

Indiana Soccer Association

Board Meeting Minutes

Date: 10/9/24

Time: 4:30 pm

Attendees: Dave Guthrie, Larry Rowland, A.L. Smith, Alan Brown, Anthony Zirille, and Dave Sherman

1. Call to Order

The meeting was called to order at 4:34 pm by Larry Rowland

2. Agenda Items

Approval of Meeting Minutes

A.L. raised an issue regarding outdated information about 2024. A motion to correct the issue was made by Alan and seconded by A.L. The motion was approved unanimously.

Financial Report

A.L. reported the overall budget is in a positive position. The ISA balance sheet remains strong, with liabilities near \$500K and \$3M in Schwab investments. Regarding the audit process, two engagement letters were reviewed. The first letter, spanning eight pages, highlighted a potential cost of \$31K, while the second letter focused on governance. AL recommended signing the letters; Dave noted that although the process has begun, the letter has yet to be signed and committed to signing the letters ASAP.

The year-end financial results were favorable overall, with only a minor unfavorable variance in special membership. Positives included strong performances in ODP (Olympic Development Program) and registrations. Additionally, \$30K was received through the US Soccer international gate formula, and \$27K was reimbursed from a US Soccer grant installment.

Player Development and Leadership

Dave commended Todd Sheeley for his exceptional leadership and contributions to player development. Todd was appointed head coach for one regional team and assistant for another, earning widespread respect in the region. Registrations are projected to reach an all-time high.

Investments

Wallington reported our initial investment of \$2.75M has grown to \$3.031M, with A.L. expressing confidence in its continued performance. However, A.L. also raised concerns about large balances, potentially drawing scrutiny from members and recommended increased utilization of the ODP discretionary fund. Alan asked if there were established guidelines for setting aside investment funds. A.L. confirmed there were some but suggested creating a more formal policy to preempt potential issues.

Outreach Updates

Dave provided updates on outreach efforts, noting that \$570K was spent, offset by \$270-300K in outreach designated revenue. Outreach designated revenue came from sources such as the Memorial Cup, License plate sales and US Soccer grants. Recent key achievements included training 26 school districts, expanding Open Play to six Indianapolis public parks, and the completion of two new outdoor public courts. The Evansville court was praised as one of the best in the Midwest. ISA's \$3-4K and consultation from Justin, both played vital roles in its completion.

3. New Business

Membership Applications

The board reviewed two membership applications. A motion to reject Lake Stars' application was made by AL, seconded by Tony, and after considering membership remonstrance and other concerns, carried unanimously.

Wawasee's application was recommended for approval. Located 18 miles from the nearest club, Wawasee aims to serve smaller-scale games without competing at the travel level and plans to use ISA resources for growth. A motion to approve Wawasee's application was made by A.L., seconded by Tony, and carried unanimously.

4. Additional Reports

Management Updates

The board acknowledged the retirements of Beth Matters and John Mitchell. Beth's responsibilities have been replaced by Align. The Sage accounting platform is being replaced by QuickBooks with the QuickBooks integration currently in progress. John's position has been filled by Mark Webber, who initially assisted in the search before being asked to take on the role.

Dave shared updates on the license plate program, which continues to generate \$25-28K annually and has contributed approximately \$300K since its inception. Efforts to engage schools via CRM tools such as Mondays have been effective, with IN Shape (an organization that serves physical education teachers) expressing interest in partnering with ISA for their conference, potentially increasing engagement with PE teachers.

Nationals Update

Dave highlighted strong Midwest representation at Nationals, with 52% of pool-advancing teams originating from the Midwest region. Five teams reached Nationals, with three advancing to the finals. The new Nationals format, proposed for 2025, will include 768 teams across six age groups, with a transitional phase anticipated. It is proposed that the 2026 National tournament will be hosted at Grand Park, featuring restructured brackets to accommodate state and national league teams.

5. Motion to Adjourn

A motion to adjourn was made by A.L., seconded by Tony, and carried unanimously. The meeting adjourned at 5:21 PM.

6. Executive Session

The board entered executive session at 5:22 PM, which concluded at 5:55 PM.