

Regular Meeting
International Andalusian and Lusitano Horse Association
Board of Directors

In Person

Date	August 19, 2016	Time	9:00 am CDT
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Chair in Attendance ☒ Janita Smith, President
Secretary in Attendance ☒ Malen Dell, Secretary

Previous Meeting
☒ Previous meeting minutes approved as presented.

President, Janita Smith called the meeting to order at 9:02 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	Branson	Terrye	Vice Pres
Dell	Malen	Secretary	In person	Mohr	Sharon	Treasurer
Dressler	Kaeli	Region 5	In person	Alonzo	Julie	Show Chair
Walck	Alison	Region 6	In person	Peet	Howard	Region 3
Stewart	Jennifer	Region 7	In person	Thompson	Cheryl	Region 3
Camp	Lisa	At Large	In person	Dismukes	Francine	Region 5
Camp	Gary	At Large	In person	Ramsay	Doug	Region 6

Members in attendance after roll call

Last Name	First Name	Title	In person or Telephone
Tilley	Nadine	Region 1	Telephone

Current strength of body was 15. Minimum # for quorum was 8. Members in attendance were 8.



Quorum Achieved

Guests:

Last Name	First Name	Title	In person/telephone?
Sausman	Karen	Registrar	In person

BOARD MEMBER REINSTATEMENT

A request was received from Nadine Tilley, Region 1 Director, asking for consideration for reinstatement. Board members felt that she has done an incredible amount of work for our organization over the years and also brings invaluable history of our group.

Jennifer Stewart, Region 7 Director made a motion to:

MOTION <i>Reinstate Nadine Tilley to the IALHA Board of Directors representing Region 1.</i>

Voting strength of the body was 8. The vote on the motion was unanimous: Motion carried.

BOARD MEETING REQUIREMENTS/BYLAWS

- In person meeting attendance to fulfill the association Bylaw requirements is becoming increasingly expensive and difficult (due to weather and more importantly current travel challenges)
- A lot of organizations and companies now use Skype or other similar services to have online face-to-face meetings and conferences
- Board members expressed that they felt there were other issues that needed to be updated and made to fit current business and organizational standards.
- Board members are to email thoughts and suggestions to Karen Sausman, and these things will be discussed at the next meeting in October.

PUBLICATION COMMITTEE

Issue number 2 is in progress and should be mailed out to the membership in the near future. Committee chair, Julie Alonzo, requested that we find another person to chair this committee due to time constraints and obligations she has as Show Chair.

Report submitted by Chair, Julie Alonzo, attached.

PSL COMMISSION

Requests for inspections and registrations are down from last year.

Report submitted by Chair, Sharon Mohr, attached.

FINANCE & FUNDRAISING

- At this time, expenses are staying very close to the budgeted amounts.
- Salary expenses in the office are expected to a bit higher this year
- Money in the budget for upgrades to the registry program is on hold until the website is completely functional as we want it to be. This money can be applied to the salary overage this year.

Reports , P & L, Balance Sheet, Budget Summary submitted by Treasurer, Sharon Mohr, attached.

SHOW COMMITTEE

Report submitted by Chair, Julie Alonzo, attached.

To date, entries for the National Show are down from the last couple of years.

We still need many volunteers for the upcoming National Show - membership booth, auction table, awards table, ribbons. Janita, Kaeli, Malen, Lisa, Gary, Doug and Francine have all volunteered to assist in filling these areas. Kaeli will put together a schedule for the volunteers.

Francine will be taking videos for the association during the show. She will try to gather footage from halter, dressage suitability, show hack, hunter pleasure, English pleasure, western, showmanship and driving. She will also attempt to gather photos of proper equipment and attire for the different divisions.

Francine will also be the liaison with Wayne Hipsley for the judge's seminar being held at Nationals. She will ensure that the participants are greeted and check the needs of the group while they are in Salt Lake City. So far, we have five judges signed up to participate in the program.

We would like to secure sponsorships for 2017 from the 2016 winners. Be sure to let the winners know that they can split a sponsorship with a friend.

There was discussion whether to use PayPal or a "cube" to facilitate payments at the booths this year for merchandise, auction items, memberships, etc. Both charge a fee for usage and it seems to be very similar. Rental on the first "cube" is free and each additional is \$14.99 each. It is best to set them up on a tablet or small laptop to be used at Nationals each year.

Lisa Camp, Director at Large made a motion to:

MOTION	<i>Janita Smith will purchase a tablet and a cube to process payments at the National Show.</i>
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Voting strength of the body was 8. The vote on the motion was unanimous: Motion carried

Kaeli Dressler, Region 5 Director made a motion to:

MOTION	<i>That Janita look for a notebook and/or pen with the IALHA logo on it to give our judging seminar participants at the 2016 National Show, approximately up to \$50 per person.</i>
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Voting strength of the body was 8. The vote on the motion was unanimous: Motion carried.

2017 NATIONAL SHOW AND LOCATION

- 2017 National Show – only 4 venues reported on so far (Katy, Texas; Dallas/Ft Worth, Texas; Madison, Wisconsin; and Kirkwood, Iowa.)
- Jennifer Stewart has been looking at a lot of facilities in her travels across country – Tulsa and Oklahoma City both looked like very good venues for the 2017 central location.
- Jennifer will contact both facilities first of the week after conclusion of the board meeting to check availability

After trying it for the last two years, it doesn't appear that rotating the National Show around the country is working very well. It is the recommendation of the board that we contract a 3-5 year facility in the central area of the country, preferably Oklahoma City or Tulsa.

USEF

Janita was contacted by USEF and they said how impressed they were with the videos Francine has made for the association. They are incorporating a new Learning Center on their website and would like to be able to link to our website to view those videos.

Kaeli Dressler, Region 5 director made a motion to:

MOTION	<i>Allow the USEF to link to our videos on our website.</i>
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Voting strength of the body was 8. The vote on the motion was unanimous: Motion carried

ELECTION COMMITTEE

Report by Chair, Gary Camp

The slate for the 2017 election is ready to go to the electronic facilitator. There are only a couple of contested spots this year.

The Treasurer, Sharon Mohr, will term out at the end of 2017 and Janita felt we need to prepare for a new treasurer. Kim David is participating in our audit this year and has accounting background. The Board felt that she might be a good fit for that position.

MEMBERSHIP COMMITTEE

Report by Janita Smith

- Currently have about 1000 members
- About 40 new youth members this year, a large increase from last year
- We are using Facebook more
- The show grant funds have been awarded this year. The funds were sent to the show secretaries to be used for each youth as awarded. Sam & Tristen Cruden from Region 2 (\$325 each for National Show), Kaiyla Phillips, Loris Denton from Region 1 (\$275 each for Regional Championship)

STALLION AUCTION

Reported by Janita Smith

- Calendars are ready to go to the printer. Nadine Tilley has volunteered to pay for the calendars and is waiting for the next Vistaprint sale to place the order. We will try to get them printed prior to December 1st.
- Possibly change the way we offer the calendar pages next year – sell each page to stallion owners, breeders, farms, etc. How much to charge per page? Possibly do a collage for the cover? Could be for stallions, mares, foals etc?
- Possibly put the National artwork on the cover of the calendar?
- Develop idea further at the October meeting
- Add Alison Walck to the Stallion Auction/Calendar committee

SHOW RULES

Regional Championship shows:

- Currently, some Regional Shows do not offer all the classes on our Official Class List at their shows
- Should we require that they do this, or should we revise the list to cover all divisions, but not include so many different classes in each division?

Rules changes coming to USEF this year:

- Currently in our Dressage Sport Horse in Hand classes, they can be shown with a pad, while we cannot use pads in our other USEF halter classes. The consensus was that since Dressage does not have any shoeing rules and Sport Horse in Hand falls under those rules, so it is allowable.
- Change halter rule to allow black or brown athletic shoes (including laces and soles).

USEF YOUTH SPORTSMAN AWARD

The only application we have received this year is from Katie Berger. Janita will submit the application to USEF for Katie to be the nominee from the IALHA for 2016.

IRS AUDIT

The IRS had put the audit on their fast track, but after 14 months, their time had run out. They only had one week left and they wanted us to settle for \$1400 to clear the situation. Although we felt we had done all things correctly, it would have cost the association much more than \$1400 to fight the IRS over this issue.

WEBSITE

The new website is up and running. We are still working out some bugs in the system, as we are unable to update addresses online. When you print your membership card, the correct membership number does not print on it.

Malen Dell, Secretary made a motion to:

MOTION	<i>To fund \$250 or \$300 to update the website to include member id numbers onto the membership card</i>
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Voting strength of the body was 8. The vote on the motion was unanimous: Motion carried.

Kaeli Dressler, Director Region 5 made a motion to:

MOTION	<i>To fund \$30 monthly to keep website updated with the word press program and monthly maintenance by Karen Krepps.</i>
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Voting strength of the body was 8. The vote on the motion was unanimous: Motion carried

Membership

Hopefully we will receive a grant again from USEF. It is time to look ahead for 2017 if we are going to give saddle pads out with youth memberships again. We ran out of the pads Nadine ordered for 2016, we should order more for next year. Janita or Jennifer will contact Felix Prieto to see if he will do the embroidery work on the pads.

Lisa Camp/Director at Large made a motion to:

MOTION	<i>To purchase 60 black saddle pads with gold embroidery of the IALHA brand. 25 dressage, 25 hunt and 10 western. These will be given out with youth memberships in 2017.</i>
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Voting strength of the body was 8. The vote on the motion was unanimous.

ROI

What do our members get for their membership dollars– **return on investment**? Reduced registration fees, reduced show fees, place to show your horse, the magazine, member communications, affiliation with USEF, link to USEF Learning Center, USDF awards program, access to video schooling, access to Facebook and online forum, membership directory, window decals, calendar, educational DVD.

We need to redesign our membership packets.

Possible additions – members only articles, learning library, translations of articles from the Spanish and the Portuguese, quality member merchandise, classifieds for members only (maybe give 5 free classifieds with a membership), have an ISO (in search of) section with links to Facebook.

We would like to possibly expand the high score dressage ribbon program. Maybe we should add in working equitation competitions as well. Alison Mathey has been taking care of this program and she has been posting the winners on the IALHA Facebook page. We purchased 40 ribbons for 2016 and would like to expand this to 60 for next year.

Jennifer Stewart/ Director Region 7 made a motion to:

MOTION	<i>Expand the IALHA high score ribbon program, authorizing spending for up to \$1,200 for up to 60 ribbons for 2017</i>
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Voting strength of the body was 8. The vote on the motion was unanimous: Motion carried

We need a strong and motivated person to take over and restructure the Membership program in 2017.

MARKETING

We need to have a person full time on Facebook putting things out for the IALHA. Printed ads are becoming obsolete and we need to focus on Internet as our source for marketing.

Who are we targeting? Who are we marketing to? Is there a way to use our own website to assist our breeders to be able to market their horses? Need a way to drive ads from our website to Facebook. It is possible to use someone on an hourly basis to take care of this function. It can be a time consuming function and we probably would need to purchase a "plug-in" for the website. Model it after the Arabian Marketplace on their website.

Janita will get a bid from Karen Krepps to see what it would cost to have someone to input to the website, Facebook and also send off to USEF.

Discusson regarding the IALHA member forum. Most new inquiries come from people who are not members of the association.

Alison Walck/ Director Region 6 made a motion to:

MOTION	<i>Dissolve and delete the member web forum.</i>
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Voting strength of the body was 8. The vote on the motion was unanimous: Motion carried.

REGISTRY

Should we start looking at horses genetically similar to those we already register and see if they would be interested in us taking care of and managing their registries?

Should we expand our half Andalusian registry to include registering horses that are half bred to another half?

Should we have a designation for partbreds that are more than half Andalusian/Lusitano blood?

We can add another type of registry without changing our Bylaws, but we cannot change the ones as outlined in the Bylaws.

Meeting was adjourned at 4:30 PM CDT

Malen Dell

Malen Dell, Secretary

IALHA Committee Report: 3rd Quarter 2016

Committee Name: Publications Committee

Committee Chair: Julie Alonzo

Committee Members:

Erica Peet, R3

Cheryl Thompson, R3

Doug Ramsay, R6

Janita Smith, Region 3, *ex officio*

Dates Committee met since last BOD Meeting. If committee conducted all meetings/business via email, please explain here:

The Publications Committee has had one meeting since the last Board meeting.

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

Issue 2, the IALHA's 2nd magazine co-published with the FPSH, is currently at the Publishers. It should be finished soon and mailed to our members.

Issue 2 includes the following articles:

Letters from the Presidents (Janita Smith, IALHA, and Cameron English, FPSH)

Article on Marketing Stallions

Article on Horse-Centered Trip to Spain

Article on the Royal School of Equestrian Art in Jerez, Spain

Committee Goals / Projects for the Future in 2016:

- Meet deadlines for providing editorial content to Lionheart Publishing.

Motion/s for the Board to Consider (please be as specific as possible in your wording):

Julie would be happy to have someone else step forward to chair this committee, if someone is interested. She is still having trouble finding time to hold meetings.

Submitted by: Julie Alonzo, 2016 Publications Committee Chair

IALHA PSL Commission Report: Quarter 2016

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

Chery Thompson Region 3

Amy Star Region 4

Budget Allocated for 2016:

Monies budgeted for income 2016 = \$15,000.00

Monies budgeted for expense 2016 = \$15,000.00

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

Total income 2nd quarter 2016 = \$1905.00 (Incriptions and Inspection requests are down considerably.

Total expenses 2nd quarter 2016 = \$6886.93 (APSL registrations received from 2015)

Dates Committee met since last BOD Meeting – 1/6/16- Quorum was not met but Committee discussed through email. February 24 – email discussion on Shows for the Lusitano.

Meetings held via email for inscription/revision dates.

The PSL Commission sponsored Judges have been approved.

Flights have been purchased and approved by APSL.

This Year's Accomplishments (year 2016):

The PSL Commission requested judges for the ERAHC Regional Show, the IALHA National Show in Utah, the Andalusian World show in Las Vegas, and North Americas Lusitano show at Haras Cavaleiros.

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

Committee Goals / Projects for the Future in 2016:

Work closely with the IALHA registry and continue to support Lusitano classes in 2016. All Lusitano classes require APSL inscription # or revised Lusitanos as well as IALHA registrations.

Sharon Mohr and /or the IALHA President may attend the APSL BOD meeting in 2016.

Motion/s for the Board to Consider:

None at this time.

Respectfully submitted the 15th of August, 2016

Sharon Mohr, PSL Commission President

IALHA Treasurers Report: Jan-June 31, 2016 3rd Quarter BOD meeting

Dear IALHA members, BOD and EC,

Please see attached Balance Sheet, Budget Summary, and Budget % to date for the first 6 months of 2016

Attached is the most current financials 2016

Financials for the year 2016 have been similar to 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, have filed the 2015 990 and the IRS audit is complete.

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

Please see attached detailed balance as of June 31st, 2016.

Please also see the Detailed Budget Summary Statement of activities YTD , attached. Compared to 2015 we are very similar in membership and registration income.

Thank you IALHA office staff in Birmingham: Robin, Reva, Gonzalo, and our Registrar Karen Sausman and SBAS: Doug Parker and Kristy Craft, 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.

Goals for the Future :

Attract more members to increase membership and registrations.

Stay within budgets/ maintain and adjust current budgets if needed.

Respectfully submitted

15th of August, 2016

Sharon Mohr IALHA Treasurer 2016

International Andalusian & Lusitano Horse Association
Balance Sheet
As of June 30, 2016

	Jun 30, 16
ASSETS	
Current Assets	
Checking/Savings	
1002 · Wells Fargo - Primary Checking	65,201.58
1003 · Wells Fargo PSL Account	88,677.32
Total Checking/Savings	153,878.90
Accounts Receivable	
1070 · Accounts Receivable	-484.33
Total Accounts Receivable	-484.33
Other Current Assets	
1090 · Fixed Assets	24,099.11
1095 · Accumulated Depreciation	-19,373.00
Total Other Current Assets	4,726.11
Total Current Assets	158,120.68
TOTAL ASSETS	158,120.68
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
1102 · Refunds Payable	312.00
1104 · Tax Liabilities	764.96
1105 · Payroll Liabilities	145.13
1110 · Scholarship Fund	100.00
Total Other Current Liabilities	1,322.09
Total Current Liabilities	1,322.09
Total Liabilities	1,322.09
Equity	
1520 · Retained Earnings	157,603.44
32000 · Unrestricted Net Assets	17,418.06
Net Income	-18,222.91
Total Equity	156,798.59
TOTAL LIABILITIES & EQUITY	158,120.68

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International Andalusian & Lusitano Horse Association

07/18/16

Profit & Loss

Cash Basis

January through June 2016

	Jan - Jun 16
Income	
100 - General Administration	
2010.01 - Full Members	52,416.12
2020.01 - Associate Members	16,326.51
2030.01 - Life-Time Members	6,000.00
2040.01 - Youth Members	245.00
2060.01 - USEF Youth Membership Grant	1,500.00
Total 100 - General Administration	76,487.63
200 - Registry Income	
2210.02 - Registry - Pure	28,462.31
2215.02 - Registry - Half	7,092.07
2220.02 - Transfer - Pure	8,141.63
2225.02 - Transfer - Half	3,310.41
2230.02 - Blood Typing Kits	23,309.28
2235.02 - Microchips	7,101.70
2240.02 - Stallion Report	315.00
2245.02 - Certificate Replacement	1,263.05
2250.02 - Name Changes	122.22
2260.02 - Embryo Transplant Applications	50.00
2265.02 - Suffix Registration	611.70
2266.02 - Color Testing	158.00
2290.02 - Other Registry Income	752.00
Total 200 - Registry Income	80,689.37
300 - Show Committee Income	
2310.03 - Class Entries	14,069.69
2320.03 - Sponsorship	500.00
2350.03 - Stall Rental	4,782.30
2351.03 - Vendor Booth Rental	500.00
2362.03 - Non-Member Fees	350.00
2364.03 - USEF/USDF	282.79
2370.03 - Competitin Cards	150.00
2381.03 - Office Fees	504.22
2385.03 - Miscellaneous Income - Show	32.00
Total 300 - Show Committee Income	21,171.00
400 - Stallion Breeding Auction	
2410.04 - General Receipts - Stallion	5,000.00
Total 400 - Stallion Breeding Auction	5,000.00
700 - Revision & Inscription Income	
2241.08 - PSL Inscription	1,050.00
2242.08 - PSL Revision	400.00
2243.08 - PSL Transfer	455.00
Total 700 - Revision & Inscription Income	1,905.00
800 - Miscellaneous Income	
2292.10 - USEF Education Grant	2,432.00
2295.10 - Recreation Rider Program	-25.00
Total 800 - Miscellaneous Income	2,407.00
900 - Other Income	2,866.40
Total Income	190,526.40
Gross Profit	190,526.40
Expense	
101 - General Administration Expenses	
5012.01 - Legal Fees	1,521.99
5013.01 - Accounting Fees	19,200.00
5020.01 - Telephone - Gen. Adm.	2,004.27

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International Andalusian & Lusitano Horse Association

Profit & Loss

07/18/16

Cash Basis

January through June 2016

	Jan - Jun 16
5025.01 • Postage/Courier Fees - Gen. Adm	4,000.00
5030.01 • Printing - Gen. Adm.	610.39
5034.01 • Auctra	3,000.00
5035.01 • Office/Computer Supplies	3,203.61
5041.01 • Rent Expense	4,200.00
5042.01 • Bank Charges	244.48
5043.01 • Computer Supplies	2,057.23
5044.01 • Membership Expenses	40.16
5052.01 • Internet Fees	664.53
5053.01 • Insurance - D & O	6,503.00
5054.01 • Insurance - Liability	4,237.50
5063.01 • Equipment Rental	
563.1 • Postage Meter Rental	353.16
563.2 • Xerox Rental	755.34
Total 5063.01 • Equipment Rental	1,108.50
5087.01 • Credit Card Processing Fees GA	1,295.91
5230.01 • IT Consultant - Gen. Adm.	7,597.00
6500.01 • Employee Salaries	13,445.85
6510.01 • Payroll Tax & W/C Expense	1,370.72
Total 101 • General Administration Expenses	76,305.14
201 • Registry Expenses	
5020.02 • Telephone - Registry	1,808.89
5025.02 • Postage/Courier Fees - Registry	986.75
5030.02 • Printing - Registry	635.17
5035.02 • Office/Computer Supplies	3,286.84
5041.02 • Rent Expense - Registry	8,400.00
5054.02 • Insurance - Professional Liab.	2,517.50
5063.02 • Equipment Rental	
563.01 • Postage Meter Rental	353.22
563.02 • Xerox Rental	755.36
Total 5063.02 • Equipment Rental	1,108.58
5085.02 • Contract Labor - Registry	5,600.00
5087.02 • Credit Card Process Fees - Reg.	2,513.77
5100.02 • Blood/DNA Typing	10,851.45
5140.02 • IT Consulting Fees	1,750.00
5150.02 • Microchips - Registry	2,976.58
6500.02 • Employee Salary - Registry	39,788.15
6511.02 • Workmen's Compensation Ins.	1,424.00
6520.02 • Payroll Taxes - Registry	4,394.64
Total 201 • Registry Expenses	88,042.32
301 • Show Committee	
5025.03 • Postage	56.55
5054.03 • Nat. Show Liability Insurane	4,465.78
5056.03 • Advertising - Show Com.	175.00
5063.03 • Other Rentals	650.00
5072.03 • Ribbons - Show Com.	851.66
5073.03 • Trophies - Show Com.	18,878.00
5074.03 • Awards - Show Com.	253.00
5094.03 • USEF Fees - Show Com.	
594.1 • USEF Nat Show Exhibitor Fees	1,717.38
594.3 • USEF Nat Show License Fee	1,200.00
Total 5094.03 • USEF Fees - Show Com.	2,917.38
5098.03 • Misc Expense - Show Com.	1,500.00
Total 301 • Show Committee	29,747.37
501 • Board & Committees	
5101.05 • Board Meeting Expenses	263.00

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07/18/16

Cash Basis

International Andalusian & Lusitano Horse Association

Profit & Loss

January through June 2016

	Jan - Jun 16
5130.05 • Website Committee Expenses	3,000.00
Total 501 • Board & Committees	3,263.00
701 • Revision & Inscription Expenses	
5033.08 • PSL Revision Expense	6,886.93
Total 701 • Revision & Inscription Expenses	6,886.93
801 • Miscellaneous Expenses	
5080.10 • High Score/High Point Ribbons	724.55
Total 801 • Miscellaneous Expenses	724.55
999 • Captial Expenditures	
5057.70 • Registry Software Upgrade	3,780.00
Total 999 • Captial Expenditures	3,780.00
Total Expense	208,749.31
Net Income	-18,222.91

International Andalusian & Lusitano Horse Association

Profit & Loss Budget Performance

June 2016

	Jun 16	YTD	YTD Budget	% of Budget	Budget Remaining
Income					
100 · General Administration					
2010.01 · Full Members	5,350.00	52,416.12	87,000.00	60.25%	34,583.88
2020.01 · Associate Members	1,950.00	16,326.51	28,000.00	58.31%	11,673.49
2030.01 · Life-Time Members	0.00	6,000.00	7,000.00	85.71%	1,000.00
2040.01 · Youth Members	0.00	245.00	700.00	35.0%	455.00
2060.01 · USEF Youth Membership Grant	0.00	1,500.00	1,500.00	100.0%	0.00
Total 100 · General Administration	7,300.00	76,487.63	124,200.00	61.58%	47,712.37
200 · Registry Income					
2210.02 · Registry - Pure	5,002.00	28,462.31	57,500.00	49.5%	29,037.69
2215.02 · Registry - Half	2,019.59	7,092.07	17,500.00	40.53%	10,407.93
2220.02 · Transfer - Pure	1,210.00	8,141.63	17,500.00	46.52%	9,358.37
2225.02 · Transfer - Half	350.00	3,310.41	5,200.00	63.66%	1,889.59
2230.02 · Blood Typing Kits	3,849.41	23,309.28	50,000.00	46.62%	26,690.72
2235.02 · Microchips	1,182.35	7,101.70	17,000.00	41.78%	9,898.30
2240.02 · Stallion Report	15.00	315.00	800.00	39.38%	485.00
2245.02 · Certificate Replacement	350.00	1,263.05	1,750.00	72.17%	486.95
2250.02 · Name Changes	0.00	122.22	250.00	48.89%	127.78
2260.02 · Embryo Transplant Applications	0.00	50.00	150.00	33.33%	100.00
2265.02 · Suffix Registration	248.65	611.70	1,000.00	61.17%	388.30
2266.02 · Color Testing	60.00	158.00	1,000.00	15.8%	842.00
2290.02 · Other Registry Income	0.00	752.00			-752.00
2291.02 · PSL Revision Reimbursement	0.00	0.00	1,500.00	0.0%	1,500.00
Total 200 · Registry Income	14,287.00	80,689.37	171,150.00	47.15%	90,460.63
300 · Show Committee Income					
2310.03 · Class Entries	14,069.69	14,069.69	43,500.00	32.34%	29,430.31
2320.03 · Sponsorship	0.00	500.00	15,000.00	3.33%	14,500.00
2330.03 · High Point Nominations	0.00	0.00	0.00	0.0%	0.00
2345.03 · Auction	0.00	0.00	1,800.00	0.0%	1,800.00
2350.03 · Stall Rental	4,782.30	4,782.30	40,000.00	11.96%	35,217.70
2351.03 · Vendor Booth Rental	500.00	500.00	6,000.00	8.33%	5,500.00
2356.03 · Stallion Service Auction	0.00	0.00	3,000.00	0.0%	3,000.00
2362.03 · Non-Member Fees	25.00	350.00			-350.00
2364.03 · USEF/USDF					
264.1 · USEF Nat Show Exhibitor Fees	0.00	0.00	360.00	0.0%	360.00
264.2 · USDF Nat Show Exhibitor Fees	0.00	0.00	1,750.00	0.0%	1,750.00
2364.03 · USEF/USDF - Other	282.79	282.79	0.00	100.0%	-282.79
Total 2364.03 · USEF/USDF	282.79	282.79	2,110.00	13.4%	1,827.21
2370.03 · Competitin Cards	0.00	150.00	2,000.00	7.5%	1,850.00
2380.03 · Merchandise - Show	0.00	0.00	2,000.00	0.0%	2,000.00
2381.03 · Office Fees	504.22	504.22	3,200.00	15.76%	2,695.78
2382.03 · Prior Year Nat. Show Income	0.00	0.00	150.00	0.0%	150.00
2385.03 · Miscellaneous Income - Show	0.00	32.00	500.00	6.4%	468.00
Total 300 · Show Committee Income	20,164.00	21,171.00	119,260.00	17.75%	98,089.00

International Andalusian & Lusitano Horse Association

Profit & Loss Budget Performance

June 2016

	Jun 16	YTD	YTD Budget	% of Budget	Budget Remaining
400 · Stallion Breeding Auction					
2410.04 · General Receipts - Stallion	0.00	5,000.00	6,000.00	83.33%	1,000.00
Total 400 · Stallion Breeding Auction	0.00	5,000.00	6,000.00	83.33%	1,000.00
700 · Revision & Inscription Income					
2241.08 · PSL Inscription	300.00	1,050.00	6,000.00	17.5%	4,950.00
2242.08 · PSL Revision	400.00	400.00	8,000.00	5.0%	7,600.00
2243.08 · PSL Transfer	30.00	455.00	1,000.00	45.5%	545.00
Total 700 · Revision & Inscription Income	730.00	1,905.00	15,000.00	12.7%	13,095.00
800 · Miscellaneous Income					
2292.10 · USEF Education Grant	0.00	2,432.00	1,500.00	162.13%	-932.00
2293.10 · USEF Youth Member Grant	0.00	0.00	0.00	0.0%	0.00
2295.10 · Recreation Rider Program	0.00	-25.00			25.00
2380.10 · Merchandise - Misc	0.00	0.00	1,000.00	0.0%	1,000.00
2620.10 · Misc. Advertising Income	0.00	0.00	0.00	0.0%	0.00
Total 800 · Miscellaneous Income	0.00	2,407.00	2,500.00	96.28%	93.00
900 · Other Income	0.00	2,866.40			-2,866.40
Total Income	42,481.00	190,526.40	438,110.00	43.49%	247,583.60
	42,481.00	190,526.40	438,110.00	43.49%	247,583.60
Expense					
101 · General Administration Expenses					
5012.01 · Legal Fees	0.00	1,521.99	4,000.00	38.05%	2,478.01
5013.01 · Accounting Fees	3,000.00	19,200.00	37,200.00	51.61%	18,000.00
5015.01 · Travel Expense	0.00	0.00	0.00	0.0%	0.00
5020.01 · Telephone - Gen. Adm.	331.21	2,004.27	2,500.00	80.17%	495.73
5025.01 · Postage/Courier Fees - Gen. Adm.	1,000.00	4,000.00	4,500.00	88.89%	500.00
5030.01 · Printing - Gen. Adm.	335.17	610.39	0.00	100.0%	-610.39
5034.01 · Auctra	0.00	3,000.00	6,000.00	50.0%	3,000.00
5035.01 · Office/Computer Supplies	537.60	3,203.61	2,000.00	160.18%	-1,203.61
5036.01 · Membership Program					
536.1 · USEF Youth Membership	0.00	0.00	0.00	0.0%	0.00
5036.01 · Membership Program - Other	0.00	0.00	1,000.00	0.0%	1,000.00
Total 5036.01 · Membership Program	0.00	0.00	1,000.00	0.0%	1,000.00
5041.01 · Rent Expense	1,200.00	4,200.00	7,200.00	58.33%	3,000.00
5042.01 · Bank Charges	29.50	244.48	650.00	37.61%	405.52
5043.01 · Computer Supplies	0.00	2,057.23	0.00	100.0%	-2,057.23
5044.01 · Membership Expenses	0.00	40.16	0.00	100.0%	-40.16
5049.01 · Ambassador Program	0.00	0.00	0.00	0.0%	0.00
5052.01 · Internet Fees	4.03	664.53	487.00	136.45%	-177.53
5053.01 · Insurance - D & O	6,503.00	6,503.00	6,600.00	98.53%	97.00
5054.01 · Insurance - Liability	2,517.50	4,237.50	5,500.00	77.05%	1,262.50
5055.01 · Insurance - Property	0.00	0.00	850.00	0.0%	850.00
5063.01 · Equipment Rental					
563.1 · Postage Meter Rental	58.86	353.16	500.00	70.63%	146.84
563.2 · Xerox Rental	117.24	755.34	900.00	83.93%	144.66

International Andalusian & Lusitano Horse Association

Profit & Loss Budget Performance

June 2016

	Jun 16	YTD	YTD Budget	% of Budget	Budget Remaining
Total 5063.01 - Equipment Rental	176.10	1,108.50	1,400.00	79.18%	291.50
5087.01 - Credit Card Processing Fees GA	120.40	1,295.91	2,900.00	44.69%	1,604.09
5097.01 - Misc Expenses - Gen. Adm.	0.00	0.00	1,000.00	0.0%	1,000.00
5230.01 - IT Consultant - Gen. Adm.	750.00	7,597.00	1,800.00	422.06%	-5,797.00
6500.01 - Employee Salaries	2,033.30	13,445.85	26,725.00	50.31%	13,279.15
6510.01 - Payroll Tax & W/C Expense	0.00	1,370.72	2,600.00	52.72%	1,229.28
Total 101 - General Administration Expenses	18,537.81	76,305.14	114,912.00	66.4%	38,606.86
201 - Registry Expenses					
5012.02 - Legal Expenses - Registry	0.00	0.00	1,000.00	0.0%	1,000.00
5020.02 - Telephone - Registry	331.21	1,808.89	4,700.00	38.49%	2,891.11
5025.02 - Postage/Courier Fees - Registry	0.00	986.75	5,500.00	17.94%	4,513.25
5030.02 - Printing - Registry	335.17	635.17	500.00	127.03%	-135.17
5035.02 - Office/Computer Supplies	498.64	3,286.84	5,500.00	59.76%	2,213.16
5041.02 - Rent Expense - Registry	2,400.00	8,400.00	14,400.00	58.33%	6,000.00
5054.02 - Insurance - Professional Liab.	2,517.50	2,517.50	5,400.00	46.62%	2,882.50
5055.02 - Insurance - Property - Registry	0.00	0.00	0.00	0.0%	0.00
5063.02 - Equipment Rental					
563.01 - Postage Meter Rental	58.87	353.22	800.00	44.15%	446.78
563.02 - Xerox Rental	117.24	755.36	1,800.00	41.96%	1,044.64
Total 5063.02 - Equipment Rental	176.11	1,108.58	2,600.00	42.64%	1,491.42
5085.02 - Contract Labor - Registry	1,600.00	5,600.00	9,600.00	58.33%	4,000.00
5087.02 - Credit Card Process Fees - Reg.	662.21	2,513.77	3,000.00	83.79%	486.23
5097.02 - Misc Expenses - Registry	0.00	0.00	0.00	0.0%	0.00
5100.02 - Blood/DNA Typing	1,685.45	10,851.45	25,000.00	43.41%	14,148.55
5140.02 - IT Consulting Fees	750.00	1,750.00	6,000.00	29.17%	4,250.00
5150.02 - Microchips - Registry	2,976.58	2,976.58	8,100.00	36.75%	5,123.42
6500.02 - Employee Salary - Registry	6,204.55	39,788.15	74,613.00	53.33%	34,824.85
6511.02 - Workmen's Compensation Ins.	825.00	1,424.00	500.00	284.8%	-924.00
6520.02 - Payroll Taxes - Registry	636.33	4,394.64	6,700.00	65.59%	2,305.36
Total 201 - Registry Expenses	21,598.75	88,042.32	173,113.00	50.86%	85,070.68
301 - Show Committee					
5012.03 - Legal Expense	0.00	0.00	250.00	0.0%	250.00
5015.03 - Travel - Show Com.	0.00	0.00	17,250.00	0.0%	17,250.00
5025.03 - Postage	0.00	56.55	0.00	100.0%	-56.55
5035.03 - Office Supplies - Show Com.	0.00	0.00	800.00	0.0%	800.00
5037.03 - Storage Unit - Show Com.	0.00	0.00	1,800.00	0.0%	1,800.00
5054.03 - Nat. Show Liability Insurance	0.00	4,465.78	3,500.00	127.59%	-965.78
5056.03 - Advertising - Show Com.	-25.00	175.00	100.00	175.0%	-75.00
5058.03 - Security	0.00	0.00	2,500.00	0.0%	2,500.00
5060.03 - Facilities Rental - Show Com.	0.00	0.00	11,000.00	0.0%	11,000.00
5061.03 - Hospitality Expenses	0.00	0.00	5,000.00	0.0%	5,000.00
5063.03 - Other Rentals	0.00	650.00	150.00	433.33%	-500.00
5068.03 - Veterinarian	0.00	0.00	0.00	0.0%	0.00
5069.03 - Farrier Expense	0.00	0.00	1,500.00	0.0%	1,500.00

International Andalusian & Lusitano Horse Association

Profit & Loss Budget Performance

June 2016

	Jun 16	YTD	YTD Budget	% of Budget	Budget Remaining
5070.03 · Decoration Supplies	0.00	0.00	5,000.00	0.0%	5,000.00
5071.03 · High Pt -USDF All Breed Program	0.00	0.00	1,500.00	0.0%	1,500.00
5072.03 · Ribbons - Show Com.	0.00	851.66	6,000.00	14.19%	5,148.34
5073.03 · Trophies - Show Com.	0.00	18,878.00	18,000.00	104.88%	-878.00
5074.03 · Awards - Show Com.	0.00	253.00	500.00	50.6%	247.00
5075.03 · Mileage for Officials	0.00	0.00	150.00	0.0%	150.00
5079.03 · Show Merchandise	0.00	0.00	2,600.00	0.0%	2,600.00
5080.03 · Show Management Fee	0.00	0.00	20,650.00	0.0%	20,650.00
5081.03 · Show Management Expenses	0.00	0.00	0.00	0.0%	0.00
5082.03 · Program Expense	0.00	0.00	1,500.00	0.0%	1,500.00
5084.03 · EMT Expense	0.00	0.00	1,600.00	0.0%	1,600.00
5085.03 · Contract Labor - Show Com.	0.00	0.00	0.00	0.0%	0.00
5087.03 · Credit Card Processing Fees	0.00	0.00	2,200.00	0.0%	2,200.00
5090.03 · Judges Contractual	0.00	0.00	8,100.00	0.0%	8,100.00
5092.03 · Working Eq./Obstacles	0.00	0.00	500.00	0.0%	500.00
5094.03 · USEF Fees - Show Com.					
594.1 · USEF Nat Show Exhibitor Fees	0.00	1,717.38	1,500.00	114.49%	-217.38
594.2 · USDF Nat Show Exhibitor Fees	0.00	0.00	500.00	0.0%	500.00
594.3 · USEF Nat Show License Fee	0.00	1,200.00	500.00	240.0%	-700.00
Total 5094.03 · USEF Fees - Show Com.	0.00	2,917.38	2,500.00	116.7%	-417.38
5098.03 · Misc Expense - Show Com.	500.00	1,500.00	3,500.00	42.86%	2,000.00
5099.03 · Prior Year Show Expense	0.00	0.00	700.00	0.0%	700.00
6000.03 · Texas Sales Tax	0.00	0.00	160.00	0.0%	160.00
Total 301 · Show Committee	475.00	29,747.37	119,010.00	25.0%	89,262.63
401 · Stallion Breeding Auction Exp.					
5026.04 · Advertising	0.00	0.00	3,000.00	0.0%	3,000.00
5030.04 · Printing Expense	0.00	0.00	3,000.00	0.0%	3,000.00
5087.04 · Credit Card Processing Fees	0.00	0.00	0.00	0.0%	0.00
Total 401 · Stallion Breeding Auction Exp.	0.00	0.00	6,000.00	0.0%	6,000.00
501 · Board & Committees					
5101.05 · Board Meeting Expenses	0.00	263.00	900.00	29.22%	637.00
5105.05 · Audit Board Expense	0.00	0.00	750.00	0.0%	750.00
5114.05 · Ethics Committee Expense	0.00	0.00	1,000.00	0.0%	1,000.00
5120.05 · Election Committee Expenses	0.00	0.00	1,250.00	0.0%	1,250.00
5130.05 · Website Committee Expenses	0.00	3,000.00	500.00	600.0%	-2,500.00
Total 501 · Board & Committees	0.00	3,263.00	4,400.00	74.16%	1,137.00
601 · Publication					
5030.07 · Printing - Publication	0.00	0.00	3,000.00	0.0%	3,000.00
Total 601 · Publication	0.00	0.00	3,000.00	0.0%	3,000.00
701 · Revision & Inscription Expenses					
5030.08 · PSL Commission Travel	0.00	0.00	10,000.00	0.0%	10,000.00
5031.08 · PSL Expense 10%	0.00	0.00	1,500.00	0.0%	1,500.00
5033.08 · PSL Revision Expense	0.00	6,886.93	3,500.00	196.77%	-3,386.93
Total 701 · Revision & Inscription Expenses	0.00	6,886.93	15,000.00	45.91%	8,113.07

International Andalusian & Lusitano Horse Association
Profit & Loss Budget Performance
June 2016

	Jun 16	YTD	YTD Budget	% of Budget	Budget Remaining
801 · Miscellaneous Expenses					
5080.10 · High Score/High Point Ribbons	0.00	724.55	800.00	90.57%	75.45
5083.10 · USEF All Breed Awards	0.00	0.00	2,000.00	0.0%	2,000.00
5293.10 · USEF Youth Grant Expenses	0.00	0.00	0.00	0.0%	0.00
Total 801 · Miscellaneous Expenses	0.00	724.55	2,800.00	25.88%	2,075.45
901 · Other Expenses					
7030.60 · Prior Year - Registry	0.00	0.00	0.00	0.0%	0.00
Total 901 · Other Expenses	0.00	0.00	0.00	0.0%	0.00
999 · Captial Expenditures					
5042.70 · Computers/Equipment - Gen Adm.	0.00	0.00	7,200.00	0.0%	7,200.00
5057.70 · Registry Software Upgrade	0.00	3,780.00	26,000.00	14.54%	22,220.00
Total 999 · Captial Expenditures	0.00	3,780.00	33,200.00	11.39%	29,420.00
Total Expense	40,611.56	208,749.31	471,435.00	44.28%	262,685.69
	1,869.44	-18,222.91	-33,325.00	54.68%	-15,102.09

IALHA Committee Report: 3rd Quarter 2016

Committee Name: National Show Committee

Committee Chair: Julie Alonzo

Committee Members:

Julie Alonzo, R2, Chair
Lisa Camp, R2
Kendra Martland, R2
Nancy Holman, R3
Cheryl Thompson, R3
Misti Sepi, R4

Cameron English, R4
Malen Dell, R5
Bruce W. Menke, R5
Doug Ramsay, R6
Johnny Robb, R7
Janita Smith, R3, *ex officio*

Dates Committee met since last BOD Meeting. If committee conducted all meetings/business via email, please explain here:

July 27, 2016

August 15, 2016

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

- Applied for and secured insurance for National Show.
- Ordered all ribbons and trophies (to be delivered to facility the week before the show), ordered and are in the process of hanging up posters in SLC area.
- Applied for Guest judge cards for our three international judges (2 approved, waiting on documentation from APSL for Rui).
- Misti Seppi, one of our committee members, has been actively recruiting people from the local area to help out (exhibition organizer, food drive, local horse rescue, etc.). She has distributed approximately 120 posters so far, and has been lining up clinicians/speakers and media coverage (radio and tv).
- Barb from the Foundation has been a huge help in tying up loose ends related to the Welcome Party scheduled for Tuesday PM.

Update: The numbers are looking lower than previous years. As of 8/18/16, our show secretary reported only 60 pre-entered horses (more continue to trickle in through the mail). With slightly less than a month to go before the show begins, this number is lower than we would like to see. On August 12th of 2015, we had 106 horses already entered. In 2014, we had a total of 111 horses entered in the show (by the time the show started in mid October). The show secretary's computer died on August 16th and is currently in the shop for repairs, so I am unable to provide any more detailed information.

Committee Goals / Projects for the Future in 2016:

- Safe, fun, and fair show.
- Finalize location for 2017 Nationals (or have the Board do so).

Submitted by: Julie Alonzo, 2016 Show Committee Chair

2ND QUARTER 2016 REGISTRY REPORT

	<u>2016</u> <u>1ST QTR</u>	<u>2015</u> <u>1ST QTR</u>	<u>2016</u> <u>2ND QTR</u>	<u>2015</u> <u>2ND QTR</u>	<u>2016</u> <u>YTD</u>	<u>TOTAL</u> <u>2015</u>	<u>TOTAL</u> <u>2014</u>	<u>TOTAL</u> <u>2013</u>	<u>TOTAL</u> <u>2012</u>	<u>TOTAL</u> <u>2011</u>	<u>TOTAL</u> <u>2010</u>	<u>TOTAL</u> <u>2009</u>
New Registrations Processed - Purebred (S)	122	129	95	121	217	469	520	527	546	567	503	626
Purebred (S/P)	15	35	26	26	41	98	120	101	106	142	135	227
Purebred (P)	30	29	25	45	55	130	183	164	128	172	85	203
Total Purebreds	167	193	146	192	313	697	823	792	780	881	723	1056
Half Andalusians	53	67	49	45	102	244	339	317	336	521	400	573
Total Registrations Processed	220	260	195	237	415	941	1162	1109	1116	1402	1123	1629
 Completed Certificates Mailed to Owners	 295	 402	 282	 319	 577	 1241	 1519	 1580	 1818	 1464	 1022	 2156
 New registrations finalized and sent to Registry Board	 170	 272	 183	 203	 353	 814	 1050	 995	 1253	 999	 1034	 2069
Transfers completed and sent to Registry Board	125	130	99	116	224	427	469	585	565	465	435	440
Total files sent to Registry Board	295	402	282	319	577	1241	1519	1580	1818	1464	1469	2509

2015 Stallion Reports: Reports filed: 53 - NO LONGER REQUIRED

Breeding: 108

The first half of the year ended about 10% lower than the prior year. That is the bad news. The good news is that much of this apparent drop in registrations is actually due to the fact that Robin has been busy helping with the development of some possible new membership software so she has had to do double entry for the last few months which has slowed down registration processing. We are not concerned that we are getting a bit behind because as of mid-August we have already been catching up with the small back log. That said, I still do not believe we will register more horses this year than in 2015. It is still my personal belief that we need to look at ways to provide registration services for other smaller registries and also consider expanding the number of horses that would be eligible for our half-Andalusian registry.

We have not started the development of the registry data entry programming for insertion into the website because it is imperative that the website be fully functional before we spend funds designing this enhancement of our registry process.

Respectfully submitted,
 Karen Sausman
 IALHA Registrar
 8/20/2016