

ALSA Board of Directors Minutes

Board Meeting December 12, 2019

The December 11, 2019 board meeting was not yet called to order when an unknown listener was detected on the conference call. When no response was received as to whom that was, the meeting was discontinued until new access codes could be obtained and the meeting reconvened on December 12, 2019.

Call to order: 7:01 p.m. CST

Roll call:

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

I. Office Report:

BOD Meeting - Office Report December 11, 2019

1. As of December 2, 2019, we have 32 regular members for 2020. At the end of 2019, our regular membership was 216.

As of December 2, 2019, we have 11 youth members for 2020. At the end of 2019 youth membership was 195.

We have 116 LIFE Members.

I do not have all the judge's renewals, I believe many renewals go to Cynthia Ernst directly, but I have gotten 16 renewals.

2. Shows:

For the 2020 year we have 7 shows on the calendar so far.

II. Treasurer's Report:

The treasury report is current through November 30, 2019.

We have December income being received. With about 47 Judges all paying \$100, there potentially should be about \$4,700 in revenues from that by yearend. Membership payments are coming in as well. Look at early 2018=2019 payments and you can get an idea. Expenses are mounting, due to recent changes, but do not expect them to exceed income projections. We should turn the year with less of a loss than last year.

See the financials in Appendix A attached hereto.

III. Committee Reports:

Alpaca - Chair: Mary Reed, Liaison: Deb

Motion to enter Executive Session at 7:31 p.m. CST.

Motion by Deb. Seconded by Cathie. Motion unanimously passed.

**Motion to exit Executive Session at 7:35 p.m. CST
Motion by Ron. Seconded by Carol. Motion
unanimously passed.**

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

The Committee has not received any Bylaw changes to put before the membership or Board approved Standing Rules changes.

Respectfully,
Lougene Baird, Chair

Elections - Chair: Lougene Baird, Liaison: Cathie

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, 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

No activity to report.

Merry Christmas and Happy New Year!

Adryce

Judges' - Chair: Cyndi Ernst, Liaison: Ron

We received information from Deb Yeagle about the status of the following people who attended the November, Texas Clinic:

1. The Judge's Committee is recommending that Terese Evenson receive certification to judge alpaca and llama fleece. She has completed the required clinics with high marks and has done her apprenticeships. She has also been an ILR Fleece Judge for some time.

2. Doug Bearmar is recommended to begin his apprenticeships in llama halter, performance and youth. He performed very well at the clinic according to Deb. He also very actively breeds and shows llamas. This experience will help him with ring management.

3. Lisa Rice is being recommended to begin apprenticing in llama halter, performance and youth. It has been a very long time since she initially started working with the Judging Program therefore she will need to complete the 3 Apprenticeships and the Final Clinic. She attended the fleece portion of the clinic but has not paid for it, so we are withholding recommendation for apprenticeship in this area until she has communicated her intentions.

4. Adryce Mathisen attended the Clinic to add to discussion, assist and practice skills due to the proximity to her home..

The Clinic was graciously hosted and supported by Susan Leslie. Susan's daughter, Ana, assisted along with Bill Feick.

When I received Deb Yeagle's November Clinic Report I noticed that Linda Tinsley and Susan Leslie did apprenticeships in llama and alpaca fleece at the clinic. Due to the fact that the Handbook states: Part S Section 4B: 3. An Apprentice may not apprentice or exhibit animals while attending a Judging Clinic. (See exception, Part C, Section 1-E) the Committee is unable to accept the Apprenticeships.

If Deb wishes Susan and Linda to receive credit for the apprenticeships, she will need to submit the required documentation and petition the Board for a waiver of the rule.

Cyndi Ernst, Chair

Motion to approve Terese Evenson as certified to judge alpaca and llama fleece. Motion by Carol.

Seconded by Ron. Motion unanimously passed.

Motion to approve Doug Bearmar to begin his apprenticeships in llama halter, performance and youth. Motion by Ron. Seconded by Carol. Motion unanimously passed.

Motion to approve Lisa Rice begin apprenticing in llama halter, performance and youth. She will need to complete the 3 Apprenticeships and the Final Clinic.

Motion by Ron. Seconded by Carol. Motion unanimously approved.

Motion to enter Executive Session at 7:12 p.m. CST.

Motion by Deb. Seconded by Ron. Motion unanimously approved.

Motion to exit Executive Session at 7:28 p.m. CST.

Motion by Ron. Seconded by Carol. Motion unanimously approved.

Motion: Have Linda Tinsley and Susan Leslie apply to the Judges' Committee for a waiver of the Handbook Part S Section 4B: 3. An Apprentice may not apprentice or exhibit animals while attending a

Judging Clinic. Motion by Carol. Seconded by Ron.

Motion unanimously passed.

Membership - Chair: open, Liaison: Debbie

No report submitted

Performance - Chair: Anna Reese, Liaison: Carol

We have no report at this time; things have been pretty quiet.

Thanks,
Anna Reese

Protest - Chair: Cheryl Lambert, Liaison: Ron

Nothing to report.

Respectfully Submitted
Cheryl Lambert, Chair

Publications, Promotions, Marketing & Web Site - Chair: Open, Liaison: Deb

No report submitted.

Regional Committee - Chair: Susan Leslie: Deb

No report submitted

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

No report submitted.

Youth Committee - Chair: Robin Sturgeon – Liaison: Carol

No report submitted.

III. Old Business:

A. The survey suggested in the November 13, 2019 meeting will be delayed until ALSA determines what evolves in terms of an Office Manager, for which the solicitation of interest went out to members several weeks ago. Two offers have been received thus far regarding taking over the Office functions.

IV. New Business:

A. The Tinsleys, who have graciously offered to pick up all ALSA assets currently in the hands of the office want a list of the assets to be transported. That list does appear in the November 20th Minutes. They are to purchase boxes for the assets, for which ALSA will reimburse them. They must contact Robin and set up a mutually satisfactory date for the process. They will verify that all passwords and so forth work after they have secured computer and other data.

B. There was discussion about a new location for the 2020 Grand National Show. Board members have contacted various locales and found some potentially suitable new locations. One very important item as regards, Grand National, there is concern about conflicting with any of the Regional shows.

The 3rd or 4th weekend of October still seems the best on which to have the Grand National Show. Travel times to the show are considered an important factor in its success. This is especially true for exhibitors who have youth involved in showing, since long travel times can mean school absences. While travel times from actively participating parts of the country have been determined for some locations, this is a factor that will continue to be monitored and considered in determining a new location.

Presently, the Ozark Empire Fairgrounds in Springfield, Missouri, the Iowa Equestrian Center and the National Equestrian Center in Lake St. Louis Missouri appear attractive.

There will be a Special Board meeting December 18, 2019 at 7:00 p.m. CST. The next regular Board meeting will be January 8, 2020 at 7:00 p.m. CST.

**Motion to Adjourn at 8:05 p.m. CST. 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.

	<u>Nov 30, 19</u>
ASSETS	
Current Assets	
Checking/Savings	
Chase - Operating	17,977.98
Chase Savings Account	20,001.01
Youth Scholarship Account	<u>3,904.64</u>
Total Checking/Savings	<u>41,883.63</u>
Total Current Assets	<u>41,883.63</u>
TOTAL ASSETS	<u><u>41,883.63</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	<u>-3,550.00</u>
Total Accounts Payable	<u>-3,550.00</u>
Total Current Liabilities	<u>-3,550.00</u>
Total Liabilities	-3,550.00
Equity	
Opening Bal Equity	49,204.42
Retained Earnings	339.45
Net Income	-4,110.24

Total Equity	45,433.63
TOTAL LIABILITIES & EQUITY	41,883.63

	<u>Jan - Nov 19</u>	<u>Jan - Nov 18</u>	<u>\$ Change</u>	<u>% Change</u>
Income				
a MEMBERSHIP REVENUE				
2018 Adult Membership	0.00	7,413.40	7,413.40	-100.0%
2018 Youth Membership	0.00	3,765.02	3,765.02	-100.0%
2019 Adult Membership	7,971.00	610.02	7,360.98	8,821.89%
2019 Youth Membership	4,369.05	48.97	4,320.08	1,206.68%
2020 Adult Membership	1,144.80	0.00	1,144.80	100.0%
2020 Youth Membership	192.64	0.00	192.64	100.0%
a MEMBERSHIP REVENUE - Other	<u>0.00</u>	<u>50.00</u>	<u>-50.00</u>	<u>-100.0%</u>
Total a MEMBERSHIP REVENUE	13,677.49	11,887.41	1,790.08	15.06%
ALSA SHOW FEES				
Adult Showmanship Numbers	57.45	80.00	-22.55	-28.19%
Animal Number Transfer	61.84	296.39	-234.55	-79.14%
Animal Recording Numbers	1,613.16	1,544.57	68.59	4.44%
Research	0.00	25.00	-25.00	-100.0%
Sanctioning Fee	2,717.87	2,098.10	619.77	29.54%
Show Entry Fee	14,154.57	16,145.00	1,990.43	-12.33%
ALSA SHOW FEES - Other	<u>0.00</u>	<u>611.00</u>	<u>-611.00</u>	<u>-100.0%</u>
Total ALSA SHOW FEES	18,604.89	20,800.06	2,195.17	-10.55%
ALSA T Shirt	763.00	602.00	161.00	26.74%
GRAND NATIONAL				
a Sponsorships	646.77	3,345.86	2,699.09	-80.67%
Camp Sites	0.00	57.75	-57.75	-100.0%
Dinner Tickets	52.00	193.00	-141.00	-73.06%
Entries				
Fleece Entries	0.00	55.00	-55.00	-100.0%
Entries - Other	<u>16,155.05</u>	<u>19,152.06</u>	<u>2,997.01</u>	<u>-15.65%</u>
Total Entries	16,155.05	19,207.06	3,052.01	-15.89%
Overpayments	491.75	586.30	-94.55	-16.13%
Raffle	0.00	537.00	-537.00	-100.0%
Silent Auction	3,043.00	1,047.00	1,996.00	190.64%
Stalls	20.00	120.00	-100.00	-83.33%
Straw	148.00	210.00	-62.00	-29.52%
T-Shirts	0.00	648.31	-648.31	-100.0%
Vendors	80.00	462.90	-382.90	-82.72%
Youth Premium Sponsor	<u>150.00</u>	<u>150.00</u>	<u>0.00</u>	<u>0.0%</u>

Total GRAND NATIONAL	20,786.57	26,565.18	5,778.61	-21.75%
Income				
Interest Income	<u>0.00</u>	<u>0.80</u>	<u>-0.80</u>	<u>-100.0%</u>
Total Income	0.00	0.80	-0.80	-100.0%
JUDGE REVENUE				
2018 Judges Dues	0.00	900.00	-900.00	-100.0%
2019 Judges Dues	2,178.40	248.18	1,930.22	777.75%
2020 Judges Dues	644.44	0.00	644.44	100.0%
Judges' Clinics Fees	<u>2,611.97</u>	<u>100.00</u>	<u>2,511.97</u>	<u>2,511.97</u> <u>%</u>
Total JUDGE REVENUE	5,434.81	1,248.18	4,186.63	335.42%
REGIONAL REVENUE				
Buckeye Regional				
Entries	2,496.00	2,890.81	-394.81	-13.66%
Buckeye Regional - Other	<u>700.00</u>	<u>0.00</u>	<u>700.00</u>	<u>100.0%</u>
Total Buckeye Regional	3,196.00	2,890.81	305.19	10.56%
Central Regional				
Entry Fees	<u>1,671.82</u>	<u>1,680.00</u>	<u>-8.18</u>	<u>-0.49%</u>
Total Central Regional	1,671.82	1,680.00	-8.18	-0.49%
Rocky Mountain Regional				
Entry Fees	48.10	1,515.00	1,466.90	-96.83%
Stall Fees	<u>0.00</u>	<u>42.00</u>	<u>-42.00</u>	<u>-100.0%</u>
Total Rocky Mountain Regional	48.10	1,557.00	1,508.90	-96.91%
Southeastern Regional				
Entry Fees Adult	<u>3,690.00</u>	<u>3,443.45</u>	<u>246.55</u>	<u>7.16%</u>
Total Southeastern Regional	3,690.00	3,443.45	246.55	7.16%
Western Regional Inc				
Entry Fees	<u>3,349.30</u>	<u>4,063.50</u>	<u>-714.20</u>	<u>-17.58%</u>
Total Western Regional Inc	<u>3,349.30</u>	<u>4,063.50</u>	<u>-714.20</u>	<u>-17.58%</u>
Total REGIONAL REVENUE	11,955.22	13,634.76	1,679.54	-12.32%
Showring/Internet Ads/Web Link	20.00	0.00	20.00	100.0%
z OTHER INCOME				
H Hand Book Sales	0.00	15.00	-15.00	-100.0%
Interest Earned				
Interest Earned Investment	0.00	2.29	-2.29	-100.0%
Interest Earned YS	<u>0.00</u>	<u>0.29</u>	<u>-0.29</u>	<u>-100.0%</u>
Total Interest Earned	0.00	2.58	-2.58	-100.0%
Misc. Income	15.00	10.00	5.00	50.0%
Website Income	<u>96.90</u>	<u>120.00</u>	<u>-23.10</u>	<u>-19.25%</u>
Total z OTHER INCOME	<u>111.90</u>	<u>147.58</u>	<u>-35.68</u>	<u>-24.18%</u>
Total Income	<u>71,353.88</u>	<u>74,885.97</u>	<u>3,532.09</u>	<u>-4.72%</u>
Gross Profit	71,353.88	74,885.97	3,532.09	-4.72%

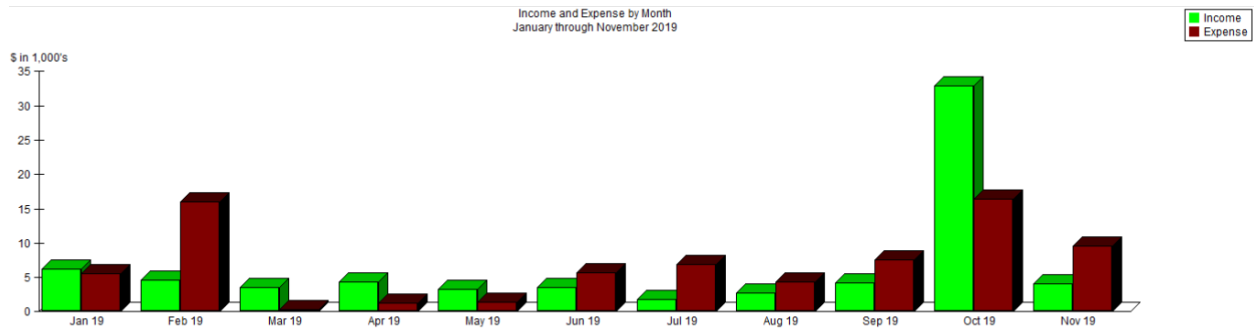
Expense

a GRAND NATIONAL E

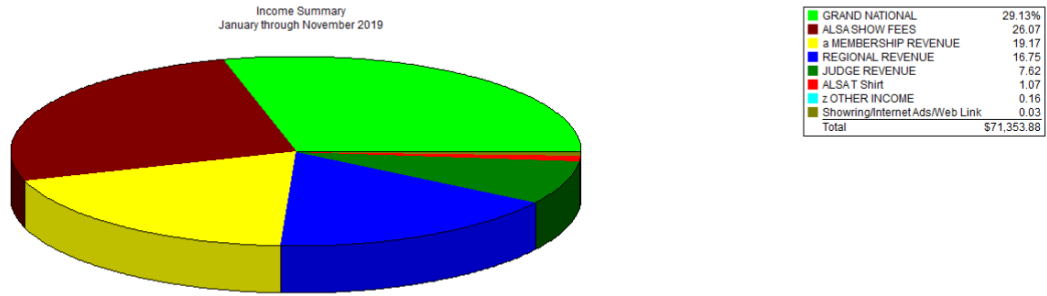
Campsite Fees	60.00	0.00	60.00	100.0%
Caterer	224.57	1,239.82	1,015.25	-81.89%
Clerking				
Cards	0.00	77.75	-77.75	-100.0%
Clerking - Other	635.56	1,258.55	-622.99	-49.5%
Total Clerking	635.56	1,336.30	-700.74	-52.44%
Decorations	0.00	180.00	-180.00	-100.0%
Electrical	60.00	170.00	-110.00	-64.71%
Facility	2,025.00	1,987.50	37.50	1.89%
Fleece Premiums Paid	0.00	150.00	-150.00	-100.0%
Hospitality	0.00	487.62	-487.62	-100.0%
Judges				
Judges Fees	2,100.00	3,675.00	1,575.00	-42.86%
Travel or Room	2,580.11	2,732.99	-152.88	-5.59%
Total Judges	4,680.11	6,407.99	1,727.88	-26.96%
Misc Office	111.77	0.00	111.77	100.0%
Obstacles	500.00	0.00	500.00	100.0%
Refunds	0.00	465.00	-465.00	-100.0%
Ribbons / Awards	4,210.85	6,446.16	2,235.31	-34.68%
Security	150.00	150.00	0.00	0.0%
Signs	0.00	30.00	-30.00	-100.0%
Stalls	3,220.00	3,900.00	-680.00	-17.44%
Storage Unit	220.00	756.00	-536.00	-70.9%
Straw	126.00	255.00	-129.00	-50.59%
T Shirts	0.00	496.91	-496.91	-100.0%
Tables Chairs Rental	256.00	0.00	256.00	100.0%
Vendor Space	180.00	150.00	30.00	20.0%
Youth Sponsor Premium Paid	150.00	0.00	150.00	100.0%
Total a GRAND NATIONAL E	16,809.86	24,608.30	7,798.44	-31.69%
a GRAND NATIONAL Sales Tax	0.00	29.50	-29.50	-100.0%
ALSA T-shirts	323.04	936.00	-612.96	-65.49%
B.O.D. EXPENSES				
BOD Conference Calls	648.11	92.71	555.40	599.07%
BOD Mailing	0.00	6.05	-6.05	-100.0%
Total B.O.D. EXPENSES	648.11	98.76	549.35	556.25%
BANKING FEES				
Credit Card Fees	0.00	395.49	-395.49	-100.0%
Total BANKING FEES	0.00	395.49	-395.49	-100.0%
Corporation Renewal	487.00	46.03	440.97	958.01%
ELECTION COMMITTEE				

Electronic Election	0.00	348.03	-348.03	-100.0%
Total ELECTION COMMITTEE	0.00	348.03	-348.03	-100.0%
EXECUTIVE OFFICE - NEW				
Computer Backup	0.00	333.98	-333.98	-100.0%
Constant Contact Eblast Expense	621.00	360.00	261.00	72.5%
Contract Labor - Robin	40,150.00	36,500.00	3,650.00	10.0%
Internet				
Go To My PC	0.00	133.92	-133.92	-100.0%
Internet - Other	0.00	97.41	-97.41	-100.0%
Total Internet	0.00	231.33	-231.33	-100.0%
Office Supplies	541.16	999.77	-458.61	-45.87%
Postage	357.30	576.41	-219.11	-38.01%
Telephone				
ALSA Phone/iPad	1,302.90	0.00	1,302.90	100.0%
Internet Usage	339.10	1,396.66	1,057.56	-75.72%
Telephone - Other	178.18	1,143.32	-965.14	-84.42%
Total Telephone	1,820.18	2,539.98	-719.80	-28.34%
Total EXECUTIVE OFFICE - NEW	43,489.64	41,541.47	1,948.17	4.69%
HANDBOOK COMMITTEE				
Binders	0.00	67.75	-67.75	-100.0%
Total HANDBOOK COMMITTEE	0.00	67.75	-67.75	-100.0%
Insurance				
Board of Directors	485.00	485.00	0.00	0.0%
Show/Event Liability	1,240.82	1,078.32	162.50	15.07%
Total Insurance	1,725.82	1,563.32	162.50	10.4%
IR S	36.37	0.00	36.37	100.0%
JUDGES CLINICS				
Instructors Fees	1,650.00	0.00	1,650.00	100.0%
Lunches	129.61	0.00	129.61	100.0%
Materials	85.27	0.00	85.27	100.0%
Total JUDGES CLINICS	1,864.88	0.00	1,864.88	100.0%
JUDGES COMMITTEE				
Badges	77.61	0.00	77.61	100.0%
Printing	282.71	0.00	282.71	100.0%
Shipping	110.00	0.00	110.00	100.0%
Total JUDGES COMMITTEE	470.32	0.00	470.32	100.0%
Legal-Prof Fees				
Legal-Prof Fees; TAX PREP	600.00	680.00	-80.00	-11.77%
Legal-Prof Fees - Other	350.00	0.00	350.00	100.0%
Total Legal-Prof Fees	950.00	680.00	270.00	39.71%
PUBLICATIONS COMMITTEE				
Commission, "Showring"	228.00	0.00	228.00	100.0%
Total PUBLICATIONS COMMITTEE	228.00	0.00	228.00	100.0%

REGIONAL SHOW EXPENSE				
BUCKEYE REGIONAL E				
Judges Expense	944.72	314.18	630.54	200.69%
Judging Fee	600.00	600.00	0.00	0.0%
BUCKEYE REGIONAL E - Other	<u>0.00</u>	<u>680.08</u>	<u>-680.08</u>	<u>-100.0%</u>
Total BUCKEYE REGIONAL E	<u>1,544.72</u>	<u>1,594.26</u>	<u>-49.54</u>	<u>-3.11%</u>
CENTRAL REGIONAL E				
Awards, Ribbons	81.10	725.98	-644.88	-88.83%
Judge	600.00	600.00	0.00	0.0%
Judge Expenses	<u>511.32</u>	<u>1,219.58</u>	<u>-708.26</u>	<u>-58.07%</u>
Total CENTRAL REGIONAL E	<u>1,192.42</u>	<u>2,545.56</u>	<u>1,353.14</u>	<u>-53.16%</u>
ROCKY MOUNTAIN REGIONAL E				
Judge Expense	0.00	585.91	-585.91	-100.0%
Judges Fees	0.00	600.00	-600.00	-100.0%
Misc. Expense	48.10	0.00	48.10	100.0%
Ribbons	<u>0.00</u>	<u>259.09</u>	<u>-259.09</u>	<u>-100.0%</u>
Total ROCKY MOUNTAIN REGIONAL E	<u>48.10</u>	<u>1,445.00</u>	<u>1,396.90</u>	<u>-96.67%</u>
SOUTHEASTERN REGIONAL E				
Awards, Ribbons	0.00	844.99	-844.99	-100.0%
Clerking/Super	0.00	224.32	-224.32	-100.0%
Hospitality	0.00	150.74	-150.74	-100.0%
Judge Expense	849.53	429.16	420.37	97.95%
Judging Fee	600.00	600.00	0.00	0.0%
Performance Course	166.38	413.50	-247.12	-59.76%
Show Book Supplies	0.00	75.34	-75.34	-100.0%
T-Shirts	<u>0.00</u>	<u>291.04</u>	<u>-291.04</u>	<u>-100.0%</u>
Total SOUTHEASTERN REGIONAL E	<u>1,615.91</u>	<u>3,029.09</u>	<u>1,413.18</u>	<u>-46.65%</u>
WESTERN REGIONAL Exp				
Awards/Ribbons	0.00	287.83	-287.83	-100.0%
Facility Fee	600.00	1,200.00	-600.00	-50.0%
Judge Expenses	732.88	732.10	0.78	0.11%
Judge Fee	<u>600.00</u>	<u>600.00</u>	<u>0.00</u>	<u>0.0%</u>
Total WESTERN REGIONAL Exp	<u>1,932.88</u>	<u>2,819.93</u>	<u>-887.05</u>	<u>-31.46%</u>
REGIONAL SHOW EXPENSE - Other	<u>1,597.05</u>	<u>0.00</u>	<u>1,597.05</u>	<u>100.0%</u>
Total REGIONAL SHOW EXPENSE	<u>7,931.08</u>	<u>11,433.84</u>	<u>3,502.76</u>	<u>-30.64%</u>
YOUTH COMMITTEE				
Scholarship	<u>500.00</u>	<u>1,000.00</u>	<u>-500.00</u>	<u>-50.0%</u>
Total YOUTH COMMITTEE	<u>500.00</u>	<u>1,000.00</u>	<u>-500.00</u>	<u>-50.0%</u>
Total Expense	<u>75,464.12</u>	<u>82,748.49</u>	<u>7,284.37</u>	<u>-8.8%</u>
Net Income	<u>-4,110.24</u>	<u>-7,862.52</u>	<u>3,752.28</u>	<u>47.72%</u>

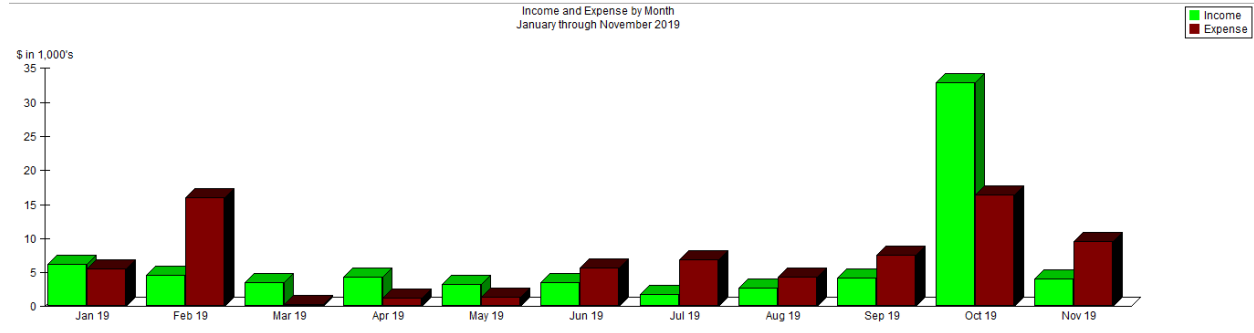


Income Summary
January through November 2019

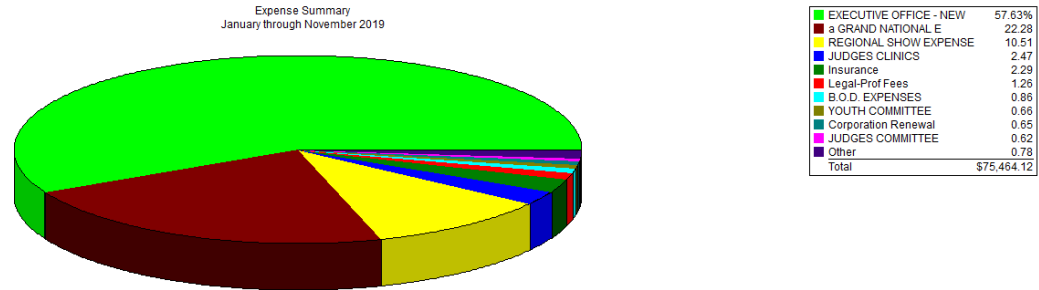


By Account

Show on Pie Chart:



Expense Summary
January through November 2019



By Account

Show on Pie Chart: