

# ALSA Board of Directors Minutes

## June 10, 2019

**Call to order:** 7:00 p.m. CDT

**Roll call:**

Board Members present: Bill Feick, President  
Cathie Kindler, Vice- President (departed 7:48,)  
Ron Baird, Secretary (rejoined 7:55 )  
Debbie Andrews  
Carol Rutledge  
Lauren Wright  
Deb Yeagle  
Others: Vern Wright, Treasurer  
Robin Turell, Office Manager

Bill began the meeting by pointing out it is only about five months to the regional and national shows, everyone needs to get going!

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

1. Memberships

As of June 3, 2019, we currently have 183 regular members. That is an increase of 9 members from the last meeting.

We currently have 138 youth members. That is an increase of 8 youth members from the last meeting.

We have 116 LIFE Members.

We have 47 judges and 8 apprentices. This is an increase of 1 from the last meeting.

2. Shows:

As of today, June 3, 2019 there are currently 38 shows on the ALSA calendar. Last year at this time there were 58.

3. Discussion of office work and promotion – recap

There was discussion as to the correct number of regular members as Vern believes it is only about 130. He is going to work at reconciling the differences.

There is still one show from 2018 that owes ALSA the appropriate fees. Robin has talked with a representative of the state fair board, who expressed dismay that the fees have not been remitted to ALSA. Apparently, the ILR, which had a concurrent show, has not been paid either.

Robin stated she has been examining various social media platforms that may be usable in ALSA's effort to increase membership. This is a technique used by the ILR to communicate with existing and prospective members.

Vern thanked Robin for her assistance in getting a conference set up with the I.T. party currently hosting ALSA's database.

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

Office expense for May were \$45.00.

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

Robin left the conference call at 7:25 p.m. CDT.

## **II. Treasurer's Report:**

Vern reported that the I.R.S tax filing was accomplished on time, after he found an accountant to help with the filing. Our previous accountant had suffered a heart attack, unbeknownst to everyone. He thanked everyone for their assistance in gathering the pertinent information for the tax preparation.

Vern went on to point out some very encouraging and favorable news: for the first five months of 2019, membership fees received are ahead of last year by about \$550 and sanctioning fees are approximately \$500. Actual show entry fees for animals are down a bit, about \$500. Year to date, show fees are down about \$1,200 compared to 2018, largely because of the show that still owes its fees to ALSA as was discussed under the Office Manger's report. Further, tighter controls on office expenses has reduced them by about \$1,500. He feels ALSA is on the right track toward keeping expenses down.

The May financials and year-to-date financials are contained in Appendix A below.

**Motion to approve the Treasurer's report for May, 2019 as presented. Motion by Deb. Seconded by Ron. Motion unanimously passed .**

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

## **Committee Reports:**

**Alpaca** - Chair: Mary Reed, Liaison: Deb

No report submitted.

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

Bylaws and Standing Rules are up-to-date and published on the ALSA website.

Respectfully,  
Lougene Baird, Chair

**Elections** - Chair: Lougene Baird, Liaison: Cathie

Beginning July 1, 2019 a member may submit his-her name to be placed on the General Election Ballot scheduled for early October.

Text for several eblasts concerning the election have been submitted to the Board of Directors for their changes, additions and approval. Each is dated for a specific release time. Once the cluster of eblast is approved it will be forward to the ALSA office for distribution on each release's scheduled date.

Respectfully,  
Lougene Baird, Chair

**Motion to approve the previously submitted e-blasts concerning the 2019 election. Motion by Lauren. Seconded by Cathie. 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

Deb reported that she has been asked to be superintendent of the fleece show at the Grand National. The Board has not been contacted by the overall show superintendent as to this discussion, but is favor of it.

**Motion: Deb to be superintendent of the Grand National fleece show subject to approval of the Grand National superintendent. Motion by Cathie. Seconded by Ron. Motion unanimously passed.**

**Grand National** - Chair: Sandi Auld, Liaison: Lauren

Lauren has talked with both Judy and Glenna. They both are sending her the left-over ribbons for refurbishment. Lauren went on to say she is still waiting for Glenna to send her the keys to the Hutchinson storage unit and a count of the unused trophies on hand. She recommends renewing the storage unit on a month-to-month basis so it may be emptied out.

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

Bill will talk to Robin about getting the new Handbook on the website. A problem in this regard is difficulty for some members to access the Handbook on the

website. Ron suggested a new Handbook link be created as was done for the Bylaws and Standing Rules.

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

The November 8-11 Clinic in Sequin, TX is posted on the website now.  
We need Judge's badges for the following new Judges.

Tami Lash  
Steve Auld  
Mark Smith  
Harvey Pool  
Cathie Kindler

I contacted those who were previously ALSA Judges and they no longer have their badges.

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

**Motion: Have Cyndi obtain badges for the above-named judges. Motion by Carol. Seconded by Ron. Motion unanimously passed.**

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

No report submitted. Debbie says she has not been able to find anyone interested in being chair of this important committee.

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

Concerning a suggestion that the Junior Youth age be lowered to 7 years old in order to match ILR Junior Youth age divisions, since many shows run ALSA and ILR divisions simultaneously.

I will forward this to the committee.

Thanks,  
Anna Reese  
Performance Committee Chair

Carol stated that she has been informed by Anna that the Performance Committee agrees with this suggestion. Once the Youth Committee concurs, a Motion will be circulated to approve this change and an E-Blast put out to announce the change.

**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

Deb reported Susan Leslie will superintend the Central Regional Show, to be held in conjunction with the State Fair of Texas. Later discussion surrounded the acquisition of ribbons for the regional shows: should each superintendent order them or should they all be ordered by one person. The decision was formalized through the following Motion.

**Motion: Susan Leslie will order all Regional ribbons and distribute them to each Regional superintendent, after they inform her of how many of what class ribbons they require. Motion by Carol. Seconded by Ron. Motion unanimously passed.**

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

Lauren

No report submitted.

***Youth Committee*** - Chair: Open – Liaison: Carol

Concerning a suggestion that the Junior Youth age be lowered to 7 years old in order to match ILR Junior Youth age divisions, since many shows run ALSA and ILR divisions simultaneously:

I will look into it and at this time nothing new.

Thank you,  
Robin Sturgeon  
Youth Committee Chair

Carol will discuss with Robin the Board's desire and the Performance Committee's approval of lowering the junior division minimum age to 7.

**Old Business:**

- A. Dates and Judges for the Regional shows.  
Susan is to get these and report them to the Board for final approval.
- B. Authorization of an E-Blast regarding Regional show dates and Judges.  
This item is on hold until "A" above is accomplished.

**III. New Business:**

- A. Negotiation of changes to the Office work requirements and remuneration as suggested by Robin Turell some weeks ago.

It was first pointed out Robin brought this idea to the Board as she wants to see ALSA succeed, continue as a show organization, and she is well-aware of the current financial condition.

This item involved considerable discussion, including various ideas on how to achieve lower expenses for ALSA, what Office work may have to be eliminated, what the exact responsibilities of the Office would be, and other factors. Agreement was unanimous that the contract should be on a year-to-year basis, not a two-year contract such as a previous Board awarded.

The Board determined that Cathie Kindler, as Vice-President and Ron Baird, as Secretary, would be responsible for working with Robin to achieve a satisfactory solution, reporting back to the Board for its approval, and involving the Treasurer to the extent that becomes necessary.

**B. Interim Motions approved.**

**Motion to open another chase account get a debit card from chase and use I on these accounts so we are not paying with Robin's card. Keeping a very small amount in that account in case if fraud. Motion by Deb. Seconded by Debbie. Motion unanimously passed.**

**C. Jeff and Sally Rucker have requested an exemption from the Handbook requirement that states "No personal, farm, or ranch name or insignia, or animal name, or insignia may be displayed on the exhibitor or animal during the class.", since the Rocky Mountain Regional will be at their ranch and there are signs there that could be mistaken as violating this Handbook provision. They have requested the ALSA Board publish a Motion to this effect.**

**Motion: Allow the Ruckers an exemption from Handbook rule Part M, Section4, A. Motion by Ron. Seconded by Carol. Motion unanimously passed.**

The next regular Board meeting will be July 8, 2019 at 7:00 p.m. CDT.

**Motion to Adjourn at 8:04 p.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.***

## Financial Statement

	<u>Jan - Jun 19</u>	<u>Jan - Jun 18</u>	<u>\$ Change</u>	<u>% Change</u>
<b>Income</b>				
<b>a MEMBERSHIP REVENUE</b>				
2018 Adult Membership	0.00	7,115.00	-7,115.00	-100.0%
2018 Youth Membership	0.00	3,350.00	-3,350.00	-100.0%
2019 Adult Membership	6,793.04	0.00	6,793.04	100.0%
2019 Youth Membership	<u>3,560.91</u>	<u>0.00</u>	<u>3,560.91</u>	<u>100.0%</u>
<b>Total a MEMBERSHIP REVENUE</b>	10,353.95	10,465.00	-111.05	-1.06%
<b>ALSA SHOW FEES</b>				
Adult Showmanship Numbers	57.45	80.00	-22.55	-28.19%
Animal Number Transfer	47.52	210.00	-162.48	-77.37%
Animal Recording Numbers	1,265.86	820.00	445.86	54.37%
Research	0.00	25.00	-25.00	-100.0%
Sanctioning Fee	1,852.07	1,875.00	-22.93	-1.22%
Show Entry Fee	7,234.00	7,333.00	-99.00	-1.35%
ALSA SHOW FEES - Other	<u>0.00</u>	<u>431.00</u>	<u>-431.00</u>	<u>-100.0%</u>
<b>Total ALSA SHOW FEES</b>	10,456.90	10,774.00	-317.10	-2.94%
ALSA T Shirt	763.00	0.00	763.00	100.0%
<b>GRAND NATIONAL</b>				
Entries	387.00	0.00	387.00	100.0%
Overpayments	<u>141.75</u>	<u>0.00</u>	<u>141.75</u>	<u>100.0%</u>
<b>Total GRAND NATIONAL</b>	528.75	0.00	528.75	100.0%
<b>JUDGE REVENUE</b>				
2018 Judges Dues	0.00	900.00	-900.00	-100.0%
2019 Judges Dues	2,082.05	0.00	2,082.05	100.0%
Judges' Clinics Fees	<u>1,178.70</u>	<u>100.00</u>	<u>1,078.70</u>	<u>1,078.7%</u>
<b>Total JUDGE REVENUE</b>	3,260.75	1,000.00	2,260.75	226.08%
<b>REGIONAL REVENUE</b>				
Rocky Mountain Regional				
Stall Fees	<u>0.00</u>	<u>42.00</u>	<u>-42.00</u>	<u>-100.0%</u>
<b>Total Rocky Mountain Regional</b>	<u>0.00</u>	<u>42.00</u>	<u>-42.00</u>	<u>-100.0%</u>
<b>Total REGIONAL REVENUE</b>	0.00	42.00	-42.00	-100.0%
Showing/Internet Ads/Web Link	20.00	0.00	20.00	100.0%
<b>z OTHER INCOME</b>				
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>
<b>Total Interest Earned</b>	0.00	2.58	-2.58	-100.0%
Misc. Income	15.00	10.00	5.00	50.0%

Website Income	19.15	120.00	-100.85	-84.04%
<b>Total z OTHER INCOME</b>	<b>34.15</b>	<b>147.58</b>	<b>-113.43</b>	<b>-76.86%</b>
<b>Total Income</b>	<b>25,417.50</b>	<b>22,428.58</b>	<b>2,988.92</b>	<b>13.33%</b>
<b>Gross Profit</b>	<b>25,417.50</b>	<b>22,428.58</b>	<b>2,988.92</b>	<b>13.33%</b>
<b>Expense</b>				
<b>a GRAND NATIONAL E</b>				
Caterer	0.00	500.00	-500.00	-100.0%
Facility	1,000.00	500.00	500.00	100.0%
Judges				
Travel or Room	0.00	952.84	-952.84	-100.0%
Total Judges	0.00	952.84	-952.84	-100.0%
Misc Office	111.77	0.00	111.77	100.0%
Ribbons / Awards	48.98	0.00	48.98	100.0%
<b>Total a GRAND NATIONAL E</b>	<b>1,160.75</b>	<b>1,952.84</b>	<b>-792.09</b>	<b>-40.56%</b>
ALSA TShirts	323.04	0.00	323.04	100.0%
<b>B.O.D. EXPENSES</b>				
BOD Conference Calls	170.59	39.00	131.59	337.41%
<b>Total B.O.D. EXPENSES</b>	<b>170.59</b>	<b>39.00</b>	<b>131.59</b>	<b>337.41%</b>
<b>BANKING FEES</b>				
Credit Card Fees	0.00	385.30	-385.30	-100.0%
<b>Total BANKING FEES</b>	<b>0.00</b>	<b>385.30</b>	<b>-385.30</b>	<b>-100.0%</b>
Corporation Renewal	487.00	46.03	440.97	958.01%
<b>ELECTION COMMITTEE</b>				
Electronic Election	0.00	348.03	-348.03	-100.0%
<b>Total ELECTION COMMITTEE</b>	<b>0.00</b>	<b>348.03</b>	<b>-348.03</b>	<b>-100.0%</b>
<b>EXECUTIVE OFFICE - NEW</b>				
Computer Backup	0.00	333.98	-333.98	-100.0%
Constant Contact Eblast Expense	315.00	270.00	45.00	16.67%
Contract Labor - Robin	21,900.00	21,900.00	0.00	0.0%
Internet				
Go To My PC	0.00	133.92	-133.92	-100.0%
Total Internet	0.00	133.92	-133.92	-100.0%
Office Supplies	344.48	801.94	-457.46	-57.04%
Postage	293.86	459.29	-165.43	-36.02%
Telephone				
ALSA Phone/iPad	708.51	0.00	708.51	100.0%
Internet Usage	339.10	1,013.37	-674.27	-66.54%
Telephone - Other	178.18	857.08	-678.90	-79.21%
Total Telephone	1,225.79	1,870.45	-644.66	-34.47%
<b>Total EXECUTIVE OFFICE - NEW</b>	<b>24,079.13</b>	<b>25,769.58</b>	<b>-1,690.45</b>	<b>-6.56%</b>
<b>HANDBOOK COMMITTEE</b>				
Binders	0.00	67.75	-67.75	-100.0%
<b>Total HANDBOOK COMMITTEE</b>	<b>0.00</b>	<b>67.75</b>	<b>-67.75</b>	<b>-100.0%</b>

<b>Insurance</b>				
Board of Directors	485.00	485.00	0.00	0.0%
Show/Event Liability	<u>1,240.82</u>	<u>1,078.32</u>	<u>162.50</u>	<u>15.07%</u>
<b>Total Insurance</b>	<b>1,725.82</b>	<b>1,563.32</b>	<b>162.50</b>	<b>10.4%</b>
<b>IRS</b>	36.37	0.00	36.37	100.0%
<b>JUDGES CLINICS</b>				
Instructors Fees	<u>1,050.00</u>	<u>0.00</u>	<u>1,050.00</u>	<u>100.0%</u>
<b>Total JUDGES CLINICS</b>	<b>1,050.00</b>	<b>0.00</b>	<b>1,050.00</b>	<b>100.0%</b>
<b>JUDGES COMMITTEE</b>				
Printing	<u>282.71</u>	<u>0.00</u>	<u>282.71</u>	<u>100.0%</u>
<b>Total JUDGES COMMITTEE</b>	<b>282.71</b>	<b>0.00</b>	<b>282.71</b>	<b>100.0%</b>
<b>Legal-Prof Fees</b>				
Legal-Prof Fees; TAX PREP	600.00	680.00	-80.00	-11.77%
Legal-Prof Fees - Other	<u>350.00</u>	<u>0.00</u>	<u>350.00</u>	<u>100.0%</u>
<b>Total Legal-Prof Fees</b>	<b>950.00</b>	<b>680.00</b>	<b>270.00</b>	<b>39.71%</b>
<b>PUBLICATIONS COMMITTEE</b>				
Commission, "Showring"	<u>228.00</u>	<u>0.00</u>	<u>228.00</u>	<u>100.0%</u>
<b>Total PUBLICATIONS COMMITTEE</b>	<b>228.00</b>	<b>0.00</b>	<b>228.00</b>	<b>100.0%</b>
<b>REGIONAL SHOW EXPENSE</b>				
<b>WESTERN REGIONAL Exp</b>				
Facility Fee	<u>0.00</u>	<u>600.00</u>	<u>-600.00</u>	<u>-100.0%</u>
<b>Total WESTERN REGIONAL Exp</b>	<b>0.00</b>	<b>600.00</b>	<b>-600.00</b>	<b>-100.0%</b>
<b>Total REGIONAL SHOW EXPENSE</b>	<b>0.00</b>	<b>600.00</b>	<b>-600.00</b>	<b>-100.0%</b>
<b>Total Expense</b>	<u>30,493.41</u>	<u>31,451.85</u>	<u>-958.44</u>	<u>-3.05%</u>
	<u><b>-5,075.91</b></u>	<u><b>-9,023.27</b></u>	<u><b>3,947.36</b></u>	<u><b>43.75%</b></u>