

**MINUTES
OF THE MEETING OF
THE BOARD OF DIRECTORS OF
THE INDIANA SOCCER ASSOCIATION
Saturday, May 18, 2024, 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 18, 2024, via an electronic video meeting. Present at the meeting were Directors Larry Rowland, Alan Brown, A. L. Smith, Mo Merhoff, 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 9:08 a.m. 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 March 4, 2024 Annual Meeting as well as the minutes from the March 4, 2024 re-organization meeting of the board. Upon a motion by Director Brown, seconded by Mo Merhoff, the Board unanimously approved both sets of minutes.

President Rowland raised the need for an outreach task force to support Indiana Soccer's outreach initiatives. He identified director Brown to chair the task force and additionally added director Nickens to serve on the task force. President Rowland applauded the efforts of Justin Becht, the staff member assigned to outreach for his efforts and added the task force to support his efforts. It was also noted that Mr. Brown was at liberty to assign additional members to the task force at his pleasure. Director Smith offered a motion to codify the task force as described by President Rowland. Director Smith's motion was seconded by Tony Zirille. The motion received unanimous support.

Mr. Smith next presented the Treasurer's Report, noting that the report was as of April 30, 2024. Director Smith noted that the Association is trending favorable to budget. He also reminded the board the budget recognized a modest performance from the revenues deposited with Schwab. He also noted that the Association made changes with Old National Bank that is generating interest above that which was budgeted. Although the board approved a deficit budget, it appears that the yearend will produce a positive balance. He reviewed with the Board the funds dedicated to outreach, noting that \$576,040 is the amount actually invested in Outreach since the board allocated \$500,000 for this initiative. However, only \$201,060 has been drawn down on the money originally set aside by the board for outreach. The other outreach investments have been funded by other revenue sources such as the license plate initiative, the memorial cup net proceeds, and grant revenues. Director Sherman moved that the

treasurer's report be accepted. The motion was seconded by Director Brown. The motion passed unanimously.

Mr. Guthrie presented an action item for the Board to consider approving four membership applications: BUSA Twin Lakes Premier, SpeakEasy Soccer, Southern Indiana FC Youth Academy and Impact City FC. Mr. Guthrie, provide an overview of each of the applicants and their applications. It was noted that Impact City FC is not headquartered in Indiana and as such the application fails to meet the criteria identified in Indiana Soccer Association's bylaws for membership. On a motion by Mr. Smith, seconded by Mr. Rompol, the matter passed unanimously.

Mr. Brown and Mr. Guthrie reviewed Outreach activities. Mr. Brown noted that there has been a lot of activity with Justin Becht in the last 60 days. He noted that futsal is a tool that allows us access to kids who are currently not playing soccer. Mr Guthrie provided a brief summary of Mr. Becht's efforts in schools and municipalities. He noted that discussions are on-going with other states who are interested in what is happening in Indiana.

Mr. Guthrie provided a series of Management Updates. He informed the board that registrations will exceed budget and the youth registrations are expected to be north of 60,000, which is a threshold not achieved for the past decade.

Mr. Guthrie indicated the Indiana Cup Series is fully underway with the last preliminary weekend concluding this Sunday. The number of cup participants are as follows:

- Memorial Cup - 118 Teams/18 Clubs
- Challenge Cup - 245 Teams/42 Clubs
- Presidents Cup - 188 Teams/40 Clubs
- State Cup - 111 Teams/27 Clubs
- # of Cup Referees for 5/3-5/5 - 304 referees accepted assignments
- # of Cup Referees 5/17-5/19 - 204 referees have accepted assignments so far. Numbers do not include referees for the 51 self-scheduled games played 3/17-5/16.
- Assignors are still working on 5/31-6/2, and do not have an accurate referee count for Cup Finals/Memorial Cup yet. However, indications are that each game will be assigned prior to the kickoff of finals weekend.

Mr. Guthrie provided an ODP update. He reviewed the process by which ODP has transitioned into becoming more development focused. He stated that he is focused on ensuring that the Indiana staff is engaged nationally.

Mr. Guthrie informed the board that Indiana Soccer entered into a three-year agreement with the Positive Coaching Alliance and hopes to invite member clubs to in-person and digital hosted events beginning the fall of 2024.

Mr. Guthrie visited the License Plate participation numbers and indicated that a more personalized request for additional participation would be forthcoming. An update on the success of Indiana's in-school "Futsal for All" initiative was provided along with sharing several additional futsal court developments in South Bend, Evansville, and Greensburg.

An e-commerce partner has been selected. Elevation Sports will be working with Indiana Soccer to provide a well-managed e-commerce, special member benefits opportunity for member clubs. More information will be forthcoming as this partnership matures.

President Rowland noted that the next regularly scheduled board meeting is scheduled for 20, 2024.

The Board next went into executive session at 9:47am which ended at 10:23 am.

With no other business, Director Brown moved to adjourn the meeting at 10:23 a.m. The motion was seconded by Director Merhoff. The motion received unanimous support.

Respectfully submitted,
Jim Nickens, Secretary
Indiana Soccer Association, Inc.