

ALSA Board of Directors Meeting Minutes

October 9, 2018

Call to order: 7:05 p.m. CDT

Roll call:

Board Members present: Bill Feick, President
Cathie Kindler, Vice- President (joined at 7:15 p.m.)
Ron Baird, Secretary
Debbie Andrews
Carol Rutledge
Lauren Wright
Deb Yeagle

Others present: Robin Turell, Office Manager
Vern Wright, Treasurer

I. Office Manager's Report:

BOD Meeting - Office Report Tuesday, October 9, 2018

1. Memberships

As of October 3, 2018, we currently have 220 regular members. This is an increase from last month of 6. Last year at this time we had 245 regular members. We currently have 192 youth signed up. This is an increase from last month of 4. Last year at this time we had 211 youth. We have 114 LIFE Members. Last year at this time we had 113 LIFE members. We have 53 Judges. Last year at this time we had 50 judges.

2. Shows

As of today, October 3, 2018 there are currently 71 shows on the ALSA calendar for 2018. Last year at this time we had 71 shows.

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

II. Treasurer's Report:

Vern Wright presented a very sobering analysis of ALSA's financial condition, pointing out that cash reserves had fallen from \$96,000 about 4 years ago to approximately \$47,000 at present. Expenses are far exceeding revenues, which have fallen due to decreased membership and decreased numbers of shows and show attendees. Vern pointed out October results are looking more positive as entries for the Grand National are coming in and are adding to cash reserves. However, final expenses from the Regional shows and the Grand National will temper these numbers. His year-to-date comparisons of financials and September profit and loss statements are presented below.

Alpaca and Llama Show Association

Profit & Loss

10/08/18

January 1 through October 8, 2018

Accrual Basis

Jan 1 Oct 8, 18

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Income a MEMBERSHIP	
REVENUE	
2018 Adult Membership	7,780.95
2018 Youth Membership	3,765.02
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Total a MEMBERSHIP REVENUE	11,545.97
ALSA SHOW FEES	
Adult Showmanship Numbers	80.00
Animal Number Transfer	296.39
Animal Recording Numbers	1,525.42
Research	25.00
Sanctioning Fee	2,098.10
Show Entry Fee	13,573.00
ALSA SHOW FEES - Other	431.00
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Total GRAND NATIONAL	1,812.02
Income	
Interest Income	0.80
Total ALSA SHOW FEES	18,028.91
GRAND NATIONAL	
a Sponsorships	1,449.49
Entries	313.47
T-Shirts	49.06
	<hr/>
Total Income	0.80
JUDGE REVENUE	
2018 Judges Dues	900.00
Judges' Clinics Fees	100.00
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Total JUDGE REVENUE	1,000.00
REGIONAL REVENUE	
Rocky Mountain Regional	
Entry Fees	1,515.00
Stall Fees	42.00
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Total Rocky Mountain Regional	1,557.00
Western Regional Inc	
Entry Fees	77.05

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10/08/18

Accrual Basis

Alpaca and Llama Show Association

Profit & Loss

January 1 through October 8, 2018

	Jan 1	Oct 8, 18
Western Regional Inc - Other		231.45
		<hr/>
Total Western Regional Inc		308.50
		<hr/>
Total REGIONAL REVENUE		1,865.50
z OTHER INCOME		
H Hand Book Sales		15.00
Interest Earned		
Interest Earned Investment		2.29
Interest Earned YS		0.29
		<hr/>
Total Interest Earned		2.58
Misc. Income		10.00
Website Income		120.00
		<hr/>
Total z OTHER INCOME		147.58
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Total Income		34,400.78
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Gross Profit		34,400.78

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Expense a GRAND		
NATIONAL E		
Awards - Youth		456.00
Caterer		500.00
Facility		500.00
Judges		
Travel or Room		952.84
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Total Judges		952.84
Ribbons I Awards		3,050.86
Storage Unit		756.00
T Shirts		936.00
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Total a GRAND NATIONAL E		7,151.70
B.O.D. EXPENSES		
BOD Conference Calls		58.50
BOD Mailing		6.05

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10/08/18

Accrual Basis

Alpaca and Llama Show Association

Profit & Loss

January 1 through October 8, 2018

	Jan 1	Oct 8, 18
Total B.O.D. EXPENSES		64.55
BANKING FEES		
Credit Card Fees	395.49	
Total BANKING FEES	395.49	
Corporation Renewal		46.03
ELECTION COMMITTEE		
Electronic Election	348.03	
Total ELECTION COMMITTEE		348.03
EXECUTIVE OFFICE - NEW		
Computer Backup	333.98	
Constant Contact Eblast Expense	360.00	
Contract Labor - Robin	29,200.00	
Internet		
Go To My PC	133.92	
Internet - Other	97.41	
Total Internet	231.33	
Office Supplies	999.77	
Postage	576.41	
Telephone		
Internet Usage	1,396.66	
Telephone - Other	1,143.32	
Total Telephone	2,539.98	
Total EXECUTIVE OFFICE - NEW		34,241.47
HANDBOOK COMMITTEE		
Binders	67.75	
Publishing	3,650.00	
Total HANDBOOK COMMITTEE		3,717.75
Insurance		
Board of Directors	485.00	
Show/Event Liability	1,078.32	
Total Insurance		1,563.32
Legal-Prof Fees		
Legal-Prof Fees; TAX PREP	680.00	

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Alpaca and Llama Show Association

Profit & Loss

10/08/18

January 1 through October 8, 2018

Accrual Basis

Jan 1 Oct 8, 18

Total Legal-Prof Fees

680.00

Alpaca and Llama Show Association

Profit & Loss

10/08/18

Accrual Basis

January 1 through October 8, 2018

	Jan 1 - Oct 8, 18
REGIONAL SHOW EXPENSE	
BUCKEYE REGIONAL E	
Judges Expense	314.18
Judging Fee	600.00
BUCKEYE REGIONAL E - Other	680.08

Total BUCKEYE REGIONAL E	1,594.26
CENTRAL REGIONAL E	
Awards,Ribbons	725.98
Judge	600.00
Judge Expenses	1,219.58

Total CENTRAL REGIONAL E	2,545.56
ROCKY MOUNTAIN REGIONAL E	
Judge Expense	585.91
Judges Fees	600.00
Ribbons	259.09

Total ROCKY MOUNTAIN REGIONAL E	1,445.00
SOUTHEASTERN REGIONAL E	
Awards, Ribbons	844.99

Total SOUTHEASTERN REGIONAL E	844.99
WESTERN REGIONAL Exp	
Awards/Ribbons	287.83
Facility Fee	600.00

Total WESTERN REGIONAL Exp	887.83

Total REGIONAL SHOW EXPENSE	7,317.64
YOUTH COMMITTEE	
Scholarship	1,000.00

Total YOUTH COMMITTEE	1,000.00

Total Expense	56,525.98

Net Income	-22,125.20

Alpaca and Llama Show Association

Profit & Loss Prev Year Comparison

10/08/18

Accrual Basis

January through September 2018

	Jan - Sep 18	Jan - sep 17
Income a MEMBERSHIP		
REVENUE		
2017 Adult Membership	0.00	9,445.00
2017 Youth Membership	0.00	4,760.00
2018 Adult Membership	7,780.95	200.00
2018 Youth Membership	3,765.02	50.00
Lifetime Member	0.00	500.00
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Total a MEMBERSHIP REVENUE	1 1 ,545.97	14,955.00
ALSA SHOW FEES		
Adult Showmanship Numbers	80.00	120.00
Animal Name Change	0.00	60.00
Animal Number Transfer	296.39	90.00
Animal Recording Numbers	1 ,448.52	2,270.00
Research	25.00	20.00
Sanctioning Fee	2,098.10	2,800.00
Sanctioning Fee Refund	0.00	-100.00
Show Entry Fee	13,573.00	14,886.00
ALSA SHOW FEES - Other	431.00	35.00
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Total ALSA SHOW FEES	17,952.01	20,181.00
GRAND NATIONAL		
a Sponsorships	1 ,208.39	1 ,275.00
Dinner Tickets	0.00	75.00
Entries		
Entry Fees Performance	0.00	255.00
Entry Fees Youth	0.00	125.00
	<hr/>	<hr/>
Total Entries	0.00	380.00
Fleece Sponsor	0.00	50.00
Stalls	0.00	120.00
Vendors	0.00	1 ,280.00
	<hr/>	<hr/>
Total GRAND NATIONAL	1 ,208.39	3,180.00
Income		
Interest Income	0.80	0.00
	<hr/>	<hr/>
Total Income	0.80	0.00
JUDGE REVENUE		
2017 Judge Dues	0.00	650.00
2018 Judges Dues	900.00	0.00
Judges' Clinics Fees	100.00	825.00

Alpaca and Llama Show Association

Profit & Loss Prev Year Comparison

10/08/18

Accrual Basis

January through September 2018

	Jan - Sep 18	Jan - sep 17
Total JUDGE REVENUE	1,000.00	1,475.00
REGIONAL REVENUE		
Central Regional		
Entry Fees	0.00	150.00
Total Central Regional	0.00	150.00
Rocky Mountain Regional		
Entry Fees	1,515.00	2,600.00
Stall Fees	42.00	540.50
Total Rocky Mountain Regional	1,557.00	3,140.50
Southeastern Regional		
Entry Fees Adult	0.00	1,260.00
Total Southeastern Regional	0.00	1,260.00
Western Regional Inc	231.45	0.00
Total REGIONAL REVENUE	1,788.45	4,550.50
Showing/Internet Ads/Web Link z	0.00	20.00
OTHER INCOME		
H Hand Book Sales	15.00	24.00
Interest Earned		
Interest Earned Investment	2.29	96.37
Interest Earned YS	0.29	10.32
Total Interest Earned	2.58	106.69
Misc. Income	10.00	0.00
Scholarship Income	0.00	205.00
Website Income	120.00	0.00
Total z OTHER INCOME	147.58	335.69
Total Income	33,643.20	44,697.19
Gross Profit	33,643.20	44,697.19
Expense a GRAND NATIONAL E		
Awards - Youth	456.00	0.00

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10/08/18

Accrual Basis

Alpaca and Llama Show Association

Profit & Loss Prev Year Comparison

January through September 2018

	Jan - Sep 18	Jan - sep 17
Caterer	500.00	350.00
Committee Expenses		
Room	0.00	0.00
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Total Committee Expenses	0.00	0.00
Facility	500.00	0.00
Invitation Cards	0.00	288.60
Judges		
Travel or Room	952.84	614.60
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Total Judges	952.84	614.60
Programs	0.00	0.00
Ribbons I Awards		
Awards - Alpaca Halter	0.00	0.00
Ribbons - Alpaca Halter	0.00	0.00
Ribbons - Llama Halter	0.00	0.00
Ribbons I Awards - Other	3,050.86	2,711.33
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Total Ribbons I Awards	3,050.86	2,711.33
Storage Unit	756.00	756.00
Supplies	0.00	0.00
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Total a GRAND NATIONAL E	6,215.70	4,720.53
B.O.D. EXPENSES		
BOD Computer	0.00	215.29
BOD Conference Calls	58.50	78.00
BOD Mailing	6.05	316.13
Mailing	0.00	13.66
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Total B.O.D. EXPENSES	64.55	623.08
BANKING FEES		
Bank Charges	0.00	45.00
Credit Card Fees	395.49	2,076.53
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Total BANKING FEES	395.49	2,121.53
Corporation Renewal	46.03	10.00
ELECTION COMMITTEE		
Electronic Election	348.03	0.00
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Total ELECTION COMMITTEE	348.03	0.00
EXECUTIVE OFFICE - NEW		

Alpaca and Llama Show Association

Profit & Loss Prev Year Comparison

10/08/18

Accrual Basis

January through September 2018

	Jan - Sep 18	Jan - sep 17
Computer Backup	333.98	0.00
Constant Contact Eblast Expense	360.00	430.00
Contract Labor - Robin	29,200.00	30,000.00
Executive Office Travel Expense	0.00	0.00
Internet		
Go To My PC	133.92	125.55
Internet - Other	97.41	0.00
	<hr/>	<hr/>
Total Internet	231.33	125.55
Office Supplies	999.77	768.80
Postage	576.41	1,287.35
Telephone		
Internet Usage	1,396.66	1,661.08
Telephone - Other	1,143.32	1,106.78
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Total Telephone	2,539.98	2,767.86
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Total EXECUTIVE OFFICE - NEW	34,241.47	35,379.56
HANDBOOK COMMITTEE		
Binders	67.75	145.50
Handbooks - Postage & Mailing	0.00	0.00
Printing	0.00	1,770.00
Publishing	3,650.00	0.00
	<hr/>	<hr/>
Total HANDBOOK COMMITTEE	3,717.75	1,915.50
Insurance		
Board of Directors	485.00	4,150.00
Show/Event Liability	1,078.32	1,600.00
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Total Insurance	1,563.32	5,750.00
JUDGES CLINICS		
Instructors Fees	0.00	425.00
Materials	0.00	191.56
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Total JUDGES CLINICS	0.00	616.56
JUDGES COMMITTEE		
Badges	0.00	16.77
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Total JUDGES COMMITTEE	0.00	16.77
Legal-Prof Fees		
Legal-Prof Fees; TAX PREP	680.00	0.00

Alpaca and Llama Show Association

Profit & Loss Prev Year Comparison

10/08/18

Accrual Basis

January through September 2018

	Jan - Sep 18	Jan - sep 17
Total Legal-Prof Fees	680.00	0.00
PUBLICATIONS COMMITTEE		
Publish Showring	0.00	228.00
Total PUBLICATIONS COMMITTEE	0.00	228.00
REGIONAL SHOW EXPENSE		
BUCKEYE REGIONAL E		
Awards,Ribbons	0.00	364.41
Facility	0.00	675.00
Judges Expense	0.00	191.71
Judging Fee	0.00	600.00
Misc Expense	0.00	672.80
Obstacles	0.00	200.00
BUCKEYE REGIONAL E - Other	680.08	0.00
Total BUCKEYE REGIONAL E	680.08	2,703.92
CENTRAL REGIONAL E		
Awards,Ribbons	725.98	547.53
Total CENTRAL REGIONAL E	725.98	547.53
ROCKY MOUNTAIN REGIONAL E		
Judge Expense	585.91	808.42
Judges Fees	600.00	600.00
Ribbons	259.09	374.87
Total ROCKY MOUNTAIN REGIONAL E	1,445.00	1,783.29
SOUTHEASTERN REGIONAL E		
Awards, Ribbons	844.99	592.89
Total SOUTHEASTERN REGIONAL E	844.99	592.89
WESTERN REGIONAL Exp		
Awards/Ribbons	287.83	0.00
Facility Fee	600.00	500.00
Total WESTERN REGIONAL Exp	887.83	500.00
Total REGIONAL SHOW EXPENSE	4,583.88	6,127.63
Website Expense		
Development/Upgrade	0.00	250.00

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Accrual Basis

Alpaca and Llama Show Association
Profit & Loss Prev Year Comparison
January through September 2018

	Jan - Sep 18	Jan - sep 17
Web Hosting	0.00	0.00
Website Toolbox	0.00	0.00
	<hr/>	<hr/>
Total Website Expense	0.00	250.00
YOUTH COMMITTEE		
Scholarship		
Hunter Snow Williams	0.00	500.00
Janessa Hall	0.00	500.00
Maura Benton	0.00	500.00
Scholarship - Other	1,000.00	0.00
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Total Scholarship	1,000.00	1,500.00
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Total YOUTH COMMITTEE	1,000.00	1,500.00
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Total Expense	52,856.22	59,259.16
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Net Income	-19,213.02	-14,561.97
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Alpaca and Llama Show Association

Profit & Loss Prev Year Comparison

10/08/18

Accrual Basis

January through September 2018

	\$ Change	% Change
Income a MEMBERSHIP		
REVENUE		
2017 Adult Membership	-9,445.00	-100.0%
2017 Youth Membership	-4,760.00	-100.0%
2018 Adult Membership	7,580.95	3,790.5%
2018 Youth Membership	3,715.02	
Lifetime Member	-500.00	-100.0%
Total a MEMBERSHIP REVENUE	-3,409.03	-22.8%
ALSA SHOW FEES		
Adult Showmanship Numbers	-40.00	-33.3%
Animal Name Change	-60.00	-100.0%
Animal Number Transfer	206.39	229.3%
Animal Recording Numbers	-821.48	-36.2%
Research	5.00	25.0%
Sanctioning Fee	-701.90	-25.1%
Sanctioning Fee Refund	100.00	100.0%
Show Entry Fee	-1,313.00	-8.8%
ALSA SHOW FEES - Other	396.00	1,131.4%
Total ALSA SHOW FEES	-2,228.99	-11.0%
GRAND NATIONAL		
a Sponsorships	-66.61	-5.2%
Dinner Tickets	-75.00	-100.0%
Entries		
Entry Fees Performance	-255.00	-100.0%
Entry Fees Youth	-125.00	-100.0%
Total Entries	-380.00	-100.0%
Fleece Sponsor	-50.00	-100.0%
Stalls	-120.00	-100.0%
Vendors	-1,280.00	-100.0%
Total GRAND NATIONAL	-1,971.61	-62.0%
Income		
Interest Income	0.80	100.0%
Total Income	0.80	100.0%
JUDGE REVENUE		
2017 Judge Dues	-650.00	-100.0%
2018 Judges Dues	900.00	100.0%
Judges' Clinics Fees	-725.00	-87.9%

Alpaca and Llama Show Association

Profit & Loss Prev Year Comparison

10/08/18

Accrual Basis

January through September 2018

	\$ Change	% Change
Total JUDGE REVENUE	-475.00	-
REGIONAL REVENUE		32.2%
Central Regional		
Entry Fees	-150.00	-100.0%
Total Central Regional	-150.00	-100.0%
Rocky Mountain Regional		
Entry Fees	-1,085.00	-41.7%
Stall Fees	-498.50	-92.2%
Total Rocky Mountain Regional	-1,583.50	-50.4%
Southeastern Regional		
Entry Fees Adult	-1,260.00	-100.0%
Total Southeastern Regional	-1,260.00	-100.0%
Western Regional Inc	231.45	100.0%
Total REGIONAL REVENUE	-2,762.05	-60.7%
Showing/Internet Ads[Web Link z	-20.00	-100.0%
OTHER INCOME		
H Hand Book Sales	-9.00	-37.5%
Interest Earned		
Interest Earned Investment	-94.08	-97.6%
Interest Earned YS	-10.03	-97.2%
Total Interest Earned	-104.11	-97.6%
Misc. Income	10.00	100.0%
Scholarship Income	-205.00	-100.0%
Website Income	120.00	100.0%
Total z OTHER INCOME	-188.11	-56.0%
Total Income	-11,053.99	-24.7%
Gross Profit	-11,053.99	-24.7%
Expense a GRAND		
NATIONAL E		
Awards - Youth	456.00	100.0%

Alpaca and Llama Show Association

Profit & Loss Prev Year Comparison

10/08/18

Accrual Basis

January through September 2018

	\$ Change	% Change
Caterer	150.00	42.9%
Committee Expenses		
Room	0.00	0.0%
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Total Committee Expenses	0.00	0.0%
Facility	500.00	100.0%
Invitation Cards	-288.60	-100.0%
Judges		
Travel or Room	338.24	55.0%
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Total Judges	338.24	55.0%
Programs	0.00	0.0%
Ribbons I Awards		
Awards - Alpaca Halter	0.00	0.0%
Ribbons - Alpaca Halter	0.00	0.0%
Ribbons - Llama Halter	0.00	0.0%
Ribbons I Awards - Other	339.53	12.5%
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Total Ribbons I Awards	339.53	12.5%
Storage Unit	0.00	0.00/0
Supplies	0.00	0.0%
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Total a GRAND NATIONAL E	1,495.17	31.7%
B.O.D. EXPENSES		
BOD Computer	-215.29	-100.0%
BOD Conference Calls	-19.50	-25.0%
BOD Mailing	-310.08	-98.1%
Mailing	-13.66	-100.0%
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Total B.O.D. EXPENSES	-558.53	-89.6%
BANKING FEES		
Bank Charges	-45.00	-100.0%
Credit Card Fees	-1,681.04	-81.0%
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Total BANKING FEES	-1,726.04	-81.40/0
Corporation Renewal	36.03	360.3%
ELECTION COMMITTEE		
Electronic Election	348.03	100.0%
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Total ELECTION COMMITTEE	348.03	100.0%
EXECUTIVE OFFICE - NEW		
Computer Backup	333.98	100.0%

Alpaca and Llama Show Association

Profit & Loss Prev Year Comparison

10/08/18

Accrual Basis

January through September 2018

	\$ Change	% Change
Constant Contact Eblast Expense	-70.00	-16.3%
Contract Labor - Robin	-800.00	-2.7%
Executive Office Travel Expense	0.00	0.0%
Internet		
Go To My PC	8.37	6.7%
Internet - Other	97.41	100.0%
Total Internet	105.78	84.3%
Office Supplies	230.97	30.0%
Postage	-710.94	-55.2%
Telephone		
Internet Usage	-264.42	-15.9%
Telephone - Other	36.54	3.3%
Total Telephone	-227.88	-8.2%
Total EXECUTIVE OFFICE - NEW	-1,138.09	-3.2%
HANDBOOK COMMITTEE		
Binders	-77.75	-53.4%
Handbooks - Postage & Mailing	0.00	0.0%
Printing	-1,770.00	-100.0%
Publishing	3,650.00	100.0%
Total HANDBOOK COMMITTEE	1,802.25	94.1%
Insurance		
Board of Directors	-3,665.00	-88.3%
Show/Event Liability	-521.68	-32.6%
Total Insurance	-4,186.68	-72.8%
JUDGES CLINICS		
Instructors Fees	-425.00	-100.0%
Materials	-191.56	-100.0%
Total JUDGES CLINICS	-616.56	-100.0%
JUDGES COMMITTEE		
Badges	-16.77	-100.0%
Total JUDGES COMMITTEE	-16.77	-100.0%
Legal-Prof Fees		
Legal-Prof Fees; TAX PREP	680.00	100.0%

Alpaca and Llama Show Association

Profit & Loss Prev Year Comparison

10/08/18

Accrual Basis

January through September 2018

	\$ Change	% Change
Total Legal-Prof Fees	680.00	100.0%
PUBLICATIONS COMMITTEE		
Publish Showring	-228.00	-100.0%
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Total PUBLICATIONS COMMITTEE	-228.00	-100.0%
REGIONAL SHOW EXPENSE		
BUCKEYE REGIONAL E		
Awards,Ribbons	-364.41	-100.0%
Facility	-675.00	-100.0%
Judges Expense	-191.71	-100.0%
Judging Fee	-600.00	-100.0%
Misc Expense	-672.80	-100.0%
Obstacles	-200.00	-100.0%
BUCKEYE REGIONAL E - Other	680.08	100.0%
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Total BUCKEYE REGIONAL E	-2,023.84	-74.9%
CENTRAL REGIONAL E		
Awards,Ribbons	178.45	32.6%
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Total CENTRAL REGIONAL E	178.45	32.6%
ROCKY MOUNTAIN REGIONAL E		
Judge Expense	-222.51	-27.5%
Judges Fees	0.00	0.0%
Ribbons	-115.78	-30.9%
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Total ROCKY MOUNTAIN REGIONAL E	-338.29	-19.0%
SOUTHEASTERN REGIONAL E		
Awards, Ribbons	252.10	42.5%
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Total SOUTHEASTERN REGIONAL E	252.10	42.5%
WESTERN REGIONAL Exp		
Awards/Ribbons	287.83	100.0%
Facility Fee	100.00	20.0%
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Total WESTERN REGIONAL Exp	387.83	77.6%
Total REGIONAL SHOW EXPENSE	-1,543.75	-25.2%
Website Expense		
Development/Upgrade	-250.00	-100.0%
Web Hosting	0.00	0.0%
Website Toolbox	0.00	0.0%
<hr/>		

9:59 PM

10/08/18

Accrual Basis

Alpaca and Llama Show Association

Profit & Loss Prev Year Comparison

January through September 2018

	\$ Change	% Change
Total Website Expense	-250.00	-
YOUTH COMMITTEE		100.0%
Scholarship		
Hunter Snow Williams	-500.00	-100.0%
Janessa Hall	-500.00	-100.0%
Maura Benton	-500.00	-100.0%
Scholarship - Other	1,000.00	100.0%
	<hr/>	<hr/>
Total Scholarship	-500.00	-33.3%
	<hr/>	<hr/>
Total YOUTH COMMITTEE	-500.00	-33.3%
	<hr/>	<hr/>
Total Expense	-6,402.94	-10.8%
	<hr/>	<hr/>
Net Income	-4,651.05	-31.9%
	<hr/> <hr/>	<hr/> <hr/>

The Office Manager and the Treasurer then departed the conference call.

I. Old Business:

A. Grand National

The Board had a discussion regarding the much increased number of entries being received for this year's Grand National show. Considerable pleasure was expressed, especially in view of negativity being evinced by some members who, it is believed, did not understand the necessity of making changes to the Grand National format in order to keep it a viable event.

The superintendent had informed the President that, due to the mail holiday, she understood more entries were still coming. The Board discussed that a further extension of the deadline should be considered. To wit:

Motion: Extend the deadline for entries for the 2018 Grand National show to October 19th. Motioned by Ron. Seconded by Cathie. Motion unanimously passed.

II. New Business:

- A. Lowering the cost of filing a protest. The current cost is \$250 and may discourage people from filing what would be rightful protests. A suggestion has been made to lower the cost to a more reasonable number. Changing this fee — will it require action by the Protest Committee or a change to the Bylaws and/or Standing Rules? Certainly Handbook information will need to be updated.

This matter received considerable discussion revolving around the possibility that a significant lowering of the protest fee would likely result in frivolous protests as well as nitpicky items unworthy of the committee's time being spent on more important and significant matters of concern. Yet it was determined that a lowering of the fee would be appropriate to encourage members to bring matters that should be considered by the committee to the committee. A motion was then made, to wit:

Motion: Reduce the fee for filing a protest from its current level of \$250.00 to \$200.00. Motion by Deb. Seconded by Lauren. Motion unanimously passed.

- B. Discussion of a possible Bylaw change to seat Boards earlier in the year so a new Board can be more actively involved in the planning of the year's events and procedures. See the committee report below for additional information and items for discussion.

Members of the Board discussed this possible change, which also would require editing of the Standing Rules and a vote of the membership. It was expressed that

this Board, which took office in July, had no part in the planning process for events such as the Grand National show. All members felt that an incoming Board should have more time and "say-so" in the way events that would be under its legacy should be planned, managed, and executed. After unanimous discussion and approval, the following motion was adopted.

Motion: Put before the membership Bylaw changes such that the membership votes earlier in the year for Board of Director members. This membership vote would also include changing the date a new Board takes office to facilitate that Board being involved in planning the Grand National show and other events throughout the year. Motion by Deb. Seconded by Ron. Motion unanimously passed.

- C. Discussion concerning rotation of Board terms so that several Board members are elected each year. Right now, next year there will be two positions open, and in 2020 five positions open. See the Bylaws, Article III — Board of Directors, Section 5. Term and Tenure for complete information about this matter.

This matter arose due to Board vacancies and lack of Board candidates over the past years. It has concerned this Board immensely as 5 of its 7 members are new, having only taken office in July. The members recognize that a reestablishment of the rotate of membership would benefit not only incoming Boards but also the membership by having experienced and history knowledgeable members in place. Deb suggested that Carol and Ron since they were the newest members of the Board agree to accepting two-year terms rather than three-year terms, which would re-establish the rotation very easily. Carol and Ron readily agreed to two-year terms.

- D. A suggestion has been received that the Bylaws no longer need to be printed in the Handbook. In the beginning, they were since most people did not have computers or an internet. Nowadays, they could be on the website where everyone can access them, saving ALSA money by not printing them in the Handbook. People then can print them out if they care to do so.

Discussion recognized that the times have changed since the Bylaws were first put into the Handbook to fill some pages and the facts were that hardly anyone owned a computer or had internet access. A suggestion was made that the entire Handbook should not be printed, thereby saving nearly \$4,000.00 annually in expenses. Discussion of this possibility revolved around it being available on the website where members could print out their own copy. Several judges pointed out that they needed the Handbook in its convenience form at shows, preferring to use the printed version rather than accessing it on a tablet or other device.

A decision was made, asking the President to contact the Handbook Chair, Adryce Mathisen, and ask her to eliminate both the Bylaws/Standing Rules and Life Member list from the Handbook. These items henceforth will be listed on the website.

- E. The ALSA website has some technical problems. These range from members not being able to access parts of it to possible contamination by some means. The Board recognized this needs to be corrected for the benefit of members as well as ALSA's public image. Therefore,

Motion: Engage Dot Tech. to examine the website and submit an estimate to correct its deficiencies and determine what other matters need to be corrected. Motion by Deb. Seconded by Ron. Motion unanimously passed.

- F. Changes have been proposed regarding Part O — Fleece in the Handbook. These had been submitted to the Board earlier. They were discussed and accepted.

Motion: Accept changes to the Handbook, Part O — Fleeces as proposed. Motion by Ron. Seconded by Deb. Motion unanimously passed.

IV. Committee Reports:

Alpaca - Chair: Mary Reed, Liaison: Deb

No report submitted.

By-laws and Standing Rules — Chair: Lougene Baird, Liaison: Bill

A request from the ALSA Board was received by this committee to research and comment on Bylaw changes required to seat a new Board early in the year rather than when the year is half over. As an example, the Committee chose early March to complete voting and the new Board to be seated by the second Tuesday in March regular meeting. The required changes are:

Article III Section 5. Term and Tenure (c) — The term of office shall begin July* the 2nd Tuesday of March following the election.

Article III Section 6. Election (b) — Becoming a declared Candidate. Between January 1 and April January 15, a current member whose membership is in good standing may declare themselves a Candidate.

Article III Section 6. (c) — Declared Candidates must notify the Election Committee of their intention to be placed on the ballot by e-mail or U.S. Postal Service by April 15.

The amendment of the Association Bylaws requires approval by a majority of the Board of Directors and a two-thirds vote of memberships voting. (Article V Amendments Section I. (b)).

Should the Board and membership approve these or other changes, this committee will edit the Standing Rules to compliment the Bylaw changes and submit to the Board for approval and posting.

Respectively submitted,
 Lougene Baird, Chair
 CC committee

Elections - Chair: Lougene Baird, Liaison: Cathie

Over the last several elections the below Life Members' email information has not been updated by the Life Members. Three (Garrison, Jensen and Meyer) have informed this Election Committee they no longer wish to be contacted by ALSA. One is deceased.

"Bounced Back" email adds to election costs as we pay for the elections by the number of Electors who are sent ballots. This is an official list of Life Members who will no longer be placed on the Elector list UNTIL ALSA has current e-mail information. Both this committee and the ALSA office have diligently worked to locate these Life Members to no avail. A duplicate copy of this list has been sent to the ALSA office for its records.

ALSA Life Members without contact info March 8, 2018

M1369			Blackwater	MO	
M32		Betsy	Rio Rancho	NM	
M25	Bingham	Kay & Dino	Stockton	CA	
M29	Ekerson	Jean A.	Medford	OR	
M65	Foster/Howe	Brenda/Patti	Clearmont	WY	
M76	Garrison	Lars	Stanford	VT	Opt out 3/2018
M11	Hanke	Maria			
M23	Hanon	Tina	Ravensdale	WA	
M3905	Hough	Kathy & Larry	Oakton	VA	
M10	Hunewill	Janet Bliss	Wellington	NV	
M67	Jensen Atkinson Bell	Lars Marcia & Jim	Cookstown	Canada	Opt out 3/2018

		Kathy & Larry Wellington NV	OaktonVA will Janet Bliss	
	Jensen	Lars	Cookstown Ont	Canada opt out 3/2018
M40	Johnson	Paul	LaCrescent	MN
M19	Johnson	Anne		<u>deceased</u>
M47	Kerstetter	Tullilli		UT
M31	Lammle	Marie & Barry	Dewinton, Alb	Canada
M33	<u>Lichter</u>	<u>Sigmund J.</u>	Frazier Park	CA
M57				
M81	<u>Luckman</u>	<u>Dale G.</u>		
M15	Meile	<u>Bernard H.</u>	Oakville	WA
	Meyer	Della @ Leslie		<u>opt out 3/2018</u>
	Moe	<u>Sonja J.</u>	La Crosse	WI
	Murphy	Janice		
	<u>Nicholson</u>	Diane	Twin Falls	ID
M38	Moe	Sonja J.	La Crosse	WI
M89	Murphy	Janice		
M87	Nicholson	Diane	Twin Falls	ID
M46	Pfrangle	Kerby & Louie	Worland	WY
M13	Rumore	Nancy C.	Rayne	LA
M7744	Russell	Cheryl	Redmond	OR
M5953	Scott	Beverly	Summertown	TN
M4433	Sheehan	Karen & Brian	Olivia	MN
M39	Shelor	Theodora S.	Demorest	GA
M58	Westin	Tina & Bob	Lompoc	CA
M3526	Youngers	Tasia	Virginia Beach	VA

Regards,

Lougene Baird, Chair

Cc Committee

Ethics - Chair: Cheryl Lambert, Liaison: Cathie

There is nothing to report at this time.

Respectfully Submitted

Cheryl Lambert
ALSA Ethics Chair

Finance & Budget - Chair: Vern Wright, Liaison: Debbie
No report submitted. See the Treasurer's report above.

Fleece - Chair: Judy Glaser, Liaison: Deb
We looked at the scorecards and they will be reworked for downsizing.

Grand National - Chair: Glenna Overmiller, Liaison: Cathie

I would only like to let the board know that the committee is putting the final touches on things to get everything done for Grand Nationals. Entries are continuing to come in and everyone seems very excited.

I would also like to ask the board if they would donate 10 ALSA numbers for door prizes? We have one of the Nebraska youth groups making some door prizes, and the ILR has donated 10 certificates. Would you please consider giving 10 certificates for ALSA numbers.

Thank you,
Glenna

The Board, being very willing to help the Grand National, decided with very little discussion, to grant the superintendent's request.

Motion: Donate ten (10) and National LSA tracking numbers for door prizes at the 2018 Grand National show. Motion by Cathie. Seconded by Deb.
Motion passed unanimously.

Handbook — Chair: Adryce Mathisen, Liaison: Bill

Attached are the proposed changes to Part O - Fleece. Please review these and get back to me with your comments and/or requested changes. In general, the scorecards have been reworked for clarity and the handbook verbiage reflects these changes. Alternate age group separations have been included to allow appropriate separations for both small and larger shows.

Judges' - Chair: Barb Harris, Liaison: Ron
ALSA Judge's Committee Report October 2018

At this time over half of the judges have participated on the annual conference call. Dates and times will be set up over the next two weeks to try and get the remaining judges on the calls.

Covered on the conference call:

The importance of the Annual Report and filling it out correctly.

The correct way to signify on the performance score card an off course so clerks don't inadvertently place an animal/exhibitor who has gone off course.

A cruise for judges that has been discussed by Barb Harris and Deb Yeagle. There was interest in the possibility of a cruise for judges sometime in the time frame of Nov 2019 — Jan 2020.

The board's decision of reverting back to the board liaison selecting the chair of the Judge's Committee also was discussed. Many of the judges over both calls were very displeased with this decision. When former board members Paul Schwartz and Jim Doyle polled the judges the majority of the judges were in favor of electing their own chair. Over the years many judges have been impacted by board members and board liaisons that had agendas and or personal grievances against them. By allowing the judges to elect their chair it gave them the ability to select a chair that they felt was fair and impartial. Now the feeling is that the board has ulterior motives in making this decision especially since there was no communication to the judges as to the motivation behind this decision.

Respectfully submitted,
ALSA Judge's Committee
Barb Harris — chair
Maryan Baker
Margaret Henry
Patti Morgan
Mary Reed

The Board had been informed by other members that discussion of the above matters was done where the public was made privy to it. Some judges had also expressed their concerns over remarks made during a judges' conference call. During this discussion, it was pointed out that committee chairs serve at the pleasure of the Board and judges are certified by the Board. The Board recognized that the above report was submitted after the chair had submitted her resignation but was very perturbed and concerned and wanted to swiftly clear up any misconceptions, actions and complaints. The liaison was asked to request the chair attend the November 13 meeting.

Membership - Chair: open, Liaison: Debbie

No report submitted.

Performance - Chair: Anna Reese, Liaison: Carol

An inquiry and proposed rule changes were submitted to the committee and discussion followed. Scoring for incomplete obstacles, 3 refusals and out rule, and questions regarding

what is a refusal were discussed and the committee is standing behind the rule book as written.

Thank you

Anna Reese

Protest - Chair: Cheryl Lambert, Liaison: Ron

There is nothing to report at this time.

Respectfully Submitted

Cheryl Lambert

ALSA Protest Chair

Publications, Promotions, Marketing and Web Site - Chair: Ruby, Liaison: Deb

No report submitted.

Regional Committee - Chair: Susan Leslie: Deb

No report submitted.

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

No report submitted.

Youth Committee - Chair: Hunter Williams — Liaison: Carol

Hunter Williams the Chair of the Youth Committee sent an email to all of the committee members about the youth auction and to see who may be interested in running it this year. Hunter Williams, Cindy Ruckman, and Mark Foerder all indicated that they would not be attending this year. Hunter spoke with Adryce Mathison at the Oklahoma State Fair and she said that both her and Deb Yeagle would be at the National and would be happy to take over the auction. We hope it is a great show and that the auction brings in lots of money for the youth scholarship.

Motion: Accept the committee reports as written. Motion by Ron.
Seconded by Cathie. Motion unanimously passed.

The next regular Board meeting will be November 13, 2018.

Motion to Adjourn at 8:33p.m. CDT Motion by Cathie. Seconded by Ron.
Motion passed unanimously.

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.