

**MINUTES
OF THE MEETING OF
THE BOARD OF DIRECTORS OF
THE INDIANA SOCCER ASSOCIATION
Saturday, October 1, 2022, 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, October 1, 2022 via an electronic video meeting. Present at the meeting were Directors Alan Brown, A. L. Smith, Jim Nickens, Mo Merhoff, Jeff Belskus, 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 9:08 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 reviewed the minutes of the July 9th meeting of the Board and upon a motion by Randy Rompola, seconded by Mo Merhoff, the Board unanimously approved such minutes.

Mr. Smith presented the Treasurer’s Report. He noted that last year the budget was favorable to budget by approximately \$300,000. Mr. Smith presented a two (2) year budget. He noted that the budget is a deficit budget in part due to the commitment of the Board of \$500,000 to the Outreach Program and also the effect of inflation on the budget and the determination not to pass along the inflationary increases. He noted that the Futsal Department will be combined into Outreach and where appropriate, salaries of staff or portions thereof will be allocated to Outreach. Mr. Smith noted that \$1,000,000 was transferred to the Asset Management Account. The budget presumes no earnings but will receive some dividends from the investment.

Mr. Guthrie reviewed the fees charged for Rec, Rec Plus and travel players and explained how costs are allocated to players. Registration income is not enough to cover the fixed costs which are allocated to that income. He noted that fees must be approved by membership, and the last increase was likely 3-4 years ago. Mr. Brown asked Mr. Guthrie and Mr. Smith to make a recommendation to the board on whether it is an appropriate time to increase fees.

Following further review of the 2 year budget, Mr. Smith made a motion to approve the budget which was seconded by Mr. Belskus. Discussion ensued regarding the net in first year of (\$185,000) and (\$200,000) in the second year. Mr. Guthrie noted that the indoor commissions at Grand Park will go away

in December. Following the discussion, the Board unanimously approved the motion to approve the budget.

Mr. Smith next provided an investment update. Wellington Asset Management made some recommendations and \$1,000,000 was transferred to Schwab. Mr. Smith indicated he will distribute a resolution shortly for the Board to vote on the investment policy.

Mr. Guthrie provided a summary update on registration. He noted recreational numbers are down. He stated that some new leaders among recreational ranks were unaware that it is necessary to register rec players. Mr. Guthrie indicated the Association needs to provide education for those folks on the benefits of registration with respect to coaching education and insurance.

Mr. Guthrie next reported to the Board that the State has finally approved again the license plate program. He noted that the program generates about \$31,000 annually for the Association.

Mr. Guthrie next provided some management updates. He reported that the office lease is still on a handshake agreement. There are use agreements in place for fields/indoor use through the calendar year. Cost increases may limit availability in the future. The City wanted to increase costs for the 2024 Regionals which would result in significant losses. As a result, we have told US Youth Soccer we cannot host because of the potential losses. With increased costs, other events like National League events that bring out of state dollars to the community may not happen.

Mr. Guthrie and Mr. Brown reported on good news on the Outreach program. Mr. Guthrie noted the in-school futsal program is continuing to be successful. The teachers, once trained, love the training and what it does for the students. Schools are now calling asking for the program. South Bend and IPS schools completed training. Fort Wayne and East Central are committed to the program. Given supply chain issues, it can be difficult to find futsal balls and goals right now.

Mr. Guthrie reported on efforts with Christel House Academy which has taken over the Manual South building in addition to operating the west school both of which contain close to 2000 students. They have agreed to the in-school futsal programming. Mr. Brown stated his goal would be to provide a no cost inner city soccer program. Christel House has what we want – kids and facilities. This may provide a beta site for an outdoor program.

Mr. Guthrie noted the ODP program continues to grow. He reviewed the phases of the ODP training with the board. The grassroots approach provide opportunities to more kids.

He next noted that the Association is anticipating entering into a marketing contract with the NCSA (an organization that helps players navigate the path to college soccer). Services will be offered to ODP players.

Mr. Guthrie provided an update regarding the insurance coverage. He noted that there is a new agent in charge and the provider is Philadelphia Indemnity Insurance.

The Board went into executive session from 10:07 to 10:32.

Mr. Brown hoped that the staff holiday party may happen this year. The next meeting of the Board is scheduled for December 3, 2022. Mr. Guthrie stated the tentative date for the ISA annual meeting is 1/28/2023. He is exploring a new hotel in Carmel that would provide larger spaces as he expects a larger attendance and a bigger awards dinner. The annual board meeting will occur on that day as well.

With no other business, Mr. Brown adjourned the meeting at 10:25 a.m.

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