



January 222/2023

Massachusetts Youth Soccer Association
Board of Directors nominating committee

To Whom it May Concern,

My name is Dana Santilli, and I am placing my name for consideration as Secretary of Mass Youth Soccer.

I have been involved with youth soccer in Massachusetts for the past 20+ years in almost every level of play. I have and continue to strive to bring soccer to as many children in Massachusetts as I possibly can. I wish to be elected to the Massachusetts Board of directors as Secretary to continue this goal. I have attached my soccer resume for your consideration.

As mentioned, prior and reinforced by the attached resume I have been involved in youth soccer from the u6 level all the way to high school level. I helped to establish and grow a Tops soccer program in Quincy that today brings soccer to 20 – 30 players weekly. In addition I have attained lead administrative roles with the South Shore Soccer League and MYSA Leagues Committee.

I am always at your disposal should you have further questions you may have. Telephone 617 549 5332 or email: coachsantilli67@gmail.com

For the Good of Soccer,

Dana A. Santilli

DANA A. SANTILLI

617 549 5332

Coachsantilli67@gmail.com ·

WORK EXPERIENCE

APRIL 2022 – PRESENT

AIR EXPORT MANAGER – DHL GLOBAL FORWARDING

- MANAGER TEAM OF 11 TEAM MEMBERS
- TRANSFORMED DEPARTMENT KPI'S TO ABOVE THE GLOBAL STANDARD AND TOP 5 IN THE UNITED STATES

2005 – 2022

OPERATIONS MANAGER/ BRANCH MANAGER, DACHSER USA AIR&SEA LOGISTICS INC

- Improved the branch's budget and sales results through a 30% reduction in transportation costs.
- Lead the team to 95% level of customer satisfaction an increase of 40% year over year.
- Maintain strict adherence to all regulatory compliance processes, laws, and regulations, resulting in zero regulatory violations.
- Reduced overall cost for the branch. By negotiating trucking cost down by 30%, as well as overall office expenses by 15%
- Ensure employees are properly trained including all government mandated training such as TSA Security, DGR Certification and OSHA training. Maintaining a 100% rating for all mandated trainings.
- Maintain C-TPAT certification for the branch.
- Provide supply chain solutions to customers internal and external to effectively route cargo reducing transit time and cost by approx. 15%
- Poweruser / Superuser with software implementation
- Achieved an overall increase in revenue 33% year over year, Gross profit by 15% year over year

EDUCATION

ONGOING

BS MARKETING, SALEM STATE UNIVERSITY 1990

BS INTERNATIONAL BUSINESS, SALEM STATE UNIVERSITY 2010

WORKING ON MASTER'S IN INTERNATIONAL BUSINESS



SKILLS

- Proficient in Microsoft 365 suite of products
- Proficient in Lotus Notes
- Excellent writing skills and interpersonal skills
- Exceptional organizational skills
- Detail oriented
- Business process implementation and improvement
- Ability to look for solutions outside the normal scope.
- Strength in leading a team to obtain KPI's and set goals.
- Team Leader
- Proficient in Change Management

SOCCER RESUME

- 9/2009 – 11/2012 **Massachusetts Youth Soccer, Board of Directors, Lancaster, Ma**
District Two director, 2009- 2012 Chairperson of the Fields Committee, and Chairperson of the Nominating Committee.
- 5/2016 – Current
- Secretary
 - League Committee chairperson
 - District Select Program board liaison.
 - Recreational / Town Soccer board liaison
 - Urban and underserved community committee
 - Diversity, equity, inclusion and belonging committee
 - Appeals Committee
 - Fields Committee Board Liaison
 - 50th Anniversary Committee
- 4/2011 – 2016 **America FC United Soccer Club, Quincy, Ma**
Board of Directors member, Risk Management Officer, Cori Reporter, U12 Girls Coach. Futsal registrar and referee assignor. Responsible for maintaining and submitting registration to Massachusetts Youth Soccer as well as Head coach position.
- 2001 – Current **South Shore Soccer League – President** (2 years), Vice President (12 years)
Duties encompass disciplinary committee chairperson, sportsmanship committee chairperson. MTOC registration crew, director of referee mentoring.
- 2011 – 2022 **USSF Grade 8 Referee, Grade 8 Referee Assignor, Referee Mentor, 2013 Certified Futsal Referee (all retired)**
- 2006 – Present **District Select Program**
District Select coach for District 2 of u12 through u19 girls. Have been heavily involved in the administrative side assisting Nancy Hart and Mike Borislow.
- 2022 – Present **State Cup Volunteer**

- 2013 **U.S. Youth Soccer Presidents Cup Region I**
Assisted in the administrative duties at eh the Presidents Cup Regional Championships. Consisting of score keeping, incident resolution and overall administration at the field.
- 2011 – 2013 **Elizabeth Seton Academy, Dorchester, Ma**
Head Coach Girls Varsity Soccer Team
- 9/2007 – 11/ 2009 **Massachusetts Soccer Conference, High school Director, Franklin Ma**
High School Director coordinating the division in regard to soliciting teams for the division. Successfully implemented playoffs for the division giving the players a goal at the end of the season.
- 2000 – 2012 **Quincy Youth Soccer, Quincy, Ma**
During my tenure held many positions President, Vice president Travel, vice president In-house, Sponsors chairperson, field management, referee coordinator, cori submitter, registrar, and coach for ages from u6 though u19. Successfully obtained acknowledgement from local and state legislature recognizing Quincy Youth Soccer’s 30th Anniversary
- 2015 – 2021 President

Awards:

2012 recipient of Quincy Youth Soccer / Malcolm MacNeil Volunteer of the year award. Quincy Youth Soccer instituted the Dana Santilli Spirit Award, which is given annually to that individual that goes above and beyond for the children of Quincy.

References furnished upon request.

LUCI TARQUINIO

Mike Borislow
Executive Director, Massachusetts Youth Soccer
512 Old Union Turnpike Lancaster, MA

January 20, 2023

Dear Mr. Borislow,

I am writing today to express my desire to run for an at-large Director position on the Massachusetts Youth Soccer Board of Directors.

For over two decades, I have been involved with youth soccer here in Massachusetts in a wide variety of roles. I've had the opportunity to engage with athletes, parents, referees, coaches, administrators, and countless others on my journey from assistant coach, to head coach, to director, and most recently on the Massachusetts Youth Soccer Board of Directors. While much of this experience is outlined in my resume, I believe it is the opportunity each role has given me to engage with our community that would allow me to be particularly effective as a member of the Board. In each role I have held, I have experienced soccer in Massachusetts through a different lens, noticing different strengths along with opportunities we have to continue to evolve. More importantly, I have had the opportunity to talk with and hear from countless individuals about the impact that youth soccer has on their lives.

The time I have spent engaging with individuals who are involved in youth soccer in a wide variety of ways, has given me insight into the real world impact of decisions that are made, the areas where youth soccer has been highly successful, as well as the areas where there are opportunities for growth. These conversations have driven home the critical importance of continuously engaging with our stakeholders to understand firsthand their experiences and to understand how we can best help advance the game of soccer here in Massachusetts. I have had the privilege of being able to advocate on behalf of individuals, most significantly the players, and have developed strong working relationships with a wide variety of community, medical, psychological, commercial, and other organizations and individuals to enhance our players' experience.

In working with broad cross-sections of our community, including many individuals who are interested in becoming but are not yet part of soccer here in Massachusetts, it is clear that there are still some significant barriers that prevent players, and coaches, from fully participating in soccer. The experiences I have had, the programs I have developed, and the individuals I have had the privilege of engaging with, have provided me with considerable insight into access pathways that can help to break down many of these barriers. Likewise, through my work with both town and club organizations that serve youth in Massachusetts, I not only have seen the challenges that are faced by athletes and families on a daily basis, but also those faced by organizations. In each of these situations, I have worked to understand the experiences of the community, to help alleviate the barriers to participation and continue to advocate for and ensure support is available to the individuals and organizations that are tirelessly working to provide our young players with the opportunity to participate in youth soccer.

While a tremendous amount has been accomplished, there is still much more work to do. I am extremely excited by the opportunities before us as a state to advance the youth soccer experience, continue to expand access to underserved communities, continue to evolve to meet the ever-changing needs of our members, and to ensure that all players have the best possible opportunity to grow and develop as athletes and people. I hope to have the opportunity to utilize the knowledge, relationships, and insight I have gained to continue to advocate for our members, contribute to the ongoing evolution of Massachusetts Youth Soccer and ensure we meet the needs of our membership now and for years to come.

Thank you for your consideration.

Sincerely,
Luci Tarquinio

SOCCER RESUME

YOUTH SOCCER INVOLVEMENT

Massachusetts Youth Soccer Association, Lancaster, MA

2015 – 2018, 2019 – Present

Director

- Serve on board assisting with leadership and strategic efforts to encourage the growth and development of youth soccer throughout Massachusetts
- Work with fellow directors to address and mitigate challenges for local organizations resulting from the changes required to align with US Soccer national changes to the youth landscape
- Assist with efforts to strategically evolve the organization to meet the needs of the changing soccer landscape.
- Serve on the appeals committee, addressing disciplinary issues involving youth coaches
- Assist at various Mass Youth Soccer events (Workshop, TSL, TOPS Soccer, MTOC, etc.)

Arlington Soccer Club, Arlington, MA

2012 – 2017

BAYS Girls Director, Development Director, Director

- Provided leadership, management, and direction for all aspects of the 350+ player BAYS Girls Program
- Recruited, selected, and supervised a diverse group of 70+ adults per season
- Increased coach qualification levels through enhanced professional development opportunities
- Actively engaged with community members in a productive, balanced, and supportive manner on a regular basis
- Identified growth opportunity and developed and implemented new high level high school program
- Led girls program tryouts, recruiting 40+ highly qualified volunteer evaluators

Director

- Initiated and managed a Family Hardship Pilot Program - worked with community liaisons to identify and reach out to families who are underrepresented in our programs and provide information and assistance to ensure all children had the opportunity to access and fully participate in our programs
 - Developed relationships with community members and commercial organizations to fund external program costs (equipment, etc.)
 - Ensured 100% of identified families were provided assistance that allowed their children to participate in the ASC program and that participants received equipment at no cost to them or the organization
- Identified and capitalized on opportunity to bring cutting edge injury prevention training to the organization
 - Coordinated with community partners to bring trained professionals to this event
 - Exceeded training goals due to extremely high level of community interest and participation
 - Led female athlete injury prevention training for coaches on programs to prevent ACL, concussion, and other common injuries (one of the first large scale trainings on these topics for youth coaches)
 - Formed affiliations/partnerships with Boston Children's Hospital and The Micheli Center for Injury Prevention to provide coaches training and athletes access to high quality medical resources
 - Negotiated contracts, ensure quality performance, and expand low-cost programming
 - Provided oversight of contractor performance, ensuring required performance objectives were met
- Coordinated staff development programming with both internal parties and third party providers
- Served on Strategic Planning/Organization, Capital Planning, Tryouts, Sportsmanship, and Budget Committees

Coaching Experience

- Head Coach, Assistant Coach, Goalkeeper Coach
 - Over 16 years of experience coaching youth soccer
 - Coached youth from U6 through U18 on both competitive and recreational teams
 - Coached with town and club based youth programs playing across a variety of leagues
 - Assisted with public high school girls' varsity program
- Coached teams in numerous tournaments including MTOC and to the regional level in national competition
- Coached team receiving BAYS Sportsmanship Award

Education

- NSCAA Director of Coaching Diploma, USSF E License, and other continuous education courses
- NSCAA Convention /US Youth Soccer Workshop (& U30 program), Soccer Champions Coaches Clinic
- Undergraduate and Graduate Education in non-profit management, fundraising and development, sports psychology, child development, organizational development, community dynamics and youth development, law, business, and finance

ADDITIONAL COMMUNITY INVOLVEMENT

Arlington Recreation Department, Arlington, MA *Basketball Coach* 2009 – 2011

- Worked with 7th/8th grade girls team to develop core technical, tactical, psychological, and fitness skills

Arlington High School, Arlington, MA *JV Girls Basketball Coach* 2009 – 2010

- Provided leadership and direction to the girls' junior varsity basketball team and assisted varsity program

Arlington Center for the Arts, Arlington, MA 2001 – 2009

Program Coordinator, Assistant Coordinator, Teacher, Teaching Assistant, Counselor

- Responsible for operational and administrative oversight of pre-school through adolescent programs
- Identified opportunities for program growth and led successful efforts to bring those opportunities to fruition
- Increased program-wide special events over 200%
- Advocated for and oversaw steps to ensure inclusion for youth with disabilities
- Facilitated staff meetings and training; provided staff with regular feedback and performance reviews
- Ensured timely reporting on, and implementation of, policy and disciplinary decisions
- Worked with a diverse staff to ensure a cooperative and collaborative atmosphere with high retention rates
- Developed and provided resources to staff for emotional/behavioral disabilities, medical and learning challenges

Bentley University, Waltham, MA 2006 – 2009

Service-Learning Project Manager, Mentor

- Led local chapter of national organization working with college and elementary students
- Provided ongoing oversight and management of program, coordinating with student mentors, national leaders, and staff at both the university and elementary school
- Cultivated strong working relationships with all stakeholders to ensure that issues or changes in behavior or performance were identified and rapidly addressed
- Developed curriculum focused on metacognitive development and relationship building among participants
- Organized and facilitated regular meetings and training/development sessions for program participants
- Designed and implemented quality measurement system to gather both quantitative and qualitative feedback on performance from multiple stakeholders and utilized findings to improve program
- Managed stakeholder and vendor relationships

Health Law Advocates, Boston, MA 2012 – 2013

Legal Intern

- Developed state by state survey of mental health initiatives for youth in the juvenile justice system
- Researched and developed publication on care for students with allergies in the education environment

Department of Early Education and Care, Boston, MA 2011 – 2011

Legal Intern

- Reviewed assigned cases to assess CORI appeals and provide reports and recommendations on appeals cases
- Redacted 51B reports to ensure confidentiality pertaining to the identity of children and innocent parties

OTHER RELEVANT EXPERIENCE

Attorney with experience in all phases of patient-centered therapeutic drug development in domestic and global markets; safety and security; negotiating multi-million dollar agreements, ensuring regulatory compliance, patient prioritization, and efficient delivery; developing and managing RFP/RFI processes, and working throughout the vendor selection, oversight, and management process – including contract and budget management.