

ISWA Monthly Meeting

October 14, 2018

Call to Order: Meeting conducted via WebEx. Keith Davison called meeting to order at 12:06 pm Eastern time.

Attendance:

Board Members: Keith Davison, Tina Fouts, Jeff Strueder, Jim Tonte, Pat Culp, Randy Amos, Nancy Campbell, Brady Eppert, Mary Friedt, Sarah Frisz, Thomas Johnson, Jason Miller, Jake O'Neill, Ryan Parrish, Jennifer Pierson, Thomas Pompei, Linda Robinson, Danny Struck, Leroy Vega, Bart Welch, Jean Whetstone

Staff: Tina Tonte, JD Minch

Consultant: Chris Pruitt, IT Consultant

Guests: Mark Durham, Red Cobra Wrestling

Secretary: Tina Fouts

- Presented September minutes from the annual meeting, which were sent in advance by the office, to review and provide updates
- Thomas Johnson made a motion to accept the minutes
- Nancy Campbell seconded the motion
- No discussions
- Motion passed unanimously

Treasurer: Jeff Strueder

- Presented report via WebEx
- Since September 1, postage went up a bit. Tried using Stamps.com. Will be getting a refund of a few dollars as this didn't work for us well.
- Nationals per diem was from officials. Fargo will be settled up later
- Devices will be received soon, for connecting trackwrestling computers with our clocks
- Coaches Development - \$1800 this month for plane tickets
- Keith Davison asked about interest rates which are very low, Jeff Strueder not sure of the exact rate. This is actually a savings account.
- Discussions around whether we should explore investing money to earn more interest.
- Working with potential hotels for our tournaments. Looking at other options, ex. Rodeway instead of Marriott as potential

Old Business

Approval of September minutes

- Tina Fouts reported that due to attendees leaving annual meeting prior to our ability to obtain a vote for the August minutes, these were disseminated to attendees via email and we received the required percentage of approval votes to gain approval of the minutes
- Also included in the email for approval, were the suggested bylaws changes. We received adequate number of votes to move forward with the bylaw updates as well.

- Updated bylaws will be uploaded to the website and emailed out to board members so that we all have a clean copy.

New Business

Elementary Duals

- Pat Culp reported that we will have a tournament meeting before our regular board meeting in November
- Big concern is set-up on Saturday night as most of our normal set-up people will be in Fort Wayne for Team state duals
- Everyone that is not involved with high school state will need to assist with set-up
- Equipment will be taken care of
- Ryan Parrish has a few changes that he wants to make with the duals
- Jason Miller spoke on Ryan's behalf.
- Would like to change weight classes – discussions of possibly going with USA Wrestling weight classes
- Jason Miller explained that coaches are having trouble filling the lower weight classes and the upper classes
- Pat Culp asked if we are talking about changing the classes for elementary duals state or for all tournaments.
- Jason Miller stated that they are looking at making the largest weight class to have a maximum of 175; making the weight classes possibly 43, 49, 54, 59, 63, 68, 73, 78, 84, 90, 98, 105, 112, 118, 130 and then maximum of 175
- Nancy Campbell asked for reasoning behind the proposed changes – discussions of difficulty filling teams and number of forfeits
- Explanations during discussion of some teams are always able to fill all spots but many have difficulty with lower and upper weights. Majority of teams have this difficulty with a few that don't.
- Would like to be able to give teams the ability to come and have the experience. Provides a more level playing field.
- Bart Welch made a motion to accept the proposed weight changes for Elementary State
- Brady Eppert seconded the motion, also to eliminate home school and private school not associated with a high school for the club.
- Motion passed unanimously
- Jason Miller asked to have this information placed on the website and social media
- Pat Culp is ready to open registration for elementary state, Jason Miller has had several teams questioning when they can register
- Decided to wait until November 1st, as we have done in previous years.
- Confirmed there is room for 16 teams in large division and 8 teams in small division

Tournament Committee update

- Pat Culp reported they are reviewing requests for tournaments that were not bid at the annual meeting – none have been denied so far.
- Keith Davison has come up with a warning letter to those who did not attend annual meeting to bid for tournaments, letting them know what their violation has been.
- Mary Friedt asked how a club can change a date, off of their primary or secondary choice – Pat Culp advised her to have the club reach out to the office to notify them, to start the process.

USA Weight Classes

- Pat Culp asked if we want to adopt weight classes for ISWA to mirror USA Wrestling
- Mary Friedt made a motion to adopt the USA Wrestling/UWW weights, age groups and times.
- Brady Eppert seconded the motion
- No discussions.
- Motion passed unanimously

Trackwrestling Proposal

- Pat Culp discussed the fact that we previously had voted on the contract proposed by Trackwrestling but they came back and gave us some good deals
 - ISWA can now get 20% discount on gold memberships
 - Fees for tournaments will be going from \$50 and \$.20 per wrestler to \$75 and \$.25 per wrestler – we will keep \$50 and \$.20 per wrestler and agreed we do not have to force trackwrestling on all our clubs.
 - We got these offers in writing as well as agreeing to a 3-year contract instead of 5-years as originally proposed
 - Free tech support for all sanctioned events
- Recommended we move forward with the revised contract
- Jean Whetstone recommended that we move forward with the revised contract
- Jason Miller motioned that we move forward with the contract with trackwrestling as revised
- Mary Friedt seconded the motion
- No additional discussions
- Motion passed unanimously

TW Score Clock Integrator

- Pat Culp reported the order has been placed for the integrators but not yet received
- Once received will go to office and download to all computers
- Concerns about Trackwrestling deciding to change the codes so that the integrators no longer work
- Doesn't feel we should spend the money on the cost of Trackwrestling clocks
- Integrators are \$200 each
- Mark Durham notified her just before the meeting started that changing of the codes was a possibility
- May need to have a discussion with Justin at Trackwrestling – will check into it and get back to everyone

Central Regionals 2020

- Pat Culp believes we have Central Regionals in 2020
- Have been unable to confirm with Pete Isais
- Jean Whetstone reported we should have it back in Indiana for 2020
- Pat Culp reported we probably need to start looking for a venue.
- Mary Friedt asked if we have forms that show specifics of what is needed to bid for a tournament
- Would like to discuss at next meeting
- Tina Tonte will email current bid packet to Executive Committee and we can review at the November meeting
- Keith Davison will get back with Pat Culp once he hears back from Michigan and Ohio state chairs

Rebranding Consideration

- Keith Davison has asked Rudis (SP?) to re-work our brand in an attempt to stir things up.
- Doesn't feel our logo is broken but rebranding might bring excitement, possibly more dynamic
- Oklahoma was one of the better examples of a strong brand.
- Kansas went through a rebranding recently.
- Doesn't feel now is a good time, need to discuss further – evaluate and maybe roll out at the beginning of next year.
- Bart Welch recommended opening up to clubs to submit suggestions.
- Nancy Campbell agreed and she and Bart Welch believe this could keep some of the costs down
- Mary Friedt stated this could give warm feelings to clubs, to get them involved.

Safe Sport

- Keith Davison advised he received an email from USA Wrestling from Dan Proknow, providing a Safe Sport flow chart
- Went through the flowchart online regarding how and to whom reporting should occur

Retirement

- Keith Davison reported that Marc McNichol retired from UWW refereeing – left his shoes on the mat.
- Reported he had reached the age at which point you age out.

Consultant & Staff Reports

- **Law & Legislation – Steve Pugliese**
 - Not present – no report
- **Sports Medicine – Nicole Moss**
 - Not present – no report
- **Technology – Chris Pruitt**
 - Keith Davison asked where we stand on digitization for sending books, limiting sending only one book per household, and providing digital version of the book
 - Chris Pruitt reported that they are meeting on October 23rd with Red Pen and will have more information at that time to report back.
 - Tried to leverage teams and needs to do some more work on how better to bring more value to the organization.
 - Tina Tonte noted that Chris Pruitt will be the lead on the committee.
 - Recognized and thanked Thomas Johnson who reached out to vendor for a quote for the committee.
 - Red Pen will help with a more professional look and decreasing the size.
 - Reminder that the committee consists of Chris Pruitt (committee chair), Bart Welch, Ryan Parrish, Thomas Pompei and Tina Tonte.
 - Looking forward to open dialog with people in leadership roles to see how he can help. Get with him if you have any questions he can help with.
- **Membership Staff – JD Minch**
 - Current athletes: 868, up 23% from last year; Wrestling Leaders: 506, down 11% from last year; Clubs: 94 up 24% from last year; Sanctioned events: 69, up 46% from last year.
 - Currently getting information sorted out and putting into categories for mailing lists
 - Keith Davison asked for ideas to drive up numbers in membership.

- Tina Tonte asked if Sports Engine is charging \$50 every year to clubs for the ability to register athletes.
- Keith Davison believes it is similar to the per head fee from Trackwrestling but he doesn't think the cost is that high.
- Tina Tonte said it is her understanding that it is a \$50 per club fee to add the registration feature. She will confirm.

- **Director of Services - Staff – Tina Tonte**

- Emailed Directors this summer's Summit Report from State Services.
- Office is utilizing new email tool with USAW database services for member email blasts for: club charter, membership renewal for both athletes, officials/coaches (Aka Wrestling Leader) to boost membership renewal. Reminders in September were a success and useful tool.
- Office is chartering clubs daily and sanctioning events, updating website and social media with events/clinics.
- Sharing Club Page benefit with new club members.
- Speaking with Squad Locker about a Grand Reopening – suggested promo codes and promotional incentives to increase ISWA spirit wear. Clubs are signing up for Squad Locker and utilizing fundraiser feature of site.
- Created Elementary State Final Registration and requested insight from Ryan Parrish and Pat Culp. November 1st registration will open for 16 large teams and 8 small division teams. Creating Trackwrestling training registration form for Pat Culp.
- Thanked Jeff Strueder for setting up Chase e-check deposit for the office.
- Evo-Committee will be meeting Oct 23rd to discuss ISWA publication downsizing and adding a professional look. Chris Pruitt, committee lead, and Brittany Parris of Red Pen along with any Evo Committee members who wish to attend. Currently collecting quotes from publishing companies. Thank you to Thomas Johnson for collecting quotes as well.
- Request for help with the following: updating state final flyers for publication/website, finalize Elementary Duals Team State awards with AM awards to allow ample production time, updated John Hurlee Committee openings (2 spots open).
- Update on gear – still have volunteer t-shirts that have been inventoried and can be re-used.
- Shipped out to USA Wrestling about 6 boxes of very outdated state champ t-shirts for Puerto Rico and really got garage cleaned out.

Directors Reports

Vice Chair– Administration – Pat Culp

- **Tournament Director - Vacant**
 - No Report
- **Tournament Staff Director – Randy Amos**
 - Nothing to report
 - Wondering if we need t-shirts for Elementary Duals
 - Pat Culp doesn't recall giving them t-shirts but will review the budget to see what we did last year
 - Has list from Tina Tonte so we may be able to use what we have in the garage.

- **Hospitality Director – Linda Robinson**
 - Asked if Indiana will have Schoolboy Duals next year. Should hear by next week.
- **Pairing Officials Developmental Director – Vacant**
 - Pat Culp is talking to a few people about position
 - Training conducted at annual meeting, this week in her home and will be conducting soon in Yorktown and Carmel
 - Working on getting people trained for opens and for high school meets
 - Training is open to all.
 - Tina Tonte will work with Pat Culp to post on website and to have registration form for RSVP
- **Indiana Representative to National Pairings – Jean Whetstone**
 - In touch with regional pairers to sign up for tournaments on a national level.
 - We have pairers in the state who are technically not in good standing who need to reach out to USA Wrestling. Have to be in good standing within the state to work national tournament.
 - Isn't sure who to notify at USA Wrestling
 - Planning on going to pre-season nationals
 - Drafting a letter and will send to Pat Culp and Keith Davison to review and then the 3 work together to determine a plan to notify USA Wrestling
- **Equipment Director – Thomas Johnson**
 - Was on call but had to leave early
 - Keith Davison reported that bidding occurred and committee decided to stay with EI Sports for national team gear.
 - Jim Tonte received a text stating will have samples by next meeting.
- **Mat Officials Developmental Director – Mark Mundy**
 - Not present. No Report
- **Folkstyle Referees Developmental Director – Bart Welch**
 - Preseason nationals – 7 going next weekend
 - Working on high school stuff
- **Section 1 – Mark Galka**
 - Not present.
 - Report via email – Section 1 still has 12 clubs from 2017-2018 season to turn in paperwork for being a sanctioned club for the season
 - Several letters sent and calls made to encourage all to complete
 - Some have not renewed their coach leadership cards yet, others reporting paperwork is in the mail.
 - Leaving for the world championships in Budapest, Hungary on Thursday
 - USA teams will be competing October 20-28
- **Section 2– Mary Friedt**
 - Pursuing clubs that have not rejoined
 - Getting with everyone for questions on charters and paperwork
 - Letting them know they can get on ISWA site for additional information as we move through changes.

- **Section 3 – Jennifer Pierson**
 - Following up with clubs, charter and sanctions, answering questions, promoting November and December tournaments.
 - Will get with clubs to let them know about weight changes so they can update flyers for section 3 clubs.
- **Section 4– Mark Stevenson**
 - Not present. No report.
- **Section 5 – Michelle Kaster**
 - Not present. No report.
- **Vice Chair – Jim Tonte - Programs**
 - **State Coaches Director – Danny Struck**
 - 7 coaches from Indiana attended the silver clinic last week at the OTC
 - Each coach wrote up what they learned.
 - Reports are available at: <https://docs.google.com/document/d/10Qoe1BBc-nuJlnWalHWXLwX4wuVv0MkQXylHchfaq>
 - ISWA paid for 3 to attend: Danny Struck, Leroy Vega, and Greg Ratliff
 - **Cadet Director –Jake O’Neill**
 - Conversations about promoting university age division at Freestyle/Greco state – having conversations with colleges in the state.
 - Would like to get the ball rolling on that and would like to continue the conversations.
 - Middle School State – will be Sunday after sectionals this year (coaches’ association)
 - **Junior Director –Brady Eppert**
 - Not much going on.
 - Josh Holden has informed us that he will not be able to do Junior Duals next year.
 - Reached out to Doug Welch and Thomas Pompei to find a viable candidate.
 - Trying to fill as soon as possible.
 - Keith Davison asked if we want to cast a net to see who might be interest.
 - Brady Eppert is looking at who has done duals in the past and looking at other past coaches.
 - We have a good pool of candidates.
 - Will keep everyone in the loop.
 - Jim Tonte suggested bringing it to the coaches’ council once he has candidates, to discuss
 - **Kid’s Director – Jason Miller**
 - Nothing to report
 - **Folkstyle Developmental Director – Ryan Parrish**
 - Rejoined the call and wanted to explain why he provided the weights that he suggested.
 - The coaches wanted the weight classes to go down to 15 classes.
 - Having difficulty filling teams in the bottom weight class and the upper weight classes.
 - Discussions of consequences for elementary duals if there are ineligible athletes on the roster for elementary duals.
 - Asked to change 112-118 to 115. We need an odd number of weight classes in case of tie.

- Tina Tonte said we can add a waiver on the online registration to say coaches understand penalties that may be applied.
- Ryan Parrish wants to have the specific name of the school the athlete attends so that the registration can be checked.
- Committee to look at tournament, penalties, etc. Ryan Parrish to lead, Pat Culp, Jason Miller, Bart Welch and Jim Tonte.
- Pat Culp will look into Trackwrestling to see if she can add elementary school to registration information.
- Ryan Parrish made a motion to alter the original vote and drop to 15 weight classes and achieving that by combining 112/118 to 115 weight class.
- Brady Eppert seconded the motion.
- No additional discussions.
- Motion passed unanimously.

- **Regional Training Center Director – Leroy Vega**
 - Left call prior to reports
 - Reported via text that he would like to have a Greco RTC Night

- **Greco Director – Vacant**
 - No Report
 - Danny Struck made a motion to name Josh Curry as Greco Director, Thomas Pompei seconded the motion
 - No discussion
 - Motion passed unanimously
 - Danny Stuck will get with Josh Curry and work with him on a job description

- **Team Leader Director – Thomas Pompei**
 - Need to finalize all team leaders
 - Junior Duals will need to be replaced
 - With a lot of help from JD Minch, he has put together a new team leaders' guide and is about 95% complete
 - Sent a copy to Keith Davison and will send to office
 - Comes with PowerPoint to navigate Sports Engine
 - All team leaders will use this year
 - Once completed, will be put on the website

- **Women's Director – Jason DeLois**
 - Not present – report via text
 - Looks like we are in good shape for this upcoming season and should be on the mark for another record year of growth.
 - Will be reaching out to a lot of clubs throughout the state to ask them to offer a free trial practice period for girls who may want to try the sport.
 - Will also be talking to select clubs around the state who have expressed an interest in women's wrestling to offer discounted prices for their monthly fees.
 - These clubs will get free advertising on IGW's website as sponsor clubs.
 - Wants ISWA to consider doing the same.
 - Red Cobra is already on board and is offering a 50% monthly discount and has already seen an increase in membership.
 - Believes this will help participating numbers.
 - Researched and found that 217 girls participated in HS wrestling for 2017-2018 season. Believes the number should climb to almost 300 for 2018-2019 season

- USA Girl's Preseason Nationals will be held in New Palestine – hosting discussion with coaches to discuss women's wrestling in each state.
 - Day 1 is a duals tournament and Day 2 is an open with close to 300 girls registered from over 20 states.
 - Axa Molina from Wrestle – Like – A – Girl will be clinician.
 - Would like to propose having a girls Greco Division at this year's Freestyle State Finals
- **Fundraising Director – Nancy Campbell**
 - Report via email
 - Has confirmed with flexink.mi (in-house wrestling posters, based out of Michigan). Partnership will take place during the ISWA State Finals Tournaments (Folkstyle and Freestyle/Greco).
 - Monitoring a possible partnership with Hoosier Realtors, the ISWA State Chair has taken lead on this effort. Waiting to hear results of this partnership.
 - In communication with KT Tape in order to discuss a possible partnership and/or sponsorship.
 - Has also reached out to Battle Skin, at this time they have declined due to numbers of interest in their product for sponsorships.
 - Has also completed a grant form with Smithville (thank you to Mark Mundy for the connection) – still waiting to hear from them
 - Has also contacted GameOn Mouth Gear to see if they may be interested in a sponsorship.
 - Continues 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.
 - **Cultural Exchange Director – Lou Silverman**
 - Not Present. No Report.
 - **Transportation Director – Sarah Frisz**
 - Reported that Jeff Strueder gave a little information earlier regarding hotels.

Keith Davison asked Tina Tonte to deactivate the banner ads from last year's sponsors. Working to set up a time to talk to the lady in marketing at Community Hospital. Still making progress with Tanita Scales. They are more product centric instead of donations. They are looking for a way to showcase their products.

Motion to Adjourn

- Mary Friedt made a motion to adjourn
- Jennifer Pierson seconded the motion
- Motion passed unanimously.

Meeting Adjourned @3:36pm

Next Board Meeting, Sunday, November 11th at 12:00 pm

Tournament Committee meeting at 10:00 am prior to the board meeting

Respectfully submitted,

Tina Fouts
ISWA Secretary