

## AHR Board of Director's Meeting – April 2012

TOPICS	DISCUSSION
	The April 4, 2012, meeting was called to order by President, Brian Mitteer, at 8:09 p.m. (EST). Attending were: Andrew Yoder, Dave Kraus, Gary Leisure, Chuck Hendershot, Dean Baker, Bill Jameson, Kim Spann and Ruth Schwab (office consultant).
<b>I. Old Business (Review of the minutes of previous meetings)</b>	The ad-hoc membership committee is studying fees and charges. Chuck Hendershot made a motion to adopt the fee schedule as submitted by the committee effective January 1, 2013. Second by Dean Baker. Motion passed.
<b>II. Office Update – Ruth Schwab</b>	For the month of March 2012 we completed 27 foal registrations and 93 transfers. There are 172 stallions renewed so far for 2012. We currently have 844 members and 119 current magazine subscribers.
III. Committee Reports	
<b>1. AHR Youth</b>	Rachel Cooper and Dave Wilson - Co-Chairs Members: Carolyn Sutton, Aileen Ayers and Sue Casseday (office consultant)  A youth newsletter was sent out last month.
<b>2. By-Laws</b>	Bill Jameson – Chair Members: Willie Lehman and Christopher Miller  Nothing new to report.
<b>3. Classification</b>	Bill Hendershot Members: John Dunkel, Jennifer Rousseau, Kim Spann, Robert Eicher and Chuck Hendershot  OLD BUSINESS  <u>March Report</u> First we would like to THANK the AHR Board for their cooperation in approving the program changes presented in the March report.  NEW BUSINESS  <u>April Report</u> The fee change and horse numbers have been implemented and will be shown in the next issue of Haflinger Horse.  An article has been written on Inspection/Classification which will also appear in the next magazine.  Due to a judge availability it was necessary to change the date for the inspection/classification from June 28th to June 29th. This change was reviewed with the Buckeye Show committee and agreed to be workable with some close communications and scheduling.  As in the past a vote was taken of the I & C committee as to the judges to be used resulting in Dave Ayers, U.S. judge, Jennifer Rousseau, U.S. International judge and awaiting confirmation on the European judge.  As in the budget model the host location being responsible for the incremental cost as shown in the budget model. The location host for the Ashland location and two international judges has obtained sponsors for \$2000 for this year's program. An excellent job.  With the entry forms for Classification just being distributed with this

	<p>coming issue of the magazine we expect participants to start coming in the near future. The number of interested parties is encouraging.</p> <p>At this point have received no requests for additional locations so I feel that option is now closed.</p> <p>Thank you for your cooperation and we will continue to keep you informed as the program progresses.</p>
<p><b>4. Disposition and Trainability Assessment Committee</b></p>	<p>Dean Baker – Chair Members: Bob Duvall, Steve Verhoff, Robert Eicher, Peg Brown and Lloyd Workman</p> <p>Steve Verhoff has a new test which will be posted on the web page. The committee will have phone conference in the next two weeks.</p>
<p><b>5. Finance</b></p>	<p>Chuck Hendershot – Chair Members: Deborah Parker, Terry Schott, Robert Bade, Ruth Schwab (office consultant) and Sue Casseday (office consultant)</p> <p><u>YEAR-TO-DATE 2012 Financials</u> Our overall financial condition remains stable as our unrestricted cash position is over two times our current liabilities, excluding the deferred membership income. So, currently we are not in danger of not being able to pay the organization's bills. In comparison to our balance sheet at the same time last year, the only major change is the approximately \$12,000 write-off that we took after a complete evaluation of the AHR store inventory. The adjustment corrects for product shortage from our accounting inventory covering product losses, damage and declining value due to age of items. A physical inventory of the store had not been completed in several years; therefore, the write-off is to be expected and should not be an area of concern for on-going operations. A new policy has been established to complete an inventory annually and to periodically review the product line for slow or non-moving items so action can be taken to move the items.</p> <p><u>Profit and Loss Statement for the Three Months-ended March 31, 2012</u> The first look at the first quarter profit and loss statement for AHR in comparison to both the budget and the prior year elicits a gasp of fright. We are \$5,500 below budget and \$11,800 behind last year's financial results. However, upon closer examination of the results, we find the rest of the story. Expenses as detailed below are in-line with both the budget and the prior year after we adjust for timing differences that should correct themselves over the year without any action by the board or office staff. Revenues are more problematic as shortfalls in magazine advertising and subscriptions from non-members have created a revenue shortfall of approximately \$3,000 from the budget and prior year that needs to be addressed (see discussion of revenues below). Additionally, we need to make sure that we do not lose track of memberships and the spring Haflinger sale and create a bigger deficit in the coming months. These programs and concerns are discussed in the paragraphs below.</p> <p>Revenues show a shortfall to budget of approximately \$1,500 thru the first three months of 2012. The timing differences associated with the recognition of classification income, DNA Testing, membership income and the spring Haflinger sale basically offset each other. The primary reason for our revenue shortfall is the less than expected revenues being generated by the magazine. In comparing the first quarter revenue to the first quarter of 2011, the same issue is apparent. The timing differences off set each other and the primary reason behind the shortfall is the decrease in advertising and non-member subscriptions to the magazine.</p> <p>Expenses exceed budget for the first three months, primarily due to the accrual of the expenses associated with the publication and mailing of the April-May magazine. This variance will correct itself in April as the printing and mailing invoice will be processed. In comparison with the prior year, the increase in expenses is primarily attributed to the accrual for the magazine (\$4,000), the change in</p>





<p><b>11. Pedigree</b></p>	<p>Brian Mitteer – Chair  Members: Dave Kraus, Kim Spann and James Weaver</p> <p>As a follow up to last month's Board action, a letter of reprimand was mailed to the member involved.</p>
<p><b>12. Personnel/Office</b></p>	<p>Brian Mitteer – Chair  Members: Gary Leisure, Chuck Hendershot and Carolyn Sutton</p> <p>Nothing new to report.</p>
<p><b>13. Points/Awards</b></p>	<p>Dana Mitteer– Chair  Members: Rachael Cooper, Steve Verhoff and Brian Mitteer</p> <p>Nothing new to report.</p>
<p><b>14. Promotions/ Advertising/Regional Support</b></p>	<p>Dave Kraus – Chair  Members: Mike Williams, Mariana Abbott and Brian Vannarsdall</p> <p>We had a text listing in Horse Illustrated for \$42 and a 1/2 page color ad in Equine Journal for \$300.</p>
<p><b>15. Publications</b></p>	<p>Gary Leisure – Chair  Members: Emily Gibson, Paul Sutton, Kim Spann, and Ruth Schwab (office consultant)</p> <p>Magazine is at the printer, and will be mailed the week of April 9<sup>th</sup>.</p>
<p><b>16. Sales</b></p>	<p>Dave Wilson – Chair  Members: Phil Greenisen and Andrew Yoder</p> <p>Consignments for the spring sale had to be postmarked by Saturday March 31st. We currently have 76 horses.</p>
<p><b>17. Video Committee</b></p>	<p>Gary Leisure – Chair  Members: Paul Sutton and Emily Gibson</p> <p>Nothing new to report.</p>
<p><b>18. Website</b></p>	<p>Emily Gibson – Chair  Members: Gary Leisure and Ruth Schwab (office consultant)</p> <p>Our website continues to be a valuable resource for Haflinger information. In March the hits to the home page were 3,781, followed by the Pedigree Search Page at 1,231, the classified page at 1,171 and the farms page at 822. The total number of views across all pages was 16,254.</p>
<p><b>19. World Federation</b></p>	<p>Chuck Hendershot – Chair  Members: Jennifer Rousseau and Kim Spann</p> <p>The WHF has scheduled a meeting for June 7th through the 10th in the Czech Republic. In addition to the WHF general meeting the annual International Judges Training program will be held over the same weekend. Jennifer Rousseau will be attending the judges training and will represent the American Haflinger at the meeting.</p> <p><u>Tyrolean Breeders Association</u></p> <p>The Tyrolean Breeders Association, now named Haflinger Horse Breeding Association of Tyrol, has announced its formation and board of directors members to all the World Haflinger Federation member associations in a letter dated March 26, 2012. The letter stated three simple facts.</p>

	<p>The new organization would like to continue to work with the Haflinger breeders and breed organizations around the world.</p> <p>The organization has accomplished the task of saving the Fohlenhof for the Haflinger breed, and they hope future events organized by the World Haflinger Federation will take place at the Fohlenhof in Ebbs, as in the past.</p> <p>Any cooperation between the Tyrolean breeders and Johannes Schweisgut, current World Haflinger Federation President, would be impossible for the foreseeable future.</p> <p>Having made these points, the letter was an invitation to a meeting on May 17, 2012, in Ebbs, Austria, to discuss the future role of the Tyrolean Haflinger Horse Breeders Association in the World Haflinger Federation. In addition to the meeting, the weekend will include two exhibitions of the Haflinger. One celebrates 75 years of the Haflinger in Kufstein on May 17th and another celebration on May 20th is for 85 years of the Haflinger in Weer.</p>
<p><b>I. V. New Business</b></p>	<p>Due to the up coming Holidays, the July 4<sup>th</sup> and Labor Day meetings have been rescheduled for July 11 and September 12.</p>
	<p>Moved by Dave Kraus seconded by Dean Baker and approved that the meeting be adjourned at 9:47 p.m. The next meeting date is Wednesday, May 2, 2012.</p>