



Board of Directors Minutes

November 20th, 2018 1:30PM EDT

A. Welcome & Call to Order - Dr. Rosanne Palermo, President

- i. In attendance: Dr. Rosanne Palermo, President, Ms. Angie DePuydt, Treasurer, Ms. Charlotte Dumford, Secretary, Ms. Barb Renico, Director, Mr. Eric Smith, Director, Ms. Allison Thomas, Director, Mr. Jason Tice, Executive Director.
- ii. Identify conflicts of interest-No Conflicts were identified in this agenda

B. Secretary's Report - Charlotte Dumford, Secretary

- i. Ms. Dumford presented the Minutes dated October 16th, 2018. Motion made by Ms. Dumford to accept the minutes as presented. Motion seconded by Ms. Thomas. Motion approved unanimously.

C. Matters arising from the Minutes

D. Correspondence

- i. Dr. Palermo presented the resignation of Jennifer McClelland.

E. Treasurer's Report-Angie DePuydt, Treasurer

- i. Ms. DePuydt presented the Financials for October 2018

Balance Sheet

Total Assets: \$422,676.44

Total Liabilities: \$1,374.19

Total Liabilities & Equity: \$422,676.44

Profit & Loss Year to Date:

Total Income: \$611,344.37

Total Expense: \$548,212.33

Net Income: \$63,132.04

Profit & Loss October 2018

Total Income: \$31,693.29

Total Expense: \$57,625.15

Net Income: \$(25,931.86)



Motion made by Ms. DePuydt to accept the Treasurer's report as presented.

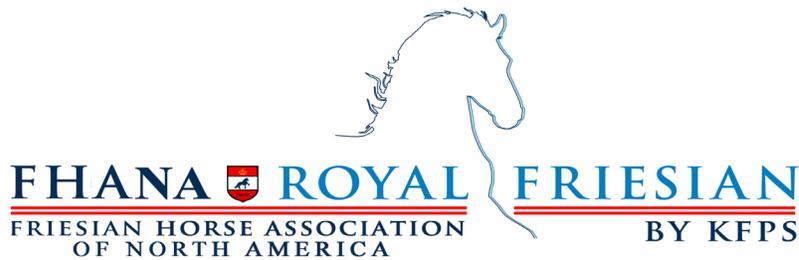
Motion seconded by Ms. Dumford. Motion approved unanimously. Dr. Palermo suggested the committee review our credit card fees and possibly charge the membership a convenience fee for using cards. Dr. Palermo explained that the fees continue to increase and more and more members are using credit cards for payment. She suggested that several other associations are charging a convenience fee and FHANA should investigate this option. Ms. DePuydt reported that the committee has reviewed this has no plans to make any changes to this for 2019.

F. Executive Director's Report - Jason

Mr. Tice reported the current membership level is 1598. The office will start the membership renewal process Dec. 1. This will include an email invoice for their membership. The office will give the member the opportunity to pay their invoice online. After a week, the office will follow up with a membership renewal letter. Once members renew, they will each receive the 2019 calendar along with a 35th anniversary decal. Mr. Tice has one DNA issue that is taking some time to resolve. Mr. Tice believes the primary issue is that the mares were switched when they were sold. He will keep the board informed as he works through the details. All-Breed awards for 2018 have been issued. This year FHANA had enough awards to award the Top 5 of each category which should be a nice surprise to the member who was just out of the top two placing. FHANA awarded a total of 38 awards for 2018, and we had one High Point winner awarded during the recent USDF Dressage Finals. Other awards are due Nov. 30. Please encourage members in your area to submit. Mr. Tice requested that someone post a reminder on the various social media pages. Mr. Tice has posted on the FHANA Facebook page, but he welcomes anything we can do to encourage participation. Registration Papers from the 2018 Inspections have been distributed. FHANA will follow the same policy that was implemented a few years ago. This policy has been posted on the website as a reminder to the membership. The office will be closed Thursday and Friday for Thanksgiving.

G. Committee Reports

i. Inspection Committee (Eric) Mr. Smith presented the minutes dated 11.13.18 which included the proposed 2019 inspection schedule. Mr. Smith reported that one club has requested that the inspection alternate with another club in the area every other year. Mr. Smith gave some background on the area to help the board understand the issue. After a discussion, the board determined it was best to leave the inspection as is.



Mr. Smith presented the tentative inspection schedule and reported that we have not heard back from the KFPS. Dr. Palermo agreed to reach out to the KFPS and report back to the FHANA board. Mr. Smith also requested input from the Central Mare Show Committee regarding dates of the show. The date of the show determines how we finish the schedule for Circuit 3. Dr. Palermo reported that the committee also needs to consider the Education Week which is best served as part of the International Friesian Show Horse Association World Show because they have the horses available. Will Thijssen needs to be available to teach the class, and the dates for the class would be Oct. 3-7. Mr. Smith will take this under advisement in the planning. Dr. Palermo will reach out to the KFPS to obtain feedback. Mr. Smith reported that 5 sites presented on the schedule are not held on an annual basis. Mr. Tice reported that the KFPS is requesting one travel date between sites. Mr. Tice added that removing some of the new sites would allow us to accommodate the KFPS's request for travel time between sites. Currently, we can't go forward until we have the KFPS's approval.

Mr. Smith presented a request from Iowa for an inspection to coincide with the extravaganza scheduled for their area.. Mr. Smith informed the board that the dates they propose do not fit within our schedule of dates.

ii. Marketing Committee (Allison) Ms. Thomas presented the minutes dated 10.25.18. Ms. Thomas informed the board about the committee's intent to propose a \$100 incentive for chapters to purchase their own booth banners. The board should expect a motion during the next meeting.

iii. Editorial Committee (Angie) Ms. DePuydt presented the minutes dated 10.18.18. Ms. DePuydt reminded the board of the closing dates for the Spring issue of the magazine. Mr. Smith inquired about the judges' reports. Ms. DePuydt reported that Dr. Palermo has obtained the judges' reports that normally appear in the Phryso and that these reports have been translated for inclusion in the next issue of The Friesian.

iv. AGM Committee (Charlotte) Ms. Dumford presented the minutes dated 10.18.18 & 11.15.18. Currently, the committee is soliciting potential sponsors and donors and is identifying horses to be used in the demos.

v. Sports Committee (Charlotte) Ms. Dumford presented the minutes dated 10.30.18. Ms. Dumford reported that Ms. Aumiller is writing a proposal for the Western Dressage Award to make it consistent with FHANA's other awards. This proposal should be ready to present to the Board by the next meeting.

vi. Education Committee (Charlotte) Ms. Dumford presented the minutes dated 11.8.18. Ms. Dumford reported that the Education Courses are a big benefit to the membership and that the committee would like to see additional Level 1 courses available in the future. Ms. DePuydt suggested that education be made available to the Amish community. Mr. Tice reported that this is currently taking place through upcoming expos. Dr. Palermo reported that Matthew Kissack has volunteered to be a contact person for the Amish.

vii. Breeding Committee (Allison) Ms. Thomas presented the minutes dated 10.15.18 & 11.12.18. Ms. Thomas updated the Board on the creation of the Sport Producing Mare List. The Committee has received the list of Friesians with the Sport or Sport Elite Predicate, but the list is not complete. Due to EU privacy laws, we may not be able to obtain information on Sport Friesians owned by EU residents. The Committee will continue to pursue this project.

viii. 35th Anniversary Celebration (Allison) Ms. Thomas presented the minutes dated 10.16.18 & 11.7.18 with an updated budget. Dr. Palermo inquired about some of the budget numbers presented. Ms. Thomas responded that the 150 attendees was a forecasted estimate. The committee did review the entry fee and made the necessary adjustments in case the number of attendees falls short. In this case, the event will still be on schedule to break even. Dr. Palermo asked about targeted sponsorship in which sponsors can earmark their funds for a particular use within the event. Mr. Tice reported that this is common with other events. FHANA typically does not dictate how the sponsors' money is allocated. Ms. DePuydt expressed concern regarding the budget and the amount of money being spent to subsidize the attendance of KFPS personnel. Mr. Smith suggested establishing a contingency plan because, from his past experiences, events like this normally run over budget. Ms. Thomas reminded the Board that FHANA can't control the exchange rate from Canadian dollars to US dollars. Several board members vocalized their displeasure that the event seems to be more about courting the KFPS and not so much about the celebration of FHANA. Ms. DePuydt asked what the FHANA Board can do to guide the committee down a better path celebrating FHANA. The Board determined that a FHANA Board member should be added to the Finance section of this committee.

- i. Dr. Palermo addressed the splitting of the Hall of Fame inductees between the 35th Anniversary Celebration and the FHANA AGM. She felt it was better to continue with this plan, citing the desire to honor each inductee at the venue most meaningful to him/her. The other board members agreed. Dr. Palermo also addressed splitting the profits for the event. Dr. Palermo reported that this is an event and not an AGM. Mr. Tice suggested that the profits should be split like the profits of the 25th anniversary. The profits should be set aside in a Certificate of Deposit and used for Health and Research or something similar to how the proceeds of the 25th were used. Ms. Thomas will take this suggestion back to the committee. **Motion made by Ms. Thomas: BE IT RESOLVED THAT THE FHANA BOARD OF DIRECTORS SUPPORT THE INTENTION TO SHARE POTENTIAL PROFITS OF THE 35TH ANNIVERSARY CELEBRATION WITH THE AFHA IN RECOGNITION OF THE MANY VOLUNTEER HOURS THEIR MEMBERS ARE INVESTING INTO THE SUCCESS OF THIS EVENT.** The motion did not receive a second and was withdrawn.

ix. Finance Committee (Angie) Ms. DePuydt presented the minutes dated 10.31.18. Ms. DePuydt presented the 2019 FHANA Budget for review. The board discussed several items on the budget, but determined that a separate budget-planning meeting would be most appropriate. This special meeting will take place on December 11, 2018, at 7:00PM EST.

i. **Motion made by Ms. DePuydt to approve the travel expense for the Executive Director to attend the 2019 KFPS Stallion Show. Motion seconded by Ms. Dumford.** Ms. DePuydt reported that this motion is being made due to the previous freeze on staff travel. **Motion approved unanimously.**

ii. Ms. DePuydt presented a Depreciation Policy for consideration. **Motion by Ms. DePuydt to accept the depreciation policy as presented. Motion seconded by Mr. Smith. Motion approved unanimously.**

x. FHANA Member Council (Angie) Ms. DePuydt presented the minutes dated 6.20.18 & 10.17.18

i. Ms. DePuydt reported the committee's inquiry regarding the availability of additional data on frozen semen pregnancy rates. Dr. Palermo volunteered to address this with KFPS representatives when she meets with them in early December. Ms. DePuydt suggested that we allow our KFPS member council members to address this issue and get additional countries involved. Dr. Palermo will follow up after their meeting. The board agreed to this action. **Motion made by Ms. DePuydt to ask the KFPS to start reporting frozen semen pregnancy rates for approved stallions, including on the stallion's information online as well as in the annual stallion report. Motion seconded by Ms. Dumford. Motion approved unanimously.**

xi. Membership Committee (Jason) Mr. Tice presented the minutes dated 10.29.18
Dr. Palermo appointed Ms. Renico as the board liaison for this committee.

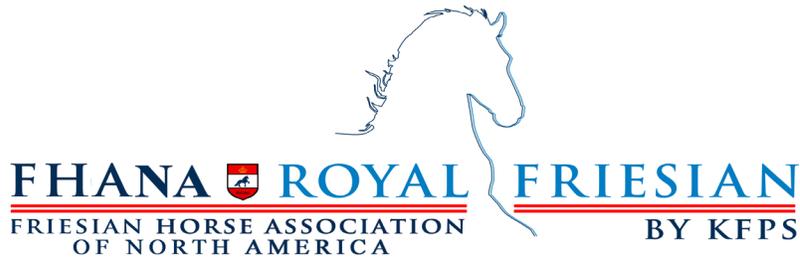
H. Review Items

i. KFPS/FHANA meeting (Jason) Mr. Tice reported that this meeting is normally scheduled for Friday morning at 9AM. Mr. Tice requested that the board start considering agenda items to discuss. Potential Items: IBOP/Sport Elite, FHANA Member Status, Member Satisfaction, Judges' alcohol policy.

ii. Hall of Fame induction (Allison) The 35th Anniversary Committee would like for the FHANA board to reconsider the induction of one Hall of Fame member inductee during the AGM in 2019 and allow for both inductees to be introduced during the 35th Anniversary. The board discussed this and felt it was best to honor the inductee at an event that best suited them. The board will proceed with inducting one individual at the AGM and the other at the 35th Anniversary.

I. Discussion Items

i. Board of Directors Elections (Jason/Charlotte) Dr. Palermo and Ms. Renico excused themselves from this discussion. The Board discussed how to present the recently-open one year term on the ballot. The Board decided to remain consistent with how this situation was presented in the past. The board members discussed the possibility of conducting a town hall style meeting with the candidates.



ii. 2018 FHANA Volunteer of the Year (Jason) Mr. Tice requested that the Board consider possible nominees for Volunteer of the Year. These names should be brought to the December Board meeting for consideration.

J. Board Round Table Discussion

K. Good of the Order

- i. Next Meeting December 18th, 2018 at 1:30PM EDT via Teleconference
- ii. Future Meeting January 22, 2019 via Teleconference. ***Week later than normal

L. Adjourn

Ms. Renico motioned to adjourn. Ms. Thomas seconded. Meeting adjourned at 5:56 pm EST.