

ALSA Board of Directors Meeting Minutes January 17, 2019

Call to order: 7:04 p.m. CST

Roll call:

Board Members present: Bill Feick, President
Cathie Kindler, Vice- President
Ron Baird, Secretary
Debbie Andrews
Carol Rutledge
Lauren Wright
Deb Yeagle
Others present: Vern Wright
Robin Turell (joined at 7:27 p.m.)

I. Office Manager's Report:

BOD Meeting - Office Report Tuesday, January 8, 2019

1. Memberships:

As of January 1, 2019, we currently have 33 regular members. *(As of the meeting date, there were 50)*

We currently have 8 youth members. *(As of the meeting date there were 18)*

We have 116 LIFE Members.

We have 17 judges that have paid their 2019 judges dues. Last year we had 53 judges.

2. Shows:

As of today, January 1, 2019 there are currently 6 shows on the ALSA calendar.

3. Items needed for discussion

- We have also not received funds from one show that was held in August of 2018. We have received their results on Dec. 12, 2018, but not the funds due to ALSA. Fees collected at this show and due to ALSA are \$765.00

Robin left the conference call at 7:37 p.m.

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

Motion to approve and pay the Office expenses for the month of November, less the cost of Office 365, which is software. Motion by Ron. Seconded by Deb. Motion passed unanimously.

II. Treasurer's Report:

See the complete financials attached hereto as Addendum B.

Vern pointed out salient items on the balance sheet and the fact ALSA incurred a loss for 2018 preliminarily estimated at \$14,600. The cash balance at the end of 2018 is about \$48,800 compared to About \$60,000 at 2017 yearend. Office expenses for 2018 currently total \$49,844.24, of which about 86% is represented by the Office Manager's compensation under a contract agreed to by the Board in 2017.

The Board decided that a Board liaison would be appointed to oversee the Office and work as the major contact between the Board and the Office. The Office Manager will be asked to submit a daily report detailing telephone and email contacts and their outcome as well as the Office's efforts to get new ALSA members and shows.

Motion to approve the Treasurer's report for December 2018 as presented. Motion by Ron. Seconded by Deb. Motion unanimously passed.

Vern left the conference call at 7:25 p.m.

III. Committee Reports:

Alpaca - Chair: Mary Reed, Liaison: Deb

Deb reported that Mary Reed is checking on several items and will be ready to report on them at the February Board meeting.

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

The Bylaws Committee has completed the text for the proposed Bylaws ballot to take place in early March 2019.

The text has been sent to the Board for final comments.

Please inform us if there are other major changes to be included in the ballot.

Thank you,

Lougene Baird, Chair

Elections - Chair: Lougene Baird, Liaison: Cathie

The ALSA Standing Rules Article III Section 1 (c) state the Treasurer and Office Manager shall reconcile the list of members using the Day of Record to create an up-to-date list to present to the Board for approval. This Committee has communicated with the Office Manager and Treasurer and all agree that February 13 is a reasonable date to complete the list of members.

Based on this, the Election Committee has set the Day of Record for February 13th.

After Board approval, the list will be used as the List of Electors for the proposed Bylaw change set for early March.

The Board has approved two Questions to be voted on by the membership for final approval. A draft of the ballot text is below for final Board review and approval.

Please approve the proposed bylaws change text.

Question 2 has two parts:

Question 2 – To re-letter Article III, Section 8 for clarity and define the consequences of being ejected from the Board of Directors and reflect the necessary changes in Article III Section 2.

Part 1. Current text **with additional text in bold and underlined**
Article III, Section 8. Resignation and Removal

Any Director may resign effective immediately upon giving written notice to the President, the Secretary or the Board of Directors of the corporation. The Board of Directors may declare vacant the office of a Director who has been declared of unsound mind by an order of the court or convicted of a felony or has three unexcused absences from meetings of the Board of Directors in the course of a year. Other infractions in regard to meetings may result in censure, suspension or dismissal based on the decision of the ALSA Board of Directors. A board member may be censured, suspended or ejected for unauthorized activity
by a majority vote of the Board of Directors. **A member subject to (d) in this section shall be permanently barred from serving on the Board of Directors**

Proposed Final

Article III, Section 8. Resignation and Removal

(a) Any Director may resign effective immediately upon giving written notice to the President, the Secretary or the Board of Directors of the corporation.

(b) The Board of Directors may declare vacant the office of a Director who has been declared of unsound mind by an order of the court or convicted of a felony or has three unexcused absences from meetings of the Board of Directors in the course of a year.

(c) Other infractions in regard to meetings may result in censure, suspension or dismissal based on the decision of the ALSA Board of Directors.

(d) A board member may be censured, suspended or ejected for unauthorized activity

by a majority vote of the Board of Directors.

(e) **A member subject to (d) in this section shall be permanently barred from serving on the Board of Directors**

Part 2. Current text **with changes in bold and underlined**

Article III, Section 2. Eligibility

To be eligible to serve on the ALSA Board of Directors, a member must be

1. A current ALSA member;

2. In good standing with ALSA; **and**
3. At least 19 years of age, **and**

4. Never permanently barred from serving as a Board member as described in this Article III, Section 8.

Proposed Final

Section 2. Eligibility

To be eligible to serve on the ALSA Board of Directors, a member must be

1. A current ALSA member;
2. In good standing with ALSA,
3. At least 19 years of age, and

4. Never permanently barred from Serving as a Board member as described in this Article III Section 8.

I would like to start 'building' the platform on Simply Voting. I am going to run away from home Jan 30 and want it already to go before I depart.

Thank you all for your help on this. It will be a new day for ALSA to have this great new idea in place.

Thank you,

Lougene Baird, Election Chair

CC Election Committee

Motion to approve the Bylaws text changes as presented above to the membership for approval by ballot in March, 2019. Motion by Deb. 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

Work is culminating on score cards with the Handbook Committee for Bd. Approval.

I want to commend my committee members for some very hard work.

We will discuss what project(s) we want to move on for 2019.

Thank you

Judy Glaser

Grand National - Chair: Glenna Overmiller, Liaison: Cathie

No report received.

Handbook – Chair: Adryce Mathisen, Liaison: Bill

Hi all and Happy New Year!

Most of the committees have turned in their changes. The information from the alpaca committee is pending.

Status

Part B - Committees - sent to Ruby for formatting - previously BOD approved

Part F - Grand National - this was previously approved but there a couple of questions -

Section 2. D. 7. - the list of examples should include Masters (open, masters, advanced or novice classes) 2017 Handbook, p. F-3- approved by Grand National Committee

Section 3. Approved Llama and Alpaca Classes - leaves out Alpaca Walking Fleece as a class 2017 Handbook, p. F. 3. Should it be added? Need answer from BOD

Part M - Performance approved by Performance Committee- attached for BOD review

Changes -

youth may not share a llama in performance classes

prohibits use of halters where lead rope tightens

changes water obstacle size minimum to 4' x4'.

corrects size of solid jump

adds a table of course size requirements

Part Q - Youth - attached

Changes-

youth may not use share a llama in performance classes

prohibits use of halters where lead rope tightens

Part S - Judges - approved by Judges Committee - attached for BOD review

Changes -

allows for attendance at annual judges meeting by phone or web conference

Part V - Violations and Protests - attached for BOD review.

Changes -

changes filing fee for protest to \$200.00

Please look and get back to me.

Thanks - Adryce

ALSA Awards

(For additional details see Part G - ALSA Awards)

ROM Points Requirements

Class	Llama Points	Alpaca Points	Individual Points
Halter	25	15	N/A
Non-Breeder Halter	20	10	N/A
Produce of Dam	15	10	N/A
Get of Sire	20	10	N/A
Fleece	20	15	N/A
Obstacle	25	15	N/A

Pack	25	15	N/A
Public Relations	25	15	N/A
Driving	20	N/A	N/A
Finished Products	N/A	N/A	20
Adult Showmanship	N/A	N/A	20

ALSA Champion - Halter Classes

Shown under 3 different judges with a minimum of 5 in the division	
Halter Champion	4 Grands or 3 Grands and 2 Reserves
Get of Sire/Produce of Dam	3 first place ribbons, or 4 second place ribbons. Must have 3 in a class for a first place to qualify, 4 in a class for a second place to qualify.
Non-Breeding Halter Champion	4 Grands or 3 Grands and 2 Reserves May include wins from before animal became a non-breeder

ALSA Champion - Performance Classes

Shown under 3 different judges with a minimum of 5 in the division (except Driving Champion)	
Llama and Alpaca	Requirement
Novice Performance Champion	3 Grands or 2 Grands and 2 Reserves
Advanced Performance Champion	4 Grands or 3 Grands and 2 Reserves
Master Performance Champion	
Driving Champion	4 Grands or 3 Grands and 2 Reserves Under 3 different judges with 3 in the division.

ALSA Champion - Fleece Classes

Shown under 2 different judges with a minimum of 5 in the division	
Llama and Alpaca	Requirement
Llama or Alpaca Fleece Champion	4 Grands or 3 Grands and 2 Reserves in Shorn or Walking Fleece Classes
Finished Products Champion	4 Grands or 3 Grands and 2 Reserves in Finished Products Classes

ALSA Champion - Adult Showmanship

Points are awarded to the person showing, not to the animal. Must have 3 in a class for a first place to qualify, 4 in a class for a second place to qualify.

Must have 4 first place ribbons or 3 first place and 2 second place ribbons

ALSA Grand Champion – Llama or Alpaca

Must win Halter Champion or Non-Breeder Halter Champion and Performance Champion

ALSA Elite Champion – Llama or Alpaca

Shown under 3 different judges with a minimum of 5 in the division

Llama and Alpaca	Requirement
Llama or Alpaca Halter	6 Grand Champions in Halter and 6 Grand Champions in Advanced, Masters or Open Performance Division and One first place Get of Sire/Produce of Dam (with a minimum of 4 Get/3 Produce in the class)
Llama or Alpaca Non-Breeder	6 Grand Champions in Halter and 6 Grand Champions in Advanced, Masters or Open Performance Division



Placing _____
Score _____ Card No. _____ in _____

Finished _____ Products _____
class _____

Hand Spun Yarn: Traditional

Show: _____

Class # _____

Entry _____ Number: _____
Date: _____

Division: Youth _____ Novice _____

Advanced _____
% Lama (min. 60%) _____

Other materials used: _____

	Max	Points
Preparation	15	
Proper twist and balance	15	
Fineness and hand	15	
Consistency	15	
Appropriate finishing	10	
General appearance	15	
Appropriate suggestions for use	15	
Total	100	

Judge's comments:

Judge's
ALSA

signature:
12/2018



Placing _____
Score _____ Card _____ No. _____ in _____
class _____ Finished _____ Products _____

Hand Spun Yarn: Traditional

Show: _____

Class # _____

Entry _____ Number: _____
Date: _____

Division: Youth _____ Novice _____

Advanced _____
% Lama (min. 60%) _____

Other materials used: _____

	Max	Points
Preparation	15	
Proper twist and balance	15	
Fineness and hand	15	
Consistency	15	
Appropriate finishing	10	
General appearance	15	
Appropriate suggestions for use	15	
Total	100	

Judge's comments:

Show: _____

Class # _____

Entry _____

Division: Youth _____

Advanced _____
% Lama (min. 60%) _____

Other materials used: _____

	Max	Points
Preparation	15	
Proper twist and balance	15	
Fineness and hand	15	
Consistency	15	
Appropriate finishing	10	
General appearance	15	
Appropriate suggestions for use	15	
Total	100	

Judge's comments:



Judge's
ALSA

signature:
12/2018

Judge's
ALSA



Placing_____

Score Card
No. in
Finished Products
class_____

Hand Spun Yarn: Unique

Show: _____

Class # _____
Entry _____ Number: _____
Date: _____

Division: Youth ___ Novice ___
Advanced ___
% Lama (min. 60%)

Other materials used:

	Max	Points
Preparation	15	
Artistic use of materials	20	
Proper twist for project	10	
Consistency of project	15	
Appropriate finishing	15	
General appearance	15	
Suggestions for use	10	
Total	100	

Judge's comments:



Placing_____

Score Card
No. in
Finished Products
class_____

Hand Spun Yarn: Unique

Show: _____

Class # _____
Entry _____ Number: _____
Date: _____

Division: Youth ___ Novice ___
Advanced ___
% Lama (min. 60%)

Other materials used:

	Max	Points
Preparation	15	
Artistic use of materials	20	
Proper twist for project	10	
Consistency of project	15	
Appropriate finishing	15	
General appearance	15	
Suggestions for use	10	
Total	100	

Judge's comments:



Hand Spun Yarn: Unique

Show: _____

Class # _____
Entry _____

Division: Youth ___
Advanced ___
% Lama (min. 60%)

Other materials used:

	Max	Points
Preparation	15	
Artistic use of materials	20	
Proper twist for project	10	
Consistency of project	15	
Appropriate finishing	15	
General appearance	15	
Suggestions for use	10	
Total	100	

Judge's comments:

Judge's ALSA	signature: 12/2018

Judge's ALSA	signature: 12/2018

Judge's ALSA

Placing _____

No. in
Score Card

class _____

Finished Products

Weaving: Continuous Strand

Show: _____

Class # _____

Entry _____ Number: _____

_____ Date: _____

Division: Youth _____ Novice _____

Advanced _____

% Lama (min. 60%) _____

Other materials used: _____

	Max	Points
Appropriate yarn for project	10	
Originality/Creativity	20	
Complexity of design	20	
Durability	10	
Proper sett for project	10	

Placing _____ No.

in
Score Card

class _____

Finished Products

Weaving: Continuous Strand

Show: _____

Class # _____

Entry _____ Number: _____

_____ Date: _____

Division: Youth _____ Novice _____

Advanced _____

% Lama (min. 60%) _____

Other materials used: _____

	Max	Points
Appropriate yarn for project	10	
Originality/Creativity	20	
Complexity of design	20	
Durability	10	
Proper sett for project	10	

No. in
Score

class _____

Finished

Weaving: Continuous Strand

Show: _____

Class # _____

Entry _____

Division: Youth _____

Advanced _____

% Lama (min. 60%) _____


Other materials used: _____

Appropriate yarn project		
Originality/Creativity		
Complexity of design		
Durability		
Proper sett for project		
Consistent selvage		

Consistent selvages	10
Finishing & presentation	20
Total	100
Judge's comments:	
Judge's ALSA	signature: 12/2018

Consistent selvages	10
Finishing & presentation	20
Total	100
Judge's comments:	
Judge's ALSA	signature: 12/2018

Finishing & presentation
Total
Judge's comments:
Judge's ALSA

	Placing _____																												
	Score _____ Card _____																												
		signature: _____																											
	Finished Products class _____ Weaving: Traditional	No. _____ 12/2018 in _____																											
	Show: _____ Class # _____ Entry _____ Number: _____ _____ Date: _____ Division: Youth ___ Novice ___ Advanced ___ % Lama (min. 60%) _____ Other materials used: _____																												
		<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 80%;"></th> <th style="width: 10%;">Max</th> <th style="width: 10%;">Points</th> </tr> </thead> <tbody> <tr> <td>Proper yarn for project</td> <td style="text-align: center;">10</td> <td></td> </tr> <tr> <td>Proper sett</td> <td style="text-align: center;">20</td> <td></td> </tr> <tr> <td>Consistent beat</td> <td style="text-align: center;">10</td> <td></td> </tr> <tr> <td>Proper finishing and wet blocking (if appropriate for project)</td> <td style="text-align: center;">20</td> <td></td> </tr> <tr> <td>Originality</td> <td style="text-align: center;">15</td> <td></td> </tr> <tr> <td>Difficulty of design</td> <td style="text-align: center;">10</td> <td></td> </tr> <tr> <td>General appearance</td> <td style="text-align: center;">15</td> <td></td> </tr> <tr> <td>Total</td> <td style="text-align: center;">100</td> <td></td> </tr> </tbody> </table>		Max	Points	Proper yarn for project	10		Proper sett	20		Consistent beat	10		Proper finishing and wet blocking (if appropriate for project)	20		Originality	15		Difficulty of design	10		General appearance	15		Total	100	
	Max	Points																											
Proper yarn for project	10																												
Proper sett	20																												
Consistent beat	10																												
Proper finishing and wet blocking (if appropriate for project)	20																												
Originality	15																												
Difficulty of design	10																												
General appearance	15																												
Total	100																												
	Judge's comments:																												

Placing _____
 Score _____ Card



Finished _____ No. _____ in
 class _____ Products

Weaving: _____ Traditional

Show: _____

Class # _____

Entry _____ Number: _____

_____ Date: _____

Division: Youth _____ Novice _____

Advanced _____

% Lama (min. 60%) _____

Other materials used: _____

	Max	Points
Proper yarn for project	10	
Proper sett	20	
Consistent beat	10	
Proper finishing and wet blocking (if appropriate for project)	20	
Originality	15	
Difficulty of design	10	
General appearance	15	
Total	100	

Judge's comments:

Judge's ALSA	signature: 12/2018

Judge's ALSA	signature: 12/2018



No.in

Placing_____

Score Card

Finished Class_____
Products

Weaving: Unique

Show: _____
Class # _____
Entry _____ Number: _____
Date: _____

Division: Youth ____ Novice ____
Advanced ____
% Lama (min. 60%)

Other materials used:

	Max	Points
Appropriate yarn for project	10	
Originality/Creativity	20	
Complexity of design	20	
Durability	15	
Secure selvages	10	
Finishing & presentation	15	
	10	



Placing Placing_____

in

No.

Score Card

No. in
Class_____

Finished Products Class_____
Weaving: Unique

Show: _____
Class # _____
Entry _____ Number: _____
Date: _____

Division: Youth ____ Novice ____
Advanced ____
% Lama (min. 60%)

Other materials used:

	Max	Points
Appropriate yarn for project	10	
Originality/Creativity	20	
Complexity of design	20	
Durability	15	
Secure selvages	10	
Finishing & presentation	15	
	10	

Artist's statement:
Title/theme/
use

Total 100

Judge's comments:

Judge's signature:
ALSA 12/2018

Artist's statement:
Title/theme/
use

Total 100

Judge's comments:

Judge's signature:
ALSA 12/2018



Score _____ Placing _____
 No. _____ Card _____
 Finished _____ in _____
 class _____ Products _____

Felted or Felted Artistic
 (Circle one)

Show: _____
 Class # _____
 Entry _____ Number: _____
 _____ Date: _____

Division: Youth _____ Novice _____
 Advanced _____
 % Lama (min. 60%) _____

Other materials used: _____

	Max	Points
Appropriate meshing for project	20	
Artistic use of materials	20	
Originality	20	
Difficulty of design	20	
Presentation	10	
Artist's statement: Title/Theme/Use	10	

Total 100

Judge's comments:



Score _____ Placing _____
 No. _____ Card _____
 Finished _____ in _____
 class _____ Products _____

Felted or Felted Artistic
 (Circle one)

Show: _____
 Class # _____
 Entry _____ Number: _____
 _____ Date: _____

Division: Youth _____ Novice _____
 Advanced _____
 % Lama (min. 60%) _____

Other materials used: _____

	Max	Points
Appropriate meshing for project	20	
Artistic use of materials	20	
Originality	20	
Difficulty of design	20	
Presentation	10	
Artist's statement: Title/Theme/Use	10	

Total 100

Judge's comments:



Felted or

Show: _____
 Class # _____
 Entry _____

Division: Youth _____
 Advanced _____
 % Lama (min. 60%) _____

Other materials used: _____

	Max	Points
Appropriate meshing for project		
Artistic use of materials		
Originality		
Difficulty of design		
Presentation		
Artist's statement: Title/Theme/Use		


Total

Judge's comments:

Judge's ALSA	signature: 12/2018

Judge's ALSA	signature: 12/2018

Judge's ALSA


Placing_____

No. in class_____

Score Card

Finished	Products-	Other
_____	_____	_____

Show: _____

Class # _____

Entry _____ Number: _____

_____ Date: _____


Division: Youth ___ Novice ___

Advanced _____

% Lama (min. 60%) _____

Other materials used: _____

	Max	Points
Preparation	15	
Originality	20	
Difficulty of design	20	
Appropriate technique for project	10	

 Appropriate suggestions intended for use No. in class _____ Placing _____ 10	
Appropriate finishing for presentation Finished Products- _____ Other _____ 10	
General appearance Class # _____ 15	
Total Entry Number: 100 Date: _____	
Judge's comments: _____	
Division: Youth ___ Novice ___ Advanced ___ % Lama (min. 60%) _____	
Other materials used: _____	
	Max Points
Preparation	15
Originality	20
Difficulty of Judge's design	20
Appropriate technique for project 10	
Appropriate suggestions for intended use 10	
Appropriate finishing for presentation 10	
General appearance 15	
Total	100
Judge's comments: _____	

signature: _____

12/2018



Placing _____ No.
in _____ class

Score Card

Finished Products- Other

Show:

Class # _____

Entry Number: _____

Judge's _____

Date: _____
signature: _____

ALSA

12/2018

Division. Youth _____ Novice _____

Advanced _____

% Lama (min. 60%)

Other materials used: _____

	Max	Points
Preparation	15	
Originality	20	
Difficulty of design	20	
Appropriate technique for project	10	
Appropriate suggestions for intended use	10	
Appropriate finishing for presentation	10	
General appearance	15	
Total	100	

Judge's comments:

Judge's ALSA	signature: 12/2018



Placing _____
Score **Card**
 No. in
Finished **Products**
 class _____

Knit or Crochet
 (Circle one)

Show: _____
 Class # _____
 Entry _____ Number: _____
 _____ Date: _____


Division: Youth ___ Novice ___
 Advanced ___
 % Lama (min. 60%) _____

Other materials used: _____

	Max	Points
Proper yarn for project	10	
Proper technique for project	20	
Appropriate gauge for yarn	10	
Proper finishing & blocking	20	
Originality	15	
Difficulty of design	10	
General appearance	15	
Total	100	

Judge's comments:


Judge's ALSA	signature: 12/2018

	Placing _____	
No. in class _____		
Score Card		
Finished	Products- Other	

Show: _____		
Class # _____		
Entry _____	Number: _____	
	Date: _____	
Division: Youth ____ Novice ____		
	Advanced ____	
% Lama (min. 60%) _____		
Other materials used: _____		

	Max	Points
Preparation	15	
Originality	20	
Difficulty of design	20	
Appropriate technique for project	10	

Appropriate suggestions for use intended	10
Appropriate finishing for presentation	10
General appearance	15
Total	100
Judge's comments:	
Judge's ALSA	signature: 12/2018


 Placing _____ in _____ class
 Score _____
 Finished _____
 Produced _____
 Show: _____
 Class # _____
 Entry _____
 Division: Youth _____
 Advanced _____
 % Lama (min. 60%) _____
 Other materials used _____
 Preparation _____
 Originality _____
 Difficulty of design _____
 Appropriate technique for project _____
 Appropriate suggestions for intended use _____
 Appropriate finishing for presentation _____
 General appearance _____
 Total _____
 Judge's comments: _____

Title/Theme/Use		Title/Theme/Use		Title/Theme/Use	
Total	100	Total	100	Total	100
Judge's comments:	Judge's comments:	Judge's comments:	Judge's comments:	Judge's comments:	
Judge's ALSA	Judge's signature: ALSA 12/2018		signature ALSA 12/2018		signature ALSA 12/2018



Placing _____

No. in class _____

Score Card

Finished Products- Other

Show: _____

Class # _____

Entry _____ **Number:** _____

_____ **Date:** _____

Division: Youth ____ Novice ____

Advanced ____

% Lama (min. 60%)

Other materials used:

	Max	Points
Preparation	15	
Originality	20	
Difficulty of design	20	
Appropriate technique for project	10	
Appropriate suggestions for intended use	10	
Appropriate finishing for presentation	10	
General appearance	15	
Total	100	

Judge's comments:

Judge's ALSA	signature: 12/2018

Placing _____ in class of _____																													
Score Card Huacaya Alpaca Fleece: Shorn																													
Show: _____ _____ Entry _____ _____	Class # _____ Number: Date: _____ _____																												
Color _____ Verified by _____ Clerk _____ Age: _____ <24 mo. _____ >24 mo. or _____ 5-12 _____ 12-24 _____ 24-36 _____ 36-60 _____ 60+ _____																													
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	Max	Points																											
Style	Fineness	10																											
	Handle	10																											
	Brightness	10																											
Uniformity	Micron	8																											
	Length	7																											
	Color	5																											
Character	Staple formation/Crimp	10																											
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Preparation	Skirting, tensile strength, condition	10																											
	Guard hair	5																											

Placing _____ in _____																													
Score Card Suri Alpaca Fleece																													
Show: _____ _____ Entry _____ _____	Class # _____ Number: Date: _____ _____																												
Color _____ Verified by _____ Clerk _____ Age: _____ <24 mo. _____ >24 mo. or _____ 5-12 _____ 12-24 _____ 24-36 _____ 60+ _____																													
<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 80%;"></th> <th style="width: 10%;">Max</th> <th style="width: 10%;">Points</th> </tr> </thead> <tbody> <tr> <td rowspan="3">Style</td> <td>Fineness</td> <td>10</td> </tr> <tr> <td>Handle</td> <td>10</td> </tr> <tr> <td>Luster</td> <td>10</td> </tr> <tr> <td rowspan="3">Uniformity</td> <td>Micron</td> <td>8</td> </tr> <tr> <td>Length</td> <td>7</td> </tr> <tr> <td>Color</td> <td>5</td> </tr> <tr> <td rowspan="2">Character</td> <td>Lock formation & Independence</td> <td>10</td> </tr> <tr> <td>Lock Density</td> <td>5</td> </tr> <tr> <td rowspan="2">Preparation</td> <td>Skirting, tensile strength, condition</td> <td>10</td> </tr> <tr> <td>Guard hair</td> <td>5</td> </tr> </tbody> </table>			Max	Points	Style	Fineness	10	Handle	10	Luster	10	Uniformity	Micron	8	Length	7	Color	5	Character	Lock formation & Independence	10	Lock Density	5	Preparation	Skirting, tensile strength, condition	10	Guard hair	5	
	Max	Points																											
Style	Fineness	10																											
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Character	Lock formation & Independence	10																											
	Lock Density	5																											
Preparation	Skirting, tensile strength, condition	10																											
	Guard hair	5																											

Blanket weight	Density;	Annualized		
Lbs.	in	_____	20	
Total			100	
Judge's comments:				
Judge's ALSA			signature: 12/2018	

Blanket weight	Density;	Annualized		
Lbs.	in	_____		
Total				
Judge's comments:				
Judge's			12/2018	



Placing _____ in class of _____

Score Card

Huacaya Alpaca 2 oz. Shorn Fleece

Show: _____ Class # _____

Entry _____ Number: _____

Date: _____

Color _____ Verified by Clerk _____

Age: _____ <24 mo. _____ >24 mo.

or _____

5-12 _____ 12-24 _____ 24-36 _____ 36-60 _____

60+ _____

		Max	Points
Style	Fineness	10	
	Handle	10	
	Brightness	10	
Uniformity	Micron	10	
	Length	10	
	Color	10	
Character	Staple formation/Crimp	10	
	Staple density	10	
Preparation	Skirting, tensile strength, condition	10	
	Absence of guard hair	10	
Total		100	

Judge's comments:



Placing _____ in

Score Card

Suri Alpaca 2

Show: _____

Entry _____

Color _____ Verified by _____

Age: _____ <24 mo. _____

or _____

5-12 _____ 12-24 _____ 24-36 _____

60+ _____

Style	Fineness	
	Handle	
	Luster	
Uniformity	Micron	
	Length	
	Color	
Character	Lock formation & independence	
	Lock density	
Preparation	Skirting, tensile strength, condition	
	Absence of guard hair	
Total		

Judge's comments:

Judge's ALSA	signature: 12/2018

Judge's 12/2018



Placing ____ in class of ____

Score Card

Huacaya Alpaca
Walking

Fleece: _____

Show: _____

Class # _____

Entry _____

Number: _____

Date: _____

Color _____ Verified by _____ Clerk _____

Age: _____ <24 mo. _____ >24 mo.

or _____

5-12 _____ 12-24 _____ 24-36 _____ 36-60 _____

60+ _____

		Max	Points
Style	Fineness	10	
	Handle	10	
	Brightness	10	
Uniformity	Micron	8	
	Length	7	
	Color	5	
Character	Staple formation/Crimp	10	
	Staple density	5	
Preparation	Skirting, tensile strength, condition	10	
	Guard hair	5	
Blanket	Density	20	
Total		100	

Judge's comments: _____



Placing ____ in

Score Card

Suri Alpaca
Fleece

Show: _____

Entry _____

Color _____ Verified by _____

Age: _____ <24 mo. _____

or _____

5-12 _____ 12-24 _____ 24-36 _____

60+ _____

Style	Fineness	_____
	Handle	_____
	Luster	_____
Uniformity	Micron	_____
	Length	_____
	Color	_____
Character	Lock formation & independence	_____
	Lock density	_____
Preparation	Skirting, tensile strength, condition	_____
	Guard hair	_____
Blanket	Density	_____
Total		_____

Judge's comments: _____

Judge's ALSA	signature: 12/2018

Judge's 12/2018



Placing _____ in class of _____

Score Card
Llama 2 oz. Shorn Fleece

Show: _____ Class # _____

Entry _____ Number: _____

Date: _____

Division: Suri _____ SC _____
DC _____

Age: _____ <24 mo. _____ >24 mo.
or _____
_____ 5-12 _____ 12-24 _____ 24-36 _____ 36-60 _____
60+

Max Points

Style	Max	Points
Fineness	15	
Hand	10	
Brightness/Luster(Suri) (Circle 1)	15	
Guard Hair	10	

Character	Max	Points
Over-all Uniformity	15	
Lock formation (Crimp or Suri no crimp)	15	

Preparation	Max	Points
Tensile strength & condition	10	
Cleanliness & Preparation	10	



Placing _____ in _____

Score Card
Llama 2 oz. Sho

Show: _____

Entry _____

Date: _____

Division: Suri _____
DC _____

Age: _____ <24 mo. _____
or _____
_____ 5-12 _____ 12-24 _____ 24-3
60+

Max Points

Style	Max	Points
Fineness	15	
Hand	10	
Brightness/Luster(Suri) (Circle 1)	15	
Guard Hair	10	

Character	Max	Points
Over-all Uniformity	15	
Lock formation (Crimp or Suri no crimp)	15	

Preparation	Max	Points
Tensile strength & condition	10	
Cleanliness & Preparation	10	

Total	100	
Judge's comments:		
Judge's ALSA		signature: 12/2018

Total	
Judge's comments:	
Judge's ALSA	



Placing _____ in class of _____

ScoreCard

Llama Fleece: Shorn

Show: _____ Class # _____

Entry _____

Number: _____

Date: _____

Division: Suri _____ SC _____

DC _____

Age: _____ <24 mo. _____ >24 mo.

or _____

5-12 _____ 12-24 _____ 24-36 _____ 36-60 _____

60+

Shear date: _____ Previous shear date: _____

		Max	Points
Style			
Fineness		10	
Hand		10	
Brightness/Luster (Circle 1)		10	
Guard Hair		10	
Character			
Over-all	Uniformity	15	
Lock Formation/Crimp or Suri No Crimp		15	
Preparation			
Tensile Strength & Condition		10	
Cleanliness & Preparation		10	
Density		10	
Total		100	



Placing _____ in

Score Card

Llama Fleece: Shorn

Show: _____

Entry _____

Division: Suri _____

DC _____

Age: _____ <24 mo. _____

or _____

5-12 _____ 12-24 _____ 24-36 _____

60+

Shear date: _____ Previous shear

		Max	Points
Style			
Fineness		10	
Hand		10	
Brightness/Luster (Circle 1)		10	
Guard Hair		10	
Character			
Over-all	Uniformity	15	
Lock Formation/Crimp or Suri No Crimp		15	
Preparation			
Tensile Strength & Condition		10	
Cleanliness & Preparation		10	
Density		10	
Total		100	

Judge's comments:	
Judge's ALSA	signature: 12/2018

Judge's comments:
Judge's ALSA



Placing _____ in class of _____

Score Card
Llama Fleece: Walking

Show: _____ Class # _____

Entry _____ Number: _____

Date: _____

Division: Suri _____ SC _____
DC _____

Age: _____ <24 mo. _____ >24 mo.
or _____

_____ 5-12 _____ 12-24 _____ 24-36 _____ 36-60 _____
60+

Max Points

Style

Fineness	10
Hand	10
Brightness/Luster(Suri) (Circle 1)	10
Guard Hair	10

Character

Over-all Uniformity	15
Lock formation (Crimp or Suri no crimp)	15

Preparation

Tensile strength & condition	10
Cleanliness & Preparation	10



Placing _____ in _____

Score Card
Llama Fleece: Walking

Show: _____ Class # _____

Entry _____ Number: _____

Date: _____

Division: Suri _____ SC _____
DC _____

Age: _____ <24 mo. _____ >24 mo.
or _____

_____ 5-12 _____ 12-24 _____ 24-36 _____
60+

Max Points

Style

Fineness	10
Hand	10
Brightness/Luster(Suri) (Circle 1)	10
Guard Hair	10

Character

Over-all Uniformity	15
Lock formation (Crimp or Suri no crimp)	15

Preparation

Tensile strength & condition	10
Cleanliness & Preparation	10

Density	10	
Total	100	
Judge's comments:		
Judge's ALSA		signature: 12/2018

Cleanliness & Preparation	
Density	
Total	
Judge's comments:	
Judge's ALSA	

Part O. Fleece

Llama and Alpaca Fleece shows may offer Shorn Fleece classes, Walking Fleece classes, Finished Products classes and/or the Optional fleece classes. Required paperwork for llama and alpaca fleece classes and optional fleece classes can be found on the ALSA Website under Fleece.

Section 1. Llama Fleece

The Judge for Llama Shorn, Shorn 2 oz. and Walking Fleece classes is required to be a certified ALSA Llama Fleece Judge.

Definition: Age at date of shearing: On an animal's date of birth, the animal moves up to the next older class. For example, if an animal is born 5/5/04 and first sheared on 5/5/05, then the first fleece must be shown in the yearling class. If the second shearing of this animal is on 5/4/06, the second fleece is also shown in the yearling class. This applies to Shorn Llama Fleece and Walking Llama Fleece.

Note: Effective with this 2019 Handbook, Edition 22, all Score Cards have been reformatted and some minor changes made. Updated versions of the Score Cards may be found on the ALSA Website. Use only Score Cards dated ALSA 2018.

- A. Shorn Llama Fleece Class
 1. Fleece Division
 - a. Double Coat - 2 discernible fiber types and textures
 - b. Single Coat - no discernible differences in fiber types and textures
 - c. Suri Coat - no crimp, distinct locks, cool, slick handle
 2. Age Divisions: ALSA Fleece Shows with llama fleece classes must have at least these two Age Divisions:
 - a. Juvenile through Yearling - Under 24 Months
 - b. Two-Year Old through Mature Adult - 24 months and older.
 3. At the discretion of the Show Superintendent and, if there are more than four entries per class, the following age divisions may be offered:
 - a. Juvenile - 5 to 12 months

- b. Yearling - 12 to 24 months
- c. Two-Year old - 24 to 36 months
- d. Adult - 36 to 60 months
- e. Mature Adult - 60 months and older

4. Rules

- a. Entry Tag:
Each fleece entry shall be accompanied by a completed

Entry Tag

provided by show management, with the following

information:

- i. Age division
- ii. Fleece division
- iii. Birth date of llama/alpaca
- iv. Gender
- v. Date of shearing (Mo/Yr)
- vi. Date of previous shearing (Mo/Yr)
- vii. Growth time (months)
- viii. Llama/alpaca ALSA number
- ix. Owner identification

- b. Fleeces Shall:
 - i. Be sheared, not brushed, from the animal
 - ii. Be a minimum of the full barrel and a maximum of

a full prime fleece.

- iii. Be sheared within two (2) years of the date of the

show

- iv. Have lock structure intact
- v. Be skirted and handpicked
- vi. Be submitted in clear unmarked plastic bags
- vii. Be displayed in clear plastic bags. The bags may be

displayed in appropriate size white boxes.

- viii. Be judged by exhibitor number only

- c. Fleeces May Not:
 - i. Have guard hairs removed
 - ii. Be washed after shearing
 - iii. Have crème rinse or other fiber chemicals applied

prior to

or after shearing

- d. Staple Length - Juvenile and Yearling Llamas under 24

months

- i. Minimum of 3 inch undercoat
- ii. No maximum length limit

- e. Staple Length -Two Year-Old, Adult, and Mature Adult

Llamas - 24 months and older

- i. Minimum of 3 inch undercoat
- ii. Maximum staple length of 8 inches, including

guard hair.

f. It is the responsibility of the owner to apply the fleece division description in Part O, Section A.1. However, the fleece judge will also determine if the fleeces have been entered in the appropriate division and, if not, move them to the appropriate division.

g. Disqualifications: The Judge has the right to disqualify any fleece. Reasons for disqualification include, but are not limited to the following:

- i. Insect or parasite infestation
- ii. Weak tensile strength
- iii. Staple length too long or too short
- iv. Excessive vegetation
- v. Not following rules

h. Additional division of classes: At the Superintendent or Judge's discretion, classes may be further divided or combined in the following prioritized order:

- i. Age of the llama at shearing
- ii. Color
- iii. Gender

When dividing a class, the number of entries in each

new

class must equal or exceed 4 fleeces.

5. Shorn Fleece Judging Criteria: 100 points possible. The following are the

judging criteria used and recorded on the ALSA Score

Card - Llama Fleece: Shorn:

a. Style

- i. Fineness: 10 points
- ii. Hand: 10 points
- iii. Brightness/Luster (Suri): 10 points
- iv. Guard Hair: 10 points

b. Character

- i. Over-all Uniformity: 15 points
- ii. Lock Formation/Crimp or No Crimp (Suri): 15 points

c. Preparation:

- i. Tensile Strength & Condition: 10 points
- ii. Cleanliness & Preparation: 10 points

d. Density: 10 points

B. 2 oz. Shorn Llama Fleece

The 2 oz. Llama Fleece class will follow the same rules as the Shorn Llama Fleece class except that entries in the 2 oz. Shorn Fleece class will be entered in gallon, plastic zip lock bags (A.4.b.vi) and slightly different judging criteria will be used than listed for Shorn Fleece in A.5. above.

1. Shorn Fleece Judging Criteria: 100 points possible. The following are the judging criteria used and recorded on the ALSA Score

Card - Llama 2 oz. Shorn Fleece

a. Style

- i. Fineness: 15 points
- ii. Hand: 10 points
- iii. Brightness/Luster (Suri): 15 points
- iv. Guard Hair: 10 points

b. Character

- i. Over-all Uniformity: 15 points
- ii. Lock Formation/Crimp or No Crimp (Suri): 15 points

c. Preparation:

- i. Tensile Strength & Condition: 10 points

ii. Cleanliness & Preparation: 10 points

d. Density: 10 points

C. Walking Fleece Class

This class provides an opportunity for llama owners to learn about fiber characteristics and management while receiving a professional evaluation. It is recommended the judging take place prior to halter classes in an attempt to limit the use of grooming aids.

1. The same age and fleece divisions are used as for Shorn Fleece classes.
2. Exhibitors bring their llamas to the judge during a designated time period.
3. The judge evaluates the llama's fleece on the animal and discusses it with the owner while filling out a Walking Fleece Class Score Card.
4. There will be no pulling or plucking of Llama fiber. Blunt tipped safety scissors may be used to clip a small sample to attach to the score card as a reference or teaching tool, but only with the handler's express permission. The sample should be the smallest amount possible and taken from an area that will not adversely affect the animal's appearance or damage the prime fleece. An exhibitor's refusal to allow a sample to be clipped shall in no way affect the judge's score.

5. Llama Walking Fleece Judging Criteria are the same as for the Llama Shorn Fleece Class, Section 1.B. Blanket density is evaluated in the Walking Fleece Classes by the judge. The results are recorded on the ALSA Llama Walking Fleece Score Card.

6. After judging is completed, the entire class may be brought into the show arena for presentation of awards.

D. Awards

ALSA points are awarded for Llama Shorn Fleece, 2 oz. Llama Shorn Fleece and Llama Walking Fleece Classes.

1. Grand Champion and Reserve Grand Champion points will be given in each fleece division, Double, Single and Suri. See Part G., Section 4 for division entry number requirements. The champions will be decided by the highest points scored on the fleece score card. In case of a tie, the judge will determine which criteria to use to break the tie.

2. Optional Awards: The Judge may give optional awards such as, but not

limited to:

- a. Best Handle
- b. Best Lock Structure
- c. Best Uniformity
- d. Best Luster
- e. Best in Show

These awards do not earn ALSA points.

Section 2. Alpaca Fleece

The Judge for Alpaca Shorn, 2 oz. and Walking Fleece classes is required to be a certified ALSA Alpaca Fleece Judge.

Note: Effective with this 2019 Handbook, Edition 22, all Score Cards have been reformatted and some minor changes made. Updated versions of the Score Cards may be found on the ALSA Website. Use only Score Cards dated ALSA 2018.

Definition: Age at date of shearing: On an animal's date of birth, the animal moves

up to the next older class. For example, if an animal is born 5/5/04 and first sheared on 5/5/05, then the first fleece must be shown in the yearling class. If the second shearing of this animal is on 5/4/06, the second fleece is also shown in the yearling class.

A. Shorn Alpaca Fleece Class

1. For Shows totaling fewer than 50 alpaca fleeces, or fewer than 25 fleeces in a fleece type, Huacaya/Suri, the show format may be substantially altered with limited and combined classes.

- a. Fleece Type Divisions

- i. Huacaya

- ii. Suri

- b. Must maintain two age divisions per fleece type

(Huacaya and Suri)

based on age at the time of shearing. Suggested age

divisions are

- i. 5 to 24 months

- ii. 24 months and older

- c. May combine colors into one or two Color Groups:

Solid (light

and/or dark) and Mixed or Multicolored.

2. For shows totaling 50 or more alpaca fleeces, and more than 25

fleeces per

fleece type:

- a. Fleece Type Divisions

- i. Huacaya

- ii. Suri

- b. Age Divisions for alpacas at time of shearing

- i. 5 to 12 months

- ii. 12 to 24 months

- iii. 24 to 36 months

- iv. 36 to 60 months

- v. 60 months and older

- c. Color Groups: Same as for halter classes (Part K, section

1-A).

3. Length of fiber: Minimum fleece length to be 3 inches with no maximum for alpacas under 12 months of age at the time of shearing.

- a. Huacaya: Maximum of 7 inches for 12 months and older at the time of shearing.

- b. Suri: Maximum of 14 inches for 12 months and older at the time of shearing.

4. Rules

- a. Entry made by an individual breeder or farm for fleece classes must be

made in the name of the alpaca and owner as matched to the Registration papers or "Permission to Show" form.

Certificate will be

- i. Partnership investment on ARI or AOA

considered as full ownership in determining show entry.

alpaca fleeces in

- ii. Partners in these alpacas are eligible to enter

their own names subject to these same restrictions.

- b. Each owner may be limited by Show Management to a maximum of 2 fleeces per class.
- c. Each fleece entry shall be accompanied by the following:
- i. Copy of registration certificate
 - ii. Accurate date of shearing
 - iii. Accurate total months' growth
 - iv. Owner identification
 - v. Entry tag containing information as described in Section 1.A.4.a.
- d. Fleece shall consist of the prime fiber only (defined as blanket area, which may include neck) and shall be displayed fully intact, should be skirted and displayed cut side out. The fleeces may be displayed in clear, unmarked plastic bags or in an 18" x 18" white box supplied by the show.
- e. Fleece entries shall be judged by exhibitor number only.
- f. Fleeces with more than 7 inches growth for Huacaya or 14 inches for Suri are not eligible for entry.
- g. Fleeces with a high degree of vegetable matter or contamination may not be well evaluated.
- h. Fleece should not be washed.
- i. Fleeces must be shown within 12 months of shearing date.
- j. Shows should allow a minimum of one hour of judging per 15 fleeces and one hour of setup per 20 fleeces entered in the show.

5. Alpaca Shorn Fleece Judging Criteria: 100 points possible. The following are the judging criteria used and recorded on the ALSA Alpaca Fleece Judging Card for Huacaya or Suri fleeces:

- a. Style - Huacaya
- Style - Suri
- i. Fineness: 10 points
 - ii. Handle: 10 points
 - iii. Brightness: 10 points
- b. Uniformity - Huacaya
- Uniformity - Suri
- i. Micron: 8 points
 - ii. Length : 7 points
 - iii. Color: 5 points
- c. Character - Huacaya
- Character - Suri

i. Staple formation/Crimp: 10 points
Lock formation and Independence: 10 points

ii. Staple density : 5 points
Lock Density: 5 points

d. Preparation - Huacaya
Preparation - Suri

i. Skirting,Tensile Strength & Condition: 10 points
Skirting,Tensile Strength & Condition: 10 points

ii. Guard hair: 5 points
Guard hair: 5 points

e. Density - Huacaya
Density - Suri

i. Annualized weight: 20 points
Annualized weight: 15 points

f. The judge may disqualify a fleece that is unsound,
contains tender breaks, mats, excessive debris, parasites, fails to meet
minimum length or exceeds maximum length, or fails to follow entry
rules. The reason for disqualification must be recorded on the score card.

B. 2 oz. Shorn Alpaca Fleece

The 2 oz. Alpaca Fleece class will follow the same rules as the Shorn Alpaca Fleece class except that entries in the 2 oz. Shorn Fleece class will be entered in gallon, plastic zip lock bags (A.4.b.vi) and slightly different point allotments will be used than listed for Shorn Fleece (see below).

1. 2 oz. Shorn Fleece Judging Criteria: 100 points possible. The following are the

judging criteria used and recorded on the ALSA Score Card - Alpaca 2 oz. Shorn Fleece

a. Style - Huacaya
Style - Suri

i. Fineness: 10 points
Fineness: 10 points

ii. Handle: 10 points
Handle: 10 points

iii. Brightness: 10 points
Luster: 10 points

b. Uniformity - Huacaya
Uniformity - Suri

i. Micron: 10 points
Micron: 10 points

ii. Length : 10 points
Length: 10 points

iii. Color: 10points
Color: 10 points

c. Character - Huacaya
Character - Suri

i. Staple formation/Crimp: 10 points
Lock formation and Independence: 10 points

ii. Staple density : 10 points
Lock Density: 10 points

d. Preparation - Huacaya

Preparation - Suri

i. Skirting, Tensile Strength & Condition: 10 points

ii. Absence of Guard hair: 10 points

Absence of Guard hair: 10 points

C. Alpaca Walking Fleece Class

This class provides an opportunity for alpaca owners to learn about fleece characteristics and management while receiving a professional evaluation. **Note:** Effective with this 2019 Handbook, Edition 22, all Score Cards have been reformatted and some minor changes made. Updated versions of the Score Cards may be found on the ALSA Website. Use only Score Cards dated ALSA 2018.

1. Fleece, age and color divisions are the same as for the Shorn Alpaca Fleece Class.
2. Minimum fleece length of 2 inches for all age divisions, Huacaya and Suri.
3. Exhibitors bring their alpacas to the judge during a designated time period.
4. The judge evaluates each alpaca fleece and discusses it with the owner while filling out a Walking Alpaca Fleece Class Score

Card.

5. Alpaca Walking Fleece Judging Criteria are the same as for the Alpaca Shorn Fleece Class, Section 2.G. with the exception that the fleece is not weighed in the Walking Fleece Class. Blanket density is evaluated in the Walking Fleece Classes by the judge. The results are recorded on the ALSA Alpaca Walking Fleece Score Card for Huacayas or Suris.

6. After judging is completed, the entire class may be brought into the show arena for presentation of awards.

D. Awards

ALSA points are awarded for Alpaca Shorn Fleece, 2 oz. Alpaca Shorn Fleece and Alpaca Walking Fleece Classes.

1. Grand Champion and Reserve Grand Champion points will be given in each fleece division, Double, Single and Suri. See Part G., Section 4 for division entry number requirements. The champions will be decided by the highest points scored on the fleece score card. In case of a tie, the judge will determine which criteria to use to break the tie.

2. Optional Awards: The Judge may give optional awards such as, but not

limited to:

- a. Best Handle
- b. Best Lock Structure
- c. Best Uniformity
- d. Best Luster
- e. Best in Show

These awards do not earn ALSA points.

Section 3: Finished Products

These classes are intended to promote the use of llama and alpaca fiber by presenting educational displays of yarns and finished products made by the exhibitor. At the discretion of the Show Superintendent, and if there are more than 4 entries per class, any Finished Product class may be divided. **Note: Effective with**

the 2019 Handbook, Edition 22, all Score Cards have been reformatted and some minor changes made. Updated versions of the Score Cards may be found on the ALSA Website. Use only Score Cards dated ALSA 2018.

A. Rules/Awards

1. The Judge is required to be a certified ALSA Fleece Judge.
2. Items must be made of at least 60% Lama (Llama, Alpaca, Paco-Vicuna or Guanaco). 100 points possible meeting criteria below.
3. Items should be submitted with an ALSA entry card folded to cover identity of the exhibitor.
4. The Show Superintendent may combine all Finished Products Classes within a division into one class if there are fewer than four Finished Products entries per division.
5. Grand and Reserve Champion points will be given in each division.
i.e., Youth, Novice, Advanced. (See inside back cover of handbook for points.)

B. Classes

1. Knit or Crochet
 - a. Crochet
 - b. Knit
2. Weaving
 - a. Traditional Weaving
 - b. Continuous Strand Weaving
 - c. Weaving Unique
3. Felted
 - a. Felted
 - b. Artistic Felted
4. Hand Spun Yarn
 - a. Traditional Hand Spun Yarn
 - b. Hand Spun Unique
5. Other

C. Divisions

1. Youth - combined 8 thru 18 years old age group.
2. Novice - This division is for the inexperienced fiber artist. This designation is determined initially by the fiber artist. After receiving 3 first place awards in a class, the artist is required to move to the advanced division for that class.
For example, if an artist earns 3 first place awards in the knit class, that artist must then compete in the Advanced division for the knit class, but would still be able to enter a crochet project in the Novice division.
3. Advanced - This division is for the experienced fiber artist. This designation is determined initially by the fiber artist. An experienced fiber artist may choose to compete in the Advanced division without needing to qualify in the Novice division. Once a product has been entered in Advanced, the artist and the product may no longer compete in the Novice Division of that product type.
4. All fiber artists must obtain a tracking number from the ALSA office. For youth the number is the same as the youth number. For adults, the number is the same as the adult showmanship number.

D. Criteria

1. Knit and Crochet

The Knit and Crochet classes have been divided and are judged independently because of the differences in the use of loops to create a finished product. Knit and Crochet Judging Criteria: 100 points possible. The following are the judging criteria used and recorded on the ALSA Score Card - Finished Product - Knit or Crochet:

- a. Proper yarn for the project-10 points
- b. Proper technique for the project-20 points
- c. Appropriate gauge for the yarn-10 points
- d. Proper finishing and blocking- 20 points
- e. Originality- 15 points
- f. Difficulty of design- 10 points
- g. General appearance- 15 points

2. Weaving:

For judging clarity, Weaving has been divided into three classes: Traditional, Continuous Strand and Unique. Projects entered in the Traditional Weaving class will be created on a traditional loom with a beater bar with a reed and one or more shafts. Continuous Strand Weaving entries are to be created using a single strand that may be made from one or multiple strands of fiber. The loom may be of any shape from square or rectangular to round or triangular in shape. The Weaving Unique class was created for the artist who creates woven projects that do not fit in Traditional and Continuous Strand classes. Note: If the Weaving classes are combined, it is suggested that the Continuous Strand Score Card be used in judging the class.

a. Traditional Weaving

Traditional Weaving Judging Criteria: 100 points possible. The following are the judging criteria used and recorded on the ALSA Score Card - Finished Products - Weaving: Traditional:

- i. Proper yarn for project- 10 points
- ii. Proper sett- 20
- iii. Consistent beat- 10
- iv. Proper finishing and wet blocking (if appropriate for project)- 20 points
- v. Originality- 15 points
- vi. Difficulty of design- 10 points
- vii. General appearance- 15 points

b. Continuous Strand Weaving

Continuous Strand Weaving Judging Criteria: 100 points possible. The following are the judging criteria used and recorded on the ALSA Score Card - Finished Products - Weaving: Continuous Strand

- i. Appropriate yarn for project- 10
- ii. Originality/Creativity- 20
- iii. Complexity of design- 20
- iv. Durability- 10
- v. Proper sett for project- 10
- vi. Consistent selvages- 10

vii. Finishing and presentation- 20

c. Weaving Unique

Weaving Unique Judging Criteria: 100 points

possible. The following are the

i. Appropriate yarn for project- 10

ii. Originality/Creativity- 20

iii. Complexity of design- 20

iv. Durability- 15

v. Secure selvages- 10

vi. Finishing and presentation- 15

vii. Artist's statement: Title, theme, use- 10

An Artist's Statement will be in 100 words or less. It will include such information as the title of the project, theme that the artist was attempting to convey and the intended use of the project. The Statement will be submitted with the entry.

3. Felted:

Two classes are offered in the Felting section: Felted and Felted Artistic. The felted class includes traditional felting such as wearable garments and household items such as blankets. The Felted Artistic class is offered to the artist who wishes to take the technique a bit further into sculpture, pictorial art or something that just does not fit into the traditional class.

Felted or Felted Artistic Judging Criteria: 100 points possible.

The following are the judging criteria used and recorded on the ALSA Score Card - Finished Products -Felted or Felted Artistic:

a. Appropriate meshing for project - 20 points

b. Artistic use of materials- 20 points

c. Originality- 20 points

d. Difficulty of design- 20 points

e. Presentation- 10 points

f. Artist's statement- 10 points.

An Artist's Statement will be in 100 words or less. It will include such information as the title of the project, theme that the artist was attempting to convey and the intended use of the project. The statement will be submitted with the entry.

4. Hand Spun Yarn

Note: If the Hand Spun classes are combined, it is suggested that the Hand Spun Unique score card be used in judging the class.

a. Hand Spun Traditional

Hand Spun Traditional Judging Criteria:100 points possible. The following are the judging criteria used and recorded on the ALSA Score Card - Finished Products - Hand Spun: Traditional.

i. Preparation- 15 points

ii. Proper twist and balance- 15 points

iii. Fineness and hand- 15 points

- iv. Consistency- 15 points
- v. Appropriate finishing- 10 points
- vi. General appearance- 15 points
- vii. Suggestions for use- 15 points

Suggestions for use will be in 100 words or less.

The Statement will be submitted with the entry

b. Hand Spun Unique

Hand Spun Unique Judging Criteria: 100 points possible. The following are the judging criteria used and recorded on the ALSA Score Card - Finished Products - Hand Spun: Unique:

- i. Preparation- 15
- ii. Artistic use of materials- 20
- iii. Proper twist for project- 10
- iv. Consistency of project- 15
- v. Appropriate finishing- 15
- vi. General appearance- 15
- vii. Suggestions for use- 10

Suggestions for use will be in 100 words or less.

The Statement will be submitted with the entry

5. Other

This class was created for entries that do not meet criteria due creativity or innovation. The Show Superintendent or Judge may divide this class if there are more than four entries.

Other Judging Criteria: 100 points possible. The following are the judging criteria used and recorded on the ALSA Score Card - Finished Products -Other:

- a. Preparation- 15
- b. Originality- 20
- c. Difficulty of design- 20
- d. Appropriate technique for project- 10
- e. Appropriate finishing for project-10
- f. General appearance- 15
- g. Appropriate suggestions for intended use- 10

Suggestions for use will be in 100 words or less.

The Statement will be submitted with the entry.

E. Optional Fleece Classes

These classes are intended to promote the use of llama and alpaca fiber by presenting educational displays of yarns and finished products made by the exhibitor.

1. Rules

- a. Judges for Optional Classes should be experienced fiber artists and can be, but are not required to be ALSA Fleece Judges. Exception: Peoples Choice Award.
- b. Rules may be adapted to the individual show and Judge.

2. Classes

- a. Hand Spinner's Choice

- i. Submit a sample of 2 ounces of prime fiber from blanket area.
 - ii. Fiber may be sheared or brushed.
 - iii. Remove guard hair and debris.
 - iv. Fiber must be from a llama owned by the person entering the sample.
 - v. To be judged on the ALSA Fleece Judging Criteria in A.4 (above) and spinning properties.
 - vi. Samples should be identified by number only and sent to the Judge 4 to 5 weeks before the date of the show.
 - vii. Suggested classes – sheared or brushed, divided by age under 24 months; 24 months and older).
 - b. Llama to Luxury
 - i. A timed team event in which llama fiber is spun and woven into a shawl of 76”-78” x 20”-22” in 4 hours. Measurements do not include fringe.
 - ii. Team consists of up to 6 members.
 - iii. Only manually powered equipment may be used.
 - c. People’s Choice Award.
 - i. This is a popular award that allows the exhibitors and public (rather than a judge) to vote for their favorite finished product.
 - ii. Voting should take place prior to the awarding of ribbons and prizes.
 - iii. If possible, there should be a People’s Choice Youth and People’s Choice Adult.
 - iv. No ALSA points are given for this award.

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ALSA Lifetime Members, Bylaws, and Standing Rules are located on the ALSA Website at www.alsashow.org.

22nd Edition
2019

Alpaca and Llama Show Association, Inc.

The Alpaca and Llama Show Association is incorporated as a Wisconsin non-stock corporation operation under Chapter 181 of the Wisconsin Statutes. This Organization will comply with rules and regulations of the State of Wisconsin.

This Handbook supersedes all previous editions.

These rules remain in effect until superseded by notification of official rule changes to members and approved shows, or by subsequent editions of the Handbook.

The Board of Directors would especially like to thank all of the members who contributed their generous assistance in the development of this Handbook.

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Alpaca and Llama Show Association, Inc.

All rights reserved. Reproduction without written permission is strictly prohibited. Management and volunteers of ALSA sanctioned shows are welcome to print portions of the Handbook for education and assistance to show exhibitors.

Published by the
Alpaca and Llama Show Association, Inc.
17102 Mueschke Rd., Cypress, Texas 77433
Telephone: 281-516-1442 * FAX: 281-516-1449
Email: alsashow.outlook.net

Motion to approve the Handbook changes and ALSA Point Chart and Fleece scorecards as presented by the Handbook committee. Motion by Cathie. Seconded by Deb. Motion unanimously passed.

Judges' - Chair: Barb Harris, Liaison: Ron

In mid-December I received the information for the proposed Llama Halter, Performance and Youth clinic to be held in California. The dates they have set aside are May 3rd – 6th of 2019 in Apple Valley CA. It is 53 miles from the Ontario airport, which is a major hub. At this time they already have 5 people committed to the clinic without even advertising it. They have asked that I be the instructor.

As this is my last report I would like to thank all those folks, past and present, who have been on the Judge's Committee during my tenure. The committee members are the backbone of any committee. Each and every person who has served on this committee brought with them knowledge in their areas and also of the regions they came from. They would provide insight from their regions on things that were occurring at llama/alpaca shows. They all held to the goal of impartiality in all decisions that had to be made by this committee.

I also want to thank Ken Forster. As the previous chair he spent hours of his time scanning and digitizing all of the judge's files. That was a monumental task that had been talked about for years but never made it past that stage until Ken. Now the hard copies are maintained at the ALSA office and the digital copies are maintained by the Judge's Committee chair. No more sending multiple 40lb boxes across country.

To all the boards I have had the pleasure of working with – thank you.
Respectfully submitted,
Barb Harris
ALSA Judge's Committee chair – outgoing

Membership - Chair: open, Liaison: Debbie
No report submitted.

Performance - Chair: Anna Reese, Liaison: Carol
Nothing so far. Will keep you posted though. Happy new Year!
Anna Reese

Protest - Chair: Cheryl Lambert, Liaison: Ron
There is nothing to report at present.
Respectfully Submitted
Cheryl Lambert
Protest Chair

Publications, Promotions, Marketing and Web Site - Chair: Ruby, Liaison: Deb
No report was received.

Regional Committee - Chair: Susan Leslie: Deb

Deb reported that a Regional Chairs' conference call is planned by Susan. She further reported that Sally Rucker has agreed to become Chair of the Rocky Mountain region. Jeff and Sally Rucker have generously offered to have the 2019 Rocky Mountain Regional Show at their ranch near Florissant, Colorado and the only cost of the show will be the judge's fee. Jeff will be the superintendent.

Motion: Appoint Sally Rucker as Chair of the Rocky Mountain Region. 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: Hunter Williams – Liaison: Carol

Not that I can think of.
Hunter

IV. Old Business:

A. Website problems.

Attached as Addendum A is the proposed contract for redesign of the ALSA website. After reviewing it, we should discuss its merits, possible alternatives (such as putting out an e-blast to see if a member might step forward who has the expertise to do the work) and come to a decision.

Vern came back on the conference call at 8:01 to discuss the financial ramifications of spending money on updating the website. While a significant cost would be incurred in doing this, all recognized that the ALSA website can be a major component in attracting new members and helping current members with show registration and superintendents in applying for shows. Other show organizations have more efficient websites that have allowed them to significantly reduce their office expenses and operate more efficiently.

It was decided to have the ALSA membership vote on whether to update and revamp the website.

Vern left the conference call at 8:42 p.m.

B. Discussion regarding employment of a contract attorney to review ALSA legal arrangements.

Deb has discussed this matter with an attorney. She will contact him regarding specific elements the Board would like to have reviewed and received legal advice concerning. This will be discussed at the next Board meeting in Executive Session.

V. New Business:

A. Discussion of continuation of regional and national shows in their present format.

The discussion centered around whether to keep the current format of Regional and Grand National shows and possible changes to them. The Grand National is one of the two significant expenses of ALSA, constituting about 28.29% of total expenses (Regional shows represent 12.89% and the Office is 52.67%).

After much expression of opinions, the decision was made to continue the Grand National show in Hutchinson, Kansas for 2019. Deb will contact the Kansas State Fair about available dates. Regional shows for 2019 will stay where they

were in 2018, except for the Rocky Mountain Regional being moved to the Rucker's ranch in Florissant, Colorado from Castle Rock, Colorado. This will give months to investigate alternatives for 2020 such as moving the national show from region to region on an annual basis, so members have improved opportunities to participate at a location closer to their homes on occasion.

B. Creation of a new Standing Rule that states the ALSA Board of Directors makes the final decision regarding Judges to be invited and employed for regional and national shows as well as to instruct clinics.

Discussion of this was tabled until the February Board meeting.

C. Elimination of the three-judge system for Grand National and/or Regional shows.

After discussion about the unpopularity of this judging system and its effect on attendance at the Grand National Show, a motion was made.

Motion: Eliminate the three-judge system in halter classes at the ALSA Grand National Show. Motion by Bill. Seconded by Ron. Motion unanimously passed.

D. Selection of a Judges' Committee Chair.

Various persons were mentioned. They will be contacted as to their willingness to fill this important chair.

The next Board meeting will be February 14 2019 at 7:00 p.m. CST.

Motion to Adjourn at 9:43 p.m. CST. Motion by Cathie. Seconded by Deb. 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.

Addendum A
Proposed website redesign contract
Website Design and Development Agreement

This Agreement is entered into as of the _____4th_____ day of January, 2019 between Interactive Design Solutions, hereafter known as “Developer” and Alpaca Llama Show Association (Deb Yeagle) (hereinafter referred to as “the Client”).

NOW THEREFORE, in consideration of the foregoing and of the mutual promises hereinafter contained, Developer and Client hereby agree as follows:

1. **EMPLOYMENT.** Client hereby engages Developer as an independent contractor to, perform certain duties upon the terms and subject to the conditions set forth in this Agreement.
2. **DUTIES:** The Developer will perform the following services for Client:
 - Organization of existing online content at alsashow.net and alsashow.org including review and recommendations on what to keep as new webpages and/or remove
 - Website development in a content management system (CMS) for easy management • Approximately 12 main pages to be chosen based on development process • Various integrations including the following: ○ Ability to add, remove, and manage the content
 - An overall design that is user-friendly and consistent with any existing brand strategies
 - Development of a responsive website that works on a variety of browsers and devices
 - Integration of Google Analytics to track visitors’ movements throughout the website
 - Integration of any existing social media accounts
 - Speed Optimization to ensure your website loads in a timely manner for user experience
 - Search engine optimization (SEO) – On Page ○ We ensure the pages of your website are setup and designed properly for crawling by search engines.
 - Website security implementation (cost outlined in Hosting and Security Packages)
 - An added line of defense against spam, hackers, and others wishing to do harm to your website
 - 1 hour of training to help you learn how to use your website
3. **ADDITIONAL CHARGES:** These are tasks that would be be billed under Additional Charges.
 - Setup of an online store connected to website
 - Addition of products to online store
 - Payment integration for accepting payments in online store
 - Review and guidance on show registration/entry software

Timeline for completion will be dependent upon communication between Interactive Design Solutions and the ALSA as well as, timely submission of any necessary content. Typical timeline for this size project is two - three months from start of project.

Ongoing website maintenance, content writing, addition of pages, moving Ohio Compost website to new backend, and any other work not outlined in the scope above will be charged above and beyond at the hourly rate listed under Additional Charges.

Developer will report directly to Client and to any other party designated by Client in connection with the performance of the duties under this Agreement and shall fulfill any other duties reasonably requested by the Client and agreed to in writing by the Developer.

Client agrees to provide Developer with all necessary files, artwork, information and any other content needed so that the duties may be completed, in a timely manner.

4. **TERM:** This engagement shall commence upon execution of this Agreement and will continue until the final payment has been rendered, OR twelve (12) months from the date on the signature page, whichever is longer, unless extended in writing by the agreement of the parties.

5. **COMPENSATION:**

Client's Initials _____
Developer's Initials _____
Website Design (Project Pricing): As full compensation for the services rendered pursuant to the Duties portion of this Agreement, the Client shall pay the Developer the total amount of \$ 5525. Such compensation shall be paid as follows: one-third due at the beginning of the project along with Hosting and Security Package charges, one-third halfway through the project, and the final one-third due along with any Additional Charges upon project completion. Completion is defined as all Duties being completed by the Developer.

Client's Initials _____
Developer's Initials _____
Additional Charges (Hourly Rate): As full compensation for the services rendered outside of the Duties section of this Agreement, the Client shall pay the Developer at the hourly rate of \$ 85. Such compensation shall be payable within 30 days of receipt of Developer's invoice for services rendered. Additional Charges will be added to the final invoice unless otherwise requested or discussed.

Client's Initials _____
Developer's Initials _____
Hosting and Security Packages: As full compensation for the services rendered pursuant to this Agreement, the Client shall pay the Developer for the Security and Hosting package at the rate of **\$40/mo. or \$440/yr.**

This plan covers Hosting and Security for the website as is outlined in the proposal. Client understands and agrees that the payment begins once the website design portion of the work has been completed and the website is made "Live". Live is defined by the website being hosted online so that it is viewable on the internet. Payments shall be due on a monthly or yearly basis until Developer ceases to host the Clients website which can be determined by the IP address of the hosted website.

All Payments can be made by Cash, PayPal, or Bank Check. All checks are to be made payable to "Interactive Design Solutions" and mailed to the address listed on the invoice. Any balances that are not paid within thirty days will bear an interest rate of 1.5% per month (18% per annum). All payments for work started by Developer are considered nonrefundable.

6. ADDITIONAL EXPENSES. During the term of this Agreement, the Client understands and agrees that they are responsible for any additional expenses. This includes but is not limited to items such as, hosting, printing of materials, video players, other necessary website components, plugin fees, stock photography, merchant services fees, Pay Per Click (PPC) campaigns, Search Engine Optimization (SEO) Plans, training modules or videos, and any other agreed upon expenses. Developer would like these expenses to be paid in advance of the expenses being incurred. If these expenses, due to their nature, cannot be paid in advance, Developer shall bill and the Client shall reimburse Developer for all additional expenses. Such compensation shall be payable within 30 days of receipt of Developer's monthly invoice for services rendered supported by reasonable documentation or the termination clause of paragraph #9 may be triggered.
7. CHANGES TO WORK PRODUCT. Client understands and agrees that any requested changes made to work product after initial agreement may result in the Developer charging additional fees which will result in additional Payments being due. The Developer reserves the right to request an extension of time to the project deadline for any such changes. Client agrees to not unreasonably withhold consent for any such extension.
8. CONFIDENTIALITY. The Client acknowledges that during the term of this agreement they will have access to and become acquainted with various trade secrets, inventions, innovations, processes, information, records and specifications owned or licensed by the Developer and/or used by the Developer in connection with the operation of its business including, without limitation, the Developer's business and product processes, methods, customer lists, accounts and procedures. The Client agrees that they will not disclose any of the aforesaid, directly or indirectly, or use any of them in any manner, either during the term of the agreement or at any time thereafter, except as required in the course of this engagement with the Developer. The Client further agrees that they shall at all times preserve the confidential nature of their relationship with the Developer and of the services provided hereunder.

9. NON SOLICITATION. During the term of the agreement with the Developer and for a period of one (1) year after the agreement terminates voluntarily or for cause, Client shall not, either on her or his own account or for any person, firm, partnership, corporation, or other entity (a) solicit, interfere with, or endeavor to cause any Independent Contractor/Associate/Intern of the Developer to leave his or her employment/internship, or (b) induce or attempt to induce any such Independent Contractor/Associate/Intern to breach her or his agreement with the Developer.
10. TERMINATION OF AGREEMENT. Developer may, at their election, terminate this Agreement prior to the completion of the project(s) because of a material breach by Client of any of the terms of this Agreement. Client expressly understands that failure to pay any and all expenses and charges pursuant to the terms and conditions of this agreement allows the Developer to 1) terminate this agreement upon written notice (i.e. letter, email or text notice); 2) cease providing further services to Client and 3) to have the right to shut down, remove or cancel any website or other service provided; and that any and all of these actions can be taken without penalty. Failure of Developer to strictly enforce this provision does not operate as a waiver for any future breaches.
11. INDEPENDENT CONTRACTOR STATUS. It is understood and agreed that Developer is an independent contractor and not an employee of Client. Developer shall pay when due all income taxes or other governmental charges which shall be payable by him from time to time and shall indemnify and hold Client harmless from any and all claims or liabilities for any such taxes or other charges. Client further understands and agrees:
 - (a) Developer has the sole right to control and direct the means, manner, time, location and method by which the work required by this agreement is to be performed;
 - (b) Developer has the right to perform work for other individuals and companies during the term of this agreement; even if the other individuals and companies may be considered the Client's competition;
 - (c) Developer will furnish all equipment and materials used to provide the work performed under this agreement unless otherwise agreed to by the parties
12. LIMITATION ON LIABILITY. Client hereby agree to individually indemnify Developer, its successors and assigns, against and hold Developer harmless from any and all claims, actions, suits, damages, judgments, costs, charges, losses, liabilities, expenses, attorneys' fees and litigation expenses paid, incurred and/or suffered by any of them which arise out of, result from or are in any way connected with (a) any material inaccuracy in or breach of any representation or warranty made by Client in this Agreement; (b) any undisclosed material inaccuracy made by Client in this Agreement; (c) any alleged liability of any nature which is asserted against the Client

by any third party; (d) any and all claims for damages and/or lost profits that the Client has or may have against the Developer as a result of the termination procedures outlined in paragraph #9; (e) any and all claims for damages and/or lost profits and/or special and/or consequential damages arising out of any or all of the services performed by the Developer under this agreement; even if Client has advised Developer of the potential for such damages.

13. COPYRIGHT AND OWNERSHIP OF MATERIALS. Client agrees that the Developer will retain the copyright, ownership and publishing rights of all generated materials UNTIL the completion of all work pursuant to the contract and full payment by Client of all amounts due under the contract. Once all work has been completed and full payment has been made, copyright, ownership and publishing rights will transfer to the Client. Client ALSO agrees that the Developer has the right to put their company name on Client's website which shall be no smaller than 12px font to ensure the company name is legible AND Developer may use the Client's website within Developer's Portfolio and other publishing capacities indefinitely and beyond the conclusion of this agreement OR UNTIL the website design has changed to be 90% different than what the Developer provided. Developer is not required to have their name on the Client website or have Client's website in Developer's portfolio.

14. MISCELLANEOUS.

(a) Developer represents and warrants to the Client that there is no restriction or limitation, by reason of any other agreement or otherwise, upon Developer's right or ability to enter into this Agreement and fulfill his obligations under this Agreement.

(b) Client represents and warrants to the Developer that there is no restriction or limitation, by reason of any other agreement or otherwise, upon Client's right or ability to enter into this Agreement and fulfill his obligations under this Agreement.

(c) Except as specifically set forth herein, all obligations of the Client and Developer will cease on the expiration or termination of this Agreement, except that the Client and Developer will remain liable for obligations which accrued prior to such expiration or termination (including Developer's right to be paid or reimbursed for services rendered prior to such expiration or termination).

(d) It is understood and agreed that the construction and interpretation of this Agreement shall at all times and in all respects, be governed by the internal laws of the State of Ohio. Venue of any action brought to enforce or relating to this Agreement shall be brought exclusively in the Common Pleas Court of Lucas County, Ohio or the Municipal Court of Toledo, Ohio.

(e) This Agreement shall be binding upon and shall inure to the benefit of the parties hereto, their respective heirs, successors and assigns.

(f) This Agreement may be amended or modified only in writing signed by the parties hereto or their duly authorized agents.

(g) The paragraph headings contained herein are for convenience only and shall not in any way affect the interpretation or enforceability of any provision of this Agreement.

(h) If any provision of this Agreement, or any portion thereof, is held to be invalid and unenforceable, then the remainder of this Agreement shall nevertheless remain in full force and effect.

IN WITNESS WHEREOF the undersigned have executed this Agreement as of the day and year first written above. The parties hereto agree that facsimile signatures shall be as effective as if originals.

Interactive Design Solutions

Alpaca Llama Show Association

Developer Name

Client Name

Developer Signature

Client Signature

Date

Date

Addendum B

Alpaca and Llama Show Association

01/15/19

Balance Sheet Prev Year Comparison

Accrual Basis

As of January 15, 2019

	<u>Jan 15, 19</u>	<u>Jan 15, 18</u>	<u>\$ Change</u>	<u>% Change</u>
	<u>45,892.70</u>	<u>63,776.06</u>	<u>-17,883.36</u>	<u>-28.0%</u>
	<u>45,892.70</u>	<u>63,776.06</u>	<u>-17,883.36</u>	<u>-28.0%</u>
	<u>45,892.70</u>	<u>63,776.06</u>	<u>-17,883.36</u>	<u>-28.0%</u>
ASSETS				
Current Assets				
Checking/Savings				
Chase - Operating	10,988.22	9,771.25	1,216.97	12.5%
Chase Savings Account	30,000.00	48,250.72	-18,250.72	-37.8%
Youth Scholarship Account	4,904.48	5,754.09	-849.61	-14.8%
Total Checking/Savings				

Total Current Assets				
TOTAL ASSETS				
	<u>3,750.00</u>	<u>3,750.00</u>	<u>0.00</u>	<u>0.0%</u>
	<u>3,750.00</u>	<u>3,750.00</u>	<u>0.00</u>	<u>0.0%</u>
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
Accounts Payable	3,750.00	3,750.00	0.00	0.0%
Total Accounts Payable				
Total Current Liabilities				
	<u>42,142.70</u>	<u>60,026.06</u>	<u>-17,883.36</u>	<u>-29.8%</u>
	<u>45,892.70</u>	<u>63,776.06</u>	<u>-17,883.36</u>	<u>-28.0%</u>
Total Liabilities	<u>3,750.00</u>	<u>3,750.00</u>	<u>0.00</u>	<u>0.0%</u>
Equity				
Opening Bal Equity	49,204.42	49,204.42	0.00	0.0%
Retained Earnings	-7,061.72	8,469.21	-15,530.93	-183.4%
Net Income	0.00	2,352.43	-2,352.43	-100.0%
Total Equity				
TOTAL LIABILITIES & EQUITY				

Income a

MEMBERSHIP

REVENUE

2017 Adult Membership	0.00	9,715.00
2017 Youth Membership	0.00	5,035.00
2018 Adult Membership	7,829.05	3,400.00
2018 Youth Membership	3,813.99	525.00
2019 Adult Membership	1,975.96	0.00
2019 Youth Membership	292.16	0.00
2020 Adult Membership	50.00	0.00
Lifetime Member	0.00	1,000.00
a MEMBERSHIP REVENUE - Other	50.00	0.00

Total a MEMBERSHIP REVENUE	<u>14,011.16</u>	<u>19,675.00</u>
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ALSA SHOW FEES

Adult Showmanship Numbers	80.00	140.00
Animal Name Change	0.00	60.00
Animal Number Transfer	296.39	120.00
Animal Recording Numbers	1,582.87	3,180.00
Research	25.00	20.00
Sanctioning Fee	2,146.20	3,300.00
Sanctioning Fee Refund	0.00	-100.00
Show Entry Fee	16,923.00	19,543.00
ALSA SHOW FEES - Other	611.00	35.00

Total ALSA SHOW FEES	<u>21,664.46</u>	<u>26,298.00</u>
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ALSA T Shirt	602.00	0.0
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GRAND NATIONAL

a Sponsorships	3,345.86	3,500.0
		0
Camp Sites	57.75	465.0
		0
Dinner Tickets	193.00	1,346.0
Entries		0
Entry Fees Performance	0.00	2,855.00
Entry Fees Youth	0.00	3,364.00
Fleece Entries	55.00	1,440.00
Halter / Group	0.00	4,410.00
Entries - Other	19,152.06	0.00

Total Entries	19,207.06	12,069.00
Fleece Sponsor	0.00	760.00
Overpayments	586.30	25.30
Raffle	537.00	698.00
Silent Auction	1,047.00	0.00
Stalls	120.00	4,202.00
Straw	210.00	328.00
T-Shirts	648.31	0.00
Vendors	462.90	1,420.00
Youth Premium Sponsor	150.00	870.00
Total GRAND NATIONAL	<u>26,565.18</u>	<u>25,683.30</u>
Income		
Interest Income	0.80	0.00
Total Income	<u>0.80</u>	<u>0.00</u>
JUDGE REVENUE		
2017 Judge Dues	0.00	650.00
2018 Judges Dues	900.00	1,750.00
2019 Judges Dues	1,292.71	0.00
Judges' Clinics Fees	100.00	2,550.00
Total JUDGE REVENUE	<u>2,292.71</u>	<u>4,950.00</u>
REGIONAL REVENUE		
Buckeye Regional		
Entries	2,890.81	3,060.00
Total Buckeye Regional	<u>2,890.81</u>	<u>3,060.00</u>
Central Regional		
Entry Fees	1,680.00	1,670.00
Total Central Regional	<u>1,680.00</u>	<u>1,670.00</u>
Rocky Mountain Regional		

Entry Fees	1,515.00	2,600.00
Stall Fees	42.00	540.50
Total Rocky Mountain Regional	<u>1,557.00</u>	<u>3,140.50</u>
Southeastern Regional		
Entry Fees Adult	3,443.45	3,390.00
Total Southeastern Regional	<u>3,443.45</u>	<u>3,390.00</u>
Western Regional Inc		
Entry Fees	<u>4,063.50</u>	<u>4,515.00</u>
Total Western Regional Inc	<u>4,063.50</u>	<u>4,515.00</u>
Total REGIONAL REVENUE	13,634.76	15,775.50
Showring/Internet	0.00	20.00
Ads/Web Link z OTHER		
INCOME		
H Hand Book Sales	15.00	24.00
Interest Earned		
Interest Earned Investment	2.29	97.09
Interest Earned YS	0.29	10.40
Total Interest Earned	<u>2.58</u>	<u>107.49</u>
Misc. Income	10.00	0.00
Scholarship Income	150.00	1,649.00
Website Income	160.00	0.00

Total z OTHER INCOME		
Total Income	337.5	1,780.4
Gross Profit	79,108.6	94,182.2
Expense a GRAND		9
NATIONAL E		
Awards	2,710.00	98.75
Awards - Youth	456.00	486.92
Banquet	0.00	650.00
Campsite Fees	0.00	60.00
Caterer	1,239.82	1,239.82
Clerking		
Cards	106.66	74.28
Clerking - Other	1,258.55	0.00
Total Clerking	1,365.21	74.28
Committee Expenses		
Room	0.00	0.00
Travel	0.00	406.69
Committee Expenses - Other	200.00	300.00
Total Committee Expenses	200.00	706.69
Decorations	180.00	360.92
Electrical	170.00	160.00
Facility	1,987.50	1,437.50
Fleece Premiums Paid	150.00	685.00
Hospitality	487.62	0.00
Invitation Cards	0.00	288.60
Judges		
Fleece Show Judges	0.00	1,050.00
Judges Fees	3,675.00	3,150.00
Travel or Room	2,732.99	5,218.05
Total Judges	6,407.99	9,418.05
LFA Premium Paid	0.00	150.00
Misc Office	0.00	70.75
Obstacles	1,600.00	200.00
Postage	0.00	39.71
Programs	337.50	281.25

Refunds	465.00	0.00
Ribbons / Awards		
Awards - Alpaca Halter	0.00	0.00
Awards - Llama Halter	0.00	1,960.00
		0
Awards - Llama Performance	0.00	750.00
Ribbons - Alpaca Halter	0.00	0.00
Ribbons - Llama Halter	0.00	0.00
Ribbons / Awards - Other	3,280.16	2,711.33
		3
Total Ribbons / Awards	3,280.16	5,421.33
		3
Security	150.00	150.00
Signs	30.00	0.00
Stalls	3,900.00	3,535.00
		0
Storage Unit	756.00	756.00
Straw	255.00	96.00
Supplies	0.00	0.00
T Shirts	496.91	0.00
Vendor Space	150.00	0.00
Youth Sponsor Premium Paid	0.00	970.00
Total a GRAND NATIONAL E	26,774.71	27,336.57
a GRAND NATIONAL Sales Tax	29.50	0.00
ALSA Phone/iPad	619.71	0.00
ALSA TShirts	936.00	0.00
B.O.D. EXPENSES		
BOD Computer	0.00	215.29
BOD Conference Calls	133.42	104.00
BOD Mailing	6.05	316.13
BOD Misc.	0.00	147.10
Mailing	0.00	13.66
Total B.O.D. EXPENSES	139.47	796.18
BANKING FEES		
Bank Charges	0.00	79.00
Banking Fees NSF	0.00	0.00
Credit Card Fees	395.49	2,817.94
		4
Total BANKING FEES	395.49	2,896.94
		4

Corporation Renewal	46.03	462.00
ELECTION COMMITTEE		
Electronic Election	348.03	0.00
		0
Total ELECTION COMMITTEE	348.03	0.00
EXECUTIVE OFFICE - NEW		
Computer Backup	333.98	0.00
Constant Contact Eblast Expense	450.00	610.00
Contract Labor - Robin	43,800.00	45,000.00
Executive Office Travel Expense	0.00	922.73
Internet		
Go To My PC	133.92	181.35
Internet - Other	173.17	0.00
Total Internet	307.09	181.35
Office Supplies	1,055.23	923.58
Postage	590.75	1,445.47
Telephone		
Internet Usage	1,877.65	2,240.16
Telephone - Other	1,429.54	1,591.45
Total Telephone	3,307.19	3,831.61
Total EXECUTIVE OFFICE - NEW	49,844.24	52,914.74
HANDBOOK COMMITTEE		
Binders	67.75	145.50
Handbooks - Postage & Mailing	0.00	0.00
Printing	0.00	1,770.00
Publishing	0.00	0.00
Total HANDBOOK COMMITTEE	67.75	1,915.50
Insurance		
Board of Directors	485.00	4,150.00
Show/Event Liability	1,078.32	1,600.00
Total Insurance	1,563.32	5,750.00
JUDGES CLINICS		
Expenses	0.00	150.00

Instructor Expenses		0.00	65.05
Instructors Fees		0.00	1,775.00
Materials		0.00	290.63
Postage		0.00	41.81
Total JUDGES CLINICS		0.00	2,322.49
JUDGES COMMITTEE			
Badges	0.00		16.77
Postage	0.00		18.35
Telephone Conference	0.00		36.00
Total JUDGES COMMITTEE	0.00		71.12
Legal-Prof Fees			
Legal-Prof Fees; TAX PREP	680.00		0.00
Total Legal-Prof Fees	680.00		0.00
PUBLICATIONS COMMITTEE			
Publish Showring	0.00		456.00
Total PUBLICATIONS COMMITTEE	0.00		456.00
REGIONAL SHOW EXPENSE			
BUCKEYE REGIONAL E			
Awards,Ribbons	0.00		364.41
Clerking/Super Facility	0.00		200.00
Stalls	0.00		-312.50
Facility - Other	0.00		870.00
Total Facility	0.00		557.50
Judges Expense	314.18		293.50
Judging Fee	600.00		600.00
Misc Expense	0.00		849.63
Obstacles	0.00		400.00
BUCKEYE REGIONAL E - Other	680.08		0.00
Total BUCKEYE REGIONAL E	1,594.26		3,265.00

CENTRAL REGIONAL E

Awards,Ribbons	725.98	547.53
Judge	600.00	600.00
Judge Expenses	1,219.58	808.98

Total CENTRAL REGIONAL E	2,545.56	1,956.51
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ROCKY MOUNTAIN REGIONAL E

Arena Decorations	100.00	0.00
Clerking/Super	271.73	150.00
Facility	300.00	629.00
Judge Expense	632.28	1,173.86
Judges Fees	600.00	600.00
Misc. Expense	0.00	28.50
Printing Entry	43.39	43.39
Ribbons	259.09	374.87

Total ROCKY MOUNTAIN REGIONAL E	2,206.49	2,999.62
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SOUTHEASTERN REGIONAL E

Awards, Ribbons	844.99	592.89
Clerking/Super	224.32	281.32
Hospitality	150.74	0.00
Judge Expense	429.16	657.19
Judging Fee	600.00	600.00
Performance Course	413.50	225.04
Show Book Supplies	75.34	0.00
T-Shirts	291.04	0.00

Total SOUTHEASTERN REGIONAL E	3,029.09	2,356.44
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WESTERN REGIONAL Exp

Awards/Ribbons	287.83	0.00
Facility Fee	1,200.00	1,650.00
Judge Expenses	732.10	944.72
Judge Fee	600.00	600.00
Ribbons	0.00	632.01
Show Book Supplies/Printing	0.00	133.95

Total WESTERN REGIONAL Exp	2,819.93	3,960.68
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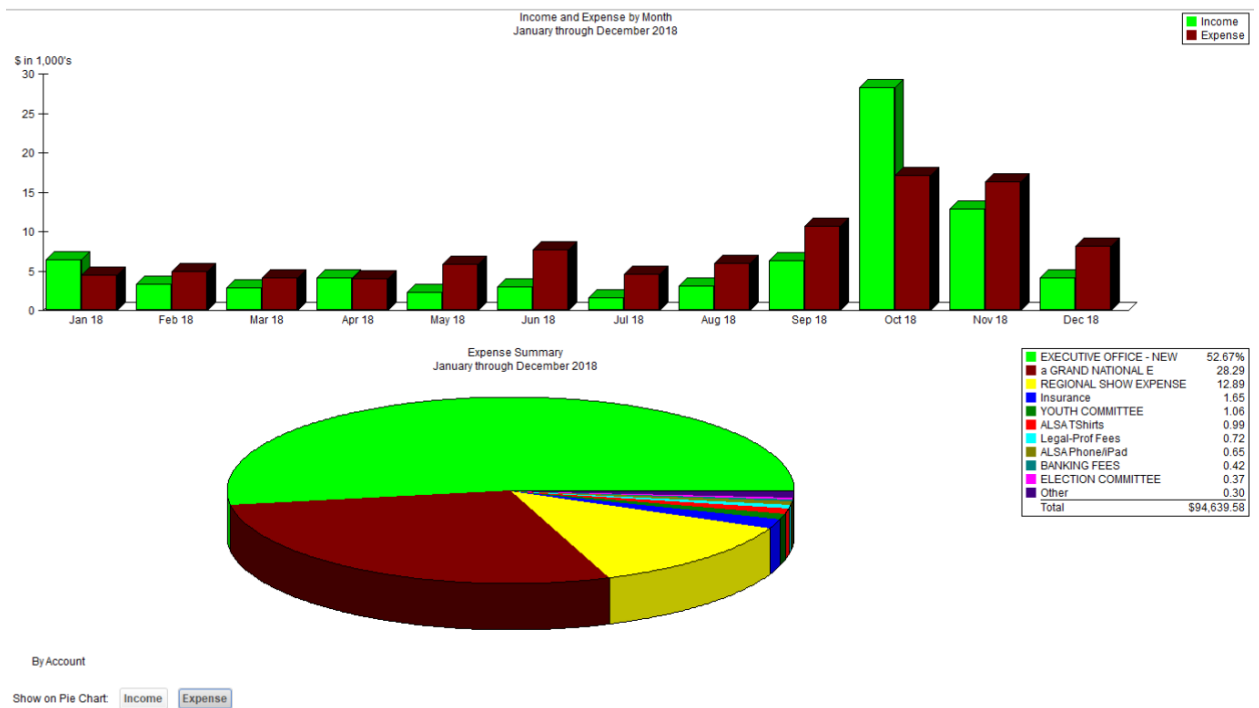
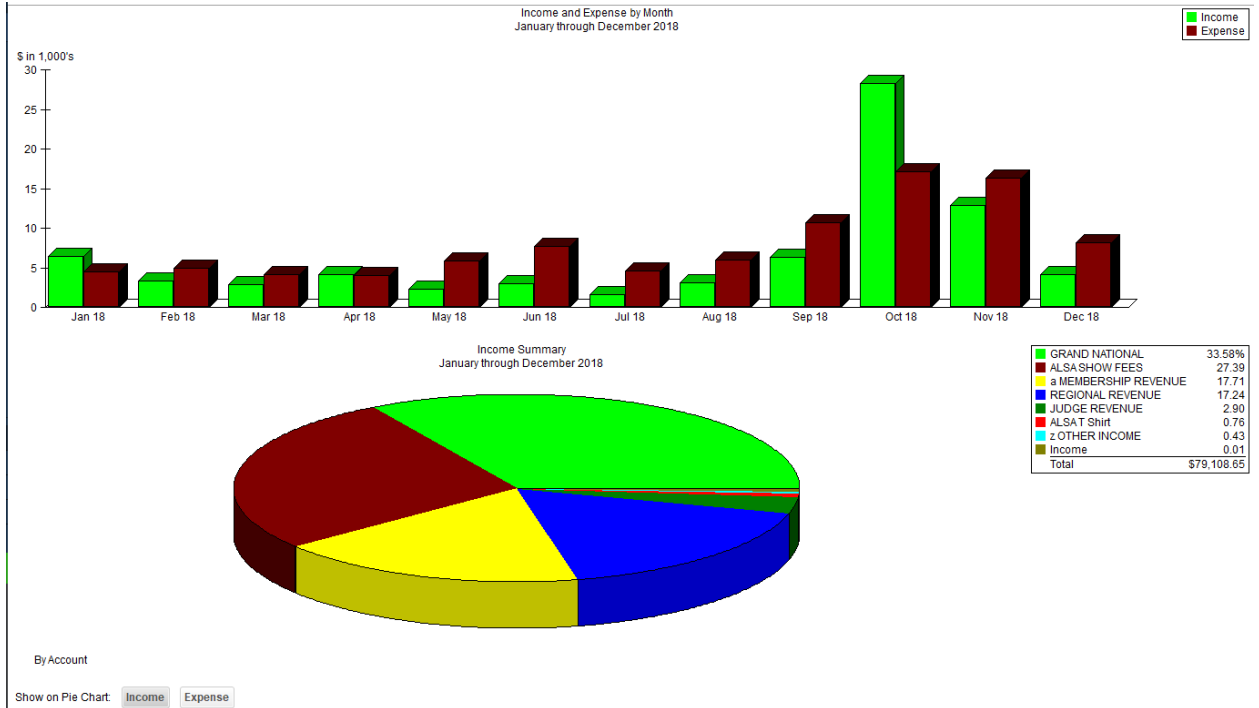
Total REGIONAL SHOW EXPENSE	12,195.33	14,538.29
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Website Expense

Developement/Upgrade	0.00	250.00
Web Hosting	0.00	0.00
Website Toolbox	0.00	0.00
Total Website Expense	<u>0.00</u>	<u>250.00</u>
YOUTH COMMITTEE		
Scholarship		
Hunter Snow Williams	0.00	500.00
		0
Janessa Hall	0.00	500.00
		0
Maura Benton	0.00	500.00
		0
Scholarship - Other	1,000.00	0.00

Net cash provided by Operating Activities

	<u>Jan - Dec 18</u>
OPERATING ACTIVITIES	
Net Income	<u>-15,530.93</u>
Net cash provided by Operating Activities	<u>-15,530.93</u>
Net cash increase for period	-15,530.93
Cash at beginning of period	61,423.63
Cash at end of period	<u><u>45,892.70</u></u>



ALSA Board of Directors Agenda

February 14, 2019

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

Roll call:

Board Members present: Bill Feick, President
Cathie Kindler, Vice- President
Ron Baird, Secretary
Debbie Andrews
Carol Rutledge
Lauren Wright (joined at 7:14 p.m.)
Deb Yeagle

Others present: Vern Wright, Treasurer
Robin Turell, Office Manager

I. Office Manager's Report:

1. Memberships

As of February 7th, 2019, we currently have 100 regular members. That is an increase of 67 members from the last meeting.

We currently have 38 youth members. That is an increase of 30 youth members from the last meeting.

We have 116 LIFE Members.

We have 45 judges and 8 apprentices.

2. Shows:

As of today, February 7th, 2019 there are currently 11 shows on the ALSA calendar.

3. Items needed for discussion

- We have also not received funds from one show that was held in August of 2018. We have received their results on Dec. 12, 2018, but not the funds due to ALSA. Fees collected at this show and due to ALSA are \$765.00. The Office has tried to collect this balance by calling and emailing but receiving no responses.

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

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

Robin left the conference call at 7:10 p.m.

II. Treasurer's Report:

See the complete financials attached hereto as Addendum B.

Motion: Each expense paid have a valid receipt acceptable to the Internal Revenue Service. Motion by Deb. Seconded by Cathie. Motion unanimously passed.

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

III. Committee Reports:

Alpaca - Chair: Mary Reed, Liaison: Deb

There is nothing to report this meeting.

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

Board approved content complete pending results from the upcoming ballot.

Respectively submitted,
Lougene Baird, Chair

Elections - Chair: Lougene Baird, Liaison: Cathie

Pending Board approved list of members in good standing to enter into ballot platform.

The committee thanks the ALSA Office for releasing all preapproved ballot E-blasts on time.

Respectively submitted,
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

For the record, at this time the Fleece Committee would like the Bd. to state in the minutes that the now officially approved score cards and changes to Part O. Fleece section take effect as said in the opening statement of the existing 21st edition manual.

"These rules remain in effect until superseded by notification of official rule changes to members and approved shows, or by subsequent editions of the Handbook."

To clarify, unless the board decides otherwise or the revised handbook is published, existing score cards and descriptions stay the same.

The fleece committee will be spending this year looking at upcoming fleece shows across the country helping show superintendents understand and implement upcoming changes to their fleece shows, registrations and score cards.

Respectfully,
Judy Glaser

Motion: the now officially approved score cards and changes to Part O. Fleece section take effect as said in the opening statement of the existing 21st edition manual. These rules remain in effect until superseded by notification of official rule changes to members and approved shows, or by subsequent editions of the Handbook. Motion by Cathie. Seconded by Deb. Motion unanimously passed.

Grand National - Chair: Glenna Overmiller, Liaison: Cathie

No report received.

Handbook – Chair: Adryce Mathisen, Liaison: Bill

After completion of this reformatting, and inclusion of all approved changes, the document will be suitable to post for online access. I will make the files available to whomever assumes the task of printing and distribution of hardcopies.

The January BOD Minutes approved a change away from the three-judge system for the Grand National. That precipitates changes to the Handbook in two parts that we have found. The following are the recommended changes to Parts F and T of the Handbook.

Part F - Grand National

Current Section 4.A. - Llama Halter judging must be done by a three-judge system.

Change to - The system to be used for judging the Grand National will be determined by the ALSA Board of Directors with the input of the Grand National Committee.

Part T - Halter Judging Systems

Current Section 4. Grand National - For the ALSA Grand National, the method combining the Judges placings from the three-judge system will be determined by the ALSA Board of Directors with the input of the Grand National Committee.

Change to - The system to be used for judging the Grand National will be determined by the ALSA Board of Directors with the input of the Grand National Committee.

Motion: The system to be used for judging the Grand National will be determined by the ALSA Board of Directors with the input of the Grand National Committee. Motion by Cathie. Seconded by Ron. Motion unanimously passed.

Please let me know if these changes meet your approval.

A second item...

There was a typo in Part O - Fleece in Section 1.B.1.d. that was approved by the BOD at the January meeting. There should not be a Section 1.B.1.d. The correct section is below.

B. 2 oz. Shorn Llama Fleece

The 2 oz. Llama Fleece class will follow the same rules as the Shorn Llama Fleece class except that entries in the 2 oz. Shorn Fleece class will be entered in gallon, plastic zip lock bags (A.4.b.vi) and slightly different judging criteria will be used than listed for Shorn Fleece in A.5. above.

1. Shorn Fleece Judging Criteria: 100 points possible. The following are the judging criteria used and recorded on the ALSA Score Card - Llama 2 oz. Shorn Fleece

a. Style

- i. Fineness: 15 points
- ii. Hand: 10 points
- iii. Brightness/Luster (Suri): 15 points
- iv. Guard Hair: 10 points

b. Character

- i. Over-all Uniformity: 15 points
- ii. Lock Formation/Crimp or No Crimp (Suri): 15 points

c. Preparation:

- i. Tensile Strength & Condition: 10 points
- ii. Cleanliness & Preparation: 10 points

Motion: Approve correcting typo and the clarification of the 2 oz. Shorn Llama Fleece as presented above. Motion by Deb. Seconded by Lauren. Motion unanimously passed.

Regards –

Adryce Mathisen, Handbook Committee Chair

Judges' - Chair: Cyndi Ernst, Liaison: Ron

The Judge's Committee has a number of things to bring to the Board this month.

Due to further research in my new position, Judge's Chairperson I have updated my report and the list of Judges who are eligible to judge the National Show. The regional show list will be forth coming after Judges are chosen and hired for the National show.

I request that you go into Executive Session to discuss the confidential issues that are listed in #7-10.

Due to the number of attachments (Committee Report, National Judge Prospects, Judge's Annual Report form, Apprentice Evaluation form and C.Ernst Apprenticeships) required by this document I am sending it to all of the Board Members in two email messages: Judge's Committee Report 2/2019 (1) and Judge's Committee Report 2/2019 (2). My later reports will be submitted through Ron Baird, Liason.

Please email the outcome of the questions in my report to me as soon as possible so I can update the Judge Prospects and files.

1. I am submitting the following people to be members of the Judge's Committee: **Mary Jo Miller, Mike Haumschild, Adryce Mathisen, and Judie Moser**

2. **Judge's eligible to judge at the Grand National: See attached**

3. Per a communication with Deb Yeagle; Instructor of the January Florida Clinic. The following people passed the clinic and are ready to pursue the apprenticeship portion of the program: **Lynn Wright**; Alpaca Halter, Alpaca Fleece and Performance, **Lauren Wright**; Alpaca Halter and Alpaca Fleece (Her Performance was completed in her Llama certification); **Staci Forshee**; Alpaca Halter, Alpaca Fleece and Performance, **Maureen Macedo**; Alpaca Halter . Please note: At Deb Yeagle's Clinic 2017 held at Susan Leslie's Texas ranch, **Maureen Macedo** earned her apprenticeship in Llama Halter and Alpaca Fleece.

Lynn and Staci will be sending the \$50 required judge's dues in the mail.

Due to the lack of Performance Judges Deb has suggested that the BOD certify Alpaca Judges for Performance as long their three performance apprenticeships are under a llama apprentice accepting Judge and the show performance classes have a minimum of 75 runs alpaca and/or llama.

Bill Feick completed his second Instructor Apprenticeship for Halter, Performance, and Youth for llamas.

Motion: Accept the Judges; Committee recommendations regarding persons passing the recent Florida Clinic. Motion by Cathie. Seconded by Debbie. Motion unanimously passed.

4. Updated Judge's Annual Report form. See attached form. Please note the change: request for "Total Show Entry."

1. Show: _____ Location: _____
_____ Date: _____ Superintendent: _____
_____ Llama or Alpaca or both (Circle): Single or Multiple Judges (Circle)

* Total show entry: _____ Number Judged: H_____ P_____ Y_____ WF_____ SF_____ (Total show entry: Number of animals entered in the show whether you judged them or not, * required.)

Motion: Accept the new form for Judges and Apprentices to use in shows starting in 2019. Motion by Deb. Seconded by Debbie. Motion unanimously passed.

5. Updated Apprentice Evaluation form. See attached form. Please note the changes in the General Knowledge, and Oral Reasons section on the second page. We are trying to help the Apprentices and Supervising Judges think about components that make up a great Halter, Performance and Youth Judge. It is not just about the identification of traits and the ability to make quick comments through oral reasons, but show ring management, interaction with the exhibitors and staff, attention to detail in the performance ring and how to document the activities.

6. I have been receiving phone calls from exhibitors and Judges about when the updated rules will take effect. They have been watching the Board minutes and see that some have been passed but I know that there is discussion that still may take place. Since we are still making revisions, may I suggest that the Board make a resolution that Handbook changes do not take effect until a formal announcement is made by the Board and the 2017 Rule Book stays in effect until that time **except for changes in rules relative to the Grand National Show and regional Shows that take effect, immediately, when voted upon by the Board of Directors** . This will bring clarity to the Judges and exhibitors and allow the Judge's Committee choose Judge candidates for the Grand National and the Grand National Committee to plan for the fall show

2019 Judges Certified for Grand National & Regional Shows: 2/14/2019						
Notes	2019 Dues	Last	First	Llama Halter	Latest 50+ Show dates	Certification
	x	Baker	Wally	2006	Jun-18	LAPY
judged Nationals 2018 A(AF)(LF)	x	Bishop- Forshey	Joy	7/10/2012	Mar-18	PY
	x	Drew	Margaret	2004	Jul-05	LAPY
	x	Edmunds	Johnna	1998Prot2013	Jul-05	LPY
	x	Ernst	Cynthia	L-12/2014) (APY,LF,AF 2012-13)	Aug-18	APY(LF)(AF)
	x	Evenson	Terese	2013	Jul-05	LPY
	x	Feick	Bill	2004	Jan-19	LPY
	x	Haumschild	Mike	Halter 2015 PY 1999	Jul-05	PY
	x	Juntilla	Cheryl	2010	Sep-18	LPY
	x	Kauffman	Hank	1988	Jun-18	LPY
5yrs 3-13- 2019 LYP	x	Kindler	Cathie	2014	Jul-18	LPY
	x	Kinyon	Karen	Fleece 2012	2017	(LF)(AF)
5yrs LYP 5-8- 2019/LF 12-8- 2019	x	Lash	Tami	2014	Sep-18	LPY (LF)
	x	Miller	Mary Jo	2000	Aug-18	LPY (LF)
	x	Morgan	Patti	2000	Jan-18	LPY (LF)(AF)
	x	Moser	Judie	1985	Oct-18	LAPY
	x	Schneeberger	Tricia	2012	Aug-18	LPY
	x	Sorenson	Tor	2013	Jun-18	LPY
	x	Sturgeon	Robin	2012	Jul-05	LPY
	x	Swanson	Mike	2001	Oct-18	LPY
	x	Wickman	Mary	Perf 2000	2017	PY
	x	Yates	Kim	2001	2018	LPY
	x	Yeagle	Deb	1999	May-18	LAPY (LF)(AF)

If you have any further questions, please feel free to contact me.
Cyndi Ernst, Chair

Membership - Chair: open, Liaison: Debbie

No report submitted.

Performance - Chair: Anna Reese, Liaison: Carol

There hasn't been any discussion recently.

Thanks,
Anna Reese

Protest - Chair: Cheryl Lambert, Liaison: Ron

Two things about the Protest Committee and Standing Rules that to be changed in the current Rule Book that is in process. I contacted Adryce and she told me that I should contact you since I am a member of this committee was the Judge's Committee Chairperson.

The following needs to be changed in the Protest section.

1.

We do not know the direction that the "Showring" is taking and probably was the incorrect place to publish outcomes of protests in the first place

Part V Section 1 Protests and Procedures: B

13. The ALSA Board of Directors will publish in the next issue of Show Ring the final decision of the Board of Directors on any

This should read:

13. The ALSA Board of Directors will publish the final decision in the Board Minutes.

Motion: The ALSA Board of Directors will publish final decisions regarding protests in the Board Minutes. Motion by Ron. Seconded by Carol. Motion unanimously passed.

2..

Standing Rules

Section 6. BOD Conduct

(a) Items of expected behaviors of BOD members are respect, confidentiality, responsibility of a timely response, opportunity of opinion on all issues, avoidance of conflict of interest. Threatening and/or or slanderous emails to other BOD members are not acceptable.

(minutes 1-16-08)

(b) It is not appropriate for BOD members to post on an internet chat list since it could easily represent only a personal opinion or a personal agenda and not the opinion of the ALSA BOD. (minutes 10-23-08)

This can be represented as any Internet communication App. With the strong use of hypermedia today to learn, share ideas and sell animals and produces this is a pretty strong rule. We are in the year 2019

Maybe it should read:

(b) It is not appropriate for BOD members to post anything on the Internet that directly relates to ALSA without direct permission from the Board.

Motion: ALSA Board of Directors members must make it clear that their communications posted on the internet express their opinions, not the opinion of the ALSA Board of directors. Motion by Cathie. Seconded by Carol. Motion unanimously passed.

Respectfully Submitted
Cyndi Ernst, Judges' Committee representative in place of
Cheryl Lambert
Protest Chair

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

No report was received.

Regional Committee - Chair: Susan Leslie: Deb

No report was received.

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

Lauren

No report submitted.

Youth Committee - Chair: Open – Liaison: Carol

Hunter Williams has resigned as Youth Committee chair due to health reasons. After discussion, Carol will discuss the matter of becoming chair with Robin Sturgeon and report back to the Board.

IV. Old Business:

A. Website problems.

Significant discussion resulted in the decision to leave the website located at its present server. A vote on revamping the website will be presented to the membership in March.

B. Discussion of Grand National for 2019.

The National Show will remain in Hutchinson, Kansas for 2019. A decision was made to start searching for a new 2020 location or locations.

C. Creation of a new Standing Rule that states the ALSA Board of Directors makes the final decision regarding Judges to be invited and employed for regional and national shows as well as to instruct clinics.

After discussion, it was determined such a rule was unnecessary.

New Business:

A. Discussion of new date for 2019 Handbook to be issued.

Inasmuch as Ruby has resigned from her position as Chair of Publications, Promotions, Marketing and Web Site, publication of the 2019 Handbook has been willingly assumed by the Handbook Committee. However, it likely will be late March before it is published.

B. Discussion of rule change for performance classes.

Considerable comment has been heard regarding a rule change for the use of one lama by one youth, rather than allowing a lama to be used by more than one youth.

The background of this being brought up last month by the Performance Committee lie in the fact that complaints had been registered that many exhibitors at one show were using the same animal in the same class --- as many as five or more. This is not in accordance with good showmanship, sportsmanship, or animal welfare. With many things the current Board is discovering, something such as this is being referred to the Board rather than being properly attended to through common sense and consideration for animals.

The Board decided to send this decision back to the Performance Committee in order that it may reconsider the decision based on animal, exhibitor, superintendent and financial considerations.

The Board entered Executive Session at 8:50 p.m. upon a Motion made by Cathie, seconded by Ron, and unanimously approved in order to discuss frankly certain matters for which Executive Session is appropriate. The Board exited from Executive Session at 9:45 p.m. upon a Motion by Ron, seconded by Deb, and unanimously approved.

The next Board meeting will be March 20, 2019 at 7:00 p.m. CDT.

Motion to Adjourn at 9:52 p.m. CST Motion by Cathie. Seconded by Debbie. 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.

Addendum Treasurer's Report

Alpaca and Llama Show Association

02/13/19

Accrual Basis

Profit & Loss Prev Year Comparison
January 2019

	Jan 19	Jan 18	\$ Change
Income a MEMBERSHIP REVENUE			
2018 Adult Membership	0.00	3,840.00	-
2018 Youth Membership	0.00	1,125.00	-
2019 Adult Membership	1,417.80	0.00	
2019 Youth Membership	489.74	0.00	
Total a MEMBERSHIP REVENUE	1,907.54	4,965.00	
ALSA SHOW FEES			
Adult Showmanship Numbers	19.15	0.00	
Animal Number Transfer	0.00	75.00	
Animal Recording Numbers	404.70	40.00	
Sanctioning Fee	196.20	450.00	
Total ALSA SHOW FEES	620.05	565.00	
ALSA T Shirt	96.00	0.00	
GRAND NATIONAL			
Entries	387.00	0.00	
Overpayments	141.75	0.00	
Total GRAND NATIONAL	528.75	0.00	
JUDGE REVENUE			
2018 Judges Dues	0.00	700.00	
2019 Judges Dues	1,887.70	0.00	
Judges' Clinics Fees	1,178.70	100.00	
Total JUDGE REVENUE	3,066.40	800.00	
REGIONAL REVENUE			
Rocky Mountain Regional			
Stall Fees	0.00	42.00	-42.00
Total Rocky Mountain Regional	0.00	42.00	
Total REGIONAL REVENUE	0.00	42.00	
Showing/Internet Ads/Web Link	20.00	0.00	

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02/13/19

Accrual Basis

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

	Jan 19	Jan 18	\$ Change
z OTHER INCOME			
Interest Earned			
Interest Earned Investment	0.00	0.40	
-0.40	-100.0%		
Interest Earned YS	0.00	0.05	
-0.05	-100.0%		

Total Interest Earned	0.00	0.45	
-0.45	-100.0%		
Website Income	0.00	100.00	
-100.00	-100.0%		
Total	0.00	100.45	-100.45
z	6,238.74	6,472.45	-233.71
OTHER INCOME			
Total Income			
Gross Profit	6,238.74	6,472.45	
Expense			
ALSA Phone/iPad	182.33	0.00	
ALSA T-shirts	323.04	0.00	
B.O.D. EXPENSES			
BOD Conference Calls	34.21	6.50	
Total B.O.D. EXPENSES	34.21	6.50	
BANKING FEES			
Credit Card Fees	0.00	193.13	
Total BANKING FEES	0.00	193.13	
EXECUTIVE OFFICE - NEW			
Constant Contact Eblast Expense	45.00	45.00	
Contract Labor - Robin	3,650.00	3,650.00	
Office Supplies	-75.76	154.61	
Postage	79.62	99.51	
Telephone			
Internet Usage	159.08	230.99	-71.9
Telephone - Other	143.54	142.70	0.8
Total Telephone	302.62	373.69	
Total EXECUTIVE OFFICE - NEW	4,001.48	4,322.81	
JUDGES CLINICS			
Instructors Fees	1,050.00	0.00	1,
Total JUDGES CLINICS	1,050.00	0.00	1,0
Total Expense	5,591.06	4,522.44	1,0
Net Income	647.68	1,950.01	-1,

11:38 PM
02/13/19
Accrual Basis

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

Jan 31

ASSETS

Current Assets

Checking/Savings

Chase - Operating

11,635.90

Chase Savings Account

30,000.00

Youth Scholarship Account

4,904.48

Total Checking/Savings		<u>46,540.3</u>
	Total Current Assets	<u>46,540.3</u>
	TOTAL ASSETS	<u><u>46,540.3</u></u>

		<u>-</u>
		<u>-</u>
	LIABILITIES & EQUITY	
	Liabilities	
	Current Liabilities	
	Accounts Payable	
	Accounts Payable	-3,650.00
	Total Accounts Payable	
Total Current Liabilities		

		<u>50,190.3</u>
		<u><u>46,540.3</u></u>
	Total Liabilities	-3,650.00
	Equity	
	Opening Bal Equity	49,204.42
	Retained Earnings	338.28
	Net Income	647.68
	Total Equity	
	TOTAL LIABILITIES & EQUITY	

ALSA Board of Directors Minutes

May 13, 2019

Call to order: 7:15 p.m. CDT

Roll call:

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

I. Office Manager's Report:

BOD Meeting - Office Report Monday, May 13, 2019

1. Memberships

As of May 6, 2019, we currently have 174 regular members. That is an increase of 22 members from the last meeting.

We currently have 130 youth members. That is an increase of 25 youth members from the last meeting.

We have 116 LIFE Members.

We have 46 judges and 8 apprentices.

2. Shows:

As of today, May 6, 2019 there are currently 37 shows on the ALSA calendar compared to 50 in May of 2018.

3. Discussion of office work and promotion – recap

Deb will contact the insurance companies about ALSA's policies.

Other discussion involved development of obstacle building and showmanship pamphlets. ALSA used to have copies of videos, believed made by Boba Goldsmith, a Judge, that were available to use by members as educational tools. These have been misplaced or otherwise are no longer available.

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

Motion to approve and pay the Office expenses of \$188.75 for the month of March. Motion by Carol. Seconded by Ron. Motion unanimously passed.

Robin left the conference call at 8:35 p.m. CDT.

II. Treasurer's Report:

April's bank statements show the showing balances:

Checking: \$ 13,716.60

Savings: 30,001.98

Youth Scholarship: 4,904.80

Vern does not anticipate ALSA will owe any income taxes for 2018. As the accountant who has done ALSA taxes for years had a health problem, Vern located a new person to do this year's tax and Texas franchise tax reports, which should be filed on time.

Vern pointed out as of May 12, 2019, ALSA has about \$11,000 in its checking account and, short of a good number of new memberships or show sanctionings being received, will shortly need to withdraw funds from the savings account to meet operating expenses.

Motion to approve the Treasurer's report for April, 2019 as presented. Motion by Carol. Seconded by Ron. Motion unanimously passed.

Vern departed the conference all at 8:05 p.m. CDT.

III. Committee Reports:

Alpaca - Chair: Mary Reed, Liaison: Deb

No report submitted.

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

A link has been created on the ALSA website to direct members to the latest Bylaws and Standing Rules. The link is working well.

Respectfully,

Lougene Baird, Chair

Elections - Chair: Lougene Baird, Liaison: Cathie

Several eblasts are being prepared for Board approval. The purpose of the eblasts are to publicize the General and Board of Elections to held in early October.

As a reminder, a link to the Bylaws and Standing Rules has been added to the home page of the ALSA website.

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 reported to Lauren she is still waiting for unused ribbons to have sent her for refurbishing. Judges' contracts have been sent the Judges.

Handbook – Chair: Adryce Mathisen, Liaison: Bill

Some discussion was involved dealing with the printing of the Handbook. Many members do not use printed bound copies and they are expensive for ALSA to produce. However, Judges pay an extra fee and are entitled to two copies of the Handbook. At least one member of the Board who is a Judge pointed out disfavor to having to carry a computer to shows in order to access the Handbook. The Handbook is available on the ALSA website and can be downloaded and printed out as a PDF copy. As a result, the following Motion was made:

Motion: ALSA will print copies of the Handbook for Judges, other members may download and print copies from the website. Motion by Cathie. Seconded by Deb. Motion unanimously passed.

Judges' - Chair: Cyndi Ernst, Liaison: Ron

The Judge's Committee received a letter of application from, ALSA member, Mark Smith requesting that his ALSA Judging certification be reinstated. As per the Handbook rules, Mark had three ALSA members send personal recommendations to the committee.

The entire Committee has discussed his reinstatement. We recommend that Mark be reinstated as an ALSA Judge. As per Handbook rules he will forfeit prior years of seniority regarding accepting apprentices, Judging Regional Championships and the Grand National Show.

Due to his extensive, current judging experience we do not recommend that he be required to have a mentorship experience. We would recommend that he do extensive review of the ALSA Handbook, especially considering the recent changes in the Handbook that is about to be published.

His membership dues are up to date. He will be required to pay his Judge's dues prior to being put on the Judge's list and accepting judging assignments.

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

Motion: Reinstate Mark Smith as an ALSA Judge as recommended by the Judges' Committee. Motion by Ron. Seconded by Cathie. Motion unanimously passed.

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

Susan will be invited to the Board call next month to bring details about the Regional shows.

Robin Surgeon has indicated she will be a Regional superintendent.

Jeff and Sally Rucker are being contacted again to confirm their expressed willingness to host and superintend the Rocky Mountain regional Show. Several members have already volunteered to help with that event as they have said they want it to be a success.

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

Lauren

No report submitted.

Youth Committee - Chair: Robin Sturgeon – Liaison: Carol

There is nothing to report at this time, but soon will be working on some new thoughts. I'm also looking for 2 people to work on this with me.

Thank you,
Robin Sturgeon
Youth Committee Chair

Old Business:

A. Dates and Judges for the Regional shows.
Tabled until the June meeting.

B. Authorization of an E-Blast regarding Regional show dates and Judges.
Tabled until the June meeting.

IV. **New Business:**
None.

The next regular Board meeting will be June 10, 2019 at 7:00 p.m. CDT.

Motion to Adjourn at 8:35 p.m. CDT. Motion by Ron. Seconded by Cathie. 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 - May 19</u>	<u>Jan - May 18</u>	<u>\$ Change</u>	<u>% Change</u>
Income				
a MEMBERSHIP REVENUE				
2018 Adult Membership	0.00	6,615.00	-6,615.00	-100.0%
2018 Youth Membership	0.00	2,675.00	-2,675.00	-100.0%
2019 Adult Membership	6,502.54	0.00	6,502.54	100.0%
2019 Youth Membership	<u>3,341.77</u>	<u>0.00</u>	<u>3,341.77</u>	<u>100.0%</u>
Total a MEMBERSHIP REVENUE	9,844.31	9,290.00	554.31	5.97%
ALSA SHOW FEES				
Adult Showmanship Numbers	57.45	80.00	-22.55	-28.19%
Animal Number Transfer	33.62	195.00	-161.38	-82.76%
Animal Recording Numbers	1,044.24	340.00	704.24	207.13%
Research	0.00	25.00	-25.00	-100.0%
Sanctioning Fee	1,553.97	1,725.00	-171.03	-9.92%
Show Entry Fee	<u>4,959.00</u>	<u>6,493.00</u>	<u>-1,534.00</u>	<u>-23.63%</u>
Total ALSA SHOW FEES	7,648.28	8,858.00	-1,209.72	-13.66%
ALSA T Shirt	588.00	0.00	588.00	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				
Stall Fees	<u>0.00</u>	<u>42.00</u>	<u>-42.00</u>	<u>-100.0%</u>
Total Rocky Mountain Regional	<u>0.00</u>	<u>42.00</u>	<u>-42.00</u>	<u>-100.0%</u>
Total REGIONAL REVENUE	0.00	42.00	-42.00	-100.0%
Showing/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	1.92	-1.92	-100.0%
Interest Earned YS	<u>0.00</u>	<u>0.24</u>	<u>-0.24</u>	<u>-100.0%</u>
Total Interest Earned	0.00	2.16	-2.16	-100.0%
Misc. Income	15.00	10.00	5.00	50.0%
Website Income	<u>19.15</u>	<u>120.00</u>	<u>-100.85</u>	<u>-84.04%</u>
Total z OTHER INCOME	34.15	147.16	-113.01	-76.79%

Total Income	<u>21,924.24</u>	<u>19,337.16</u>	<u>2,587.08</u>	<u>13.38%</u>
	21,924.24	19,337.16	2,587.08	13.38%
Expense				
a GRAND NATIONAL E				
Caterer	0.00	500.00	-500.00	-100.0%
Facility	1,000.00	500.00	500.00	100.0%
Misc Office	111.77	0.00	111.77	100.0%
Ribbons / Awards	<u>48.98</u>	<u>0.00</u>	<u>48.98</u>	<u>100.0%</u>
Total a GRAND NATIONAL E	<u>1,160.75</u>	<u>1,000.00</u>	<u>160.75</u>	<u>16.08%</u>
ALSA TShirts	323.04	0.00	323.04	100.0%
B.O.D. EXPENSES				
BOD Conference Calls	<u>170.59</u>	<u>32.50</u>	<u>138.09</u>	<u>424.89%</u>
Total B.O.D. EXPENSES	<u>170.59</u>	<u>32.50</u>	<u>138.09</u>	<u>424.89%</u>
BANKING FEES				
Credit Card Fees	<u>0.00</u>	<u>332.43</u>	<u>-332.43</u>	<u>-100.0%</u>
Total BANKING FEES	<u>0.00</u>	<u>332.43</u>	<u>-332.43</u>	<u>-100.0%</u>
Corporation Renewal	487.00	46.03	440.97	958.01%
ELECTION COMMITTEE				
Electronic Election	<u>0.00</u>	<u>334.00</u>	<u>-334.00</u>	<u>-100.0%</u>
Total ELECTION COMMITTEE	<u>0.00</u>	<u>334.00</u>	<u>-334.00</u>	<u>-100.0%</u>
EXECUTIVE OFFICE - NEW				
Computer Backup	0.00	129.89	-129.89	-100.0%
Constant Contact Eblast Expense	270.00	225.00	45.00	20.0%
Contract Labor - Robin	18,250.00	18,250.00	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	<u>0.00</u>	<u>133.92</u>	<u>-133.92</u>	<u>-100.0%</u>
Office Supplies	344.48	687.45	-342.97	-49.89%
Postage	293.86	227.85	66.01	28.97%
Telephone				
ALSA Phone/iPad	667.29	0.00	667.29	100.0%
Internet Usage	339.10	854.29	-515.19	-60.31%
Telephone - Other	<u>178.18</u>	<u>714.25</u>	<u>-536.07</u>	<u>-75.05%</u>
Total Telephone	<u>1,184.57</u>	<u>1,568.54</u>	<u>-383.97</u>	<u>-24.48%</u>
Total EXECUTIVE OFFICE - NEW	<u>20,342.91</u>	<u>21,222.65</u>	<u>-879.74</u>	<u>-4.15%</u>
HANDBOOK COMMITTEE				
Binders	<u>0.00</u>	<u>67.75</u>	<u>-67.75</u>	<u>-100.0%</u>
Total HANDBOOK COMMITTEE	<u>0.00</u>	<u>67.75</u>	<u>-67.75</u>	<u>-100.0%</u>
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	<u>1,050.00</u>	<u>0.00</u>	<u>1,050.00</u>	<u>100.0%</u>
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, "Showing"	<u>228.00</u>	<u>0.00</u>	<u>228.00</u>	<u>100.0%</u>
Total PUBLICATIONS COMMITTEE	<u>228.00</u>	<u>0.00</u>	<u>228.00</u>	<u>100.0%</u>
Total Expense	<u>24,748.66</u>	<u>23,715.36</u>	<u>1,033.30</u>	<u>4.36%</u>
	<u>-2,824.42</u>	<u>-4,378.20</u>	<u>1,553.78</u>	<u>35.49%</u>

ALSA Board of Directors Minutes

March 20, 2019

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

Roll call:

Board Members present: Bill Feick, President
Cathie Kindler, Vice- President
Ron Baird, Secretary
Debbie Andrews
Carol Rutledge (joined at 7:05 p.m.)
Lauren Wright
Deb Yeagle

Others present: Vern Wright, Treasurer
Robin Turell, Office Manager
Cyndi Ernst (joined at 8:13 p.m.)

I. Office Manager's Report:

BOD Meeting - Office Report Wednesday, March 20, 2019

1. Memberships

As of March 13, 2019, we currently have 147 regular members. That is an increase of 47 members from the last meeting.

We currently have 90 youth members. That is an increase of 52 youth members from the last meeting.

We have 116 LIFE Members.

We have 45 judges and 8 apprentices.

2. Shows:

As of today, March 13, 2019 there are currently 23 shows on the ALSA calendar.

3. Items needed for discussion

- We have also not received funds from one show that was held in August of 2018. We have received their results on Dec. 12, 2018, but not the funds due to ALSA.
Fees collected at this show and due to ALSA are \$765.00
Received a \$138.14 refund check from Verizon as a result of changing the phone system around last year.

4. Discussion of office work and promotion – recap

Robin checks to see if a caller is a member, if not, she gets them to renew their membership or join ALSA> She also inquires if they would put on a show or be a superintendent of a show, to promote ALSA shows.

Robin mentioned YouTube has a “show video”.

Marcie Saska-Agnew will once again this year have her wonderful Colorado show in July.

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

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

Robin left the conference call at 7:12 p.m.

II. Treasurer's Report:

See the complete financials attached hereto as Addendum B.

Vern reported approximate financial numbers as \$11,000 in checking, \$30,000 in savings, and \$4,900 in the Youth Scholarship account. About \$32,850 will be paid to Robin this year, which barring some improvement in show fees, will leave ALSA with about \$3,600. Memberships in 2019 are down from 2018, sanctioning fees are down, however, more animals are being recorded compared to 2018. Total revenues are up about \$1,000 from 2018.

Carol will send Vern information about the Youth Scholarships to be awarded.

Motion to approve the Treasurer's report for February, 2019 as presented. Motion by Ron. Seconded by Carol. Motion passed unanimously.

Vern left the conference call at 8:22 p.m.

III. Committee Reports:

Alpaca - Chair: Mary Reed, Liaison: Deb

Nothing to report.

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

The latest Bylaws dated March 8, 2018, are being edited to reflect the results of the recently completed Bylaws change ballot and will be sent to the Board for review. The Standing Rules will be edited reflecting the changes in the Bylaws for the dates and procedure for future Director elections. This document will be forwarded to the Board for review.

Once these documents are approved by the Board, this Committee requests the Board forward to the ALSA office for placement on the organizations website.

Respectfully,
Lougene Baird, Chair

Motion: Accept the Bylaws and Standing Rules changes as presented. Motion by Deb. Seconded by Ron. Motion passed unanimously.

Elections - Chair: Lougene Baird, Liaison: Cathie

The Board approved Proposed Bylaw change and one Opinion Poll Question was completed March 8.

The results are as follows.

Question 1 – Hold Director Election in the fall of the year – **PASSED**

Yes votes - 89 (100% in favor).

Question 2: Further define consequences of being ejected from the Board - **PASSED**

Yes votes 79 (88.8%) - No votes 10 (11.2%).

Opinion Pole – Fix the ALSA website. Yes – 57 (76.0%), No – 18 (24%), Abstained – 14 (15.7%)

ALSA had 216 Members in Good Standing as of the Day of Record (2/13/2019).

Of the 216, 89 (41.2%) voted.

Thank you to the 89 Members in Good Standing who invested in the future of ALSA by voting.

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

Nothing to report.

Grand National - Chair: Open, Liaison: Cathie

Bill reported he has not heard back from one person who expressed interest in chairing this committee. Issuing an E-Blast to all members to get a chairperson for the Grand National. Without a chairperson, the fate of the show is uncertain.

Handbook – Chair: Adryce Mathisen, Liaison: Bill

As recommended by the Handbook Committee, the following motion was adopted.

Motion: Accept Reggie Durch as a member of the Handbook Committee.

Motion by Deb. Seconded by Lauren. Motion unanimously passed.

Judges' - Chair: Cyndi Ernst, Liaison: Ron

Handbook: There are a number of changes that have been made in the Judge's and Apprentice Part (S) of the Handbook. They will be submitted by the Handbook Committee.

Overview: I have noted sections but there may be an adjustment in the alphanumeric order as the final Handbook is published.

a. Combining Performance and Youth Certifications: This clarifies how an alpaca apprentice acquires Performance and Youth certification by taking Llama Performance and Youth Apprenticeships. Section S Section 1

b. Lowered the number of show entries for an Apprentice to be allowed to serve an apprenticeship from 50-40. Section 2 A, E4

c. Updated language in the section setting rules for certification to be a National or Regional Judge. Section 1 and Section 2

d. Updated the language that outlines how a Clinic Instructor can be certified. S Section 5, B1

e. Delete S Section B 8 "Llama Judges that have met the criteria established by the Judges' Committee to accept apprentices will be designated on the official judges list by an asterisk beside their name."

B8 is confusing to members. Judges with 5 years of tenure may not be certified to judge at National and regional Shows because they do not have the required number of shows judged and/or the required number of entries in one of the shows.

Tracy Weaver: Tracy is being submitted as a Performance and Youth Clinic Apprentice Instructor for llamas. She completed her first Instructor Apprenticeship at the 2019 Florida Clinic under Deb Yeagle. After discussion, the Board decided no vote on this recommendation was necessary.

Bill Feick: The Judge's Committee received a letter from Barb Harris questioning Bill Feick's certification to be a Llama Halter, Performance and Youth Instructor. I researched the issue and polled the entire Judge's Committee. They unanimously recommend that the vote stay as it stands: **Accepted and Passed**

Executive Session to discuss personnel matters.

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

After discussion of various items, the Board voted on the recommendation of the Judges' Committee.

Motion: Accept the Judges' Committee recommendation that Steve Auld be licensed to judge llamas, performance and youth. Motion by Carol. Seconded by Lauren. Motion passed.

Motion: Request Cyndi Ernst contact Harvey Poole and offer him the opportunity to become an ALSA llama judge. Motion by Cathie. Seconded by Carol. Motion passed unanimously.

Membership - Chair: open, Liaison: Debbie

No report submitted.

Performance - Chair: Anna Reese, Liaison: Carol

After much discussion, the Performance Committee has decided to stand with the original change of only one llama per one youth.

Thank you,

Anna Reese

Performance Committee Chair

The Board has discussed this matter at length over a period of months. It was decided that the Board would make the following rule change effective immediately.

Motion: ALSA recommends that there be one lama for one youth, but the show superintendent may allow two youth to use the same lama but in different age divisions. In no case may more than two youth use the same lama. Motion by Cathie. Seconded by Lauren. Motion passed unanimously.

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 was received.

Putting out an E-Blast for a new chair was suggested.

Deb suggests the development of a trifold brochure to be available at shows to promote other shows.

Regional Committee - Chair: Susan Leslie: Deb

The committee is trying to get a group together to oversee and promote the regional shows. Also, it has become known that a superintendent is needed for this year's Oklahoma-based regional show.

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

Lauren

No report submitted.

Youth Committee - Chair: Open – Liaison: Carol

Adryce Mathison has resigned from this committee per oral communication from Bill.

Robin Sturgeon has agreed to chair this committee.

ALSA has two scholarship winners, Faith Gomez of Clayton, Indiana and Madison Wells of Fort Wayne, Indiana.

The Board wishes to acknowledge and recognize the work done on scholarships by Sue Davis. A letter will be sent to her in this regard.

**Motion: Accept Robin Sturgeon as chair of the Youth Committee.
Motion by Carol. Seconded by Cathie. Motion unanimously passed.**

Old Business:

A. Discussion of Grand National for 2019.

B. Motions passed in the interim between meetings of the Board:

Approval of an E-Blast to members regarding a beginning and advanced llama halter judges' clinic and a beginning and advanced fleece judges' clinic in November at the ranch of Susan Leslie in Texas with Deb Yeagle as the instructor. Motion passed as of March 7, 2019.

Approval of an E-Blast to members regarding Glenna Overmiller resigning as Grand National Chair and seeking a new Chair. Motion passed as of March 15, 2019.

IV. New Business:

A. Executive Session to discuss certain aspects of a committee report dealing with personnel.

Motion: Enter Executive Session. Motion by Cathie. Seconded by Deb. Motion unanimously passed at 8:04 p.m.

Motion to exist Executive Session. Motion by Cathie. Seconded by Deb. Motion unanimously passed at 8:33 p.m.

B. Discussion of new date for 2019 Handbook to be issued.

The Handbook is just about ready to be sent to the Board for final review.

There will be a Special Board meeting April 1, 2019 at 7:00 p.m. CDT to discuss the Future of the Grand National.

The next regular Board meeting will be April 15, 2019 at 7:00 p.m. CDT.

Motion to Adjourn at 8:36p.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.

**Addendum
ALSA Financial Statements
February, 2019**

Income a	Jan - Feb 19	Jan - Feb 18
MEMBERSHIP REVENUE		
2018 Adult Membership	0.00	5,115.00
2018 Youth Membership	0.00	1,700.00
2019 Adult Membership	4,042.10	0.00
2019 Youth Membership	1,513.94	0.00
Total a MEMBERSHIP REVENUE	5,556.04	6,815.00
ALSA SHOW FEES		
Adult Showmanship Numbers	19.15	60.00
Animal Number Transfer	33.62	75.00
Animal Recording Numbers	555.50	80.00
Sanctioning Fee	421.20	550.00
Show Entry Fee	276.00	1,186.00
Total ALSA SHOW FEES	1,305.47	1,951.00
ALSA T Shirt	306.00	0.00
GRAND NATIONAL		
Entries	387.00	0.00
Overpayments	141.75	0.00
Total GRAND NATIONAL	528.75	0.00
JUDGE REVENUE		
2018 Judges Dues	0.00	850.00
2019 Judges Dues	1,935.95	0.00

Judges' Clinics Fees	1,178.70	100.00
Total JUDGE REVENUE	<u>3,114.65</u>	<u>950.00</u>
REGIONAL REVENUE		
Rocky Mountain Regional		
Stall Fees	0.00	42.00
	<u>0.00</u>	<u>42.00</u>
Total Rocky Mountain Regional	0.00	42.00
Total REGIONAL REVENUE	0.00	42.00
Showing/Internet	20.00	0.00
Ads/Web Link z		
OTHER INCOME		
H Hand Book Sales	0.00	15.00
Interest Earned		
Interest Earned Investment	0.00	0.74
Interest Earned YS	0.00	0.09
Total Interest Earned	<u>0.00</u>	<u>0.83</u>
Misc. Income	15.00	0.00
Web	0.00	100.00

Gross Profit	10,845.91	9,873.83
Expense a GRAND		
NATIONAL E		
Facility	0.00	500.00
Total a GRAND NATIONAL E	<u>0.00</u>	<u>500.00</u>
ALSA Phone/iPad	281.09	0.00

ALSA TShirts	323.04	0.00	Total z OTHER INCOME
Total Income	<u>15.0</u>	<u>115.8</u>	
	<u>10,845.9</u>	<u>9,873.8</u>	
	Jan - Feb 19	Jan - Feb 18	
B.O.D. EXPENSES			
BOD Conference Calls	<u>68.3</u>	<u>13.0</u>	
Total B.O.D. EXPENSES	68.39	13.00	
BANKING FEES			
Credit Card Fees	0.00	249.21	
Total BANKING FEES	<u>0.00</u>	<u>249.21</u>	
Corporation Renewal	452.00	0.00	
EXECUTIVE OFFICE - NEW			
Computer Backup	0.00	129.89	
Constant Contact Eblast Expense	135.00	90.00	
Contract Labor - Robin	43,800.00	7,300.00	
Internet			
Go To My PC	0.00	133.92	
Total Internet	<u>0.00</u>	<u>133.92</u>	
Office Supplies	96.44	299.96	
Postage	194.79	186.02	
Telephone			
Internet Usage	339.10	377.05	
Telephone - Other	178.18	285.64	
Total Telephone	<u>517.2</u>	<u>662.69</u>	
Total EXECUTIVE OFFICE - NEW	44,743.51	8,802.48	
IRS	36.37	0.00	
JUDGES CLINICS			
Instructors Fees	1,050.00	0.00	
Total JUDGES CLINICS	<u>1,050.00</u>	<u>0.00</u>	
PUBLICATIONS COMMITTEE			
Commission, "Showring"	228.00	0.00	

Total PUBLICATIONS COMMITTEE	<u>228.0</u>	<u>0.0</u>
Total Expense	<u>47 182.4</u>	<u>9 564.6</u>
Net Income	<u>-</u>	<u>309.1</u>

Gross Profit	972.08	9.9%
Expense a GRAND NATIONAL E Facility	-500.00	-100.0%
Total a GRAND NATIONAL E	<u>-500.00</u>	<u>-100.0%</u>
ALSA Phone/iPad	281.09	100.0%

ALSA TShirts	323.04 \$ Change	100.0% Total z OTHER INCOME % Change
Income a MEMBERSHIP REVENUE		
2018 Adult Membership	-5,115.00	-100.0%
2018 Youth Membership	-1,700.00	-100.0%
2019 Adult Membership	4,042.10	100.0%
2019 Youth Membership	1,513.94	100.0%
Total a MEMBERSHIP REVENUE	-1,258.96	-18.5%
ALSA SHOW FEES		
Adult Showmanship Numbers	-40.85	-68.1%
Animal Number Transfer	-41.38	-55.2%
Animal Recording Numbers	475.50	594.4%
Sanctioning Fee	-128.80	-23.4%
Show Entry Fee	-910.00	-76.7%
Total ALSA SHOW FEES	-645.53	-33.1%
ALSA T Shirt	306.00	100.0%
GRAND NATIONAL		
Entries	387.00	100.0%
Overpayments	141.75	100.0%
Total GRAND NATIONAL	528.75	100.0%
JUDGE REVENUE		
2018 Judges Dues	-850.00	-100.0%
2019 Judges Dues	1,935.95	100.0%
Judges' Clinics Fees	1,078.70	1,078.7%
Total JUDGE REVENUE	2,164.65	227.9%
REGIONAL REVENUE		
Rocky Mountain Regional		
Stall Fees	-42.00	-100.0%
Total Rocky Mountain Regional	-42.00	-100.0%
Total REGIONAL REVENUE	-42.00	-100.0%
Showing/Internet Ads/Web Link z OTHER INCOME		
H Hand Book Sales	-15.00	-100.0%
Interest Earned		
Interest Earned Investment	-0.74	-100.0%
Interest Earned YS	-0.09	-100.0%
Total Interest Earned	-0.83	-100.0%
Misc. Income	15.00	100.0%
Website Income	-100.00	-100.0%
Total Income	-	- %
% Change	972.0	9. %
B.O.D. EXPENSES		
BOD Conference Calls	55.3	426%

Total B.O.D. EXPENSES	55.39	426.1%
BANKING FEES		
Credit Card Fees	-249.21	-100.0%
Total BANKING FEES	-249.21	-100.0%
Corporation Renewal	452.00	100.0%
EXECUTIVE OFFICE - NEW		
Computer Backup	-129.89	-100.0%
Constant Contact Eblast Expense	45.00	50.0%
Contract Labor - Robin	36,500.00	500.0%
Internet		
Go To My PC	-133.92	-100.0%
Total Internet	-133.92	-100.0%
Office Supplies	-203.52	-67.9%
Postage	8.77	4.7%
Telephone		
Internet Usage	-37.95	-10.1%
Telephone - Other	-107.46	-37.6%
Total Telephone	-145.41	-21.9%
Total EXECUTIVE OFFICE - NEW	35,941.03	408.3%
IRS	36.37	100.0%
JUDGES CLINICS		
Instructors Fees	1,050.00	100.0%
Total JUDGES CLINICS	1,050.00	100.0%
PUBLICATIONS COMMITTEE		
Commission, "Showring"	228.00	100.0%

Total PUBLICATIONS COMMITTEE	_____	_____
Total Expense	228.0	100%
Net Income	37,617.7	393%
	_____	_____
	-	%

9/19
ual Basis

Balance Sheet

As of March 19, 2019

		Mar 19
		46,056.2
		46,056.2
		46,056.2
ASSETS		
Current Assets		
Checking/Savings		
Chase - Operating	11,151.73	
Chase Savings Account	30,000.00	
Youth Scholarship Account	4,904.48	
Total Checking/Savings		
Total Current Assets		
TOTAL ASSETS		32,850.0
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
Accounts Payable	32,850.00	
Total Accounts Payable		
Total Current Liabilities		
Total Liabilities	32,850.00	
Equity		
Opening Bal Equity	49,204.42	
Retained Earnings	338.28	
Net Income	-36,336.49	

Total Equity
TOTAL LIABILITIES & EQUITY

13 206.2
46 056.2

**ALSA Board of Directors Minutes
Special Board Meeting
April 1, 2019**

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

Roll call:

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

Motion: Enter Executive Session. Motion by Cathie. Seconded by Deb. Motion unanimously passed.

Motion: Exit Executive Session. Motion by Ron. Seconded by Cathie. Motion unanimously passed.

Motion: Appoint Sandi Auld Grand National Chairperson and Superintendent of the Grand National Show. Motion by Carol. Seconded by Deb. Motion passed.

Motion: Appoint Lauren as liaison to the Grand National Committee. Motion by Deb. Seconded by Carol. Motion unanimously passed.

Motion: Approve the March 20, 2019 Minutes. Motion by Cathie. Seconded by Carol. Motion unanimously passed.

The next regular Board meeting will be April 15, 2019 at 7:00 p.m. CDT.

Motion to Adjourn at 7:43 p.m. CDT. Motion by Ron. Seconded by Cathie. 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.

ALSA Board of Directors

April 15, 2019

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

Roll call:

Board Members present: Bill Feick, President
Cathie Kindler, Vice- President
Ron Baird, Secretary
Debbie Andrews
Carol Rutledge
Lauren Wright
Deb Yeagle (joined at 7:10 p.m.)
Others present Vern Wright, Treasurer
Robin Turell, Office Manager

Office Manager's Report:

BOD Meeting - Office Report Monday, April 8, 2019

1. Memberships

As of April 8, 2019, we currently have 152 regular members. That is an increase of 5 members from the last meeting.

We currently have 105 youth members. That is an increase of 15 youth members from the last meeting.

We have 116 LIFE Members.

We have 46 judges and 8 apprentices.

2. Shows:

As of today, April 8, 2019 there are currently 30 shows on the ALSA calendar.

3. Items needed for discussion

We have also not received funds from one show that was held in August of 2018. We have received their results on Dec. 12, 2018, but not the funds due to ALSA.

Fees collected at this show and due to ALSA are \$765.00 (It was pointed out this state fair in recent years has paid ALSA the following April the fees it owes. Some discussion was had whether to the show should be sanctioned in the future or lost.)

4. Discussion of office work and promotion – recap

Robin pointed out she promotes ALSA every day. For example, recently a new person to lamas called the Office, Robin taking the opportunity to explain what ALSA does, the opportunities in showing the person's animals, and so forth. She also recently gave a speech to a Kiwanis's Club about ALSA.

Robin left the conference call at 7:12 p.m.

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

Motion to approve and pay the \$55.43 in Office expenses for the month of March. Motion by Ron. Seconded by Carol. Motion unanimously passed.

Treasurer's Report:

Vern reported as of April 9th, ALSA had \$11,753 in the checking account, \$30,172 in savings, and \$4,905 in the Youth Scholarship Fund. Membership renewals are down about \$1,000 this year compared to last year and Show fees are down about \$600. He will be paying the two scholarships recently awarded ALSA youth.

It was importantly pointed out by Vern the Grand National Show is one of the two largest expense ALSA has, but is also the greatest source of revenues. This brought to the Board's attention the necessity to work at making the Grand National a significant well-attended event. After further discussion, the following two Motions were passed:

Motion: Limit the annual President's Award to a maximum of \$50.00. Motion by Ron. Seconded by Cathie. Motion passed unanimously.

Motion: Have the Bylaws and Standing Rules Committee write a new section to the Standing Rules instituting the President's Award limit. Motion by Cathie. Seconded by Deb. Motion passed unanimously.

Motion to accept the Treasurer's report for March, 2019 as presented. Motion by Ron. Seconded by Carol. Motion passed unanimously.

See the complete financials attached hereto in the Addendum.

Vern left the conference call at 7:35 p.m.

Committee Reports:

Alpaca - Chair: Mary Reed, Liaison: Deb
No report submitted.

By-laws and Standing Rules – Chair: Lougene Baird, Liaison: Bill
A Board approved e-Blast was sent to the membership on April 9 with a link to the ALSA Bylaws (March 8, 2019 revision) and Standing Rules (March 20, 2019 revision). These links will allow the membership to have a copy of each document in its current form.

Respectfully,
Lougene Baird, Chair

Elections - Chair: Lougene Baird, Liaison: Cathie
March 2019

The committee sent a Board approved e-blast to members on April 9. The eblast contained an encouraging note for members to begin thinking about becoming a candidate for Director in the fall 2019 election. A link to the Bylaws and Standing Rules was

included for members as reference to the member approved changes of moving the election to the fall.

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

I wanted to send out a mass email to all the fiber judges to see what their thoughts were and if they could come up with someone in mind.

I would consider helping at least, but I don't even know if I'm going to be able to go to Nationals even if I have any animals that qualify.

Judy

Deb introduced discussion about the Michigan Fiber Festival, of which she is superintendent. This is a first-time fiber show, and everyone wants it to be a success and therefore repeated next year. After much discussion, the following Motion was adopted:

Motion: Waive the ALSA non-membership fee for the Michigan Fiber Festival this year only.

Motion by Cathie. Seconded by Lauren. Motion unanimously passed.

An item of much interest was brought up, that Jennifer Kingston of the New York Times has shown considerable interest in lamas. She is going to be present at some shows soon. ALSA members will be helping her with information.

Grand National - Chair: Sandi Auld, Liaison: Lauren

No report submitted.

Motion: Approve the following Judges for the 2019 Grand National Show: Mary Jo Miller, Cynthia Ernst, and Mike Haumschild. Motion by Cathie. Seconded by Lauren. Motion passed unanimously.

The show will be October 25-26, with a move-in date on Thursday, the 24th.

Handbook – Chair: Adryce Mathisen, Liaison: Bill

No report submitted.

Motion: Accept the 2019 Handbook as presented by the Handbook Committee. Motion by Cathie. Seconded by Debbie. Motion unanimously passed.

Judges' - Chair: Cyndi Ernst, Liaison: Ron

The next thing on my agenda is to help post the changed Fleece cards when the Handbook goes out and I am looking at the training materials stating with the fleece.

I am also working on getting a Judge's contact list so I can personally blast things out from time to time.

Harvey Poole has accepted ALSA's invitation to be licensed as an ALSA Judge.

Regards,

Cyndi Ernst, Judge's Committee
Chairperson and the Committee
Membership - Chair: open, Liaison: Debbie
No report submitted.

Performance - Chair: Anna Reese, Liaison: Carol
There has not been any recent discussion.
Thank you,
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
No report submitted.

Old Business:

- A.** ALSA Standing Rules, Article I, Section 6(a) states “Items of expected behavior of BOD members are: respect, confidentiality, responsibility of a timely response, opportunity of opinion on all issues....” it has been brought to the attention of some Board members that persons in the ILR are saying that at least one ALSA Board member voted against Steve Auld being approved as an ALSA Judge. To refresh everyone’s memory, the following Motion, made March 20th is reiterated: “Motion: Accept the Judges’ Committee recommendation that Steve Auld be licensed to judge llamas, performance and youth. Motion by Carol. Seconded by Lauren. Motion passed.”
Whatever discussion there was concerning this matter was conducted in Executive Session. What is discussed in Executive Session is to stay in Executive Session and not discussed with anyone who was not present in the Executive Session. It should also be pointed out that Board members are not to slander other Board members. To state that “so-and-so” voted negatively or positively on any issue could be interpreted as a slanderous remark, which is addressed by the same portion of the Standing Rules. Ron will discuss this incident with the appropriate committee chair.
- B.** Reconfirmation of a previous action.

Motion: Accept Harvey Poole to be licensed to judge llamas, performance and youth. Motion by Cathie. Seconded by Ron. Motion unanimously passed.

- C. During the July, 2018 Board meeting, the Board voted to authorize Bill, and in his absence, Cathie, to communicate with the Office regarding the release of E-Blasts and other matters. This protocol is not being followed, causing E-Blasts to be held up for various periods of time after a Board majority has voted to release them. The matter needs to be clarified and a formal written Motion regarding this procedure entered in the Minutes, as it was not done at the July meeting.

Motion: The President, and in his absence, the Vice-President, will notify the Office regarding the releases of E-Blasts. Motion by Ron. Seconded by Carol. Motion unanimously passed.

- D. Dates and Judges for the Regional shows.
Discussion regarding this matter was decided to be the topic of a Special Board Meeting April 29, 2019 when the Regional Show Committee Chair could be included in it.
- E. Authorization of an E-Blast regarding Regional show dates and Judges.
- F. Re: one youth/one llama:

Previous Motion of March 20, 2019:

Motion: ALSA recommends that there be one llama for one youth, but the show superintendent may allow two youth to use the same llama but in different age divisions. In no case may more than two youth use the same llama. Motion by Cathie. Seconded by Lauren. Motion passed unanimously.

Proposed Motion by Adryce as communicated by Bill:

Motion: Use of a llama/alpaca by more than one youth is strongly discouraged. If deemed a necessity by the Show Superintendent, it may be allowed as long as the animal is shared by no more than two youth and these youth are not competing in the same age division. The final decision on this will be made by the Show Superintendent. Motion by Carol. Seconded by Ron. Motion unanimously passed.

New Business:

- A. Discuss informing the membership as to the results of the Grand National survey. Ron will draft an E-Blast regarding the availability of the results for members who are interested and circulate the draft to the Board for approval before release.

There will be a Special Board Meeting April 29, 2019 at 7:00 p.m. CDT to discuss the Grand National Show with the Grand National Committee Chairperson.

The next regular Board meeting will be May13, 2019 at 7:00 p.m. CDT.

Motion to Adjourn at 8:34 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.

Addendum Financial Data

25 PM

Alpaca and Llama Show Association

11/19

Balance Sheet

Annual Basis

As of April 11, 2019

ASSETS

Current Assets

Checking/Savings

Chase - Operating	9,533.76
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Chase Savings Account	30,000.00
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Youth Scholarship Account	4,904.48
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Total Checking/Savings	
------------------------	--

Total Current Assets	
----------------------	--

TOTAL ASSETS

LIABILITIES & EQUITY

		<hr/>
		<hr/>
		<hr/>
Liabilities		
Current Liabilities		
Accounts Payable		
Accounts Payable	29,200.00	
Total Accounts Payable		
Total Current Liabilities		
		<hr/>
		<hr/>
		<hr/>
Total Liabilities	29,200.00	
Equity		
Opening Bal Equity	49,204.42	
Retained Earnings	338.28	
Net Income	-34,304.46	
Total Equity		
TOTAL LIABILITIES & EQUITY		

Income a	Jan - Mar 19	Jan - Mar 18
MEMBERSHIP REVENUE		
2018 Adult Membership	0.00	5,715.00
2018 Youth Membership	0.00	1,975.00
2019 Adult Membership	4,638.30	0.00
2019 Youth Membership	2,152.20	0.00
Total a MEMBERSHIP REVENUE	6,790.50	7,690.00
ALSA SHOW FEES		
Adult Showmanship Numbers	38.30	80.00
Animal Number Transfer	33.62	120.00
Animal Recording Numbers	682.20	160.00
Sanctioning Fee	1,746.20	1,150.00
Show Entry Fee	837.00	2,471.00
Total ALSA SHOW FEES	3,337.32	3,981.00
ALSA T Shirt	478.00	0.00
GRAND NATIONAL		
Entries	387.00	0.00
Overpayments	141.75	0.00
Total GRAND NATIONAL	528.75	0.00
JUDGE REVENUE		
2018 Judges Dues	0.00	850.00
2019 Judges Dues	1,985.95	0.00

Judges' Clinics Fees	1,178.70	100.00
	<hr/>	<hr/>
Total JUDGE REVENUE	3,164.65	950.00
REGIONAL REVENUE		
Rocky Mountain Regional		
Stall Fees	0.00	42.00
	<hr/>	<hr/>
Total Rocky Mountain Regional	0.00	42.00
Total REGIONAL REVENUE	0.00	42.00
Showring/Internet Ads/Web Link z OTHER INCOME	20.00	0.00
H Hand Book Sales	0.00	15.00
Interest Earned		
Interest Earned Investment	0.00	1.12
Interest Earned YS	0.00	0.14
	<hr/>	<hr/>
Total Interest Earned	0.00	1.26
Misc. Income	15.00	10.00
Website Income	0.00	100.00
Gross Profit	14,334.22	12,789.26
Expense a GRAND NATIONAL E		
Facility	0.00	500.00

	_____	_____
		Total z OTHER INCOME
Total a GRAND NATIONAL E	0.00	500.00
ALSA Phone/iPad	409.83	0.00
ALSA TShirts	323.04	0.00
	_____	_____
	_____	_____
	_____	_____
	_____	_____
Total B.O.D. EXPENSES	102.57	19.50
BANKING FEES		
Credit Card Fees	0.00	278.22
	_____	_____
Total BANKING FEES	0.00	278.22
Corporation Renewal	452.00	45.00
ELECTION COMMITTEE		
Electronic Election	0.00	0.00
	_____	_____
Total ELECTION COMMITTEE	0.00	0.00
EXECUTIVE OFFICE - NEW		
Computer Backup	0.00	129.89
Constant Contact Eblast Expense	180.00	135.00
Contract Labor - Robin	43,800.00	10,950.00
Internet		
Go To My PC	0.00	133.92
	_____	_____
Total Internet	0.00	133.92
Office Supplies	231.92	299.96
Postage	252.24	218.79

Telephone		
Internet Usage	339.10	536.13
Telephone - Other	178.18	428.49
Total Telephone	<u>517.28</u>	<u>964.62</u>
Total EXECUTIVE OFFICE - NEW	44,981.44	12,832.18
HANDBOOK COMMITTEE		
Binders	0.00	67.75
Total HANDBOOK COMMITTEE	<u>0.00</u>	<u>67.75</u>
IRS	36.37	0.00
JUDGES CLINICS		
Instructors Fees	1,050.00	0.00
Total JUDGES CLINICS	<u>1,050.00</u>	<u>0.00</u>
PUBLICATIONS COMMITTEE		
Commission, "Showring"	228.00	0.00

Total PUBLICATIONS	_____	_____	COMMITTEE
Total Expense	_____	_____	
Net Income	=====	=====	

Gross Profit	1,544.96	12.1%
Expense a GRAND NATIONAL E		
Facility	-500.00	-100.0%

Total a GRAND NATIONAL E	-500.00	-100.0%
ALSA Phone/iPad	409.83	100.0%
ALSA TShirts	323.04	100.0%

Income a	\$ Change	% Change
MEMBERSHIP REVENUE		
2018 Adult Membership	-5,715.00	-100.0%
2018 Youth Membership	-1,975.00	-100.0%
2019 Adult Membership	4,638.30	100.0%
2019 Youth Membership	2,152.20	100.0%
	<hr/>	<hr/>
Total a MEMBERSHIP REVENUE	-899.50	-11.7%
ALSA SHOW FEES		
Adult Showmanship Numbers	-41.70	-52.1%
Animal Number Transfer	-86.38	-72.0%
Animal Recording Numbers	522.20	326.4%
Sanctioning Fee	596.20	51.8%
Show Entry Fee	-1,634.00	-66.1%
	<hr/>	<hr/>
Total ALSA SHOW FEES	-643.68	-16.2%
ALSA T Shirt	478.00	100.0%
GRAND NATIONAL		
Entries	387.00	100.0%
Overpayments	141.75	100.0%
	<hr/>	<hr/>
Total GRAND NATIONAL	528.75	100.0%
JUDGE REVENUE		
2018 Judges Dues	-850.00	-100.0%
2019 Judges Dues	1,985.95	100.0%
Judges' Clinics Fees	1,078.70	1,078.7%
	<hr/>	<hr/>
Total JUDGE REVENUE	2,214.65	233.1%
REGIONAL REVENUE		

Rocky Mountain Regional		Total z OTHER INCOME	Total Income
Stall Fees	-42.00	-100.0%	
			-100.0%
Total Rocky Mountain Regional	-42.00		
Total REGIONAL REVENUE	-42.00	-100.0%	
Showring/Internet Ads/Web Link z OTHER INCOME	20.00	100.0%	
H Hand Book Sales	-15.00	-100.0%	
Interest Earned			
Interest Earned Investment	-1.12	-100.0%	
Interest Earned YS	-0.14	-100.0%	
Total Interest Earned	-1.26	-100.0%	
Misc. Income	5.00	50.0%	
Website Income	-100.00	-100.0%	
			\$
Change	% Change		
B.O.D. EXPENSES			
BOD Conference Calls			
Total B.O.D. EXPENSES	83.07	426.0%	
BANKING FEES			
Credit Card Fees	-278.22	-100.0%	
Total BANKING FEES	-278.22	-100.0%	
Corporation Renewal	407.00	904.4%	
ELECTION COMMITTEE			

Electronic Election	0.00	0.0%
	<hr/>	<hr/>
Total ELECTION COMMITTEE	0.00	0.0%
EXECUTIVE OFFICE - NEW		
Computer Backup	-129.89	-100.0%
Constant Contact Eblast Expense	45.00	33.3%
Contract Labor - Robin	32,850.00	300.0%
Internet		
Go To My PC	-133.92	-100.0%
	<hr/>	<hr/>
Total Internet	-133.92	-100.0%
Office Supplies	-68.04	-22.7%
Postage	33.45	15.3%
Telephone		
Internet Usage	-197.03	-36.8%
Telephone - Other	-250.31	-58.4%
	<hr/>	<hr/>
Total Telephone	-447.34	-46.4%
	<hr/>	<hr/>
Total EXECUTIVE OFFICE - NEW	32,149.26	250.5%
HANDBOOK COMMITTEE		
Binders	-67.75	-100.0%
	<hr/>	<hr/>
Total HANDBOOK COMMITTEE	-67.75	-100.0%
IRS	36.37	100.0%
JUDGES CLINICS		

	1,050.00	100.0%
Instructors Fees	1,050.00	100.0%
Total JUDGES CLINICS	1,050.00	100.0%
PUBLICATIONS COMMITTEE		
Commission, "Showring"	228.00	100.0%
Total PUBLICATIONS COMMITTEE		
Total Expense		
Net Income		

ALSA Board of Directors Minutes

April 29, 2019

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

Roll call:

Board Members present: Bill Feick, President
Cathie Kindler, Vice- President
Ron Baird, Secretary
Debbie Andrews
Carol Rutledge
Lauren Wright
Deb Yeagle (joined at 7:25 p.m., left at 7:40 p.m.)

Others present: Sandy Auld, Grand National Chair

I. New Business:

Discussion of 2019 Grand National Show with superintendent and chair Sandy Auld.

Lauren, the Board liaison, pointed out Robin had wrapped up and mailed the Judges' contracts.

Vern, Treasurer, has sent the Board a draft budget for discussion. It does not include any revenues from possible sponsorships (a significant revenue source in earlier days of the Grand National Show and one that insured positive financial results from the show

Some discussion was given to what happened to Grand National obstacles thought to have been stored at Hutchinson in past years.

Glenna Overmiller has been asked to send all remaining ribbons from prior years' shows for refurbishing, which will result in considerably less expenses for the show. The possibility of some Henry Rivera trophies being recovered from prior years, when they were not awarded, is being investigated.

The Chamber of Commerce in Hutchinson will be contacted to see if it is willing to support the show through a financial contribution. Ideas regarding the traditional show dinner were discussed, including not utilizing a second building for the event, thus saving more expenses.

Sandy said she needs a list of everything she needs to take care of as she has not been superintendent of the Grand National Show before. A suggestion was made that Glenna Overmiller may have, or can put together, a list of things that need to be accomplished for a successful event. At this point, Sandy does not have any committee members. Further discussion of this indicated members should include a performance coordinator, the Treasurer, a fiber chairperson, and a youth auction chair at the least. Bill pointed out Sandy has a very good Board liaison and she should get back to the Board at any time with any concerns.

An item that needs to be investigated is the choice of a host hotel. In most of the past years, although apparently not in 2018, the host hotel has provided some free rooms, which can be used to lessen expenses as they usually are allocated to the judges. There will be three judges this year, saving a significant amount of money over last year's four judges.

Judy Glaser, according to Deb, needs to have an E-Blast circulated for a new fiber chairperson. Judie is swamped at her employment and needs to lessen her ALSA involvement during this time. Sandy commented she has someone in mind for this position and will make the contact to ascertain that person's willingness and availability.

It would be preferable to have a local performance coordinator. Sandy believes it is possible to get people from Nebraska to provide the obstacles, they have done this in past years. She will look into this possibility. Lauren stipulated that the performance coordinator cannot participate in obstacle courses due to that person's familiarity with the course planning and so forth.

Sandy asked how having the 2018 Grand National a non-qualifying show benefitted ALSA. The Board pointed out that the number of animals participating in 2018 was right at 150 versus 75 in 2017. That made a huge financial difference in the results, a profit versus a loss in 2017. An E-Blast will be prepared by Lauren and issued so members know now that the 2019 Grand National Show does not need qualifying or ALSA numbers to participate. If a member wants animals to receive points, then those animals will need ALSA numbers. The announcement will also point out good attendance is necessary to keep ALSA financial solvent.

Motion: The 2019 Grand National Show will be a non-qualifying event. Motion by Cathie. Seconded by Ron. Motion unanimously passed.

Motion: The 2019 Grand National Show will not require animals to have ALSA numbers in order to be entered. Motion by Cathie. Seconded by Debbie Andrews. Motion unanimously passed.

A new location will be selected for the 2020 Grand National Show. The selection process will take into consideration a location convenient for more members to attend. Also to be considered is a better facility, perhaps one in a single building or more modern and attractive. Cathie volunteered to investigate possible sites and report back to the Board.

It was noted the March 20, 2019 Minutes were inadvertently taken down from the website over a misunderstanding on the Board's part and without a vote of the Board. It was also agreed that a Board vote was necessary to take Minutes down as well as to post them. It was agreed the original, approved, March 20, 2019 Minutes were to be reposted.

The next regular Board meeting will be May 13, 2019 at 7:00 p.m. CDT.

**Motion to Adjourn at 7:55 p.m. CDT. Motion by Cathie.
Seconded by Lauren. 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.

ALSA Board of Directors Minutes

May 13, 2019

Call to order: 7:15 p.m. CDT

Roll call:

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

I. Office Manager's Report:

BOD Meeting - Office Report Monday, May 13, 2019

1. Memberships

As of May 6, 2019, we currently have 174 regular members. That is an increase of 22 members from the last meeting.

We currently have 130 youth members. That is an increase of 25 youth members from the last meeting.

We have 116 LIFE Members.

We have 46 judges and 8 apprentices.

2. Shows:

As of today, May 6, 2019 there are currently 37 shows on the ALSA calendar compared to 50 in May of 2018.

3. Discussion of office work and promotion – recap

Deb will contact the insurance companies about ALSA's policies.

Other discussion involved development of obstacle building and showmanship pamphlets. ALSA used to have copies of videos, believed made by Boba Goldsmith, a Judge, that were available to use by members as educational tools. These have been misplaced or otherwise are no longer available.

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

Motion to approve and pay the Office expenses of \$188.75 for the month of March. Motion by Carol. Seconded by Ron. Motion unanimously passed.

Robin left the conference call at 8:35 p.m. CDT.

II. Treasurer's Report:

April's bank statements show the showing balances:

Checking: \$ 13,716.60

Savings: 30,001.98

Youth Scholarship: 4,904.80

Vern does not anticipate ALSA will owe any income taxes for 2018. As the accountant who has done ALSA taxes for years had a health problem, Vern located a new person to do this year's tax and Texas franchise tax reports, which should be filed on time.

Vern pointed out as of May 12, 2019, ALSA has about \$11,000 in its checking account and, short of a good number of new memberships or show sanctionings being received, will shortly need to withdraw funds from the savings account to meet operating expenses.

Motion to approve the Treasurer's report for April, 2019 as presented. Motion by Carol. Seconded by Ron. Motion unanimously passed.

Vern departed the conference all at 8:05 p.m. CDT.

III. Committee Reports:

Alpaca - Chair: Mary Reed, Liaison: Deb

No report submitted.

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

A link has been created on the ALSA website to direct members to the latest Bylaws and Standing Rules. The link is working well.

Respectfully,

Lougene Baird, Chair

Elections - Chair: Lougene Baird, Liaison: Cathie

Several eblasts are being prepared for Board approval. The purpose of the eblasts are to publicize the General and Board of Elections to held in early October.

As a reminder, a link to the Bylaws and Standing Rules has been added to the home page of the ALSA website.

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 reported to Lauren she is still waiting for unused ribbons to have sent her for refurbishing. Judges' contracts have been sent the Judges.

Handbook – Chair: Adryce Mathisen, Liaison: Bill

Some discussion was involved dealing with the printing of the Handbook. Many members do not use printed bound copies and they are expensive for ALSA to produce. However, Judges pay an extra fee and are entitled to two copies of the Handbook. At least one member of the Board who is a Judge pointed out disfavor to having to carry a computer to shows in order to access the Handbook. The Handbook is available on the ALSA website and can be downloaded and printed out as a PDF copy. As a result, the following Motion was made:

Motion: ALSA will print copies of the Handbook for Judges, other members may download and print copies from the website. Motion by Cathie. Seconded by Deb. Motion unanimously passed.

Judges' - Chair: Cyndi Ernst, Liaison: Ron

The Judge's Committee received a letter of application from, ALSA member, Mark Smith requesting that his ALSA Judging certification be reinstated. As per the Handbook rules, Mark had three ALSA members send personal recommendations to the committee.

The entire Committee has discussed his reinstatement. We recommend that Mark be reinstated as an ALSA Judge. As per Handbook rules he will forfeit prior years of seniority regarding accepting apprentices, Judging Regional Championships and the Grand National Show.

Due to his extensive, current judging experience we do not recommend that he be required to have a mentorship experience. We would recommend that he do extensive review of the ALSA Handbook, especially considering the recent changes in the Handbook that is about to be published.

His membership dues are up to date. He will be required to pay his Judge's dues prior to being put on the Judge's list and accepting judging assignments.

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

Motion: Reinstate Mark Smith as an ALSA Judge as recommended by the Judges' Committee. Motion by Ron. Seconded by Cathie. Motion unanimously passed.

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

Susan will be invited to the Board call next month to bring details about the Regional shows.

Robin Surgeon has indicated she will be a Regional superintendent.

Jeff and Sally Rucker are being contacted again to confirm their expressed willingness to host and superintend the Rocky Mountain regional Show. Several members have already volunteered to help with that event as they have said they want it to be a success.

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

Lauren

No report submitted.

Youth Committee - Chair: Robin Sturgeon – Liaison: Carol

There is nothing to report at this time, but soon will be working on some new thoughts. I'm also looking for 2 people to work on this with me.

Thank you,
Robin Sturgeon
Youth Committee Chair

Old Business:

A. Dates and Judges for the Regional shows.
Tabled until the June meeting.

B. Authorization of an E-Blast regarding Regional show dates and Judges.
Tabled until the June meeting.

IV. **New Business:**
None.

The next regular Board meeting will be June 10, 2019 at 7:00 p.m. CDT.

Motion to Adjourn at 8:35 p.m. CDT. Motion by Ron. Seconded by Cathie. 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 - May 19</u>	<u>Jan - May 18</u>	<u>\$ Change</u>	<u>% Change</u>
Income				
a MEMBERSHIP REVENUE				
2018 Adult Membership	0.00	6,615.00	-6,615.00	-100.0%
2018 Youth Membership	0.00	2,675.00	-2,675.00	-100.0%
2019 Adult Membership	6,502.54	0.00	6,502.54	100.0%
2019 Youth Membership	<u>3,341.77</u>	<u>0.00</u>	<u>3,341.77</u>	<u>100.0%</u>
Total a MEMBERSHIP REVENUE	9,844.31	9,290.00	554.31	5.97%
ALSA SHOW FEES				
Adult Showmanship Numbers	57.45	80.00	-22.55	-28.19%
Animal Number Transfer	33.62	195.00	-161.38	-82.76%
Animal Recording Numbers	1,044.24	340.00	704.24	207.13%
Research	0.00	25.00	-25.00	-100.0%
Sanctioning Fee	1,553.97	1,725.00	-171.03	-9.92%
Show Entry Fee	<u>4,959.00</u>	<u>6,493.00</u>	<u>-1,534.00</u>	<u>-23.63%</u>
Total ALSA SHOW FEES	7,648.28	8,858.00	-1,209.72	-13.66%
ALSA T Shirt	588.00	0.00	588.00	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				
Stall Fees	<u>0.00</u>	<u>42.00</u>	<u>-42.00</u>	<u>-100.0%</u>
Total Rocky Mountain Regional	<u>0.00</u>	<u>42.00</u>	<u>-42.00</u>	<u>-100.0%</u>
Total REGIONAL REVENUE	0.00	42.00	-42.00	-100.0%
Showing/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	1.92	-1.92	-100.0%
Interest Earned YS	<u>0.00</u>	<u>0.24</u>	<u>-0.24</u>	<u>-100.0%</u>
Total Interest Earned	0.00	2.16	-2.16	-100.0%
Misc. Income	15.00	10.00	5.00	50.0%
Website Income	<u>19.15</u>	<u>120.00</u>	<u>-100.85</u>	<u>-84.04%</u>
Total z OTHER INCOME	34.15	147.16	-113.01	-76.79%

Total Income	<u>21,924.24</u>	<u>19,337.16</u>	<u>2,587.08</u>	<u>13.38%</u>
	21,924.24	19,337.16	2,587.08	13.38%
Expense				
a GRAND NATIONAL E				
Caterer	0.00	500.00	-500.00	-100.0%
Facility	1,000.00	500.00	500.00	100.0%
Misc Office	111.77	0.00	111.77	100.0%
Ribbons / Awards	<u>48.98</u>	<u>0.00</u>	<u>48.98</u>	<u>100.0%</u>
Total a GRAND NATIONAL E	<u>1,160.75</u>	<u>1,000.00</u>	<u>160.75</u>	<u>16.08%</u>
ALSA TShirts	323.04	0.00	323.04	100.0%
B.O.D. EXPENSES				
BOD Conference Calls	<u>170.59</u>	<u>32.50</u>	<u>138.09</u>	<u>424.89%</u>
Total B.O.D. EXPENSES	<u>170.59</u>	<u>32.50</u>	<u>138.09</u>	<u>424.89%</u>
BANKING FEES				
Credit Card Fees	<u>0.00</u>	<u>332.43</u>	<u>-332.43</u>	<u>-100.0%</u>
Total BANKING FEES	<u>0.00</u>	<u>332.43</u>	<u>-332.43</u>	<u>-100.0%</u>
Corporation Renewal	487.00	46.03	440.97	958.01%
ELECTION COMMITTEE				
Electronic Election	<u>0.00</u>	<u>334.00</u>	<u>-334.00</u>	<u>-100.0%</u>
Total ELECTION COMMITTEE	<u>0.00</u>	<u>334.00</u>	<u>-334.00</u>	<u>-100.0%</u>
EXECUTIVE OFFICE - NEW				
Computer Backup	0.00	129.89	-129.89	-100.0%
Constant Contact Eblast Expense	270.00	225.00	45.00	20.0%
Contract Labor - Robin	18,250.00	18,250.00	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	<u>0.00</u>	<u>133.92</u>	<u>-133.92</u>	<u>-100.0%</u>
Office Supplies	344.48	687.45	-342.97	-49.89%
Postage	293.86	227.85	66.01	28.97%
Telephone				
ALSA Phone/iPad	667.29	0.00	667.29	100.0%
Internet Usage	339.10	854.29	-515.19	-60.31%
Telephone - Other	<u>178.18</u>	<u>714.25</u>	<u>-536.07</u>	<u>-75.05%</u>
Total Telephone	<u>1,184.57</u>	<u>1,568.54</u>	<u>-383.97</u>	<u>-24.48%</u>
Total EXECUTIVE OFFICE - NEW	<u>20,342.91</u>	<u>21,222.65</u>	<u>-879.74</u>	<u>-4.15%</u>
HANDBOOK COMMITTEE				
Binders	<u>0.00</u>	<u>67.75</u>	<u>-67.75</u>	<u>-100.0%</u>
Total HANDBOOK COMMITTEE	<u>0.00</u>	<u>67.75</u>	<u>-67.75</u>	<u>-100.0%</u>
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	<u>1,050.00</u>	<u>0.00</u>	<u>1,050.00</u>	<u>100.0%</u>
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, "Showing"	<u>228.00</u>	<u>0.00</u>	<u>228.00</u>	<u>100.0%</u>
Total PUBLICATIONS COMMITTEE	<u>228.00</u>	<u>0.00</u>	<u>228.00</u>	<u>100.0%</u>
Total Expense	<u>24,748.66</u>	<u>23,715.36</u>	<u>1,033.30</u>	<u>4.36%</u>
	<u>-2,824.42</u>	<u>-4,378.20</u>	<u>1,553.78</u>	<u>35.49%</u>

ALSA Board of Directors Minutes

June 3, 2019

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

Roll call:

Board Members present: Bill Feick, President
Cathie Kindler, Vice- President
Ron Baird, Secretary
Debbie Andrews (joined at 7:30 p.m. CDT)
Carol Rutledge
Lauren Wright
Deb Yeagle

I. New Business:

Discussion revolved around the point that ALSA has problems getting the information needed to function, either in the Office or in the financials. Members cannot get to the website. The key to this problem seems to be the intermediary (a server vendor) between ALSA and Rackspace.com, where the secure database is housed. The Office has tried to contact Site Street (ALSA's server vendor and I.T. contact), the intermediary, numerous times to no avail since its owner became a city councilman in his home town and difficult to contact. Bill Feick stated he tried to reach him several weeks ago.

Further discussion revolved around whom in ALSA is responsible for getting the I.T. vendor to discuss how to resolve the Rackspace problem that only Robin Turell, as a user authorized by Site Street, is acknowledged by Rackspace. Rackspace will only communicate with her or an authorized I.T. vendor.

It was pointed out the ALSA Board of Directors on January 10, 2012 engaged the services of Site Street, the intermediary: *"Larry motioned to use the services of Site Street to get the .org up and running not to exceed 8 hours. Trish seconded. Motion passed."* So, the conclusion was that Site Street apparently set up both the website and the database, in turn, Site Street secured the services of Rackspace to house ALSA's information.

ALSA does not pay Rackspace for its services and in turn does not have a working relationship with Rackspace.

Later discussion brought out that if ALSA determines to move ALSA information from Site Street, ALSA will need to have a new I.T. entity recognized by Rackspace as a party with which it would do business to take over the function of Site Street.

Deb volunteered to discuss with her I.T. person how to handle this aspect of the problem.

Deb stated she and Vern talked to an attorney who urged keeping Robin as a 1099 independent contractor. This designation involves a differentiation in management styles as well as tax implications.

Bill said he wanted information as required given him by the Office contract, which was signed by Robin Turell and Jim Doyle, and he wanted it by June 15th. Considerable discussion ensued as to the difference between an employee and an independent contractor.

It was reported members of previous Boards have said the same problems existed and when it was asked why the problems had not been solved previously, the comment was made “nobody wanted sleepless nights”.

In conclusion and attempt to begin solving the website and database access problems, Carol and Bill volunteered to meet with the company Site Street as soon as such a meeting could be arranged.

The next regular Board meeting will be June 10, 2019 at 7:00 p.m. CDT.

Motion to Adjourn at 8:04 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.

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>
Income				
a MEMBERSHIP REVENUE				
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>
Total a MEMBERSHIP REVENUE	10,353.95	10,465.00	-111.05	-1.06%
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	1,265.86	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>
Total ALSA SHOW FEES	10,456.90	10,774.00	-317.10	-2.94%
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				
Stall Fees	<u>0.00</u>	<u>42.00</u>	<u>-42.00</u>	<u>-100.0%</u>
Total Rocky Mountain Regional	<u>0.00</u>	<u>42.00</u>	<u>-42.00</u>	<u>-100.0%</u>
Total REGIONAL REVENUE	0.00	42.00	-42.00	-100.0%
Showing/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	19.15	120.00	-100.85	-84.04%
Total z OTHER INCOME	34.15	147.58	-113.43	-76.86%
Total Income	25,417.50	22,428.58	2,988.92	13.33%
Gross Profit	25,417.50	22,428.58	2,988.92	13.33%
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	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%
Total a GRAND NATIONAL E	1,160.75	1,952.84	-792.09	-40.56%
ALSA TShirts	323.04	0.00	323.04	100.0%
B.O.D. EXPENSES				
BOD Conference Calls	170.59	39.00	131.59	337.41%
Total B.O.D. EXPENSES	170.59	39.00	131.59	337.41%
BANKING FEES				
Credit Card Fees	0.00	385.30	-385.30	-100.0%
Total BANKING FEES	0.00	385.30	-385.30	-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	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%
Total EXECUTIVE OFFICE - NEW	24,079.13	25,769.58	-1,690.45	-6.56%
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	<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				
Printing	<u>282.71</u>	<u>0.00</u>	<u>282.71</u>	<u>100.0%</u>
Total JUDGES COMMITTEE	282.71	0.00	282.71	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%
Total REGIONAL SHOW EXPENSE	0.00	600.00	-600.00	-100.0%
Total Expense	<u>30,493.41</u>	<u>31,451.85</u>	<u>-958.44</u>	<u>-3.05%</u>
	<u>-5,075.91</u>	<u>-9,023.27</u>	<u>3,947.36</u>	<u>43.75%</u>

ALSA Board of Directors Meeting Minutes July 1, 2019

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

Roll call:

Board Members: Cathie Kindler, Vice- President (left meeting after assigning a proxy to Ron at 7:21 p.m.)
Ron Baird, Secretary
Lauren Wright
Deb Yeagle

Motion: Provision #1 in Susan Leslie's regional ribbon order is approved. Motion by Deb. Seconded by Lauren. Motion unanimously passed.

Motion: For Regional Shows, the fee for multiple participation in classes shall be \$80.00 per animal. Motion by Deb. Seconded by Ron. Motion unanimously passed.

Motion: Reimburse Regional superintendents for Judges' travel expenses upon receipt of signed Judges' contracts. Motion by Deb. Seconded by Lauren. Motion unanimously passed.

- I. Election of new officers for the coming year.
Cathie Kindler was unanimously elected as President.
Ron Baird will remain as Secretary.
The position of vice-President is open.
- II. Consideration as to a reduction in the Board's size.
ALSA needs to conserve funds to the greatest possible degree. There is one possible vacancy for the Board this year. Reducing the board size to six members would eliminate the need for an election costing approximately \$300 to \$400.

Motion: The ALSA Board of Directors shall be reduced to six members until further notice. Motion by Ron. Seconded by Lauren. Motion unanimously passed.

- III. The Board entered Executive session at 7:22 p.m. to discuss a matter. The Executive Session terminated at 7:28 p.m.
- IV. Formulation of a plan for the continued survival of ALSA.
It was decided, after a significant discussion, that Ron would draft an Eblast to the membership. The Eblast will enumerate the current financial condition of ALSA, the need to conserve what remaining funds ALSA has, an estimate

of how long those funds will sustain ALSA, and ask the membership for ideas and volunteers to work on preserving ALSA for the members' benefit.

The next regular Board meeting will be July 13, 2019 at 7:00 p.m. CDT.

**Motion to Adjourn at 7:35 p.m. CDT. Motion by Deb.
Seconded by Ron. Motion passed unanimously.**

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.

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	48.10	42.00	6.10	14.52%
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	111.90	147.58	-35.68	-24.18%
Total Income	27,202.42	24,103.58	3,098.84	12.86%
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>

ALSA Board of Directors Minutes

Special Board Meeting

August 21, 2019

Call to order: 7:11 p.m. CDT

Roll call:

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

I. Old Business:

A. Executive Session.

Motion: Enter Executive Session to discuss certain matters. Motion by Lauren. Seconded by Deb. Motion unanimously passed.

Executive Session commenced at 7:12 p.m. CDT.

At 7:30 p.m. CDT, the Board left Executive Session upon the following Motion.

Motion: Exit Executive Session. Motion by Ron. Seconded by Carol. Motion unanimously passed.

B. Continued discussion relating to working with the ILR in various methods. The ILR Board of Directors is expecting ALSA to initiate the first step.

Discussion was tabled until the next Board meeting.

II. New Business:

A. Approval of August 14, 2019 Minutes.

Motion: Approve the August 14, 2019 Minutes. Motion by Carol. Seconded by Deb. Motion unanimously passed.

B. Discussion of changing telephone conferencing services to zoom-us from AT&T. Vern says this will save ALSA money.

Motion: Move all conferencing arrangements to Zoom-US as soon as possible. Motion by Deb. Seconded by Carol. Motion unanimously passed.

The Treasurer will be asked to engage Zoom-US for conferencing services and cancel the existing contract.

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

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

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

22nd 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
8 obstacles required for Novice and Junior Classes		
10 obstacles 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

Bridge/Ramp/Stairs		
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.
Jumps/Step-Overs		
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
Other Obstacles		
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>
ASSETS	
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>
TOTAL ASSETS	<u><u>33,607.99</u></u>
LIABILITIES & EQUITY	
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>
TOTAL LIABILITIES & EQUITY	<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
Income		
a MEMBERSHIP REVENUE		
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
Total a MEMBERSHIP REVENUE	11,847.84	11,105.48
ALSA SHOW FEES		
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
Total ALSA SHOW FEES	13,232.34	14,372.05
ALSA T Shirt	763.00	0.00
GRAND NATIONAL		
a Sponsorships		
Entries	387.00	0.00
Overpayments	141.75	0.00
Total GRAND NATIONAL	625.10	626.80
Income		
Interest Income	0.00	0.70
Total Income	0.00	0.70
JUDGE REVENUE		
2018 Judges Dues	0.00	900.00
2019 Judges Dues	2,082.05	0.00
Judges' Clinics Fees	1,178.70	100.00
Total JUDGE REVENUE	3,260.75	1,000.00
REGIONAL REVENUE		
Rocky Mountain Regional		
Entry Fees	48.10	0.00
Stall Fees	0.00	42.00
Total Rocky Mountain Regional	48.10	42.00
Western Regional Inc		
Entry Fees	77.05	0.00
Total Western Regional Inc	77.05	0.00
Total REGIONAL REVENUE	125.15	42.00
Showing/Internet Ads/Web Link	20.00	0.00
z OTHER INCOME		
H Hand Book Sales	0.00	15.00
Interest Earned		
Interest Earned Investment	0.00	2.29
Interest Earned YS	0.00	0.29
Total Interest Earned	0.00	2.58

7:48 PM

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
Income		
a MEMBERSHIP REVENUE		
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
Total a MEMBERSHIP REVENUE	1,080.29	490.48
ALSA SHOW FEES		
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
Total ALSA SHOW FEES	1,529.97	2,073.05
GRAND NATIONAL		
a Sponsorships		
	96.35	626.80
Total GRAND NATIONAL	96.35	626.80
Income		
Interest Income	0.00	0.80
Total Income	0.00	0.80
REGIONAL REVENUE		
Western Regional Inc		
Entry Fees	77.05	0.00
Total Western Regional Inc	77.05	0.00
Total REGIONAL REVENUE	77.05	0.00
Total Income	2,783.66	3,191.13
Gross Profit	2,783.66	3,191.13
Expense		
a GRAND NATIONAL E		
Storage Unit	0.00	378.00
Total a GRAND NATIONAL E	0.00	378.00
B.O.D. EXPENSES		
BOD Conference Calls	264.90	13.00
Total B.O.D. EXPENSES	264.90	13.00
EXECUTIVE OFFICE - NEW		
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
Total Internet	0.00	0.00
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
Total Telephone	118.47	301.91
Total EXECUTIVE OFFICE - NEW	4,108.48	4,290.44

7:48 PM

09/11/19

Accrual Basis

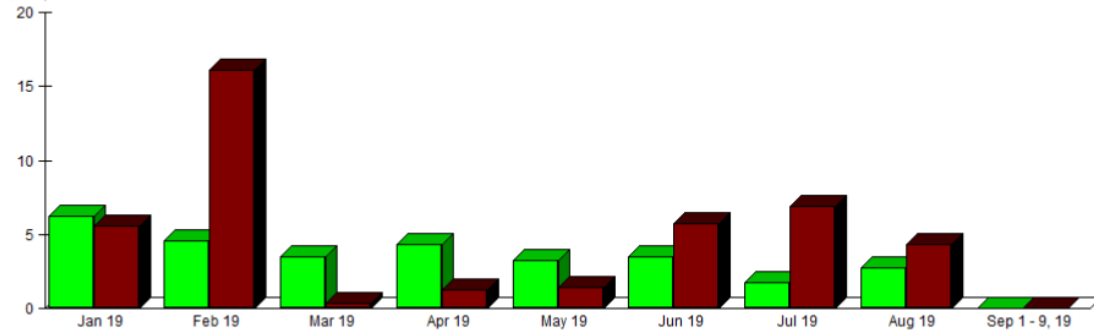
Alpaca and Llama Show Association
Profit & Loss Prev Year Comparison
July 28 through September 1, 2019

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

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

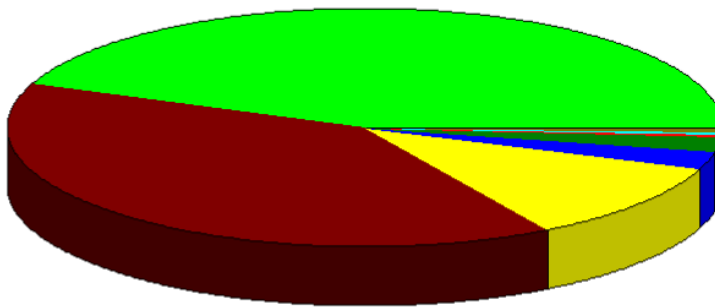
Income
Expense

\$ 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
Total	\$29,986.08



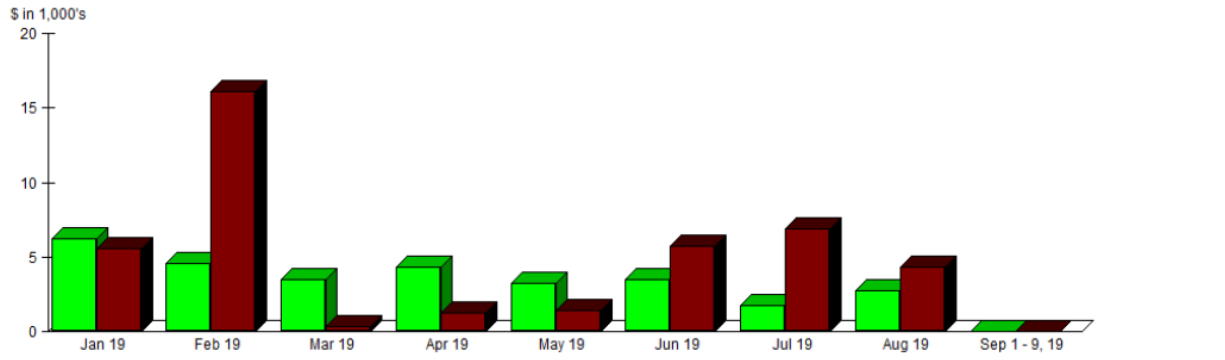
By Account

Show on Pie Chart

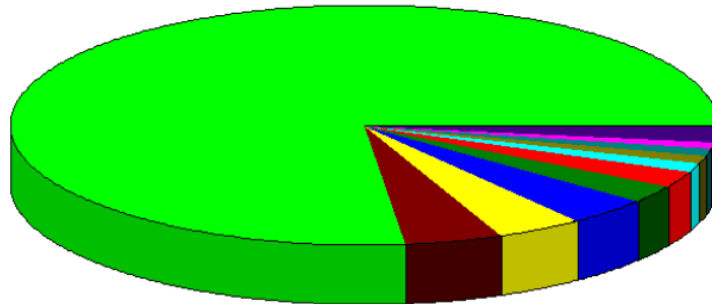
Income

Expense

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



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
Total	\$41,771.96

By Account

Show on Pie Chart: Income Expense

ALSA Board of Directors Minutes

September 25, 2019

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

Roll call:

Board Members: Cathie Kindler, President
Lauren Wright, Vice President
Ron Baird, Secretary (joined at 7:30 p.m.)
Debbie Andrews
Carol Rutledge
Deb Yeagle

Others: Vern Wright, Treasurer
Sandi Auld, Grand National Superintendent (joined at 7:07 p.m.)

I. New Business:

- A.** A lengthy discussion ensued regarding the Board's continuing effort to cut ALSA's expenses.

In this regard, reference was made to an e-mail Robin/office sent to Sandi Auld, the Grand National Superintendent, on September 1, noting that 2018 expenses in attending the Grand National were \$758.55. This year, office expenses to attend Grand National were calculated as being \$1,276.34.

The Board is determined in its efforts to reduce expenditures as much as possible. It was agreed that ALSA will not pay for the office to attend the Grand National and will inform the membership as to why.

Motion: Approve and issue an E-Blast to members as to why the Office Manager will not be attending the Grand National Show. Motion by Carol. Seconded by Deb. Motion unanimously passed.

It was decided Cathie will draft and issue an E-Blast to members stating, in effect, that the Office Manager will not be at the 2019 Grand National show as part of ALSA's expense reduction program. The E-Blast will point out the Office Manager will be available by telephone on Thursday and Friday to assist members.

- B.** Continued discussion about the 2019 Grand National Show.

Deb was at the Nebraska State Fair and met with the Nebraska Llama Association, which is doing Grand National obstacles. She reported they are very interesting, challenging, and exciting obstacles and the courses will be extremely good.

There was considerable discussion about T-shirts and sweatshirts for the show. Black and white T-shirts will be sold at \$12, colored T-shirts at \$20, and

sweatshirts at \$35. Deb pointed out advance sales would be appropriate, so that exhibitors can wear their shirts to the show.

Motion: Publicize Grand National T-shirts and sweatshirts in an E-Blast so members can order them in advance and wear them. Motion by Deb. Seconded by Carol. Motion unanimously passed.

Lauren previously had distributed photographs of the trophies, which everyone agreed are both exciting in appearance and beautiful.

The Hutchinson Chamber of Commerce is sending members information about the show, to help garner vendors as well as publicizing it for greater attendance.

Sandi is still seeking a person or persons to find items for the silent auction, organize it, and run it. Sandi will prepare an E-Blast about this for distribution.

In previous years, Heininger shears were donated to the show. Nobody was certain who may have done the donation or whether it was the Henninger company itself. This is going to be pursued by Sandi.

Deb is going to contact Susan Leslie to determine if Susan is the one working on obtaining show sponsors or who that party is.

Vern pointed out the storage unit is available for repositioning items for the show. Deb suggested giving anything in storage that can be used for obstacles to the Nebraska Llama Association in recognition of its work on the show obstacles courses.

Steve Auld will meet with the Nebraska Llama Association next week to go over the obstacles courses and so forth to assure the show will move quickly. Sandi asked if it would be o.k. to pay the Nebraska Llama Association \$500 to prepay its work on the obstacles and show. This was agreeable to all. Additionally, Deb recommended that the Nebraska crew members be given tickets to the dinner in partial compensation for their work during the show.

Show programs in 2018 cost \$347.50. Discussion was had regarding a different less expensive format for the programs in ALSA's continuing effort to reduce all costs. It was specifically pointed out the show book needs to have a list of sponsors AND a big thank you to them for their support of the 2019 Grand National Show.

No fleece premiums will be paid.

Judges will be requested to pay for their hotels and other expenses, then submit those expenses to ALSA for reimbursement. Judges will, at yearend, receive a Form 1099 for their services.

Finally, Sandi Auld and others will be at the show location on Wednesday to assist participants who wish to check in early.

The next regular Board meeting will be October 9, 2019 at 7:00 p.m. CDT.

Motion to Adjourn at _____ p.m. CDT. Motion by
_____. Seconded by _____. Motion _____.

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.

ALSA Board of Directors Agenda

Board Meeting October 9, 2019

Call to order: 7:00 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

I. Office Manager's Report:

BOD 10/9/19

1. Memberships

As of October 2ND, 2019, we currently have 209 regular members. That is an increase of 1 member from the last meeting. Last year at this time we had 220 regular members.

We currently have 195 youth members. That is an increase of 7 youth members from the last meeting. Last year at this time we had 192 youth members.

We have 116 LIFE Members.

We have 47 judges and 8 apprentices. (One apprentice as of October 9, 2019 has dropped out)

2. Shows:

As of today, October 2nd there are currently 58 shows on the ALSA calendar. This is the same as last month. Last year at this time there were 71.

3. Grand National:

To save ALSA money, I will not be attending the 2019 ALSA Grand National Show per the ALSA Board. The ALSA office will be open and I will be available by phone for members on Thursday, Oct. 24th and Friday, Oct. 25th.

4. Discussion of office work and promotion – recap –

During the month of September, lots of posting was done for both shows that have happened in 2019 and for the Grand National Show coming up.

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

Office expenses for August 25 to September 25: \$2.37.

Motion to approve and pay the Office expenses for the month of \$2.37. Motion by Ron. Seconded by Lauren. Motion unanimously passed.

The Office Manager left the conference call at 7:07 p.m., CDT.

II. Treasurer's Report:

Vern Wright, Treasurer, reported that regional show expenses were beginning to be received, but he yet does not have all the income reports from the regionals. Therefore, he was not able to ascertain whether the regionals were profitable or not.

He stated ALSA would prefer to see the regionals and Grand National Show to at least finish the season without an overall loss. Such an unscathed result would help in face of ALSA's current financial condition.

At the present time, it appears the upcoming Texas clinic will be profitable, which also helps the overall financial condition.

See the financials in Appendix A attached hereto.

Vern left the conference call at 7: 20 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

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

No report submitted. Please see discussion under Old Business.

Handbook – Chair: Adryce Mathisen, Liaison: Carol

The Handbook committee would like to know if the BOD will be allowing changes to the Handbook this year, or, since the Handbook was updated so late in the year, postpone any changes until next year.?? If changes are to be allowed, I request the BOD members contact their committees to send in the changes as none have been received yet.

The schedule regarding changes to the Handbook (Handbook Part B Section

1.C.2.) is as follows:

- 1.?? Committees submit changes to the Handbook Committee by Oct. 31,
- 2.?? Handbook committee Submits changes to the BOD by Nov. 30,
- 3.?? Changes are effective Jan 1.

Thanks – Adryce

Discussion ensued regarding the Handbook. The Board felt the committee had accomplished significant and impressive work on the Handbook during the previous year and certainly needs to be thanked again for its efforts. That edition of the Handbook was approved and became effective just a few months ago.

One possible rule change discussed was the idea of conforming ALSA's definition of senior youth to that of the ILR, so that dual shows would have more uniformity and consistency between the organizations. One point particularly brought up in this discussion was that some high school seniors are 19 years old, but they still are in high school. Some Board members felt this change would be disadvantageous to younger seniors, for instance those only 15 years old. But, it was pointed out, younger exhibitors in all age groups must compete against older more experienced members of all age groups.

After much discussion, the following Motion was proposed:

Motion: Raise the Senior Youth maximum age limit to 19 years of age. Motion by Deb. Seconded by Lauren. Roll call vote was as follows: Yes: Lauren, Ron, Debbie, Deb. No: Carol. Motion passed.

Judges' - Chair: Cyndi Ernst, Liaison: Ron

Memos are being prepared for distribution to all Judges concerning a variety of subjects of which they should be aware and diligent in following when they are on a judging assignment.

Cyndi Ernst
Chair

Motion: Approve the revised Alpaca and Llama Fleece Placing Cards as proposed by the Judges' Committee. Motion by Ron. Seconded by Deb. Motion unanimously passed.

Membership - Chair: open, Liaison: Debbie

No report submitted

Performance - Chair: Anna Reese, Liaison: Carol

There is nothing to report at this time.

Thank you,
Anna Reese

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, Liaison: Deb

No report submitted

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

Liaison: Lauren

No report submitted.

Youth Committee - Chair: Robin Sturgeon – Liaison: Carol

The Youth Committee Chair brought it to my attention that there is an incorrect statement in the August 14, 2019, Minutes under the Performance Committee Report. The statement reads that the Youth Committee wants to reach out to the ILR to reduce its senior youth age limit to 18. It should read *Performance Committee*, not *Youth Committee*. My apologies for the oversight.

Carol Rutledge

III. Old Business:

A. Grand National update and discussion

Discussion revolved around the T-shirts and sweatshirts that are being manufactured for this year's Grand National Show. Deb pointed out it would be great if people would order them in advance so they could wear them on opening day. Robin will be asked by Sandi, the Grand National Superintendent, to issue an E-Blast about the shirts' and sweats' availability so members can obtain them in advance of the show.

IV. New Business:

- A.**
1. What exactly is Robin backing up on the hard drive?
 2. Talking to Jimmy he explained the Carbonite backup was just the shell program to access our web-based data. It contains no actual data just the ability to access the web-based program off line.
 3. To back up the live ALSA data we need to pay more to Carbonite to add another computer (ALSA paid for one computer) so Jimmy can link the Web Server. He is willing to create this link once we have two computer access.
 4. We need to update the Carbonite account as it is in Robins name and on her credit card.
 5. We need to change Robins Carbonite account to ALSA
 6. We need to pay for 2 computer access with Carbonite.
 7. Contact Jimmy to get our data backed up on Carbonite

In this regard, after the Grand National Show is completed, Vern will take the Grand National computer and use it to back up ALSA files. Further discussion on this matter will be deferred until Vern can be on a conference call to explain what he intends to accomplish.

- B.** Member notification relative to Robin's non-attendance at Grand National Show in 2019.

Cathie will draft an E-Blast to members, explaining that Robin will not be attending the 2019 Grand National Show in her position as Office Manager.

- C.** Add Treasurer to the website as an officer and non-voting member of the ALSA Board.

This addition to the website will be sent to Robin to put on the ALSA website for member information.

The next regular Board meeting will be November 13, 2019 at 7:00 p.m. CDT.

**Motion to Adjourn at 7:51 p.m. CDT. Motion by Carol.
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.

Appendix A

September, 2019 Financial Statements

Balance Sheet

	<u>Sep 30, 19</u>
ASSETS	
Current Assets	
Checking/Savings	
Chase - Operating	6,367.72
Chase Savings Account	20,001.01
Youth Scholarship Account	<u>3,904.64</u>
Total Checking/Savings	<u>30,273.37</u>
Total Current Assets	<u>30,273.37</u>
TOTAL ASSETS	<u><u>30,273.37</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	<u>-4,150.00</u>
Total Accounts Payable	<u>-4,150.00</u>
Total Current Liabilities	<u>-4,150.00</u>
Total Liabilities	-4,150.00
Equity	
Opening Bal Equity	49,204.42
Retained Earnings	339.45
Net Income	<u>15,120.50</u>
Total Equity	<u>34,423.37</u>
TOTAL LIABILITIES & EQUITY	<u><u>30,273.37</u></u>

Profit and Loss Statement

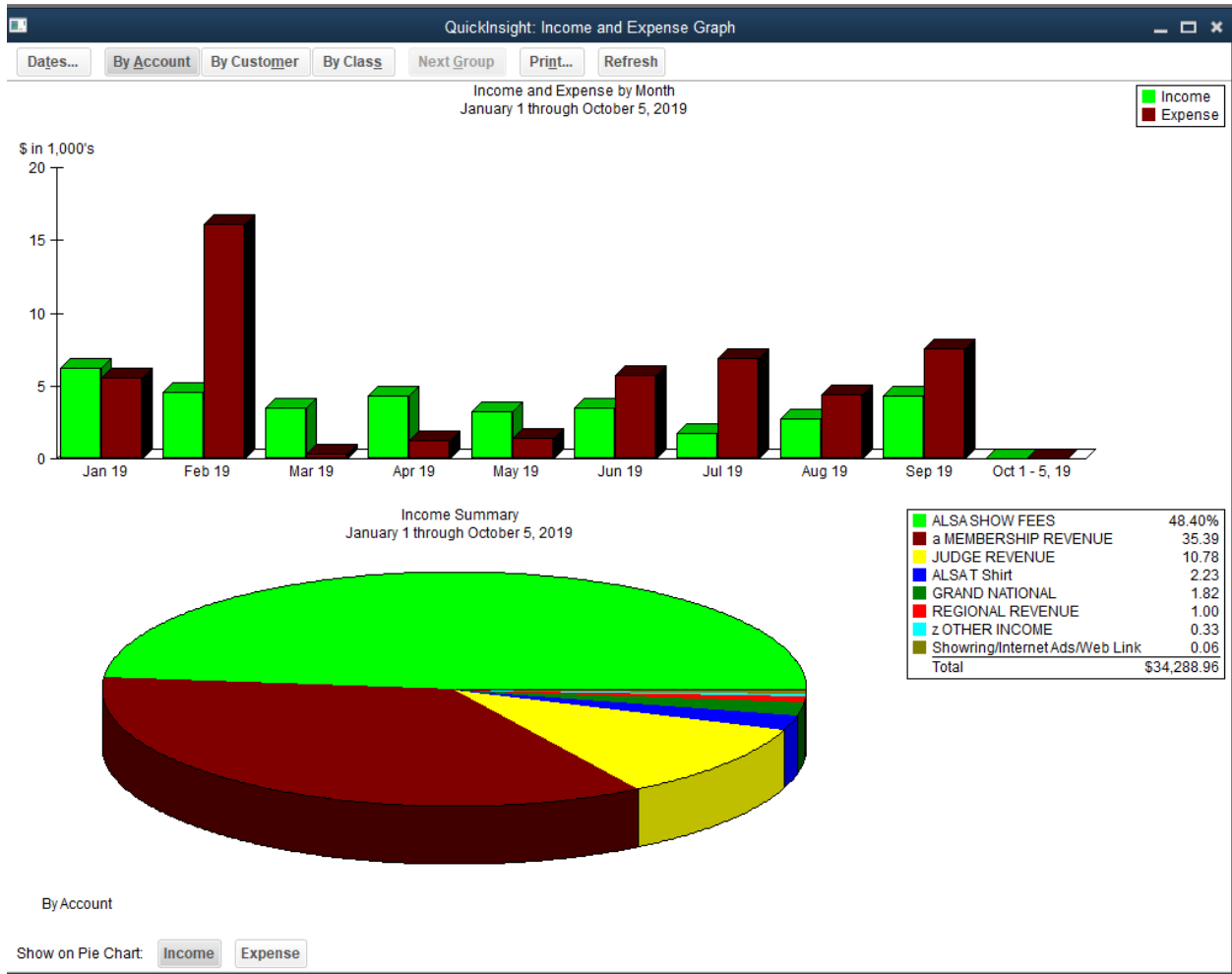
	<u>Jan - Sep 19</u>	<u>Jan - Sep 18</u>	<u>\$ Change</u>	<u>% Change</u>
Income				
a MEMBERSHIP REVENUE				
2018 Adult Membership	0.00	7,413.40	7,413.40	-100.0%
2018 Youth Membership	0.00	3,716.05	3,716.05	-100.0%

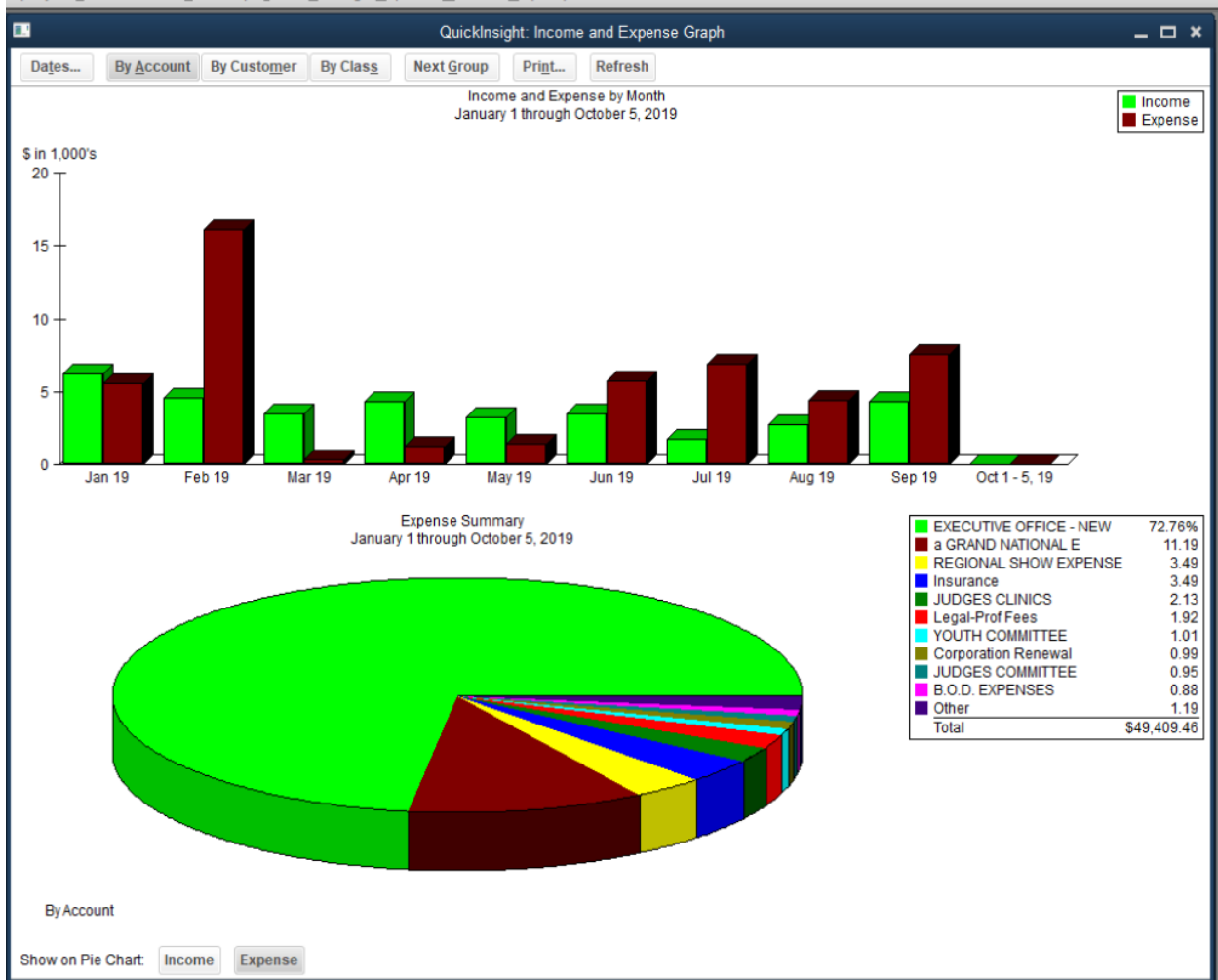
2019 Adult Membership	7,776.55	367.55	7,409.00	2,015.78 %
2019 Youth Membership	4,359.55	48.97	4,310.58	8,802.49 %
Total a MEMBERSHIP REVENUE	12,136.10	11,545.97	590.13	5.11%
ALSA SHOW FEES				
Adult Showmanship Numbers	57.45	80.00	-22.55	-28.19%
Animal Number Transfer	61.84	296.39	-234.55	-79.14%
Animal Recording Numbers	1,555.41	1,448.52	106.89	7.38%
Research	0.00	25.00	-25.00	-100.0%
Sanctioning Fee	2,444.77	2,098.10	346.67	16.52%
Show Entry Fee	12,476.57	13,573.00	1,096.43	-8.08%
ALSA SHOW FEES - Other	0.00	431.00	-431.00	-100.0%
Total ALSA SHOW FEES	16,596.04	17,952.01	1,355.97	-7.55%
ALSA T Shirt	763.00	0.00	763.00	100.0%
GRAND NATIONAL				
a Sponsorships	96.35	1,208.39	1,112.04	-92.03%
Entries	387.00	0.00	387.00	100.0%
Overpayments	141.75	0.00	141.75	100.0%
Total GRAND NATIONAL	625.10	1,208.39	-583.29	-48.27%
Income				
Interest Income	0.00	0.80	-0.80	-100.0%
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	2,082.05	0.00	2,082.05	100.0%
Judges' Clinics Fees	1,612.80	100.00	1,512.80	1,512.8%
Total JUDGE REVENUE	3,694.85	1,000.00	2,694.85	269.49%
REGIONAL REVENUE				
Central Regional				
Entry Fees	216.82	0.00	216.82	100.0%
Total Central Regional	216.82	0.00	216.82	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%
Western Regional Inc				
Entry Fees	77.05	231.45	-154.40	-66.71%
Total Western Regional Inc	77.05	231.45	-154.40	-66.71%
Total REGIONAL REVENUE	341.97	1,788.45	1,446.48	-80.88%
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>34,288.96</u>	<u>33,643.20</u>	<u>645.76</u>	<u>1.92%</u>
Gross Profit	34,288.96	33,643.20	645.76	1.92%
Expense				
a GRAND NATIONAL E				
Awards	833.96	0.00	833.96	100.0%
Awards - Youth	0.00	456.00	-456.00	-100.0%
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	2,821.45	3,050.86	-229.41	-7.52%
Storage Unit	<u>220.00</u>	<u>756.00</u>	<u>-536.00</u>	<u>-70.9%</u>
Total a GRAND NATIONAL E	5,528.20	6,215.70	-687.50	-11.06%
ALSA T-shirts	323.04	0.00	323.04	100.0%
B.O.D. EXPENSES				
BOD Conference Calls	435.49	58.50	376.99	644.43%
BOD Mailing	<u>0.00</u>	<u>6.05</u>	<u>-6.05</u>	<u>-100.0%</u>
Total B.O.D. EXPENSES	435.49	64.55	370.94	574.66%
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	621.00	360.00	261.00	72.5%
Contract Labor - Robin	32,850.00	29,200.00	3,650.00	12.5%
Internet				
Go To My PC	0.00	133.92	-133.92	-100.0%
Internet - Other	<u>0.00</u>	<u>97.41</u>	<u>-97.41</u>	<u>-100.0%</u>
Total Internet	0.00	231.33	-231.33	-100.0%
Office Supplies	541.16	999.77	-458.61	-45.87%

Postage	354.93	576.41	-221.48	-38.42%
Telephone				
ALSA Phone/iPad	1,064.60	0.00	1,064.60	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	1,581.88	2,539.98	-958.10	-37.72%
Total EXECUTIVE OFFICE - NEW	35,948.97	34,241.47	1,707.50	4.99%
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	1,050.00	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, "Showing"	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	0.00	680.08	-680.08	-100.0%
CENTRAL REGIONAL E				
Awards, Ribbons	81.10	725.98	-644.88	-88.83%
Total CENTRAL REGIONAL E	81.10	725.98	-644.88	-88.83%
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%
Total SOUTHEASTERN REGIONAL E	0.00	844.99	-844.99	-100.0%
WESTERN REGIONAL Exp				
Awards/Ribbons	0.00	287.83	-287.83	-100.0%
Facility Fee	0.00	600.00	-600.00	-100.0%
Total WESTERN REGIONAL Exp	0.00	887.83	-887.83	-100.0%
REGIONAL SHOW EXPENSE - Other	1,597.05	0.00	1,597.05	100.0%
Total REGIONAL SHOW EXPENSE	1,726.25	4,583.88	2,857.63	-62.34%
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	49,409.46	49,206.22	203.24	0.41%
Net Income	-15,120.50	-15,563.02	442.52	2.84%





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				

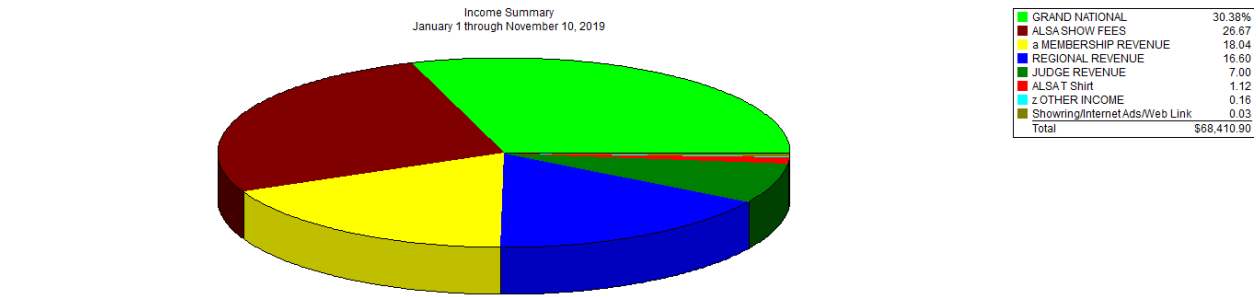
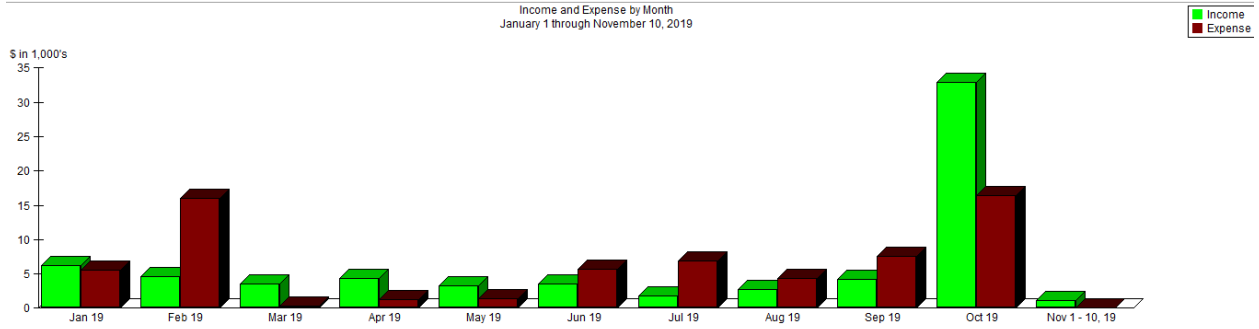
Entry Fees	1,671.82	0.00	1,671.82	100.0%
Total Central Regional	1,671.82	0.00	1,671.82	100.0%
Rocky Mountain Regional				
Entry Fees	48.10	1,515.00	-1,466.90	-96.83%
Stall Fees	0.00	42.00	-42.00	-100.0%
Total Rocky Mountain Regional	48.10	1,557.00	-1,508.90	-96.91%
Southeastern Regional				
Entry Fees 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%

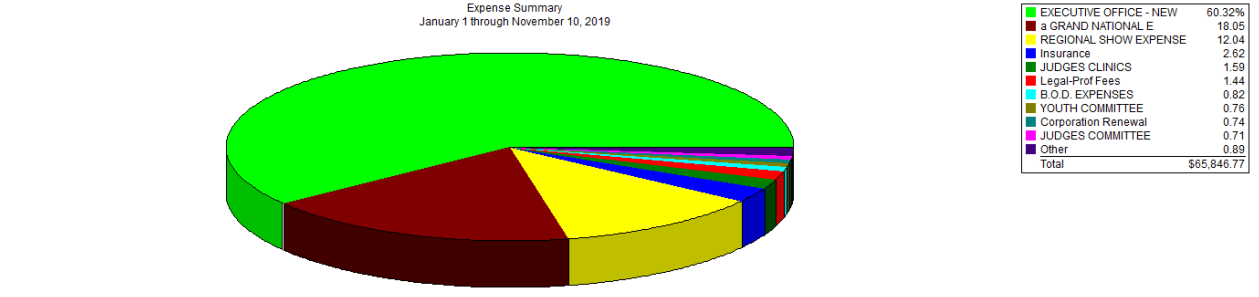
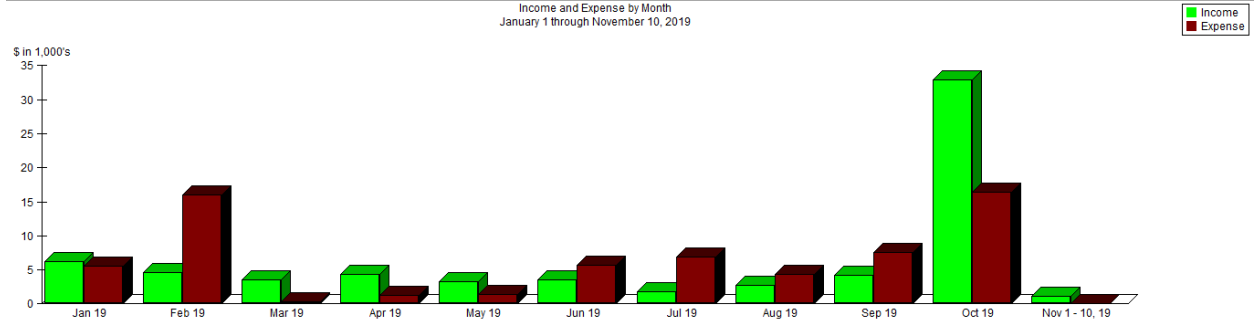
Shipping	110.00	0.00	110.00	100.0%
Total JUDGES COMMITTEE	470.32	0.00	470.32	100.0%
Legal-Prof Fees				
Legal-Prof Fees; TAX PREP	600.00	680.00	-80.00	-11.77%
Legal-Prof Fees - Other	350.00	0.00	350.00	100.0%
Total Legal-Prof Fees	950.00	680.00	270.00	39.71%
PUBLICATIONS COMMITTEE				
Commission, "Showring"	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

ALSA Board of Directors Special Board Meeting Minutes November 20, 2019

Call to order: 7:07 p.m. CST

Roll call:

Board Members: Cathie Kindler, President
Lauren Wright, Vice-President
Ron Baird, Secretary
Debbie Andrews (excused, gave Lauren her proxy)
Carol Rutledge
Deb Yeagle

I. Old Business:

A. Discussion of 2019 Grand National Show.

Sandi Auld will attend a Special Meeting of the Board November 21, 2019 to discuss the show.

B. Deb has two people, Linda and Carl Tinsley, willing to go and close the Texas Office. One of them is an IT person. They will need an inventory of what they are picking up --- passwords, papers, records, machinery, and so forth. Carl may be able to take over management of the website, Carbonite, and other electronic communication methods.

Cathie recommended that as soon as Robin gets the last 2019 show posted, which should be done very soon, that the Tinsleys immediately proceed to implement closing the Office. We need to give Robin some dates so this can be done expeditiously.

Deb maintained Robin should have all her work done by December 24th. The only shown known not to have sent its results to the Office was the Central Regional. Carol said she would check with Susan Leslie, the show superintendent about this. (subsequently, it was determined this had been accomplished).

Deb stated her opinion Robin should be paid her December 2019 remuneration once she has all the work for ALSA completed.

All passwords need to be picked up, verified that they work, and then changed by the Tinsleys. Deb pointed out Jimmy Flannigan needs to work with the Tinsleys. Cathie recommended Deb put Carl in touch with Jimmy Flannigan so this can be accomplished.

Cathie will contact Robin to ascertain what shows have been sanctioned and are not posted on the website or otherwise reported.

Deb stated we need to advertise the Office Manager position to members this week or next week. Cathie also recommended we ask the ILR to send the advertisement out to its extensive mailing list of persons in the lama industry.

Cathie pointed out that, in seeking a new Office Manager, the applicants should “bid” on the position, stating what remuneration they want for how many hours or days per week they are going to work for ALSA. Deb voiced the opinion they minimum should be 2.5 days per week. Cathie suggested 20 hours per week.

The position will be the same as Robin has: an independent contractor.

Lauren suggested the initial contract be for a six-month term.

Office supplies and postage will be provided and paid for by ALSA, computer equipment, internet access, telephone, and other equipment to be provided by the new Office Manager.

- C.** 2020 membership cards will be emailed to members, who can then print them if they want a printed copy. It was discussed that some shows are not even requiring membership cards be shown, the Office has in the past not sent cards to some members, and that this will be a cost-saving measure in line with other expense reductions ALSA has been implementing. If a member wants a card and has no computer or printer access, the card can be mailed to that person.

Motion: Email membership cards, unless requested by USPS, using approved template. Motion by Carol. Seconded by Deb. Motion unanimously passed.

- D.** Lauren will work with Robin to see that Robin sends out a Constant Contact message to all members regarding renewing their memberships for 2020.

A Special Meeting of the Board will be held November 21, 2019 to discuss the 2019 Grand National Show with its superintendent, Sandi Auld. Discussion will also be revolved around the future timing and location of the 2020 and later Grand National Shows.

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

Motion to Adjourn at 7:50 p.m. CST. Motion by Lauren. 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.

ALSA Board of Directors Special Board Meeting Minutes November 21, 2019

Call to order: 7:30 p.m. CST

Roll call:

Board Members:	Cathie Kindler, President Lauren Wright, Vice-President Ron Baird, Secretary Debbie Andrews (excused) Carol Rutledge Deb Yeagle
Other:	Sandi Auld, Grand National Superintendent

I. Old Business:

A. Discussion of 2019 Grand National Show

Sandi Auld reported attendance was down somewhat this year ---130 animals represented 34 farms. There were 24 youth participants, down from last year probably due to no entries from Indiana at all This may have been due to timing of the show. There were 360 entries in total. Fiber results wee announced before the end of the show.

Sandi said she spoke with Vern about someone showing a gelding that is owned in partnership, but the person showing the animal was not an ALSA member. Part F, Section 2 (1) of the Handbook requires that all exhibitors in a Grand National Show be ALSA members. Sandi was asked to contact the Ethics Committee concerning this breach of the guidelines and request it to investigate the situation and recommend appropriate action to the Board.

B. Results from the Grand National should go to Robin to be posted.

C. Sandi volunteered to be Chair of the Grand National Show for 2020, if an appropriate location and venue can be found. The Kansas State Fairgrounds rental fee is a major expense of the Grand National as well as the location being deemed undesirable by quite a few members. Likely locations to be investigated seemed to concentrate in the Midwest, Oklahoma, Missouri, Iowa. Nebraska has animal health rules that make it much more expensive for exhibitors to show in that state.

Deb, along with other Board members will look at possible sites and report their findings back at the regular December 11, 2019 board meeting.

- D. Cathie mentioned the Board should look at moving the Grand National Show from place to place each year as a way of encouraging more members to attend since the show could be more easily traveled to and from.
- E. The idea of moving the show to an earlier date was also discussed, with the objective of eliminating possible conflicts with other lama events and enabling travel during less inclement weather.

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

Motion to Adjourn at 8:11 p.m. CST. Motion by Ron. Seconded by Deb. 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.

ALSA Board of Directors Emergency Meeting Minutes December 9, 2019

This meeting is called by Deb Yeagle and Lauren Wright under provisions of the ALSA Bylaws as revised March 8, 2019.

Article III

Section 13 Meetings

(e) An emergency meeting may be conducted by phone or fax without a two week notice which is required for regular or special meetings as in Article IV, Section 15 (c). All business conducted at such meetings will stand as regular meetings so long as all Directors review the information and vote on the matter.

(f) Only the time sensitive issue for the emergency meeting will be discussed at that meeting.

Call to order: 7:10 p.m. CST

Roll call:

Board Members:	Cathie Kindler, President Lauren Wright, Vice-President Ron Baird, Secretary Debbie Andrews Not present, Lauren had her proxy) Carol Rutledge Deb Yeagle
Others:	Vern Wright, Treasurer Matt Weisenburger, attorney at law (Left call at 7:31 p.m. CST)

I. New Business:

Cathie pointed out Roberts Rules of Order require all directors be present at an emergency meeting.

Motion: The reason for this meeting is to discuss with our lawyer financial considerations concerning the ALSA office in Executive Session. Motion by Ron. Seconded by Deb. Motion unanimously passed.

Executive Session was entered at 7:12 p.m., CST.

Motion to exit Executive Session. Motion by Deb. Seconded by Lauren. Motion unanimously passed.

Executive Session ended at 7:35 p.m.

Motion to adjourn. Motion by Deb. Seconded by Carol. Motion unanimously passed.

The meeting was adjourned at 7:36 p.m., CST.

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

**Motion to Adjourn at 7:36 p.m. CST. Motion by Deb.
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.

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	1,206.68 %
2019 Youth Membership	4,369.05	48.97	4,320.08	8,821.89 %
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%

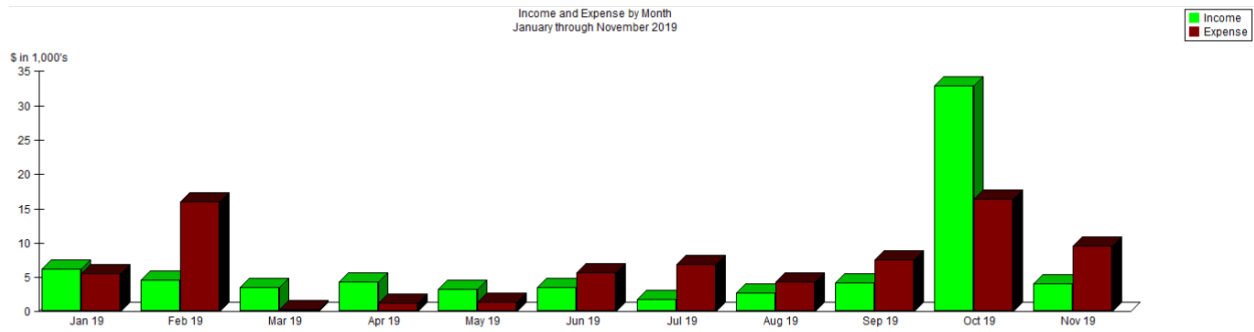
Expense

a GRAND NATIONAL E

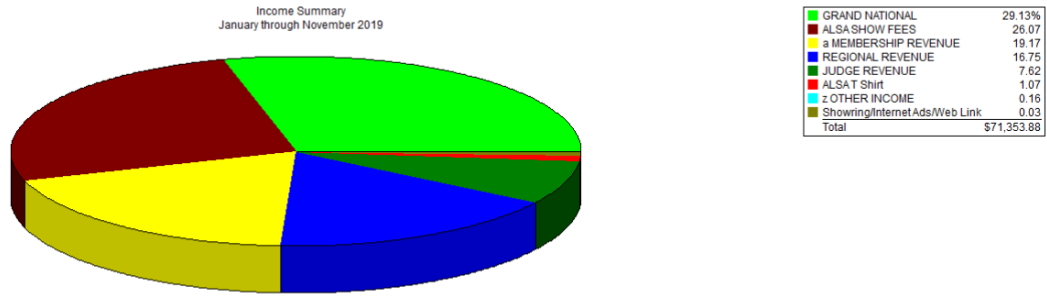
Campsite Fees	60.00	0.00	60.00	100.0%
Caterer	224.57	1,239.82	1,015.25	-81.89%
Clerking				
Cards	0.00	77.75	-77.75	-100.0%
Clerking - Other	635.56	1,258.55	-622.99	-49.5%
Total Clerking	635.56	1,336.30	-700.74	-52.44%
Decorations	0.00	180.00	-180.00	-100.0%
Electrical	60.00	170.00	-110.00	-64.71%
Facility	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>

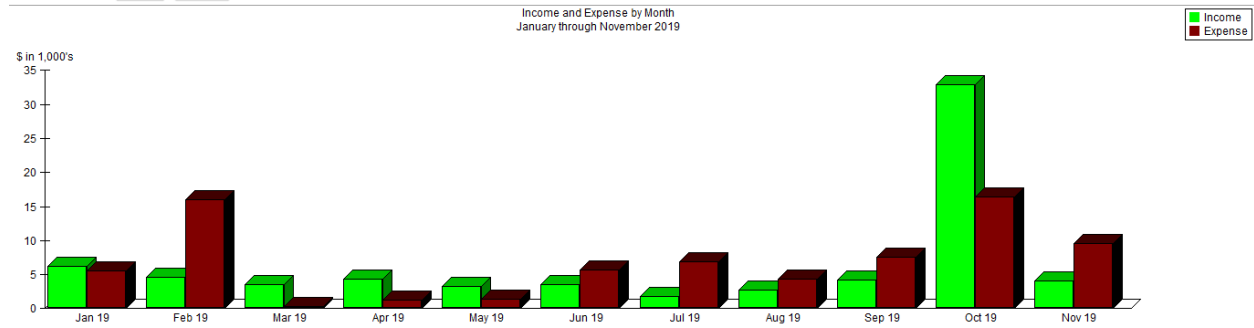


Income Summary
January through November 2019

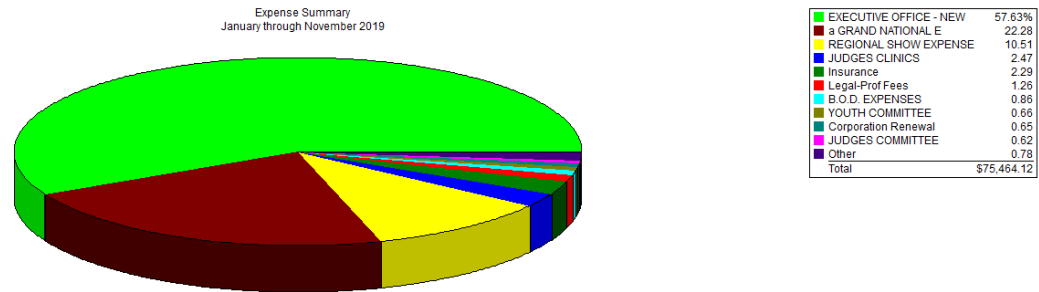


By Account

Show on Pie Chart:



Expense Summary
January through November 2019



By Account

Show on Pie Chart:

**ALSA Board of Directors
Special Board Meeting Minutes
December 18, 2019**

Call to order: 7:14 p.m. CST

Roll call:

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

I. New Business:

Motion: Enter Executive Session. Motion by Deb. Seconded by Carol. Motion unanimously passed at 7:15 p.m. CST.

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

A Special Board meeting will be held December 27, 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 7:37 p.m. CST. Motion by Carol. Seconded by Deb. 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.