



NORTH CAROLINA ADULT SOCCER ASSOCIATION

BOARD MEETING MINUTES

August 21, 2023

Call to Order: 7:02pm

Roll Call – Darius Ejlali took the roll call

Present: Sam Cohen, Chad Garber, Bob Kepner, Alex Vidaurri, Scott Eisenbraun, Jeremy Mikell,

Not Present: Donna Langdon, Paul James, Vance Carlisle, Laura Collins

Quorum determined.

Guests: David Turner – Co-Director Home Team Soccer Tournaments

Officer & Staff Reports

- President – Welcome everyone, we have light attendance tonight with only one main item for consideration. We will be seeking approval of the 2023 Carolinas Cup Budget.

Registration is strong. NCASA has surpassed our registration numbers in both our annual passes and tournament only passes. This is a testament to all the hard work at the local levels, providing excellent programs and playing opportunities.

- Executive Director – In August, we completed the last of the D&A cases on the docket. Worked on the Carolinas Cup budget, acquiring accurate costs and examining where we can cut costs. The resurrection of the First Flight has also been a focus. Beer City Cup and Queen City Cup rostering has taken a lot of attention. NCASA attended the Queen City Cup with all of our gear to support. It was our first time at the Matthews Sportsplex and the tournament was well run and a lot of fun was had by all. Next stop, Beer City Cup.
- Sam and I met with a tournament organizer to discuss possible affiliation. I also held a zoom call with a Facebook Pick Up league in Winston-Salem. They have over 900 members. They are also interested in affiliation but it is very different from a league or tournament so we are exploring what this relationship may look like. We have worked to get Wake Women Soccer League open for registration
- Executive Vice President – not present
- Treasurer – Circulated the P&L statements January through July Budget vs Actuals. NCASA is currently \$88,000 above budget. The treasurer's report was submitted showing investment interest earned. The treasurer has implemented a new format, separating tournaments from the general budget. NCASA is in a strong financial position.

Approval of Minutes

- Minutes for the July 17, 2023, NCASA Board meeting were approved unanimously.

Growth Initiative

- Registration Report – As noted in the President's opening remarks, our numbers look great. and many of our leagues have just begun to open Fall registration, so our numbers will continue to grow.
- First Year Leagues Update – Wake Women's Soccer League has opened registration. They have a certified referee assignor, secured fields, applied for COI and are registering players.
- New League Update – Sam Cohen and Darius Ejlali met with a tournament organizer Francis Nyeekpee about affiliating. Darius Ejlali held a conference call with a Winston-Salem pick up of about 900 members. Working on a creative approach to membership given the uniqueness of this organization.

Competitions

- Carolinas Cup – Progress has been good, budget submitted, trophies ordered, trainers secured, fields in place and opening registration up September 1st. NCASA has fallen behind on social media announcements. A very busy summer has contributed to not releasing Save the Date announcements. With so many events, communication blasts have not slowed down and striking the balance of too much information hitting membership is a concern. With announcements of USASA Adult Soccer Fest, Save the Date for Tatas, Queen City Cup and Beer City Cup, saturation of information became real.
- Celebrate the Tatas – Teams are registering, hotels in place and the Saturday night party location have been picked. Location of fields, hotel and brewery are all in close proximity. Donations continue to be strong.
- 2023 USASA Adult Soccer Fest - USASA has stated that the event will return in 2024.
- 2023 Queen City Cup - This year's QCC was smaller than past years, but the event brought in more quality teams and the event hit new strides with atmosphere and positive feedback, laying the groundwork for next year's QCC to build upon the successes of 2023. NCASA had a presence which was appreciated by teams, players, and organizers.

2023 Beer City Cup – 130 teams have registered. NCASA is managing the rostering well. The process is labor intensive due to needing to properly verify out of state registrations but also ensure that proper documents with date of birth are submitted and accurate. There are cash purses awarded to Champions and in Savannah there was a Champion crowned that used underage players. This type of cheating must stop, not only for the obvious reason but it hurts the integrity of the event. NCASA and Beer City Cup have put in place efforts to minimize the ability to use underage players. Guest, David Turner from Home Team Soccer Tournaments was invited into the discussion.

Organizing Committees

- D&A Committee – The D&A committee has held two hearings and that gets the calendar clear. This makes addressing the cases easier and more efficient.
- Budget Committee- No report

- AGM Committee – No report
- Election/Nominations Committee – No report
- NCASA Awards Committee- No report

New Business (motions)

- Carolinas Cup Budget
(see text below for amended motion)

Amendment proposed to reduce team registration fee to \$750 (same amount as in 2022) from proposed \$850. Amendment passed. Motion as amended passes unanimously.

Additional New Business (motions - 2/3 vote required)

Old & New Business (discussions)

Additional New Business (discussions)

Takeaways/To Do Item Wrap-up

For the Good of the Game / Announcements

Adjourn

- Motion to adjourn approved unanimously – 8:06pm

Approved Motions:

- Carolinas Cup Budget

Carolinas Cap Budget

Whereas the Board approved a policy at its February 21, 2022, meeting requiring the Carolinas Cup committee to present to the Board for approval a proposed budget describing how funds already budgeted in the annual budget for the Carolinas Cup are expected to be spent no later than three months before the start date of the Carolinas Cup tournament;

Whereas the Budgetary Spending Authority Policy allows the Carolinas Cup committee to expend funds beyond the budgeted funds up to the amount of revenues from the event, and

Whereas the August 21, 2023, NCASA Board meeting is the final Board meeting occurring more than three months before the start date of the Carolinas Cup tournament,

Be it resolved that the Board authorizes the Carolinas Cup committee to spend \$63,000, consisting of the already budgeted funds of \$45,000 plus an additional \$18,000, with the additional spending primarily paid for by additional revenues from the event (e.g., additional registration fees, sponsorships, and donations, including in-kind donations), in a manner consistent with the following proposed budget:

[see next page]

Carolinas Cup (State Cup) Budget Proposals - 2023

As Amended by NCASA Board and Passed on 8.21.2023

Income

Team Registration	\$57,000.00	\$750 per team; Board amended motion to remove \$50 increase to \$800 (meant to avoid a budgeted loss)
Apparel Sale	\$ 3,000.00	Assuming sale of most remaining 2022 inventory, plus portion of new 2023 inventory (shirts & light hoodies - see merchandise expense); 2021, sold out all items on Saturday (\$2.1K revenue) and continued to have people requesting items on Sunday; 2022, sold approximately \$2.4K; revenue number assumes have taken out PayPal percentage
Hotel Rebate	\$ 775.00	Based on 2022 actuals; as of 2022, generally receive \$5 per room booked (Stacey also gets \$5 per room booked), plus 1 room comped for every 15 booked; showing revenue here and showing full cost of rooms in Expenses; assuming 155 rooms booked (to match 2022 actuals)
Hotel Comp room value	\$ 800.00	As of 2022, generally receive \$5 per room booked (Stacey also gets \$5 per room booked), plus 1 room comped for every 15 booked; showing revenue here and showing full cost of rooms in Expenses; if assume 155 rooms booked (per 2022 actuals), would result in 10 comped hotel rooms (nights); only showing \$800 value to be conservative (will offset \$500 in referee lodging and \$300 in staff lodging)
State Subsidy		-- No subsidy included in 2022 NCASA budget
SC Contribution		South Carolina generally covers housing costs of referees from SC (direct payment) - normally covers cost of 6 rooms (3 per night)
Food & Alcohol sales		As done in 2022, beer vendor retains revenue, but donates championship beer; per contract, Truist Park handles food vendors (and retains revenue subject to agreements with food vendors)
Sponsorship		-- Exploring options
TOTAL INCOME	\$61,575.00	\$45,000 included in 2022 NCASA Budget (based on 60 teams @ \$750/team)

Expenses

Fields	\$12,000.00	Includes Fields, Lights, Carts (x2), Security - new contract signed for 2022-24
Referees		
Game Referees & ARs	\$24,780.00	\$215/match - 49 matches (Men's Amateur Gold, Men's Over 30 Gold, Men Over 40 Gold, Women's Amateur Gold) \$185/match - 77 matches (all other divisions) Referee fees kept at same level as 2022
4th Officials	\$260.00	\$65/match - for qualifying divisions only (Men's Amateur Gold, Men's O30 Gold, Men's O40 Gold, Women's Amateur Gold); in prior years, used 4th Official for all finals (different rates by division)
Reserve Officials	\$960.00	\$30 per reserve; limiting to 3 reserves per time slot; 19 reserves on Saturday & 13 Reserves on Sunday (32 reserves total vs. 35 budgeted for 2022)
Assigning	\$1,890.00	Standard - Allocate 1 ref reserve (in case of injury) per 4 games per time slot (for 2022, budgeted \$35/slot for 35 reserves (\$1,225), but actuals was \$1,050 - \$35/slot for 30 reserves); we want to cap spending rather than do spot allocation
Ref. Coord.	\$600.00	\$15 per match
2nd Ref. Coord	\$550.00	Includes on site coordination/per diem (approx. \$37.50/day)/travel (approx. \$55); 2022=\$655
3rd Ref. Coord.	--	Not paying for more than two coordinators (3rd coord. = \$415 in 2022)
4th Ref. Coord.	--	Not paying for more than two coordinators (4th coord. = \$295 in 2022)
Lunches/Water - Ref	\$1,000.00	NCASA providing on Saturday, but McAllister is donating lunches on Sunday, so total cost may be lower; \$1,187 in 2022; snacks/water included separately (see tournament admin expenses)
Ref Lodging	\$5,000.00	Limiting number of "room nights" covered to amount that can be covered by \$4,500; "comped rooms" from referee paid rooms will be provided to referees/assignors, so including \$500 in "comped room" value here, but NCASA will not spend more than \$4,500 out-of-pocket; will rely more on local referees if lodging allocation is not sufficient for out-of-town referees; in 2022, budgeted \$4,000, but spent \$5,500 (plus used 2+ comp rooms) (in prior years, NCASA & SCASA have covered approximately 40 nights, with SCASA covering 6 nights)
SC ref registraton fees	--	Fees associated with registering South Carolina referees in Arbiter so can be paid/assigned matches; NCASA not paying this fee in 2023 (covered fee in 2022 for first time)
Transaction Fees	\$250.00	X% of ref-related charges (excluding lodging) - from Arbiter
Tournament Amenities		
Trainers	\$2,700.00	\$30 per hour for 2023 \$30 per hour x 90 hours (includes multiple trainers); [one for every 4 fields]; \$3,620 in 2022 because used additional trainer; but only \$2610 in 2021
Photographer	\$900.00	\$1,200 in 2022; limiting photographer hours on Saturday to reduce expenses
Social Media coordinator	\$250.00	
Trophies	\$3,933.51	1st & 2nd place trophies for each division - \$174.99 (B size) & \$159.99 (C size) per division (plus total tax = \$248.73); assuming 12 divisions, but only buying for 11 because have 1 set remaining from 2022; \$4,690.60 in 2022 (A & C size trophies; 13 trophies, but only needed 12)
Championship Beer	\$0.00	All championship beer being donated by Small Batch Brewing (Tim); 1 beer for each champion & finalist
Championship Shirts	\$3,135.00	23 shirts/division (roster + coach) for Champions = 276 champion shirts 24 volunteer shirts
Apparel for Sale	\$925.00	\$10.45/shirt
Captain Gifts	\$800.00	\$925.00 50 shirts (\$10.45/per); 25 hoodies (\$16.10/per)
Outdoor Space Heaters		Approx. \$10/team (traditional cost); 2022 - Travel mugs - \$9.11/per w/shipping & tax - \$10.20 per
Food & Alcohol		-- some included as part of facility rental Beer vendor (Small Batch) retains revenue, but donates championship beer; per contract, Truist Park handles food vendors (and retains revenue subject to agreements with food vendors)
Tournament Administration		
Staff/Officer Lodging	\$750.00	\$754 in 2022; Darius for 3 nights; plus volunteer for 3 nights
Officer/Staff/Volunteer Per Diem	\$300.00	\$288 in 2022
Food/H2O/Ice	\$450.00	\$457 in 2022, includes snacks for refs
Van Rental/Gas	\$300.00	\$242 in 2022
Miscellaneous	\$150.00	\$143 in 2022
Scoreboards	\$225.00	\$278.91 in 2021; \$41 in 2022 when laminating provided by volunteer (may provide again in 2023)
Check-In	\$100.00	
Fusion Volunteer Tip	\$150.00	
Carts	\$0.00	\$0.00 2 carts in contract
Soccer Balls	--	
TOTAL EXPENSES	\$62,358.51	Only \$45,000 included in 2022 NCASA Budget (same as expected revenue based on 60 teams)
NET	(\$783.51)	

2023 NCASA REGISTRATION REPORT

	As of												2023	2020			
	Jan	Feb	March	April	May	June	July	Aug 14	Sept	Oct	Nov	Dec		TOTAL	2022	2021	Covid
Leagues:																	
ABASA	356	810	65	27	103	258	36	35						1690	1671	1433	932
AC Sandhills	0	0	0	0	0	0	0							0	0	0	31
Catawba	42	71	11	0	4	33	0	1						162	193	146	61
Charlotte Independence															692	485	0
North Meck	65	95	11	3	0	0	0							174			
Rock Hill	105	62	8	1	0	0	0							176			
Mooreville	85	200	9	2	26	76	1							399			
CPSL	518	18	19	4	7	6	1	2						575	690	661	614
First Flight League	0	68	134	16	26	12	1							257	279	484	0
Metrolina	27	671	20	2	1	0	27	67						815	889	727	688
NCASA Annual Pass	203	77	10	9	29	27	89	23						467	308	48	7
Pitt Greenville	6	59	115	18	10	9	68	10						295	210	182	134
Premier Adult	0	82	37	4	0	1	0							124	195	130	118
Seashore Soccer League	0	1	8	0	0	0	0							9	39	73	0
Swansboro	0	139	86	9	1	0	0	33						268	391	312	278
TASL	1997	281	121	51	519	146	363	104						3582	3327	2926	2413
OCASL @TASL	23	410	55	11	76	17	19	40						651	628	0	0
Wake Women's League							11	18						29			
Wilmington	454	116	15	46	99	8	8	56						802	775	712	474
Winston Salem	53	116	2	0	0	0	4	29						204	184	201	218
TOTAL League Players	3934	3276	726	203	901	593	628	418	0	0	0	0	10679	10471	8520	5968	
Tournament Only Passes:																	
Beer City Cup						59	518	115						692	841	879	
Beer City Cup Savannah	421	320	34											775			
Carolinas Cup Charleston				20										20	32	24	
Carolinas Cup WS															426	401	
Celebrate the Tatas															93	47	
Queen City Cup						10	3	40						53	118	175	
Tourney Pass Other															34		
USASA Adult Soccer Fest				8	22	28	3							61	10	1	
TOTAL Tourney Passes	421	320	34	28	22	97	524	155	0	0	0	0	1601	1554	1527		
Temporary Passes	0	0	0	0	0	0	0	0	0	0	0	0	0	0	27		
TOTAL # PLAYERS	4355	3596	760	231	923	690	1152	573					12280	12025	10074	5968	

2023 NCASA REGISTRATION REPORT

Player Registrations														Total # Players		
	Jan	Feb	March	April	May	June	As of July 9	Aug	Sept	Oct	Nov	Dec	2023 TOTAL	2022	2021	2020 Covid
Leagues:																
ABASA	356	810	65	27	103	258	9						1628	1671	1433	932
AC Sandhills	0	0	0	0	0	0	0						0	0	0	31
Catawba	42	71	11	0	4	33	0						161	193	146	61
Charlotte Independence														692	485	0
North Meck	65	95	11	3	0	0	0						174			
Rock Hill	105	62	8	1	0	0	0						176			
Mooresville	85	200	9	2	26	76	1						399			
CPSL	518	18	19	4	7	6	0						572	690	661	614
First Flight League	0	68	134	16	26	12	0						256	279	484	0
Metrolina	27	671	20	2	1	0	0						721	889	727	688
NCASA Annual Pass	203	77	10	9	29	27	19						374	308	48	7
Pitt Greenville	6	59	115	18	10	9	13						230	210	182	134
Premier Adult	0	82	37	4	0	1	0						124	195	130	118
Seashore Soccer League	0	1	8	0	0	0	0						9	39	73	0
Swansboro	0	139	86	9	1	0	0						235	391	312	278
TASL	1997	281	121	51	519	146	25						3140	3327	2926	2413
OCASL @TASL	23	410	55	11	76	17	3						595	628	0	0
Wilmington	454	116	15	46	99	8	2						740	775	712	474
Winston Salem	53	116	2	0	0	0	0						171	184	201	218
TOTAL League Players	3934	3276	726	203	901	593	72	0	0	0	0	0	9705	10471	8520	5968
Tournament Only Passes:																
Beer City Cup Asheville							217						217	841	879	
Beer City Cup Savannah	421	320	34										775			
Carolinas Cup Charleston				20									20	32	24	
Carolinas Cup WS														426	401	
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Queen City Cup						10	3						13	118	175	
Tourney Pass Other														34		
USASA Adult Soccer Fest				8	22	28	3						61	10	1	
TOTAL Tourney Passes	421	320	34	28	22	38	223	0	0	0	0	0	1086	1554	1527	
Temporary Passes	0	0	0	0	0	0	0	0	0	0	0	0	0	0	27	
TOTAL # PLAYERS	4355	3596	760	36	923	631	295						10791	12025	10074	5968