



THE

Friesian Horse

ASSOCIATION OF NORTH AMERICA

4037 Iron Works Parkway, Suite 160, Lexington, KY 40511-8483

(859) 455-7430 (telephone) (859) 455-7457 (facsimile)

A member of the National Horse Center

Board of Directors

December 16th, 2014, 1:30PM EDT

No Consent Agenda

A. Welcome & Call to Order - Marc Dileo, President

i. Meeting called to order at 1:32PM EST

ii. In attendance: Marc DiLeo, President, Sally Lawing, Vice President, Barb Renico, Secretary, Tim Sherman, Treasurer, Beth Sharp, Director, Jack Vanderkooy, Director, Will Bron, Director, Jason Tice, Executive Director

iii. Identify Conflicts of Interest in the Agenda

iv. No conflicts of interest were identified by the Board of Directors

B. Secretary's Report - Barb Renico, Secretary

i. Approval of minutes dated November 18th, 2014. Motion made by Mr. Vanderkooy to accept the secretary's report as presented. Motion seconded by Ms. Sharp. Motion passed unanimously.

C. Treasurer's Report-Tim Sherman, Treasurer

i. Mr. Sherman presented the financial report for month end November 2014.

Balance Statement:

Total Assets: \$392,720.33

Total Liabilities: \$5,118.50

Total Equity: \$387,601.83

Total Liabilities & Equity: \$392,720.33

Profit & Loss-November 2014

Total Income: \$14,166.78

Total Expense: \$27,210.76

Net Income: \$(13,043.98)

Profit & Loss-Year to Date

Total Income: \$397,873.88

Total Expenses: \$429,168.38

Net Income: \$(31,294.50)

Motion made by Mr. Bron to accept the treasurer's report as presented. Motion seconded by Ms. Renico. Motion approved unanimously.

D. Executive Director's Report - Jason

Mr. Tice reported we currently have 1753 members which includes magazine subscribers. Mr. Tice reported the office has completed the mailing of the membership renewal notices which went out to 2000 members. Mr. Tice has included a report that Sarah put together for Mr. Tice displaying the trends with our All-Breeds participants. The office has sent out coolers to all of the Champion and Reserve Champions in each class. The coolers were sponsored by Kensington Protective Products and have received great compliments from the winners. Mr. Tice reported Sarah will be leaving FHANA. Mr. Tice is currently forming a plan on how to go about replacing her in the meantime he will bring Jessica in to assist with some temporary help. Jessica has about 10 hours a week she can assist him. Mr. Tice would like to cancel his trip for the stallion show. He can receive a credit from the airline and then rebook for next year for \$200. Mr. Tice does not feel comfortable leaving the office unmanned for 3+ days during our peak membership renewal period and with deadlines for the AGM being Jan. 15th. A temporary person will not be up to speed in order to handle membership questions and AGM questions. The board was in favor of this decision and it was determined that Mr. Tice attend the Central Mare Show in September 2015.

E. Committee Reports

a. AGM Committee-Mr. Vanderkooy updated the board on the AGM committee.

i. 2016 AGM Meeting-Mr. Vanderkooy presented the costs associated with a possible AGM located in Calgary, Alberta. It was determined before Calgary is awarded the 2016 AGM that Mr. Tice reaches out to the other chapters and sees who else might be interested in hosting the 2016 AGM and it will be decided upon during the next FHANA Board of Directors meeting.

b. Stallion Committee-Ms. Sharp reported on the selection of ABFP horses and the recommendation of the ABFP location in Lowell, MI.

c. Health Committee-Mr. Bron presented the minutes dated 11.24.14.

d. Keuring Committee-Ms. Sharp presented the minutes dated 11.24.14 & 12.11.14

i. Private Keuring Facilities-Ms. Sharp presented the committee suggestions for private keurings. This item is still being discussed and a formal proposal will be submitted.

ii. 2015 Keuring Schedule-Mr. Tice submitted the tentative 2015 Keuring schedule. Sites have not been notified at this time and FHANA is still looking at the dates with the KFPS.

e. Chapter Committee-Ms. Renico discussed the projects the committee has been working on which is primarily chapter participation and chapter communication. The committee will continue to work on this for 2015.

f. Finance Committee (Tim) Presentation of the 2015 FHANA Budget

i. Fee increases for 2015

Approved Fee Changes for 2015**Approved
Changes****Judging Fees**

Yearling Filly for Premie		110
Two-Year Old Filly for Premie		110
Three or More Year Old Mare for Stb & Ster		135
Three or More Year Old Gelding for Stb & Ster		135
Repeat Judging of Mare for Ster		110
Repeat Judging of Gelding for Ster		110
Four or More Year Old Ster Mare for Premium		110
Crown Mare for Premium		110
Model Mare for Premium		110
Four or More Year Old Ster Gelding for Premium		110
Three or More year Old Stallion for Ster		120
Required Judging of Stb Stallions with Approved Breeding Privileges		100
IBOP		200
Late Fee #1		50
Late Fee #2		300

Registration Fees

Foal-NA Sire		225
Foal-Outside NA Sire		300
Ster Status		100
Crown Status		100
Model Status		100
Preferential Status		100
Penalty for Late Birth Announcement-Up To 6 Months		50
<i>Penalty for Late Birth Announcement-After 6 Months****</i>		100
Farm Name Initial Registration		100
Farm Name Registration Annual		50

Other Fees

Transfer of Ownership		85
Late Transfer Penalty-After 45 Days		50
Horse Import Fee		150
DNA Test Per Horse		50
Duplicate Registration Certificate		120
Checks Returned by Bank		35
New Papers (Preferent Mare)		25
Rental of Microchip Reader		50
Classifieds		35
Phryso Magazine		0

ii. 2015 Budget with updated notes

Income: **2015 Budget**

Memberships

Membership Dues	\$ 200,000.00
Magazine Subscriptions	\$ 3,000.00
Registration	\$ 92,000.00
Inspection	\$ 60,000.00
Transfers	\$ 42,500.00
Clinic Registration	
Central Proving	
Annual General Meeting	
Merchandise/Marketplace	\$ 1,000.00
	\$ 398,500.00

Subscriptions/Advertising

Advertising	\$ 30,000.00
Website Classifieds	\$ 11,500.00
Publications	\$ 7,200.00
Sponsorship	\$ 12,500.00
	\$ 61,200.00

Other Income

Interest	\$ 5,000.00
Rental Income	\$ -
Misc. Income	\$ 500.00
Postage	\$ -
Video	\$ 250.00
Other Income	\$ -
Banking Credit	\$ -
	\$ 5,750.00

Total **\$ 465,450.00**

Expense **2015 Budget**

Administrative

Postage/Delivery Services	\$ 16,000.00
Office Operations	\$ 11,000.00
Telephone Services	\$ 4,600.00
Credit Card	\$ 8,000.00
Insurance	\$ 8,500.00
Professional Services	\$ 6,000.00
Printing	\$ 3,000.00
Bank Charges	\$ 1,000.00
	\$ 58,100.00

Member Services

Inspection	\$ 8,000.00
KFPS	\$ 135,000.00
Friesian Magazine	\$ 52,000.00
Judging	\$ 24,000.00

Registration	\$ 15,000.00
Public Relations/Advertising	\$ 14,000.00
Awards	\$ 8,500.00
Offspring Approval	\$ 5,000.00
Clinic Sponsorship	\$ 500.00
Website Maintenance	\$ 4,000.00
Website Design	\$ 5,000.00
	\$ 271,000.00

Labor

Payroll/Payroll Taxes	\$ 100,000.00
Employee Benefits	\$ 9,000.00
	\$ 109,000.00

Other Expense

Lease	\$ 25,000.00
Board of Directors	\$ 12,000.00
Annual General Meeting	
Staff Travel	\$ 5,000.00
Keuring Video	
Capital Improvements	\$ 2,500.00
Depreciation	
Misc. Expense	\$ 1,000.00
	\$ 45,500.00

Total **\$ 483,600.00**

Net Income **\$ (18,150.00)**

F. Review Items

a. Board of Directors Election-Mr. Tice reported as of this meeting we have had 10% of the membership vote in the election. A second reminder went out on Dec. 10th, and a 3rd reminder will go out later in the month.

October 1, 2014-Call for Nominations

October 31, 2014-Close Nominations

November 7, 2014-Email/Mail Campaign Questions

November 21, 2014-Return of Campaign Questions and Biographies

December 1, 2014-Mail/Email Ballots, Campaign Question Responses & Bios to Membership

December 31, 2014-Election Closes

January 7, 2015- Announce Results

b. **KWPN-NA Update**-Mr. Tice reported the project is slowly moving along. We had hoped to have the data on Dec. 1 to start working with, but their system is a DOS system and is very difficult to extract. Mr. Tice is currently working about 5 hours a week on this project. Mr. Tice has bi-weekly meetings with their committee and has been on 2 of their board meetings providing updates. The overall goal is to have a portal on their current website that would be for the "MyKWPN-NA" which is very similar to the "MyKFPS". This is something M. Tice wants to discuss with the KFPS to see if this would be possible for FHANA to have something similar for FHANA. This could be developed in place of developing a new website.

c. **Meet Greet/Stallion Show**-Mr. Tice reported the meet and greet for FHANA members will take place on Thursday Jan. 8th from 4-6PM. The meeting with the KFPS will take place on Friday Jan. 9th at 9AM in the Stockholm room of the WTC. The WFHO meeting will take place Friday Jan. 9th at 1:30PM in the Moscow room.

d. **Member council**-Mr. Bron updated the board on the meeting that took place Nov. 28th, 2014. Mr. Bron reported they did approve of the 2015 KFPS budget. They have approved a negative budget for 2015. The KFPS also approved a higher foal registration fee which will be in line with FHANA's fees. The KFPS is also considering a "Gelding membership". It was determined that Mr. Plantinga ask if he is interested in continuing on with the committee based on his attendance record for attending the various meetings.

e. **Volunteer of the Year**-Mr. Tice inquired about suggestions and ideas for Volunteer of the Year. This is awarded to a person the FHANA Board of Directors feels has gone above and beyond in volunteering their time to FHANA and the Friesian Breed. Past winners include: Cally Matherly, Jeannine Everhart, Ruth Baugh, Klass Wiersma, and Ann Davis.

G. Discussion Items

a. **MA Equine Affaire**-Ms. Renico updated the board on her trip to the MA Equine Affaire.

b. **KFPS Agenda items:** Agenda Items for the meeting with the KFPS to include"

Breeding Certificates and the changes for the future

Registration Paper changes-Can the backside of the papers reflect FHANA's logo

Stallion Testing-Timeline of current testing and request for earlier notification

New Member Fee-KFPS charges us 14.90 Euro for membership fee.

FHANA Currently does not pay this fee, but KFPS includes as part of our invoices.

Notification of new rules and changes

Keuring DVD and KFPS assistance

H. Action Items

i. Motion made by Mr. Vanderkooy to accept the recommendation of the AGM Committee to have the 2016 AGM in Calgary, AB. Motion seconded by Mr. Bron. Roll call: Ms. Lawing-No, Mr. Sherman-Yes, Ms. Renico-No, Mr. Vanderkooy-Yes, Mr. Bron-Yes, Ms. Sharp-No, Mr. DiLeo-No, Based on the By Laws, Mr. DiLeo was allowed to vote because of a tie. The motion was defeated.

ii. Motion made by Ms. Sharp to approve the second ABFP location in Lowell, MI. Motion seconded by Mr. Vanderkooy. Motion approved unanimously.

iii. Motion made Ms. Sharp to accept the fee increases as amended by the Finance Committee. Motion Seconded by Ms. Renico. Motion approved unanimously.

iv. Motion made by Mr. Bron to accept the proposed 2015 Budget. Motion seconded by Ms. Lawing. Motion approved unanimously.

v. Motion made by Ms. Lawing to select a volunteer of the year for 2014. Motion seconded by Mr. Bron. Motion defeated unanimously.

I. Board Round Table Discussion

J. Good of the Order

a. Next Board Meeting

i. Date - Tuesday Jan. 20th, 2015 at 1:30PM EDT

K. Adjourn

i. Motion made by Ms. Lawing to adjourn the meeting. Motion seconded by Ms. Sharp. Meeting adjourned at 4:01PM EST.