Suite #215
Tukwila, WA 98188-7500
www.WashingtonYouthSoccer.org
PHONE (253) 4-SOCCER · TOLL FREE 1-877-424-4318



Board of Directors Meeting Agenda

7100 Fort Dent Way, Suite 215, Tukwila, WA 98188

Thursday, December 14, 2023 | 1:00-2:00pm PT | Virtual

Attendance: **Chris Stiles, Gabriel Suarez, Jane McGillivray, Lane Smith, Lauren Pendergraft, Matt Folsom, Rich Austin, Roger Levesque, Chuck Porter**

Absent: Lamar Neagle, **Leah Gray?**

- | | |
|--------------------------------------------|------------------|
| 1. Meeting Called to Order | Chris Stiles |
| 2. Roll Call | Jane McGillivray |
| 3. Approval of Minutes November 16, 2023 | Chris Stiles |
| 4. 2023-2024 Budget Review | All |

2024-2025 target – will be different than 2023-2024 which is net zero income

Donations line called out are the 10 Rec Registrations

Coaching Ed has had good growth, increasing the value to the community.

EPD has had changes but no difference in the overall margin.

Cups: revenue reflects changes to cups fees. Overall bundle about the same, trending toward growth.

Registration fee will go up to change the bottom line.

North County fee collection will also update bottom line

Payroll: if we are able to increase fees, look to add labor to focus on risk management.

Rich Proposed/matt seconded/no Nays.

2023-2024 Budget is now passed.

- | | |
|--------------------------------------------------------------------|----------------|
| 5. Player Fee Proposal Update | Roger Levesque |
| Value add of WYS – Team pics form Tournaments | |
| We subsidize Rec with competitive dollars | |
| Have a slide for each argument you get from the folks you speak to | |
| Emphasize lead time given, and Collaboration – we are ONE WYS | |

- | | |
|------------------------------------|----------------|
| 6. Financials November 2023 | Chuck Porter |
| 7. Program Objectives Highlights | Roger Levesque |

We will mee the 18th of Jan as well as night before the APFM

Board of Directors

Chris Stiles, *President* Lane Smith, *Vice President* Jane McGillivray, *Secretary* Lauren Pendergraft, *Treasurer*
Gabriel Suarez Lamar Neagle Leah Gray Matt Folsom Rich Austin Roger Levesque, *Executive Director*



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8. Association Outreach Feedback All
9. Schedule Review All
10. AOB All
11. Adjournment Chris Stiles
-

Next Meeting:

Date: Thursday, January 18, 2023
Time: 1:00-2:00pm PT
Location: Virtual via Microsoft Teams

Annual Player Fee Meeting (APFM):

Date: Saturday, January 27, 2023
Time: 8:00am-12:00pm PT
Location: Seattle Airport Marriott

*Additional details to come.

Board of Directors

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Gabriel Suarez Lamar Neagle Leah Gray Matt Folsom Rich Austin Roger Levesque, Executive Director



WASHINGTON YOUTH SOCCER

Board Meeting | December 14, 2023

WYS PLAYER FEES | OVERVIEW



2024-2024 WYS Player Fee Proposal from 40,000 feet.

Need:

- Secure long-term financial health of WYS.

Approach:

- Rebuild WYS cash reserves to better support Membership.

Benefit:

- Protect against unanticipated costs (legal, insurance, etc.) and external shocks (Pandemic, etc.)
- Invest in Membership (risk management, field project loans, scholarships, recreational league / event development, etc.)

Competition:

- Total player fees across ages / levels for 2023-2024 are \$13.75 less than competition.

Execution:

- Increase 2024-2025 per player registration fees by an average of \$2.00.
- Beginning in 2025-2026, increase per player registration fees by an average of \$1.00 for five (5) years.



WYS PLAYER FEES | INITIAL FEEDBACK



In-process of gathering initial feedback from key stakeholders.

MEMBER ASSOCIATION OUTREACH:

- Pierce County Soccer Association | Curt Carroll
- North County Youth Soccer Associations | Chris Grace
- Seattle Youth Soccer Association | David Griffiths
- South County Soccer Association | Dean Aldridge & Rachel Wilton

MEMBER ASSOCIATION FEEDBACK:

Chris Grace at NCYSA

- Supported fee increase as presented – average \$2 per player in 2024-2025 and \$1 in subsequent years.
- Key areas of focus / use of funds:
 - Risk-management
 - Field project support (share examples of past investment)
- Concern(s) – tight timeline to implement for 2024-2025 season.

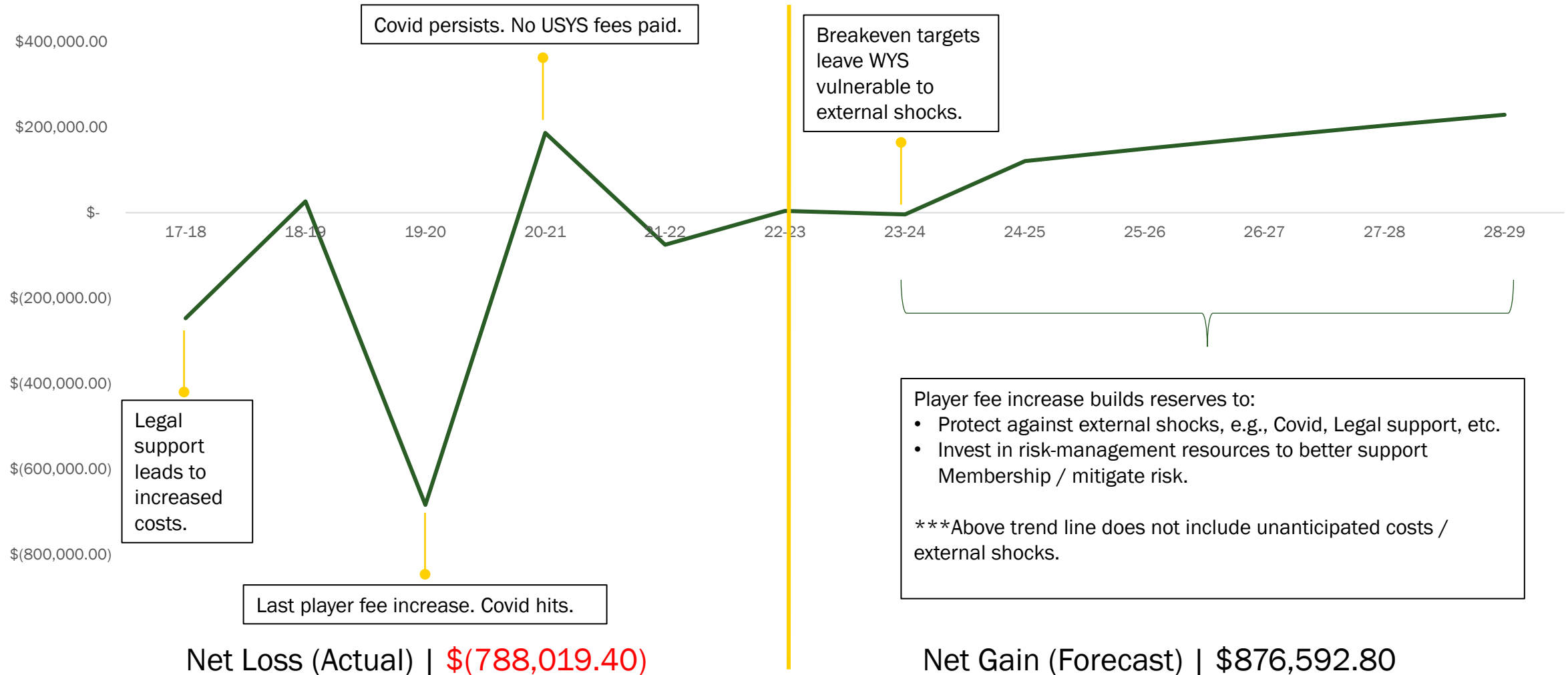
David Griffiths at SYSA

- Supported fee increase of \$2 per player in 2024-2025, but hesitant to commit to \$1 per player in subsequent years. Cited changing landscape / need should drive increase from year-to-year.
- Key areas of focus / use of funds:
 - Risk-management
 - Leagues / events that benefit recreational soccer (more tangible than risk-management)
 - Field project support less important
- Concern(s) – additional funds will support / subsidize competitive programs (EPD, Cups, etc.)

WYS PLAYER FEES | FINANCIAL OVERVIEW



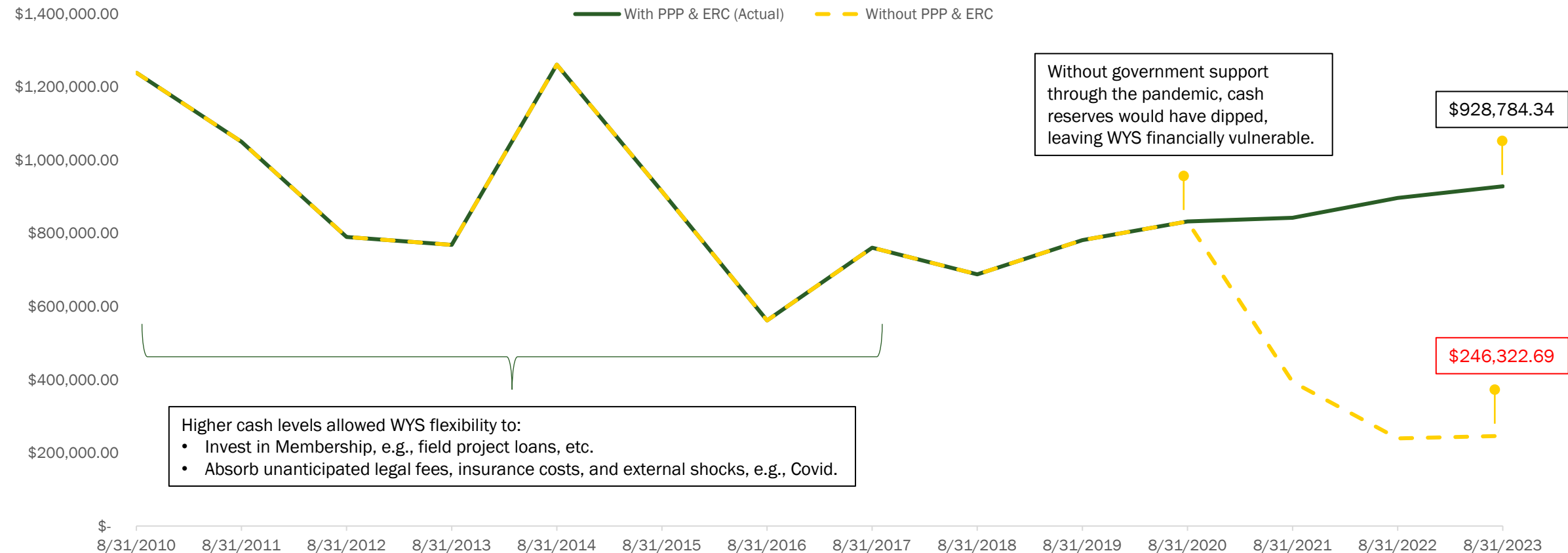
WYS yearly historical (actual between '17-'18 & '22-'23) and forecasted (between '23-'24 & '28-'29) net gain / loss.



WYS PLAYER FEES | HISTORICAL CASH LEVEL



WYS historical year-end (8/31) cash level comparison *with* vs *without* government support (PPP & ERC) through 2023.



FINANCIALS | YEAR-TO-DATE FINANCIAL PERFORMANCE



Profit / Loss statements for WYS as an organization and key competitive programming.

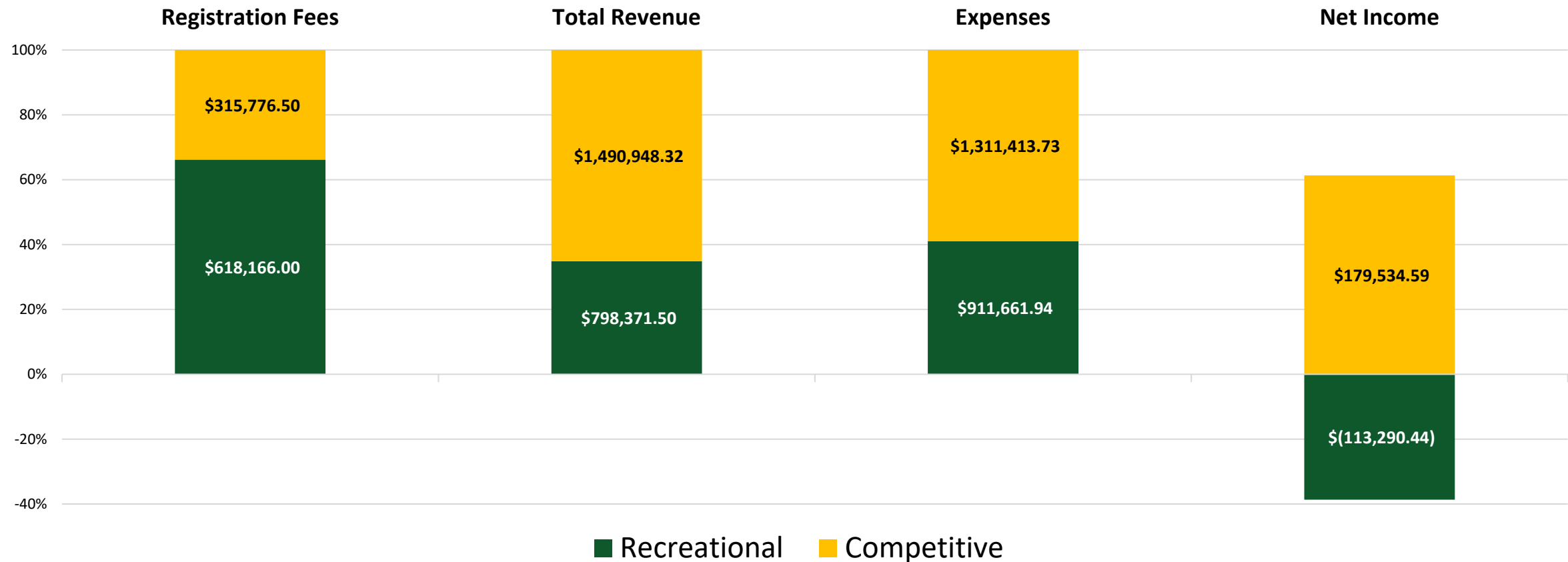
TOTAL	Sep '22 - Apr '23	Sep '21 - Apr '22	\$ Change	% Change
Revenue	\$ 2,289,319.82	\$ 2,345,603.25	\$ (56,283.43)	-2%
Expense	\$ 2,223,075.67	\$ 2,409,356.95	\$ (186,281.28)	-8%
Net Income / Loss	\$ 66,244.15	\$ (63,753.70)	\$ 129,997.85	204%
ELITE PLAYER DEVELOPMENT	Sep '22 - Apr '23	Sep '21 - Apr '22	\$ Change	% Change
Revenue	\$ 690,520.81	\$ 752,969.39	\$ (62,448.58)	-8%
Expense	\$ 570,304.45	\$ 934,509.59	\$ (364,205.14)	-39%
Net Income / Loss	\$ 120,216.36	\$ (181,540.20)	\$ 301,756.56	166%
WYS CUP SERIES	Sep '22 - Apr '23	Sep '21 - Apr '22	\$ Change	% Change
Revenue	\$ 391,798.87	\$ 387,986.12	\$ 3,812.75	1%
Expense	\$ 118,283.16	\$ 89,324.40	\$ 28,958.76	32%
Net Income / Loss	\$ 273,515.71	\$ 298,661.72	\$ (25,146.01)	-8%

FINANCIALS | RECREATIONAL VS COMPETITIVE PROGRAMMING



Registration fees only tell part of the story behind recreational and competitive programming.

Player Type Breakdown
Sep-Apr



TEAM OBJECTIVES | THROUGH FEBRAURY 2024



Core Objective | Listen, learn, and over-communicate. **IDENTIFY OPPORTUNITIES TO EXPAND** and execute.

PRIMARY ESSENTIAL GOALS (PEGS)

PEG #1 | Identify opportunities to incrementally expand programs / leagues that create additional value for Members, address gaps (services, geographies, etc.) in current offerings, and (re)introduce WYS to new markets.

- First impressions (or reimpressions) are crucial
- One measure (but not the only measure) of value creation is “willingness-to-pay”
- Consider the varying needs / challenges of different customer segments, e.g., urban vs rural, recreational vs competitive, etc.
- Examples: EPD 2013 Cycle, Recreational growth in EWA, etc.

PEG #2 | Review core business programs and processes to inform and establish short/long-term financial goals.

- Understand profitability of programs to guide future investment
- Review internal processes / business systems and identify opportunities to improve efficiency
- Identify short-term / long-term financial goals to inform considerations for any player fee updates at APFM (Jan 2024)
- Engage Association Leadership as partners in planning to understand needs and priorities of Members

PEG #3 | Continue process improvement to refine internal & external communication, improve how we work together, and deliver information **RELEVANT TO ALL CONSITUENTS.**

- Further define roles & responsibilities to refine internal communication
- Promote Core Programs, e.g., Cups, Coaching Education, EPD, Foundation, Leagues, etc.
- Deliver information that adds value to / improves experience for the WYS community

2023 REC CUP | CHAMPIONSHIP WEEKEND



WYS hosted 74 teams across ten (10) age groups for a festive atmosphere of competition and camaraderie.

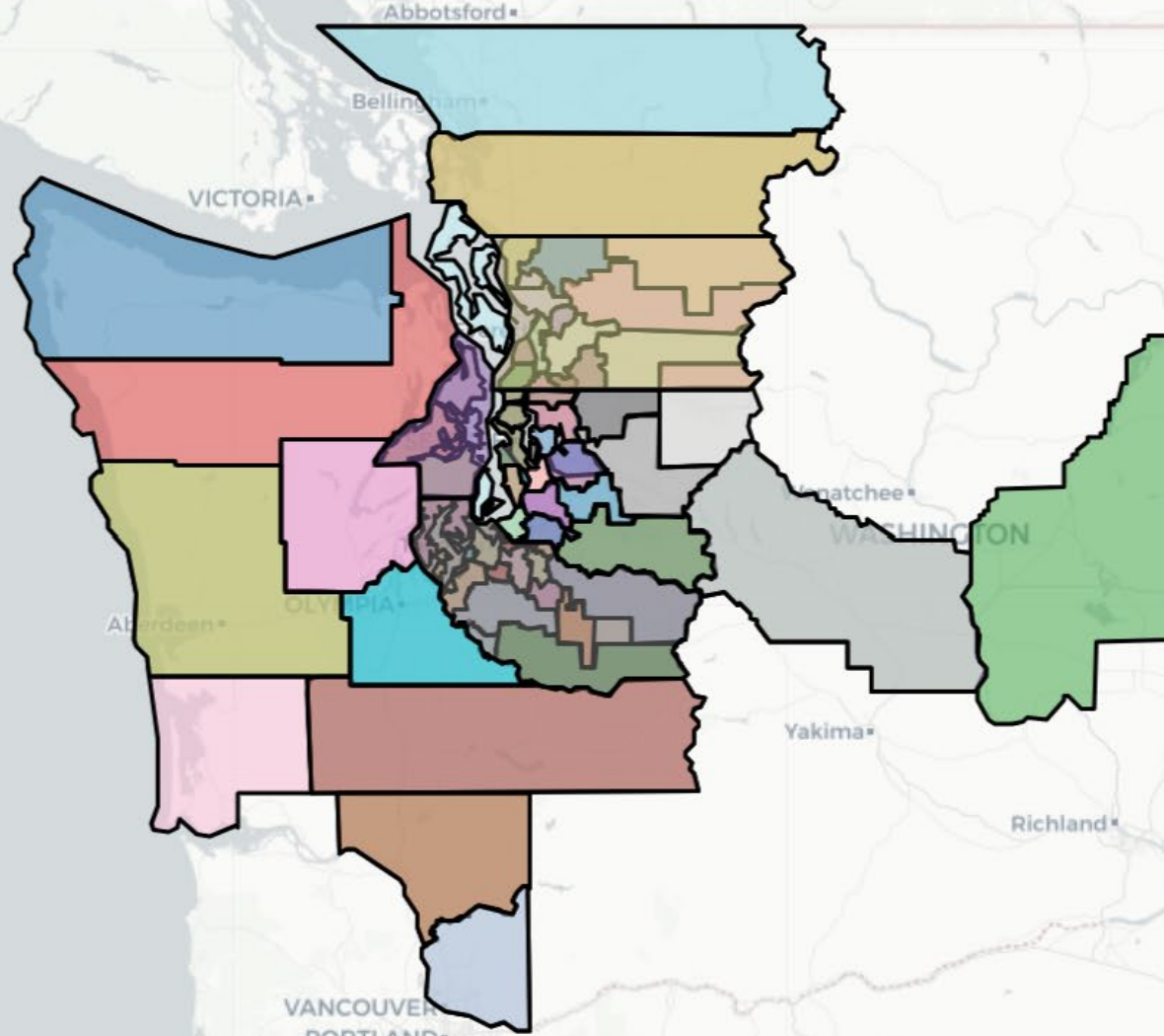
		Boys		Girls							
		Champion		Finalist						Published	
Girls U9	Brackets	Schedule & Results	Southlake G15 White		South Tacoma - G15 - V Lemus		Standings	Statistics	12/10/2023 4:34:00 PM		
Girls U10	Brackets	Schedule & Results	Southlake G14 Lightning Mendez		Tracyton 3 G14 James		Standings	Statistics	12/10/2023 5:30:00 PM		
Girls U11	Brackets	Schedule & Results	UPSC Blue Dragons G13 (Egge)		North Bend FC G13 TNT		Standings	Statistics	12/9/2023 5:30:00 PM		
Girls U12	Brackets	Schedule & Results	Valor Rec G12 MV Childs - Vicious Vipers		SMYSC Phantoms		Standings	Statistics	12/9/2023 6:26:00 PM		
Girls U13	Brackets	Schedule & Results	Chinqually Bo - Black Panthers (Gorring)		PSCC G11 Falcons (BG)		Standings	Statistics	12/9/2023 5:30:00 PM		
Girls U14	Brackets	Schedule & Results	HYSC Green Gems		VW G10 Seahawks		Standings	Statistics	12/9/2023 5:30:00 PM		
Girls U15	Brackets	Schedule & Results	VUSA 09G Ghost Girls - Madrigal		Duvall FC G09 Hot Shots		Standings	Statistics	12/10/2023 3:14:00 PM		
Girls U16	Brackets	Schedule & Results	Olympia Unite - Crump Purple Hawks		XFRec G08 Ravens FC		Standings	Statistics	12/10/2023 5:30:00 PM		
Girls U19	Brackets	Schedule & Results	SYSA-WD G05 Swarmettes		AMJA Fencing		Standings	Statistics	12/10/2023 5:30:00 PM		
Girls U17	Brackets	Schedule & Results	United G07 Cheetahs 210175702		Irish Lions (G07)		Standings	Statistics	12/9/2023 7:06:00 PM		



				Boys	Girls				
Champion				Finalist				Published	
Boys U9	Brackets	Schedule & Results	Olympia Unite - Hackney Green Vipers	Chinqually Bo - Crush (Cisneros)		Standings	Statistics	12/10/2023 4:34:00 PM	
Boys U10	Brackets	Schedule & Results	Chinqually Bo - Elite FC (English)	Olympia Unite - D'annunzio Flaming Phoenixes		Standings	Statistics	12/10/2023 5:30:00 PM	
Boys U11	Brackets	Schedule & Results	Olympia Unite - Richter Wolf Pack	CWSA 13B Sharknado -- Daley		Standings	Statistics	12/9/2023 5:30:00 PM	
Boys U12	Brackets	Schedule & Results	LSDSC VFB Force B12 (Snyder)	PacFW-R B12 Graveline - Men In Black		Standings	Statistics	12/9/2023 6:26:00 PM	
Boys U13	Brackets	Schedule & Results	Valor Rec MV B11 Ready - Thunder	IFC B11 Vipers/Bertram		Standings	Statistics	12/9/2023 5:30:00 PM	
Boys U14	Brackets	Schedule & Results	NM 01 - Huskies (Blackwell)	VW B10 Galaxy		Standings	Statistics	12/9/2023 5:30:00 PM	
Boys U15	Brackets	Schedule & Results	PSCN B09 Venom (W)	LS Schwenke Blue Thunder		Standings	Statistics	12/10/2023 3:14:00 PM	
Boys U16	Brackets	Schedule & Results	RSA Union B08 (Barlow)	NK08 BU16 Belger		Standings	Statistics	12/10/2023 5:30:00 PM	
Boys U17	Brackets	Schedule & Results	Tracyton B07 Bulldogs	United B07 Vipers 210175754		Standings	Statistics	12/9/2023 7:30:00 PM	
Boys U19	Brackets	Schedule & Results	LS Schwenke B06 Lake Lightning	Olympia Unite - Arevalo Galaxy Azul		Standings	Statistics	12/10/2023 3:14:00 PM	



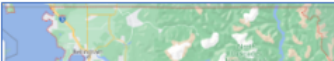
BOUNDARIES | WORK IN-PROCESS



Association

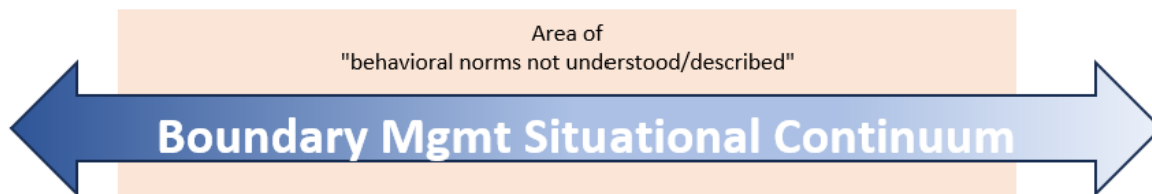
- CYSA
- EYSA
- Federal Way YSA
- GHFYSA
- GRTYSA
- HSA
- KVJSA
- LWYSA
- Lewis County YSA
- NCYSA
- NSYSA
- NYSYSA
- Pierce County YSA
- SCSA
- SKVYSA
- SNVYSA
- SWYSA
- SYSA
- Snohomish YSA
- TCYSA
- Whatcom County YSA
- Whidbey Island YSA

***Click anywhere on image to link to interactive map.

Association Name	Link to Boundaries Source	Specific Text	Map of Boundaries	Marketing Regulations	Page
3RSC					
Cowlitz YSA	CYSA_Bylaws.pdf	CYSA shall have as its geography of operations Cowlitz County, WA.			
Eastside YSA	eysa_bylaws_march_2021_as_approved_3.3.21	The Eastside Youth Soccer Association ("EYSA") has jurisdiction over youth soccer within the territory consisting of Mercer Island and a portion of King County lying east of Lake Washington as granted by the Washington State Youth Soccer Association ("WSYSA").			
Federal Way YSA	fwsa_by_laws_5102022.pdf	The boundaries of this Association shall coincide with the boundaries of the Federal Way School District #210, or as approved by two-thirds majority of the BOD. All youth soccer players registered with the FWSA or participating in a program administered by the FWSA are subject to the control and authority of this Association.	fwps_director_district_boundary_map_2022.pdf		
Grays Harbor YSA	ghfysa_bylaws-new.pdf	GHFYSA shall have as its geography of operations all of Grays Harbor County, WA, the northern portion of Pacific County, WA (encompassing the Raymond, South Bend, and Willapa Valley school districts), and southern Mason County, WA (encompassing all Mason County school districts except North Mason school district).			
GRTYSA	grtysaboundarydescription.docx	The current area of jurisdiction of this Association, as granted by the WYS is described below: All of the Renton School District except that the northern boundaries of the Renton area of control shall be the Renton City Limits along SE 68th St. to 114th SE, then southeast to 121st St. SE, then east along SE 78th St., to a point of Squak Mt., then follow to the eastern boundary of the Issaquah School District. The southern half of the Issaquah School District is included in the GRTYSA area of control. The western boundaries shall be the Tukwila School District. School areas are identified as follows:			
Highline SA	hsa_constitution_bylaws_approved_4-2012.pdf	The membership of the HSA shall consist of incorporated and un-incorporated organizations engaged in youth soccer within the Highline School District and the West Seattle area, west of the Duwamish River, which agree to be bound by the Constitution, Bylaws and Operating Procedures of HSA and which shall be a admitted to membership in accordance with the Bylaws of HSA.			
Kittitas Valley Jr. YSA	KVJSABylaws102315.docx	To promote, establish and govern youth soccer within Kittitas County; and			
Lake Washington YSA		LWYSA's boundaries cover the Lake Washington School District Area, including Kirkland, Juanita, Redmond, Union Hill and Sammamish.	lwysa_recreational_club_boundaries.jpg		
Lewis County YSA	https://www.lcysa.net/content/10985/LCYSA-HA	Lewis County Soccer Association—(LCYSA) Clubs--Centralia, Chehalis, Morton/ White Pass (MWP), Mossyrock, Napavine, Onalaska, Toledo, and Winlock			
North County	ncysa_bylaws_05022013.doc	NCYSA shall operate in Snohomish County and with Skagit and Island Counties through intertie agreements.			
Northshore (NYSA)	nysa_soccer_boundary.maps.pdf	Northshore School District + Edmonds School District + Maltby Elementary + 60 Acres Agreement	nysa_soccer_boundary.maps.pdf		
Northwest Sound YSA	NSYSA Constitution approved 03222023.pdf	The boundaries of NSYSA will be: 1. Bainbridge Island, Bremerton, Central Kitsap, North Kitsap, and South Kitsap School Districts within Kitsap County; 2. Port Townsend, Chimacum, Quilcene, and Brinnon School Districts within Jefferson County; 3. North Mason School District within North Mason County. 4. Cape Flattery, Crescent, Port Angles, Quillayute Valley, and Sequim School Districts within Clallam County. [-]-[-]-[-] (OYSA) provides organization to the Youth Soccer program in Washington State in and around the Sequim, Port Angeles and unincorporated areas on the Olympic Peninsula.			
Pierce County SA	PCSA-Bylaws-Addendum-2019.02.18.pdf	PCSA shall have as its geography of operations; Pierce County, Washington			
Seattle Youth Soccer Association					
Skagit Valley YSA	https://clubs.bluesombrero.com/Default.aspx?ta	SKVYSA is the parent/sanctioning organization for most USSF youth soccer within the Skagit Valley and San Juan Island.			
Snohomish YSA		Snoho SD, still ask association			
Snoqualmie Valley YSA	https://www.snvyasa.org/boundary	The geographical boundaries of our association are the Snoqualmie Valley and Riverview school districts.			
South County SA	scsa_valor_soccer_map_v1.pdf	Auburn, Enumclaw, Kent, Tahoma, and White River School Districts	scsa_valor_soccer_map_v1.pdf		
Southwest WA YSA	club_coverage_v010322a.pdf	The individual soccer clubs shall have the following geographical boundaries: Pacific Soccer Club [Schools listed], Salmon Creek Soccer Club: [Schools listed], Vancouver West Soccer Club: [Schools listed], Washington Timbers Football: [Schools listed].		No club can advertise for player registration on the school properties of via email to a school outside of their club boundaries. No signage may be posted outside of club boundaries unless approved in writing by the private business owner and the club whose boundary the signage is to be located in. Clubs may not advertise a 'home' field that is outside of their boundaries. Joint advertising for advance competition will be provided by SWYSA. All other advertising will need to be done within club boundaries. A \$1000.00 fine will be administered if not followed.	
SOZO Sports		Generally, Yakima			
Spokane Shadow YSA		Generally, Spokane			
Thurston County YSA	TCYSA Bylaws updated 2023.pdf	TCYSA geography of operations shall consist primarily of Thurston County, Washington.			
Whatcom County YSA	https://washingtoneyouthsoccerorg.sharepoint.co	The Association shall have exclusive jurisdiction over Member Organizations and teams within Whatcom County, and shall organize and direct the Association's programs and leagues.			



Clearly WYS governance



No WYS governance

Total connection to official soccer business

Incidental connexion to official soccer business

Informal connexion to official soccer business

Social exposure to soccer business

Personal connection to soccer-related activities

Not even a tangential connexion to WYS business

Ops:

- Games
- Teams
- Clubs
- Fields
- Schedules
- Leagues
- Promote-Relegate
- Refs



Mkt:

- Physical Advertising
- Recruiting
- Try-outs
- Promo events

Tami's categories of questions (literally the grey areas):			
Soccer events	Celebrations	Shopping	Personal Training

These interior columns are common areas of Soccer & Social Engagement where interaction with WYS Governance and appropriate behaviors are less clear, hence Tami's questions.

Since expectations are not described, there are no broadly understood behavioral expectations/norms. Good work would describe best practices and allowances that balance "Soccer Business Requirements" with "For the Good of the Game"

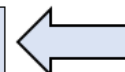
Online advertising	Wearing Uniforms	Wearing Uniforms	Wearing Uniforms
	Signage		

Family vacation



This far right column describes non-soccer topics that are very well understood to not at all be connected to WYS Governance...

Wearing Uniforms



What a kid wears while on vacation is not in the purview of WYS.

Work that could be pursued to help with "boundary confusion"

Working with RCL/RCS on Premier Bndy mapping & processes

two items:
1) online behavioral best practices
2) "not in your geography" studies

Developing a Team/Coach Bill of Social Rights

Developing a Player/Family Bill of Social Rights

WYS IN 2024 | SCHEDULE OF EVENTS



2024 kicks off with a flurry of events / opportunities on and off the field.

JANUARY

ODP Far West Championships

- January 5-8
- Bell Bank Park | Mesa, AZ
- Link: <https://www.azsoccerassociation.org/2024-odp-far-west-championships>

United Soccer Coaches Convention

- January 10-14
- Anaheim Convention Center | Anaheim, CA
- Link: <https://unitedsoccercoachesconvention.org/>

Annual Player Fee Meeting

- January 27
- Seattle Airport Marriott | Sea-Tac, WA
- Link: <https://washingtoneyouthsoccer.org/annual-meetings/>

FEBRUARY

Founders Cup

- February 2-4
- Starfire Sports Complex | Tukwila, WA
- Link: <https://washingtoneyouthsoccer.org/tournaments-cups/founders-cup/>

U.S. Soccer Annual General Meeting

- February 8-11
- Hilton Anatole | Dallas, TX
- Link: <https://www.ussocceragm.com/>

Boys High School Presidents Cup and State Championships

- February 9-11
- Starfire Sports Complex | Tukwila, WA
- Link: <https://washingtoneyouthsoccer.org/tournaments-cups/>

WYS IN-PROCESS | ADDITIONAL POINTS OF INTEREST

What else is happening in the world of WYS?

Governance

- Cowlitz Youth Soccer Association / Longview Soccer Club
- Potential grievance

Inclusion Policy

- Meet with USYS DEI Chair, Hugh Goodrich
- Review and present policy update considerations for WYS Board review

Risk Management

- SafeSport op-ed opportunity
- Investigative work inquiry follow ups

SRC Engagement

- Referee compensation structure – targeting Founders Cup
 - Bypass D&O insurance expense tied to increased Independent Contractors

COAFF

- Pre-applications open January 17, 2024
- Grants awarded October 15, 2024 (tentative)
- Link: <https://rco.wa.gov/grant/community-outdoor-athletic-facilities/>

League Washington

- Survey distribution | 12/15
- Operations Leadership Committee meeting | 1/16-17
- Growth opportunities





THANK YOU

Board Meeting | December 14, 2023