

2023 TREASURER'S REPORT

AUDIT The Indiana Soccer Association received an unqualified audit report for the year ending July 31, 2023. The report, which was prepared by VonLehman CPA & Advisory Firm, can be viewed in your AGM book of reports.

The auditors provided the basis of their opinion stating that the audit was in accordance with auditing standards generally accepted in the United States of America. They further stated that they are required to be independent of the Indiana Soccer Association and Indiana Sports Properties, LLC and are to meet high requirements related to their audits. The auditors believe that their audit evidence is sufficient and appropriate to provide a basis for their audit opinion.

I invite you to read the footnotes which you will find on pages 7-16, as they provide additional information that will help you interpret the financial statements. The Executive Director and I communicate monthly to review the financial activity of the preceding month. As you are already aware the Association's fiscal year ends on July 31 of each year. The auditor conducts their field work after the close of the fiscal year. They meet with the management and begin the audit process. A draft audit is complete in November and the auditor is invited to the December board meeting. 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 period, votes to accept the audit report, after which a final draft is memorialized and made public.

990 FILING

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 2024.

INDIANA SPORTS PROPERTIES

Indiana Sports Properties is a wholly owned subsidiary of Indiana Soccer. The subsidiary was created to enter into a management contract with the City of Westfield – Grand Park. It should be noted that the Association's investment in Grand Park has been fruitful. However, the association's commissions from the Grand Park investment concluded at the end of calendar year 2023. As a result, a small amount of commission will be recognized in the first fiscal quarter of the 2023-2024 fiscal year.

REGISTRATION INCOME & EXPENSES

At last year's Annual Meeting, I suggested that a fixed escalator to player registration fees be adopted. Doing so would ensure that registration fees would coincide with the related cost of providing services for each playing category. A 3-4% annual escalator would ensure that the fee associated with each fee category would be adequate to cover the annual cost of services

provided. Should the escalator not be required in any given year, the board could suspend the escalator to coincide with the actual cost of services. Your Association is committed to accurately tracking the use of registration income. It was determined that a restructuring of Indiana's Soccer's chart of accounts was needed in order to provide more detailed accounting of registration income and expenses. A revised chart of accounts was developed during fiscal year 2022-23 and implemented in the first quarter of fiscal 2023-24. The revised chart of accounts provides a better means of associating and reporting registration income and expenses. I anticipate being able to share such a report at the March 2nd meeting.

OUTREACH INITIATIVES

The Association receives several revenue streams. A few of these revenue streams are outreach designated and your Association is ethically obligated to direct those revenue streams into outreach initiatives. The largest initiative is the in-school futsal-for-all initiative that has already touched 200,000 students. This initiative was designed to increase participation and interest in our sport. We invite you to contact Justin Becht if you are interested in collaborating with your school corporation to introduce school-aged children to our small-sided game. We anticipate that as more students experience our sport in physical education class, more will gravitate to a member club.

Sincerely,

A.L. Smith, Treasurer