

American Haflinger Registry Annual  
Director's Meeting  
December 1, 2, 3, 2005  
Holiday Inn, Akron Ohio

Present: Mike Bobal, Levi Yoder, Theo Hug, Bob Duvall, Mike Dowd, Bill Jameson,  
Willie Lehman, Paul Sutton, Gary Leisure,  
Ruth Schwab-AHR Office Manager.

Recorder of minutes: Carolyn Sutton

Arriving Late: Jennifer Rousseau

Absent: Emily Gibson, Art Winder, Dave Kraus

President Paul Sutton called the meeting to order at 3:40.

Introduction of New Directors

Personnel/Office

Personnel is stable and experienced. Facility is working well for us. A personnel policy and job descriptions have been written for each position this year. There was a discussion about new phones with head sets, to allow personnel to use their hands on computers. A new server is also needed soon. Discussed looking into a lease purchase.

Motion: to give the personnel committee the authority to acquire a new server to the benefit of the association. Seconded by Willie Lehman. No objection. Motion carried.

Ruth explained some issues in the office. Discussion of the procedures and logging in the checks was explained. Discussion of how to educate and explain to members how the procedure works to help the paper work process. It was suggested that we publish in the magazine how this procedure works. The membership needs to know how to do their paperwork correctly. We have used the sale book to write reminders of how to do paperwork correctly. The phone system will be put on hold.

Web Site

Our new web site is up and running this year. Ruth can now instantly change and put up new information, where as in the past it would take several days. The number of visits to the web site has been significant. The members now have information readily available to them. Pricing was discussed. Farm listings are the most visited on the web site, which leads us to believe that people are looking for horses. Competing web sites were discussed and their pricing. Web site committee was asked to review pricing and look into other avenues to develop.

Youth Committee

The youth program has grown during 2005. A quarterly newsletter for the youth has been published and was very well received. A raffle and crafts for youth were furnished at the AHR sale. A clinic was run for the youth at the National Show by Dressage Judge Sue Hughes. We had many applications this year for the contests and scholarships. The youth committee was instrumental in creating a 501c3 corporation for tax deductible contributions. Other clinics for youths were discussed and the possibility of offering clinics at sales. Lehman will work with the youth program and see if we can offer something at the Indiana Sale. The issue of having an insured licensed professional is essential. The goal of the youth committee is to continue to expand the program.

#### AHF Fund

The fund was started as a 501c3 corporation. This corporation has its own officers and board of directors. There was a discussion about keeping the National Show in the American Haflinger Fund. It has increased our insurance costs because we now must have two policies. The AHR Directors will appoint new directors and officers.

#### Finance

The finance report was discussed at length and the budget was presented. There is great concern over the increasing deficit that the organization is facing. This pattern of deficit has been building for several years and cannot be corrected overnight.

The Futurity payouts have not yet been completed. Some National Show expenses and some fall sale expenses may still be coming so those numbers are not yet final. The Fall Sale was better than the Spring Sale. Membership income has been the biggest gain. The end of the year registrations rush is beginning. There was discussion regarding increasing membership dues and requiring that members pay for sale catalogs for those that want one. Having advertisers in the sale catalog was seen as a way to pay for the catalog and we really need a volunteer to tackle that task. This is to save the Registry from the significant cost involved in sending catalogs to members who may not really be interested in receiving them.

Taking away the discount for early registrations of foal was discussed.

There is a declining curve in the number of registrations, so there is a concern that the registration income for 2005 will be down. The proposed 2006 budget registration number could be less also. A discussion of the stallion report and the enforcement of a late fee for stallion report was conducted. We need to enforce this late fee. A discussion of how to deal with the growing deficit took most of the morning. The suggestion of dropping two issues of the magazine was presented. February, March, April, to be a combined issue, May, June, July to be an issue, August, September, to be an issue and then October, November, and December. Another idea was to raise the transfer fee for horse sold through outside sales. There was a suggestion of a reprocessing fee for registrations and transfer papers that are submitted incorrectly or without payment.

Motion: made by Theo Hug that beginning January 1<sup>st</sup>, 2006 a \$10 reprocessing fee will be assessed for each incomplete transaction that is submitted to the office. Seconded by Willie Lehman. No objections. Motion carried.

The main concern is to save the registry. The big discussion concerned increasing membership rates. Options included separating the magazine subscription from the membership and making them two separate rates, and an annual stallion license renewal fee. The renewed stallions will be listed on the web site and in the AHR magazine. Since we pay World Federation fees in part based on the number of licensed stallions, it is important to keep that list updated and accurate. This way we can tell what stallions are still active. The price was discussed as to \$25 or \$30. A suggestion was made to “tier” the fee based upon the number of mares bred. A suggestion was made to institute a “rush” fee for registrations and transfers that are needed within a two-week turn-around time. Gary Leisure will investigate renegotiating rates for conference calls. He believes this rate can be reduced. Discussion also included the feasibility of raising dues to \$65 or separating membership from magazine; \$40 membership, and \$30 magazine. Putting together a package for a marketing tool was discussed to sell advertising.

Motion : by Bill Jameson that as of January 1<sup>st</sup>, 2006 AHR implement a \$20 rush fee for any transaction requested to be expedited. Willie Lehman seconded. No objections. Motion carried.

This aligns AHR with the University of Kentucky who has also instituted a \$20 rush fee on the processing of DNA.

Motion: by Mike Dowd to raise the stallion license fee to \$300 which includes the first calendar year renewal starting June 1<sup>st</sup>, 2006. Theo Hug seconded the motion. Roll Call: Yes-Lehman, Jameson, Dowd, Leisure, Hug, Yoder, Sutton, Bobal. No-Duvall. Motion carried.

Motion: by Paul Sutton that all expenses for which reimbursement is being requested be submitted to the AHR office within 60 days from the expense being incurred. Willie Lehman seconded. No objections. Motion carried.

#### Pedigree

The pedigree committee has revised the embryo transfer form and the stallion breeding report. All the AHR forms have been translated into French for AHR members in Quebec. Both a mare and stallion lease contract was written this year.

Motion: by Mike Dowd that AHR institute a \$30 annual stallion license renewal fee. 50% of this fee will go to breed promotion. This fee will be submitted with the annual stallion breeding report that must be submitted on or before December 31<sup>st</sup>, 2006 and yearly thereafter. Bill Jameson seconded the motion. Roll Call: Yes-8, No-1. Yes-Sutton, Lehman, Jameson, Dowd, Leisure, Hug, Yoder, Bobal. No.-Duvall. Motion carried.

Motion: by Paul Sutton that effective January 1, 2006 all horses imported into North America will incur a \$75 registration fee. Seconded by Levi Yoder. No objections. Motion carried.

The pedigree committee recommends re-notifying through an article in Haflinger Horse that any person importing a horse into North America must provide a complete 6

generations pedigree. Any holes in the pedigree will make the horse ineligible for registration in AHR.

The pedigree committee reminds stallion owners that foals cannot be registered if the stallion owner did not list the mare on the previous year's stallion breeding report. The stallion owner will pay a fine of \$10 per mare on any mare(s) not included on the stallion breeding report. Stallion owners that fail to comply may have their stallion's license suspended. Mare owners need to consider this requirement when choosing a breeding stallion.

### Membership

The survey conducted in 2005 of non-member AHR Haflinger owners was very successful. This resulted in additional memberships and subscriptions to Haflinger Horse.

Motion: by Levi Yoder to raise the membership fee beginning with 2007 membership to \$65 per year. Mike Dowd seconded the motion. Roll call: Yes-Lehman, Jameson, Dowd, Leisure, Duvall, Yoder, Bobal, Sutton. No-Hug. Motion carried.

### Promotion/Advertising

Mike Bobal told about the Haflinger that was given to the 4-H winner in Pennsylvania. Two directors have donated Haflinger horses to 4-H groups in two states. Ten banners were made to distribute to members representing the AHR at equine expos throughout the United States. Barbara Dickison keeps track of where the banners are distributed. Anyone can ask to use a banner for an event. \$3600 was spent in 2005 for participation at expos, promotion of youth contests and other horse events. Advertising in outside magazines was discussed. Sutton suggested that the committee evaluate the advertising in several magazines and make recommendations as to where our advertising dollars should be spent. There was additional discussion on how the AHR can assist regional groups and to monitor the way they spend the AHR money. It was suggested that the 2006 proposed budget reflect \$5000 for breed promotion and \$2500 for regional support.

### Sales

There was a discussion of the possibility of conducting horse auctions with buyers on line through a web cam service. This will be investigated for future sales. The spring sale had 239 horses sold with 41 outs. The profit was \$4186.42. The tack sale made \$1630.48. In the fall, consignments were 250 horses with 33 outs. Profit was \$7,106.93. Total Net Profit was \$12,923.83. The fall was the first sale that the catalog was on our web site. We order 3000 sale catalogs in order to supply the entire membership and have extra on sale day.

Motion: by Paul Sutton that starting with the 2006 Spring Sale the \$50 consignment fee is non-refundable. Levi Yoder seconded the motion. No objections. Motion carried.

Motion: by Bob Duvall that beginning in 2006 sale catalogs will only be mailed to members who request a catalog by April 1<sup>st</sup> for the spring sale and September 1<sup>st</sup> for the fall sale. There is no additional cost for this year. In 2007 sale catalog will not be

included in membership and sale catalog can be ordered for an additional charge. Mike Dowd seconded. No objections. Motion carried.

#### National Show

There were 150 classes at the National Show. There was good attendance at the dinner that was provided and everyone agreed that it was very good. Some of the problems that were encountered at the show were discussed with suggestions for next year. Everyone agreed that it is vital for this organization that the National Show continue and be successful. The date of the 2006 show is September 27, 28, 29 and 30 in Mason, Michigan. The contract has been signed. It was suggested that a permanent committee be in place so that we have a plan for growth. We are looking for volunteers to run the fun auction at the spring sale, which benefits the National Show.

#### Futurity

This was the first year for a new committee chair and she did a very good job. It was suggested that for future shows, the futurity and open classes be judged simultaneously. A volunteer is needed to take over and drive the SIP program for 2006 and beyond.

#### By-Laws

Motion: by Theo Hug to have Emily Gibson vote by telephone. Seconded by Bill Jameson. No objections. Motion carried.

Proposed bylaw changes were submitted to the bylaws committee. Those changes were brought to the board for consideration. The changes that the Board accepts will be presented to the membership for their consideration and vote. Emily Gibson joined the meeting by speakerphone for the discussion of these by-laws changes.

Motion: by Levi Yoder to remove the last sentence in Article 3, Section 1. Seconded by Mike Dowd. No objections. Motion carried.

#### Article 4 Section 4.

Motion: by Willie Lehman to add the word current term and strike the words “the first or last.” Seconded by Levi Yoder. No objections. Motion carried.

#### Article 4 Section 6.

Motion: by Bob Duvall to not accept the proposed change. Mike Bobal seconded motions. No objections. Motion carried.

#### Article 5 Section 1.

Motion: by Paul Sutton to accept the change to Article 5, Section 1, to remove the newly elected directors are eligible to be elected President, First Vice President or Second Vice President in their first year. Seconded by Mike Bobal. Roll call: No-Gibson, Lehman, Hug, Leisure, Duvall, Jameson, Dowd, Yoder. Yes-Bobal, Sutton. Motion failed.

Article 5 Section 1.

Motion: by Emily Gibson “ to change the wording to newly elected directors in there first term ever”. Paul Sutton seconded motion. No objections. Motion carried.

Article 5 Section 1.

Motion: by Emily Gibson to change the wording to: “ the terms of all officers will run through the board meeting and the newly elected officers will take office immediately after the Annual Board Meeting”. Seconded by Theo Hug. No objection. Motion carried.

Article 6 Section 1F: AHR Youth.

Motion: by Bill Jameson “to delete this section from the by-laws.” Mike Dowd seconded. No objections. Motion carried.

This section no longer needs to be in the AHR bylaws as it is covered under the bylaws of the American Haflinger Fund Corporation.

Article 8. The board requested that this proposed change be sent back to the committee for an opinion by the attorney that assisted with the creation of the original bylaws.

There was a lot of discussion about changing the date of the Annual Board Meeting.

Article 1, Section 2 and Article IV Section 1.

Motion: by Bob Duvall to change Article 1, Section 2 to add “including the AHF Fund.” and Article IV Section 1 to add “AHR Directors shall be responsible for the annual appointment of Directors to serve the American Haflinger Fund Corporation.” Seconded by Mike Dowd. No objections. Motion carried.

The board reviewed the regions as outlined by the By-laws to see if any of the regions should be changed.

Motion: by Bill Jameson that the regions have been reviewed and no changes were suggested. Seconded by Mike Dowd. No objections. Motion carried.

Motion: by Willie Lehman to go into Executive Session. Paul Sutton seconded. No objections. Motion carried.

Motion: by Theo Hug to come out of Executive Session. Paul Sutton seconded. No objections. Motion carried.

## Judges

Five clinics were scheduled in 2005. Three clinics were actually held. A discussion was held regarding the need to train and certify qualified judges for our National Show and other Haflinger breed shows.

## Publications

The publication committee reported on investigated cost-cutting measures including the use of less expensive paper and also printing fewer copies per issue. It was also reported that the savings recognized by including inserts with the magazine rather than separate mailings has been \$6853.50. The cost of inserts is absorbed by the magazine and is not charged back to the respective committees. No portion of the membership fee is credited to the magazine, even though each membership includes the magazine. This is a significant cost to the magazine. Outside advertising is hard to sell because our magazine does not meet the minimum circulation that larger advertisers require. Schlabach Printing does not anticipate any increase in their fee, except that postage will go up in the coming year. Discussion centered on the possibility of making the magazine a quarterly publication with 4 issues instead of six per year. It was felt that the cost savings was not enough to compensate for the lost advertising income and the ill will, which could be created by the loss of two issues. Cutting the number of pages in each issue was discussed. The committee will assess the advertising rate to establish if a price increase is warranted.

Motion: by Bill Jameson that the magazine be reduced to a quarterly publication as a cost cutting measure for the year of 2006. Seconded by Mike Bobal. No objections. Motion carried.

Motion: by Bill Jameson to reconsider the motion of cutting the magazine to a quarterly publication for the year of 2006. Seconded by Mike Bobal. No objections. Motion carried.

Motion: by Paul Sutton to raise the magazine subscription to \$45 effective June 1<sup>st</sup>, 2006. Willie Lehman seconded motion. Roll call: Yes-Lehman, Jameson, Dowd, Duvall, Leisure, Yoder, Bobal, Sutton. No-Hug. Motion carried.

Publication committee will work on a package for advertising.

## Points and Awards

Twenty horses were entered in the programs for 2005. It is to be noticed that the participation was best from the two coasts but lacking in the middle of the country. In the recreational area there were ten horses. Your horse must be enrolled before the horse can accumulate points.

## Planning

The planning committee has put together a list of ideas. The committee feels that the ideas have been formed but still need to be implemented. The need for a marketing person to help us with finding ways to help with financing was discussed.

#### Handbook

The handbook can be down loaded from the web site. We do have some printed and available in the office and also at the booth for anyone who would like to buy one at our cost for \$15.00. Committee chairs are required to provide updates to the office if their programs change and the handbook needs to be updated.

#### World Federation

The Horse TV will air the World Show in Austria. Our dues will be \$820.00 for this year.

#### HBO

A lengthy discussion concerning our progress with negotiations was held. Paul, Gary and Bill will meet in January with representatives of HBO and then the board will decide on final action.

#### Classification

There were 54 horses inspected in 2005. The committee tried to address the issues reported on the survey from last year's participants. New in 2005 was the use of the revised form. There are 4 classification locations and dates confirmed for 2006 with the prospects looking good for participation at all locations. A fifth location is tentative. The 2005 participants will get a survey again this year. The key is education. A score of 69 indicates that the mare is recommended for breeding. The committee chair is looking for volunteers who are willing to make a 2 or 3-year commitment to the program and are willing to be on the committee.

The committee chair stated that it was the desire of the committee that all scores be announced; however, the owner may decide to have his or her horse's score announced or unannounced. If the score is not announced, the owner agrees it can be published anonymously, in order to maintain complete Inspection records. There was much discussion on this issue.

The other change in procedures and policies was in Re-Inspection. A horse can be inspected multiple times, at any time up to and including the fifth year. After the age of six or older, the horse can be re-inspected on appeal only.

The consensus on the board seemed to be that all scores should be announced. It was asked that the Committee reevaluate the current policy on unannounced scores.

Motion: by Theo Hug that the price of the informal classification should be raised to \$75 and that each classification site must meet a minimum of \$2000 in order to help cover expenses. Gary Leisure seconded. No objections. Motion carried.

The list of classified horses and scores will be published on the website when completely compiled.

The proposed locations for 2006 are:

August 14 – Quebec

August 23 – Ohio

August 26 – Pennsylvania

August 28 – California

There was a presentation by Brandy Wagner, Robert Eicher, and Lou Sutton on a performance evaluation for Haflingers. They are developing a program to judge a horse's disposition and trainability. This would include an in-hand portion as well as a driving and or riding portion. Willingness to perform and trainability will be evaluated.

Motion: by Bob Duvall to go into Executive session for the election. Seconded by Levi Yoder.

Election of Officers for 2006

President – Paul Sutton

1<sup>st</sup> VP – Theo Hug

2<sup>nd</sup> – Bob Duvall

Clerk – Emily Gibson

Treasurer – Levi Yoder

Motion: by Paul Sutton to adjourn the meeting at 3:30 pm on Saturday December 3rd. Seconded by Theo Hug. No objections. Motion carried.