

**MINUTES  
OF THE MEETING OF  
THE BOARD OF DIRECTORS OF  
THE INDIANA SOCCER ASSOCIATION  
Saturday, December 2, 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, December 2, 2023, via an electronic video meeting. Present at the meeting were Directors Alan Brown, A. L. Smith, Jim Nickens, Mo Merhoff, Jeff Belskus, David Sherman, 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 9:02 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.

A.L. Smith introduced Michael Charles and Chris Weiss from Wallington Asset Management who spoke about the history of the company and its philosophy. They provided a summary of the investments Indiana Soccer has under management with Wallington Asset Management. Both also indicated the investment philosophy for the investments is one with a long-term view focused on institutional management. They noted that the funds placed with Wallington were slowly being placed into investments over time. The plan is to be invested in 70% equities and 30% fixed income with a 5% swing over time. In addition, funds are also being maintained in a cash management account which consists of government securities. Michael and Chris also reviewed for the Board the core portfolio on the investment side.

Mr. Smith next presented the Treasurer’s Report, noting that early in the budget year, we are favorable to budget. He noted some timing issues in certain departments because it is so early in the year and some revenues are delayed, which is expected. He reviewed with the Board the funds dedicated to outreach, noting that \$494,390 is the amount actually invested in Outreach currently. Approximately \$145,000 has been drawn down on the money originally set aside by the board for outreach much of which was funded from previously earned income.

The Board next reviewed the minutes of the Board Meeting held on October 7, 2023. Upon a motion by David Sherman, seconded by Jim Nickens, the Board unanimously approved the minutes.

Mr. Guthrie presented an action item for the Board to consider approving Goshen Youth Soccer Organization as a member. Mr. Guthrie indicated that the organization is a recreational soccer club that serves six hundred players and is aligned with the Goshen Stars, a travel soccer club. The item comes with an affirmative staff recommendation. On a motion by Mr. Smith, seconded by Mr. Rompola, 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 mentioned League America which is a national effort to help recreational soccer clubs to participate in the game in a more organized manner. One approach is to look for sponsors who would provide funding for uniforms. Mr. Guthrie noted that Utah has done this with Jimmy John's.

Mr. Guthrie spoke to the Board about the creation of the United States Consortium of State Associations (USCSA) which was formed in October. He noted that the inaugural members include Indiana, Kentucky, Tennessee, New York West, Ohio, Georgia, New Jersey, and Iowa. U.S. Youth Soccer Association Board is considering at its meeting today an initial funding request for data mining, marketing, sales/outreach. The idea is to use the consortium as a pilot for members to improve in these areas.

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 reviewed the collection of funds for the Indiana specialty license plate. Funds collected are being applied to further Outreach efforts.

Mr. Guthrie next reviewed coaching education with the Board. He indicated that 4,480 coaches have received coaching education in the past two years as a result of offering no-cost education. He noted that the staff continue to solicit more coaching education participation from recreational coaches. Frequently, when recreational teams are registered, coaches are not always identified. He noted that work also remains to be done to increase participation in coaching education by female coaches (and to encourage more female coaches in general).

Mr. Guthrie noted that the website conversion is 95% complete, with only a few minor issues remaining. The next project is to complete a template and an opportunity to host club websites, allowing Indiana Soccer the opportunity to assist member clubs with their website content.

Mr. Guthrie provided a couple more Outreach updates. He noted that Justin Becht presented to a national health and physical education organization (INSHAPE America) which was well received. He noted that Indiana Soccer has submitted a grant application to U.S. Soccer asking for \$600,000 and he expects we will hear something in December.

Mr. Guthrie noted that he and John Koluder continue to work on providing an e-commerce platform for member clubs. They are currently considering three vendors.

Recreational player registrations continue to increase as staff collaborate with member clubs to ensure the benefits of registration are understood.

The Board next went into executive session at 10:09 am which ended at 10:24 am.

It was noted that the Annual Meeting will be on March 2<sup>nd</sup> at the Renaissance Inn in Carmel. Mr. Guthrie noted the ILS meeting will be held Friday evening to more content to be presented on Saturday. The staff/board holiday party will be on December 13<sup>th</sup>.

With no other business, Mr. Brown adjourned the meeting at 10:33 a.m.

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