

## AHR Board of Director's Meeting June 2014

TOPICS	DISCUSSION
	The June 2014 meeting was called to order by Brian Mitteer at 8:03 p.m. (EST). Attending were: Susie Haszelbart, Melanie Cornman, Dave Kraus, Chuck Hendershot, Ian Wengerd, and Ruth Schwab. Andrew Yoder was absent. Paul Sutton absent with notice.
<b>I. Old Business</b>	
<b>II. Office Update – Ruth Schwab</b>	For the month of May 2014, 4 foal registrations and 124 transfers were completed. There are 145 stallions renewed so far for 2014. We currently have 757 members and 30 Youth members in 2014. There are 59 magazine subscribers. During May our Website homepage was viewed 3357 times. There were 1732 visits to the sale page, 748 to the classified page and 555 to the member farms page.
<b>III. Committee Reports</b>	
<b>1. AHR Youth</b>	Lisa Matheny – Chair, Dave Wilson – co-Chair; Members: Lisa Schott, Sherry Bradshaw, Ian Wengerd.  No Report Received
<b>2. By-Laws</b>	Paul Sutton – Chair Members: Ian Wengerd, Brian Mitteer, Andrew Yoder.  No Report Received
<b>3. Classification</b>	<p>Bill Hendershot – Chair; Members: Chuck Hendershot, Jennifer Rousseau, Robert Eicher, Ray Miller.</p> <p style="text-align: center;">CLASSIFICATION COMMITTEE REPORT JUNE 2014</p> <p>The proposed changes to the inspection and classification policies and procedures along with the specific sections to be modified are included as a separate attachment to this report. The Committee fully supports these changes and recommends the Board adoption as presented. The Code of Ethics for Senior C Judges is presented with the full support of the Classification Committee with the recommendation that the Board approve the document as proposed.</p> <p><b>2014 Inspection and Classifications</b></p> <p>As of this report, we have not had enough horses committed to support a classification in any location. However, Tudor Oaks has agreed to cover the costs of holding an inspection at their facility in Chicago, Illinois to comply with the requirements of their purchase agreement for the new B line stallion, stating that the horse has to be inspected as a 3 year old and that the panel must include an Austrian judge. Jennifer was making contact with potential judges to make sure that she had the ability to support the event with judges prior to final commitment. Jennifer is not intending to advertise or take any action to reduce the horses that would be presented at New York.</p> <p>After discussions, primarily concerning not holding an inspection in New York, because of the lack of committed horses, the committee decided to recommend the Board approve an inspection in both locations, despite the limited interest. The thought behind this recommendation is that Lukas Schreiber will be in the United States to conduct the inspection at Tudor Oaks, which would cover the majority of his costs, and that other personnel, judges and scribes, would be in New York at little or no cost to the program as part of the New York Gold Classic. Therefore, we would hold an inspection at both facilities, regardless of the number of horses registered for inspection. The feeling is that it is important to establish a dependable pattern of inspections to build the program.</p> <p>There has been limited or no additional registrations since the Spring Sale. Registrations are scheduled to close June 15<sup>th</sup>.</p>
<b>4. Finance</b>	<p>Chuck Hendershot – Chair Members: Board of Directors (Office Consultant Ruth Schwab)</p> <p>Overall the financial performance of the Registry in 2014 is significantly ahead of 2013. The Registry reports net income through May of 2014 of \$5,246 compared to a loss of \$13,900 for the same period of 2013. 2014 performance benefits from the timing of the spring sale which is reported in May this year, adding \$4,234 to net income for the period. In 2013, the spring horse and tack sale generated \$3,990, which was reported in June of 2013; therefore, our gap between 2014 and 2013 will narrow when we report for the six months ending in June of this year. Looking past the timing differences in May, the</p>

	<p>performance for the year is primarily driven by the reduction in staff costs in 2014, which saved \$12,700 in employee costs and \$2,300 in office expenses.</p> <p><b>MEMBERSHIP SERVICES</b>  Membership services continue to operate with at a loss for 2014. However, with the savings in staff and facility costs of approximately \$15,000 has decreased the loss from \$18,300 in 2013, to \$6,700 through the first five months of 2014. The savings from staff reductions and facility costs were partially offset by reductions in revenue from Memberships, Registration Fees and Stallion Licenses. Although the revenue continues to decline in 2014, the rate of decline has lessened and could set a bottom from which we can build for the future.</p> <p><b>PROGRAMS</b>  Although our program year just started, the performance at the recent Spring Sale and Tack Auction are promising as through May our programs are providing a contribution to the general fund slightly ahead of budget and only slightly behind 2013 when we consider the timing difference of the Spring Sale reporting.</p> <p><b>National Show</b>  The National Show reported a negative expense in the first five months \$2,000, as we discovered that the accrual of the payout for the Draft Nationals was not reversed when the payments were made. The result was a double counting of the expense in 2013. Therefore, we are expecting the National Show to return a profit for 2014 of the \$2,000. If this is achieved then the program will operate 2014 at breakeven. Basically, we should have reported better results in 2013.</p> <p><b>Magazine</b>  The magazine results for the first five months are well below 2013 and budget. While expenses are ahead of 2013 by approximately \$2,000, they are in line with our budget expectations. However, revenue is \$2,300 below budget and slightly under 2013. The bottom line is through the first five months the contribution expected from the magazine is \$2,000 below budget and \$2,700 below the same period last year.</p> <p><b>AHR Store</b>  The AHR Store contributed \$1,000 to operations in the first five months. We had not anticipated any contribution from this program as we ran-off our inventory until we could afford to restock and revitalize our product line. This contribution exceeds the amount contributed for the first five months of 2013 by \$400. Thanks to everyone who purchased something from the store and to the staff who continued to push our limited remaining inventory.</p> <p><b>Fun Auction</b>  The Fun Auction reported is lowest results in over 5 years with income of \$1,900. Our normal income from this event is \$3,000 and the shortfall of \$1,100 will be hard to make up.</p> <p><b>Spring Sale and Tack Auction</b>  The net income from the Spring Sale and Tack Auction was inline with the budget for 2014. Last year, we did not complete the accounting for the sales until June, so the results were not reported in May. However, looking at last year’s results, the sale is projected to generate approximately \$700 over the 2013 sale when all the dust settles in June. We do have a number of risk issues, returned checks and uncollected purchase payments that need to be resolved of the results will be negatively impacted. The Sale Committee and Office staff are working all issues and there is currently no reason to expect any right-offs associated with these outstanding items.</p> <p>Overall the actions taken at the beginning of the year are producing the expected results and improving our financial results. We still have a long way to go to finish 2014, but there is reason to be positive and expect results ahead of 2013.</p>
<p><b>5. Futurity – SIP</b></p>	<p>Robert Eicher – Chair; Members: Paul Sutton, Mahlon Miller, Doug Sutherland, Steve Webel  No Report Received</p>
<p><b>6. Judges</b></p>	<p>Chuck Hendershot – Chair; Members: Bill Hendershot, Jacque Woodward, Lisa Schott, Bill</p>

	<p>Jameson, Karen LaBell, and Ray Miller.</p> <p>A Judges and Exhibitors Clinic is being planned for following the inspection on July 10<sup>th</sup> at the New York Gold Classic. Lukas Schreiber will be the presenter and discussion topics will include</p> <ul style="list-style-type: none"> <li>• The new 11 point scoring system being developed and implemented in Austria and hopefully worldwide for the Haflinger</li> <li>• Key areas of focus for inspections</li> <li>• Differences between inspections in the United States and Europe</li> <li>• Thoughts on the Haflinger worldwide and the development of the Breed</li> </ul> <p>Additionally, we will present the new code of ethics to be implemented for the AHR judges. A flyer for the event is included with this report.</p>
<b>7. National Show</b>	<p>Lou Sutton – Chair; Members: Bill Jameson, Steve Verhoff, Carolyn Sutton, Rachael Cooper, and Brian Mitteer.</p> <p>The Judges for the National Show have been posted on the AHR website.</p>
<b>8. Nominating</b>	<p>Paul Sutton – Chair; Members: Betty Miller, Judy Winkler.</p> <p>No Report Received</p>
<b>9. Pedigree</b>	<p>Ian Wengerd – Chair Members: Doug Hoskins, Theo Hug, Emily Gibson.</p> <p>No Report Received</p>
<b>10. Personnel/Office</b>	<p>Brian Mitteer – Chair Members: Board of Directors</p> <p>No Report Received</p>
<b>11. Points/Awards</b>	<p>Chelsea Nau – Chair Members: Brian Mitteer, Kathy O’Brien, Alicia Lucarelli.</p> <p>No Report Received</p>
<b>12. Promotions/ Advertising/Regional Support</b>	<p>Dave Kraus – Chair; Members: Mike Williams, Marlaina Abbott and Brian Vannarsdall.</p> <p>No activity this month.</p>
<b>13. Publications</b>	<p>Susie Haszelbart – Chair; Members: Jacquie Woodward, Melanie Cornman, Susan Van Horn.</p> <p>A number of articles are being worked on for the next issue. There was a request to the board to reach out for training articles.</p>
<b>14. Sales</b>	<p>Dave Wilson – Chair Members: Phil Greenisen and Andrew Yoder.</p> <p>No Report Received</p>
<b>15. World Federation</b>	<p>Chuck Hendershot – Chair; Members: Jennifer Rousseau, Kim Spann, and Donald Sommer.</p> <p>The executive Committee of the World organization met in Austria from June 6<sup>th</sup> thru 8<sup>th</sup>. Several issues were on the agenda including the Fall General meeting and the World Haflinger Show in 2015. Jennifer Rousseau attended the meeting and a report should be available for the next meeting on the meeting activities and discussions.</p> <p>Lukas Schreiber, President of the International Federation will be in the United States in July, visiting some farms and participating in two classification inspections.</p>

	<p>The Fall General meeting is expected to be held in September of 2014. Although plans are not finalized, the meeting will probably be the last weekend in September in Ebbs, Austria to coincide with the annual filly sale and this year's elite mare inspection. The dates and schedule for this meeting should be firmed up with the report from the Executive Committee meeting.</p>
<b>I. V. New Business</b>	
	<p>Moved by Dave Kraus and seconded by Chuck Hendershot and approved that the meeting be adjourned at 8:44 p.m. The next meeting date is Wednesday, August 13<sup>th</sup>, 2014, with no meeting in July.</p> <p>Respectfully submitted by Susie Haszelbart, Clerk to the Board</p>