

The Indiana Soccer Association received another clean audit report for the year ending July 31 2019. The report can be viewed on-line at https://www.soccerindiana.org/assets/58/6/7-31-2019_Audited_Financial_Statements.pdf

The auditors repeated their last year's position by commenting on Indiana Soccer's strong balance sheet enjoyed by the association. You will note the strong cash position of your association as revealed on page 10 of the report. I always recommend that you read the footnotes which you will find on pages 7-14. The notes provide insight into the organization's current financial position and results of operations for the prior fiscal year. Please allow me to direct your attention to two of the footnotes that I believe are worthy of your attention. Note 11, on page 13 identifies anticipated future revenues as a result of the past management agreement previously executed by *Indiana Sport Properties*. These future revenues are a result of "run-on" commissions earned during the 4-year Indiana Sports Properties management services agreement with Grand Park. We anticipate \$438,496 of future run-on commissions for the years, 2020-2024. Note 12, on pages 13 and 14, reveal future commissions that are anticipated as a result of a termination agreement between *Indiana Soccer Association* and the Westfield Redevelopment Commission in the amount of \$398,820. The combined future commissions earned by ISP and ISA are anticipated to be \$837,316.

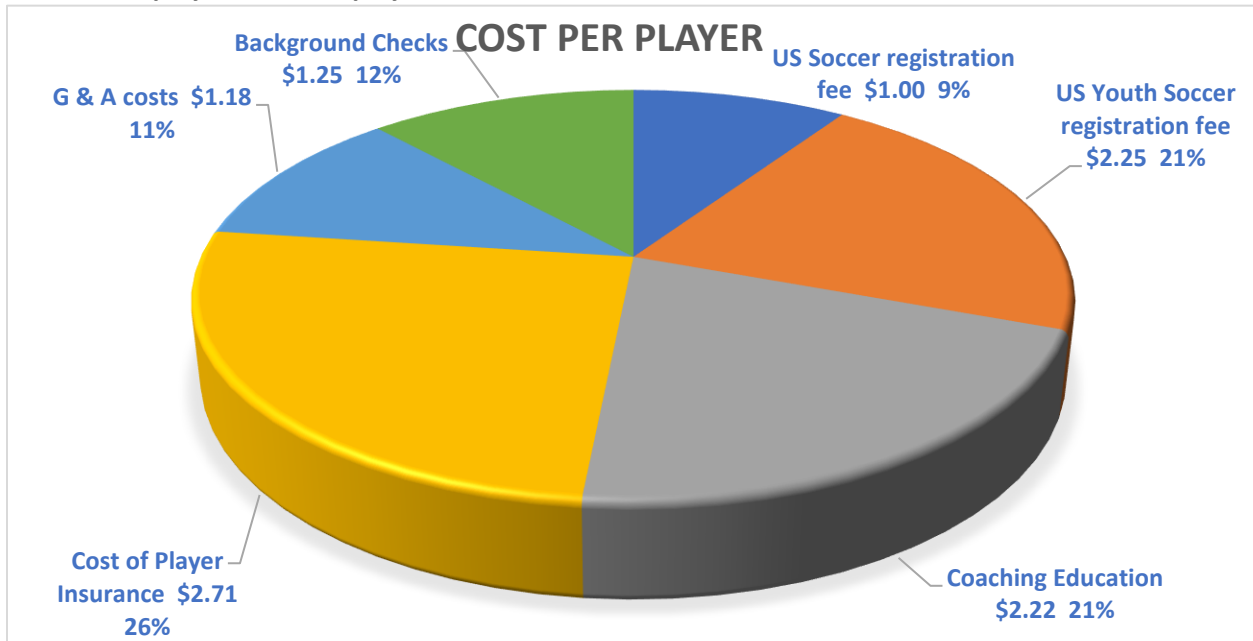
The association's 990 was prepared by the auditing firm and submitted timely. The tax return is comprehensive and a copy of it can be bound at [https://www.soccerindiana.org/assets/58/6/ISA Tax Returns FYE 7.31.19.pdf](https://www.soccerindiana.org/assets/58/6/ISA_Tax>Returns_FYE_7.31.19.pdf)

Last year I reported that your association was investing in the capacity-building of member clubs via a 5-Star initiative. I am happy to report that several clubs have taken advantage of that investment. This initiative is a long-term investment strategy and if you have not engaged with this initiative, may I recommend that you do so at your earliest opportunity. Angel Hall is currently running point on this initiative and can be reached at angel@soccerindiana.org.

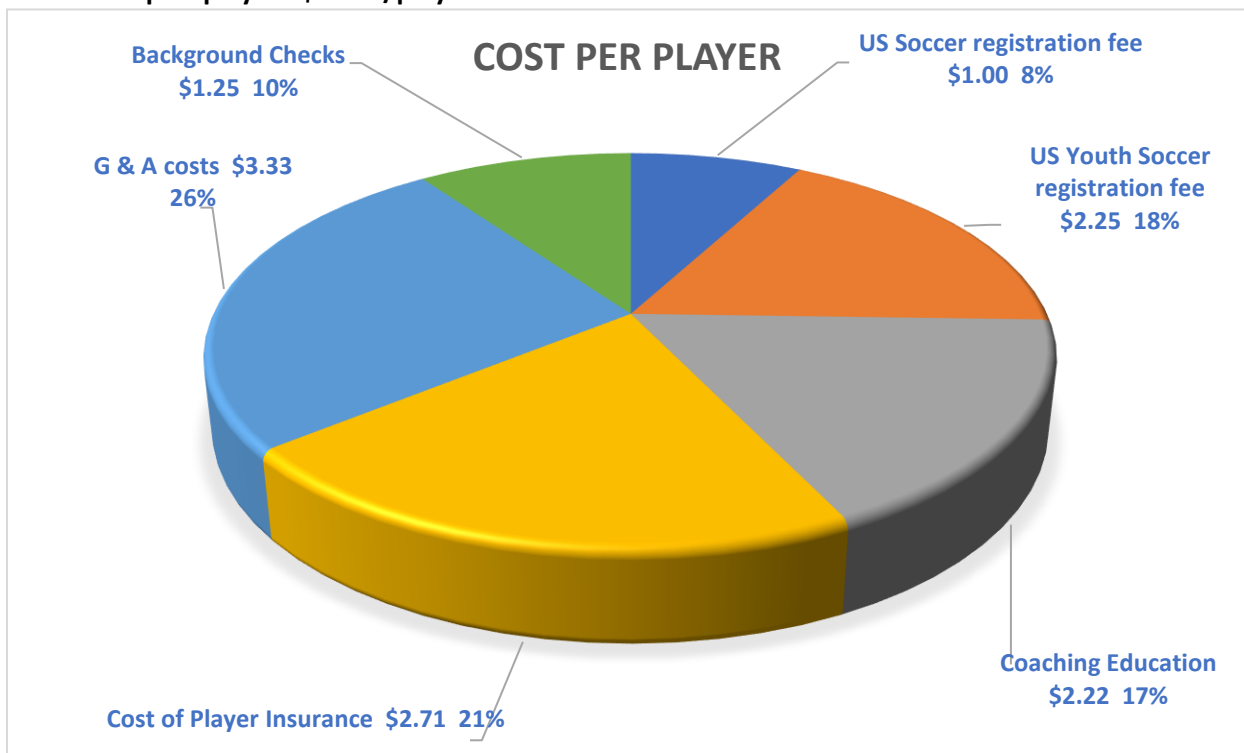
Last year, during the annual meeting, there was clear consensus on the need to create opportunities for more people to participate in our game. This year, after a very productive board retreat, your association is committing to an expansive participation initiative. A major part of this initiative intends to introduce every child between the ages of 5-17 to the small-sided game via futsal. Each club is challenged to identify an outreach club champion with whom your state association can work to ensure the success of this initiative in your community. An explanation of this initiative will be offered during this year's annual meeting. An outreach manager who will be assigned to this initiative from the state office will be identified in the near future. Dave Guthrie, is serving in this role until this position is filled. Dave can be reached at dave@soccerindiana.org. I recommend that you engage with this initiative at our earliest opportunity.

Last year during the discussion on the use of registration proceeds, there was some confusion due to the mis-arrangement of some of the slides. A clearer display of the use of revenue received per player/ per registration category is shown below:

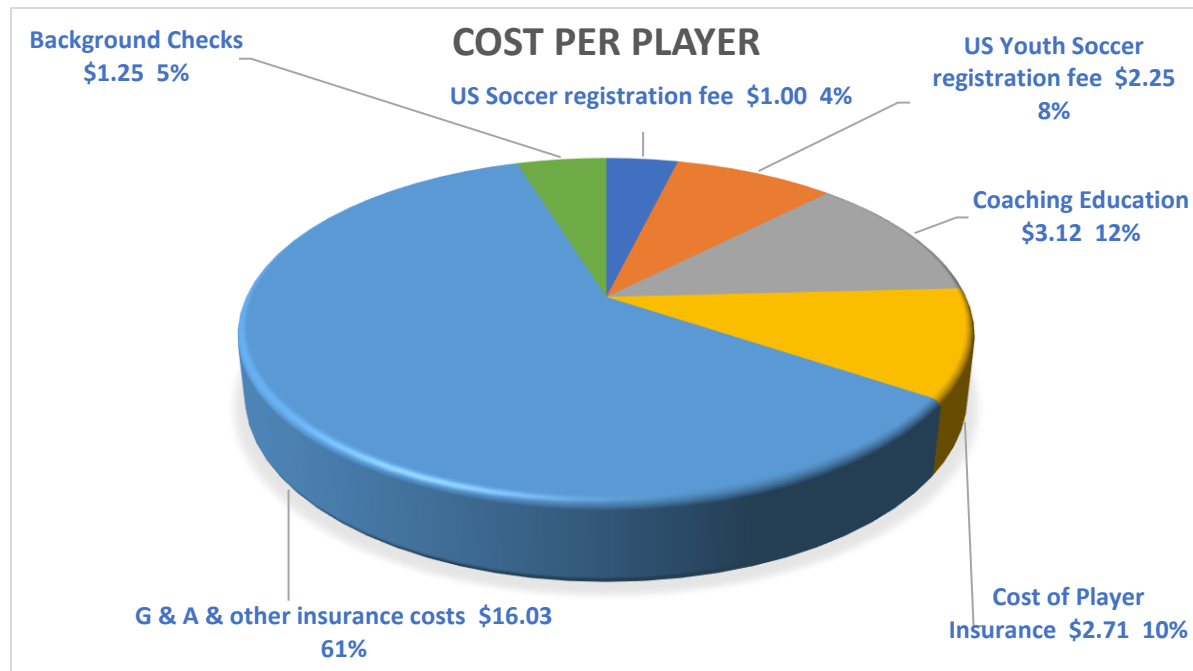
Recreation player – \$10.25/player



Recreation plus player - \$12.25/player



Travel player – \$26.25/player



Adult registration:

Adult registration depends on whether player is registering as small sided; full sided and or full sided with a more robust insurance package. If you have additional questions, please contact John Mitchell at johnmitchell@soccerindiana.org.

Below is a comparison of Indiana Soccer's registration fees compared to other registering organizations. What is not demonstrated in the data below is a comparison of member benefits. Your staff is confident that Indiana Soccer's member benefits are far superior to those offered by other registering organizations. For a full list of Indiana Soccer member benefits visit https://www.soccerindiana.org/assets/58/6/benefits_of_membership_-_february_2020.pdf

Playing Category	Indiana Soccer's registration fees per player	Description	US Club		Adjusted SAY Fee
			Adjusted US Club Fee	SAY	
rec	\$ 10.25	\$10/ player + \$3/background check & \$1 coach card + coaching ed. = \$16	\$ 16.00	\$ 10.00	\$ 15.00
rec+	\$ 12.25	\$12/player + \$3/background check & \$4/coach card + coaching ed. = \$18	\$ 19.00	\$ 15.00	\$ 20.00
travel [11 and under]	\$ 26.25	\$18 for 11 and under players - Background = coach card = coaching ed. = \$27	\$ 27.00	N/A	
travel[12 to 19]	\$ 26.25	\$24 for 12-19 + background and coach card + coaching ed. = \$33 per player	\$ 33.00	N/A	
Adult	\$ 25.00		\$ 25.00	\$ 25.00	\$ 25.00

Your Association's registration fees includes: coach's card, background check and coaching education valued at \$2/player = \$7 per player value. There is no additional teams registration fee.

Coaches card is \$25/competitive coach and \$5/rec coach + \$18/ background check per coach and administrator + coaching education valued at \$2 per player

Note - Background check formula = [1 background check per 6 players] Add cost of background checks, coaching education estimated at \$5/player [SAY only provides background checks on people who admit to being incarcerated or arrested

Sincerely,

A.L. Smith, Treasurer