

February 20, 2017

IQHA Board Meeting Minutes
Tuesday, April 4, 2017
6:00 PM at Pizza Ranch, Ames, IA

President Debi Donnelly called the meeting to order at 6:05 pm.

Roll Call was taken by Debi Donnelly.

Present Board Members- Debi Donnelly, Lara Yungclas, Brian Hamrick, Kim Strong, Jackie Kincaid, Marlys Adkins, Rosalie Carlson, Wade Ellerbroek, Sara Heeley, Darla Merwald, JR Reichert, Colleen Conrad & Kelly Birkenholtz.
Absent Board Member-Marc Champman

Other members present- Jennifer Horton, Jennifer Sheriff, Missy Merwald, McKenzie Shaffer, Dean Adkins & Pam Lenz.

Secretary Report-

Minutes from the previous meeting had been emailed out prior to the meeting & were reviewed; Wade motioned to approve them, Rosalie 2nd, motion passed.

Treasurer's Report-

Colleen gave the treasurers report as follows; General Operating Fund \$83361.27, Breeders \$46280.85, Amateur \$10431.65, Futurity \$300.21, Amateur Savings \$3751.08, Futurity Savings 2-\$172.48, Youth Scholarship \$20640.42, 2016 Breeders Futurity \$60822.45, 2017 Breeders \$54811.47, General Operations Savings- \$24107.50, Old Futurity Breeders savings \$59368.68. District balances as of 3/31/17 are as follows: #1-\$9983.00, #2-\$15919.52, #3-\$7531.71, #4-\$2073.20, #5-\$2949.29 + \$285, #6-\$14987.11, #7-\$5646.86, #8-6914.09. Additional balances were as follows: Union State Account-\$18775.98, US Bank Account-\$13578.71 & the youth acct-\$21989.37.

It was also mentioned that all Districts need to pay their 10% audit fee, missing districts were thought to be 6,7, & 8, directors of those districts will look into those & send check if not done yet. Rosalie motioned to approve the treasurers report, Maryls 2nd, motion passed.

Debi read from the national directors notebook on guidelines on how to appropriately conduct yourself at a meeting and asked that our group tries to follow these guidelines.

District reports-1-none, 2-Brian reported on being at horse fair, the trail ride, the Hawkeye Classic horse show, 3-none, 5-Jackie-reported on horse fair, gained 12 memberships & 2 sponsorships for the Mayflower show, t-shirt sales, the photobooth had great reviews, Jackie though the attendance was lower than in the past, their next meeting is next Tuesday, April 11, 6-Maryls-They have 50 stalls sold for the Memorial Day show, 7-Rosalie-the judges are hired for the June show, 8-Wade-they had a meeting, thinks he found someone to be the director & a couple volunteers for the horse shows.

Directors At Large Reports-Sara-Futurity Sponsors are done & awards are ordered. Darla-no news. Marc-absent, JR-no news.

Amateur Committee-amateurs gave \$200 for the photobooth backdrop, and they are doing the basket auction at the Mayflower, Rhonda Roozeboom is in charge of that.

Youth Report- Wade Ellerbroek that she has been appointed the youth activities committee chairman at the convention. Jennifer Horton reported that they have 7 kids going to the YES seminar in July. Rosalie reported that her & Darla were on a call with the youth during their meeting & they kept on task & did a good job at their meeting.

Magazine- Jennifer H reported that the deadline is now for the next issue, so she needs showbills for any summer shows. Jennifer S. requested a list of the deadlines for the different months issues so she can post it online. Jennifer H had a question on member news that someone had sent her, wanted to know what IQHA will pay to print or not, Debi suggested to put it under district news. All district news needs to be sent to Jennifer, there was also some discussion about recent deaths of members.

Kim went back to the YES topic & asked about if they are all paid for. Jennifer H reported that the kids voted to pay for all 7 of them to go. Kim questioned why it was so hard to get them to send 4 kids last year & now they are sending 7 kids this year, including a returning year for one youth in the same position. Jennifer explained the benefit of sending

February 20, 2017

the kids. Kim agreed with that, but she was curious as to if any adults are helping direct them in their decision making on this topic. Jennifer reported that she received 7 applications, all of who are going. The 7 going are Clara Johnson, Emma Shaffer, Gabby Marty & Shelby Cochran as delegates, Curtis Johnson, Kendie Herlocker & Abby McCormick for leadership.

Old Business:**Stallion Auction-**

Jennifer Sheriff reported that she has sold a few no sales online. She has 2 issues she wanted to ask about, the stud put in the auction has died & was a no sale, he wanted to put a different stud in his place & he would purchase the breeding. The board saw no problems with this; Lara motioned to allow this, Colleen 2nd- motion passed. The second issue was a mare owner's nominated mare from 2016 & aborted, he asked to switch mares, but then Jennifer received a message that he was going to use someone else's mare owner's slot, the mare is bred to the same stud. There isn't a rule that says that we can't allow it. After discussion it was motioned by Darla to allow the mare owner to sublease his mare to a 3rd party, Brian 2nd, motion passed.

Debi requested a report for how many halter studs & pleasure studs are sold. Jennifer said she doesn't have them figured yet for this year, but she can email everyone those reports.

2016 Year End Banquet-

Debi reported the only dates offered to us were Jan. 12 & 13, 2018. She did request the closer set of rooms. Room rate will be around \$102/room. Kim said they didn't charge us for the extra 2 tables they had to set up. Jackie said Iowa Horse Fair Council wanted to know the dates of the banquet to avoid having an event on the same weekend. Jackie will contact them to let them know the dates.

Mayflower State Show-

Jennifer S passed out a budget, the stall reservations are coming in slower than usual, currently have around 300 stalls sold.

Mayflower Show Vendors-

Darla reported that the vendors are concerned about parking on the outside around the barn if it's wet. Purina is coming, Roth's not sure due to knee surgery, DAC is coming, Barb Delph is coming, Gorilla Graffiti is concerned about the booth rates being too high, Patty Logan might come depending on the weather, J Bar J from Missouri is coming, The Tack Room is coming, she is checking with the Unbridled Boutique gal, Jake Schroeder is coming. Jackie said she talked to a few at the horse fair that might contact us about coming too.

Mayflower Awards-

Colleen reported on the high point awards, the saddle racks are ordered, just need to ride to get to the fairgrounds. Jennifer S reported that the reserve high point awards were horse coolers w/the logo & they have been ordered. Debi said the circuit awards are ordered from the Tack Room.

Mayflower Sponsors-

Debi reported that they have been coming in very slow. There were none mailed out this year, sponsor forms were handed out to all to try to get at least one. We currently have about 10 stall sponsors, that is down drastically from last year. Debi asked if we need to ask each district for sponsorships. Jennifer H said the youth have asked whatever else they can do; they are doing the pizza party & possible clinic on Thursday. Jennifer S looked at the schedule & see if that would work, it looks like Thursday would be the best day. Jennifer H said it could be in the pavilion or outdoor too. Jennifer S. said Thursday would be the best. Jennifer H asked how many people they need to plan on, Debi said 25 & a few less on Sunday. Jennifer H wanted to know if there was anything else the youth kids could do, Jennifer S. said the food would be the best option for them. Jackie mentioned she has a connection with Northern Lights Pizza. Some districts directors will ask their districts at meetings; Sara asked if the amateurs would give any, they stated they gave \$200. Jennifer S. stated we also need lucky draws too.

Mayflower Ring Stewards- Kim reported she had one back out, she has 2 more calls out for the 6th ring steward, she's pretty sure she will have all of them covered.

Mayflower Trail-Jennifer S has talked to Jeanine, she is working on getting the patterns from Robert Dehn & they will have them posted pretty soon. Debi talked to Jess Bergantzel & he said we can use his poles, he has 36 of them, Brian Hamrick will provide a gate. Jennifer S said we do still need trail helpers for each end.

February 20, 2017

Mayflower Exhibitor Party-Debi said that with the youth doing a pizza party Thursday, then IQHA would hold a walking taco party on Friday possibly in the big aisle on the north side of the building. IQHA will have to foot the cost of this unless we can get sponsors, we will also need people to serve. Lara volunteered to provide hamburger. Saturday will be the Derby Hat Contest. The Purina representative Joel or Joe sounded like he was interested in doing something. He was possibly doing something with the youth. It was mentioned that if he was doing anything with food, it cannot be in the mezzanine without using the Jacobson concession stand food. Jennifer H will talk to him to clarify what he wants to do. He did do a taco party last year, but it wasn't well attended since most of the show was gone.

Mayflower Show Stalls-

Jackie reported that they have about 250 stalls, Jennifer S reported that District 5 is going to put shavings in Monday night, horses will start arriving Tuesday at noon, Jackie is in charge of stalls, receipt slip book, Jennifer S gave Jackie workers sheet to fill out & give back.

Mayflower Food-Jennifer H committed the youth to providing the food for the judges/workers.

Mayflower Help-

Jennifer S. passed around a workers sheet for volunteers.

Mayflower Budget-

Jennifer S ran through the projected budget she created. A lot of the numbers are variations of last years numbers. She stressed the importance of counting the stalls every night to make sure we know when people leave for the clean out fee. Debi had variances on some of the fees budgeted, adjustments were made accordingly. Debi brought up the profit share-last year was IQHA 70%, 30%was split among 4 other groups. There was much discussion about this & after the discussion JR motioned to keep the same as last year, IQHA 70%, 30% split among the 4 groups, Wade 2nd, motion passed.

Kim showed us part of the horse that will be on the auction.

Mayflower Showbill-

Jennifer S said they added pleasure driving to help get some people qualified for the world show. There was a person concerned about the ranch riding being in the outdoor pen. If the weather is good ranch riding will be in the outdoor pen, if the weather wouldn't be good, they will not have it there. The ground has been brought up to ISF about the sinkhole in the outdoor pen. Pleasure drivers might show in the pavilion, but that is subject to change depending on the footing. Brian said he was asked about no hunter hack classes at the Mayflower, Jennifer S replied that Mark Harrell explained due to the footing he recommended not holding those classes. JR will be in charge of the grounds. Kelly mentioned that on the showbill it is worded in the fees that the flat fee covers the Mayflower Futurity classes too; Jennifer S will have Kathy fix this.

IQHA Budget-

Debi & Colleen tried to come up with a budget. It was passed out & Colleen ran through it with brief discussion/explanation on each point. It was recommended that we go the board goes thru this on their own & approve it at the next meeting.

Financial Manager Position-

Debi reported that we received a bid from Jennifer S. along with Karen's from last month. Jennifer S. explained the differences in the bid prices from before, there are some changes that allowed her to lower her monthly rate. Wade questioned her insurance coverage, she looked into it & they recommended her getting errors & omission insurance. Wade motioned to go into a closed session, Darla 2nd, motion passed, went into closed session.

Came out of closed session

Kelly read the agreed on proposal to Jennifer as follows; we are offering Jennifer S. a contract that will conclude June 30, 2017, with an option to renew. This includes catching up the past 3 months records with back pay for 6 months from Jan. 1, 2017. She voiced some concern over the 6 month contract due to taxes & getting the info ready. Rosalie

February 20, 2017

suggested that we would need to know before June 30 date if renewing, Jennifer S decided to think on it & let Debi know by Friday this week.

Point Keeper-

Kelly explained that the points model in Funnware is able to be set up the way IQHA runs theirs & explained the Member Ease program to the group. Colleen motioned to buy a laptop & renew the Funnware & whatever else we need, Kim 2nd, motion passed. Nancy will be contacted to let her know what we are wanting to use to do the points & see if she is interested in doing it for the same amount as in the past, \$250 for the open & the amateurs have to decide on their amount. Darla will call her. If Nancy chooses not to do it, Kelly would take the job.

Membership-

Brian handed out some ideas to help increase & promote our membership. He went thru it briefly & it was mentioned to team up with ITREC. He asked that we look thru this handout & we revisit it at the next meeting, Brian will email everyone.

Wade has heard about a "social membership" being offered by other associations at a reduced rate. Jennifer H. will try to figure what it would cost us for them to just get a magazine. Brian brought up offering a 3 year membership, concerns about being a book keeping problem was brought up, but it can be discussed. Jackie suggested not raising it do to people concerned about the current price. Lara also brought up requiring being a member to be eligible. All thoughts are to be discussed at the next meeting.

Audit-Debi is going to have a phone conference to get a price. Jennifer S. contacted a recommended firm, for the audit review they would be \$600, instead of Karen doing the 990 form & they would include that.

Committees-

We need a banquet chair & a futurity coordinator. Kim is willing to help with the banquet but does not want to be the chair. Darla asked Jennifer H. to put something in the magazine stating that we are looking.

Futurity-

Futurity Show Management-

We were not able to get Broke Girls or Whitehorse, Kelly will contact Heidi who she had talked to at March To The Arch. Other names were tossed around.

Futurity Judges-

See if Larry Haunch would hire the judges. Still need a futurity coordinator to handle the contracts/hotel rooms. Rosalie motioned to have Larry hire the judges, Lara 2nd.

Report from Whitfield & Eddy-

Debi handed out responses from the lawyers with background letters. Colleen read the letter. Consensus was to move on. Jackie questioned if this states Debi is eligible to run in 2018, answer determined was yes.

Affiliate Workshop-

Wade gave a briefing on the AQHA Affiliate workshop in Amarillo, TX, he encouraged anyone interested to look into going.

There were a couple topics to discuss in a closed session, Lara motioned to go into a closed session, JR 2nd, motion passed, went into closed session.

Came out of closed session.

Colleen motioned to adjourn the meeting, Maryls 2nd, motion passed, meeting was adjourned.