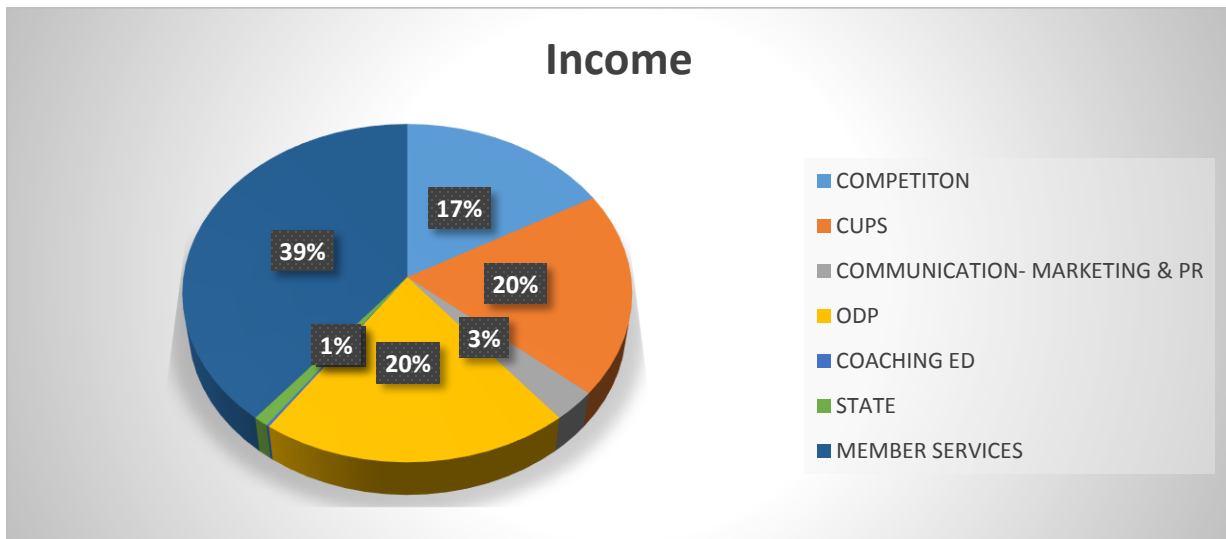


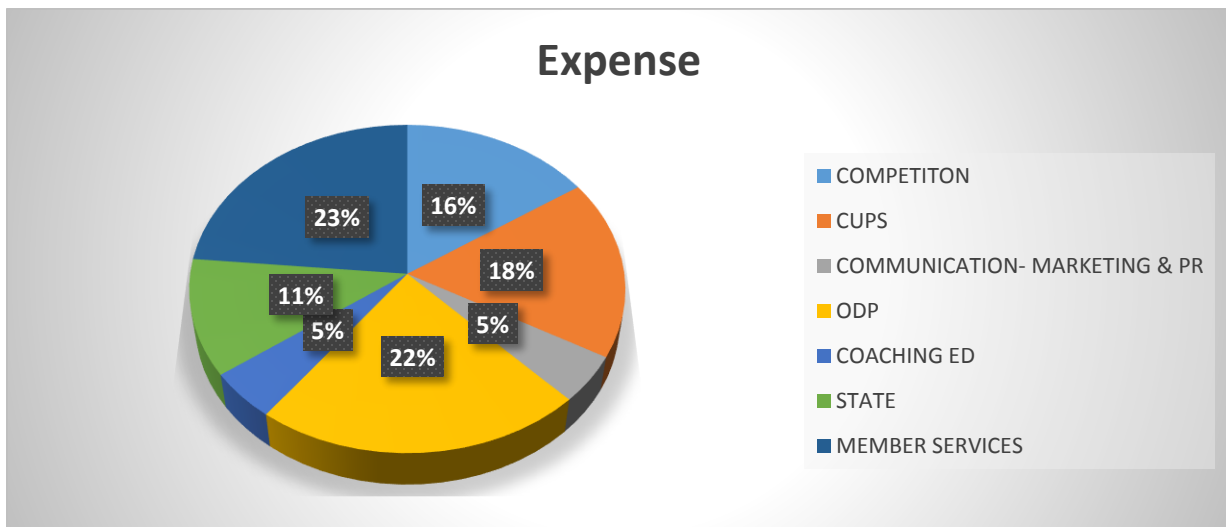
2015-2016 Treasurer's Report – A.L. Smith, Indiana Soccer Association, Treasurer

The Indiana Soccer Association was able to meet and or exceed budget in most of the departments. Indiana Soccer's cash position was strengthened. The balance sheet improved as compared to prior years. The association's complete and audited 990s can be reviewed via the Indiana Soccer website by visiting http://www.soccerindiana.org/who_we_are/important_documents/

Below you will find a graph indicating the department's income by category compared to total income.

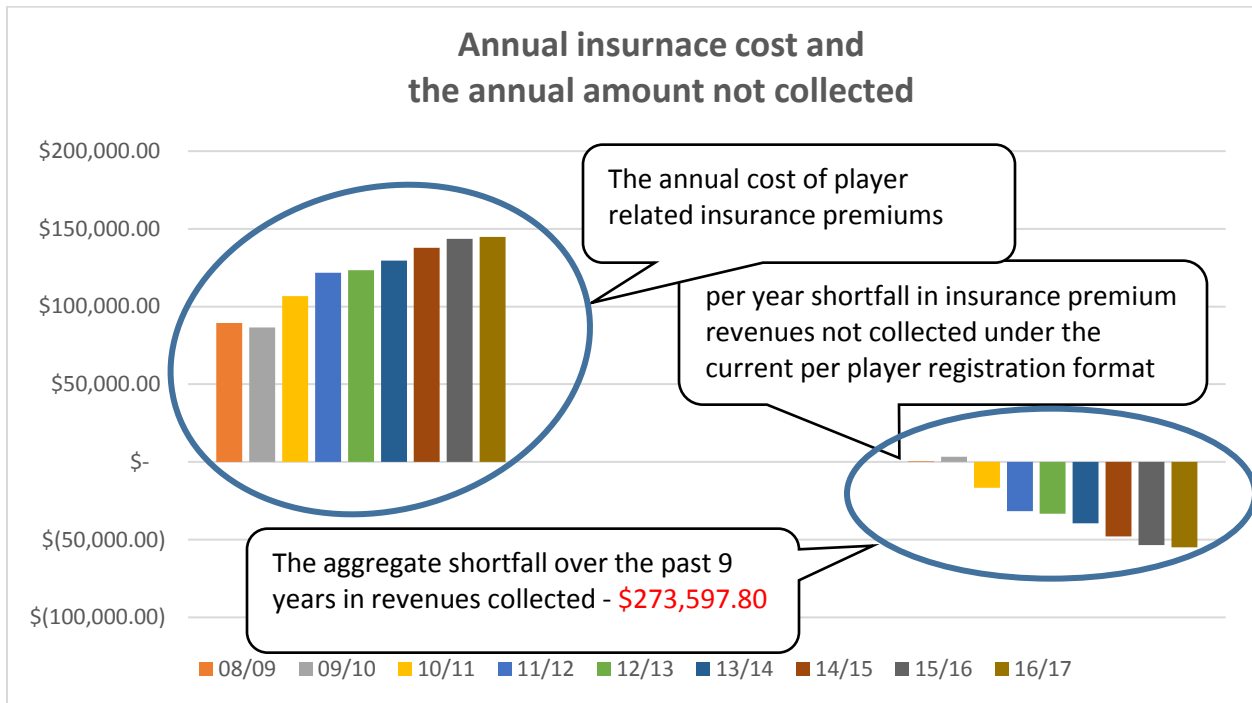


Below you will find a graph that indicates the department's expense as compared to total expense.



I reported to you last year that the current cost of player registration is not adequate to cover the correlated expenses. The largest increase in expense is in player accident insurance. The registration fees were established 9 years ago when the membership voted to include the cost of background checks, coaching education, player accident insurance, club directors-and-officers insurance, general liability insurance, US Soccer Federation membership as well as US Youth Soccer Association

membership. Since the membership elected to incorporate all of these costs as well as a number of other costs and fees into a single registration fee nine years ago, the only two costs that remained static are the membership fees in US Soccer and US Youth Soccer. Not surprisingly, the most volatile of the costs is insurance. Below is a graph that indicates the accumulative impact of increases in player related insurance premiums over the past 9 years. The total shortfall in revenue collected to satisfy player related insurance premiums over the past 9 years is **(\$273,597.80)**. This **(\$273,597.80)** shortfall does not reflect the additional shortfall associated with the actual and anticipated increase costs of background checks, liability insurance etc., the aggregate of which is approximately \$90,000 per year or \$1.50/player.



Your state association staff, over the past 9 years, identified ways to curtail other costs and manage revenues to cover the shortfall, however this is no longer sustainable. The Association bylaws acknowledge that adjusting player fees is the responsibility of the membership. It is my recommendation that the membership adjust the per player registration fee and as your treasurer and from the perspective of a former president of a member club, I offer the following motions for your consideration.

1. Move to increase each membership category by \$1.50 per player. [Rationale: – allows each player to share the increase costs equally] This change would appear as follows:
 - Recreation fee - from \$8 to \$9.50
 - Rec. plus fee from \$10 to \$11.50
 - Travel fee from \$22 to \$23.50

Or

2. Move to retain the rec fee at \$8 and increase the rec plus registration fee by \$2.5/player and the travel registration fee by \$4.50 dollars. [Rationale – the majority of the membership’s loss

experience comes from the travel players; followed by the rec plus players. The recreational players make up a very small portion of the loss experience]. The result of this motion would be as follows:

- a. Recreation fee - stays at \$8
- b. Rec. plus fee from \$10 to \$12.50
- c. Travel fee from \$22 to \$26.50

Or

3. Move to increase the rec registration fee by \$1; to increase the Rec + fee by \$1 and the Travel registration fee by \$3. [Rationale – combines the rationale of #1 and #2]. The result of this motion would be as follows:
 - a. Recreation fee - stays at \$8
 - b. Rec. plus fee from \$10 to \$12.50
 - c. Travel fee from \$22 to \$26.50

To put Indiana Soccer's registration fees in perspective, the attached schedule is the result of online research comparing Indiana Soccer's registration costs with the registration costs of two other youth soccer organizations. The comparison has been adjusted for the costs of background checks, coaching education etc. to make the comparison "apples to apples"

Sincerely,

A.L. Smith Treasurer

