

## **2020-2021 Treasurers Report**

The Indiana Soccer Association received another unmodified audit report for the year ending July 31, 2022. The report, which was prepared by VonLehman CPA & Advisory Firm, can be viewed in your AGM book of reports.

The auditors acknowledged Indiana Soccer's strong balance sheet. You will note the balance sheet position of your association as revealed on page 1 of the audit report. I always recommend that you read the footnotes which you will find on pages 7-15, as they provide additional information that will help you interpret the financial statements. The Executive Director and I meet to discuss the most recent financial statements, and then the board and I review the financial activity of the Association at each board meeting. A financial report is provided and if suitable, subsequently accepted by your Board of Directors. I can report to you that each report provided this year was reviewed and formally accepted by your Board of Directors. Your Board of directors meets with a representative from VonLehman CPA & Advisory Firm in the December board meeting to review the audit. The board reviews the audit with the representative; asks questions and upon the conclusion of the question and answer prior, and when satisfied with the audit, votes to accept the audit, after which a final draft is memorialized and made public.

The Association's 990 is prepared by the auditing firm VonLehman CPA & Advisory Firm and a final copy is expected to be submitted to and accepted by the Indiana Soccer Board of Directors in the first quarter of 2023.

The association continues to receive commissions from the contributions provided at Grand Park. The budgeted commissions for calendar year 2021 were close to that which was budgeted. These commissions will conclude at the end of 2023.

The 5-Star initiative is still available to every member club. Please allow me to invite you to secure each of the five stars that will strengthen your club corporately. Angel Hall continues to run point on this initiative and can be reached at [angel@soccerindiana.org](mailto:angel@soccerindiana.org).

The board of directors remains committed to assisting any community willing to expand participation among school-aged children. The staff developed a long-term, in-school initiative designed to increase participation and interest in our sport. We invite you to contact Dave Guthrie at [dave@soccerindiana.org](mailto:dave@soccerindiana.org) if you are interested in working with your school corporation to introduce school-aged children to small-sided (Futsal).

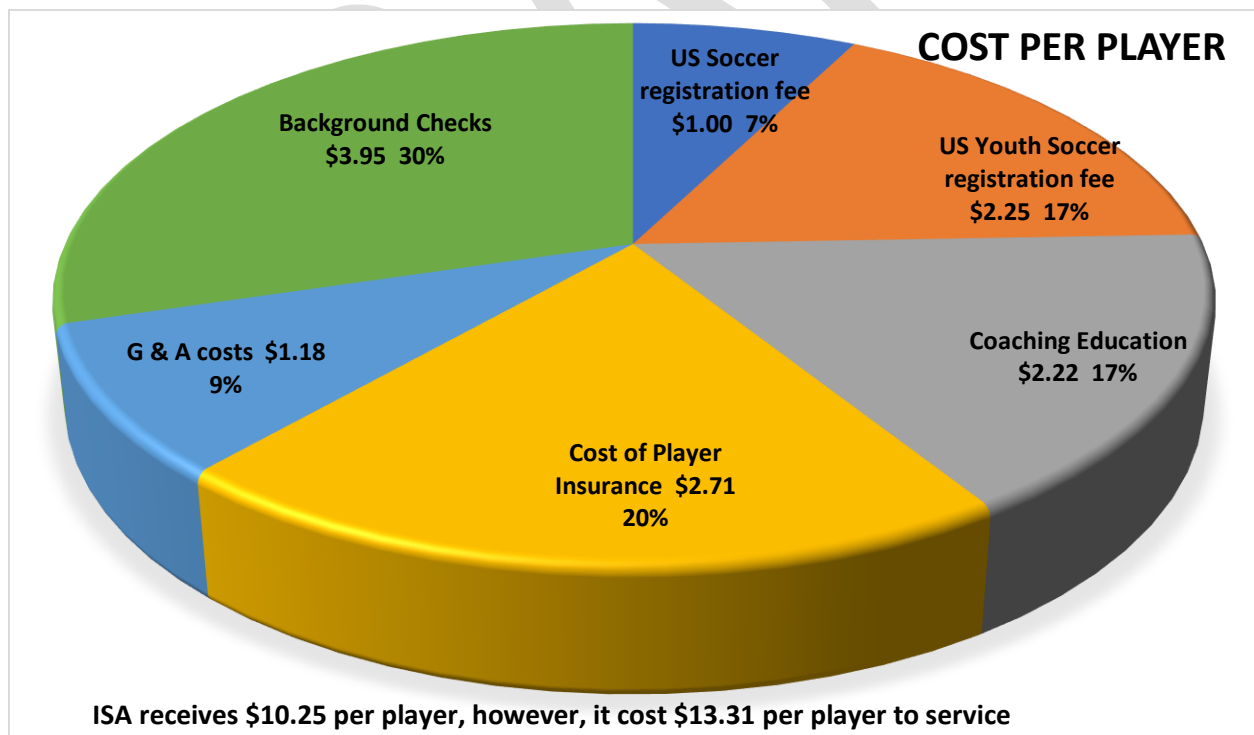
Adult registration varies, depending on whether a player is registered as small-sided, full-sided and or full-sided with a more robust insurance package. The adult registration year is a calendar year, whereas the youth registration year ends on July 31 of each year. If you have additional questions, please contact John Mitchell at [johnmitchell@soccerindiana.org](mailto:johnmitchell@soccerindiana.org).

### **Registration Fees:**

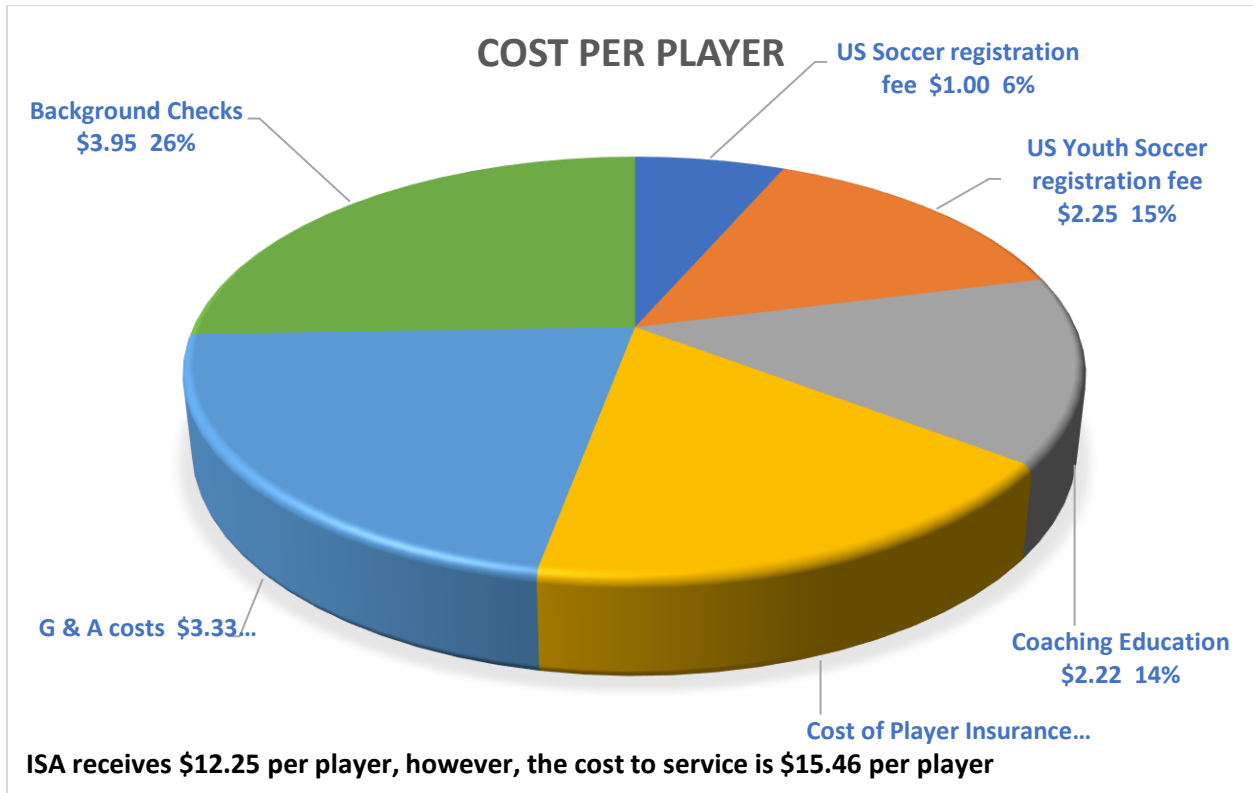
The registration fees that are collected for Rec. Rec+ and Travel as well as for our Adult members are not adequate to cover the expenses associated with each level of play. The graphs below were included two years ago in the book of reports. The shortfall indicated by these graphs is currently being supplemented by non-fee-based revenue, mostly through the Grand Park commissions that as I stated earlier in this

report, will conclude at the end of calendar year 2023. To that end, and to properly reflect the actual cost of service for each member category, I believe the membership should develop a small annual escalator regarding player registration. This will enable member clubs to plan for the modest annual change and will ensure that the actual expenses related to each registration category are being collected. This will avoid needing a large fee increase in the future because we “kicked the can down the road.” Planning for a small annual increase will produce a fair, equitable and painless approach to the inflationary pressures that we see each year with insurance, and other costs of goods and services. It is my belief that each player serviced by the annual registration fee should cover the actual cost to service that player. This information is being provided as information only. A more up-to-date set of graphs will be presented at the annual meeting along with a proposed escalator; however, I **will not** be asking the membership to consider the proposal until the 2024 Annual Meeting. Your feedback and comments are requested.

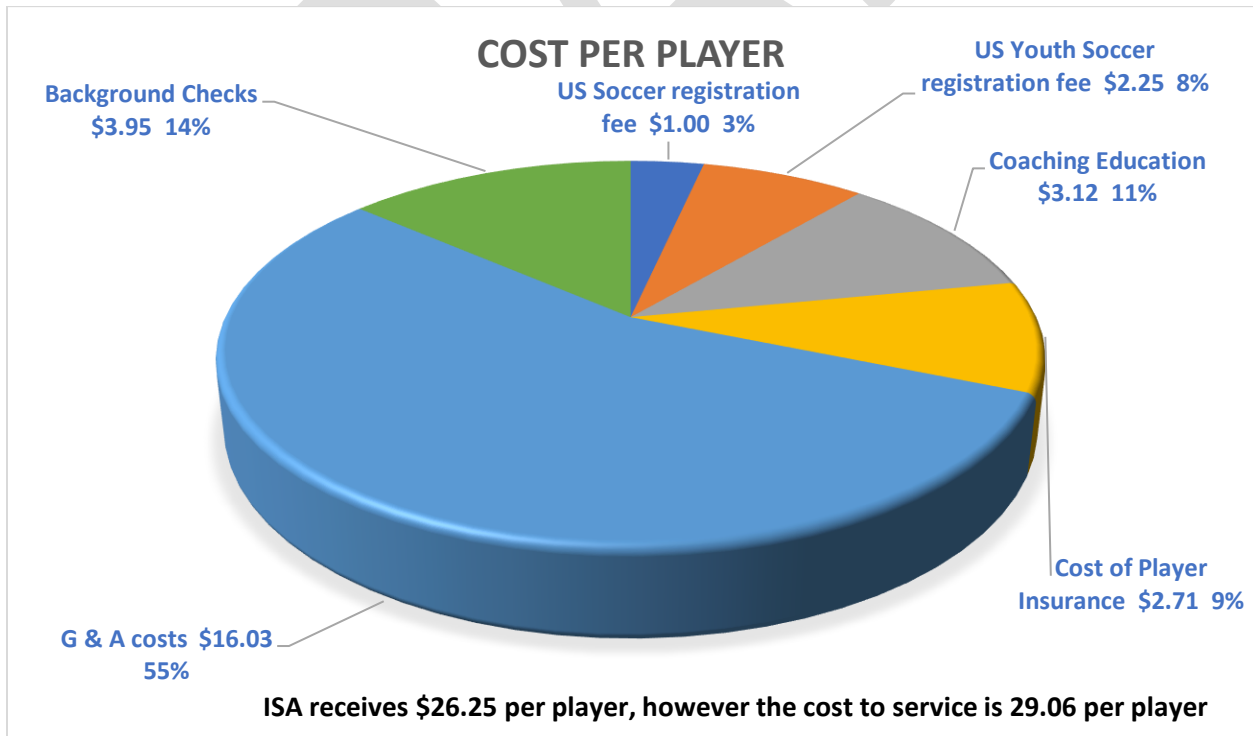
**Recreation player – \$10.25/player**



**Recreation plus player - \$12.25/player**



**Travel player – \$26.25/player**



Sincerely,

A.L. Smith, Treasurer

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