

**MINUTES  
OF THE MEETING OF  
THE BOARD OF DIRECTORS OF  
THE INDIANA SOCCER ASSOCIATION  
Saturday, July 29, 2023, 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, May 13, 2023, via an electronic video meeting. Present at the meeting were Directors Alan Brown, A. L. Smith, Jim Nickens, Larry Rowland, Tony Zirille, 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 9:05 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 Board Meeting held on May 13, 2023. Upon a motion by Larry Rowland, seconded by Jim Nickens, the Board unanimously approved each set of minutes.

Mr. Brown next introduced John Koluder who is newly hired into ISA to oversee Special Member Benefits. Mr. Koluder introduced himself and provided his background, including in various soccer-related positions he has held. Mr. Koluder described his role as looking to generate revenue sources and help clubs to amplify their messages and serve as a resource for clubs to find new revenue streams that can help clubs over longer periods of time.

Mr. Smith next presented the Treasurer’s Report. He noted that near the end of the fiscal year, all departments are favorable to budget. He noted that the Outreach effort is spending down funds which the Board agreed to set aside for that purpose and is presently \$78,000 unfavorable to budget. He noted that ODP (Olympic Development Program) is doing very well being favorable to budget by about \$20,000. He noted that registration is up about 6% over pre-pandemic numbers. Mr. Guthrie noted that recreational registrations are up in part because we have been talking to clubs where rec players were not registered in the past. Mr. Smith noted that the ISP (Indiana Sports Properties) commissions are about exhausted. We collected approximately \$90,000 this year, which we were expecting. Overall, Mr. Smith noted the balance sheet is strong and the checking balance as of July 26th is in decent shape too. This is typically the low point in the year for ISA’s cash on hand he noted. Mr. Smith noted that he met with the Wallington group in June regarding the investments the Association has made and received a good report about the direction of the slow investment of funds over time.

Mr. Guthrie next reviewed the proposed budget for the coming year. He noted the proposed budget shows a net negative number of \$60,000. He sees the special benefits and 5 Star investments as investments in the future. The Outreach program shows a \$30,000 shortfall but funds for Outreach are coming from the funds set aside by the Board for that purpose, so this does not directly affect the budget. Mr. Guthrie noted last year that the Board approved a budget with a proposed deficit of \$185,000, but net income was favorable by approximately \$270,000. The Board discussed the budget and income directed to Outreach, including from the Memorial Cup and the License Plate program. Mr. Guthrie noted that the Outreach funds remain at \$500,000 because of earnings allocated to those funds. The Board concluded that it would be helpful to allocate expenses attributable to Outreach and show funds expended from when Outreach started. The start date Mr. Guthrie believes is June 2019. Upon motion by Mr. Smith and seconded by Mr. Rowland, the Board unanimously approved the budget for the coming year. The Treasurer's Report was accepted unanimously upon a motion by Mr. Rowland and seconded by Mr. Rompola.

Mr. Guthrie provided several management updates. He reviewed the national finals, noting 5 Indiana teams made the finals. He also noted registrations were up 6% over pre-Covid numbers. Staff has identified clubs that are no longer active after Covid, and those clubs were archived. Some clubs just fell below the 4-team requirement. Some of these clubs may pick up again in the fall.

Mr. Guthrie noted that the staff participated in an in-person workshop with Mike Kirchner in July. ISA received a grant from the Indiana Youth Institute to help pay for the workshop. He noted the emphasis was to ensure there exist job descriptions in place for each position as a first step in succession planning. ODP continues to be successful. 150 more players were registered than in the previous year. He noted that Joy Carter will be retiring at the end of August. He noted that ISA is working with Ivy Tech on an initiative to use small-sided coed soccer at Ivy Tech to build more community on Ivy Tech campuses. Mr. Guthrie stated that Tony Crush agreed to remain as the State Referee Administrator for a 2-year term starting in August. Of the 21 referees eligible for final games at Regionals, 13 were from Indiana.

The Board went into executive session from 10:06 until 10:50.

In the "for the good of the game" agenda item, the Board discussed how Outreach can provide pathways for the school students learning futsal to get engaged in the game. Mr. Guthrie said this has happened in Vigo County. Need to develop good partnerships with the schools and the clubs as has happened in Vigo County so that kids (and parents) can see the opportunities to play the game in a rec or travel setting.

With no other business, Mr. Brown adjourned the meeting at 11:04 a.m. The next meeting is scheduled to occur on September 30, 2023.

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