

ALSA Board of Directors

Board Meeting Minutes November 13, 2019

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

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

I. Office Manager's Report:

BOD Meeting - Office Report November 13, 2019

1. As of November 6th, 2019, we currently have 216 regular members. This will end the 2019 regular membership. That is an increase of 7 member from the last meeting. Last year at this time we had 221 regular members.

We currently have 195 youth members. This did not change from the last meeting. Last year at this time we had 193 youth members.

We have 116 LIFE Members.

We have 47 judges and 8 apprentices. Robin believes this number of judges will decrease in 2020.

2. Shows:

For the 2019 ALSA Show season we had 57 shows listed as taking place. This amount is including double shows and counted as such. For the 2020 year we have 6 shows on the calendar so far. During the 2018 ALSA Show season we had listed as having 68 shows which included double shows and counted as such.

There was discussion concerning shows during the 2019 show season. There were 52 regular shows, four regional shows, and the Grand National Show making up the total.

Carol asked if members were going to get their membership cards by year-end if they pay their dues. Robin said she is not going to print membership cards because she does not get paid for buying ink or paper anymore nor has she been authorized to design the cards or print them out. Considerable discussion was had on this subject.

Carol also requested an e-blast in December to make sure that members are aware that the Houston Llama Show entry date has been moved up by about 3 weeks. The entry deadline for the 2020 HLSR Llama Show is now January 15th. Cathie stated she would approve an e-blast about the HLSR show when it is ready.

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

Robin left the conference call at 7:26 p.m. CST.

Treasurer's Report:

Vern stated ALSA is getting some 2020 membership renewals in.

The amount of sponsorships for Grand National this year was \$646, entries were about \$15,000, the auction brought in about \$3,043. So, total revenues were approximately \$20, 876 and total expenses \$16,810, resulting in a profit on the Grand National of about \$4,000. The four regional shows profited about \$4, 000, making 2019 the first time in years that the Grand National and Regionals were profitable.

At this point in 2019, ALSA has lost about \$1,262 compared to \$8,873 in 2018.

See the financials in Appendix A attached hereto.

III. Committee Reports:

Alpaca - Chair: Mary Reed, Liaison: Deb

I reached out to Cynthia Masters about your request for a report for the next ALSA meeting. Attached is her response to me, just received.

Mary

From: cynthia masters

Sent: Wednesday, November 06, 2019 11:30 AM

To: sunnimoor@roadrunner.com

Subject: Re: Alpaca Committee Report ideas for next ALSA meeting?

Mary - thank you so much for your message.

Since writing to you, I had heard ALSA was winding down at the end of the year due to finances. This does not appear to be true (at the moment) and there are opportunities for the Alpaca Sub-Committee to help revitalize ALSA in the new year. The ALSA National Show was successful; however, attendance was light. The Show was well publicized but the number of animals was less than expected. This could be different in 2020.

The recommendations you made last year fell upon deaf ears. Your report was comprehensive and well thought out. It should be reintroduced at the Nov Meeting since the construction of the Board has changed.

Mario Garcia (Rancho Inca) and I would like to help revitalize ALSA through ALSA alpaca activities in our geographic area. We will host Meet & Greet Alpacas with refreshments once a quarter as well as work with Texas A&M to support 4H alpaca events. This would include a once a month visit to a select 4H Chapter within 100 Miles of TAMU. We know them well and we are also coordinating herd health alpaca training with the TAMU Vet College (which is open to 4Hers). We will encourage ALSA membership and show attendance at each event.

My suggestion is that you reintroduce your report. Mario and I will also join the call in your support.

Thank you for your consideration.

Cynthia

The Board agreed to revisit this request at a later date when Mary Reed can be included on the call so she can clarify all aspects of the request.

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.

The Committee has received inquiries from several members at large asking if the Standing Rules or Bylaws address requirements that Board Members attend the Annual Meeting and is that meeting required to be held at the Grand National. The Committee responded that neither requirement is in the Bylaws or Standing Rules and each member was referred to the ALSA website where each may find the latest revision of the Bylaws and Standing Rules.

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

There was much discussion concerning the re-establishment of electing two directors each year so as to avoid the situation experienced in 2018 when 5 new directors came on in one year, inheriting a difficult situation. Cathie pointed out Debbie Andrews' term is up in 2020 and that one more director should go off the Board at that time to enable the 2-2-2 sequence to be reinstated. She suggested the person who received the least number of votes in 2018 be that person and in 2021, the next two lowest persons would go off the Board.

Motion: Two Board vacancies in 2020 will be created by a term expiring and a resignation. In 2021, two Board members receiving the least number of votes in 2018 will resign to create two vacancies. Motion by Deb. Seconded by Ron. Motion unanimously passed.

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 at this time.

Thanks,
Judy

No report submitted

Grand National - Chair: Sandi Auld, Liaison: Lauren

No report submitted. To be discussed at the November 20, 2019 Board meeting.

Handbook – Chair: Adryce Mathisen, Liaison: Carol

The Handbook Committee requested that two motions be made:

1. To place the 19-year upper age limit for Senior youth on the addendum to the current handbook
2. To make no more additions to the addendum or changes to the current handbook until the next handbook is issued.

Motion: Accept the two Handbook Committee recommendations presented above. Motion by Carol. Seconded by Ron. Motion unanimously passed.

Judges' - Chair: Cyndi Ernst, Liaison: Ron

A letter has been drafted for proof to be sent to the Judges and Apprentices reminding them to pay their Judge's and membership dues during December, submit their Annual Reports by January 1, 2020 and that the Open Book Test will be available after January 1, 2020 and is due by February 24, 2020. I will attach the Annual Report form to the email that I intend to send to the Judges. They will be required to use this form. Texts written in long hand and photos of notes will not be acceptable.

Have a wonderful holiday.

Cyndi Ernst, Judge's Chair

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

Protest - Chair: Cheryl Lambert, Liaison: Ron

Nothing to report.

Respectfully Submitted
Cheryl Lambert
Protest 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.

II. Old Business:

A. Grand National update and discussion. This item was tabled until the November 20, 2019 Board meeting.

III. New Business:

A. Discussion concerning the continuation of ALSA at January 1, 2020.

By direction given during an Executive Session held during the August 14, 2019 meeting, the following occurred.

Cathie and Debbie Andrews along with ILR representative Mark Smith, Harvey Poole, Mary Jo Miller, (some of whom are ALSA members also) and Susan Hanna (ILR Office Manager) discussed how ALSA and ILR could work together.

The ILR would be interested in discovering how the two organizations could create a single industry-wide show association.

The ILR would also consider its Office to function as the ALSA Office.

B. To further consider ALSA's future, Cathie suggested a survey be done of ALSA members, using the ALSA election platform so that the survey is totally anonymous, to determine the following:

1. How many ALSA shows did you attend in 2019 – 1-2, 3-4, 5 or more;
2. Did you go to the Grand National, a Regional show, or both;
3. Should ALSA continue just the Regional shows, or just the Grand National, or neither;
4. Are you in favor of ALSA continuing to run alone or ALSA and the ILRSD merging to form one industry-wide show organization?

Special Board meeting November 20, 2019 at 7:00 p.m. CST.

The next regular Board meeting will be December 11, 2019 at 7:00 p.m. CST.

**Motion to Adjourn at 9:25 p.m. CST. Motion by Deb.
Seconded by Carol. Motion 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

	<u>Nov 1, 19</u>
ASSETS	
Current Assets	
Checking/Savings	
Chase - Operating	25,167.53
Chase Savings Account	20,001.01
Youth Scholarship Account	<u>3,904.64</u>
Total Checking/Savings	<u>49,073.18</u>
Total Current Assets	<u>49,073.18</u>
TOTAL ASSETS	<u><u>49,073.18</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	<u>-2,884.82</u>
Total Accounts Payable	<u>-2,884.82</u>
Total Current Liabilities	<u>-2,884.82</u>
Total Liabilities	-2,884.82
Equity	
Opening Bal Equity	49,204.42
Retained Earnings	339.45
Net Income	<u>2,414.13</u>
Total Equity	<u>51,958.00</u>
TOTAL LIABILITIES & EQUITY	<u><u>49,073.18</u></u>

	<u>Jan 1 - Nov 1, 19</u>	<u>Jan 1 - Nov 1, 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	415.65	7,555.35	1,817.72%
2019 Youth Membership	<u>4,369.05</u>	<u>48.97</u>	<u>4,320.08</u>	<u>8,821.89%</u>
Total a MEMBERSHIP REVENUE	12,340.05	11,643.04	697.01	5.99%
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	2,619.77	2,098.10	521.67	24.86%
Show Entry Fee	13,891.57	14,255.00	-363.43	-2.55%
ALSA SHOW FEES - Other	<u>0.00</u>	<u>611.00</u>	<u>-611.00</u>	<u>-100.0%</u>
Total ALSA SHOW FEES	18,243.79	18,910.06	-666.27	-3.52%
ALSA T Shirt	763.00	602.00	161.00	26.74%
GRAND NATIONAL				
a Sponsorships	646.77	2,795.86	-2,149.09	-76.87%
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	207.25	284.50	137.27%
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>0.00</u>	<u>150.00</u>	<u>-150.00</u>	<u>-100.0%</u>
Total GRAND NATIONAL	20,636.57	25,636.13	-4,999.56	-19.5%
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	0.00	2,178.40	100.0%
Judges' Clinics Fees	<u>2,611.97</u>	<u>100.00</u>	<u>2,511.97</u>	<u>2,511.97%</u>
Total JUDGE REVENUE	4,790.37	1,000.00	3,790.37	379.04%
REGIONAL REVENUE				
Buckeye Regional				
Entries	2,496.00	0.00	2,496.00	100.0%
Buckeye Regional - Other	<u>100.00</u>	<u>0.00</u>	<u>100.00</u>	<u>100.0%</u>
Total Buckeye Regional	2,596.00	0.00	2,596.00	100.0%
Central Regional				

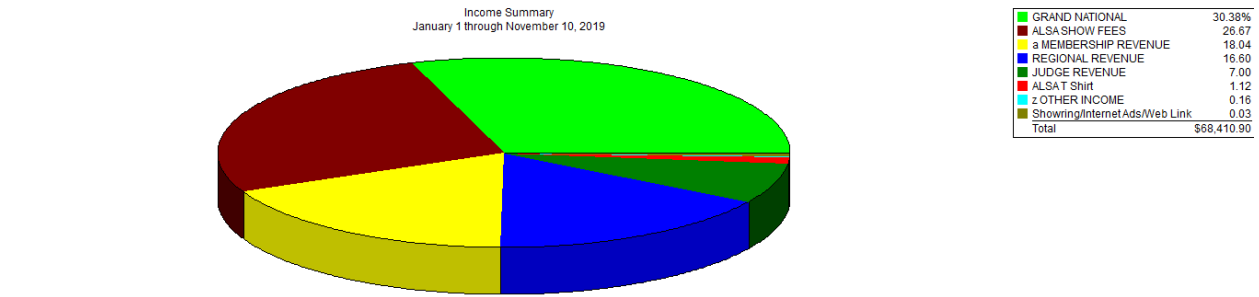
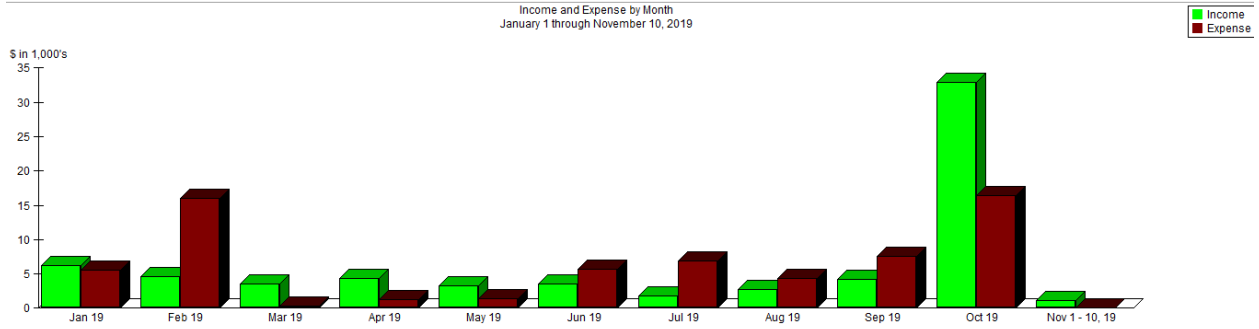
Entry Fees	1,671.82	0.00	1,671.82	100.0%
Total Central Regional	1,671.82	0.00	1,671.82	100.0%
Rocky Mountain Regional				
Entry Fees	48.10	1,515.00	-1,466.90	-96.83%
Stall Fees	0.00	42.00	-42.00	-100.0%
Total Rocky Mountain Regional	48.10	1,557.00	-1,508.90	-96.91%
Southeastern Regional				
Entry Fees Adult	3,690.00	2,403.45	1,286.55	53.53%
Total Southeastern Regional	3,690.00	2,403.45	1,286.55	53.53%
Western Regional Inc				
Entry Fees	3,349.30	308.50	3,040.80	985.67%
Total Western Regional Inc	3,349.30	308.50	3,040.80	985.67%
Total REGIONAL REVENUE	11,355.22	4,268.95	7,086.27	166.0%
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	0.00	0.29	-0.29	-100.0%
Total Interest Earned	0.00	2.58	-2.58	-100.0%
Misc. Income	15.00	10.00	5.00	50.0%
Website Income	96.90	120.00	-23.10	-19.25%
Total z OTHER INCOME	111.90	147.58	-35.68	-24.18%
Total Income	68,260.90	62,208.56	6,052.34	9.73%
Gross Profit	68,260.90	62,208.56	6,052.34	9.73%
Expense				
a GRAND NATIONAL E				
Caterer	224.57	1,239.82	-1,015.25	-81.89%
Clerking	635.56	500.00	135.56	27.11%
Facility	1,000.00	500.00	500.00	100.0%
Fleece Premiums Paid	0.00	75.00	-75.00	-100.0%
Judges				
Judges Fees	2,100.00	3,675.00	-1,575.00	-42.86%
Travel or Room	2,580.11	999.04	1,581.07	158.26%
Total Judges	4,680.11	4,674.04	6.07	0.13%
Misc Office	111.77	0.00	111.77	100.0%
Obstacles	500.00	0.00	500.00	100.0%
Refunds	0.00	415.00	-415.00	-100.0%
Ribbons / Awards	4,210.85	6,243.77	-2,032.92	-32.56%
Security	150.00	150.00	0.00	0.0%
Storage Unit	220.00	756.00	-536.00	-70.9%
T Shirts	0.00	496.91	-496.91	-100.0%
Youth Sponsor Premium Paid	150.00	0.00	150.00	100.0%

Total a GRAND NATIONAL E	11,882.86	15,050.54	-3,167.68	-21.05%
a GRAND NATIONAL Sales Tax	0.00	29.50	-29.50	-100.0%
ALSA TShirts	323.04	936.00	-612.96	-65.49%
B.O.D. EXPENSES				
BOD Conference Calls	541.79	58.50	483.29	826.14%
BOD Mailing	0.00	6.05	-6.05	-100.0%
Total B.O.D. EXPENSES	541.79	64.55	477.24	739.33%
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	36,500.00	32,850.00	3,650.00	11.11%
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	1,183.75	0.00	1,183.75	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	1,701.03	2,539.98	-838.95	-33.03%
Total EXECUTIVE OFFICE - NEW	39,720.49	37,891.47	1,829.02	4.83%
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%
IRS	36.37	0.00	36.37	100.0%
JUDGES CLINICS				
Instructors Fees	1,050.00	0.00	1,050.00	100.0%
Total JUDGES CLINICS	1,050.00	0.00	1,050.00	100.0%
JUDGES COMMITTEE				
Badges	77.61	0.00	77.61	100.0%
Printing	282.71	0.00	282.71	100.0%

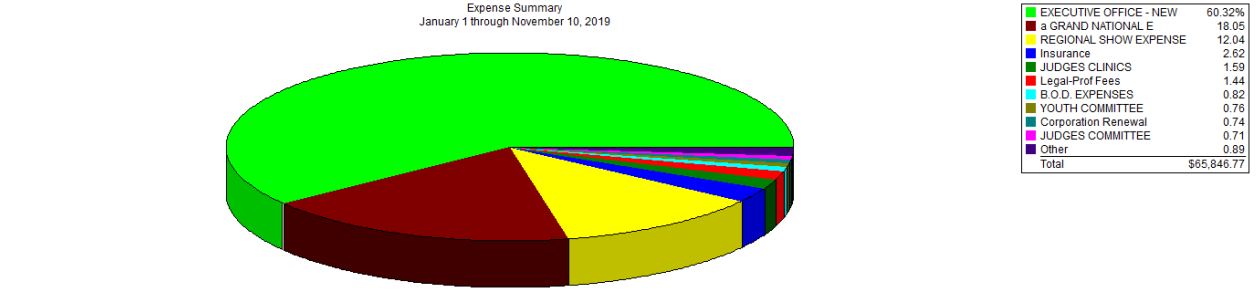
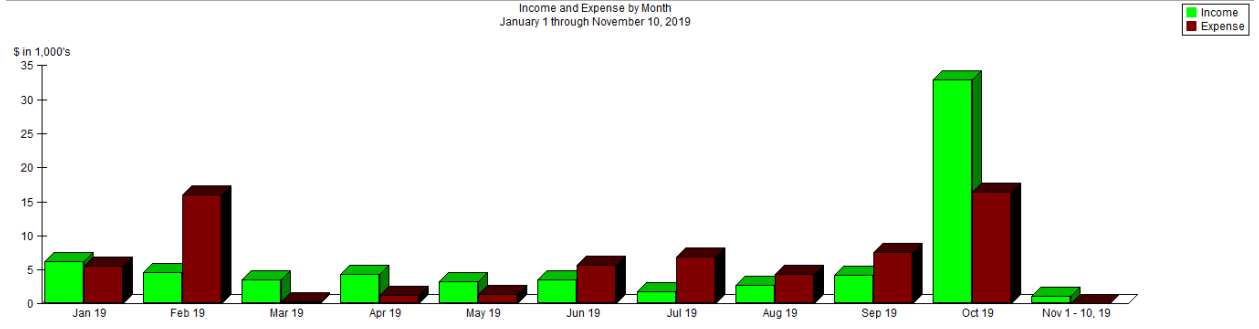
Shipping	110.00	0.00	110.00	100.0%
Total JUDGES COMMITTEE	470.32	0.00	470.32	100.0%
Legal-Prof Fees				
Legal-Prof Fees; TAX PREP	600.00	680.00	-80.00	-11.77%
Legal-Prof Fees - Other	350.00	0.00	350.00	100.0%
Total Legal-Prof Fees	950.00	680.00	270.00	39.71%
PUBLICATIONS COMMITTEE				
Commission, "Showring"	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	0.00	680.08	-680.08	-100.0%
Total BUCKEYE REGIONAL E	1,544.72	1,594.26	-49.54	-3.11%
CENTRAL REGIONAL E				
Awards,Ribbons	81.10	725.98	-644.88	-88.83%
Judge	600.00	600.00	0.00	0.0%
Judge Expenses	511.32	1,219.58	-708.26	-58.07%
Total CENTRAL REGIONAL E	1,192.42	2,545.56	-1,353.14	-53.16%
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	0.00	259.09	-259.09	-100.0%
Total ROCKY MOUNTAIN REGIONAL E	48.10	1,445.00	-1,396.90	-96.67%
SOUTHEASTERN REGIONAL E				
Awards, Ribbons	0.00	844.99	-844.99	-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	0.00	166.38	100.0%
Total SOUTHEASTERN REGIONAL E	1,615.91	1,874.15	-258.24	-13.78%
WESTERN REGIONAL Exp				
Awards/Ribbons	0.00	287.83	-287.83	-100.0%
Facility Fee	600.00	600.00	0.00	0.0%
Judge Expenses	732.88	0.00	732.88	100.0%
Judge Fee	600.00	0.00	600.00	100.0%
Total WESTERN REGIONAL Exp	1,932.88	887.83	1,045.05	117.71%
REGIONAL SHOW EXPENSE - Other	1,597.05	0.00	1,597.05	100.0%
Total REGIONAL SHOW EXPENSE	7,931.08	8,346.80	-415.72	-4.98%
YOUTH COMMITTEE				
Scholarship	500.00	1,000.00	-500.00	-50.0%
Total YOUTH COMMITTEE	500.00	1,000.00	-500.00	-50.0%

Total Expense
Net Income

65,846.77	66,419.48	-572.71	-0.86%
2,414.13	-4,210.92	6,625.05	157.33%



By Account
Show on Pie Chart: Income Expense



By Account
Show on Pie Chart: Income Expense