



Board of Directors Minutes

January 24, 2017, 1:30PM EDT via Teleconference

A. Welcome & Call to Order - Sally Lawing, President

i. In attendance: Sally Lawing, President, Dr. Rosanne Palermo, Vice President, Tim Sherman, Treasurer, Jack Vanderkooy, Secretary, Barb Renico, Director, Amy Austin, Director, Gerben Steenbeek, Director, Jason Tice, Executive Director

ii. Identify Conflicts of Interest-No Conflicts of Interest were identified.

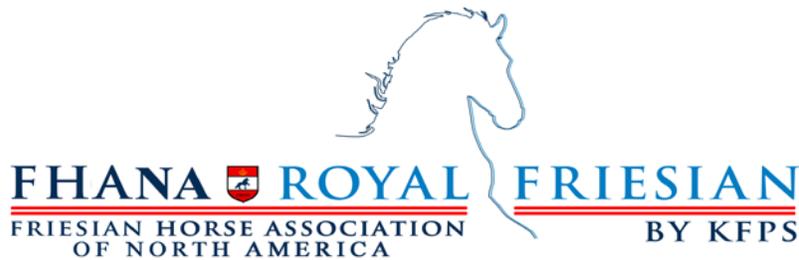
B. Secretary's Report - Jack Vanderkooy, Secretary

i. Mr. Vanderkooy presented the minutes dated Dec. 20, 2016 for approval. Ms. Lawing suggested a change under section F. item iii regarding the fee of the testing and she requested the correct fee be published. **Motion made by Mr. Vanderkooy to accept the minutes as changed. Motion seconded by Ms. Austin. Motion Approved Unanimously.**

C. Treasurer's Report-Tim Sherman, Treasurer

i. Mr. Sherman reported that we currently do not have a treasurer's report for this meeting for Dec. 2016. The financials have been sent to our accountant and we hope to have a good report in Feb.

D. Executive Director's Report - Jason

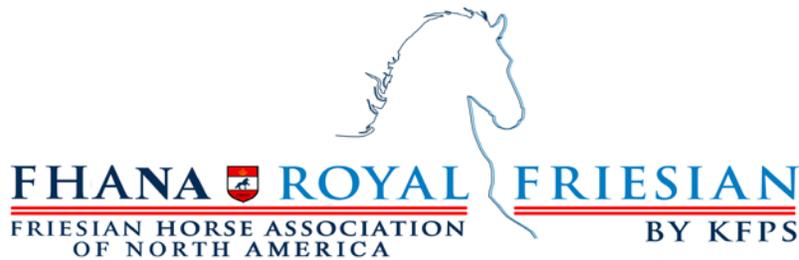


Mr. Tice reported that we currently have 176 responses to the current Bylaw change. There are currently 163 Yes, 11 No, and 2 no response. Mr. Tice reported that he has been in contact with several members who attended the 2016 Florida inspection. Based on the conversations that took place, Mr. Tice is recommending to proceed with the Florida inspection for 2017. Ms. Austin inquired about the lease of our current office space with the United States Pony Club. Mr. Tice reported that the United States Pony Club has reduced the rent temporarily \$1000 for 4 months. Mr. Tice has put an ad on Craigslist and is currently waiting to see if any of the items that we are currently working with will work out. Mr. Tice will continue to work on this. Unfortunately, one spot on the park had a major leak and is now being remodeled. Mr. Tice will continue to consider options and will keep the board up to date.

E. Committee Reports

i. AGM Committee (Tim) Mr. Sherman reported that there are currently 30 members registered for the event which seems to be slightly above years past. Mr. Tice reported that we had to request more hotel rooms due to hitting our initial quota of reserved rooms. Ms. Lawing encouraged the board to reach out to members in their area about coming to the event. Mr. Sherman reported on the working budget of the event and currently we are forecasting a profit on the event. Mr. Sherman reported that we currently have 2 sponsors in Iron Spring Farm and KPF Equine on top of the 8 stallions to be used as part of the auction. Ms. Lawing requested each board member submit their committee reports to be included in the AGM programs.

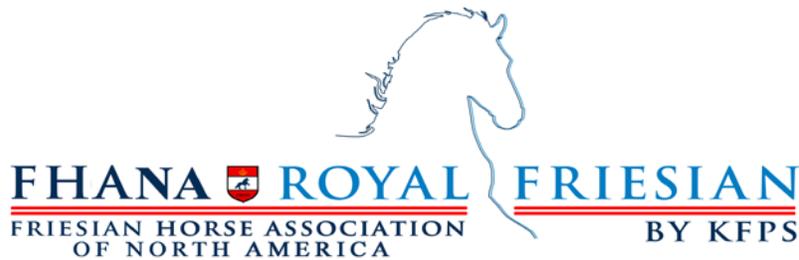
ii. Finance committee (Tim) Ms. Lawing reported that the committee has considered various ways to reduce the projected deficit of our 2017 budget. Mr. Tice reported that he has established a worksheet to help us with our budget process in the future and Mr. Tice will display this worksheet during the FHANA Retreat in March. This tool can help us with our budgeting and forecasting in the future. Mr. Tice reported that the KFPS has increased their fees 9.1% since 2012 and FHANA has only absorbed these increases. Mr. Tice is currently working through some discrepancies with the KFPS and hopes to have these issues resolved soon.



a. Associate Membership Fee-Based on the meeting with the KFPS, if Associate members are listed as "Indirect Members of the KFPS" then FHANA will continue to be charged for these members. Based on this information Mr. Tice is recommending increasing the Associate membership fee to \$100. Based on 2016 numbers, this will increase our income \$3000. Mr. Vanderkooy inquired if this price increase would drive members away. Mr. Tice reported that he felt this would eventually turn many Associate members into Magazine Subscribers. Ms. Lawing thought it would be best to keep the fee where it is currently is at \$60 and establish a category of Associate Plus at \$100 which would give these members all the membership benefits except for being a voting member. It was determined now this be turned over to the Marketing/Membership Committee for further discussion.

b. Inspection Fees-Mr. Tice reported that that the KFPS has raised our fees 9.1% since 2012 and FHANA has continued to absorb these fees. Mr. Tice reported our current inspection fees range from \$110-\$135. Mr. Tice suggested that we raise the inspection fees to all be \$135 for all categories except for category 18 Approved Stallions which is \$100. With this increase based on 2016 numbers, this would generate an additional \$4,000 of income. Mr. Tice also suggested raising IBOPS to \$210 per test. Mr. Vanderkooy reported that the inspections are an expensive adventure and he is concerned with this increase and is afraid we may make it too expensive for the member to attend and there needs to be good justification. Mr. Vanderkooy was also not in favor of raising the IBOP Fee. Ms. Austin suggested that if FHANA is going to raise fees, then we need to go back to each chapter because the site fees are getting to high which is not helping with our attendance at the inspections. Ms. Austin reported that this is an area of concern for the membership. Dr. Palermo asked when the last fee change was done. Mr. Tice reported that last minor fee change was done in 2013. Mr. Tice reported that the KFPS charges FHANA the same fee for each category. Dr. Palermo reported that she is in favor of raising the fee and she thought it would be best to pass the yearly increase on to the membership. After an in-depth discussion, **Motion made by Mr. Steenbeek to approve the proposal of raising the inspection fees to \$135 and leaving the IBOP fees at \$200. Motion seconded by Dr. Palermo. Motion Approved, Ms. Rencio opposed the motion.**

c. Transfer Fees-Mr. Tice proposed increasing the transfer fee to \$100. Ms. Lawing reported that after conducting research on this, she has found that FHANA already has a high transfer fee and she is concerned that by raising the fee would eventually result in lost horses to the registry. Mr. Vanderkooy, Ms. Austin both shared this thought. After a discussion, it was determined to not raise the transfer fees now.



d. Awards Fees-Mr. Tice proposed the implementation of an \$25 Awards Fees for those members who participate in the USDF All-Breeds Program. Ms. Lawing inquired if this \$25 fee would cover the cost of the USDF and the awards that we send to members for participating. Mr. Tice reported that he is suggesting the \$25 to cover the fee that USDF charges to FHANA. The awards that we send to the membership should be looked at as a member benefit and FHANA acknowledge it as such and should come out of our awards budget. There is a considerable amount of time to verify the eligibility of each member along with cost associated with sending the members a reminder. Ms. Lawing feels that we spend a great deal of money on members who participate in Dressage. Mr. Tice reported that we have approximately 30-35 on an annual basis that we award. In 2016 FHANA had 80 members who were eligible for the awards. **Motion made by Mr. Vanderkooy to accept the proposal of adopting an awards fee starting in 2017.** Ms. Renico thought the by charging this fee, this will cut the number of participants if they know they now must pay a fee. **Motion seconded by Mr. Sherman. Motion Approved Unanimously.**

e. Board of Directors Travel Expenses-Dr. Palermo proposed that for 2017 FHANA only take care of hotel expenses for the upcoming AGM. Ms. Lawing reported that his would be a compromise based on a previous discussion. This would mean that FHANA would not cover any travel expense, which would include food, airfare, mileage. Dr. Palermo reported that we expect our members to attend the meeting at their expense so how can we ask for the membership to pay the boards expense? Dr. Palermo also suggested that this is just a compromise based on the current budget deficit that FHANA is facing in 2017. **Motion made by Dr. Palermo to accept the proposal to only reimburse board members for their hotel rooms for 2017. Motion seconded by Mr. Vanderkooy. Motion Approved. Motion Opposed by Ms. Rencio and Ms. Austin.**

f. Additional Items-Mr. Tice suggested that we take out the \$10,000 Sponsorship Income that was originally approved in the budget presented in Dec. 2016. There is no current sponsorship and no plan to acquire more sponsorship. He suggested that we treat this line item as found money going forward. After a brief discussion, the board was in favor of this suggestion. Mr. Sherman suggested that an emphasis needs to be done for sponsorship and which committee is responsible for this. Ms. Lawing asked about the past sponsorships. Mr. Tice reported that Kensington Protective Products no longer had the funds to spend and wanted to be a partner instead of a sponsor. Schleese brought in a new director and they decided to go in a different direction. Dr. Palermo inquired about the idea of a calendar that was previously discussed. This item is not currently in the budget. Mr. Vanderkooy suggested that we invite members to purchase a month for a set amount and there would be 15 pages to fill. Mr. Vanderkooy estimated the cost of the calendar to be \$3500. Mr. Vanderkooy inquired if this should be a budget item. The board determined not to include this potential revenue as part of the budget for 2017 and if successful include it as part of the 2018 budget. The board has determined to continue discussions on this item. Mr. Vanderkooy inquired about the changes and these changes still leave us with a negative budget for 2017. Mr. Sherman did report that unless someone has a different suggestion we will go into 2017 with a negative budget. Mr. Tice reported that one area of concern is the KFPS expense. He felt dropping the line item to \$147,000 would balance the budget, but he was hesitant because there is approximately \$10,000 worth of KFPS fees that are unknown fees that he can't account for and cannot forecast these items. We also do not know how the economy and the value of the euro could affect our budget. Mr. Vanderkooy suggested we drop this line item \$3000. Mr. Sherman agreed to the suggestion. The other board members agreed with this suggestion. Mr. Tice was directed to send the revised budget out to the board to have the revisions voted on by email response.

iii. Chapter Committee (Barb) Ms. Rencio presented the chapter application for a new chapter the Pacific Friesian Horse Club located in British Columbia. **Motion made by Ms. Rencio to accept the recommendation of the Committee and accept the application. Motion seconded by Ms. Austin. Motion Approved Unanimously.**

iv. Marketing/Membership Committee (Amy) Ms. Austin presented the Marketing/Membership Committee minutes dated 12.21.2016

v. Health Committee (Amy) Dr. Palermo presented the minutes dated 1.18.17

vi. Education Committee (Rosanne) Dr. Palermo presented the minutes dated 1.5.17

vii. ABFP Committee (Rosanne) Dr. Palermo reported the committee met while in the Netherlands. The committee is working on trying to control the cost for the participants in the future. The KFPS has recently approved to give foreign approved stallions an additional year to obtain their permanent approval status.



F. Review Items

i. Board of Directors Election (Jack)- Mr. Tice reported that currently there has been 20% of the membership which has voted in the election. .

ii. Hydrocephalus & Dwarfism testing (Jason)- Ms. Lawing reported that the KFPS would like us to adopt this procedure. Ms. Lawing is suggesting that we make this voluntary for 2017 and hope to make this mandatory in 2018. The KFPS is recommending that all Ster, Kroon, Model, and Brood mares will be tested in the future. The goal is to have all breeding mares tested in 10 years. Mr. Steenbeek reported this will be voted on at the next Member Council meeting in May. Ms. Lawing reported that the cost to the membership will be \$60 and a form has been submitted to the board for review. Ms. Lawing also suggested that we change our rules and reconsider the rule that veterinarians are the only individuals who can collect the hair. Dr. Palermo agreed with this suggestion. **Motion made by Dr. Palermo to change this rule that the veterinarian is no longer needed to pull the DNA sample for the testing on all ready registered horses. Motion seconded by Mr. Steenbeek.** Ms. Lawing thought it would be good to include this on the website and a part of the upcoming newsletter. **Motion Approved Unanimously.**

iii.. 2017 KFPS Stallion Show recap (Sally) Mr. Vanderkooy presented the minutes from the meeting. Ms. Lawing updated the board on the meeting that took place with the KFPS. Several of the topics discussed were already discussed in previous line items within these minutes.

G. Discussion Items

I. Member Council Position (Sally) **Mr. Vanderkooy nominated Mr. Steenbeek for another 3-year term on the KFPS member council. Nomination seconded by Dr. Palermo. Nomination Approved Unanimously.** Mr. Steenbeek will serve another 3-year term on the KFPS member council. Mr. Steenbeek did not participate in the vote.

ii. Officer Positions (Sally) The board discussed the officer positions to be determined at the upcoming March Board of Directors meeting.

H. Board Round Table Discussion



i. Mr. Vanderkooy presented a suggested 35th anniversary item for consideration. The Board discussed his idea of the Alberta Chapter to host the event in 2019 in Red Deer, Alberta before or after the Calgary Stampede. This proposal would also include inviting the Quadrille from Friesland to participate in both the Stampede and FHANA's celebration. The board will continue to discuss this suggestion in future meeting in hopes of having a special 35th anniversary.

ii. Mr. Tice inquired about the 2018 FHANA AGM location. Mr. Sherman reported that a brief discussion has taken place with Angie DePuydt about hosting it. Ms. Austin asked if anyone has been contacted from a West Coast Chapter. It was reported that no West Coast Chapter has been contacted about hosting the event. Now, no decisions have been made regarding the 2018 FHANA AGM.

I. Good of the Order

a. Next Board Meeting Feb. 21, 2017 at 1:30PM EST-New elected board member/s will be in attendance.

i. Future Meeting March 2, 2017 at 1:30PM EST

J. Adjourn

2017 BUDGET

[Friesian Horse Association of North America]
[1/12/2017]



Gray cells are calculated for you and generally should not be altered.

Income	2017 Budget	2016 Year to Date-Dec.	2016 Budget	2015 Budget	2015 Year to Date-Nov	2015 Actual	YTD Variance 2016	Notes
0								
Memberships								
Membership Dues	\$ 200,000.00	\$195,784.78	\$210,000.00	\$200,000.00	\$162,503.00	\$199,999.50	(\$14,215.22)	5% decrease in membership dues from the 2016 budget. Associates-70 x 60 = \$4,200 Full Members- 1,200 x \$130 = \$156,000 Full Members (Pro Rated) - 140 x \$97.50 = \$13,650 Business Members-120 x \$160=\$19,200 Member Administrative Fee-350 x\$20=\$7,000
Magazine Subscriptions	\$ 3,000.00	\$3,160.00	\$3,000.00	\$3,000.00	\$2,570.00	\$2,950.00	\$160.00	Budgeting for 75 Magazine Subscription to Non-Members for the Friesian magazine which would maintain 2016 Budget.
Registration	\$ 130,000.00	\$126,500.85	\$110,000.00	\$92,000.00	\$117,858.00	\$121,056.45	\$16,500.85	Budgeting for 400 foals to be registered in 2017. Lost income due to BBII registrations from 2016. Total Breedings are approximately 600 .
Transfers	\$ 43,000.00	\$42,835.00	\$43,000.00	\$42,500.00	\$75,436.00	\$44,795.00	(\$165)	Maintain transfer fee of \$85
Inspection	\$ 75,000.00	\$69,851.44	\$70,000.00	\$60,000.00		\$72,675.25	(\$148.56)	Recommending to increase all inspection fees with the exception of Category 5 & 6 from \$110 to \$135. Based on 2016 entries, if we raise these category fees, it will give us \$4,000 more income.
ABFP Inspection	\$ 56,000.00	\$68,440.13	\$50,000.00		\$41,430.00	\$14,810.00		Breeding fee: \$20,000; Stallion Owner Contribution: \$26,000; Offspring Owner Contribution \$10,000. Expense expected to be \$56,000 per stallion. This is a new income/expense item and needs to be looked at closely.
Central Mare Show	\$ 9,000.00	\$9,450.00	\$9,000.00		-\$13,903.30		\$450	Income is offset by an expense item. Maintained 2016 budget for this item.
Annual General Meeting	\$ 20,500.00	\$18,990.13	\$20,000.00		\$494.00	\$23,551.00	(\$1,009.87)	Income is offset by a \$20,000 expense item.
Merchandise/Marketplace	\$ 1,000.00	\$1,010.17	\$500.00	\$1,000.00		\$494.37	\$510.17	Income received from the partnership with the Marketplace
Total Memberships Category	\$ 537,500.00	\$536,022.50	\$515,500.00	\$398,500.00	\$386,387.70	\$480,331.57	\$137,522.50	

Subscriptions/Advertising

Advertising	\$ 18,000.00	\$17,775.00	\$22,000.00	\$30,000.00	\$20,507.00	\$26,898.80	(\$4,225.00)	Continue to see a decrease in advertising in the Friesian magazine. Decreased by 20% for 2017.
Website Classifieds	\$ 10,000.00	\$11,631.25	\$9,000.00	\$11,500.00	\$9,920.00	\$9,485.00	\$2,631.25	Raised fees to \$35/ad in 2015. We have seen an increase in the amount of income, but not the amount of classified ads.
Publications	\$ 3,000.00	\$8,040.00	\$7,200.00	\$7,200.00	\$2,160.00	\$3,240.00	\$840.00	Income from the purchase of the Phyrso Magazine. This is a pass through item. We continue to see a decrease in the amount of subscribers for this publication.
Sponsorships	\$ -	\$11,500.00	\$10,000.00	\$12,500.00	\$5,689.00	\$5,688.62	\$1,500.00	Recommending reducing this to \$0 with no sponsors on board it is hard to budget income. If we are able to find a sponsor, this will be treated as "found" money and will only help us towards our bottom line.
Total Subscriptions/Advertising Category	\$ 31,000.00	\$48,946.25	\$48,200.00	\$61,200.00	\$38,276.00	\$45,312.42	(\$12,253.75)	

Other Income

[Friesian Horse Association of North America]

[1/12/2017]



Interest & Dividends	\$ 4,000.00	\$ 2,445.40	\$ 5,000.00	\$ 5,000.00	\$ 2,284.00	\$ 5,984.93	(\$2,554.60)	Maintained 2016 Budget. The uncertainty here is the William Blair Investment. We currently have 1 CD at \$75,853.28 and the William Blair investment at \$164,885.69. Projections for economy are soft.
Rental Income	\$ -	\$ 16,717.05				\$ 0.00		
Misc. Income	\$ 500.00	\$ 0.00	\$ 500.00	\$ 500.00	\$ 60.00	\$ 680.00	(\$500.00)	
Banking Credit		\$ 0.00						
Total Other Income Category	\$ 4,500.00	\$ 19,162.45	\$ 5,500.00	\$ 5,500.00	\$ 2,344.00	\$ 6,664.93	\$ 13,662.45	
Total Income	\$ 573,000.00	\$604,549.61	\$569,200.00	\$465,200.00	\$436,016.00	\$534,023.92	\$35,349.61	

Expense	2017 Budget	2016 Year to Date-Dec	2016 Budget	2015 Budget	2015 Year to Date-Nov	2015 Actual	YTD Variance	Notes
Administrative								
Postage/Delivery Services	\$ 16,000.00	\$18,211.40	\$17,000.00	\$16,000.00	\$18,808.00	\$18,944.55	(\$1,211.40)	Dropped this \$1000 from previous budget.
Office Operations	\$ 10,000.00	\$11,371.10	\$13,000.00	\$11,000.00	\$13,114.00	\$15,983.74	\$1,628.90	Decreased \$1000 or 8% based on previous year expenses.
Telephone Services	\$ 5,500.00	\$5,564.14	\$6,000.00	\$4,600.00	\$5,433.00	\$5,818.08	\$435.86	Maintained 2016 budget
Credit Card/Paypal Usage Fee	\$ 12,000.00	\$12,054.34	\$9,000.00	\$8,000.00	\$8,702.00	\$9,014.63	(\$3,054.34)	Increased this 25% from 2016. With the added benefit of Paypal, EVEN more are using their credit cards to pay for services.
Insurance	\$ 8,500.00	\$8,197.41	\$8,500.00	\$8,500.00	\$8,303.00	\$8,302.99	\$302.59	Maintained 2015 Budget
Professional Services	\$ 7,500.00	\$6,909.63	\$7,500.00	\$6,000.00	\$8,099.00	\$8,239.76	\$590.37	Increased from 2016 Budget to account for standard fee increases.
Printing	\$ 3,000.00	\$3,323.99	\$3,000.00	\$3,000.00	\$4,244.00	\$4,244.07	(\$323.99)	
Bank Charges	\$ 1,500.00	\$1,283.10	\$1,300.00	\$1,000.00	\$1,174.00	\$1,359.54	\$16.90	Increased this item 14% from 2016
Total Administrative Category	\$ 64,000.00	\$66,915.11	\$65,300.00	\$58,100.00	\$67,877.00	\$71,907.36	(\$8,815.11)	

Member Services

Inspection	\$ 4,000.00	\$11,063.20	\$8,000.00	\$8,000.00	\$21,802.00	\$5,657.47	(\$3,063.20)	This item covers the supplies associated with putting on the inspections.
KFPS	\$ 147,000.00	\$160,566.25	\$140,000.00	\$135,000.00	\$111,265.99	\$149,671.26	(\$20,566.25)	3.2% increase from the KFPS. 5 Euro decrease in foal registrations has been figured into this item. Since 2012, the KFPS has raised our fees 9.1%
Friesian Magazine	\$ 54,000.00	\$54,834.38	\$54,000.00	\$52,000.00	\$51,307.00	\$61,197.23	(\$834.38)	Maintained 2016 budget for this item. Postage to ship is a concern. We average \$13,000 per issue.
Judging	\$ 30,000.00	\$34,402.89	\$24,000.00	\$24,000.00	\$20,333.00	\$20,751.51	(\$10,402.89)	Raised 20% from 2016 due to travel arrangements continuing to rise and the use of three circuits.
Registration	\$ 18,000.00	\$16,324.00	\$17,000.00	\$15,000.00	\$17,904.00	\$18,745.00	\$676.00	Increased 5% due to increases in fees from the lab. If we are able to test for Dwarfism and Hydrocephalus in the future of 2017, then this item will need to be adjusted.
Public Relations/Advertising	\$ 14,000.00	\$9,420.10	\$14,000.00	\$14,000.00	\$10,523.00	\$13,135.51	\$4,579.90	Please see the attached list of events that are being planned for attendance in 2017. Continuing to maintain 2016 budget in regards to advertising. Allocating money for the new FHANA booth which is estimated at \$5,000 to update. Looking for 1 new booth over the course of the next 4 years. Money for the booth will be capitalized.
Awards	\$ 7,000.00	\$5,070.14	\$9,000.00	\$8,500.00	\$4,671.00	\$8,293.77	\$3,929.86	Maintain 2016 Budget-Recommend implementation of a \$25 All-Breeds Award Fee to all individuals who are declared eligible. This would save approximately \$2,000.
ABFP Testing/Offspring Approval	\$ 45,000.00	\$104,954.80	\$45,000.00	\$5,000.00		\$16,291.53	(\$59,954.80)	Expenses associated with ABFP Testing: \$10,000 for travel and \$35,000 Training.
Annual General Meeting	\$ 20,000.00	\$17,345.68	\$20,000.00			\$37,529.24	\$2,654.32	Expenses associated with the Annual General Meeting
Central Mare Show	\$ 9,000.00	\$8,789.20	\$8,025.00		\$500.00		(\$764.20)	Expense is offset by the income of the event.
Clinic Sponsorship	\$ 500.00	\$500.00	\$500.00	\$500.00	\$1,980.00	\$500.00	\$0.00	Moved this line item to awards to pay for Chapter of the Year
Website Maintenance	\$ 6,000.00	\$3,800.00	\$6,000.00	\$4,000.00	\$33,275.00	\$2,280.00	\$2,200.00	Portal Cost is 3000 Euro per year
Website Design	\$ 2,500.00	\$19,251.85	\$25,000.00	\$5,000.00		\$33,275.00	\$5,748.15	Alloting for small changes to occur with the website for 2017.

[Friesian Horse Association of North America]

[1/12/2017]



Total Member Services Category	\$ 357,000.00	\$446,322.49	\$370,525.00	\$271,000.00	\$273,560.99	\$367,327.52	(\$75,797.49)	
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Labor

Payroll/Payroll Taxes	\$ 106,000.00	\$91,833.47	\$80,000.00	\$100,000.00	\$76,504.00	\$87,748.09	(\$11,833.47)	
Employee Benefits	\$ 9,000.00	\$6,086.70	\$7,000.00	\$9,000.00	\$4,926.00	\$5,102.73	\$913.30	
Total Labor Category	\$ 115,000.00	\$97,920.17	\$87,000.00	\$109,000.00	\$81,430.00	\$92,850.82	(\$10,920.17)	

Other Expenses

Lease	\$ 27,500.00	\$32,553.56	\$20,000.00	\$25,000.00	\$16,942.00	\$18,577.96	-\$12,553.56	Arrangement have been made with the Pony Club to drop the lease to \$1550 for 4 months. This gives us a reduction of \$4000 to the budget.
Board Of Directors	\$ 5,500.00	\$12,957.31	\$12,000.00	\$12,000.00	\$10,451.00	\$11,081.30	-\$957.31	Proposes to pay for BOD Hotel rooms for AGM.
Staff Travel/Education	\$ 3,000.00	\$4,194.78	\$5,000.00	\$5,000.00	\$4,618.74	\$6,064.45	\$805.22	Reduced budget by 40% based on the AGM being local to staff.
Capital Improvements		\$1,780.23	\$2,500.00	\$2,500.00	\$4,642.00	\$0.00	\$719.77	No capital improvements are being budgeted for 2017. Sarah will need a new computer, but I am hopeful this can hold out until 2018 based on my equipment schedule.
Depriciation								
Misc. Expense	\$ 1,000.00	\$497.24	\$1,000.00	\$1,000.00	\$485.00	\$445.89	\$502.76	
Total Other Expense Category	\$ 37,000.00	\$51,983.12	\$40,500.00	\$45,500.00	\$37,138.74	\$36,169.60	-\$6,483.12	

Total Expense	\$573,000.00	\$664,173.17	\$563,325.00	\$483,600.00	\$460,006.73	\$574,681.63	(\$100,848.17)	
Total Net Income	\$0.00	-\$59,623.56	\$5,875.00	-\$18,400.00	-\$23,990.73	-\$40,657.71	-\$65,498.56	

Chart of Accounts-Income

Memberships

Membership Dues
New Associate
New Business
New Full
Lifetime
Renew Associate
Renew Business
Renew Full
New Member Administrative Fee
Registration
Foal Registration
Late Registration
Bbook II
Import
Sport Predicate
Microchip Rental
Embryo Transfer
Inspection/Central Proving
West Series
East Series
Central Proving
Star
ABFP Inspection
Transfers
Transfer Fee
Late Transfer Fee
Annual General Meeting
Registration
Central Mare Show
Merchandise
Merchandise
FHANA Marketplace

Subscriptions/Advertising

Advertising
Friesian Magazine
Website Classifieds

Website Classified
Publications(Phryso)
Phryso Magazine

Other Income

Interest & Dividends
Bank Account
Certificates of Deposit
William Blair
Banking Credit
Non-Sufficient Funds
Misc Income

Chart of Accounts-Expense

Administrative

Postage/Delivery Services
Delivery Services
Postage General Office
Office Operations
Internet Services
Copy Machine Lease
Computer Equipment
Furniture
Maintenance
Office Equipment
Office Supplies
Postage Machine
Telephone Services
Conference Calls
Local Windstream
Long Distance Sprint
Credit Card
Discover Card
MC/Visa
Insurance
General Liability
Directors
Professional Services
Legal
IT
Accounting Services
Printing
General Office
Bank Charges
Wire Transfer
Returned Check
Service Charge

Member Services

Inspection
West Series
East Series

Refunds
Programs
Supplies
KFPS
Membership
Phryso Subscription
Friesian Magazine
Design
Editor
Postage
Printing
Judging
Lodging
Transportation
Registration
DNA
Microchipping
Public Relations/Advertising
Equine Affaire
Horse Shows
Magazine Advertisements
Awards
All-Breeds
Keuring Ribbons
Perpetual Awards
ABFP Testing/Offspring Approval
Annual General Meeting
Central Mare Show
Clinic Sponsorship
Chapter Sponsorships/Chapter of Year
Website Maintenance
Website Maintenance

Labor

Payroll/Payroll Taxes
Salary Bonus
Salary Regular
Payroll Taxes

Employee Benefits
Health Insurance
Simple IRA
Supplemental Insurance

Other Expense

Lease
Lease/Utilities
Board of Directors
2016 AGM
Supplies
Food/Per Diem
Lodging
Travel
Annual General Meeting
Banquet
Staff Travel
Food/Per Diem
Lodging
Travel
Continuing Education
Misc. Expense
Affiliation Dues
Member Hospitality
Capital Improvements

MINUTES OF THE ANNUAL JOINT MEETING OF FHANA AND THE KFPS

HELD ON JANUARY 13, 2017 AT 8:30 A.M. IN THE WTC HOTEL

PRESENT: KFPS – Mr. Bert Wasenaar, President

Mr. Ids Hellinga, Ex. Director

FHANA – Ms. Sally Lawing, President, Mr. Tim Sherman, Dr. Rosanne Palermo,

Mr. Gerben Steenbeek and Mr. Jack Vanderkooy

1. Hydrocephalus & Dwarfism Testing

Ms. Sally Lawing introduced this topic and reported the University of Kentucky is now capable of providing these genetic tests. She asked Ids how he would recommend we handle the logistics of having these tests done with N.A. Friesians.

Ids reported that the KFPS will mandate all Ster mares at the age of 3 and all brood mares not Ster to be tested. The resulting information will be treated just like linear scores as private information of the registered owner. He suggested FHANA mandate all fillies to be tested for these two genetic defects at the same time as we now check their parentage.

2. Associate Members

Ids reported that Associate Members of the KFPS do not have access to member only Website information.

3. ABFP Program in North America

In the ensuing discussion Ids mentioned how important it is to have trainers who are skilled at working with very green young horses.

The meeting identified 3 options with respect to the judging of FHANA's ABFP program and offering a Keuring afterwards.

- a. Abolish the option of a Keuring afterwards.
- b. Bring in 4 Judges for the final test at FHANA's expense.
- c. Set the dates of the ABFP program so that it finishes during the time of our Keuring circuits, that way the ABFP horses could be inspected by the Keuring Judges who are already in N.A.

4. Gerben Steenbeek commented regarding the Phyrso subscription that each monthly edition arrives more than 2 months late at his address in Canada. This appears to be true for all N.A. addresses. Ids would check this out with the Publisher.

5. Meeting adjourned at 9:40 a.m.