

## **ISWA Monthly Meeting**

January 12, 2020

**Call to Order:** Meeting called meeting to order at 12:03 pm

### **Attendance:**

#### **Board Members:**

**Onsite:** Pat Culp, Tina Fouts, Jim Tonte, Jason DeLois, Brady Eppert, Mary Friedt, Mark Galka, Jason Miller, Ryan Parrish, Jennifer Pierson, Linda Robinson

**Teleconference:** Danny Struck

**Staff:** Tina Tonte, JD Minch

**Guest:** Kandace Miller, Chad Farber – River City WC, Ed Pendoski – Carmel USA WC

### **Secretary: Tina Fouts**

- Presented December minutes, which were sent in advance by the office, to review and provide updates
- Jennifer Pierson made a motion to accept the minutes
- Ryan Parrish seconded the motion
- No discussions
- Motion passed unanimously

### **Treasurer: Jeff Strueder**

- Report submitted via email
- Copies of financials provided to all in attendance
- Reported that besides Elementary Duals, only typical monthly expenses have occurred since the last meeting.
- Audit/review – has not yet been completed. Will provide update as soon as he has it.
- 1099s are completed for 2019
- We have paid for podium and conference room A/V equipment.
- Elementary Duals financials are not completed yet but, on the surface, it appears that we made more than we spent for the first time during my tenure but still waiting on receipts for Penske rental and associated truck expenses and expenses associated with hospitality.
- Mary Friedt made a motion to accept the treasurer's report
- Jason Miller seconded the motion
- Motion passed unanimously

## **Old Business**

### **14U Duals**

- Pat Culp reported that Jimmy Tonte will be checking on mats from Dollamur.
- Pat Culp is working with Franklin's IT person; request has been communicated for streaming.
- Requests in for locations for pairings and head table.
- Linda Robinson asked about moving desks out of the second classroom in the hospitality area.
- We are looking at renting a refrigerator and microwave for hospitality.
- Linda Robinson indicated that she needs more room.

### **Freestyle Qualifiers**

- Pat Culp reiterated that it is time to revisit what tournaments should be added, removed from the approved national/regional tournaments that count toward the qualifiers.
- When new ones were added, we did not remove Folkstyle tournaments.
- Need to know which Folkstyle tournaments should be eliminated?
- Brady asked about including any Regionals.
- Pat Culp needs a copy of the actual tournament names so that she can pull it, to verify competition.
- Jimmy Tonte, Brady Eppert and Ryan Parrish were going to narrow it down.

### **Central Regionals**

- Pat Culp reported that we are all set. Met with Coliseum staff during high school state duals.

### **Conference Calling**

- Bart Welch will be coming in during the next week to install equipment.

### **Investments**

- Linda Robinson reported that from the 3 CDs we have invested, between 11/25 – 12/31 we earned just over \$100.
- Reported that she is still researching mutual funds for the additional piece of investment that we have approved.

### **Awards Podium**

- Jason DeLois reported that it is in the process of being made.
- We will need to get together regarding the completion. He wants to know if we want a graphic for individual or customize for any tournament.
- Reported that he wanted to talk about putting locks on the back.
- We will need to get with a graphics designer to create these graphics.
- Possibly Velcro so it can be customized for each event. He will need high resolution graphic to blow up.
- Wants to know exactly how we want it to appear.
- We need to put it together (the poles) to see what is missing from our current banner.
- We need to review and see where we can put the podium for each venue.
- Pat Culp asked office to email Josh Curry at Avon to see if the poles are still there and to look around to see if there is another place to set up awards.
- Jason DeLois was asked to check to see what it would cost for the logo and different options.

### **Middle School State**

- Pat Culp reported individual middle school state registration is up.
- Team duals is February 23
- She will do mat layout and give to Ed Pendoski and will prepare truck list.

### **Folkstyle State**

- Weigh ins will be in weight room.
- Jason Miller and Ryan Parrish will work on crowd control.
- All will enter through door 25.
- Will do our walk-through, Jennifer said the need a couple or 3 different times for walk-through so it can be scheduled.
- Pat Culp needs location for coaches' bands and USA cards and admission sales
- Needs to check with USA wrestling about scanning athlete cards at weigh ins.

## **Committee Reporting**

### **Coaches' Council**

- Danny Struck reported that on the last phone call they discussed the kid's trip
- Discussed which coaches are going and Walt Gray is team leader.
- Waiting on confirmation from a couple of coaches, trying to cover all 4 corners of state.
- Jason Miller had 2 discussions with Walt Gray; said to get as many coaches as we can since we don't know how many kids will sign up. We can then reduce if we need to. Was told to work with Danny Struck.
- Walt Gray will be at upcoming events to promote the trip.
- Danny Struck wonders if we need to have 1 coach to every 4 ½ kids because they are younger.
- Has call scheduled tomorrow and would like to cover schoolboy trips (14U).
- Moving to scheduling each month for the next upcoming trip.
- Will write up a monthly schedule as to who will be on each phone call. through the conference call.

### **Disciplinary Committee**

- Nothing to report.

### **Scholarship committee**

- Linda Robinson - nothing to report
- Confirmed the applications must be postmarked by April 1. Tina Tonte stated this is published in newsletter and online.
- Linda Robinson reported we normally send letters to clubs and schools.
- Linda Robinson reported they will be going out within the next week or so. Will need a list from the office, containing contact information for schools.

### **Tournament Committee**

- Pat Culp reported the committee met this morning regarding Warren Central and Middle School Duals.

### **Women's Advisory Council**

- Jason DeLois reported the committee is meeting this week. Will discuss gear. Intent is to have one gear run for the year. Looking at finalizing the gear.
- Going with UWW rules/look, that looks more traditional freestyle.
- Had a couple of hiccups as far as getting UWW compliant, Tony Black told them exactly what needs to happen to be compliant.
- Jason DeLois noticed discrepancy on website from 8U to 9U. 8U-10U is how it should be. Pat Culp reminded that we went with USA Wrestling groups. Asked to have it reviewed and updated if necessary.
- Working to have registration open February 1<sup>st</sup>. will work with office. Location has changed from Oklahoma City to Colorado Springs. Will hurt us because it is farther away.
- Will review and adjust gear order as needed.
- Pat Culp stated the dates are 3/26-29. Recommenced having packets at middle school state and Folkstyle state.
- Pat Culp asked about a survey that was going to be done regarding highlighting girls state.
- Jason DeLois reported he checked with a few and the ones he has spoken with have indicated they would like to keep it with the boys due to numbers in attendance.

- Would like to move finals to mat 1. Pat Culp indicated we are not streaming at Folkstyle so it would be at Freestyle/Greco.
- We will look at it, per Pat Culp, to see if we can make it happen.
- Jason DeLois talked about age/weight basis and the fact that we can adjust lower weights if needed. Pat Culp confirmed this can be done at lower and higher ends if needed to happen.
- Drafted a letter to go out to the clubs. Would like to get it out to area clubs and Tina Tonte will email out to clubs.

### **Gear Committee**

- Pat Culp has report from David Boone. They have been working diligently to get gear finalized.
- Went to Tony Black at USA Wrestling for UWW qualifications.
- Put design out on social media to see what public likes.
- They hope to have finalized within the next week or so.
- Tina Tonte asked if he has received communication about volunteer shirts.
- Also reported that she had received comments about the new board shirts, snagging at first use.
- Tina Tonte reported that Steve from 3x mentioned that the material they use, this is a known issue and we could go to an upgrade material if necessary, but need time to coordinate.
- Pat Culp will let David Boone know to order volunteer shirts and to work with t-shirt sponsors.

### **Heartland Duals**

- Linda Robinson asked Jason Miller when wrestle-offs are taking place. March 1st at Indian Creek high school.

### **Central Regionals**

- Pat Culp confirmed for Linda Robinson that Central Regionals are 5/15-5/17 in Fort Wayne.

### **New Business**

#### **February/March board meetings**

- Pat Culp discussed the possibility of having meetings 2/2 and 3/8 due to upcoming state tournaments. It was decided that we will have meetings in both February and March.

### **Annual Meeting Agenda**

- Pat Culp stated we talked last month about amping up our annual meeting.
- People have indicated they would like more information, small seminars, making it worth their time.
- Want to have the meeting over by 2 pm.
- Triple crown winners are there, we talked about bringing the USA representative in for the annual meeting and have them do an open mat or something with our triple crown winners while parents are attending breakout sessions. Maybe showing how to set up and sanction tournaments, setting up club websites, how to make non-profit
- Maybe coaches could have 25-minute education sessions
- Officials doing a session
- Maybe do 2 or 3 sessions within a 3-hour time period.
- We want to make it something that they want to attend. Next years' annual meeting is scheduled 9/13/20.
- Pat Culp would like to form a committee to work on coming up with a plan for the first year.
- Committee formed: Danny Struck, Jennifer Pierson, Mark Galka, Ed Pendoski, Tina Tonte, Jason DeLois, Kandy Miller. Mark Galka will chair committee.

- Pat Culp asked for report back next month.

## **Consultant & Staff Reports**

### ▪ **Law & Legislation – Steve Pugliese**

- Not present, no report
- Tina Tonte reported that an email went out that included a memorandum –from USA Wrestling and safe sport center about 17-year-olds having to complete safe sport to receive their membership.
- Had a parent from Tell City contact the office regarding the memorandum.
- She was approached by a wrestling leader and they wanted to have a safe sport rep for their club.
- Clubs will have to show documentation that they have provided safe sport classes information to their parents or they will not be able to sanction their club.
- Danny Struck said the memorandum was sent in last Coaches' Association newsletter, stating that athletes have to complete the safe sport course to obtain their membership and license.
- Jimmy Tonte asked about suggesting coaches bring team into group to review the course.
- Pat Culp said we could do a video or go live on FaceBook to show instructions as to how to access.
- Pat Culp stated that we had a possible violator that had a case open and we have a case that has been closed and member reinstated.

### • **Sports Medicine Consultant – Nicole Moss**

- Not present – no report

### • **Technology Consultant – Chris Pruitt**

- Not present – no report

### ▪ **Olympic Wrestling Styles Consultant**

- Pat Culp reported that he was on the call with coaches' council. He had a lot of suggestions. Blake Maurer will work with him on suggestions.

### • **Membership Staff – JD Minch**

- Membership Report
  - 6,701 athletes, up 12% (41% new athletes)
  - 1,020 wrestling leaders, up 6% (12% new leaders)
  - 167 clubs chartered, up 1% (13% new clubs)
  - 120 sanctions paid for, up 11%
- Certified coaches
  - Gold – 1
  - Silver – 4
  - Bronze – 254
  - Copper – 514
- Working on proof for guide. Passed around and asked all to look at it and if see something incorrect, make a note. Will get it corrected. Deadline was middle of December.
- Tina Tonte said we could go full color for every page for \$2000.

- Also, we have an inside cover page that is available that we could sell for \$2,000 to offset the complete cost.
  - Ryan Parrish made motion to go full color in book
  - Linda Robinson seconded the motion.
  - Motion passed unanimously.
- **Director of Services - Staff – Tina Tonte**
    - There are Directors who have not safe sport and background check. She will provide to vice chair for the specific director.
    - Hurdle awards deadline extended 1/31.
    - Middle school state filled up. A few haven't paid.
    - Keith Davison created a page under "about us" and it redirects to another page. A club may have paid under the wrong website.
    - She is working with Keith Davison and Jeff Strueder. She will have to remove some things from the website until she can figure out where it goes.
    - 3 other teams haven't paid, 16 teams registered, also have a waitlist.
    - Has to have coaches' banquet information today. She has a sign up.
    - Will send email to the board.
    - Has reached out to t-shirt sponsors for payment. Emails have been sent to those from the past.
    - David Boone needs to help with prodding them for response.

## **Directors Reports**

### **Vice Chair– Administration – Ben Nicely**

- Report via email.
  - Has created flyer showing our sponsored trips and when they are held.
  - These are being sent to office and post around at different events.
  - Pat Culp reported that he recommended doing away with the Volunteer Coordinator position as a board position and allow the host to be responsible for coordination.
  - Jennifer Pierson suggests we see how it goes at Folkstyle state and then make a determination.
  - Discussions around whether or not to eliminate the position.
- **Tournament Director – Roby Webster**
    - Not present.
    - Pat Culp reported he has been working behind the scenes: contacting security, Nicole, etc.
- **Tournament Staff Director – Vacant**
- **Hospitality Director – Linda Robinson**
    - Linda Robinson asked Kandace to give update from elementary duals.
    - Reported it went well
    - Was informed to increase mats to 14 for Avon in her manual.
- **Pairing Officials Developmental Director – Vacant**
- **Indiana Representative to National Pairings – Jean Whetstone**
    - Not present.

- Report via email. Has been setting up and working local tournaments.
- **Equipment Director – David Boone**
  - Not present
  - Pat Culp reported on committee progress, she is copied on all emails for the committee.
- **Mat Officials Developmental Director – Mark Mundy**
  - Not Present.
  - Pat Culp reported that he is working with sections to get more officials.
  - Pat Culp will check about getting some training for officials in section 1.
- **Folkstyle Referees Developmental Director – Bart Welch**
  - Not Present. Report via email.
  - ISWA Elementary Duals had a good mix of newer and veteran officials this year.
  - Very good day with minimal issues.
  - One suggestion for next year would be to cut down on number of rounds. Can easily be done with 16 teams in each group. 4 pools of 4 and then a bracket of 4 for each group resulting in 5 rounds.
  - This would result in utilizing a single official for the entire dual versus rotating an official in, occasionally.
  - Makes for a more consistently officiated dual
  - Would also like to bump the pay to \$200 for the day for each official. Dual meets are more intense than individual tournaments as you are dealing with the same coaches for the entire round and teams are also fighting to win the dual.
  - In the process of continuing to fill assignments for the rest of the tournaments.
  - TV for video conferencing is in and the rest of the equipment should be here tomorrow. Will work out some time over the next couple of weeks to come in and install everything.
- **Section 1 – Mark Galka**
  - 29 chartered clubs, 6 are new and some dropped out. 3 more he thinks he can get to charter.
  - Merrillville held a tournament on December 15 had 300 at beginners.
  - Hobart held a tournament on December 22 and had 305.
  - Merrillville regular tournament had 325 this year.
  - Chesterton is holding tournament now and have 336.
  - Will work with Mark Mundy for officials and training with Jean Whetstone.
- **Section 2 – Mary Friedt**
  - 2 tournaments are happening today.
  - 200+ registered for each (not close to each other).
  - Pat Culp has been helping with spreading pairings around.
  - 33 clubs in the section.
  - JD Minch has been very good about sending information to her.
  - Encouraging clubs to work together and to work at state.
  - Making sure that parents know that the opportunity for taking safe sport for themselves and reminding clubs regarding 17 and older athletes for safe sport.
- **Section 3 – Jennifer Pierson**
  - 45 clubs, up 1 for month
  - A couple working on renewals since high school is winding down.

- IWL holding finals today at Southport. (Indiana wrestling league).
- Central and Southern Indiana come together and do a nice parade. JV/Varsity divisions.
- Working with clubs on safe sport for 17-year-olds
- Promoting getting athletes together to get the prerequisite done.
- Making sure clubs understand the administration end of USA Wrestling.
  
- **Section 4– Mark Stevenson**
  - Not present. Report submitted via email.
  - Delivered equipment to Elementary Duals State – went well
  - Has truck reserved for next event
  
- **Section 5 – Michelle Kaster**
  - Not present. No Report.
  
- **Vice Chair – Jim Tonte – Programs**
  - Has put committees together for coaches’ council
  - Working with those directly involved and have had several meetings in the last month
  
- **State Coaches Director – Danny Struck**
  - Thinks Coaches’ Council going much better.
  - Sent text this morning to put together a syllabus so that people can take ownership of their part of the conversations.
  - Jimmy Tonte believes cadet and junior group should meet soon.
  - Will schedule this for tomorrow for Cadets/Juniors for camp, etc.
  - Has been in contact with Robert (psychiatrist) for coordination.
  - Trying to write some job descriptions for USA Wrestling.
  - Has found 40 states with different job descriptions for the same job.
  - Asked all to review their job descriptions and update as needed.
  
- **Cadet Director –Jake O’Neill**
  - Not Present.
  - Report submitted via email.
  - Set 16U Duals coaching staff: Gralan Early, Isaac Ray and Brandon Wright.
  - Set Fargo camp venue as Indiana Tech, still discussing dates: 6/26 – 6/28 or 7/10 – 7/12.
  - Set date for 16U & Junior Duals camp 6/4 & 6/5 at Marian University.
  - Finalized singlet design with the gear committee. Used social media polls to help with the decision.
  
- **Junior Director –Brady Eppert**
  - Reported that Duals Camp will most likely be 5th-7th of June
  - This will be for Cadet and Junior
  - Juniors will possibly stay an extra night and leave directly from there.
  - Will be at Marian University
  - Will make sure girls are included.
  - Steven Bradley cannot go. Kevin Lake is going, Dylan Lidy was busy, will continue to try to reach him.
  - Alex Johns is team leader.
  - Fargo camp will most likely be July 10-12.
  - Kids will leave on 16<sup>th</sup> of July for Fargo



- Moratorium is 6/29 – 7/5 so we have to do it between 6<sup>th</sup> and 15<sup>th</sup> or last week of June.
- Trying to give plenty of time to get travel in.
- Held camp the week before moratorium the last two years.
- Checking with coaches to see when their camps are scheduled.
- Will have at Indiana Tech.
- Brady asked to have dates for Fargo confirmed.
- Junior Duals - looking at incentives for kids who pay deposit early, to try to get commitments due to conflicts.
- Pat Culp suggested we get the word out and by next month we can come up with a discount amount.
  
- **Olympic Styles Development Director**
  - Not Present.
  - Pat Culp reported earlier that he has been working with doing a video for Olympic Styles and things to put on social media (videos, people speaking), working with Zach Errett.
  
- **Kid's Director – Jason Miller**
  - Nothing new to report.
  - Trip is going to be as big as we hoped it would be.
  - Has had 9-10 parents who have reached out to him stating that they want to sign up.
  - We strongly suggested that the athletes compete in Freestyle/Greco State and Central Regionals.
  - No waivers will be publicized.
  - If they sign up for both, there could be a slight discount (\$50 per style).
  - If the athlete provides their own transportation, \$150 discount (if they opt for their own transportation, they will only be getting coaching and gear).
  
- **Folkstyle Developmental Director – Ryan Parrish**
  - Elementary Duals State went off pretty well. Had 34 teams (up 10) 14 small and 20 large schools.
  - 7 rounds wrestled. Started on time and ran smoothly.
  - Thanked those who were there Saturday night, Patt Van Horn, Jimmy and Tina Tonte and Franklin did a great job with mats, etc.
  - Sunday morning set up was great. More help than in the past.
  - We are going to have to decide what the next step is for this. Feels it is always our job to give the most opportunities for wrestling.
  - Do we switch to two locations, cap the numbers? Need to review.
  - There were 2 teams on waiting list this year.
  - Middle School Duals full with waitlist in place.
  - Made a plea to all board members to be at Carmel at 6am to help.
  
- **Regional Training Center Director – Vacant**
  
- **Team Leader Director – Thomas Pompei**
  - Not Present.
  - Pat Culp reported that he is very active on the equipment committee and has been working with that committee regularly.
  
- **Women's Director – Jason DeLois**
  - HS Girls Regionals participation up 30%.

- Would like to get a flyer out before Friday to hand out at state on Friday, for junior duals, etc.
- Asked to mock the flyer off of other flyers from the past.
- Tina Tonte can put flyer on social media, etc.
- **Fundraising Director – Nancy Campbell**
  - Not Present. Report via email.
  - During the month of January, the focus has been on getting commitment from state clubs/programs for shirt sponsorships, publication advertisement space and also Folkstyle state gifts.
  - Mr. Guy Sako, Owner and CEO of Defense Soap and I have had conversation concerning two possible sponsorships... gift for athletes and also print advertisement. I have sent sponsorship level information and am waiting for a response and follow-up. Mr. Sako stated he and his “team” will review both and let me know which opportunity they would like to move toward. As stated prior, when discussing sponsorship information with him at the Nuway Tournament in Louisville, he was interested in working with the ISWA.
  - I have followed up with Subway (thank you to Tina Tonte). He said he would send me an email to send him fundraising information ... he never did. He also said he would have to let a board review the information, which is different than what was communicated to me, or others in the past.
  - I still do not have a contact for the Marines.
  - I have contacted again the National Guard and am on standby to see what the Marines had committed to.
  - Chris Lytle is looking at finding sponsorships either with his Foundation and/or with the fight promotions company he has been working with.
  - I have contacted Shawn Taylor with Pro Power to see if his company would be interested in either the wrestler gift or print advertisement space.
  - Footwork Trainer v1.0, Isaac Knable from Invicta, would like to have table space at both the Folkstyle and Freestyle/Greco State Tournaments.
  - I hope to have a meeting with GAME On, a company based in Kentucky that specializes in protective mouth gear. Their sponsorships of many NCAA schools/programs have grown.
  - I have confirmed with flexink.mi (in-house wrestling posters, based out of Michigan). This partnership will take place during the ISWA State Final Tournaments (Folkstyle and Freestyle /Greco). I have emailed flexink, any details about the tournament (set-up, etc) still needs to be communicated to them.
  - I reached out and have not heard anything in regards to Hoosier Realtors, the prior ISWA State Chair took the lead on this effort. I never did hear any results on this possible partnership.
  - I am still following up by communication with KT Tape was made in order to discuss a possible partnership and/or sponsorship. No communication from their end.
  - I have had communication with Suples Training System. Holly Jones from Suples is still reviewing the sponsorship information. I updated her on two opportunities (wrestler gift as well as Advertisement space).
  - I spoke with Tanita. She stated they were working with the Indiana State Wrestling Coaches... I was not given further details.
  - The ISWA office is still waiting on checks for the shirt sponsors.... I have communicated with this potential partners.
  - I continue to use social media to make contacts and network for possible sponsorships.

- As mentioned, communication about possible in-kind and financial supporters should be made to me in order to establish a list and to maintain follow-up. I would love help from other board member and coaches in regards to potential vendors. What I am finding is that local clubs and the ISWA are competing for the “same” thing which is proving to be difficult.
  - Tina Tonte reported on socks, office is working with Nancy on potential gift, potential price point under \$4. Cost for us \$2 and sponsor \$2.
  - If socks don’t work out, she has backup – sunglasses – had them about 5 year ago. Risky business sunglasses would be \$2, which is the average gift price we send. Gold on side with wording Indiana state wrestling association.
  - Shipping is 10 business days.
  - We need to decide on the wrestler gift by the February meeting.
- **Cultural Exchange Director – Lou Silverman**
    - Not Present. No Report
  - **Logistics Director – Darby Nicely**
    - Not Present. Report via email.
    - Still working on finding hotels for all tournaments.
    - Cost was \$1785 for elementary duals, \$573 more than last year.
    - Linda Robinson stated we had discussed possible options in Franklin for 14U open house but haven’t come up with the venue yet.

Jason Miller made motion that we order 4 more scales plus cases to have 8 in supply.

Ryan Parrish seconded the motion.

Motion passed unanimously.

JD Minch will take care of ordering scales and will get a quote for towel tappers.

Guests were asked if they had anything to add. No from all.

Mary Friedt motioned to adjourn the meeting. Jennifer Pierson seconded the motion. Motion passed unanimously.

**Meeting Adjourned @ 2:52pm**

**Next Board Meeting February 2 at 10:00 am in office.**

**Tournament Meeting February 2 at 9:30 am in the office**

Respectfully submitted,

*Tina Fouts*

ISWA Secretary