

ALSA Board of Directors Minutes

March 20, 2019

Call to order: 7:00 p.m. CST

Roll call:

Board Members present: Bill Feick, President
Cathie Kindler, Vice- President
Ron Baird, Secretary
Debbie Andrews
Carol Rutledge (joined at 7:05 p.m.)
Lauren Wright
Deb Yeagle

Others present: Vern Wright, Treasurer
Robin Turell, Office Manager
Cyndi Ernst (joined at 8:13 p.m.)

I. Office Manager's Report:

BOD Meeting - Office Report Wednesday, March 20, 2019

1. Memberships

As of March 13, 2019, we currently have 147 regular members. That is an increase of 47 members from the last meeting.

We currently have 90 youth members. That is an increase of 52 youth members from the last meeting.

We have 116 LIFE Members.

We have 45 judges and 8 apprentices.

2. Shows:

As of today, March 13, 2019 there are currently 23 shows on the ALSA calendar.

3. Items needed for discussion

- We have also not received funds from one show that was held in August of 2018. We have received their results on Dec. 12, 2018, but not the funds due to ALSA.
Fees collected at this show and due to ALSA are \$765.00
Received a \$138.14 refund check from Verizon as a result of changing the phone system around last year.

4. Discussion of office work and promotion – recap

Robin checks to see if a caller is a member, if not, she gets them to renew their membership or join ALSA> She also inquires if they would put on a show or be a superintendent of a show, to promote ALSA shows.

Robin mentioned YouTube has a “show video”.

Marcie Saska-Agnew will once again this year have her wonderful Colorado show in July.

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

Motion to approve and pay the Office expenses for the month of February. Motion by Ron. Seconded by Debbie. Motion passed unanimously.

Robin left the conference call at 7:12 p.m.

II. Treasurer's Report:

See the complete financials attached hereto as Addendum B.

Vern reported approximate financial numbers as \$11,000 in checking, \$30,000 in savings, and \$4,900 in the Youth Scholarship account. About \$32,850 will be paid to Robin this year, which barring some improvement in show fees, will leave ALSA with about \$3,600. Memberships in 2019 are down from 2018, sanctioning fees are down, however, more animals are being recorded compared to 2018. Total revenues are up about \$1,000 from 2018.

Carol will send Vern information about the Youth Scholarships to be awarded.

Motion to approve the Treasurer's report for February, 2019 as presented. Motion by Ron. Seconded by Carol. Motion passed unanimously.

Vern left the conference call at 8:22 p.m.

III. Committee Reports:

Alpaca - Chair: Mary Reed, Liaison: Deb

Nothing to report.

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

The latest Bylaws dated March 8, 2018, are being edited to reflect the results of the recently completed Bylaws change ballot and will be sent to the Board for review. The Standing Rules will be edited reflecting the changes in the Bylaws for the dates and procedure for future Director elections. This document will be forwarded to the Board for review.

Once these documents are approved by the Board, this Committee requests the Board forward to the ALSA office for placement on the organizations website.

Respectfully,
Lougene Baird, Chair

Motion: Accept the Bylaws and Standing Rules changes as presented. Motion by Deb. Seconded by Ron. Motion passed unanimously.

Elections - Chair: Lougene Baird, Liaison: Cathie

The Board approved Proposed Bylaw change and one Opinion Poll Question was completed March 8.

The results are as follows.

Question 1 – Hold Director Election in the fall of the year – **PASSED**

Yes votes - 89 (100% in favor).

Question 2: Further define consequences of being ejected from the Board - **PASSED**

Yes votes 79 (88.8%) - No votes 10 (11.2%).

Opinion Pole – Fix the ALSA website. Yes – 57 (76.0%), No – 18 (24%), Abstained – 14 (15.7%)

ALSA had 216 Members in Good Standing as of the Day of Record (2/13/2019).

Of the 216, 89 (41.2%) voted.

Thank you to the 89 Members in Good Standing who invested in the future of ALSA by voting.

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

Nothing to report.

Grand National - Chair: Open, Liaison: Cathie

Bill reported he has not heard back from one person who expressed interest in chairing this committee. Issuing an E-Blast to all members to get a chairperson for the Grand National. Without a chairperson, the fate of the show is uncertain.

Handbook – Chair: Adryce Mathisen, Liaison: Bill

As recommended by the Handbook Committee, the following motion was adopted.

Motion: Accept Reggie Durch as a member of the Handbook Committee.

Motion by Deb. Seconded by Lauren. Motion unanimously passed.

Judges' - Chair: Cyndi Ernst, Liaison: Ron

Handbook: There are a number of changes that have been made in the Judge's and Apprentice Part (S) of the Handbook. They will be submitted by the Handbook Committee.

Overview: I have noted sections but there may be an adjustment in the alphanumeric order as the final Handbook is published.

a. Combining Performance and Youth Certifications: This clarifies how an alpaca apprentice acquires Performance and Youth certification by taking Llama Performance and Youth Apprenticeships. Section S Section 1

b. Lowered the number of show entries for an Apprentice to be allowed to serve an apprenticeship from 50-40. Section 2 A, E4

c. Updated language in the section setting rules for certification to be a National or Regional Judge. Section 1 and Section 2

d. Updated the language that outlines how a Clinic Instructor can be certified. S Section 5, B1

e. Delete S Section B 8 "Llama Judges that have met the criteria established by the Judges' Committee to accept apprentices will be designated on the official judges list by an asterisk beside their name."

B8 is confusing to members. Judges with 5 years of tenure may not be certified to judge at National and regional Shows because they do not have the required number of shows judged and/or the required number of entries in one of the shows.

Tracy Weaver: Tracy is being submitted as a Performance and Youth Clinic Apprentice Instructor for llamas. She completed her first Instructor Apprenticeship at the 2019 Florida Clinic under Deb Yeagle. After discussion, the Board decided no vote on this recommendation was necessary.

Bill Feick: The Judge's Committee received a letter from Barb Harris questioning Bill Feick's certification to be a Llama Halter, Performance and Youth Instructor. I researched the issue and polled the entire Judge's Committee. They unanimously recommend that the vote stay as it stands: **Accepted and Passed**

Executive Session to discuss personnel matters.

Regards,
Cyndi Ernst, Judge's Committee
Chairperson and the Committee

After discussion of various items, the Board voted on the recommendation of the Judges' Committee.

Motion: Accept the Judges' Committee recommendation that Steve Auld be licensed to judge llamas, performance and youth. Motion by Carol. Seconded by Lauren. Motion passed.

Motion: Request Cyndi Ernst contact Harvey Poole and offer him the opportunity to become an ALSA llama judge. Motion by Cathie. Seconded by Carol. Motion passed unanimously.

Membership - Chair: open, Liaison: Debbie

No report submitted.

Performance - Chair: Anna Reese, Liaison: Carol

After much discussion, the Performance Committee has decided to stand with the original change of only one llama per one youth.

Thank you,

Anna Reese

Performance Committee Chair

The Board has discussed this matter at length over a period of months. It was decided that the Board would make the following rule change effective immediately.

Motion: ALSA recommends that there be one lama for one youth, but the show superintendent may allow two youth to use the same lama but in different age divisions. In no case may more than two youth use the same lama. Motion by Cathie. Seconded by Lauren. Motion passed unanimously.

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 was received.

Putting out an E-Blast for a new chair was suggested.

Deb suggests the development of a trifold brochure to be available at shows to promote other shows.

Regional Committee - Chair: Susan Leslie: Deb

The committee is trying to get a group together to oversee and promote the regional shows. Also, it has become known that a superintendent is needed for this year's Oklahoma-based regional show.

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

Lauren

No report submitted.

Youth Committee - Chair: Open – Liaison: Carol

Adryce Mathison has resigned from this committee per oral communication from Bill.

Robin Sturgeon has agreed to chair this committee.

ALSA has two scholarship winners, Faith Gomez of Clayton, Indiana and Madison Wells of Fort Wayne, Indiana.

The Board wishes to acknowledge and recognize the work done on scholarships by Sue Davis. A letter will be sent to her in this regard.

**Motion: Accept Robin Sturgeon as chair of the Youth Committee.
Motion by Carol. Seconded by Cathie. Motion unanimously passed.**

Old Business:

A. Discussion of Grand National for 2019.

B. Motions passed in the interim between meetings of the Board:

Approval of an E-Blast to members regarding a beginning and advanced llama halter judges' clinic and a beginning and advanced fleece judges' clinic in November at the ranch of Susan Leslie in Texas with Deb Yeagle as the instructor. Motion passed as of March 7, 2019.

Approval of an E-Blast to members regarding Glenna Overmiller resigning as Grand National Chair and seeking a new Chair. Motion passed as of March 15, 2019.

IV. New Business:

A. Executive Session to discuss certain aspects of a committee report dealing with personnel.

Motion: Enter Executive Session. Motion by Cathie. Seconded by Deb. Motion unanimously passed at 8:04 p.m.

Motion to exist Executive Session. Motion by Cathie. Seconded by Deb. Motion unanimously passed at 8:33 p.m.

B. Discussion of new date for 2019 Handbook to be issued.

The Handbook is just about ready to be sent to the Board for final review.

There will be a Special Board meeting April 1, 2019 at 7:00 p.m. CDT to discuss the Future of the Grand National.

The next regular Board meeting will be April 15, 2019 at 7:00 p.m. CDT.

Motion to Adjourn at 8:36p.m. CDT. Motion by Cathie. 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.

**Addendum
ALSA Financial Statements
February, 2019**

Income a	Jan - Feb 19	Jan - Feb 18
MEMBERSHIP REVENUE		
2018 Adult Membership	0.00	5,115.00
2018 Youth Membership	0.00	1,700.00
2019 Adult Membership	4,042.10	0.00
2019 Youth Membership	1,513.94	0.00
Total a MEMBERSHIP REVENUE	5,556.04	6,815.00
ALSA SHOW FEES		
Adult Showmanship Numbers	19.15	60.00
Animal Number Transfer	33.62	75.00
Animal Recording Numbers	555.50	80.00
Sanctioning Fee	421.20	550.00
Show Entry Fee	276.00	1,186.00
Total ALSA SHOW FEES	1,305.47	1,951.00
ALSA T Shirt	306.00	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	850.00
2019 Judges Dues	1,935.95	0.00

Judges' Clinics Fees	1,178.70	100.00
Total JUDGE REVENUE	<u>3,114.65</u>	<u>950.00</u>
REGIONAL REVENUE		
Rocky Mountain Regional		
Stall Fees	0.00	42.00
	<u>0.00</u>	<u>42.00</u>
Total Rocky Mountain Regional	0.00	42.00
Total REGIONAL REVENUE	0.00	42.00
Showing/Internet	20.00	0.00
Ads/Web Link z		
OTHER INCOME		
H Hand Book Sales	0.00	15.00
Interest Earned		
Interest Earned Investment	0.00	0.74
Interest Earned YS	0.00	0.09
Total Interest Earned	<u>0.00</u>	<u>0.83</u>
Misc. Income	15.00	0.00
Web	0.00	100.00

Gross Profit	10,845.91	9,873.83
Expense a GRAND		
NATIONAL E		
Facility	0.00	500.00
Total a GRAND NATIONAL E	<u>0.00</u>	<u>500.00</u>
ALSA Phone/iPad	281.09	0.00

ALSA TShirts	323.04	0.00 Total z OTHER INCOME
Total Income	<u>15.0</u>	<u>115.8</u>
	<u>10,845.9</u>	<u>9,873.8</u>
	Jan - Feb 19	Jan - Feb 18
B.O.D. EXPENSES		
BOD Conference Calls	<u>68.3</u>	<u>13.0</u>
Total B.O.D. EXPENSES	68.39	13.00
BANKING FEES		
Credit Card Fees	0.00	249.21
Total BANKING FEES	<u>0.00</u>	<u>249.21</u>
Corporation Renewal	452.00	0.00
EXECUTIVE OFFICE - NEW		
Computer Backup	0.00	129.89
Constant Contact Eblast Expense	135.00	90.00
Contract Labor - Robin	43,800.00	7,300.00
Internet		
Go To My PC	0.00	133.92
Total Internet	<u>0.00</u>	<u>133.92</u>
Office Supplies	96.44	299.96
Postage	194.79	186.02
Telephone		
Internet Usage	339.10	377.05
Telephone - Other	178.18	285.64
Total Telephone	<u>517.2</u>	<u>662.69</u>
Total EXECUTIVE OFFICE - NEW	44,743.51	8,802.48
IRS	36.37	0.00
JUDGES CLINICS		
Instructors Fees	1,050.00	0.00
Total JUDGES CLINICS	<u>1,050.00</u>	<u>0.00</u>
PUBLICATIONS COMMITTEE		
Commission, "Showring"	228.00	0.00

Total PUBLICATIONS COMMITTEE	<u>228.0</u>	<u>0.0</u>
Total Expense	<u>47 182.4</u>	<u>9 564.6</u>
Net Income	<u>-</u>	<u>309.1</u>

Gross Profit	972.08	9.9%
Expense a GRAND NATIONAL E Facility	-500.00	-100.0%
Total a GRAND NATIONAL E	<u>-500.00</u>	<u>-100.0%</u>
ALSA Phone/iPad	281.09	100.0%

ALSA TShirts	323.04 \$ Change	100.0% Total z OTHER INCOME % Change
Income a MEMBERSHIP REVENUE		
2018 Adult Membership	-5,115.00	-100.0%
2018 Youth Membership	-1,700.00	-100.0%
2019 Adult Membership	4,042.10	100.0%
2019 Youth Membership	1,513.94	100.0%
Total a MEMBERSHIP REVENUE	-1,258.96	-18.5%
ALSA SHOW FEES		
Adult Showmanship Numbers	-40.85	-68.1%
Animal Number Transfer	-41.38	-55.2%
Animal Recording Numbers	475.50	594.4%
Sanctioning Fee	-128.80	-23.4%
Show Entry Fee	-910.00	-76.7%
Total ALSA SHOW FEES	-645.53	-33.1%
ALSA T Shirt	306.00	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	-850.00	-100.0%
2019 Judges Dues	1,935.95	100.0%
Judges' Clinics Fees	1,078.70	1,078.7%
Total JUDGE REVENUE	2,164.65	227.9%
REGIONAL REVENUE		
Rocky Mountain Regional		
Stall Fees	-42.00	-100.0%
Total Rocky Mountain Regional	-42.00	-100.0%
Total REGIONAL REVENUE	-42.00	-100.0%
Showing/Internet Ads/Web Link z OTHER INCOME	20.00	100.0%
H Hand Book Sales	-15.00	-100.0%
Interest Earned		
Interest Earned Investment	-0.74	-100.0%
Interest Earned YS	-0.09	-100.0%
Total Interest Earned	-0.83	-100.0%
Misc. Income	15.00	100.0%
Website Income	-100.00	-100.0%
Total Income	-	- %
% Change	972.0	9. %
B.O.D. EXPENSES		
BOD Conference Calls	55.3	426%

Total B.O.D. EXPENSES	55.39	426.1%
BANKING FEES		
Credit Card Fees	-249.21	-100.0%
Total BANKING FEES	-249.21	-100.0%
Corporation Renewal	452.00	100.0%
EXECUTIVE OFFICE - NEW		
Computer Backup	-129.89	-100.0%
Constant Contact Eblast Expense	45.00	50.0%
Contract Labor - Robin	36,500.00	500.0%
Internet		
Go To My PC	-133.92	-100.0%
Total Internet	-133.92	-100.0%
Office Supplies	-203.52	-67.9%
Postage	8.77	4.7%
Telephone		
Internet Usage	-37.95	-10.1%
Telephone - Other	-107.46	-37.6%
Total Telephone	-145.41	-21.9%
Total EXECUTIVE OFFICE - NEW	35,941.03	408.3%
IRS	36.37	100.0%
JUDGES CLINICS		
Instructors Fees	1,050.00	100.0%
Total JUDGES CLINICS	1,050.00	100.0%
PUBLICATIONS COMMITTEE		
Commission, "Showring"	228.00	100.0%

Total PUBLICATIONS COMMITTEE	_____	_____
Total Expense	228.0	100%
Net Income	37,617.7	393%
	_____	_____
	-	%

9/19
ual Basis

Balance Sheet

As of March 19, 2019

		Mar 19
		46,056.2
		46,056.2
		46,056.2
ASSETS		
Current Assets		
Checking/Savings		
Chase - Operating	11,151.73	
Chase Savings Account	30,000.00	
Youth Scholarship Account	4,904.48	
Total Checking/Savings		
Total Current Assets		
TOTAL ASSETS		32,850.0
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
Accounts Payable	32,850.00	
Total Accounts Payable		
Total Current Liabilities		
Total Liabilities	32,850.00	
Equity		
Opening Bal Equity	49,204.42	
Retained Earnings	338.28	
Net Income	-36,336.49	

Total Equity
TOTAL LIABILITIES & EQUITY

13 206.2
46 056.2