

ALSA Board of Directors Meeting Minutes

July 8, 2019

Call to order: 7:13 p.m. CDT

Roll call:

Board Members:	Cathie Kindler, President Ron Baird, Secretary Debbie Andrews Carol Rutledge Lauren Wright Deb Yeagle
Others:	Vern Wright, Treasurer Robin Turell, Office Manager Susan Leslie, Regional Show Chair

I. Office Manager's Report:

1. Memberships

As of July 1, 2019, we currently have 189 regular members. That is an increase of 6 members from the last meeting. Last year at this time we had 209 regular members.

We currently have 162 youth members. That is an increase of 24 youth members from the last meeting. Last year at this time we had 170 youth members.

We have 116 LIFE Members.

We have 47 judges and 8 apprentices.

2. Shows:

As of today, July 3, 2019 there are currently 47 shows on the ALSA calendar. Last year at this time there were 59.

3. Discussion of office work and promotion – recap –

Robin promotes ALSA to people who visit her place and are interested in llamas and alpacas.

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

Office expense for May to June 25th were \$102.02.

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

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

II. Treasurer's Report:

See the attached complete financials contained in Appendix A.

There was a significant discussion relating to major expenses and containment of them.

Vern is in discussion with the previous Treasurer regarding financial presentations and forecasts.

Vern left the conference call at 7:41 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

As Bill was the liaison, a new liaison needs to be approved by the Board. Carol has volunteered to undertake this difficult task.

Elections - Chair: Lougene Baird, Liaison: Cathie

This Committee has been informed by the ALSA Board that it resolved to reduce the size of its Board to six members. With this action there are no Board members who will term out this year. ALSA will not have a Director Election as there are no empty seats to fill until the fall of 2020.

The eblasts that were to announce the 2019 election schedule prior to this action have been withdrawn.

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 in Appendix A appended hereto.

Fleece - Chair: Judy Glaser, Liaison: Deb

No Report.

Grand National - Chair: Sandi Auld, Liaison: Lauren

No Report.

Handbook – Chair: Adryce Mathisen, Liaison: Bill

No Report.

Judges' - Chair: Cyndi Ernst, Liaison: Ron

No Report.

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 and Web Site - Chair: Open, Liaison:

Deb

No report submitted.

Regional Committee - Chair: Susan Leslie: Deb

Ribbon order has been sent in. Susan reported she has been able to acquire the place ribbons for \$1.85 apiece and championship ribbons for \$5.30

apiece. This has reduced the cost of the entire regional ribbons from \$3,200 in 2018 to \$1,600 in 2019.

Ordering ribbons thru 4th place only

Regions will be using their inventory ribbons for 5th place , no regions have asked for any new 5th place ribbons.

No new ribbons are being ordered for 6-8th place. Regions will use what they have from inventory until gone.

*Requesting permission to give Regional Show Superintendents the code for getting the discounts for the Office Depot ALSA account.

Motion: Give the Office Depot code to regional superintendents so they can purchase necessary and allowed supplies. Motion by Deb. Seconded by Cathie. Motion unanimously passed.

*Requesting a guide line to be established for regional show expenses.

These are the items I see where we need to set limits on spending based on previous years profit and loss statements

*Clerking

*Performance course supplies and payment to designers

*Show Decorations

*Xtra awards and ribbons

*Process for ordering T-shirt's

Discussion ensued regarding controlling regional costs much more strictly than before. Toward this goal, Vern, Susan, Deb, and Cathie will have a meeting to set an amount for all expenses other than facility fees, which are a variable some shows have and are beyond their control.

Thank you
Susan Leslie
ALSA Regional Committee Chairman

Also see under Old Business the updated list of regional shows for Board approval.

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

No report submitted.

Youth Committee - Chair: Robin Sturgeon – Liaison: Carol
No report submitted at this time.

IV. Old Business:

A. Dates and Judges for the Regional shows.

The following information about the 2019 regional shows has been submitted by Susan Leslie, the Chair:

Regional show info as of 7/10/2019

Western regionals

Show superintendent Tracey Wallace

Ramona junior fair grounds, CA

October 4,5,6, 2019

Judge Tracey Weaver

South east regionals

Show superintendents Kathy Devaul and Cheryl Lambert

October 11,12,13, 2019

Perry, Georgia

Georgia National fair grounds in conjunction with Georgia National Fair

Judge Mike Swanson

Rocky Mountain Regionals

Show superintendent Jeff Rucker

Stage Stop Llama Ranch

August 24,25, 2019

Judge Margaret Henry

Central Regionals

Show Superintendent Susan Leslie

Dallas Tx, Held in conjunction with State Fair of Texas

Sept 27,28, 2019

Judge Patti Morgan

Buckeye Regionals

Show Superintendent Robin Sturgeon.

Boone County fairgrounds, Lebanon, IN

Judge Tor Sorenson

September 28-29, 2019.

B. Authorization of an E-Blast regarding Regional show dates and Judges.

Susan and Ron will work on this together.

V. New Business:

A. Election of a new Vice-President.

Lauren Wright was elected Vice-President for the coming year by a majority vote of the Board.

B. A resolution was passed.

“Resolved, the ALSA Board of Directors shall be reduced to six (6) members in accordance with Article III, Section 1 of the ALSA Bylaws as of July 1, 2019.”

Motion to pass the resolution. Motion by Ron. Seconded by Carol. Motion unanimously passed.

C. Discussion regarding what weekday of the month to hold Board meetings. It was decided the second Wednesday of the month would be the ideal.

D. Discussion regarding changing the minimum age for junior youth ensued.

Motion: The age for junior youth entries is lowered effective immediately to seven (7) years of age. Motion by Carol. Seconded by Deb. Motion unanimously passed.

E. Terms of directors.

It was discussed whether to change the Bylaws to reorder the election of directors. This was tabled until the next meeting.

The next regular Board meeting will be July 31, 2019 at 7:00 p.m. CDT.

Motion to Adjourn at 8:23 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 Financial Statements

	<u>Jan - Jul 19</u>	<u>Jan - Jul 18</u>	<u>\$ Change</u>	<u>% Change</u>
Income				
a MEMBERSHIP REVENUE				
2018 Adult Membership	0.00	7,115.00	-7,115.00	-100.0%
2018 Youth Membership	0.00	3,500.00	-3,500.00	-100.0%
2019 Adult Membership	7,181.64	0.00	7,181.64	100.0%
2019 Youth Membership	<u>3,585.91</u>	<u>0.00</u>	<u>3,585.91</u>	<u>100.0%</u>
Total a MEMBERSHIP REVENUE	10,767.55	10,615.00	152.55	1.44%
ALSA SHOW FEES				

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	1,361.91	935.00	426.91	45.66%
Research	0.00	25.00	-25.00	-100.0%
Sanctioning Fee	2,098.42	2,050.00	48.42	2.36%
Show Entry Fee	8,137.07	8,568.00	-430.93	-5.03%
ALSA SHOW FEES - Other	<u>0.00</u>	<u>431.00</u>	<u>-431.00</u>	<u>-100.0%</u>
Total ALSA SHOW FEES	11,702.37	12,299.00	-596.63	-4.85%
ALSA T Shirt	763.00	0.00	763.00	100.0%
GRAND NATIONAL				
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>
Total GRAND NATIONAL	528.75	0.00	528.75	100.0%
JUDGE REVENUE				
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>
Total JUDGE REVENUE	3,260.75	1,000.00	2,260.75	226.08%
REGIONAL REVENUE				
Rocky Mountain Regional				
Entry Fees	48.10	0.00	48.10	100.0%
Stall Fees	<u>0.00</u>	<u>42.00</u>	<u>-42.00</u>	<u>-100.0%</u>
Total Rocky Mountain Regional	<u>48.10</u>	<u>42.00</u>	<u>6.10</u>	<u>14.52%</u>
Total REGIONAL REVENUE	48.10	42.00	6.10	14.52%
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>27,202.42</u>	<u>24,103.58</u>	<u>3,098.84</u>	<u>12.86%</u>
Gross Profit	27,202.42	24,103.58	3,098.84	12.86%
Expense				
a GRAND NATIONAL E				
Caterer	0.00	500.00	-500.00	-100.0%
Facility	1,000.00	500.00	500.00	100.0%
Judges				
Travel or Room	<u>541.02</u>	<u>952.84</u>	<u>-411.82</u>	<u>-43.22%</u>
Total Judges	541.02	952.84	-411.82	-43.22%

Misc Office	111.77	0.00	111.77	100.0%
Ribbons / Awards	48.98	0.00	48.98	100.0%
Storage Unit	<u>220.00</u>	<u>378.00</u>	<u>-158.00</u>	<u>-41.8%</u>
Total a GRAND NATIONAL E	1,921.77	2,330.84	-409.07	-17.55%
ALSA TShirts	323.04	0.00	323.04	100.0%
B.O.D. EXPENSES				
BOD Conference Calls	170.59	52.00	118.59	228.06%
BOD Mailing	<u>0.00</u>	<u>6.05</u>	<u>-6.05</u>	<u>-100.0%</u>
Total B.O.D. EXPENSES	170.59	58.05	112.54	193.87%
BANKING FEES				
Credit Card Fees	<u>0.00</u>	<u>395.49</u>	<u>-395.49</u>	<u>-100.0%</u>
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	<u>0.00</u>	<u>348.03</u>	<u>-348.03</u>	<u>-100.0%</u>
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	360.00	315.00	45.00	14.29%
Contract Labor - Robin	25,550.00	25,550.00	0.00	0.0%
Internet				
Go To My PC	<u>0.00</u>	<u>133.92</u>	<u>-133.92</u>	<u>-100.0%</u>
Total Internet	0.00	133.92	-133.92	-100.0%
Office Supplies	443.48	999.77	-556.29	-55.64%
Postage	350.88	487.05	-136.17	-27.96%
Telephone				
ALSA Phone/iPad	826.98	0.00	826.98	100.0%
Internet Usage	339.10	1,172.45	-833.35	-71.08%
Telephone - Other	<u>178.18</u>	<u>999.91</u>	<u>-821.73</u>	<u>-82.18%</u>
Total Telephone	<u>1,344.26</u>	<u>2,172.36</u>	<u>-828.10</u>	<u>-38.12%</u>
Total EXECUTIVE OFFICE - NEW	28,048.62	29,992.08	-1,943.46	-6.48%
HANDBOOK COMMITTEE				
Binders	<u>0.00</u>	<u>67.75</u>	<u>-67.75</u>	<u>-100.0%</u>
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	<u>1,240.82</u>	<u>1,078.32</u>	<u>162.50</u>	<u>15.07%</u>
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	<u>1,050.00</u>	<u>0.00</u>	<u>1,050.00</u>	<u>100.0%</u>
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	<u>282.71</u>	<u>0.00</u>	<u>282.71</u>	<u>100.0%</u>
Total JUDGES COMMITTEE	360.32	0.00	360.32	100.0%
Legal-Prof Fees				
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>
Total Legal-Prof Fees	950.00	680.00	270.00	39.71%
PUBLICATIONS COMMITTEE				
Commission, "Showring"	<u>228.00</u>	<u>0.00</u>	<u>228.00</u>	<u>100.0%</u>
Total PUBLICATIONS COMMITTEE	228.00	0.00	228.00	100.0%
REGIONAL SHOW EXPENSE				
WESTERN REGIONAL Exp				
Facility Fee	<u>0.00</u>	<u>600.00</u>	<u>-600.00</u>	<u>-100.0%</u>
Total WESTERN REGIONAL Exp	0.00	600.00	-600.00	-100.0%
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	1,597.05	600.00	997.05	166.18%
YOUTH COMMITTEE				
Scholarship	<u>500.00</u>	<u>0.00</u>	<u>500.00</u>	<u>100.0%</u>
Total YOUTH COMMITTEE	500.00	0.00	500.00	100.0%
Total Expense	<u>37,398.58</u>	<u>36,081.59</u>	<u>1,316.99</u>	<u>3.65%</u>
Net Income	<u><u>-10,196.16</u></u>	<u><u>-11,978.01</u></u>	<u><u>1,781.85</u></u>	<u><u>14.88%</u></u>