

AHR Board of Director's Meeting March 2013

TOPICS	DISCUSSION
	The March 13, 2013, meeting was called to order by president, Brian Mitteer, at 8:09 p.m. (EST). Attending were: Andrew Yoder, Gary Leisure, Chuck Hendershot, Paul Sutton, Bill Jameson, and Ruth Schwab (office consultant).
I. Old Business	A motion was made by Chuck Hendershot to accept 2013 committee members, seconded by Paul Sutton, motion passed.
II. Office Update – Ruth Schwab	For the month of February 2013 we completed 30 foal registrations and 87 transfers. There are 153 stallions renewed for 2013. We currently have 687 members for 2013 and 68 magazine subscribers. Starting with the Feb/March issue, Haflinger Horse magazine is now available as an on-line subscription geared towards international subscribers where postage rates make mailing cost prohibitive. During February our Website homepage was viewed 2,969 times with over 2,000 hits to the pedigree search page, 874 to the classified page, 525 to the Member Farms page and 419 to the AHR Sale page with pages visited totaling 16,201 views.
III. Committee Reports	
1. AHR Youth	Rachel Cooper and Dave Wilson - Co-Chairs Members: Carolyn Sutton, Aileen Ayers and Sue Casseday (office consultant) A winter newsletter was put together and sent out last month to each youth member. No other news to report.
2. By-Laws	Bill Jameson – Chair Members: Willie Lehman and Christopher Miller Nothing new to report
3. Classification	Bill Hendershot Members: John Dunkel, Jennifer Rousseau, Kim Spann, Robert Eicher and Chuck Hendershot OLD BUSINESS: Thanks to Ruth for the article in the Haflinger Horse requesting interest in host sites for Inspection and Classification. Have discussed hosting with those who have contacted me regarding getting horses inspected. NEW BUSINESS: To date have had no interest in hosting an inspection for 2013. Inspection interests by owners has been very low and scattered from Virginia 4 or 5, New York 1, Ohio 1 and Colorado 2. As stated in last months meeting if a site is not established by the end of March, it will be impossible to arrange for this year.
4. Disposition and Trainability Assessment Committee	Andrew Yoder – Chair Members: Bob Duvall, Steve Verhoff, Robert Eicher, Peg Brown and Lloyd Workman No report received.
5. Finance	Chuck Hendershot – Chair Members: Deborah Parker, Terry Schott, Robert Bade, Ruth Schwab (office consultant) and Sue Casseday (office consultant) FINANCIAL REPORT MARCH 2013 Overall February 2013 results are ahead of budget and the prior year with our overall loss of \$6,717 is 47% below the budget loss of \$12,793 and 36% below the 2012 loss for the period-ending February 28th of \$10,406. 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

	<p>normal levels over the course of the full year.</p> <p>February 2013 Financials</p> <p>Registry Operations and Membership Services reported a loss of \$8,737 for the first two months of 2013 compared to losses of \$14,835 and \$11,943 budgeted for the period and the prior year, respectively. The positive performance was driven by increased revenues from registration fees, stallion license activity and transfers, \$2,400 ahead of budget and \$1,700 over the prior year. These revenue gains were partially offset by a shortfall in Membership dues, which continues to run 11% below 2012 and 6% below the 2013 budget. In comparison to the prior year the loss of \$2,130 in DNA revenue combined with the decline in membership dues more than offset the gains in registration, transfers and stallion licenses, leaving us approximately \$1,000 behind 2012 revenue through February. Expenses for the first two months totaled \$21,161, approximately \$4,000 below the budgeted expenses and the 2012 expenses for the same period. The primary driver behind the lower expenses appears to be timing differences, which will probably reverse over the next ten months and return to historical levels without definitive actions. Approximately \$700 of the savings are 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 with the budget and well ahead of 2012 performance for the same period. The primary driver behind the performance is the reduction in printing and mailing costs reported through February. These costs were over \$800 less than 2012 and \$300 below budget for the first two months. The savings was partially off-set by the reduced allocation from membership dues, as our membership roles continues to decline. 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>6. Futurity – SIP</p>	<p>Paul Sutton – Chair Members: Mahlon Miller, Bill Jameson and Ruth Schwab (office consultant)</p> <p>Nothing new to report.</p>
<p>7. Judges</p>	<p>Chuck Hendershot – Chair Members: Bill Hendershot, Jacque Woodward, Lisa Schott, Bill Jameson, Karen LaBell, and Ray Miller</p> <p>JUDGES COMMITTEE MARCH 2013</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>8. National Show</p>	<p>Lou Sutton – Chair Members: Bill Jameson, Steve Verhoff, Carolyn Sutton, Rachael Cooper and Ruth Schwab (office consultant and show manager)</p>

	<p>The pleasure show class list is in final revisions and will be posted to the website soon. The pleasure driving judge, the announcer and the photographer have been hired. The committee is working with the Indiana State Fair Draft Haflinger show personnel organizing judges, photographer, ribbons and trophies.</p>
9. Nominating	<p>Paul Sutton – Chair Members: Betty Miller, Judy Winkler and Kim Spann</p> <p>Nothing new to report.</p>
10. Pedigree	<p>Brian Mitteer – Chair Members: Dave Kraus, Kim Spann and James Weaver</p> <p>Nothing new to report.</p>
11. Personnel/Office	<p>Brian Mitteer – Chair Members: Gary Leisure, Chuck Hendershot and Carolyn Sutton</p> <p>Nothing new to report.</p>
12. Points/Awards	<p>Dana Mitteer– Chair Members: Rachael Cooper, Steve Verhoff and Brian Mitteer</p> <p>The committee is looking to enhance the program to add value to the participating horses and adding income to the AHR.</p>
13. Promotions/ Advertising/Regional Support	<p>Dave Kraus – Chair Members: Mike Williams, Mariana Abbott and Brian Vannarsdall</p> <p>Nothing new to report.</p>
14. Publications	<p>Gary Leisure – Chair Members: Emily Gibson, Paul Sutton, Kim Spann, and Ruth Schwab (office consultant)</p> <p>Nothing new to report.</p>
15. Sales	<p>Dave Wilson – Chair Members: Phil Greenisen and Andrew Yoder</p> <p>Nothing new to report.</p>
16. World Federation	<p>Chuck Hendershot – Chair Members: Jennifer Rousseau and Kim Spann</p> <p>The HWBSF Secretary is setting up the first international judges meeting for late April or early May. The purpose of the meeting is to discuss the international judging process, including selection and training. This meeting will serve as the beginning of the process to develop written regulations and procedures for international judges under the new world organization.</p> <p>The Executive Board's first meeting is scheduled for April 28th, 2013. No agenda is available at this time.</p>
I. V. New Business	<p>The Board of Directors regrettably accepts the resignation of Kim Spann from the Board of Directors, representing the Western Region.</p> <p>Moved by Chuck Hendershot seconded by Andrew Yoder and approved that the meeting be adjourned at 9:18 p.m. The next meeting date is Wednesday April 10, 2013.</p>