

**MINUTES
OF THE MEETING OF
THE BOARD OF DIRECTORS OF
THE INDIANA SOCCER ASSOCIATION
Saturday, December 5, 2020, 9:00 a.m.**

Pursuant to duly delivered notices, a meeting of the Board of Directors of the Indiana Soccer Association (“ISA”) was held on Saturday, December 5, via an electronic video meeting. Present at the meeting were Directors Alan Brown, A. L. Smith, Anthony Zirille, Jeff Belskus, Mo Merhoff, Larry Rowland, and Randy Rompolo. The Directors in attendance constituted a majority of the board. Also, in attendance was David Guthrie, executive director of ISA and ex-officio member of the Board. Noting the presence of a quorum, President Brown, called the meeting to order at 9:04 a.m. Each Director present for the meeting had previously been provided a copy of materials to be discussed at the meeting via email.

Also in attendance at the meeting were Ali Lotfalian and Yvonne De Calonne to review the Auditor’s Report prepared by Von Lehman. Ms. De Calonne reported that they are presenting the Board with a clean audit. Mr. Lotfalian reviewed the organization’s balance sheet, statement of activities and consolidated statement of functional expenses. He noted that 75% of program expenses continued through the pandemic when compared to the prior year with the cash position having decreased by \$200,000 year over year. Mr. Lotfalian reviewed the footnotes for the financial statements and noted in particular, with respect to the liquidity footnote, that for its size, the Indiana Soccer Association is in a very good position with respect to liquidity. He also noted that with respect to the PPP Act money, it had all been spent before year-end so the revenue was recognized in 2020. The loan had not been forgiven prior to year-end; however, he noted that since year-end it has been forgiven. The Board unanimously moved to accept and adopt the audit as presented, subject to any final cleanup which may be required upon motion by A.L. Smith, which was seconded by Larry Rowland. With the review of the annual audit completed, Ms. De Calonne and Mr. Lotfalian exited the meeting.

The Board reviewed the minutes from the October 3, 2020, meeting and following a motion by Jeff Belskus, which was seconded by A.L. Smith, the Board unanimously approved the minutes as submitted.

A.L. Smith presented the Treasurer’s Report noting that thus far the organization is favorable to budget, but noted it is early in the fiscal year. A. L. Smith noted that there has been a loss of some commissions from field bookings at Grand Park which will not be recovered as a result of the COVID pandemic and generally revenues are down somewhat, but overall the organization is doing very well. Mr. Brown inquired as to the expected effect of the pandemic on the current fiscal year. Mr. Guthrie stated that he believes that ultimately the organization will outperform the budget. While revenues might be down slightly, some expenses will also be down. As of this date, with respect to spring registrations, Mr. Guthrie noted that on the boys’ side the numbers are even and the girls’ side are down slightly. He also noted that recreational registrations were down in the fall as some clubs determined to postpone recreational play until the spring. Mr. Guthrie noted that the approved budget presumed the decrease. Some of the expenses that will be less in the present fiscal year are savings from the annual meeting being

held virtually. While recreational registrations may be down, correspondingly, we will pay less than to U.S. Soccer.

The Board next considered its action items. The first action item involved a club application for the International Sports for Change, Inc. This organization, Mr. Guthrie noted, started with approximately 100 players with many playing indoor soccer. Mr. Guthrie noted that the application comes without staff support noting that approval of this organization would not grow the game. Mr. Guthrie noted that there are 6 clubs within a 10-mile radius and this organization would not add new registrations. The Board generally discussed whether this application would benefit the youth in the area questioning whether the soccer community is presently underserved being provided with a new opportunity. It was noted that many of the players that may be drawn to this new organization likely would come from clubs where they were already registered. Upon a motion by Larry Rowland, seconded by A.L. Smith, the Board unanimously voted to reject the application. Mr. Brown asked Mr. Guthrie to relay the Board's concerns in hope that the individuals in the organization will work with existing clubs to further the sport.

The Board next considered the Association's role in Esports. Mr. Guthrie made a presentation regarding the ISA's efforts with respect to Esports indicating it is an attempt to reach out to youth who are not playing on the field already and also youth who are playing on the field, but also would like to participate in on-line gaming. Mr. Guthrie reviewed the Louisiana model for Esports and provided a summary of revenue opportunities for the organization. The Esports platform, Mr. Guthrie noted, is COPPA compliant, meaning that it is third-party verified so that younger children attempting to register would require parental verification. He noted the registration process would then provide a more secure platform for young people participating in Esports and provide a greater opportunity for young people who do not play on the field to enjoy the benefits of Esports gaming in a safe environment. The Board discussed the role of Indiana Youth Soccer in registering players and facilitating the Esports environment. Mr. Guthrie noted that he was able to obtain additional insurance coverage from the insurance underwriter to protect the organization for its participation in the Esports environment at minimal cost. The Board, after some discussion, determined that it would proceed to finalize a contract, confirm that the insurance arrangements for this effort are sufficient, and insure there is an appropriate allocation of staff time for this project.

Mr. Guthrie spoke briefly regarding the current state of the association's outreach efforts. He and Mr. Brown noted that the outreach efforts were heavy on programming and relied significantly on schools to provide the programming. It was acknowledged that that effort provided good opportunities for the association to expose youth to the game in ways that had not been possible previously; however, much of that effort was put on hold with the emergence of the COVID pandemic. Mr. Brown suggested that perhaps the association should focus some efforts on facility improvements, particularly given the uncertainties surrounding the pandemic. Mr. Guthrie noted that U.S. Soccer Foundation is focused heavily on growing programming nationally with several states looking at programming and going to schools. He noted the programming effort has continued with ongoing meetings. He also indicated that facility improvements will help with outreach efforts. There was general consensus to perhaps have another call in advance of the AGM to discuss outreach efforts further.

In the interest of time, Mr. Guthrie briefly reported on the Ted Stevens Act and the fact that U.S. Soccer likely is not currently in compliance with the requirements of the Act. He reported on efforts to bring U.S. Soccer into compliance, particularly with respect to the role of amateur athletes in the governing body. Bylaw amendments have been submitted by the Association and other state associations to reflect these necessary changes.

With no further business, the meeting was adjourned by Mr. Brown at 11:24 a.m. The next meeting is scheduled to occur at the AGM on February 20, 2021.

Respectfully submitted,
Randy Rompola, Secretary
Indiana Soccer Association, Inc.