

**MINUTES
OF THE MEETING OF
THE BOARD OF DIRECTORS OF
THE INDIANA SOCCER ASSOCIATION
Saturday, December 4, 2021, 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 4, 2021 via an electronic video meeting. Present at the meeting were Directors Alan Brown, A. L. Smith, Tony Zirille, Mo Merhoff, Jeff Belskus, Jim Nickens, Larry Rowland, David Sherman, and Randy Rompola. 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 9:00 a.m. Each Director present for the meeting had previously been provided a copy of materials to be discussed at the meeting via email.

The Board received the annual audit report which was presented by Lauren Kreutzinger and Yvonne B. de Calonne with VonLehman CPA & Advisory Firm. Miss Kreutzinger reviewed the audit results and noted a \$602,287 increase in net assets and a net positive change in cash of \$653,000 year over year. She suggested that the Board consider an investment policy to maximize investment earnings and also consider alternative revenue sources to continue to provide for sustained growth.

Miss Kreutzinger next reviewed the financial disclosures, noting the Association received \$134,000 in PPP loan revenue this year which loan has been fully forgiven. She also noted the Association has approximately \$2,400,000 in liquid assets and discussed other various financial disclosures contained in the audit. She discussed management controls, noting that with the size of the staff, the compensating controls in place are sufficient. The audit will be finalized and then provided to the Board for final approval.

The Board next reviewed the minutes of the meeting of the Board held on October 2, 2021. Following certain corrections and upon a motion, duly seconded, the Board unanimously approved such minutes.

Mr. Smith next presented the Treasurer’s Report. He noted that in the first three months of the fiscal year, the numbers are favorable to budget. The travel registration numbers are slightly better than pre-Covid and recreational numbers, while lagging beyond pre-Covid numbers, are improving. Mr. Smith and Mr. Guthrie noted that the Association received donations for providing assistance for the Afghan refugees at Camp Atterbury and provided 400 cleats and sweatshirts and coats. Mr. Smith indicated that

the investment committee's recommendation regarding how to invest the Association's cash assets and in what amounts will be forthcoming shortly. Mr. Guthrie noted that the Association is exploring alternative sources of revenue other than just registration fees.

Mr. Guthrie described the activities at Camp Atterbury. President Brown and Mr. Guthrie both acknowledged and recognized the great efforts of George Perry, Steve Franklin and Justin Becht to provide the opportunity for the kids to play soccer while at the Camp. President Brown also thanked Mr. Belskus for making the connection to the Afghan relief support group. Prior to Mr. Belskus getting involved, it was proving difficult to make it happen. The Ball State Women's soccer team helped with the Afghan girls at the Camp, which enhanced the camp exponentially. Mr. Guthrie noted it was not possible to provide pictures or publicity from the event because of security concerns for relatives who may remain in country.

Mr. Guthrie next provided a series of management updates. He noted that the AGM presently is scheduled to be held in person on February 19th at the Carmel Renaissance Hotel, but the contract does have a termination provision for Covid. Mr. Guthrie mentioned that he is exploring a potential affinity program that would provide health insurance for coaches and member families. With respect to ODP, Mr. Guthrie said that 11 boys and 6 girls from Indiana attended a regional event in Florida and were competitive. The ODP program is doing well with over 500 participants.

Mr. Guthrie next discussed the ISL/National League. He noted that the National League is trying to establish an elite 64 with clubs participating against each other (similar to what US Club and MLS are doing). Participating clubs would be provided a pathway to regionals in addition to participating in State Cup games.

Mr. Guthrie noted the office remains on a month to month lease at Grand Park. The office has reduced its footprint to the western half of the office (about 60% of the former space). He expects to have a new lease draft by the end of the year.

Mr. Guthrie next provided an updated on Outreach efforts. He noted that additional schools have been served including Elkhart, Decatur and Vigo Schools. He is exploring a hybrid of in-school program at Indy area schools, Muncie, Hebron, Greenfield, Columbus, and possibly Bloomington schools. The Association is working with Professor Jerry Reynolds at Ball State University in conjunction with the Muncie Schools in-school program. Dr. Reynolds will also be developing and conducting a state-wide sideline behavior assessment. The study would capture and use real data to assess sideline parent behavior. The data gained from the study would be used to help develop mitigation studies.

Mr. Guthrie summarized the activities that are on-going to address the referee shortage. A small-sided course and license is being developed to hopefully attract more individuals to become referees. Looking at developing a club Assistant Referee course/license to have every club identify folks that are capable to serve as Assistant Referees. Also, encouraging clubs to holding referee courses to increase available referees will be a part of the approach to increasing the current referee pool.

Mr. Guthrie provided an update on the US Soccer Special Governance meeting to comply with the Ted Stevens Act. There was a concern that the professional athletes would control under the current proposal. The proposal was modified and included a sunset clause so as to come into compliance with the Act. The sunset clause provides one year to develop a more durable governance structure.

There being no other business, Mr. Brown adjourned the meeting at 10:14 a.m. The next meeting is scheduled to occur in conjunction with the AGM on February 19, 2022.

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