

**Indiana Soccer Association Board of Director Meeting Minutes**  
**August 14, 2024**

Pursuant to duly delivered notices, a meeting of the Board of Directors of the Indiana Soccer Association (ISA) was held on August 14<sup>th</sup>, 2024, via an electronic video meeting. Present at the meeting were Directors Larry Rowland, Alan Brown, Jim Nickens, A. L. Smith, David Sherman, and Tony Zirille. 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 Rowland, called the meeting to order at 4:36 pm. Each Director present at the meeting had previously been provided with a copy of materials to be discussed at the meeting via email.

The Board next reviewed the minutes of the May 18th, 2024. Upon a motion by Director Brown, seconded by Director Williams, the Board unanimously approved both sets of minutes.

**Financial Updates:**

The financial budget is positive overall, with a strong balance sheet and liabilities close to 500K. The ISA balance sheet is incredibly strong, with 3M in Schwab and favorable year-end results compared to the budget. The audit process has begun, with the first engagement letter highlighting potential costs of 31K and the second covering governance. AL has recommended signing letters, although the process has started. Per Dave, the letter has not yet been signed.

Year-end results were mostly favorable, except for a small amount related to a special member, with positives including ODP and registration. Dave praised Todd Sheeley for his outstanding leadership and player development skills. Todd was appointed as the head coach for one regional team and provided assistance to another. He has garnered respect at the regional level for his contributions to the sport. Also noted that registrations for thesoccerr may be reaching an all-time high.

A.L. and Dave noted the receipt of 30K from the US soccer program's international gate formula, which was based on a percentage of the previous year's earnings. Additionally, ISA received a 27K reimbursement from US soccer as part of a grant installment.

Wallington has seen an increase in investment from 2.75M to 3.031M, with confidence in continued performance. Within the Association there is concern about a large balance coming from the membership, prompting a recommendation to utilize the ODP discretionary fund more. Alan inquired about guidelines for setting aside investments, to which AL suggested exploring a policy to share with the membership. While there is not an overwhelming concern about the issue, having a preemptive policy in place would be prudent, according to AL. Overall, the focus is on reviewing and possibly establishing clear guidelines and policies for investment and membership balances at Wallington.

Dave anticipates consistent overhead for the next year with a slight positive projection for 2025. Competition may decrease as teams potentially move to ECNL and GA. AL expresses positivity about the investment numbers but with a conservative approach. Dave suggests a reduction of outreach by 125. A motion made by AL is seconded by Alan and fully approved.

### **Management Updates:**

Dave Membership staff strongly recommends declining Jake's application due to his negative record in IL, being in concentrated areas, and lacking a team. On the other hand, Wawasee, located 18 miles from the closest area, aims to use ISA resources to grow and has no desire to compete at travel. The motion to reject Jake's application and accept Wawasee's was approved, with AL making the first motion and Tony seconding it.

At the last meeting, Alan was appointed to lead the outreach effort, with Jim added and Justin as the point person. Alan noted that the Outreach committee agreed that C IN is fully covered with the need to add more members from other areas in the state. To this end, Justin added Yannick McDowell to represent Michiana and Mellisa Thomas for Bloomington and Terre Haute. Moving forward, the plan is to establish an executive team that meets monthly. Outreach wins reviewed included adding 2 courts and securing open play in 6 ISP parks, as well as providing training to 26 school districts. Justin's work was commended by Alan, and Tony highlighted two Fort Wayne wins. Additionally, Dave praised the Evansville court and mentioned a contribution of 3-4K, with Justin's consultation helping to bring it to completion.

Management transitions are taking place, with Beth Matter's duties being replaced by Align. John Mitchel's retirement also forced a talent search led by Mark Webber who asked for and was hired as John's replacement. QuickBooks transition is also underway. The ISport 360 newsletter is being built at a cost of 5 cents per player, focusing on core content and customization capabilities.

### **US Soccer Updates:**

US Tina Rincon was elected chair of the US soccer elections. 52% of the teams that made it out of pool were from the Midwest, with 5 teams making it to the Nationals and 3 reaching the final. Dave attributes the 52% Midwest representation to the National league. The new Nationals format will commence in 2025 as a transitional year, with the President Cup National finals set to be held at Grand Park and the 2026 Nationals also scheduled to take place at GP. The reformatted National tournament will include 768 teams in 6 age groups, featuring both genders, and each bracket will consist of one team from each of the 54 state associations and 10 National Teams, with special member benefits.

The registration process is divided into adults on calendar year and youth on Fiscal year. The license plate program continues to be successful, generating around 25-28K per year and around 300K since its inception. Mondays are reserved for using CRM to manage school participations, and IN Shape has invited ISA to be part of their conference. The hope is for a stronger connection with the PE teacher and increased engagement moving forward. Overall,

the text discusses the registration process, the success of the license plate program, and efforts to enhance participation and collaboration with schools and organizations.

**Move to Executive session**

- Motion to adjourn at 5:55 pm
- AL made the motion
- Seconded by Tony
- Motion carries

Submitted by Jim Nickens, Board Secretary