

ALSA Board of Directors Minutes

Board Meeting January 8, 2020

Call to order: 7:04 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
Linda Tinsley

I. Office Report:

Linda reported she had paid \$102 for the post office box for a six-month period. In sorting through all the bags of written materials that had been picked up from the former office, a determination had been made there were 35 bags of recyclable paper. Additionally, there were 92 copies of the 2017 Handbook and 35 Handbook binders. Robin's IT access for the website and database still needs to be removed and Linda's entered. Neither Robin or Jimmy Flannigan has yet responded regarding this matter.

Linda reported there were quite a few trophies they had picked up. She asked the Board to decide what to do with them. Lauren suggested that ones in good condition could be put into this year's silent auction.

Lauren asked Linda to send her receipts for the post office box and other items and reimbursement would follow.

Linda left the conference call at 7:21 p.m. CST.

II. Treasurer's Report:

Vern reported on the 2019 financial results when they are compared to 2018. The loss experienced in 2019 was reduced over 60% from the year before.

He reported several accounts receivable are still being awaited, the 1099s for the year have been sent to the accountant, and about \$400 is due CT Corp in Wisconsin for our corporate filing there.

See the financials in Appendix A attached hereto.

Vern left the conference call at 7:21 p.m. CST.

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 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 are 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.
Adryce Mathisen, Chair

Judges' – Chair: Cyndi Ernst, Liaison: Ron

The Committee has been notified by **Judie Moser (M-16)** and **Hank Kaufman (M-75)** that they wish to retire from judging. I know it was a difficult decision for each of them, but we must understand that there are certain mitigating circumstances that stand in the way from time to time.

These two individuals have been long time contributors to ALSA and the llama industry and their opinions in the ring will be missed.

We hope that Hank will still be interested in contributing his knowledge to committees when possible.

Judie said that she will stay on the Judge's Committee and make other contributions as she can.

I would like to share Judie's lovely story.

ALSA Judge's Committee:

After much thinking & soul searching I have come to the decision that I should retire from judging. Our terrible house fire along with my husband's failing health has made it very difficult to be away from home. I'm not dead yet...so I still have my ALSA Life Membership - M-16 I believe - & ALSA will always have my heart & support in any way I can help. When I was first introduced to llamas - by Lynn Hyder in the 1970's - my first remark to him - other than "What do you do with a llama?" - was "Why don't you have Llama Shows??? They're the perfect Show Animal!!!!". (I was a horse trainer & riding instructor.) And the rest is an amazing story & many years of FUN!!! We used the AHSA (American Horse Show Association) rule book as a guide to set up the ALSA handbook & the rest is a colorful history! Lynn & I continued to train llamas to drive, pack, navigate all kinds of obstacles & promote llamas as wonderful, intelligent companion animals, breeding stock & show animals. With Dr. Murray Fowler's blessing we started judging clinics & had a fantastic life loving llamas & llama people! My name changed a few times from Judie Palmer to Judie Hyder to Judie Moser but our wonderful famous llama - Hyder Llamas Apple Jack was the really famous one - he was absolutely fantastic! Sorry to ramble on!
Happy New Year & stay safe & happy!

Nick Hauptly has notified us that he is not renewing his membership or Judge's dues for 2020.

Motion: Motion to enter Executive Session. Motion made by Deb. Seconded by Lauren. Motion unanimously passed.

Motion to exit Executive Session. Motion by Deb. Seconded by Carol. Motion unanimously passed.

Motion: Approve the Judges' Committee recommendation per the Handbook not to allow a waiver for apprentices to be approved by their attendance at the November clinic. Motion by Ron. Seconded by Lauren. Yes: Ron, Lauren, Debbie; Carol abstained; Deb no. Motion passed.

Membership - Chair: open, Liaison: Debbie

No report submitted

Performance - Chair: Anna Reese, Liaison: Carol

There is nothing to report at this time.
Anna Reese, 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.

IV. Old Business:

A. Selection of the location for the 2020 Grand National Show.

There was a discussion as to the merits and disadvantages of locations for the 2020 Grand National Show; the locations being narrowed down to one in Missouri and the other in Iowa. Some items still needed clarification, so it was determined that Cathie would contact one of the venues to clear up those items, then the Board would conduct an e-mail vote after receiving and reviewing the final costs.

V. New Business:

A. Discussion of and Motion for reimbursement of hotel expenses for Sandi Auld as Superintendent of the 2019 Grand National Show.

Sandi Auld had expenses of \$250 for lodging while superintending the 2019 Grand National Show. It has been customary to compensate persons in that position for such. The Board agreed this should be accomplished.

Motion: Reimburse Sandi Auld \$250.00 for hotel expenses associated with the 2019 Grand National Show. Motion by Ron. Seconded by Carol. Motion unanimously passed.

B. 2019 President's Award.

The tradition of a President's Award is a valuable recognition of someone in ALSA who has given service of an outstanding nature to the organization. This award was not given at the 2019 Grand National Show due to an oversight. It is the president's wish that it be awarded to a party to be announced.

Motion: ALSA will send the selected party a \$75.00 gift certificate as a 2019 President's Award for their many years of service to ALSA. Motion by Ron. Seconded by Carol. Motion unanimously passed.

C. Continuation of using ALSA animal numbers versus using the animal's ILR number as was historically done by ALSA.

This discussion was tabled until the next Board meeting, unless it is determined earlier that such numbers are not necessary, and people last year can register their animals' points.

D. Such other business as may come before the Board.

Deb informed the Board she had discussions with a member to chair a new committee for the purpose of funding ALSA. This committee would oversee obtaining sponsorships, the sales of T-shirts, sweatshirts and other ALSA memorabilia. Deb volunteered to be the liaison to the new committee, which would be chaired by Reggie Durch.

Motion: Initiate a promotion and funding committee and name Reggie Durch to chair it. Motion by Deb. Seconded by Cathie. Motion unanimously passed.

The next regular Board meeting will be February 12, 2020 at 7:00 p.m. CST.

Motion to Adjourn at 8:24 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.

**Addendum A
Financial Statements**

	<u>Dec 31, 19</u>
ASSETS	
Current Assets	
Checking/Savings	
Chase - Operating	7,227.11
Chase Savings Account	30,003.66
Youth Scholarship Account	<u>3,905.07</u>
Total Checking/Savings	<u>41,135.84</u>
Total Current Assets	<u>41,135.84</u>
TOTAL ASSETS	<u>41,135.84</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	680.44
Net Income	<u>-4,599.02</u>
Total Equity	<u>45,285.84</u>
TOTAL LIABILITIES & EQUITY	<u><u>41,135.84</u></u>

	<u>Jan - Dec 19</u>	<u>Jan - Dec 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	2,391.61	5,579.39	233.29%
2019 Youth Membership	4,369.05	341.13	4,027.92	1,180.76%
2020 Adult Membership	3,158.78	50.00	3,108.78	6,217.56%
2020 Youth Membership	581.50	0.00	581.50	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	16,080.33	14,011.16	2,069.17	14.77%
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	1,691.46	1,582.87	108.59	6.86%
Research	0.00	25.00	-25.00	-100.0%
Sanctioning Fee	2,940.97	2,146.20	794.77	37.03%
Show Entry Fee	14,529.57	16,923.00	-2,393.43	-14.14%
ALSA SHOW FEES - Other	<u>0.00</u>	<u>611.00</u>	<u>-611.00</u>	<u>-100.0%</u>
Total ALSA SHOW FEES	19,281.29	21,664.46	-2,383.17	-11.0%
ALSA T Shirt	763.00	602.00	161.00	26.74%
BANKING FEES;NSF Payment	859.71	0.00	859.71	100.0%
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%

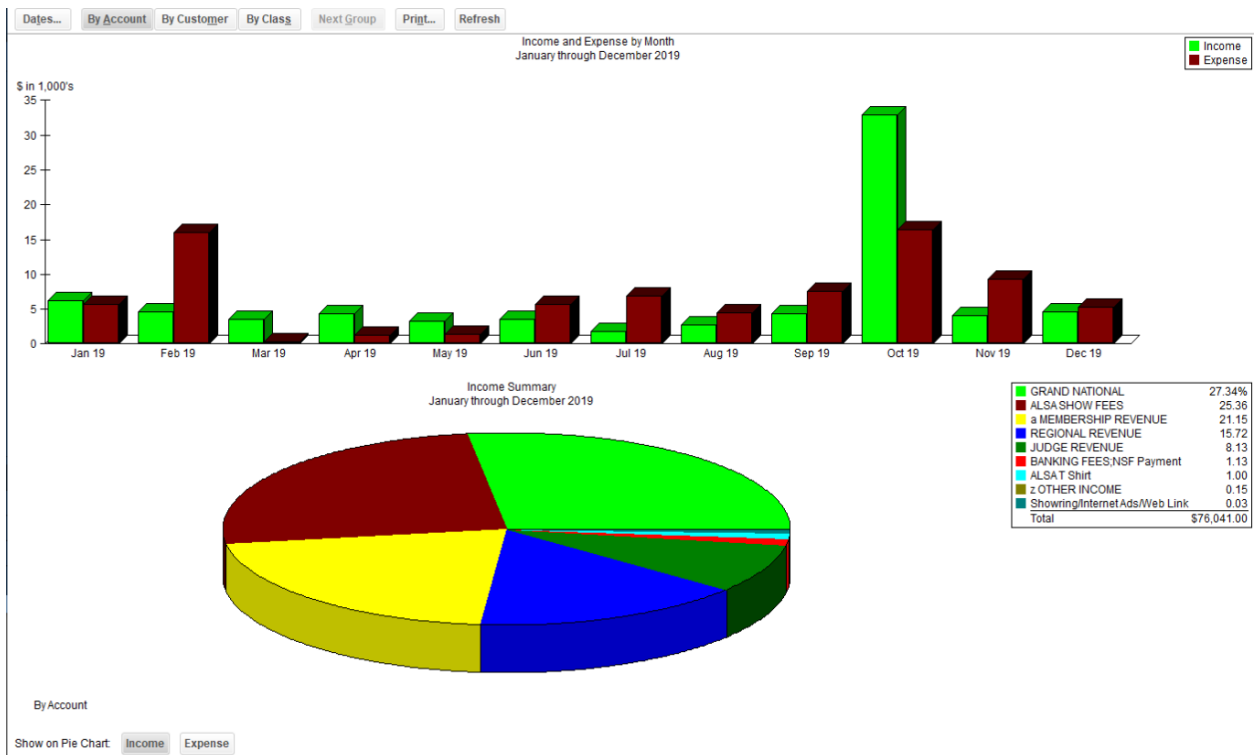
Silent Auction	3,043.00	1,047.00	1,996.00	190.64%
Stalls	20.00	120.00	-100.00	-83.33%
Straw	148.00	210.00	-62.00	-29.52%
T-Shirts	0.00	648.31	-648.31	-100.0%
Vendors	80.00	462.90	-382.90	-82.72%
Youth Premium Sponsor	150.00	150.00	0.00	0.0%
Total GRAND NATIONAL	20,786.57	26,565.18	-5,778.61	-21.75%
Income				
Interest Income	0.00	1.97	-1.97	-100.0%
Total Income	0.00	1.97	-1.97	-100.0%
JUDGE REVENUE				
2018 Judges Dues	0.00	900.00	-900.00	-100.0%
2019 Judges Dues	2,178.40	1,292.71	885.69	68.51%
2020 Judges Dues	1,392.61	0.00	1,392.61	100.0%
Judges' Clinics Fees	2,611.97	100.00	2,511.97	2,511.97%
Total JUDGE REVENUE	6,182.98	2,292.71	3,890.27	169.68%
REGIONAL REVENUE				
Buckeye Regional				
Entries	2,496.00	2,890.81	-394.81	-13.66%
Buckeye Regional - Other	700.00	0.00	700.00	100.0%
Total Buckeye Regional	3,196.00	2,890.81	305.19	10.56%
Central Regional				
Entry Fees	1,671.82	1,680.00	-8.18	-0.49%
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	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	3,443.45	246.55	7.16%
Total Southeastern Regional	3,690.00	3,443.45	246.55	7.16%
Western Regional Inc				
Entry Fees	3,349.30	4,063.50	-714.20	-17.58%
Total Western Regional Inc	3,349.30	4,063.50	-714.20	-17.58%
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	0.00	0.29	-0.29	-100.0%
Total Interest Earned	0.00	2.58	-2.58	-100.0%
Misc. Income	15.00	880.17	-865.17	-98.3%

Scholarship Income	0.00	150.00	-150.00	-100.0%
Website Income	96.90	160.00	-63.10	-39.44%
Total z OTHER INCOME	111.90	1,207.75	-1,095.85	-90.74%
Total Income	76,041.00	79,979.99	-3,938.99	-4.93%
Gross Profit	76,041.00	79,979.99	-3,938.99	-4.93%
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	106.66	-106.66	-100.0%
Clerking - Other	635.56	1,258.55	-622.99	-49.5%
Total Clerking	635.56	1,365.21	-729.65	-53.45%
Committee Expenses	0.00	200.00	-200.00	-100.0%
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	2,549.61	2,732.99	-183.38	-6.71%
Total Judges	4,649.61	6,407.99	-1,758.38	-27.44%
Misc Office	111.77	0.00	111.77	100.0%
Obstacles	500.00	1,600.00	-1,100.00	-68.75%
Programs	0.00	337.50	-337.50	-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	16,779.36	26,774.71	-9,995.35	-37.33%
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	648.11	133.42	514.69	385.77%
BOD Mailing	0.00	6.05	-6.05	-100.0%
Total B.O.D. EXPENSES	648.11	139.47	508.64	364.7%

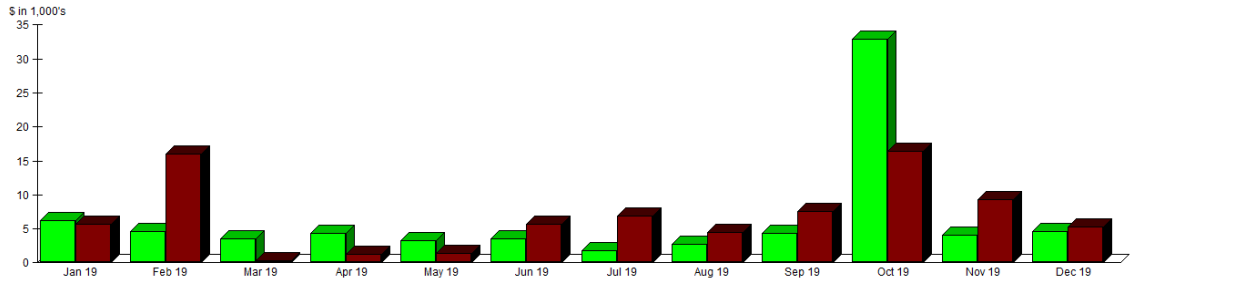
BANKING FEES				
Credit Card Fees	0.00	1,265.66	-1,265.66	-100.0%
Reconciliation Discrepancies	163.15	-340.99	504.14	147.85%
Returned Checks	328.00	0.00	328.00	100.0%
Total BANKING FEES	491.15	924.67	-433.52	-46.88%
Corporation Renewal	487.00	46.03	440.97	958.01%
ELECTION COMMITTEE				
Electronic Election	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	450.00	171.00	38.0%
Contract Labor - Robin	43,800.00	40,150.00	3,650.00	9.09%
Internet				
Go To My PC	0.00	133.92	-133.92	-100.0%
Internet - Other	0.00	173.17	-173.17	-100.0%
Total Internet	0.00	307.09	-307.09	-100.0%
Office Supplies	541.16	1,055.23	-514.07	-48.72%
Postage	357.30	590.75	-233.45	-39.52%
Telephone				
ALSA Phone/iPad	1,422.05	619.71	802.34	129.47%
Internet Usage	339.10	1,877.65	-1,538.55	-81.94%
Telephone - Other	178.18	1,429.54	-1,251.36	-87.54%
Total Telephone	1,939.33	3,926.90	-1,987.57	-50.61%
Total EXECUTIVE OFFICE - NEW	47,258.79	46,813.95	444.84	0.95%
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				
Clerical	15.25	0.00	15.25	100.0%
Instructors Fees	1,050.00	0.00	1,050.00	100.0%
Lunches	129.61	0.00	129.61	100.0%
Materials	85.27	0.00	85.27	100.0%
Meals	40.00	0.00	40.00	100.0%
Travel Expenses	532.39	0.00	532.39	100.0%
Workbooks	36.25	0.00	36.25	100.0%
Total JUDGES CLINICS	1,888.77	0.00	1,888.77	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	412.50	0.00	412.50	100.0%
Total Legal-Prof Fees	1,012.50	680.00	332.50	48.9%
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				
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				
Arena Decorations	0.00	100.00	-100.00	-100.0%
Clerking/Super	0.00	271.73	-271.73	-100.0%
Facility	0.00	300.00	-300.00	-100.0%
Judge Expense	0.00	632.28	-632.28	-100.0%
Judges Fees	0.00	600.00	-600.00	-100.0%
Misc. Expense	48.10	0.00	48.10	100.0%
Printing Entry	0.00	43.39	-43.39	-100.0%
Ribbons	0.00	259.09	-259.09	-100.0%
Total ROCKY MOUNTAIN REGIONAL E	48.10	2,206.49	-2,158.39	-97.82%
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	0.00	291.04	-291.04	-100.0%
Total SOUTHEASTERN REGIONAL E	1,615.91	3,029.09	-1,413.18	-46.65%
WESTERN REGIONAL Exp				
Awards/Ribbons	0.00	287.83	-287.83	-100.0%
Facility Fee	600.00	1,200.00	-600.00	-50.0%

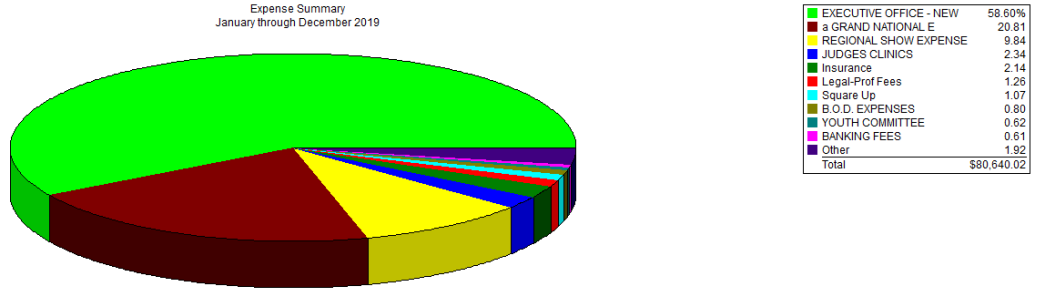
Judge Expenses	732.88	732.10	0.78	0.11%
Judge Fee	600.00	600.00	0.00	0.0%
Total WESTERN REGIONAL Exp	1,932.88	2,819.93	-887.05	-31.46%
REGIONAL SHOW EXPENSE - Other	1,597.05	0.00	1,597.05	100.0%
Total REGIONAL SHOW EXPENSE	7,931.08	12,195.33	-4,264.25	-34.97%
Square Up	859.71	0.00	859.71	100.0%
YOUTH 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	80,640.02	91,518.76	10,878.74	-11.89%
Net Income	-4,599.02	-11,538.77	6,939.75	60.14%



Income and Expense by Month
January through December 2019



Expense Summary
January through December 2019



By Account

Show on Pie Chart: