

# ALSA Board of Directors Board Meeting Minutes September 11, 2019

**Call to order:** 7:04 p.m. CDT

**Roll call:**

Board Members:	Cathie Kindler, President Lauren Wright, Vice-President Ron Baird, Secretary Debbie Andrews Carol Rutledge Deb Yeagle
Others:	Vern Wright, Treasurer Robin Turell, Office Manager Sandi Auld, Grand National Superintendent

**I. Office Manager's Report:**

BOD Meeting - Office Report Wednesday, September 11, 2019

1. Memberships

As of September 4, 2019, we currently have 208 regular members. That is an increase of 10 members from the last meeting. Last year at this time we had 214 regular members.

We currently have 188 youth members. That is an increase of 23 youth members from the last meeting. Last year at this time we had 188 youth members.

We have 116 LIFE Members.

We have 47 judges and 8 apprentices.

2. Shows:

As of today, September 4, 2019 there are currently 58 shows on the ALSA calendar. Last year at this time there were 71.

3. Discussion of office work and promotion – recap –

Robin reported she had talked to one person regarding that person's sponsorship of this year's Grand National Show, as the person has done in past years. She said the party had not considered or thought about the matter so far.

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

Office expenses for August of \$22.72.

**Motion to approve and pay the Office expenses for the month of August. Motion by Lauren. Seconded by Carol. Motion unanimously passed.**

The Office Manager left the conference call at 7:11 p.m. CDT.

**II. Treasurer's Report:**

Vern Wright reported on the year's progress financially thus far. The considerable cost-cutting measures that have been implemented have enabled ALSA to experience essentially the same profit and loss status as a year ago, despite a slight decline in memberships and thirteen fewer shows in 2019 compared to 2018. The Office accounts for over 75% of the expenses that ALSA incurs.

See the financials in Appendix A attached hereto.

Vern left the conference call at 7:24 p.m. CDT.

**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 – September

There is no activity in the Election Committee. 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

Sandi Auld, Grand National Superintendent, joined the conference call at 7:24 p.m. CDT.

Sandi reported the entry forms for Grand National have been sent to the office for publication on the ALSA website as well as for distribution via an E-Blast to all members.

Participant packets are being prepared.

The schedule of classes will be for performance classes on Friday, halter, showmanship and youth judging on Saturday. The annual membership meeting will be held Saturday during the same time as youth judging.

Rental costs for the show have been reduced this year by not renting the Morton Building, which last year was used for a meeting of Judges, the annual meeting, and the dinner.

Sandi has discovered additional barns and stalls are available, one of which is a much newer and user-friendly facility.

Lauren mentioned that she has found a new source for trophies, which are very beautiful and reasonably priced.

All Judges' contracts have been returned.

It was reported an anonymous \$250 gift has been given specifically for assisting in defraying costs of the Grand National Show.

**Handbook** – Chair: Adryce Mathisen, Liaison: Carol

Attached is the updated Performance Information sheet for the 2019 Handbook. Currently, the 2017 requirements are in place. This page should be located under the Performance Information tab on the ALSA Website. The intent is to have document summarizing performance course requirements.

The Handbook link on the ALSA website now includes an addendum that references the change in the age range for Junior exhibitors so that the information regarding the official rules are on the website all in one place.

Thanks – Adryce

Performance Course Information for 2019 ALSA Handbook

22<sup>nd</sup> Edition

See Part M for complete rules and requirements

Mandatory Obstacles		
Obstacle	Pack	Public Relations
Bridge or Ramp Jumps Flexibility and	Bridge or Ramp Step Over (12" Max) Manageability	Stairs or Ramp Pick up foot, show teeth Load in Vehicle

Maneuverability Change of Pace Backing	Take off Pack (except youth) Flexibility and Maneuverability	Backing Petting
<b>8 obstacles</b> required for Novice and Junior Classes		
<b>10 obstacles</b> required for Intermediate, Senior, Alpaca, Open, Advanced and Masters Classes		
Only one backing obstacle allowed per course		

**Performance Course Obstacle Size Requirements**  
See Part M for complete rules and requirements

<b>Bridge/Ramp/Stairs</b>		
Bridge/Ramp/Stair Width	Min. 30" Min. 24"	Novice, Youth, Open Advanced, Masters
Bridge Height	Max. 24"	All Classes
Stairs	Min. 10" depth Max. 9" height	All Classes. Stairs must be the same width as the bridge.
<b>Jumps/Step-Overs</b>		
Jump Height	Min. 14" - Max. 20"	Masters, Advanced, Novice, Alpaca, Open
	Max. 18"	Senior and Intermediate
	Max. 15"	Junior
Jump Crossbar	Min. 3" diameter	All Classes
Solid Jump	Min. 4' width Max. 12" height Max. 20" deep.	All Classes
Step-Over	Max. 12"	All Classes
<b>Other Obstacles</b>		
Deadfall	Min. 6 sticks Min. 8' in Diameter.	All Classes
Platform Obstacle	Max. 10" height if turn around Max. 12" height if carrying pack Min. 5' sq. if doing turn around	All Classes
Water Obstacle	Min. 4" - Max. 12" water depth Min. 4' x 4' in size	All Classes
Backing	Min. width 24" Min. length 10'	All Classes
Load in Vehicle	Minimum size 10' x 5' Max. height 30" off ground	All Classes

**Judges'** - Chair: Cyndi Ernst, Liaison: Ron

1. The Judge's Committee has received a complaint letter about one of our judges. The Committee has investigated the complaint and is handling it internally. Board assistance is not needed at this time.

2. I will be sending notes to the Judges, updating them on current issues and portions of the handbook that they need to review.

Cyndi Ernest  
Chair

**Membership** - Chair: open, Liaison: Debbie

No report submitted

**Performance** - Chair: Anna Reese, Liaison: Carol

The Performance Committee is proposing that the BOD reach out to the ILR to request that they lower the senior division age to 18. The committee came to this decision based on several factors. First, the thought of having a possible college sophomore, 19-20-year-old, competing against a 15-year-old child seems unfair. The consensus was that these competitors are young adults at that point, who should compete with the adults. Secondly, the committee was inquiring as to how to meet in the middle to make dual-sanctioned shows more equitable. If we're working together to make clerking easier for superintendents to run a dual-sanctioned show, we feel there should be give and take. We lowered our junior age to meet the ILR guideline, and we do not support raising the senior age at this time.

Thanks,  
Anna Reese  
Performance Committee Chair

**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

No report submitted

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

Liaison: Lauren

No report submitted.

**Youth Committee** - Chair: Robin Sturgeon – Liaison: Carol

There is nothing new to report currently.

Respectfully,  
Robin Sturgeon

**IV. Old Business:**

**A. Grand National update and discussion**

Please see the discussion above under Grand National Show.

**V. New Business:**

**A. None brought forth.**

The next Board meeting will be September 25, 2019 at 7:00 p.m. CDT.

**Motion to Adjourn at 7:50 p.m. CDT. Motion by Ron.  
Seconded by Carol. 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***

10:20 PM  
09/09/19  
Accrual Basis

Alpaca and Llama Show Association  
**Balance Sheet**  
As of August 31, 2019

	<u>Aug 31, 19</u>
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
Chase - Operating	4,702.34
Chase Savings Account	25,001.01
Youth Scholarship Account	3,904.64
Total Checking/Savings	<u>33,607.99</u>
Total Current Assets	<u>33,607.99</u>
<b>TOTAL ASSETS</b>	<u><u>33,607.99</u></u>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	-4,150.00
Total Accounts Payable	<u>-4,150.00</u>
Total Current Liabilities	<u>-4,150.00</u>
Total Liabilities	<u>-4,150.00</u>
Equity	
Opening Bal Equity	49,204.42
Retained Earnings	339.45
Net Income	-11,785.88
Total Equity	<u>37,757.99</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>33,607.99</u></u>

10:19 PM

09/03/19

Accrual Basis

**Alpaca and Llama Show Association**  
**Profit & Loss Prev Year Comparison**  
 January through August 2019

	Jan - Aug 19	Jan - Aug 18
<b>Income</b>		
<b>a MEMBERSHIP REVENUE</b>		
2018 Adult Membership	0.00	7,413.40
2018 Youth Membership	0.00	3,692.08
2019 Adult Membership	7,728.34	0.00
2019 Youth Membership	4,119.50	0.00
<b>Total a MEMBERSHIP REVENUE</b>	<b>11,847.84</b>	<b>11,105.48</b>
<b>ALSA SHOW FEES</b>		
Adult Showmanship Numbers	57.45	80.00
Animal Number Transfer	61.84	210.00
Animal Recording Numbers	1,420.21	1,254.95
Research	0.00	25.00
Sanctioning Fee	2,294.77	2,098.10
Show Entry Fee	9,398.07	10,273.00
ALSA SHOW FEES - Other	0.00	431.00
<b>Total ALSA SHOW FEES</b>	<b>13,232.34</b>	<b>14,372.05</b>
ALSA T Shirt	763.00	0.00
<b>GRAND NATIONAL</b>		
a Sponsorships	96.35	626.80
Entries	387.00	0.00
Overpayments	141.75	0.00
<b>Total GRAND NATIONAL</b>	<b>625.10</b>	<b>626.80</b>
<b>Income</b>		
Interest Income	0.00	0.70
<b>Total Income</b>	<b>0.00</b>	<b>0.70</b>
<b>JUDGE REVENUE</b>		
2018 Judges Dues	0.00	900.00
2019 Judges Dues	2,082.05	0.00
Judges' Clinics Fees	1,178.70	100.00
<b>Total JUDGE REVENUE</b>	<b>3,260.75</b>	<b>1,000.00</b>
<b>REGIONAL REVENUE</b>		
Rocky Mountain Regional		
Entry Fees	48.10	0.00
Stall Fees	0.00	42.00
<b>Total Rocky Mountain Regional</b>	<b>48.10</b>	<b>42.00</b>
Western Regional Inc		
Entry Fees	77.05	0.00
<b>Total Western Regional Inc</b>	<b>77.05</b>	<b>0.00</b>
<b>Total REGIONAL REVENUE</b>	<b>125.15</b>	<b>42.00</b>
Showing/Internet Ads/Web Link	20.00	0.00
<b>z OTHER INCOME</b>		
H Hand Book Sales	0.00	15.00
Interest Earned		
Interest Earned Investment	0.00	2.29
Interest Earned Y3	0.00	0.29
<b>Total Interest Earned</b>	<b>0.00</b>	<b>2.58</b>



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09/11/19

Accrual Basis

**Alpaca and Llama Show Association**  
**Profit & Loss Prev Year Comparison**  
 July 28 through September 1, 2019

	Jul 28 - Sep 1, 19	Jul 28 - Sep 1, 18
<b>Income</b>		
<b>a MEMBERSHIP REVENUE</b>		
2018 Adult Membership	0.00	298.40
2018 Youth Membership	0.00	192.08
2019 Adult Membership	546.70	0.00
2019 Youth Membership	533.59	0.00
<b>Total a MEMBERSHIP REVENUE</b>	<b>1,080.29</b>	<b>490.48</b>
<b>ALSA SHOW FEES</b>		
Animal Number Transfer	14.32	0.00
Animal Recording Numbers	58.30	319.95
Sanctioning Fee	196.35	48.10
Show Entry Fee	1,261.00	1,705.00
<b>Total ALSA SHOW FEES</b>	<b>1,529.97</b>	<b>2,073.05</b>
<b>GRAND NATIONAL</b>		
<b>a Sponsorships</b>		
	96.35	626.80
<b>Total GRAND NATIONAL</b>	<b>96.35</b>	<b>626.80</b>
<b>Income</b>		
Interest Income	0.00	0.80
<b>Total Income</b>	<b>0.00</b>	<b>0.80</b>
<b>REGIONAL REVENUE</b>		
<b>Western Regional Inc</b>		
Entry Fees	77.05	0.00
<b>Total Western Regional Inc</b>	<b>77.05</b>	<b>0.00</b>
<b>Total REGIONAL REVENUE</b>	<b>77.05</b>	<b>0.00</b>
<b>Total Income</b>	<b>2,783.66</b>	<b>3,191.13</b>
<b>Gross Profit</b>	<b>2,783.66</b>	<b>3,191.13</b>
<b>Expense</b>		
<b>a GRAND NATIONAL E</b>		
Storage Unit	0.00	378.00
<b>Total a GRAND NATIONAL E</b>	<b>0.00</b>	<b>378.00</b>
<b>B.O.D. EXPENSES</b>		
BOD Conference Calls	264.90	13.00
<b>Total B.O.D. EXPENSES</b>	<b>264.90</b>	<b>13.00</b>
<b>EXECUTIVE OFFICE - NEW</b>		
Constant Contact Email Expense	261.00	45.00
Contract Labor - Robin	3,650.00	3,650.00
Internet		
Go To My PC	0.00	0.00
Internet - Other	0.00	0.00
<b>Total Internet</b>	<b>0.00</b>	<b>0.00</b>
Office Supplies	74.96	197.83
Postage	4.05	95.70
Telephone		
ALSA Phone/iPad	118.47	0.00
Internet Usage	0.00	159.08
Telephone - Other	0.00	142.83
<b>Total Telephone</b>	<b>118.47</b>	<b>301.91</b>
<b>Total EXECUTIVE OFFICE - NEW</b>	<b>4,108.48</b>	<b>4,290.44</b>

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09/11/19

Accrual Basis

Alpaca and Llama Show Association  
Profit & Loss Prev Year Comparison  
July 28 through September 1, 2019

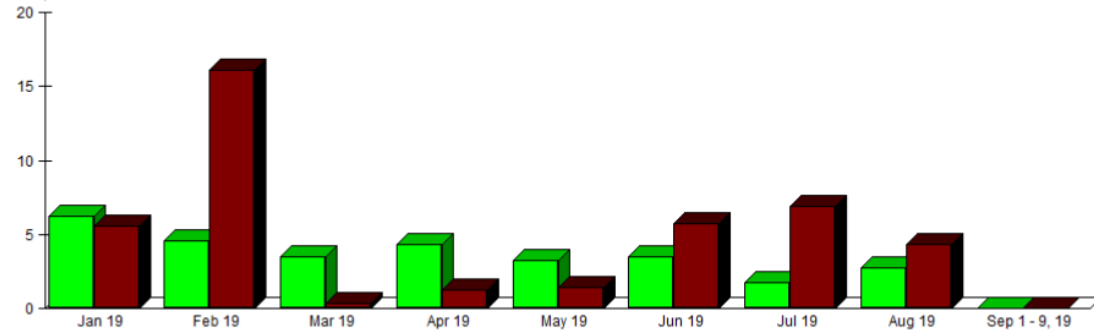
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	<u>Jul 28 - Sep 1, 19</u>	<u>Jul 28 - Sep 1, 18</u>
REGIONAL SHOW EXPENSE		
BUCKEYE REGIONAL E	0.00	680.08
ROCKY MOUNTAIN REGIONAL E		
Ribbons	0.00	259.09
Total ROCKY MOUNTAIN REGIONAL E	0.00	259.09
REGIONAL SHOW EXPENSE - Other	1,597.05	0.00
Total REGIONAL SHOW EXPENSE	1,597.05	939.17
YOUTH COMMITTEE		
Scholarship	0.00	1,000.00
Total YOUTH COMMITTEE	0.00	1,000.00
Total Expense	5,970.43	6,620.61
Net Income	<u>-3,186.77</u>	<u>-3,429.48</u>

Income and Expense by Month  
January 1 through September 9, 2019

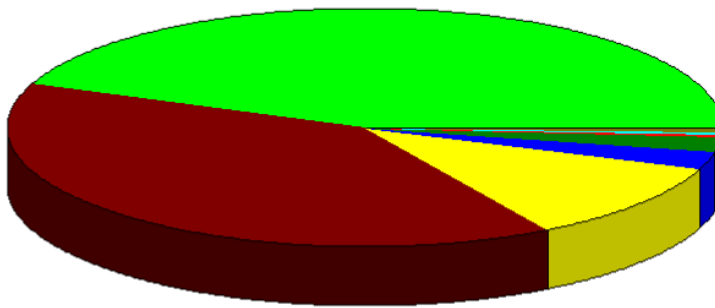
Income  
Expense

\$ in 1,000's



Income Summary  
January 1 through September 9, 2019

ALSA SHOW FEES	44.13%
a MEMBERSHIP REVENUE	39.51
JUDGE REVENUE	10.87
ALSA T Shirt	2.54
GRAND NATIONAL	2.08
REGIONAL REVENUE	0.42
z OTHER INCOME	0.37
Showing/Internet Ads/Web Link	0.07
<b>Total</b>	<b>\$29,986.08</b>



By Account

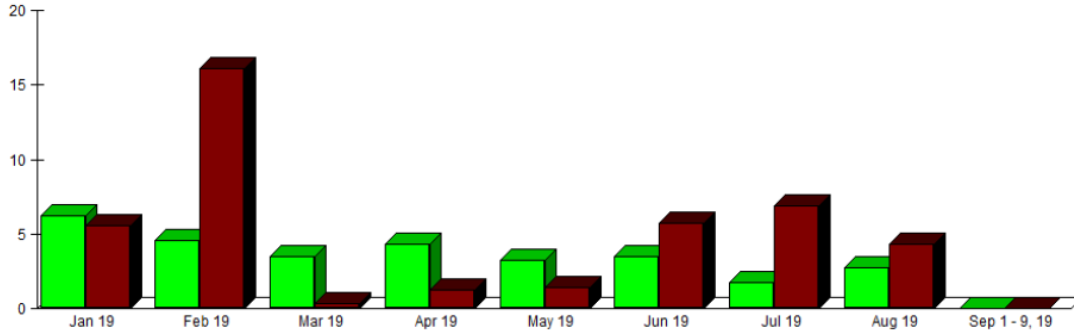
Show on Pie Chart

Income

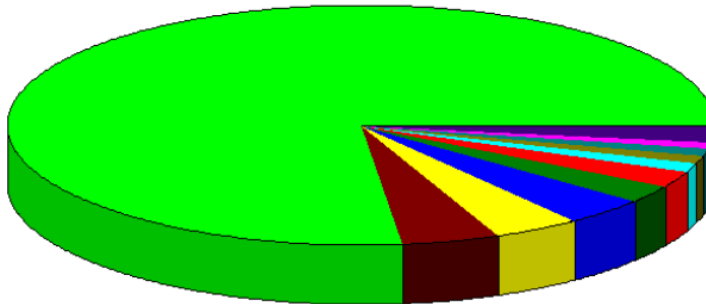
Expense

Income and Expense by Month  
January 1 through September 9, 2019

\$ in 1,000's



Expense Summary  
January 1 through September 9, 2019



EXECUTIVE OFFICE - NEW	76.98%
a GRAND NATIONAL E	4.60
Insurance	4.13
REGIONAL SHOW EXPENSE	3.82
JUDGES CLINICS	2.51
Legal-Prof Fees	2.27
YOUTH COMMITTEE	1.20
Corporation Renewal	1.17
B.O.D. EXPENSES	1.04
JUDGES COMMITTEE	0.86
Other	1.41
<b>Total</b>	<b>\$41,771.96</b>

By Account

Show on Pie Chart:

Income

Expense