

American Haflinger Registry
Board of Directors Meeting
December 14, 2016

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	X Susan Haszelbart Western Region	X Ian Wengerd East Central Region
X Judy Winkler At-Large	X Glenn Yoder At-Large	Ruth Schwab Executive Director	

Call to order by Chuck Hendershot at 8:05 pm

OLD BUSINESS & COMMITTEE REPORTS

November 4 & 5, 2016 Board Minutes

Missy Shanahan shared electronically. Are there any corrections. Ian Wengerd needs pdf format. Glenn Yoder needs fax or print via mail. Google doc works for others. Dave Ayers moved to accept minutes. Susie Haszelbart seconded. Motion carried.

Discussion regarding Susie's concerns that the decisions are rushed. Focus is to maintain the core of the registry (i.e., registrations, transfers, stallion licenses, and DNA).

Yahoo group needs owner transfer from Ruth Schwab to board clerk to maintain access to previous board minutes.

November 14, 2016 Board Minutes

Missy Shanahan shared electronically. No corrections. Missy Shanahan moved to accept. Melanie Cornman seconded. Motion carried.

November, 2016 Financial Report

Ruth Schwab shared electronically. No corrections.

Personnel Committee

Chuck Hendershot shared that Ruth Schwab will be finishing December 31, 2016. Sue Casseday has been hired as a contracted employee for mail handling (price is being negotiated) and registry transactions (set rate per piece).

Ian Wengerd requested that the Pedigree Committee may need Sue Casseday on some conference calls for some “problem” cases. Dave Ayers shared that Sue Casseday is willing to help and will be fair. We will monitor that it does not become excessive.

Office Relocation (Ad Hoc) Committee

Dave Ayers reported that a new AHR mailing address is PO Box 2690, Akron, OH 44309.
Dave & Aileen Ayers inventoried and boxed merchandise.
Moving is set for one day between December 25-30.
Items will be stored safely and remain accessible.

Storage trailer at Ashland Fairgrounds: needs title, plates, and moved during 2017 for use at future events.

Office Procedures (Ad Hoc) Committee

Judy Winkler shared the draft marked as Appendix 1. Discussion: Need to continue to add answers to the questions - what to do if yes. What happens if no? Where are problems kicked for further action? Ian Wengerd and Judy Winkler will work with Ruth Schwab on the fee structure as part of the the Pedigree and Office Procedures committees.

Glenn Yoder questioned whether the amnesty program was still in existence. Consensus of yes. Ian Wengerd will confirm.

Membership Committee

Missy Shanahan shared that Ruth Schwab has revised the membership form to reflect Nov 4 & 5, 2016 Board decisions. Jessica Hanney is updating the website with the changes. A downloadable form will be included as soon as the PO Box is confirmed. Question: Should memberships be sent directly to Missy Shanahan or to AHR PO box (which will require additional work for Sue)? Consensus that memberships will go through the PO Box. A member email group is building that can be used for

membership reminders, e-newsletters, and other updates as needed. A separate list will be maintained for those that require a paper copy. Ruth Schwab confirmed there are 220 paid (and lifetime) members for 2017.

Dave Ayers shared the payment structure would be: membership, stallion license, DNA, registration, then transfer when multiple payment is made with one check. Judy Winkler moved to accept. Missy Shanahan seconded. Motion carried. Judy Winkler will add the fee structure to the office procedures.

Futurity & Stallion Showcase Committee

Futurity Report is follows as Appendix 2.

Dave Ayers moved to accept the date and location be approved. Bill Ellingson seconded. Motion carried.

Board recommends ongoing look at fee structure. Board suggests a Haflinger Co-op member join the committee. Regarding 3 year old classes: Consensus is to leave alone or provide more info as to why/how this will improve the event. Consensus is that the committee review entry numbers and not continue this age group if not well attended.

Stallion Showcase Report follows as Appendix 3.

Bill Ellingson moved to accept these recommendations. John Dunkle seconded. Motion carried.

Sale Committee

Erwin Slabaugh shared the following info:

Spring all-age Haflinger auction May 19 & 20, 2017 at Ashland County Fairgrounds, Ashland, OH

Friday: Tack at noon, Fun Auction at 2:30 pm Preview at 4 pm, & Stallion Showcase at 6:30 pm

Preview: in hand horses in groups up to 8, driving in groups of 6, under saddle groups, and finally any special training (example: bull whip)

Saturday: auction at 9 am

Early consignments (prior to 2/15/17) have option of photos on web free of charge

Offering on-line bidding

Want consignment forms out early January

Want more advertising in catalog - committee is working on - no rate changes

Vendor space available

Consignment deadline March 31 for catalog

Ian Wengerd has copy of the signed contract for those dates with Ashland County Fairgrounds (Ohio).
If sale profits, excluding the DV Auction, the profits will be paid by those profits instead of asking for more sponsorship.

Glenn Yoder moved to accept the committee's recommendations. Melanie Cornman seconded. Motion carried.
Missy Shanahan moved to accept the schedule of events. Glenn Yoder seconded. Motion carried.
Consignment forms and details of the event will be distributed via email, mail, facebook, web, and magazine.
The Board appreciates the innovative thinking and enthusiasm of the committee to improve this event.

Inspection & Classification Committee

Committee report follows as Appendix 4. No action required at this time.

Show Committee

Committee's report follows as Appendix 5.

Board consensus agrees with the recommended time and venue. Until Fun Auction monies are raised, AHR can not commit funds. Consensus is that the committee may move forward with fundraising efforts.

NEW BUSINESS

Dressage federation sponsorship of \$200 membership USDF making AHR Haflingers eligible for regional awards is due plus ribbons (approximately \$310). John Dunkle moved to continue this sponsorship. Melanie Cornman seconded. Motion carried. Melanie Cornman and Dave Ayers will ensure payment.

Horse Illustrated is requesting information. Chuck Hendershot will talk with them.

New pleasure driving show July 8-9, 2017 in Clintonville, Ontario. Haflingers on demonstration. Chuck Hendershot will talk with them.

Dave Ayers inquired about bank account moving. Consensus is that minimum deposits for opening new accounts be issued so that money can be transferred after reconciliation. Dave Ayers is also working with USDA to determine whether we still need that account for sale and if so, how much money is required.

Meeting adjourned at 10:20 pm.

Next meeting will be January 11, 2017.

Respectfully submitted by,
Missy Shanahan
Clerk to the AHR Board

Appendix 1

Registrations Procedures

1. Record date received, amount received, and method of payment on application.
2. Record payment in Accounting software.
3. Is owner a member? Correct fee received?
4. Download or scan pictures.
5. If suffix is used, is it registered?
6. Was Mare of correct breeding age when bred, DNA tested?
7. Is Stallion Licensed and renewed for current year?
8. If Stallion not owned by Mare owner, is there a breeding certificate?
9. If bred A.I. or registration is for a filly, has DNA report been received?
10. Is Name within character limits, unique?
11. Print Pictures on Certificate.
 - a. Enter information on Heavy Horse and print Certificate.
12. Sign certificate, place AHR seal, and emboss it.
13. Place certificate in plastic seal and mail with blank transfer form, blank registration form, if Stallion, blank gelding form. If non-member send membership application.

Certificates of Transfer:

1. Record date received, amount received, and method of payment on transfer.
2. Record payment in Accounting software.
3. Is Original Certificate with transfer form?
4. Has transfer form been signed by current recorded owner?
5. Has Transfer been received in acceptable amount of time?
6. Enter information on Heavy Horse
7. Print new owner on back of certificate and sign.
8. Put Certificate in plastic sleeve and mail to new owner with blank transfer form and blank membership application if non-member.

Gelding Application:

1. Record date received, amount received, and method of payment on gelding application.
2. Record payment in Accounting software.
3. Is Original Certificate with gelding application form?
4. Is Veterinary Certification with application?
5. Update Heavy Horse.
6. Print New Certificate, sign, seal, and emboss. Mail to owner.

Appendix 2

Futurity Report: The following people have agreed to continue to serve/join the Futurity Committee: Mary Procopio, Dave Ayers, Kyle Love, Jennie Deephouse, Jessica Hanney.

We looked into a location in Ohio for the AHR 2017 Futurity. After talking with Kyle Love it was determined that there would not be enough stalls to hold the Futurity in conjunction with the draft hitch series show being held in northern Indiana. There are no USDF breed shows scheduled in Ohio for 2017, which was another option. Universities with horse facilities in Michigan and Ohio, as well as some other large farms that host shows, were either not available in the time frame we needed, were too expensive, or in the case with Michigan, several exhibitors from the East coast said that they would not travel here for a Futurity/would have to think about it because of the distance. Because of that, we would like to propose that we hold the 2017 futurity on August 25th-26th (F/S) at WK Farm (Windy Knoll Farm) in Sullivan, Ohio. This date does not conflict with any of the draft shows, or with any of the sporthorse shows (that I can tell) that many of our exhibitors attend.

WK Farm is 12.6 miles (about eighteen minutes) from the Ashland Fairgrounds. Their facility can accommodate over 200 horses, has a lighted indoor arena that is 175' x 70' with sand footing and bleachers that accommodate seating for 450 people on three sides of the arena (with radiant heat over the bleachers), a PA sound system that reaches the indoor, outdoor, parking and all barns. The main barn has 33 oversized stalls and is under the same roof as the main show arena. A private viewing room has seats for 25 people. The West Barn has approximately 100 additional stalls. (Those are the two barns we would use.) The North Barn has 49 stalls and 2 exercise arenas with additional bathrooms for larger events. There is also a pavilion with a vendor and picnic area. As they also have obstacle courses, fields and trails through the woods and hazards, this may be an excellent facility to look into having our National Show at in 2018, possibly combined with our Futurity and/or inspections.

WK Farm is under new management, but has been up for sale for quite some time. In speaking with the manager, he said that we could sign a contract agreeing on the terms below and not have to put any money down to hold the date. If it happens that the facility should be purchased between now and then, he does not expect there to be an issue with us losing the date (although, of course, he cannot guarantee it). He did say that it is a large enough facility that he expects anyone purchasing it to continue to hold events, and that one buyer who had been interested was happy to hear that there were events already lined up. There is a sale that is set to happen there in September, so I think we are ok to move forward with the proposed date if the board approves. If we do decide to book the facility, the manager agreed to keep in close contact with me if someone shows serious interest and decides to purchase it. I can also check into another facility as a backup, if needed.

The cost for coming in on Friday and showing/departing Saturday would be \$900 to rent the Main Barn/Indoor Arena and West Barn. They have just one shower there, no camper hookups (but people may camp on the grounds, and there is a place to rent small generators up the road for \$25), they do have bathrooms and would bring in a few port-a-johns that we would have to cover cost of (\$150 total). Stalls are only \$25 and include one bag of shavings (additional shavings are \$5.00 per bag. If we were to use this facility for the national show at some point down the road (or potentially, a sale), the use of the entire facility would be in the area of \$1200 per day. It might be an option for future sales as well.

After speaking with people on the committee and some others who show at the futurity, we would like to propose the following to the Board for consideration:

WK Farm is available in late August the weekend of August 25-26, 2017. (They may also be available Labor Day weekend if another organization does not rebook for 2017, but I would suggest the weekend of the 24th.) Many exhibitors I have spoken with would like an earlier futurity (than October) to avoid the necessity of body clipping horses. This will allow exhibitors to show while horses are still in a good summer coat. If we rented this facility for the futurity, we could charge \$45 for horse stalls (which, I think is what we paid last year) and keep tack stalls at \$25. That would cover the cost of the facility and give us some money towards judges. If we combined with I & C, that would bring in more money to cover expenses.

Hold an Inspection and Classification with the Futurity in 2017 to help offset expenses. I have spoken with several people already who show draft and pleasure and who would be interested in bringing horses to be classified on the proposed date as it is a weekend that does not conflict with draft or pleasure shows.

Thinking ahead to the future, combine the Futurity/National Show and Inspections in 2018 and hold them at WK Farm in August or September, OR possibly combine the National Futurity with the National Dressage Pony Cup and KDA Dressage/Breed Show in Lexington, KY at the Kentucky Horse Park (if they are willing to move the National Pony Cup/KDA show back to Labor Day weekend or sometime in August/September). The latter would give us huge exposure to other people with pony/horses competing at both shows, and our futurity participants would be eligible to participate in the in-hand classes, as well as under saddle classes for the older horses. Last year the National Dressage Pony Cup was live-streamed, and I believe they plan on doing so again this year and in the future. (If this is an option that you want to consider, let me know and I can contact the people organizing the Pony Cup and KDA show to see if they have any interest in moving it to Labor Day weekend and including us in their schedule.)

We would like to recommend the additional changes to the Futurity:

Separate the three year old halter classes back out as we do with the other age groups so that Stallions/Geldings compete in a separate class from mares. Several participants felt very strongly about this. (It is similar to when the National Show did away with the junior stallion champion for several years because they felt that there were not enough participants to warrant the separate class/award.) It is not the participant's fault if there is low attendance, and if we want to encourage attendance, we want to do everything we can to appeal to the exhibitors and to encourage them to attend.

Allow three-year-olds the option of showing under saddle/driving the way two-year-olds have the option in order to encourage participation (rather than forcing them to do both in order to participate). We have lost participants in the past because of this rule, because some people do not want to start their three-year-olds under saddle, or their trainer/rider is unable to attend the futurity to ride their horse. By allowing them to participate in this manner, we may get more participation which will generate more funds. Those that want to be eligible to win champion three-year-old will still need to participate in the performance classes (as the two-year-old are required to do), while those who only want to show halter may do so.

Use some of the Futurity money to pay a cash award to the breeder and stallion owner of the first place weanling in each category. Or, if the SIP class is run the way it is, use some of the SIP money to pay out to Breeder/Stallion Owner in first place.

Some people liked the suggestion of not having a separate SIP class but putting that money into the Futurity pot for all four weanling classes, since all stallion owners as of 2016 were required to nominate their stallions and pay the fee. By putting the money back into the futurity, it could increase the payouts for futurity participants, and there would be extra funds available to pay the breeder and stallion owner mentioned above whose offspring win in the four weanling classes. There were others that I spoke with who were not in favor of this. I think it would be worthwhile to poll futurity participants to see what they think, as increasing the pot and spreading the money around between the four weanling classes may also encourage and increase participation.

Respectfully submitted,

Mary Procopio

Appendix 3

Stallion Showcase Report: The following people have agreed to continue to serve on/join the Stallion Showcase Committee: Mary Procopio, Leon Miller, Jennie Deephouse, Eva Sellers

I have spoken with Erwin Slabaugh about the schedule for the Stallion Showcase Friday evening and the Stallion Service Auction on Saturday. The schedule will remain the same as last year, with a reception hosted by the stallion owners and the Stallion Showcase starting at approximately 6:00pm (after the sale preview). On Saturday, there will be a meet and greet with the stallion owners in the stallion barn one hour before the sale begins. The stallions donating a service will go through the ring at the beginning of the sale, with the auction being done by online and by silent bid as it was done last year, and closing at 11am.

The sale ad in the magazine has been updated to include the showcase on Friday night, the meet and greet on Saturday morning and the Stallion Service Auction so that people know that it is taking place. Jessica is working on the Stallion Showcase/Auction ad to get in this issue of the Haflinger Horse magazine as well (for stallion owners who have already verbally committed and sent me photos and information).

Some changes that we would like to recommend for 2017:

Adding another option for stallion owners with conflicts or who live too far away to bring their stallions: For \$50, stallion owners can participate in the online auction and get advertising for their stallions. If the breeding sells, AHR gets the funds, minus the \$50. There are already six stallion owners interested in this option—one from out west—all of whom have verbally committed to participating (two of whom may bring their stallions if possible). This should not affect those who are interested in bringing their stallions. (At least three stallion owners are planning to do so who came last year, with two others coming if possible, or doing the online only if they are unable to attend, and another person hoping to attend who did so several years ago.)

Stallion owners who would like to bring two stallions and offer choice between the two only have to pay \$50 for the second stallion (to cover stall and hospitality). This will encourage stallion owners with more than one stallion to bring both and make it more economically reasonable for them to do so.

Encouraging all stallion owners who participate in the Stallion Showcase to donate a breeding, and earmarking 100% of funds raised from the Stallion Showcase and Service Auction for the Futurity to increase the futurity pot (rather than offering choice

between Futurity, General Fund, or Youth Fund. As the money is being raised from breedings/stallion participation, we feel that the money should go towards the Futurity.

Respectfully submitted,

Mary Procopio

Appendix 4

Inspection & Classification Committee Report

OLD BUSINESS:

Classification for 2016 was completed successfully with 8 horses scored.

One appeal was received and issue was resolved as recommended by the Committee and approved by the AHR Board.

Certificates have been mailed to all participants.

NEW BUSINESS:

First of November a request was placed on the web for a host in Western United States.

Request forms were generated and placed on the web site.

A request for host reminder was placed on the web end on November, a) received an email request for information of host responsibilities from Heidi L. Pfosch of Kalispell, MT. Will respond to her. (Not sure how we could ever get enough horses to cover all the expense involved at that location, at least 4 airfares, housing, meals, judges fees. At the inspection fee 20 horses would not come close to covering the cost.)

Mary Procopio has discussed having it at the Futurity Show but we have not pursued it any further at this point. Will follow up on this possibility. The time and location is very do able providing we can get sufficient horses to cover expenses.

At this point have confirmed two committee members for 2017 and will continue to contact individuals to fill the committee for the January Board meeting. Presently confirmed members are Melanie Cornman and Mary Procopio.

Submitted by:
Bill Hendershot

Appendix 5

National Show Committee Report

The Committee has been hard at work this past month with the following individuals confirmed as COMMITTEE MEMBERS: Jessica Hanney, Lisa Schott, Steve Verhoff & Karen Young

Priority has included researching venue options and available dates for the 2018 National Show. Considering past experiences with Eden Park and Roberts Arena, we have not contacted them. We have contacted the following Ohio venues: Iron Gate Farm, Country Heir Farm, and Majestic Farm.

Iron Gate Farm does not have enough stabling or any available weekends. It is used for a number of weddings and social events and their calendar is booked well in advance.

Country Heir Farm has been difficult to connect with, however, the more we researched, it looks like this farm holds shows OFF grounds, so we doubt it would be able or want to host our show.

Majestic Farms (Batavia, OH) can offer Indoor B, 2 outdoor arenas, 150 stalls in Barn C/D/E with competitors lounge, wash racks, announcer's tower, dressage and jump equipment, 12 RV hookups with water & electric, and it includes grooming of the arena in the AM and at lunch. Extra water is \$50/truck load, which is the only extra cost in addition to the \$16,000 for 4 days of showing. A \$1,000 deposit would be required with the balance due after the show. Generally, the summer is slow because of the heat, so the grounds would be available, but not climate controlled. This is a boarding facility also, so there would be some necessary coordination between the show and the regular clientele.

We have also contacted one venue outside of Ohio, which after thoughtful consideration has been our

RECOMMENDED VENUE: Kentucky Horse Park, Lexington, KY

For \$5,000 per day the Committee feels the Kentucky Horse Park can offer so much more: Climate controlled 135 x 308 foot Alltech Arena, 170 x 70 covered warm-up area, 3 arena waterings per day, sufficient stabling in 3 adjacent barns, \$20/stall/night, on-ground concession, built-in spectators, advertising of our show at the Park, restrooms, camping (booked by individuals one year in advance), shower facilities, and nearby hotels. Dressage equipment is available. We would need to bring in our own jumps, whose rental cost could be offset by sponsorships. There is a \$1 utility fee/day/exhibitor and a one-time \$10/exhibitor office fee, which we foresee as being built into the exhibitor's cost alongside stall fees. A 25% deposit (\$5,000) is due upon booking and the balance due 30 days after the show. One free move-in day is included. Additional move-in/out days are

available for half price. One summer weekend is available in 2018: July 5 through July 8. If we were to raise enough funds to extend the event, July 4th is also available. Additionally, *the Park is open to arranging a demonstration by the Haflinger breed* (i.e. the drill team) in the arena near the Visitor's Center if we were to book the show there and if that was our desire to perform. This location is in close enough proximity to Ohio to still draw the usual exhibitors, yet offers the opportunity to those Haflinger owners south, southeast and west of Kentucky to participate more easily. The exposure gained at this event could garner substantial interest in the breed, helping connect with potential buyers and new AHR members. Furthermore, being able to present such a fabulous site for the 2018 National Show to our exhibitors would help lessen the blow to those who may be disappointed in the lack of a 2017 show. Lastly, the idea of the Kentucky Horse Park as our venue has instilled real excitement among the Committee who is ready to go to work!

THEREFORE, IT IS THE RECOMMENDATION OF THE COMMITTEE *that, based on the Kentucky Horse Park being, in the Committee's opinion, the best venue for exposure of the breed as well as a prime destination for the exhibitor, the 2018 AHR National Show be held at the Kentucky Horse Park July 5-8, 2018, and that the Committee be granted permission to secure the venue and date as soon as possible.*

The Committee would like to gain financial support for 2018 AHR National Show utilizing the following

FUNDRAISING EFFORTS:

AHR Spring Auction (as has been traditionally done with the AHR Spring Sale in Ashland, OH, raising \$4,000-\$5,000 historically. Our plans are to gain additional big ticket items to sell at this event in 2017 & 2018, bringing in even more dollars).

Corporate Sponsorships (reaching outside the Haflinger membership to businesses – i.e. \$2500-\$5000 per sponsorship which would name one of the 4 days after each sponsor. For example Thursday would be Smart Pak Day and would receive extra advertising with their banner live streaming the entire day).

Raffle Items (we would like to secure and raffle – online and in person at various events across the country -- a 2-horse trailer, Kentucky Derby tickets, and other major items that would spark interest and income). We have a list of potential trailer donors – please let us know ASAP if we can move forward with requesting these major raffle items. The sooner we have the donation in hand, the sooner we can begin making money!

Specialty Class/Event Sponsors (i.e. Versatility Class Sponsor \$1500 with \$1000 paid back to exhibitors and \$500 towards awards; Exhibitors Reception Sponsor \$1500 for a nice evening of refreshments and fun; Jump & Arena Sponsors \$TBD – sponsor's name/logo placed on/near the jump/arena wall, helping to offset jump rental costs). Specialty sponsorships will cover specific suggested areas/events, which will greatly benefit advertisers and draw more exhibitors.

Clinic or Event Hostings (i.e. AHR Members host a clinician or event – horse related or not – at their farm and donate the proceeds to the 2018 AHR National Show. This is a great way to include those who would like to be part of the show, but due to distance or finances cannot).

Regional Haflinger Clubs (\$300 donation in exchange for a club promo on the Regional Haflinger Association's Spotlight video playing throughout the show and online).

General Sponsorships (usually by individuals, farms, small businesses)

We would like to setup a 2018 AHR National Show webpage and facebook page, linking both to the AHR website. We would also like to be able to accept donations via PayPal on these same pages beginning ASAP to offer sponsors the opportunity for automatic monthly sponsorship contributions as well as offer exhibitors the opportunity to deposit into their own AHR National Show accounts, virtually saving for the National Show expenses over the course of the next 18 months instead of having to come up with the money all in one summer.

THEREFORE, THE COMMITTEE WOULD LIKE TO REQUEST that the AHR Board grant permission for the Committee to develop the 2018 AHR National Show promotional materials as soon as possible, including sponsorship packets, webpage and facebook pages with online contribution capabilities.

Our Committee is a well-rounded, committed group who is in communication via email most every day. We are excited to work together and feel confident we can make this show pay for itself. To keep the ball rolling, the Committee would like to thank the Board for their prompt replies and responses throughout this endeavor, so that we can stay well ahead of the game, keep the momentum going, and ultimately offer the most cost-effective, successful event possible. We look forward to hearing from you.

Respectfully submitted,

Karen Young, Chair