

Regular Meeting

International Andalusian and Lusitano Horse Association

Board of Directors

In Person

Date	May 29 - 31, 2015	Time	8:00 AM CDT
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Chair in Attendance?
☒

Choose an item.

Janita Smith

Substitute for Chair?
☐

Choose an item.

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Secretary in Attendance?
☒

Choose an item.

-Malen Dell

Substitute for Secretary?
☐

Choose an item.

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Previous Meeting

☐ Previous meeting minutes approved as presented.
☐ Previous meeting minutes approved as corrected.

Janita Smith, President called the meeting to order at 8:00 am CDT

Members in attendance at roll call

Members Absent

Last Name	First Name	Title	In person or Telephone	Last Name	First Name	Title
Smith	Janita	President	In Person	Holman	Nancy	Director R3
Dell	Malen	Secretary	In Person	Branson	Terrye	V.P.
Mohr	Sherry	Treasurer	In Person			
Tilley	Nadine	Director R1	In Person			
Grous	Nicole	Director R2	In Person			
Dismukes	Francine	Director R5	In Person			
Ramsay	Doug	Director R6	In Person			
Stewart	Jennifer	Director R7	In Person			
Camp	Gary	Dir at Large	In Person			

Current strength of body was 12. Minimum # for quorum was 6. Members in attendance was 10.

☒ Quorum Achieved

Members in attendance after roll call

Last Name	First Name	Title	In person or Telephone
Dressler	Kaeli	Director R5	In Person

Guests:

Last Name	First Name	Title	In person/telephone?
Camp	Lisa	Member Region 2	In person
Sausman	Karen	Registrar	In person
Griggs	Dawn	Member Region 5/audit board	In person

TREASURERS REPORT- SHARON MOHR

- Sharon Mohr gave the Treasurers Report and provided documentation on the Profit and Loss, Budget Summary, Balance Sheet

FINANCE AND FUND RAISING REPORT – SHARON MOHR

- No outstanding bills due at this time as respects Finance
- Nothing to report on Fund Raising

MEMBERSHIP COMMITTEE REPORT FROM TERRY BRANSON PRESENTED BY JANITA SMITH

- Terry Branson has been working with Robin McCabe in the Birmingham office. Both Terry Branson and Robin McCabe have the credentials for the Abila program and are learning how to work the program.
- The Registry and Membership offices are now combined into the Birmingham office and as of June 1, 2015 the Birmingham office is now open Monday through Friday.

WEBSITE COMMITTEE REPORT BY JANITA SMITH

- In the process of re-evaluation of the website some of the content is out of date.
- Three proposals for website design and marketing were presented however the BOD believes that the website design should wait until plans for the marketing are finalized.
- Work will be done to make the current site more user friendly.

ELECTION COMMITTEE REPORT BY GARY CAMP

- There were a few minor glitches in the Electronic Election Process from the 2014 Elections and these have been resolved.
- The Electronic Election Process saved the Association money last year ??????????(how much)
- The process for nominations is on schedule and has gone out in the IALHA Newsbrief June 1, 2015.

ETHICS COMMITTEE REPORT –SENT IN BY LEESA NERO PRESENTED BY JANITA SMITH

- A report on the status of the Esquivel Complaint was presented. The IALHA Attorney is in contact with the District Attorney in the respective jurisdiction in Kentucky and will keep us informed as the case develops.

PUBLICATIONS COMMITTEE REPORT BY JANITA SMITH

- The first on line issue of the magazine is available and has been well received by those who have viewed it.
- Articles for publication in issued number 2 are being collected.
- There was a discussion about reinstituting the membership handbook as an insert in the year end publication.

REGISTRY REPORT BY KAREN SAUSMAN

- Most purebred Registries are declining in Registrations. The IALHA Registration of horses is staying consistent.
- The software update is still underway and making progress.
- The vendor discovered the update was more complex than thought but great headway is being made. As the update on the Registry software progresses extra time will be required of the office staff for the testing of the software update.
- The Staff was pleased about the raises and pleased with current conditions in the office

PSL COMMISSION REPORT BY SHARON MOHR

- The PSL Commission will sponsor the travel expenses for the Portuguese Judge to travel to the Andalusian World Cup Show in 2015 to judge the Specialty Halter Classes and provide inspections for Portuguese horses.

➤ Nadine Tilley, made a motion to:

MOTION

The PSL Commission will sponsor the travel expenses for the Portuguese Judge to travel to the Andalusian World Cup Show in 2015 to judge the Specialty Halter Classes and provide inspections for Portuguese horses.

✓ Voting strength of the body was 10. The vote on the motion was unanimous: Motion carried.

➤ Sharon Mohr made a motion to:

MOTION

The PSL Commission will sponsor the travel expenses for the Portuguese Judge to travel to the IALHA National Show in 2015 to judge the Specialty Halter Classes and provide inspections for Portuguese horses.

✓ Voting strength of the body was 10. The vote on the motion was unanimous: Motion carried.

SHOW COMMITTEE REPORT SUBMITTED BY JULIE ALONZO FOR HOWARD PEET PRESENTED BY JANITA SMITH

- Jennifer Stewart and Janita Smith are cleaning out the storage locker in Fort Worth, Texas.
- Jennifer Stewart is taking the majority of the items located in the locker to the National Show in Lexington, VA.
- There was a discussion on site selection for the 2016 National Show scheduled for the Western portion of the United States.
- A request of the Show Committee for additional information on show sites was made to the Show Committee.
- There was a discussion regarding the possible elimination of USEF Halter classes at Nationals that was voted upon by the Show Committee. The BOARD rejected the Show Committee's desire to eliminate the USEF Halter Classes. The USEF Halter Classes will remain a part of the IALHA National Show.

INACTIVE COMMITTEES

- Always a challenge to get volunteers to serve on Committees
- A survey will be sent out and then discussions will take place on how to better populate the committees and which committees will not be populated at this time

STALLION AUCTION

- This year's Stallion Auction did not make any money. Late start and other issues created issues for the auction.

- Suggestions for improvement were made such as offering one horse per region, more exclusive, we need a higher minimum bid. A structure with guidelines to be set up to ensure timely start, effective communication between the Volunteers and the IALHA Office and with the bidders in the Auction.
- Publications Committee will be working with the Stallion Auction Volunteer for 2016.

SHOW RULES COMMITTEE

- Proposal to eliminate the prohibition of cross entries in the driving classes. The Show Committee felt that this would increase the number of entries in the driving classes at the shows.
- Most of the members on the current Board feel that this is not the case and there is a concern that allowing cross entries would encourage the placement of high moving horses in all the driving classes. This is something that we have worked hard to try to prevent

➤ Nadine Tilley, made a motion to:

MOTION *The IALHA Board of Directors declines to approve the request dated May 26, 2015 from the Show Rules Committee to allow cross entries between driving divisions.*

✓ Voting strength of the body was 10. The vote on the motion was unanimous: Motion carried.

STRATEGIC PLANNING

Publications: There will be a "tabletop" hardbound yearbook published at years end that will be issue #4 of our magazine. The remaining three issues will be available online, not in a printed form as before. The member packet is being reviewed and improved for 2016. A decision will be made as to whether the member handbook will be in print form or available online for 2015.

Membership: What are the things we receive from the association worth to our members? How can we increase benefits to the members without increasing fees? What do our members want from the IALHA education? A survey is being created to try to gather information from the membership.

Committees: How can we better populate our committees?

Joint Efforts: How can we work with other equine organizations to bring more horses/owners together at shows and events?

REGISTRY DISCUSSION FOR POSSIBLE FUTURE CHANGES

- Possibly begin registering the offspring of half Andalusian bred to another half andalusian. In other countries this is done with the offspring being called "derivatives". This has been requested by members in the past and currently as well and it is already being done in some countries. This would require a Bylaws change.
- Look into the possibility of offering registration to other Iberian bred horses
- Find ways to encourage the Hispanic population to transfer the horses they are purchasing.
- Establish a tri-lingual (English, Spanish and French) step by step registration process and have it available on our website.

- The registry would like to begin gathering photographs of currently registered horses. Eventually these photographs would be available for all of our members on line and could be very helpful. The Registry has had many requests from members who wanted to see what their horses/future horses ancestors look like.
- Requiring more color tests on submitted registrations.
- The Registry is considering adding the genetic code for color on horses that are color tested.
- The Registry is considering color testing the grey horses since they are actually a color (bay, black, etc) turning grey. This information should be quite helpful to breeders. UC Davis gives IALHA a discount on the agouti red factor, should we build in this cost or add it to the current registration cost. If enough of the sample on file at UC Davis is left, the test can be done on horses already registered.

MORE STRATEGIC PLANNING

Membership - We would like to put together resource pages on the website for the different areas of interest for our members. A breeder page, have forms available for registrations and transfers. A page for members who show, entry forms in a central place, tips etc. A page for buyers explaining the registry process. Classifieds. E-learning pages with videos for the native attire and equipment, correct trimming procedure, braiding, etc. Put together a seller's packet. Set this up in a tri-lingual format.

Member Survey - There was discussion for the preparation of the membership survey and what type questions need to be included.

➤ Kaeli Dressler, Director Region 5 made a motion to:

MOTION	<i>Provide each director a member spread sheet for their respective region for outreach to the members.</i>
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- To be able to contact members and enable the directors to be more pro active with the members in their regions. It is understood this list can not be used for personal gain or advertising. This information is already available on the web for members, but this will put it into a more easily used format for the directors to use.

Voting strength of the body was 10. The vote on the motion was unanimous: Motion carried.

Publications - Yearbook, to be abound coffee table book. It could contain membership handbook, events, national show results, history section (of the organization), in memoriam section, board and registry members, year in review (where our horses have been seen), stallion directory, art contest winner, bios of office staff, website references for all contact info.

MEMBERSHIP PACKETS

The membership committee is reviewing what is currently sent out in the membership packet. They are looking at what it should contain as possibly:

1. notepads or key chains or mouse pads, DVDs, etc
2. election information
3. member only education

4. how to register and how to transfer a horse (trilingual)
5. reference phone directory for office and important numbers (possibly a freezer magnet)

SHOWS AND EVENTS

There was discussion to gather ideas to try to invigorate the national show.

1. Try to draw in more public (local ads)
2. Better acts between classes on Friday & Saturday evening
3. Try to enlist a celebrity to be at the show
4. Possibly have a "jump off"
5. Look into aligning with a charity
6. If partnered with a charity, have them conduct a raffle. Winner would have to be in attendance at the show.
7. Reinstate the neck flower garlands for the champion horses. These can be sold at the shows end.
8. Examine returning to having to qualify to exhibit at nationals and adding back the qualifying day at nationals
9. Parade of champions reinstituted

There was discussion to gather ideas to try to draw new people into the national show.

1. Call members within a 150 mile radius of the show (Francine Dismukes)
2. Send out a mailed invitation to those close by (Jennifer Stewart)
3. Recognize first time exhibitors - badge, reception
4. 4. Progressive barn party - recognize those who make all stops with a prize
5. Hi point award for new exhibitors (Francine Dismukes will donate a trophy this year)
6. Have ambassadors for exhibitors at the show (Francine Dismukes and Malen Dell this year)
7. Provide a Q & A for exhibitors at the show (Francine Dismukes & Malen Dell this year)

The Board of Directors is requesting that the Show Committee submit three venues and prices for the 2016 National Show. The Board will then vote via a phone meeting in two weeks to select the 2016 venue, which will be in a western location. The conference call will take place Monday, June 15th 9 PM Eastern - 6 PM Pacific. The office will send out notice to membership.

The Board has changed the internet forum from the IALHA Exchange to the IALHA Member Forum.

The 3rd quarter Board of Directors meeting will be Wednesday, August 26, 2015 at noon in Lexington, KY.

The annual general membership meeting will be held in conjunction with the October Board of Directors meeting on October 31st near the DFW Airport. (location to be announced)

AD HOC WEBSITE STEERING COMMITTEE

There was discussion of bids received to revamp the IALHA website. Karen Sausman, Doug Ramsay, Jennifer Stewart and Kaeli Dressler are to work with Karen Krebbs to make corrections to the web site and give us a more functioning site.

Art Contest for the 2015 National Championship Show-

"Luminous" the submission of Lesley Harrison was selected as the art piece for this year's National Show.

PSL COMMISSION

- Treasurer/Sharon Mohr made a motion to:

MOTION	<i>Extend Alex Dee's term to January 1, 2016 on the PSL Commission and to appoint Amy Star to a 2 year term January 2015 to term end January 1, 2017.</i>
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Voting strength of the body was 10. The vote on the motion was unanimous: Motion carried.

SHOW COMMITTEE

- Director Region 6/Doug Ramsay made a motion to:

MOTION	<i>In order to maintain a strong affiliation with the USEF, the IALHA Board of Directors does not approve the elimination of any USEF classes.</i>
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- ✓ Voting strength of the body was 10. The vote on the motion was unanimous: Motion carried.

AUDIT COMMITTEE

- Director, Region 1/Nadine Tilley made a motion to:

MOTION	<i>Approve the 990 tax return for 2014, providing the auditor approves.</i>
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- Dawn Griggs, auditor, examined the return during the meeting.

Voting strength of the body was 10. The vote on the motion was unanimous: Motion carried.

AMBASSADOR PROGRAM

The program needs to be redefined. Nicole Grous, Lisa Camp and Malen Dell will report back to the Board by the next meeting with suggestions. Rules and forms need work and it should be run through the IALHA office.

Become more proactive and elect which events nationwide would be the most advantageous to attend.

EVENTS

The Foundation for the Spanish Horse has approached the IALHA to share a booth at the upcoming Festival of the Horse and Drum. Janita Smith and possibly Nancy Holman will assist on our end. The cost would be \$1250 to have a presence at this event. We would greatly benefit if we also had a Spanish speaking representative at the booth.

JUDGES

There was discussion on how we might improve our judges and bring in new judges. It might be possible to give some monetary aid to those interested in getting a card to judge the A/L division.

YOUTH

Janita Smith will send the board members a proposal done several years ago by Ana Young. It is currently too costly to implement, but we may be able to scale it back. Sherry Mohr will contact Amy Star for possible other Incentives for our youth. It might be beneficial to give them a branded item to use and exhibit when they are showing their horses.

➤ Director, Region 5/Kaeli Dressler made a motion to:

<i>MOTION</i>	<i>Utilize some of the USEF grant money to order one dozen dressage and one dozen all purpose saddle pads with the IALHA name on them to promote our youth members.</i>
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- These pads kept on hand can be sent out to our youth members.

Voting strength of the body was 10. The vote on the motion was unanimous: Motion carried.

REVIEW

The strategic planning notes were reviewed as well as associated actions plans.

Meeting was adjourned at 11:06 CDT

Malen Dell, Secretary

IALHA Committee Report: 2nd Qtr. 2015

Committee Name: Finance & Fund Raising

Committee Chair: Sharon Mohr, Region 6, IALHA Treasurer

Committee Members:

Karen Sausman, Region 1

Amy Star, Region 4

Terrye Branson , Region 5

Janita Smith IALHA President

Budget Allocated for 2015:

0

Monies Spent to Date in 2015:

0

Dates Committee met since last BOD Meeting:

Communication through email- no teleconference meeting called. Monthly and quarterly financial statements shared through email.

This Year's Accomplishments to Date (listing/describing decisions and actions taken):

Monthly financial reports sent in a timely manner.

Committee Goals / Projects for the Future in 2015:

Continue monthly communications, and approve any expenditure over \$1,000.00

Submitted by: Sharon Mohr, IALHA treasurer and committee chair 5/26/2015

International Andalusian & Lusitano Horse Association
Summary Statement of Activities
For April, 2015

	Apr '15	YTD	Annual	Budget
REVENUES:	Actual	Actual	Budget	Variance
Membership Dues	\$8,795	\$58,771	\$154,700	\$95,929
Registry	\$18,159	\$54,108	\$190,750	\$136,642
Show Committee	\$0	\$880	\$142,635	\$141,755
Stallion Breeding Auction	\$650	\$5,700	\$13,000	\$7,300
Publications	\$0	\$0	\$0	\$0
Clinics	\$0	\$0	\$0	\$0
Revision & Inscription	\$3,225	\$3,605	\$15,000	\$11,395
Miscellaneous	\$0	\$3,961	\$350	-\$3,611
Other Income	\$0	\$0	\$0	\$0
TOTAL INCOME	\$30,829	\$127,025	\$516,435	\$389,410
EXPENSES:				
General Administration	\$13,766	\$42,408	\$114,050	\$71,642
Registry	\$16,450	\$57,877	\$190,500	\$132,623
Show Committee	\$209	\$8,541	\$139,803	\$131,262
Stallion Breeding Auction	\$26	\$7,467	\$6,500	-\$967
Board & Committee	\$0	\$275	\$8,500	\$8,225
Publications	\$0	\$0	\$0	\$0
Clinics	\$0	\$0	\$0	\$0
Revision & Inscription	\$0	\$0	\$20,500	\$20,500
Miscellaneous	\$0	\$559	\$2,000	\$1,441
Other Expenses	\$0	\$0	\$0	\$0
Capital Expenditures	\$0	\$2,880	\$10,000	\$7,120
TOTAL EXPENSES	\$30,451	\$120,007	\$491,853	\$371,846
NET BALANCE	\$378	\$7,018	\$24,582	\$17,564

International Andalusian & Lusitano Horse Association

Profit & Loss Budget Performance

April 2015

	Apr 15	Jan - Apr 15	%	YTD Budget	Difference
Income					
100 · General Administration					
2010.01 · Full Members	6,560.00	44,871.30	39.36%	114,000.00	69,128.70
2020.01 · Associate Members	2,200.00	12,679.72	35.22%	36,000.00	23,320.28
2030.01 · Life-Time Members	0.00	800.00	20.00%	4,000.00	3,200.00
2040.01 · Youth Members	35.00	420.00	60.00%	700.00	280.00
Total 100 · General Administration	8,795.00	58,771.02	37.99%	154,700.00	95,928.98
200 · Registry Income					
2210.02 · Registry - Pure	6,925.00	19,387.78	33.43%	58,000.00	38,612.22
2215.02 · Registry - Half	1,375.00	5,595.55	29.45%	19,000.00	13,404.45
2220.02 · Transfer - Pure	1,450.00	6,025.56	33.48%	18,000.00	11,974.44
2225.02 · Transfer - Half	490.00	2,030.00	40.60%	5,000.00	2,970.00
2230.02 · Blood Typing Kits	5,595.00	14,445.77	23.11%	62,500.00	48,054.23
2235.02 · Microchips	1,739.00	4,857.46	23.13%	21,000.00	16,142.54
2240.02 · Stallion Report	65.00	315.00	39.38%	800.00	485.00
2245.02 · Certificate Replacement	110.00	660.43	36.69%	1,800.00	1,139.57
2250.02 · Name Changes	0.00	100.00	40.00%	250.00	150.00
2260.02 · Embryo Transplant Applications	100.00	150.00	75.00%	200.00	50.00
2265.02 · Suffix Registration	150.00	280.43	18.70%	1,500.00	1,219.57
2266.02 · Color Testing	160.00	260.00	26.00%	1,000.00	740.00
2290.02 · Other Registry Income	0.00	0.00	0.00%	200.00	200.00
2291.02 · PSL Revision Reimbursement	0.00	0.00	0.00%	1,500.00	1,500.00
Total 200 · Registry Income	18,159.00	54,107.98	28.37%	190,750.00	136,642.02
300 · Show Committee Income					
2310.03 · Class Entries	0.00	0.00	0.00%	58,500.00	58,500.00
2319.03 · Misc. Sponsorships - Foundation	0.00	0.00	0.00%	3,000.00	3,000.00
2320.03 · Sponsorship	0.00	0.00	0.00%	21,500.00	21,500.00
2330.03 · High Point Nominations	0.00	150.00			-150.00
2345.03 · Auction	0.00	0.00	0.00%	2,000.00	2,000.00
2350.03 · Stall Rental	0.00	0.00	0.00%	35,500.00	35,500.00
2351.03 · Vendor Booth Rental	0.00	0.00	0.00%	5,000.00	5,000.00
2356.03 · Stallion Service Auction	0.00	0.00	0.00%	5,000.00	5,000.00
2362.03 · Non-Member Fees	0.00	0.00	0.00%	2,560.00	2,560.00
2364.03 · USEF/USDF					
264.1 · USEF Nat Show Exhibitor Fees	0.00	0.00	0.00%	300.00	300.00
264.2 · USDF Nat Show Exhibitor Fees	0.00	0.00	0.00%	1,500.00	1,500.00
2370.03 · Competitin Cards	0.00	25.00	33.33%	75.00	50.00
2380.03 · Merchandise - Show	0.00	0.00	0.00%	2,700.00	2,700.00
2381.03 · Office Fees	0.00	0.00	0.00%	3,000.00	3,000.00
2385.03 · Miscellaneous Income - Show	0.00	705.32	35.27%	2,000.00	1,294.68
Total 300 · Show Committee Income	0.00	880.32	0.63%	140,835.00	139,954.68

International Andalusian & Lusitano Horse Association

Profit & Loss Budget Performance

April 2015

	Apr 15	Jan - Apr 15	%	YTD Budget	Difference
400 · Stallion Breeding Auction					
2410.04 · General Receipts - Stallion	650.00	5,700.00	31.67%	18,000.00	12,300.00
2420.04 · Specialty Classes/Earmarked	0.00	0.00	0.00%	-5,000.00	-5,000.00
Total 400 · Stallion Breeding Auction	650.00	5,700.00	43.85%	13,000.00	7,300.00
700 · Revision & Inscription Income					
2241.08 · PSL Inscription	1,225.00	1,425.00	25.91%	5,500.00	4,075.00
2242.08 · PSL Revision	2,000.00	2,000.00	22.22%	9,000.00	7,000.00
2243.08 · PSL Transfer	0.00	180.00	36.00%	500.00	320.00
Total 700 · Revision & Inscription Income	3,225.00	3,605.00	24.03%	15,000.00	11,395.00
800 · Miscellaneous Income					
2290.10 · Fundraising	0.00	0.00	0.00%	50.00	50.00
2291.10 · Ethics Compl't	0.00	0.00	0.00%	200.00	200.00
2292.10 · USEF Education Grant	0.00	2,441.00	0.00%		-2,441.00
2293.10 · USEF Youth Member Grant	0.00	1,500.00	0.00%		-1,500.00
2295.10 · Recreation Rider Program	0.00	0.00	0.00%	50.00	50.00
2620.10 · Misc. Advertising Income	0.00	20.00	40.00%	50.00	30.00
Total 800 · Miscellaneous Income	0.00	3,961.00	1131.71%	350.00	-3,611.00
Total Income	30,829.00	127,025.32	24.68%	514,635.00	387,609.68
Gross Profit	\$30,829.00	\$127,025.32	24.68%	\$514,635.00	\$387,609.68
Expense					
101 · General Administration Expenses					
5012.01 · Legal Fees	0.00	1,120.00	74.67%	1,500.00	380.00
5013.01 · Accounting Fees	3,000.00	12,000.00	32.26%	37,200.00	25,200.00
5015.01 · Travel Expense	0.00	1,413.06	108.70%	1,300.00	-113.06
5020.01 · Telephone - Gen. Adm.	754.79	1,128.09	49.05%	2,300.00	1,171.91
5025.01 · Postage/Courier Fees - Gen. Adm	0.00	4,778.34	63.71%	7,500.00	2,721.66
5030.01 · Printing - Gen. Adm.	0.00	-479.56	-59.95%	800.00	1,279.56
5034.01 · AVECtra	0.00	1,500.00	25.00%	6,000.00	4,500.00
5035.01 · Office/Computer Supplies	134.95	1,086.22	72.41%	1,500.00	413.78
5036.01 · Membership Program	0.00	0.00	0.00%	3,500.00	3,500.00
5041.01 · Rent Expense	600.00	2,400.00	33.33%	7,200.00	4,800.00
5042.01 · Bank Charges	42.54	200.74	38.24%	525.00	324.26
5043.01 · Computer Supplies	0.00	422.00	0.00%		-422.00
5044.01 · Membership Expenses	125.26	170.61	0.00%		-170.61
5049.01 · Ambassador Program	850.00	912.87	18.26%	5,000.00	4,087.13
5052.01 · Internet Fees	14.99	74.95			-74.95
5053.01 · Insurance - D & O	6,608.00	6,608.00	108.33%	6,100.00	-508.00
5054.01 · Insurance - Liability	0.00	266.00	4.84%	5,500.00	5,234.00

International Andalusian & Lusitano Horse Association

Profit & Loss Budget Performance

April 2015

	Apr 15	Jan - Apr 15	%	YTD Budget	Difference
5055.01 · Insurance - Property	0.00	0.00	0.00%	2,000.00	2,000.00
5056.01 · Advertising - Gen. Adm.	0.00	0.00	0.00%	1,000.00	1,000.00
5059.01 · Gifts/Flowers	0.00	0.00	0.00%	200.00	200.00
5063.01 · Equipment Rental					
563.1 · Postage Meter Rental	0.00	0.00	0.00%	500.00	500.00
563.2 · Xerox Rental	0.00	0.00	0.00%	900.00	900.00
5087.01 · Credit Card Processing Fees GA	181.66	1,383.37	39.52%	3,500.00	2,116.63
5097.01 · Misc Expenses - Gen. Adm.	0.00	1,423.58	711.79%	200.00	-1,223.58
5230.01 · IT Consultant - Gen. Adm.	85.00	280.00	23.33%	1,200.00	920.00
6500.01 · Employee Salaries	1,268.75	5,188.35	31.98%	16,225.00	11,036.65
6510.01 · Payroll Tax & W/C Expense	99.65	531.40	22.14%	2,400.00	1,868.60
Total 101 · General Administration Expenses	13,765.59	42,408.02	37.65%	112,650.00	70,241.98
201 · Registry Expenses					
5012.02 · Legal Expenses - Registry	0.00	0.00	0.00%	1,000.00	1,000.00
5020.02 · Telephone - Registry	606.01	1,580.45	43.90%	3,600.00	2,019.55
5025.02 · Postage/Courier Fees - Registry	1,000.00	2,000.00	40.00%	5,000.00	3,000.00
5030.02 · Printing - Registry	0.00	0.00	0.00%	600.00	600.00
5035.02 · Office/Computer Supplies	737.17	1,918.57	33.08%	5,800.00	3,881.43
5041.02 · Rent Expense - Registry	1,200.00	4,800.00	33.33%	14,400.00	9,600.00
5054.02 · Insurance - Professional Liab.	0.00	497.00	9.94%	5,000.00	4,503.00
5055.02 · Insurance - Property - Registry	0.00	848.00	0.00%		-848.00
5063.02 · Equipment Rental			0.00%		
563.01 · Postage Meter Rental	118.35	473.40	59.18%	800.00	326.60
563.02 · Xerox Rental	235.86	934.85	51.94%	1,800.00	865.15
5085.02 · Contract Labor - Registry	800.00	3,200.00	33.33%	9,600.00	6,400.00
5087.02 · Credit Card Process Fees - Reg.	364.72	952.60	29.77%	3,200.00	2,247.40
5100.02 · Blood/DNA Typing	1,910.00	8,253.00	28.46%	29,000.00	20,747.00
5140.02 · IT Consulting Fees	0.00	0.00	0.00%	8,000.00	8,000.00
5150.02 · Microchips - Registry	0.00	2,700.00	33.33%	8,100.00	5,400.00
6500.02 · Employee Salary - Registry	8,148.15	26,608.05	31.30%	85,000.00	58,391.95
6511.02 · Workmen's Compensation Ins.	601.00	601.00	100.17%	600.00	-1.00
6520.02 · Payroll Taxes - Registry	728.70	2,509.99	27.89%	9,000.00	6,490.01
Total 201 · Registry Expenses	16,449.96	57,876.91	30.80%	187,900.00	130,023.09
301 · Show Committee					
5012.03 · Legal Expense	0.00	0.00	0.00%	250.00	250.00
5015.03 · Travel - Show Com.	0.00	0.00	0.00%	20,881.00	20,881.00
5020.03 · Telephone	0.00	0.00	0.00%	500.00	500.00
5035.03 · Office Supplies - Show Com.	0.00	0.00	0.00%	750.00	750.00
5037.03 · Storage Unit - Show Com.	209.00	836.00	133.33%	627.00	-209.00
5054.03 · Nat. Show Liability Insurance	0.00	498.00	14.23%	3,500.00	3,002.00
5055.03 · Nat. Show Workmen's Comp Ins.	0.00	0.00	0.00%	700.00	700.00
5056.03 · Advertising - Show Com.	0.00	0.00	0.00%	1,000.00	1,000.00

International Andalusian & Lusitano Horse Association

Profit & Loss Budget Performance

April 2015

	Apr 15	Jan - Apr 15	%	YTD Budget	Difference
5058.03 · Security	0.00	0.00	0.00%	3,360.00	3,360.00
5059.03 · Vendor Booth Rental	0.00	0.00	0.00%	1,000.00	1,000.00
5060.03 · Facilities Rental - Show Com.	0.00	500.00	9.09%	5,500.00	5,000.00
5061.03 · Hospitality Expenses	0.00	0.00	0.00%	5,000.00	5,000.00
5062.03 · Stall Rental Expense	0.00	0.00	0.00%	18,475.00	18,475.00
5063.03 · Other Rentals	0.00	0.00	0.00%	200.00	200.00
5069.03 · Farrier Expense	0.00	0.00	0.00%	2,450.00	2,450.00
5070.03 · Decoration Supplies	0.00	0.00	0.00%	1,000.00	1,000.00
5071.03 · High Pt -USDF All Breed Program	0.00	11.31	0.23%	5,000.00	4,988.69
5072.03 · Ribbons - Show Com.	0.00	5,948.23	76.26%	7,800.00	1,851.77
5073.03 · Trophies - Show Com.	0.00	731.25	4.06%	18,000.00	17,268.75
5074.03 · Awards - Show Com.	0.00	16.08	2.70%	596.00	579.92
5075.03 · Mileage for Officials	0.00	0.00	0.00%	1,500.00	1,500.00
5079.03 · Show Merchandise	0.00	0.00	0.00%	4,250.00	4,250.00
5080.03 · Show Management Fee	0.00	0.00	0.00%	21,717.00	21,717.00
5082.03 · Program Expense	0.00	0.00	0.00%	2,100.00	2,100.00
5084.03 · EMT Expense	0.00	0.00	0.00%	1,600.00	1,600.00
5087.03 · Credit Card Processing Fees	0.00	0.00	0.00%	2,164.00	2,164.00
5090.03 · Judges Contractual	0.00	0.00	0.00%	6,800.00	6,800.00
5092.03 · Working Eq./Obstacles	0.00	0.00	0.00%	200.00	200.00
5094.03 · USEF Fees - Show Com.					
594.1 · USEF Nat Show Exhibitor Fees	0.00	0.00	0.00%	1,548.00	1,548.00
594.2 · USDF Nat Show Exhibitor Fees	0.00	0.00	0.00%	585.00	585.00
594.3 · USEF Nat Show License Fee	0.00	0.00	0.00%	500.00	500.00
6000.03 · Texas Sales Tax	0.00	0.00	0.00%	250.00	250.00
Total 301 · Show Committee	209.00	8,540.87	6.23%	137,170.00	128,629.13
401 · Stallion Breeding Auction Exp.					
5026.04 · Advertising	7.91	4,163.91	83.28%	5,000.00	836.09
5030.04 · Printing Expense	0.00	3,141.01	314.10%	1,000.00	-2,141.01
5087.04 · Credit Card Processing Fees	17.85	162.55	32.51%	500.00	337.45
Total 401 · Stallion Breeding Auction Exp.	25.76	7,467.47	114.88%	6,500.00	-967.47
501 · Board & Committees					
5101.05 · Board Meeting Expenses	0.00	232.00	23.20%	1,000.00	768.00
5105.05 · Audit Board Expense	0.00	0.00	0.00%	800.00	800.00
5111.05 · Policies & Procedures Committee	0.00	0.00	0.00%	400.00	400.00
5113.05 · Education Committee Expense	0.00	0.00	0.00%	1,000.00	1,000.00
5114.05 · Ethics Committee Expense	0.00	12.98	0.32%	4,000.00	3,987.02
5120.05 · Election Committee Expenses	0.00	0.00	0.00%	800.00	800.00
5130.05 · Website Committee Expenses	0.00	30.00	0.00%		-30.00
5145.05 · Youth Membership	0.00	0.00	0.00%	500.00	500.00
Total 501 · Board & Committees	0.00	274.98	3.24%	8,500.00	8,225.02

International Andalusian & Lusitano Horse Association

Profit & Loss Budget Performance

April 2015

	Apr 15	Jan - Apr 15	%	YTD Budget	Difference
701 · Revision & Inscription Expenses					
5030.08 · PSL Commission Travel	0.00	0.00	0.00%	5,000.00	5,000.00
5031.08 · PSL Expense 10%	0.00	0.00	0.00%	1,500.00	1,500.00
5032.08 · PSL Fees	0.00	0.00	0.00%	500.00	500.00
5033.08 · PSL Revision Expense	0.00	0.00	0.00%	8,500.00	8,500.00
5034.08 · PSL Marketing/Education	0.00	0.00	0.00%	5,000.00	5,000.00
Total 701 · Revision & Inscription Expenses	0.00	0.00	0.00%	20,500.00	20,500.00
801 · Miscellaneous Expenses					
5080.10 · High Score/High Point Ribbons	0.00	0.00	0.00%	500.00	500.00
5083.10 · USEF All Breed Awards	0.00	559.26	37.28%	1,500.00	940.74
Total 801 · Miscellaneous Expenses	0.00	559.26	27.96%	2,000.00	1,440.74
999 · Captial Expenditures					
5141.70 · Registry Software Upgrade	0.00	2,880.00	28.80%	10,000.00	7,120.00
Total 999 · Captial Expenditures	0.00	2,880.00	28.80%	10,000.00	7,120.00
Total Expense	30,450.31	120,007.51	24.73%	485,220.00	365,212.49
Net Income	\$378.69	\$7,017.81	23.86%	\$29,415.00	\$22,397.19

International Andalusian & Lusitano Horse Association

Profit & Loss Budget Performance

March 2015

	Mar 15	Jan - Mar 15	%	YTD Budget	Difference
Income					
100 · General Administration					
2010.01 · Full Members	7,750.00	38,311.30	33.61%	114,000.00	75,688.70
2020.01 · Associate Members	2,497.78	10,479.72	29.11%	36,000.00	25,520.28
2030.01 · Life-Time Members	0.00	800.00	20.00%	4,000.00	3,200.00
2040.01 · Youth Members	175.00	385.00	55.00%	700.00	315.00
Total 100 · General Administration	10,422.78	49,976.02	32.31%	154,700.00	104,723.98
200 · Registry Income					
2210.02 · Registry - Pure	4,675.00	12,462.78	21.49%	58,000.00	45,537.22
2215.02 · Registry - Half	1,045.55	4,220.55	22.21%	19,000.00	14,779.45
2220.02 · Transfer - Pure	1,500.00	4,575.56	25.42%	18,000.00	13,424.44
2225.02 · Transfer - Half	480.00	1,540.00	30.80%	5,000.00	3,460.00
2230.02 · Blood Typing Kits	3,077.56	8,850.77	14.16%	62,500.00	53,649.23
2235.02 · Microchips	1,059.11	3,118.46	14.85%	21,000.00	17,881.54
2240.02 · Stallion Report	0.00	250.00	31.25%	800.00	550.00
2245.02 · Certificate Replacement	160.00	550.43	30.58%	1,800.00	1,249.57
2250.02 · Name Changes	50.00	100.00	40.00%	250.00	150.00
2260.02 · Embryo Transplant Applications	50.00	50.00	25.00%	200.00	150.00
2265.02 · Suffix Registration	0.00	130.43	8.70%	1,500.00	1,369.57
2266.02 · Color Testing	60.00	100.00	10.00%	1,000.00	900.00
2290.02 · Other Registry Income	0.00	0.00	0.00%	200.00	200.00
2291.02 · PSL Revision Reimbursement	0.00	0.00	0.00%	1,500.00	1,500.00
Total 200 · Registry Income	12,157.22	35,948.98	18.85%	190,750.00	154,801.02
300 · Show Committee Income					
2310.03 · Class Entries	0.00	0.00	0.00%	58,500.00	58,500.00
2319.03 · Misc. Sponsorships - Foundation	0.00	0.00	0.00%	3,000.00	3,000.00
2320.03 · Sponsorship	0.00	0.00	0.00%	21,500.00	21,500.00
2330.03 · High Point Nominations	0.00	150.00			-150.00
2345.03 · Auction	0.00	0.00	0.00%	2,000.00	2,000.00
2350.03 · Stall Rental	0.00	0.00	0.00%	35,500.00	35,500.00
2351.03 · Vendor Booth Rental	0.00	0.00	0.00%	5,000.00	5,000.00
2356.03 · Stallion Service Auction	0.00	0.00	0.00%	5,000.00	5,000.00
2362.03 · Non-Member Fees	0.00	0.00	0.00%	2,560.00	2,560.00
2364.03 · USEF/USDF					0.00
264.1 · USEF Nat Show Exhibitor Fees	0.00	0.00	0.00%	300.00	300.00
264.2 · USDF Nat Show Exhibitor Fees	0.00	0.00	0.00%	1,500.00	1,500.00
2370.03 · Competitin Cards	25.00	25.00	33.33%	75.00	50.00
2380.03 · Merchandise - Show	0.00	0.00	0.00%	2,700.00	2,700.00
2381.03 · Office Fees	0.00	0.00	0.00%	3,000.00	3,000.00
2385.03 · Miscellaneous Income - Show	55.30	705.32	35.27%	2,000.00	1,294.68
Total 300 · Show Committee Income	80.30	880.32	0.63%	140,835.00	139,954.68

International Andalusian & Lusitano Horse Association

Profit & Loss Budget Performance

March 2015

	Mar 15	Jan - Mar 15	%	YTD Budget	Difference
400 · Stallion Breeding Auction					
2410.04 · General Receipts - Stallion	5,050.00	5,050.00	28.06%	18,000.00	12,950.00
2420.04 · Specialty Classes/Earmarked	0.00	0.00	0.00%	-5,000.00	-5,000.00
Total 400 · Stallion Breeding Auction	5,050.00	5,050.00	38.85%	13,000.00	7,950.00
700 · Revision & Inscription Income					
2241.08 · PSL Inscription	0.00	200.00	3.64%	5,500.00	5,300.00
2242.08 · PSL Revision	0.00	0.00	0.00%	9,000.00	9,000.00
2243.08 · PSL Transfer	60.00	180.00	36.00%	500.00	320.00
Total 700 · Revision & Inscription Income	60.00	380.00	2.53%	15,000.00	14,620.00
800 · Miscellaneous Income					
2290.10 · Fundraising	0.00	0.00	0.00%	50.00	50.00
2291.10 · Ethics Compl't	0.00	0.00	0.00%	200.00	200.00
2292.10 · USEF Education Grant	2,441.00	2,441.00			-2,441.00
2293.10 · USEF Youth Member Grant	1,500.00	1,500.00			-1,500.00
2295.10 · Recreation Rider Program	0.00	0.00	0.00%	50.00	50.00
2620.10 · Misc. Advertising Income	10.00	20.00	40.00%	50.00	30.00
Total 800 · Miscellaneous Income	3,951.00	3,961.00	1131.71%	350.00	-3,611.00
Total Income	31,721.30	96,196.32	18.69%	514,635.00	418,438.68
Gross Profit	\$31,721.30	\$96,196.32	\$0.19	\$514,635.00	\$418,438.68
Expense					
101 · General Administration Expenses					
5012.01 · Legal Fees	0.00	1,120.00	74.67%	1,500.00	380.00
5013.01 · Accounting Fees	3,000.00	9,000.00	24.19%	37,200.00	28,200.00
5015.01 · Travel Expense	0.00	1,413.06	108.70%	1,300.00	-113.06
5020.01 · Telephone - Gen. Adm.	149.09	373.30	16.23%	2,300.00	1,926.70
5025.01 · Postage/Courier Fees - Gen. Adm	0.00	4,778.34	63.71%	7,500.00	2,721.66
5030.01 · Printing - Gen. Adm.	0.00	-479.56	-59.95%	800.00	1,279.56
5034.01 · A vectra	0.00	1,500.00	25.00%	6,000.00	4,500.00
5035.01 · Office/Computer Supplies	79.52	951.27	63.42%	1,500.00	548.73
5036.01 · Membership Program	0.00	0.00	0.00%	3,500.00	3,500.00
5041.01 · Rent Expense	600.00	1,800.00	25.00%	7,200.00	5,400.00
5042.01 · Bank Charges	56.26	158.20	30.13%	525.00	366.80
5043.01 · Computer Supplies	10.55	422.00			-422.00
5044.01 · Membership Expenses	45.35	45.35			-45.35
5049.01 · Ambassador Program	62.87	62.87	1.26%	5,000.00	4,937.13
5052.01 · Internet Fees	0.00	59.96			-59.96
5053.01 · Insurance - D & O	0.00	0.00	0.00%	6,100.00	6,100.00
5054.01 · Insurance - Liability	-78.00	266.00	4.84%	5,500.00	5,234.00

International Andalusian & Lusitano Horse Association

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	Mar 15	Jan - Mar 15	%	YTD Budget	Difference
5055.01 · Insurance - Property	0.00	0.00	0.00%	2,000.00	2,000.00
5056.01 · Advertising - Gen. Adm.	0.00	0.00	0.00%	1,000.00	1,000.00
5059.01 · Gifts/Flowers	0.00	0.00	0.00%	200.00	200.00
5063.01 · Equipment Rental					0.00
563.1 · Postage Meter Rental	0.00	0.00	0.00%	500.00	500.00
563.2 · Xerox Rental	0.00	0.00	0.00%	900.00	900.00
5087.01 · Credit Card Processing Fees GA	245.93	1,201.71	34.33%	3,500.00	2,298.29
5097.01 · Misc Expenses - Gen. Adm.	1,423.58	1,423.58	711.79%	200.00	-1,223.58
5230.01 · IT Consultant - Gen. Adm.	0.00	195.00	16.25%	1,200.00	1,005.00
6500.01 · Employee Salaries	1,157.10	3,919.60	24.16%	16,225.00	12,305.40
6510.01 · Payroll Tax & W/C Expense	113.48	431.75	17.99%	2,400.00	1,968.25
Total 101 · General Administration Expenses	6,865.73	28,642.43	25.43%	112,650.00	84,007.57
201 · Registry Expenses					
5012.02 · Legal Expenses - Registry	0.00	0.00	0.00%	1,000.00	1,000.00
5020.02 · Telephone - Registry	519.24	974.44	27.07%	3,600.00	2,625.56
5025.02 · Postage/Courier Fees - Registry	1,000.00	1,000.00	20.00%	5,000.00	4,000.00
5030.02 · Printing - Registry	0.00	0.00	0.00%	600.00	600.00
5035.02 · Office/Computer Supplies	635.47	1,181.40	20.37%	5,800.00	4,618.60
5041.02 · Rent Expense - Registry	1,200.00	3,600.00	25.00%	14,400.00	10,800.00
5054.02 · Insurance - Professional Liab.	0.00	497.00	9.94%	5,000.00	4,503.00
5055.02 · Insurance - Property - Registry	0.00	848.00			-848.00
5063.02 · Equipment Rental					0.00
563.01 · Postage Meter Rental	118.35	355.05	44.38%	800.00	444.95
563.02 · Xerox Rental	235.63	698.99	38.83%	1,800.00	1,101.01
5085.02 · Contract Labor - Registry	800.00	2,400.00	25.00%	9,600.00	7,200.00
5087.02 · Credit Card Process Fees - Reg.	219.61	587.88	18.37%	3,200.00	2,612.12
5100.02 · Blood/DNA Typing	1,696.00	6,343.00	21.87%	29,000.00	22,657.00
5140.02 · IT Consulting Fees	0.00	0.00	0.00%	8,000.00	8,000.00
5150.02 · Microchips - Registry	2,700.00	2,700.00	33.33%	8,100.00	5,400.00
6500.02 · Employee Salary - Registry	5,840.15	18,459.90	21.72%	85,000.00	66,540.10
6511.02 · Workmen's Compensation Ins.	0.00	0.00	0.00%	600.00	600.00
6520.02 · Payroll Taxes - Registry	550.87	1,781.29	19.79%	9,000.00	7,218.71
Total 201 · Registry Expenses	15,515.32	41,426.95	22.05%	187,900.00	146,473.05
301 · Show Committee					
5012.03 · Legal Expense	0.00	0.00	0.00%	250.00	250.00
5015.03 · Travel - Show Com.	0.00	0.00	0.00%	20,881.00	20,881.00
5020.03 · Telephone	0.00	0.00	0.00%	500.00	500.00
5035.03 · Office Supplies - Show Com.	0.00	0.00	0.00%	750.00	750.00
5037.03 · Storage Unit - Show Com.	209.00	627.00	100.00%	627.00	0.00
5054.03 · Nat. Show Liability Insurance	0.00	498.00	14.23%	3,500.00	3,002.00
5055.03 · Nat. Show Workmen's Comp Ins.	0.00	0.00	0.00%	700.00	700.00
5056.03 · Advertising - Show Com.	0.00	0.00	0.00%	1,000.00	1,000.00

International Andalusian & Lusitano Horse Association

Profit & Loss Budget Performance

March 2015

	Mar 15	Jan - Mar 15	%	YTD Budget	Difference
5058.03 · Security	0.00	0.00	0.00%	3,360.00	3,360.00
5059.03 · Vendor Booth Rental	0.00	0.00	0.00%	1,000.00	1,000.00
5060.03 · Facilities Rental - Show Com.	0.00	500.00	9.09%	5,500.00	5,000.00
5061.03 · Hospitality Expenses	0.00	0.00	0.00%	5,000.00	5,000.00
5062.03 · Stall Rental Expense	0.00	0.00	0.00%	18,475.00	18,475.00
5063.03 · Other Rentals	0.00	0.00	0.00%	200.00	200.00
5069.03 · Farrier Expense	0.00	0.00	0.00%	2,450.00	2,450.00
5070.03 · Decoration Supplies	0.00	0.00	0.00%	1,000.00	1,000.00
5071.03 · High Pt -USDF All Breed Program	11.31	11.31	0.23%	5,000.00	4,988.69
5072.03 · Ribbons - Show Com.	5,948.23	5,948.23	76.26%	7,800.00	1,851.77
5073.03 · Trophies - Show Com.	731.25	731.25	4.06%	18,000.00	17,268.75
5074.03 · Awards - Show Com.	16.08	16.08	2.70%	596.00	579.92
5075.03 · Mileage for Officials	0.00	0.00	0.00%	1,500.00	1,500.00
5079.03 · Show Merchandise	0.00	0.00	0.00%	4,250.00	4,250.00
5080.03 · Show Management Fee	0.00	0.00	0.00%	21,717.00	21,717.00
5082.03 · Program Expense	0.00	0.00	0.00%	2,100.00	2,100.00
5084.03 · EMT Expense	0.00	0.00	0.00%	1,600.00	1,600.00
5087.03 · Credit Card Processing Fees	0.00	0.00	0.00%	2,164.00	2,164.00
5090.03 · Judges Contractual	0.00	0.00	0.00%	6,800.00	6,800.00
5092.03 · Working Eq./Obstacles	0.00	0.00	0.00%	200.00	200.00
5094.03 · USEF Fees - Show Com.					0.00
594.1 · USEF Nat Show Exhibitor Fees	0.00	0.00	0.00%	1,548.00	1,548.00
594.2 · USDF Nat Show Exhibitor Fees	0.00	0.00	0.00%	585.00	585.00
594.3 · USEF Nat Show License Fee	0.00	0.00	0.00%	500.00	500.00
6000.03 · Texas Sales Tax	0.00	0.00	0.00%	250.00	250.00
Total 301 · Show Committee	6,915.87	8,331.87	6.07%	137,170.00	128,838.13
401 · Stallion Breeding Auction Exp.					
5026.04 · Advertising	0.00	4,156.00	83.12%	5,000.00	844.00
5030.04 · Printing Expense	0.00	3,141.01	314.10%	1,000.00	-2,141.01
5087.04 · Credit Card Processing Fees	144.70	144.70	28.94%	500.00	355.30
Total 401 · Stallion Breeding Auction Exp.	144.70	7,441.71	114.49%	6,500.00	-941.71
501 · Board & Committees					
5101.05 · Board Meeting Expenses	232.00	232.00	23.20%	1,000.00	768.00
5105.05 · Audit Board Expense	0.00	0.00	0.00%	800.00	800.00
5111.05 · Policies & Procedures Committee	0.00	0.00	0.00%	400.00	400.00
5113.05 · Education Committee Expense	0.00	0.00	0.00%	1,000.00	1,000.00
5114.05 · Ethics Committee Expense	0.00	12.98	0.32%	4,000.00	3,987.02
5120.05 · Election Committee Expenses	0.00	0.00	0.00%	800.00	800.00
5130.05 · Website Committee Expenses	0.00	30.00			-30.00
5145.05 · Youth Membership	0.00	0.00	0.00%	500.00	500.00
Total 501 · Board & Committees	232.00	274.98	3.24%	8,500.00	8,225.02

International Andalusian & Lusitano Horse Association

Profit & Loss Budget Performance

March 2015

	Mar 15	Jan - Mar 15	%	YTD Budget	Difference
701 · Revision & Inscription Expenses					
5030.08 · PSL Commission Travel	0.00	0.00	0.00%	5,000.00	5,000.00
5031.08 · PSL Expense 10%	0.00	0.00	0.00%	1,500.00	1,500.00
5032.08 · PSL Fees	0.00	0.00	0.00%	500.00	500.00
5033.08 · PSL Revision Expense	0.00	0.00	0.00%	8,500.00	8,500.00
5034.08 · PSL Marketing/Education	0.00	0.00	0.00%	5,000.00	5,000.00
Total 701 · Revision & Inscription Expenses	0.00	0.00	0.00%	20,500.00	20,500.00
801 · Miscellaneous Expenses					
5080.10 · High Score/High Point Ribbons	0.00	0.00	0.00%	500.00	500.00
5083.10 · USEF All Breed Awards	0.00	559.26	37.28%	1,500.00	940.74
Total 801 · Miscellaneous Expenses	0.00	559.26	27.96%	2,000.00	1,440.74
999 · Captial Expenditures					
5141.70 · Registry Software Upgrade	0.00	2,880.00	28.80%	10,000.00	7,120.00
Total 999 · Captial Expenditures	0.00	2,880.00	28.80%	10,000.00	7,120.00
Total Expense	\$29,673.62	\$89,557.20	\$0.18	\$485,220.00	\$395,662.80
Net Income	\$2,047.68	\$6,639.12	\$0.23	\$29,415.00	\$22,775.88

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05/04/15

Cash Basis

International Andalusian & Lusitano Horse Association

Balance Sheet

As of April 30, 2015

	Apr 30, 15	Dec 31, 14
ASSETS		
Current Assets		
Checking/Savings		
1002 · Wells Fargo - Primary Checking	124,148.92	121,435.26
1003 · Wells Fargo PSL Account	35,149.10	31,544.10
1004 · Wells Fargo Futurity Account	0.00	650.02
Total Checking/Savings	159,298.02	153,629.38
Accounts Receivable		
1070 · Accounts Receivable	2,676.53	2,266.53
Total Accounts Receivable	2,676.53	2,266.53
Other Current Assets		
1010 · Futurity Accounts		
1010.99 · Futurity Acct - Trophy & Ex	0.00	650.02
Total 1010 · Futurity Accounts	0.00	650.02
1011 · Futurity Contra Acct.	0.00	-650.02
1080 · Inventory	1,291.50	1,291.50
1090 · Fixed Assets	24,099.11	24,099.11
1095 · Accumulated Depreciation	-16,990.00	-16,990.00
1200 · Undeposited Funds	-380.00	0.00
Total Other Current Assets	8,020.61	8,400.61
Total Current Assets	169,995.16	164,296.52
TOTAL ASSETS	169,995.16	164,296.52
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
1100 · Accounts Payable	2,079.26	2,079.26
Total Accounts Payable	2,079.26	2,079.26
Other Current Liabilities		
1102 · Refunds Payable	362.00	362.00
1103 · Unapplied Payments	740.00	740.00
1104 · Tax Liabilities	707.35	1,042.12
1105 · Payroll Liabilities	237.30	571.68
1110 · Scholarship Fund	100.00	100.00
1190 · Futurity Payable	0.00	650.02
Total Other Current Liabilities	2,146.65	3,465.82
Total Current Liabilities	4,225.91	5,545.08
Total Liabilities	4,225.91	5,545.08
Equity		
1520 · Retained Earnings	145,646.91	145,646.91
32000 · Unrestricted Net Assets	13,104.53	-2,430.00
Net Income	7,017.81	15,534.53
Total Equity	165,769.25	158,751.44
TOTAL LIABILITIES & EQUITY	169,995.16	164,296.52

IALHA COMMITTEE REPORT: 2ND QUARTER 2015

Committee Name: Membership Committee

Committee Chair: Terrye Branson, CIC

Committee Members: Gary Camp

Lisa Camp

Kay Laake

Dates Committee Has Met since last BOD Meeting (Jan- April):

May 7, 2015 a meeting was called. Gary Camp attended. No business conducted –we failed to have make quorum.

2015 Budget used to date: undetermined at this time

Accomplishments and Activities to Date:

At the time the BOD met last February and learned that the Membership person in Kentucky resigned the BOD voted to return membership services to the Birmingham office. Robin McCabe and Terrye Branson received the sign on credentials for the ABILA program that IALHA purchased for membership. Robin McCabe has generally dedicated an average of 10 hours a week for membership services and has been dealing with a number of members who had outstanding issues. Robin and Terrye are learning the Abila Program. As of May 1, 2015 Robin McCabe felt that the backlog of membership packets that had not been sent out prior to the end of February, 2015 had been dealt with. From working with Robin McCabe I feel very comfortable with the work she has done on learning Abila and handling the day to day membership issues.

The Executive Committee voted on raises and this has been documented separately. The office will go to five days a week. Gonzalo will start cross training on membership and Abila. At this time we do not feel it is necessary to hire another person but will monitor this.

IT IS IMPERATIVE THAT WE GET A FUNCTIONING WEBSITE UP. OFFERING FARM SERVICES OPTIONS ON THE IALHA WEBSITE IS NOT A PRIORITY NOR DO WE NEED THE LIABILITY IF INFO IS NOT KEPT UP TO DATE NOR SHOULD WE LEND THE APPEARANCE THAT THE IALHA ENDORSES THE FARMS.

I WOULD LIKE TO OFFER THE FOLLOWING MOTION:

TO REMOVE FARM SERVICES FROM THE IALHA WEBSITE

Submitted by: Terrye Branson

IALHA PSL Commission Report: 2nd Quarter 2015

Committee Name: PSL Commission

Committee Chair: Sharon Mohr PSL Commission President

Committee Members:

Michel Paulin, Region 6

Nancy Holman, Region 3

Ramona DeJong Region 2

Alex Dees, Region 2

Budget Allocated for 2015:

Estimated income of \$15,000.00

Estimated expense of \$15,000.00

Balance in Commission of \$27,231.35, in 2014

Monies budgeted for income 2015 = \$15,000.00

Monies budgeted for expense 2015 = \$15,000.00 + \$5,000 for protocol of the APSL Lusitano in the USA and Canada.

Total requested budget expense 2015 = \$20,000.00

Total coded to IALHA Registry income = \$1500.00 included in budget

Dates Committee met since last BOD Meeting –

2015 meetings through email:

Meetings held via email for inscription/revision dates, times and Commission members informed. Michel Paulin has volunteered to go to the Inspection in Ocala Fla. If approved by judge.

This Year's Accomplishments to Date (year 2015):

The PSL Commission requested judges for the National Show in Lexington, Va.

Inspections will be held in Va.

Judge requested for the Andalusian World show in Las Vegas, combined with inspections in California.

Total inscriptions sent to APSL 15.

Clinics will be offered on APSL conformation at the National Show.

Continue to work with the IALHA registry with DNA PV on Lusitano imports.

Committee Goals / Projects for the Future in 2015:

Sharon Mohr will attend the Lusitano Festival in June and/or the APSL BOD meeting in Golega.

Motion/s for the Board to Consider:

The PSL Commission would like to sponsor the Portuguese judge for the Andalusian World Show in Las Vegas by providing his flight costs to Las Vegas.

Reasoning:

The IALHA is supportive of the classes being offered for Lusitanos at the Andalusian World Cup Show in Las Vegas. Having an APSL judge officiate over these classes is an important part of providing service to our members who breed Lusitanos. The IALHA requests that APSL assign a qualified judge for this competition. It will be one of only two competitions in the United States where APSL-registered horses are able to be shown under a knowledgeable judge from Portugal.

Amy Star – would like to be appointed as PSL Commission member to assist in promotion/marketing the APSL Lusitano according to protocol.

Bruce Menke- term expired Jan 2, 2015- would like to be reappointed? We haven't heard from Bruce since January.

Respectfully submitted the 26th of May, 2015
Sharon Mohr, PSL Commission President

Treasurers report 2nd Quarter meeting 2015, January 1 – April 30th

Dear IALHA BOD and Members,

I am happy to report to the Membership and BOD that the financials for the year 2014 have been positive. Please see attached Detailed Budget for the first 3rd of the year, Jan-April 2015.

Committees have worked very hard to remain within their budgets. The IALHA office has been working non stop and efficiently, completing both registrations and membership.

SBAS, our accountants, has completed the 990 and filed an extension until the BOD has given approval.

Our goal of providing financial data monthly has been accomplished by our accounting firm SBAS effectively and efficiently, and financial data has been sent to the BOD monthly.

Please see attached detailed balance as of April 30th, 2015.

Please also see the Detailed Budget Summary Statement of activities YTD , attached.

The misc. expense not budgeted for, was for postage to move membership items back to the Birmingham office. All other expenses are very close to budget.

Thank you IALHA office staff in Birmingham: Robin, Reva, Gonzalo, and our Registrar Karen Sausman and SBAS: Doug Parker and Dan Cobb, and Membership Chair Terrye Branson for making the IALHA the best it can be.

A big “Thank You” to our IALHA President Janita Smith, BOD, EC, Registrar and Registry BOD for great communication, and endless volunteering. And “Thank You” members for believing in and supporting the IALHA.

**Respectfully submitted 5/26/2015
Sharon Mohr Treasurer IALHA**

