

## AHR Board of Director's Meeting November 2013

TOPICS	DISCUSSION
	The November 13, 2013, meeting was called to order by president, Brian Mitteer, at 8:09 p.m. (EST). Attending were: Andrew Yoder, Dave Kraus, Chuck Hendershot, Melanie Cornman, Paul Sutton, Ian Wengard, and Susie Haszelbart.
<b>I. Old Business</b>	
<b>II. Office Update – Ruth Schwab</b>	No office update
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)  No youth update
<b>2. By-Laws</b>	Bill Jameson – Chair Members: Willie Lehman and Christopher Miller  Nothing new to report. Brian requested the updated By-Laws be sent to the new board members to review. Paul will mail them out.
<b>3. Classification</b>	Bill Hendershot – Chair Members: John Dunkel, Jennifer Rousseau, Kim Spann, Robert Eicher and Chuck Hendershot  Chuck Hendershot stated that the judges donated their time and paid their own expenses for the National Show classification. However, expenses were for Mr. Ayers hotel were paid for by the AHR credit card, by mistake. Chuck suggested that we could ask Mr. Ayers to repay his hotel expenses, because it is not fair to the other judges and AHR is unable to pay for everyone.
<b>4. Finance</b>	Chuck Hendershot – Chair Members: Deborah Parker, Terry Schott, Robert Bade, Ruth Schwab (office consultant) and Sue Casseday (office Consultant)  Overall, we are ahead of where we planned, but the Fall Auction made just under \$3,000. There was \$12,000 in expenses for the Fall Sale, but this was \$1,000 less than the Spring Sale.  The Magazine committee continued advertising investment has paid off. Memberships are up \$3,000 over budget & \$6,000 over last year. Advertising as Individuals vs. Packages has increased \$6,200.  The key points: <ol style="list-style-type: none"> <li>1) Membership is down 26% over last year and down \$10,000 in memberships.</li> <li>2) Transfers down 5%.</li> <li>3) Registrations are flat.</li> <li>4) DNA testing is down.</li> <li>5) Gross revenue down 9% and this loss of revenue is due to decreased membership. Down \$28,000 in revenue year over year.</li> <li>6) Expenses for the National Show were \$20,949.73 verses income at \$24,496.92.</li> <li>7) Fun auction generated \$2912.</li> <li>8) Currently, there is a \$7,000 loss for the year.</li> </ol> The changes to National Show with a less expensive facility and no premium paid to pleasure exhibitors allowed a small profit.
<b>5. Futurity – SIP</b>	Paul Sutton – Chair Members: Mahlon Miller, Bill Jameson and Ruth Schwab (office consultant)

	<p>2 of the 3 Futurity Judges were free. Checks have been sent out.</p>
<b>6. Judges</b>	<p>Chuck Hendershot – Chair  Members: Bill Hendershot, Jacque Woodward, Lisa Schott, Bill Jameson, Karen LaBell, and Ray Miller</p> <p>Nothing new to report</p>
<b>7. National Show</b>	<p>Lou Sutton – Chair  Members: Bill Jameson, Steve Verhoff, Carolyn Sutton, Rachael Cooper and Ruth Schwab (office consultant and show manager)</p> <p>Lou will be reviewing the 2014 show grounds.</p>
<b>8. Nominating</b>	<p>Paul Sutton – Chair  Members: Betty Miller, Judy Winkler and Kim Spann</p> <p>One seat is currently open and two appointments have been approved. The plan of a 3 year rotating terms was examined. Chuck moved to have approve the terms as written, Dave Kraus 2<sup>nd</sup>, motion carried.</p>
<b>9. Pedigree</b>	<p>Brian Mitteer – Chair  Members: Dave Kraus, Kim Spann and James Weaver</p> <p>Ian noted that at the face-to-face meeting, there was a suggestion to clean up the files for each state. He started with Maine, and made some phone calls to inquire about the status of older Haflingers. One instance, 7 of the 10 horses one gentleman had on file had died. Ian said that this will be an interesting project and will take time to clean up. He thinks horses purchased 7-10 years ago, may be a good place to start. An Ad Hoc committee would be helpful to clean up the list.</p> <p>In an effort to build credibility about this project, Chuck recommended that the AHR website should state that we are trying to update the files. We need to reach out to those that have purchased a horse, but haven't yet sent in the transfer papers.</p> <p>Ian will write an article to explain the importance of registry transfer and the responsibility of owners to contact the registry with updates.</p>
<b>10. Personnel/Office</b>	<p>Brian Mitteer – Chair  Members: Gary Leisure, Chuck Hendershot and Carolyn Sutton</p> <p>There was a lengthy conversation about the changes that will occur in the office at the end of the year. The Board is concerned about Ruth &amp; Sue and looking at all options.</p> <p>In an effort to support the workload previously accomplished by the office staff, the committees will have added roles and responsibilities. These committees need guidance and a set of standard procedures and flow. Chuck Hendershot, Paul Sutton and Andrew Yoder will create the procedures for the AHR sales and present the details at the December meeting.</p>
<b>11. Points/Awards</b>	<p>Dana Mitteer– Chair  Members: Rachael Cooper, Steve Verhoff and Brian Mitteer</p> <p>Nothing new to report.</p>
<b>12. Promotions/ Advertising/Regional Support</b>	<p>Dave Kraus – Chair  Members: Mike Williams, Mariana Abbott and Brian Vannarsdall</p> <p>Dave reported that a business card size ad was placed in Farm Journal for \$125.</p>
<b>13. Publications</b>	<p>Gary Leisure – Chair  Members: Emily Gibson, Paul Sutton, Kim Spann, and Ruth Schwab (office consultant)</p> <p>Paul Sutton shared an idea of creating an 8 X 10 hardbound, 30 page Haflinger book with small captions of what you do with your horses. It would cost @ \$25-35 and sell for \$40-50.</p>
<b>14. Sales</b>	<p>Dave Wilson – Chair</p>

	<p>Members: Phil Greenisen and Andrew Yoder</p> <p>Chuck will work with the committee chairs to report the revenue.</p>
<p><b>15. World Federation</b></p>	<p>Chuck Hendershot – Chair Members: Jennifer Rousseau and Kim Spann</p> <p>The dates for 2014 New York Gold Classic are set and it is planned to tie in Lucas Scheiber.</p> <p>Committee Chairs are: AHR Youth – Lisa Matheny Bylaws – Paul Sutton Classification – Bill Hendershot Finance - Chuck Hendershot Futurity – Robert Eicher Judges - Chuck Hendershot National Show – Lou Sutton Nominating – Paul Sutton Pedigree – Ian Wengerd Personnel – Brian Mitteer Points &amp; Awards – Chelsea Nau Promotions – Dave Kraus Publications – Suzy Haszelbart Sales – Dave Wilson World Federation - Chuck Hendershot</p> <p>D&amp;T will be the responsibility of the Sales Committee</p> <p>This motion was moved by Chuck Hendershot, Dave Kraus 2<sup>nd</sup>, and the Committee Chairs were approved.</p>
<p><b>I. V. New Business</b></p>	
	<p>Chuck brought up the e-mail sent to the Board from an individual inquiring about adding an Appendix to the AHR. She wanted the AHR to consider horses that look like they have Haflinger blood, but no proof of registry, to be recognized as a Haflinger. There was much debate about how other breed organizations handle non registered horses, and if that was something the AHR wanted to consider. The Pedigree committee will get back to the board with their recommendation.</p> <p>Moved by Dave Kraus, and seconded by Chuck Hendershot, and approved that the meeting be adjourned at 10:32 p.m. The next meeting date is Wednesday December 11th, 2013.</p> <p>Respectfully submitted by Susie Haszelbart, Clerk to the Board</p>