

ALSA Board of Directors Minutes

Board Meeting August 14, 2019

Call to order: 7:02 p.m. CDT

Roll call:

Board Members:	Cathie Kindler, President Lauren Wright, Vice-President Ron Baird, Secretary Debbie Andrews Carol Rutledge Deb Yeagle
Others:	Robin Turell, Office Manager

I. Office Manager's Report:

1. Memberships

As of August 6, 2019, we currently have 198 regular members. That is an increase of 9 members from the last meeting. Last year at this time we had 210 regular members.

We currently have 165 youth members. That is an increase of 3 youth members from the last meeting. Last year at this time we had 177 youth members.

We have 116 LIFE Members.

We have 47 judges and 8 apprentices.

2. Shows:

As of today, August 6, 2019 there are currently 54 shows on the ALSA calendar. Last year at this time there were 71.

3. Discussion of office work and promotion – recap –

Maryland State Fair may be an ALSA show next year.

**Motion: To accept the Office Manager's report as presented.
Motion by Carol. Seconded by Deb. Motion unanimously passed.**

Discussion with the Office Manger concerned the fact the office expenses are to be submitted a week before the end of the month. The explanation given was that the expenses were forgotten to be sent to the Treasurer since the Treasurer's check for the previous month's expenses had not been received until the 15th. Effort will be put into being timely.

In ALSA's continuing effort to cut expenses, it was agreed to that all potential payments of more than \$25.00 will be submitted in advance to the Treasurer for approval. The office Manager pointed out Constant Contact

requires a credit or debit card to pay the monthly bill. The manager had been paying it with her personal card. She said she would stop paying it immediately.

Another several subjects discussed with the Office Manager were that trophies for the 2016 Grand National Show were stored in the office's possession several years ago. A flood associated with Hurricane Harvey damaged them. They are an uncompensated loss to ALSA. It was also discussed that Heiniger clippers were left at the office last year instead of being transported to the Grand National Show.

See the inventory of ALSA assets held by the office in Appendix A.

The Office Manager left the conference call at 7:23 p.m. CDT.

II. **Treasurer's Report:**

See the financials in Appendix B.

III. **Committee Reports:**

Alpaca - Chair: Mary Reed, Liaison: Deb

No report submitted.

By-laws and Standing Rules – Chair: Lougene Baird, Liaison: Carol

The Committee has not received Bylaw changes to put before the membership or Board approved Standing Rules changes. The up-to-date Bylaws and Standing Rules are each accessible using the buttons on the ALSA home page.

Respectfully,
Lougene Baird, Chair

Elections - Chair: Lougene Baird, Liaison: Cathie

2019 ALSA Election Committee – August

There is no activity in the Election Committee for the following reason.

This Committee was informed by the ALSA Board that it resolved to reduce the size of its Board to six members. With this action there are no Board members who will term out this year. ALSA will not have a General Election for Directors as there remain no openings.

The next election will be in the fall of 2020. Nominations will begin in July 2020.

Respectfully,
Lougene Baird, Chair

Ethics - Chair: Cheryl Lambert, Liaison: Cathie

There is nothing to report at present.

Respectfully Submitted
Cheryl Lambert
Ethics Chair

Finance & Budget - Chair: Vern Wright, Liaison: Ron

Please refer to the Treasurer's report that is presented above and appended hereto.

Fleece - Chair: Judy Glaser, Liaison: Deb

No report submitted

Grand National - Chair: Sandi Auld, Liaison: Lauren

No report submitted

Handbook – Chair: Adryce Mathisen, Liaison: Carol

Judges' - Chair: Cyndi Ernst, Liaison: Ron

Everything is quiet at the Committee.
The new Judges received their badges in the last few weeks.
We are working on the questions for the 2020 Judge's test.
If anyone has any questions, do not hesitate in contacting me.

Cyndi Ernest
Chair

A problem arose that a Judge requested the Superintendent for a Regional Show to pay the Judge's travel and hotel expenses in advance. This is clearly not what has been done in the past and the liaison will discuss the issue in detail with the Chair. The Chair will be asked to communicate to Judges they are to pay their expenses and be reimbursed after the show is completed.

Membership - Chair: open, Liaison: Debbie

No report submitted

Performance - Chair: Anna Reese, Liaison: Carol

There is nothing to report at this time.

Thanks,
Anna Reese
Performance Committee Chair

The Board received a suggestion, from the Youth Committee, which is included in this report, to raise the age limit for senior youth to 19 years. During this discussion, it was mentioned that the Youth Committee wants to reach out to the ILR and ask it to reduce its senior youth age limit to 18. Following discussion, it was decided this suggestion would be forwarded to the Performance Committee for its consideration and recommendation.

Protest - Chair: Cheryl Lambert, Liaison: Ron

Nothing to report.

Respectfully Submitted
Cheryl Lambert
Protest Chair

Publications, Promotions, Marketing and Web Site - Chair: Open, Liaison:

Deb

No report submitted.

Regional Committee - Chair: Susan Leslie: Deb

Susan Leslie informed the Board she had informed a regional Superintendent that ALSA's policy was to pay Judges their travel, lodging, and incidental expenses after a show is completed, not before. This was in accordance with the Board discussion above under the Judges' Committee.

Show Management, Policy & Planning Committee—Chair: Kathy Devaul,

Liaison: Lauren

No report submitted.

Youth Committee - Chair: Robin Sturgeon – Liaison: Carol

I hope everyone has had a great summer. The Youth committee would like to put forth a new Idea to help with Youth 4H join our shows. I'm a 4H Super tented and find that many of my 4H families don't have the extra money to join ALSA to show 1 to 4 shows a year. What I have found is that they love to show and don't really care about points or titles, they just want to show and have fun.

1. This is a way that we can help them do that and help us keep more people in the llama shows. A county 4H group would pay \$50 for a 4H membership that would let 10 4H kids show in 4 ALSA shows per Membership. This is a Win, Win for all. We could issue them a Number that starts with 4H### so that supers know what that youth is in the 4H program.

ALSA win because you get \$50 membership fee and the per llama show fee for each llama shown, and no point to be kept for this. ALSA is promoting the love of llamas and showing, which will help the next generation join the world of llamas.

4H wins because they get to show and learn more about llamas and alpacas, meet new friends, and be part of the future of ALSA.

I really feel that this will help all party's involved and the further of llamas and alpacas.

2. The Youth Committee thinks we should also change the oldest age from 18 to 19 to line up with ILR and let our Youth show longer.

3. The Youth Committee would like to added Youth Fiber judging as a class in Youth Judging. The fiber business is an important part of our farm's income. We would need to form a Committee to work on rules, cards, how to, and more. Can the Youth Committee start working on this addition to our strong youth programs?

4. The Youth Committee would also like to have a Pre-JR Classes in Obstacle, and PR Classes. This would be 6 Obstacles that 4,5, &6-year old can do with out any help in the ring. They can have a spotter in the ring incase of problems, but this to help our Youth be more prepared to show at age 7. We would still have a Sub, Jr class for student under 4 years of age.

5. We would also Like to find out what the board thinks about having Youth Breeder classes. This would be Youth that are working on starting their own breeding program. This would let our youth get ready to build their farms and secure the future of llamas and alpacas.

6. By adding all of these to the Youth program, I would also ask to add all around youth awarded (called Superior youth Champion). This would have all classes they can show in. In order to win this the youth would have to get a 1st or 2nd in the falling 3 times: Youth Judging, Fiber Judging, finished Fiber product, and 3Grands or 6 Reserve in obstacles, also youth breeders' class.

As you can see, we are working on many new thoughts to promote our future of ALSA. Thank you for helping to make our great youth program batter.

Thank you

Youth Committee Chair
Robin Sturgeon

Following discussion of the proposals submitted by the Youth Committee, it was decided that the liaison will contact the Youth Committee Chair to request a redirect of the various proposals to the appropriate committees before the BOD takes any further action.

IV. Old Business:

- A.** There was discussion relating to the concept and various suggestions to work with the ILR in same way or manner to better the show industry, Cathie was delegated to begin the discussion by contacting the ILR.

Motion to enter Executive Session. Motion by Ron, Seconded by Deb, Motion passed unanimously.

Executive Session began at 7:58 p.m., CDT to discuss various matters

Motion to exit Executive Session. Motion by Deb. Seconded by XXXXXXXXX. Motion unanimously passed.

Executive Session terminated at 8:11 p.m. CDT.

V. New Business:

Approval of Motions passed between August 7th and August 13th:

- 1. Motion to approve vendors paying \$100.00 for the first booth and \$80.00 for any additional booths at the 2019 Grand National Show. Motion by Deb. Seconded by Carol. Motion unanimously passed.**
- 2. Motion to approve cancellation of the 2019 Rocky Mountain Regional Show due to Vesicular Stomatitis. Motion by Ron. Seconded by Lauren. Motion unanimously passed.**
- 3. Motion to approve the Nebraska Llama Association as the performance supervisors for the 2019 Grand National and appoint Susan Leslie to the Grand National Committee. Motion by Carol. Seconded by Deb. Motion unanimously passed.**

The next regular Board meeting will be August 21, 2019 at 7:00 p.m. CDT.

**Motion to Adjourn at 8:14 p.m. CDT. Motion by Deb.
Seconded by Ron. Motion unanimously passed.**

The ALSA Board of Directors may convene in Executive Session to discuss personnel matters, any items on this agenda or to consult with Legal and/or Accounting Counsel.

Appendix A

ALSA Assets as of August 13, 2019

I-Phone

Show reports and judges cards

14 small binders

4 black pens

2017 Handbooks – 21st edition – shrink wrapped - 110 left

Manilla folders - <100

White envelopes - <100

1000 Box of business cards – blank – approximately ¾ box left

100 box Business card laminating pouches – 8 left

100 sheets address labels - <10 sheets

Roll of stamps – maybe 50 left

Ink stamps from Bank

Deposit slips from Bank

Ink cartridges in printer

Some trophies – see Lauren Wright for list

7 Hormel Computing Slides for Scoring Judging Contests

9 Competitive Edge VHS tapes

1 DVD of the Competitive Edge

1 DVD - 2009 ALSA Grand National Vantage Imaging

1 DVD from Wally Baker – 2012 17th Edition ALSA Handbook

1 Twinhead laptop computer sent by Cheryl Ryberg with no power cord. Been in box since sent. Would not open.

Multi-Phone Telephone Recorder sent by Cheryl Ryberg. Never used.

Appendix B

11:10 PM
 08/12/19
 Accrual Basis

Alpaca and Llama Show Association
Balance Sheet Prev Year Comparison
 As of August 2, 2019

	Aug 2, 19	Aug 2, 18	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
Chase - Operating	7,193.06	4,160.30	3,032.76	72.9%
Chase Savings Account	25,001.01	39,603.01	-14,602.00	-36.9%
Youth Scholarship Account	3,904.64	5,754.38	-1,849.74	-32.1%
Total Checking/Savings	<u>36,098.71</u>	<u>49,517.69</u>	<u>-13,418.98</u>	<u>-27.1%</u>
Total Current Assets	<u>36,098.71</u>	<u>49,517.69</u>	<u>-13,418.98</u>	<u>-27.1%</u>
TOTAL ASSETS	<u>36,098.71</u>	<u>49,517.69</u>	<u>-13,418.98</u>	<u>-27.1%</u>
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
Accounts Payable	-4,150.00	0.00	-4,150.00	-100.0%
Total Accounts Payable	<u>-4,150.00</u>	<u>0.00</u>	<u>-4,150.00</u>	<u>-100.0%</u>
Total Current Liabilities	<u>-4,150.00</u>	<u>0.00</u>	<u>-4,150.00</u>	<u>-100.0%</u>
Total Liabilities	<u>-4,150.00</u>	<u>0.00</u>	<u>-4,150.00</u>	<u>-100.0%</u>
Equity				
Opening Bal Equity	49,204.42	49,204.42	0.00	0.0%
Retained Earnings	339.45	12,219.21	-11,879.76	-97.2%
Net Income	-9,295.16	-11,905.94	2,610.78	21.9%
Total Equity	<u>40,248.71</u>	<u>49,517.69</u>	<u>-9,268.98</u>	<u>-18.7%</u>
TOTAL LIABILITIES & EQUITY	<u>36,098.71</u>	<u>49,517.69</u>	<u>-13,418.98</u>	<u>-27.1%</u>

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08/12/19

Accrual Basis

Alpaca and Llama Show Association
Profit & Loss Prev Year Comparison
 January 1 through August 2, 2019

	Jan 1 - Aug 2, 19	Jan 1 - Aug 2, 18
Income		
a MEMBERSHIP REVENUE		
2018 Adult Membership	0.00	7,115.00
2018 Youth Membership	0.00	3,572.07
2019 Adult Membership	7,181.64	0.00
2019 Youth Membership	3,635.91	0.00
Total a MEMBERSHIP REVENUE	10,817.55	10,687.07
ALSA SHOW FEES		
Adult Showmanship Numbers	57.45	80.00
Animal Number Transfer	47.52	210.00
Animal Recording Numbers	1,381.91	935.00
Research	0.00	25.00
Sanctioning Fee	2,098.42	2,050.00
Show Entry Fee	8,968.07	8,568.00
ALSA SHOW FEES - Other	0.00	431.00
Total ALSA SHOW FEES	12,553.37	12,299.00
ALSA T Shirt	763.00	0.00
GRAND NATIONAL		
Entries	387.00	0.00
Overpayments	141.75	0.00
Total GRAND NATIONAL	528.75	0.00
JUDGE REVENUE		
2018 Judges Dues	0.00	900.00
2019 Judges Dues	2,082.05	0.00
Judges' Clinics Fees	1,178.70	100.00
Total JUDGE REVENUE	3,260.75	1,000.00
REGIONAL REVENUE		
Rocky Mountain Regional		
Entry Fees	48.10	0.00
Stall Fees	0.00	42.00
Total Rocky Mountain Regional	48.10	42.00
Total REGIONAL REVENUE	48.10	42.00
Showing/Internet Ads/Web Link	20.00	0.00
z OTHER INCOME		
H Hand Book Sales	0.00	15.00
Interest Earned		
Interest Earned Investment	0.00	2.29
Interest Earned YS	0.00	0.29
Total Interest Earned	0.00	2.58
Misc. Income	15.00	10.00
Website Income	96.90	120.00
Total z OTHER INCOME	111.90	147.58
Total Income	28,103.42	24,175.65
Gross Profit	28,103.42	24,175.65
Expense		
a GRAND NATIONAL E		
Caterer	0.00	500.00
Facility	1,000.00	500.00

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Accrual Basis

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Expense		
a GRAND NATIONAL E		
Caterer	0.00	500.00
Facility	1,000.00	500.00

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Accrual Basis

Alpaca and Llama Show Association
Profit & Loss Prev Year Comparison
 January 1 through August 2, 2019

	Jan 1 - Aug 2, 19	Jan 1 - Aug 2, 18
Judges		
Travel or Room	541.02	952.84
Total Judges	541.02	952.84
Misc Office	111.77	0.00
Ribbons / Awards	48.98	0.00
Storage Unit	220.00	378.00
Total a GRAND NATIONAL E	1,921.77	2,330.84
ALSA TShirts	323.04	0.00
B.O.D. EXPENSES		
BOD Conference Calls	170.59	52.00
BOD Mailing	0.00	6.05
Total B.O.D. EXPENSES	170.59	58.05
BANKING FEES		
Credit Card Fees	0.00	395.49
Total BANKING FEES	0.00	395.49
Corporation Renewal	487.00	46.03
ELECTION COMMITTEE		
Electronic Election	0.00	348.03
Total ELECTION COMMITTEE	0.00	348.03
EXECUTIVE OFFICE - NEW		
Computer Backup	0.00	333.98
Constant Contact Eblast Expense	360.00	315.00
Contract Labor - Robin	25,550.00	25,550.00
Internet		
Go To My PC	0.00	133.92
Total Internet	0.00	133.92
Office Supplies	443.48	999.77
Postage	350.88	487.05
Telephone		
ALSA Phone/iPad	826.98	0.00
Internet Usage	339.10	1,172.45
Telephone - Other	178.18	999.91
Total Telephone	1,344.26	2,172.36
Total EXECUTIVE OFFICE - NEW	28,048.62	29,992.08
HANDBOOK COMMITTEE		
Binders	0.00	67.75
Total HANDBOOK COMMITTEE	0.00	67.75
Insurance		
Board of Directors	485.00	485.00
Show/Event Liability	1,240.82	1,078.32
Total Insurance	1,725.82	1,563.32
IRS	36.37	0.00
JUDGES CLINICS		
Instructors Fees	1,050.00	0.00
Total JUDGES CLINICS	1,050.00	0.00

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Accrual Basis

Alpaca and Llama Show Association
Profit & Loss Prev Year Comparison
January 1 through August 2, 2019

	<u>Jan 1 - Aug 2, 19</u>	<u>Jan 1 - Aug 2, 18</u>
JUDGES COMMITTEE		
Badges	77.61	0.00
Printing	282.71	0.00
Total JUDGES COMMITTEE	<u>360.32</u>	<u>0.00</u>
Legal-Prof Fees		
Legal-Prof Fees; TAX PREP	600.00	680.00
Legal-Prof Fees - Other	350.00	0.00
Total Legal-Prof Fees	<u>950.00</u>	<u>680.00</u>
PUBLICATIONS COMMITTEE		
Commission, "Showring"	228.00	0.00
Total PUBLICATIONS COMMITTEE	<u>228.00</u>	<u>0.00</u>
REGIONAL SHOW EXPENSE		
WESTERN REGIONAL Exp		
Facility Fee	0.00	600.00
Total WESTERN REGIONAL Exp	<u>0.00</u>	<u>600.00</u>
REGIONAL SHOW EXPENSE - Other	1,597.05	0.00
Total REGIONAL SHOW EXPENSE	<u>1,597.05</u>	<u>600.00</u>
YOUTH COMMITTEE		
Scholarship	500.00	0.00
Total YOUTH COMMITTEE	<u>500.00</u>	<u>0.00</u>
Total Expense	<u>37,398.58</u>	<u>36,081.59</u>
Net Income	<u><u>-9,295.16</u></u>	<u><u>-11,905.94</u></u>

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Accrual Basis

Alpaca and Llama Show Association
Profit & Loss Prev Year Comparison
 January 1 through August 2, 2019

	\$ Change	% Change
Income		
a MEMBERSHIP REVENUE		
2018 Adult Membership	-7,115.00	-100.0%
2018 Youth Membership	-3,572.07	-100.0%
2019 Adult Membership	7,181.64	100.0%
2019 Youth Membership	3,635.91	100.0%
Total a MEMBERSHIP REVENUE	130.48	1.2%
ALSA SHOW FEES		
Adult Showmanship Numbers	-22.55	-28.2%
Animal Number Transfer	-162.48	-77.4%
Animal Recording Numbers	446.91	47.8%
Research	-25.00	-100.0%
Sanctioning Fee	48.42	2.4%
Show Entry Fee	400.07	4.7%
ALSA SHOW FEES - Other	-431.00	-100.0%
Total ALSA SHOW FEES	254.37	2.1%
ALSA T Shirt	763.00	100.0%
GRAND NATIONAL		
Entries	387.00	100.0%
Overpayments	141.75	100.0%
Total GRAND NATIONAL	528.75	100.0%
JUDGE REVENUE		
2018 Judges Dues	-900.00	-100.0%
2019 Judges Dues	2,082.05	100.0%
Judges' Clinics Fees	1,078.70	1,078.7%
Total JUDGE REVENUE	2,260.75	226.1%
REGIONAL REVENUE		
Rocky Mountain Regional		
Entry Fees	48.10	100.0%
Stall Fees	-42.00	-100.0%
Total Rocky Mountain Regional	6.10	14.5%
Total REGIONAL REVENUE	6.10	14.5%
Showing/Internet Ads/Web Link	20.00	100.0%
z OTHER INCOME		
H Hand Book Sales	-15.00	-100.0%
Interest Earned		
Interest Earned Investment	-2.29	-100.0%
Interest Earned YS	-0.29	-100.0%
Total Interest Earned	-2.58	-100.0%
Misc. Income	5.00	50.0%
Website Income	-23.10	-19.3%
Total z OTHER INCOME	-35.68	-24.2%
Total Income	3,927.77	16.3%
Gross Profit	3,927.77	16.3%
Expense		
a GRAND NATIONAL E		
Caterer	-500.00	-100.0%
Facility	500.00	100.0%

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Accrual Basis

Alpaca and Llama Show Association
Profit & Loss Prev Year Comparison
 January 1 through August 2, 2019

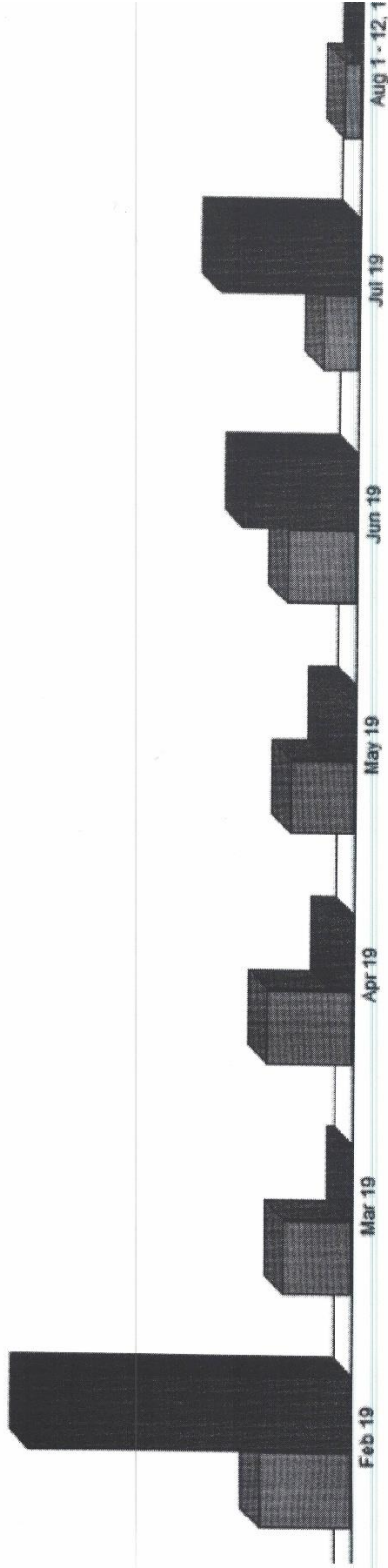
	\$ Change	% Change
Judges		
Travel or Room	-411.82	-43.2%
Total Judges	-411.82	-43.2%
Misc Office	111.77	100.0%
Ribbons / Awards	48.98	100.0%
Storage Unit	-158.00	-41.8%
Total a GRAND NATIONAL E	-409.07	-17.6%
ALSA TShirts	323.04	100.0%
B.O.D. EXPENSES		
BOD Conference Calls	118.59	228.1%
BOD Mailing	-6.05	-100.0%
Total B.O.D. EXPENSES	112.54	193.9%
BANKING FEES		
Credit Card Fees	-395.49	-100.0%
Total BANKING FEES	-395.49	-100.0%
Corporation Renewal	440.97	958.0%
ELECTION COMMITTEE		
Electronic Election	-348.03	-100.0%
Total ELECTION COMMITTEE	-348.03	-100.0%
EXECUTIVE OFFICE - NEW		
Computer Backup	-333.98	-100.0%
Constant Contact Eblast Expense	45.00	14.3%
Contract Labor - Robin	0.00	0.0%
Internet		
Go To My PC	-133.92	-100.0%
Total Internet	-133.92	-100.0%
Office Supplies	-556.29	-55.6%
Postage	-136.17	-28.0%
Telephone		
ALSA Phone/iPad	826.98	100.0%
Internet Usage	-833.35	-71.1%
Telephone - Other	-821.73	-82.2%
Total Telephone	-828.10	-38.1%
Total EXECUTIVE OFFICE - NEW	-1,943.46	-6.5%
HANDBOOK COMMITTEE		
Binders	-67.75	-100.0%
Total HANDBOOK COMMITTEE	-67.75	-100.0%
Insurance		
Board of Directors	0.00	0.0%
Show/Event Liability	162.50	15.1%
Total Insurance	162.50	10.4%
IRS	36.37	100.0%
JUDGES CLINICS		
Instructors Fees	1,050.00	100.0%
Total JUDGES CLINICS	1,050.00	100.0%

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 Accrual Basis

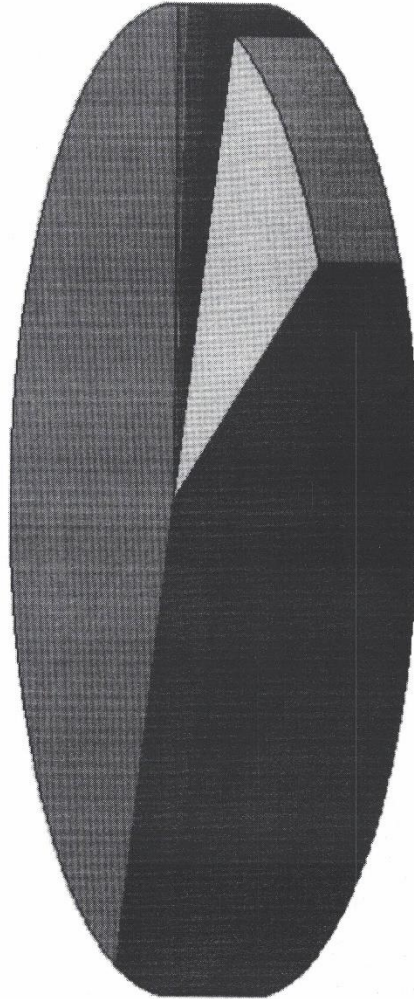
Alpaca and Llama Show Association
Profit & Loss Prev Year Comparison
 January 1 through August 2, 2019

	<u>\$ Change</u>	<u>% Change</u>
JUDGES COMMITTEE		
Badges	77.61	100.0%
Printing	282.71	100.0%
Total JUDGES COMMITTEE	360.32	100.0%
Legal-Prof Fees		
Legal-Prof Fees; TAX PREP	-80.00	-11.8%
Legal-Prof Fees - Other	350.00	100.0%
Total Legal-Prof Fees	270.00	39.7%
PUBLICATIONS COMMITTEE		
Commission, "Showring"	228.00	100.0%
Total PUBLICATIONS COMMITTEE	228.00	100.0%
REGIONAL SHOW EXPENSE		
WESTERN REGIONAL Exp		
Facility Fee	-600.00	-100.0%
Total WESTERN REGIONAL Exp	-600.00	-100.0%
REGIONAL SHOW EXPENSE - Other	1,597.05	100.0%
Total REGIONAL SHOW EXPENSE	997.05	166.2%
YOUTH COMMITTEE		
Scholarship	500.00	100.0%
Total YOUTH COMMITTEE	500.00	100.0%
Total Expense	1,316.99	3.7%
Net Income	2,610.78	21.9%

Income and Expense by Month
January 1 through August 12, 2019



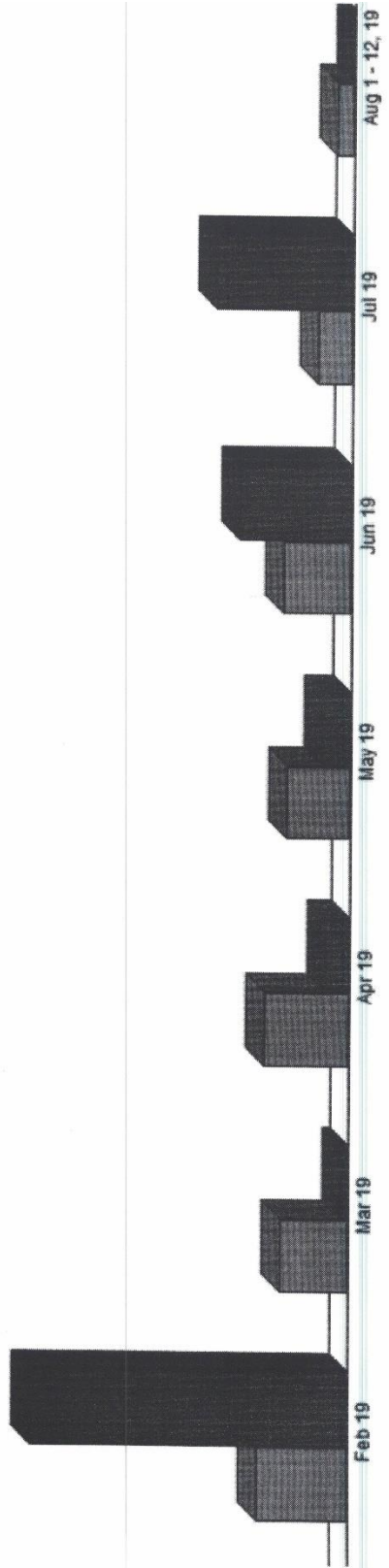
Income Summary
January 1 through August 12, 2019



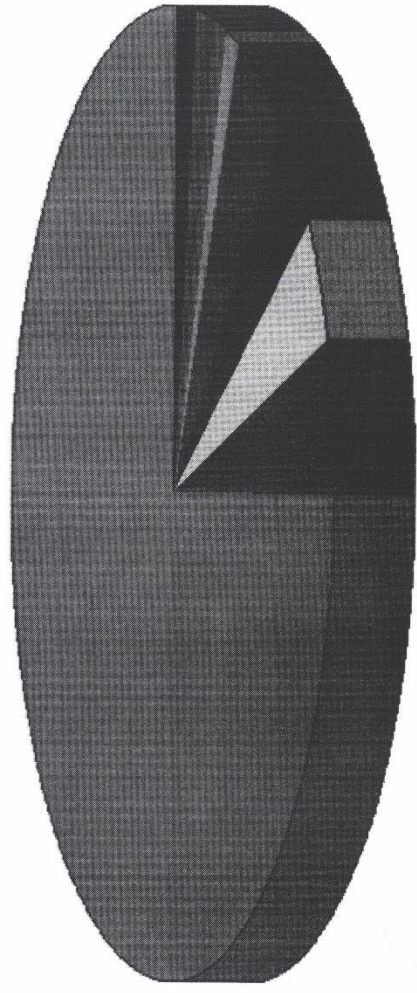
- ALSA SHOW
- MEMBER
- JUDGE RE
- ALSA T Shir
- GRAND N/A
- z OTHER IN
- REGIONAL
- Showing/in
- Total

Expense

Income and Expense
 January 1 through August 12, 2019



Expense Summary
 January 1 through August 12, 2019



- EXECUTIVE
- GRAND TOTAL
- Insurance
- REGIONAL
- JUDGES C
- Legal-Prof
- YOUTH CO
- Corporation
- JUDGES C
- ALSA TShir
- Other
- Total