

American Haflinger Registry
Board of Directors Meeting
November 4, 2016

<input checked="" type="checkbox"/> Chuck Hendershot President At-Large	<input checked="" type="checkbox"/> Bill Ellingson 1st Vice President Central Region	<input checked="" type="checkbox"/> Ian Wengerd 2nd Vice President East Central Region	<input checked="" type="checkbox"/> Judy Winkler Clerk to the Board At-Large
<input checked="" type="checkbox"/> Missy Shanahan Treasurer	<input checked="" type="checkbox"/> Dave Ayers Eastern Region	<input checked="" type="checkbox"/> Melanie Cornman At-Large	<input checked="" type="checkbox"/> John Dunkle At-Large
Susan Haszelbart Western Region	<input checked="" type="checkbox"/> Glenn Yoder At-Large	<input checked="" type="checkbox"/> Ruth Schwab Executive Director	

Topic	Discussion	Decision(s)	Next Step(s)
Call to Order by Chuck Hendershot at 4 pm			
Election of Officers	Properly moved, seconded, and unanimous decision for each unopposed officer.	President: Chuck Hendershot 1st Vice President: John Dunkle 2nd Vice President: Bill Ellingson Treasurer: Dave Ayers Clerk: Missy Shanahan	

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Current finances	The board looked carefully at current financials and forecasted income/expense for the balance of 2016.	AHR continued the decline in memberships and paperwork transactions forcing the board to look at alternate options for continued operation.	
Director visit to office	<p>Several board members shared thoughts following a visit to the AHR office earlier in the day.</p> <p>It is crowded with old files. Is old paperwork necessary when pedigree can be found electronically?</p> <p>There is a rather large pending file with some very old transactions that may no longer be viable.</p> <p>There is a dead horse file. Is it necessary to maintain the hard copy when pedigree can be retrieved electronically?</p>	<p>Possibility of putting files in storage to determine cost effectiveness of scanning before paper documents are destroyed.</p> <p>These transactions will need a case-by-case review to determine a next step if one is needed at all.</p> <p>Consensus that these files could be stored for destroying with additional paperwork deemed unnecessary if so determined.</p>	Pedigree committee may need these transactions.

	When replacement pedigrees are issued, the original registrar signature is signed with current executive director initials.	Should these former signatures be recorded in another way?	As office procedures are written and approved, this practice will be addressed.
Membership Committee	<p>Missy Shanahan was appointed by President, Chuck Hendershot as chair for this committee.</p> <p>Current fees were discussed along with the benefits of membership. There is a continuing decline in memberships. Board wants committee to focus on stopping the decline and increasing membership. Current membership is about 4% of all owners, The 3-year goal is to have 12% of owners as members.</p> <p>Committee has also been assigned to write renewal procedures including reminders and rolling memberships.</p> <p>More communication is needed to maintain enthusiasm and engagement with fellow members.</p>	<p>Dave Ayers moved 2017 membership rates be:</p> <p>\$65 w/all benefits (i.e., reduced fees for registry paperwork, voting privileges, free participation in points & awards programs, participation in national shows & futurity, access to website services, e-newsletter, and printed copy of <u>Haflinger Horse</u> as well as any programs and/or catalogs.</p> <p>\$55 all benefits with electronic access to the magazine (no printed copies of <u>Haflinger Horse</u>) .</p> <p>\$45 all benefits except access to <u>Haflinger Horse</u> (print and electronic) magazine.</p> <p>John Dunkle seconded Motion carried unanimously.</p>	<p>New fee options need communicated</p> <p>Procedures and decision tree needs created</p>

Recessed for the evening by consensus at 8:40 pm	
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Reconvened at 8:30 am on 11-5-16	
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X Chuck Hendershot President At-Large	X John Dunkle 1st Vice President At-Large	X Bill Ellingson 2nd Vice President Central Region	X Dave Ayers Treasurer Eastern Region
X Missy Shanahan Clerk to the Board	X Melanie Cornman At-Large	Susan Haszelbart Western Region	X Ian Wengerd East Central Region
X Judy Winkler At-Large	X Glenn Yoder At-Large	Ruth Schwab Executive Director	

Office Operation	<p>Current registry operations cannot continue as is due to financial situation. Expenses have been trimmed to bones over last few years. By consensus, it is time to close office and eliminate full time position. Brainstorming of ideas to complete registry paperwork transactions, magazine, and general inquiries.</p> <p>Procedures need to be identified and carefully written for future worker(s) in</p>	<p>Chuck Hendershot will get quotes on working through a data center</p> <p>Judy Winkler will work with Ruth Schwab to develop procedures for registry transactions.</p>	<p>Cost of data center involvement</p> <p>Procedures and decision tree</p>
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	completing registrations, transfers, stallion licenses, stallion license renewals, memberships, etc.		
Office move out	A timeline and checklist must be established	Dave Ayers will begin this task	Office move out timeline and checklist
Pedigree	Ian Wengerd will continue to chair this committee.	Procedures and decision tree must be established.	Procedures and decision tree
Registry Transaction Fees	These fees have not increased in the past few years.	John Dunkle will configure rate increases.	Rate increases
Sharing Our Story	Board wants a positive version of our story shared including facts and timelines.	Chuck Hendershot will compose public statements.	Our story
<u>Haflinger Horse</u> magazine	Will Jessica Hanney take on this portion of the office and become the magazine editor? Committee will need to work on: the timeline, deadlines, article creation and/or recruitment, advertising rates and sales.	Melanie Cornman will confirm Magazine will continue to be a quarterly publication.	Magazine editor
Advertising Rates	Board discussed 2016 membership advertising packages	Dave Ayers moved: Premium Membership Package for \$550 to include \$65 membership, 4 black/white full page ads, farm listed in magazine and on website Deluxe Membership Package for \$950	Package options must be communicated to members.

	Discount for affiliate associations and breed show committees?	<p>to include \$65 membership, 2 color full page ads, 2 black/white full page ads, farm listed in magazine and on website</p> <p>Platinum Membership Package for \$1300 to include \$65 membership, 4 color full page ads, farm listed in magazine and on website</p> <p>Business Packages:</p> <p>#1 for \$1700 to include 4 full page color ads</p> <p>#2 for \$1000 to include 4 half page color ads</p> <p>#3 for \$500 to include 4 full page black/white ads</p> <p>#4 for \$300 to include 4 half page black/white ads</p> <p>#5 for \$180 to include 4 quarter page black/white ads</p> <p>Ian Wengerd seconded. Motion carried with unanimous approval.</p> <p>Dave Ayers moved for affiliate associations and breed show committees to receive a 15% discount from business packages. Glenn Yoder seconded. Motion carried unanimously.</p>	<p>Package options must be communicated to businesses.</p> <p>Discount on package options must be communicated with affiliate associations and breed show committees.</p>
Applicant (part time)	Hours needed, pay range ideas 2-3 yr position	John Dunkle will investigate	Job Description options
National Show & Fun Auction	Hitch show very little expense & no work - could	No change	

Committee	<p>continue annually</p> <p>Sport show lots of work and expense with some years profitable and some years a loss</p> <p>Judy Winkler will be the board representative.</p>	<p>Dave Ayers moved that AHR host no national sport show in 2017 w/planning for a biannual show beginning in 2018 Glenn seconded.</p> <p>Motion carried unanimously.</p>	<p>Chuck Hendershot will talk with Karen Young regarding chairmanship.</p>
Judges Committee	<p>John Dunkle and committee will continue with breed standards, recruitment, and training.</p>		
Futurity & Stallion Parade Committee	<p>Mary Procopio & Jennie Deephouse have volunteered to co-chair American Made (hitch futurity) as a sub-committee with Kyle Love as chair.</p> <p>Haflinger Breeders Co-Op as a sub-committee with Robert Eicher as chair.</p> <p>Bill Ellingson will be the board representative.</p>		<p>Chuck Hendershot will confirm chairmanships.</p>
Youth Committee	<p>Susie Haszelbart was appointed chair by Chuck Hendershot, President.</p> <p>Patti Montoya will be asked to serve.</p> <p>Activities for youth at AHR events, newsletters, scholarship announcements,</p>		

	etc. is needed.		
Sale Committee	Dave Ayers will be the board representative. Erwin Slabaugh was nominated as chair		Chuck Hendershot will confirm.
Inspection & Classification Committee	Bill Hendershot will continue as chair. Melanie Cornman continues as the board representative		
Points & Awards Committee	Susie Haszelbart will continue as chair		
World/International Committee	No changes to committee are needed at this time.	Chuck Hendershot, John Dunkle, and Jennifer Rousseau	
Merchandise	What merchandise is on hand and how might it be moved to sales?	Judy Winkler will inventory.	Merchandise inventory
Personnel Committee	Need to comply with Ohio law regarding employment	Judy Winkler moved that Ruth Schwab receive an \$8/week raise beginning December 1, 2016. Melanie Cornman seconded. Motion carried with all approving.	
“Pending” Problem Transactions	XX- transfer paid; registry to absorb duplicate pedigree cost XX seeking transfer from XX XX 7.013% non-haflinger blood (Germany) gelding -	Consensus Waiting for XX to send papers Conversation that doesn’t qualify for registration at this time - XX can research	Ruth Schwab to complete transaction Still holding Chuck Hendershot will communicate the information

	flagged b/c too few generations on the passport (4 not 6)	more generations; invite to join; won't deny her from USDF breed shows	
Adjourned at 2:45 pm			Additional meeting(s) may be called in November to update board on the above actions
Next meeting will be December 14, 2016 at 8 pm			