

## AHR Board of Director's Meeting April 2013

TOPICS	DISCUSSION
	The April 17, 2013, meeting was called to order by president, Brian Mitteer, at 8:05 p.m. (EST). Attending were: Andrew Yoder, Dave Kraus, Gary Leisure, Chuck Hendershot, Paul Sutton, Bill Jameson, and Ruth Schwab (office consultant).
<b>I. Old Business</b>	
<b>II. Office Update – Ruth Schwab</b>	For the month of March 2013 we completed 22 foal registrations and 91 transfers. There are 161 stallions renewed for 2013. We currently have 763 members for 2013 and 80 magazine subscribers. During March our Website homepage was viewed 3,314 times with 886 to the classified page, 582 to the Member Farms page and 502 to the AHR Sale page.
<b>III. Committee Reports</b>	
<b>1. AHR Youth</b>	Rachel Cooper and Dave Wilson - Co-Chairs Members: Carolyn Sutton, Aileen Ayers and Sue Casseday (office consultant)  Nothing new to report.
<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  The Committee has developed a plan to hold a fall Inspection and classification in conjunction with the AHR National Show. The Committee would like to thank Lou Sutton and the National Show Committee for their cooperation in making this happen and hope that by working together on this classification it becomes supportive for both programs.  We are currently on getting horses for the classification and will be advertising the date and plan in hopes of gaining additional horses. We are in the process of selecting judges and will work to manage this program with the lowest cost possible. Judges are being identified at this time.
<b>5. Finance</b>	Chuck Hendershot – Chair Members: Deborah Parker, Terry Schott, Robert Bade, Ruth Schwab (office consultant) and Sue Casseday (office consultant)  Overall March 2013 results are ahead of budget and the prior year with our overall loss of \$8,371 is 65% below the budget loss of \$23,634 and 43% below the 2012 loss for the quarter-ending March 31st of \$19,949. However, as discussed below some of the improved performance could easily be timing of revenue inflows and expense outflows that if they reverse will wipe out our gains. We need to keep the full year in focus and manage as if the revenues and expenses will return to normal levels over the course of the full year.  <b><u>March 2013 Financials</u></b>  Registry Operations and Membership Services reported a loss of \$12,854 for the first quarter of 2013 compared to losses of \$25,010 and \$19,242 budgeted for the quarter and the prior year, respectively. The positive performance was driven by increased revenues from registration fees, stallion license activity and DNA Testing, \$6,567 ahead of budget and \$5,130 over the prior year. These revenue gains were partially offset by a shortfall in Membership dues, which continues to run 18% below 2012 and 13% below the 2013 budget. Transfers contributed to the out performance of budget, providing an additional \$2,470 over expected revenue. This positive variance is mainly driven by a conservative budget outlook since on a year to year

	<p>comparison transfer fees are slightly below last year's revenue. Overall revenues are \$7,875 and \$3,310 ahead of budget and the prior year thru the first quarter. However, last year we were also running ahead of plan and prior experience for revenues, except membership dues, and all of the numbers drove over the cliff in the last quarter. Expenses for the first quarter totaled \$37,795, approximately \$4,280 below the budgeted expenses and \$3,078 below the 2012 expenses for the quarter. The primary driver behind the lower expenses is savings in the employee expense area. Payroll wages are \$1,979 below budget and \$1,581 below the prior year. These savings also drive savings in payroll taxes. Additionally, the staff has taken the payroll processing in-house with a savings of over \$500 for the quarter with the projected savings in excess for the year of \$2,000 from both the budget and the prior year. The total savings in the employee expense for the first quarter is \$3,100 and over the prior year is \$2,500. The remaining expense savings appear to be timing differences, which will probably reverse over the next nine months and return to historical levels without definitive actions. Approximately \$1,300 of the savings is in advertising and breed promotion. Both of these expenses are controllable by decisions of the committees and Board; however, we can not fully eliminate these expenditures without damaging the breed standing and appearing to be very weak in the marketplace which will negatively impact our breeder members. Overall, we can be cautiously optimistic in this area with our performance to-date, but remember we have a lot of work to do to get back to a financially healthy organization.</p> <p>AHR Programs are only slightly underway for the year; therefore the impact of the programs is limited to-date on our financial performance. The magazine is the only program in full swing for the year. After two months, the magazine net profits are in line well ahead of budget and 2012 performance for the same period. The primary driver behind the performance is the reduction in printing and mailing costs reported through March. Additionally, the delay in the last issue of the magazine creates a timing difference that makes detail comparisons of the expenses impractical at this time. However, tight management of the number of magazines printed and distributed is contributing to the cost control and should add to profit over the year. However, these savings are at least partially offset the reduced allocation from membership dues, as our membership roles continues to decline and a large shortfall in advertising revenue. We need to remain diligent in expanding our advertising to offset losses in membership and recognize that we may not be able to maintain the lower production costs as we work to make the magazine of more value to our members.</p>
<p><b>6. Futurity – SIP</b></p>	<p>Paul Sutton – Chair  Members: Mahlon Miller, Bill Jameson and Ruth Schwab (office consultant)</p> <p>No report received.</p>
<p><b>7. Judges</b></p>	<p>Chuck Hendershot – Chair  Members: Bill Hendershot, Jacque Woodward, Lisa Schott, Bill Jameson, Karen LaBell, and Ray Miller</p> <p>Judge's Corner:  The first article in the Judge's Corner series will appear in the April/May issue of the Haflinger Horse. Work is currently underway on articles for Western Pleasure, Jumping and several driving disciplines.</p> <p>USEF Affiliation:  The USEF Affiliate members' coordinator contacted me to let me know that progress was continuing on developing the new application process and procedures for new members. I informed her that AHR was still very interested in becoming an Affiliated member and we awaited their direction on the next steps.</p>
<p><b>8. National Show</b></p>	<p>Lou Sutton – Chair  Members: Bill Jameson, Steve Verhoff, Carolyn Sutton, Tara Biedenbach, Rachael Cooper and Ruth Schwab (office consultant and show manager)</p> <p>All of the pleasure judges have been hired.</p>

<b>9. Nominating</b>	<p>Paul Sutton – Chair Members: Betty Miller, Judy Winkler and Kim Spann</p> <p>Nothing new to report.</p>
<b>10. Pedigree</b>	<p>Brian Mitteer – Chair Members: Dave Kraus, Kim Spann and James Weaver</p> <p>Nothing new to report.</p>
<b>11. Personnel/Office</b>	<p>Brian Mitteer – Chair Members: Gary Leisure, Chuck Hendershot and Carolyn Sutton</p> <p>Nothing new to report.</p>
<b>12. Points/Awards</b>	<p>Dana Mitteer– Chair Members: Rachael Cooper, Steve Verhoff and Brian Mitteer</p> <p>The committee is looking at alternatives to recognize the horse in different disciplines using different handlers to increase value to the horse..</p>
<b>13. Promotions/ Advertising/Regional Support</b>	<p>Dave Kraus – Chair Members: Mike Williams, Mariana Abbott and Brian Vannarsdall</p> <p>Nothing new to report.</p>
<b>14. Publications</b>	<p>Gary Leisure – Chair Members: Emily Gibson, Paul Sutton, Kim Spann, and Ruth Schwab (office consultant)</p> <p>The April/May magazine has be completed and mailed.</p>
<b>15. Sales</b>	<p>Dave Wilson – Chair Members: Phil Greenisen and Andrew Yoder</p> <p>Current consignment for the Spring Sale is at 65 horses.</p>
<b>16. World Federation</b>	<p>Chuck Hendershot – Chair Members: Jennifer Rousseau and Kim Spann</p> <p>The HWBSF will be holding the first International Judge’s meeting at the end of April in conjunction with the first Executive Board meeting. The meeting will be to bring judges up to-date on the new organization and to begin to establish the Judge’s program for the future. Our international judge and Executive Board member Jennifer Rousseau will attend the meeting as our representative. Our key mission in this area is clearly defined procedures for training and earning the International Judges designation and reasonable requirements for maintaining the designation considering the travel requirements, cost and conflict with activities in the member countries.</p> <p>The Executive Board’s first meeting is scheduled for April 28th, 2013. No agenda is available at this time.</p> <p>We have received the request for the 2013 dues payment. The total for AHR is 700 Euro or \$915 at today’s exchange rate. A motion was made by Andrew Yoder that the Board of Directors approve the payment of Haflinger World Breeding and Sport Federation dues for 2013 in the amount of 700 Euros at the current exchange rate and direct the Treasurer to execute the payment. Dave Kraus seconded, motion passed.</p>
<b>I. V. New Business</b>	
	<p>Moved by Dave Kraus seconded by Andrew Yoder and approved that the meeting be adjourned at 9:32 p.m. The next meeting date is Wednesday May 8, 2013</p>