

## AHR Board of Director's Meeting November 2014

TOPICS	DISCUSSION
	The November 2014 meeting was called to order by Brian Mitteer at 8:05 p.m. (EST). Attending were: Melanie Cornman, Chuck Hendershot, Susan Haszelbart, Paul Sutton, Ian Wengerd, and Ruth Schwab. Absent: Bill Ellingson and Andrew Yoder.
<b>I. Old Business</b>	
<b>II. Office Update – Ruth Schwab</b>	For the months of September and October 2014, 33 foal registrations and 226 transfers were completed. There are 151 stallions renewed so far for 2014 and 69 for 2015. We currently have 869 members and 38 Youth members. There are 58 magazine subscribers. During September and October our Website homepage had 6366 visitors with 2125 to the pedigree page, 2085 to the sale page, 1682 to the classified page and 1202 to the member farm page.
<b>III. Committee Reports</b>	
<b>1. AHR Youth</b>	Lisa Matheny – Chair, Dave Wilson – co-Chair; Members: Lisa Schott, Sherry Bradshaw, Ian Wengerd.  Nothing reported
<b>2. By-Laws</b>	Paul Sutton – Chair Members: Ian Wengerd, Brian Mitteer, Andrew Yoder.  Discussion of By-law changes. Decisions about the changes will be finalized in December.
<b>3. Classification</b>	Bill Hendershot – Chair; Members: Chuck Hendershot, Jennifer Rousseau, Robert Eicher, Ray Miller.  Nothing to report
<b>4. Finance</b>	Chuck Hendershot – Chair Members: Board of Directors (Office Consultant Ruth Schwab)

### AMERICAN HAFLINGER REGISTRY OCTOBER 2014 FINANCIAL STATEMENTS

Overall our bottom-line financial results continue to improve with our net income exceeding both budget for the year-to-date and the prior year. The bad news is that we still are reporting losses, although through October of this year it would appear that our losses for 2014 will be manageable. Our revenue is below budget through October primarily because of a short fall in advertising income in the magazine. Additionally, we have differences in the timing of revenue recognition between the reported results and budget in classification revenue, futurity revenue, including SIP and stallion parade revenue based on the final recognition of the expenses, when the expenses are all accounted for and recorded the revenues from these three programs will be in line with budget. The picture is not as bright comparing the revenue for 2014 against the prior year, revenues are nearly \$29,000 below 2013. We have the timing differences in classification, futurity and stallion parade that make-up \$8,700 of the difference and again, when the timing differences are resolved, these revenue items will be in line with 2013. Our decline in revenue from 2013 is driven by fundamental revenue sources, magazine, registrations, stallion licenses and transfers, all of which are down year to year between 4% and 41%. The good news is that membership revenue will grow nearly 5% this year. However, we have to look at the underlying causes in the other areas and determine when or if we can expect the decline to stop. This will be key in our financial planning for the future.

Expenses for the first 10 months are \$23,000 and \$31,000 below budget and the prior year respectively. The timing of expenses associated with the classification, futurity and stallion parade would reduce the \$23,000 savings by \$8,000, leaving us with a savings of \$15,000 from our plan, primarily due to savings in the costs of the National Show and employee expenses. The \$31,000 savings between 2014 and 2013 is not impacted by the timing differences. The primary drivers of the savings are the savings from changes in staffing, the renegotiated facility lease and the National Show.

Our year should be better than we originally projected in our budget, thanks to the efforts of many people across the organization. However, as I said at the Annual Members meeting, if registrations, transfers and stallion licenses continue to decline our financial results can deteriorate very quickly.

#### **PROGRAMS**

Because we have so many programs that are in the process of closing for the year, a detailed analysis of the programs was not

included in this report. A detailed analysis of all our programs will be presented with the November month-end financials.

**AMERICAN HAFLINGER REGISTRY  
PROFIT AND LOSS COMPARED TO BUDGET  
PERIOD ENDING OCTOBER 31**

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
AHR Youth Income	1,552.00	333.33	1,218.67	465.6%
Classification Income	168.50	5,800.00	(5,631.50)	2.91%
D&T Assessment Income	-	-	-	0.0%
DNA Testing Income	3,835.00	4,166.67	(331.67)	92.04%
Fun Auction	1,889.00	3,000.00	(1,111.00)	62.97%
Futurity Income	1,209.69	2,750.00	(1,540.31)	43.99%
High Points Awards Income	1,020.00	450.00	570.00	226.67%
Interest Income	56.05	20.83	35.22	269.04%
Judges Clinic Income	-	200.00	(200.00)	0.0%
Lease Processing Income	40.00	-	40.00	100.0%
Magazine/Newsletter Income	23,072.18	30,000.00	(6,927.82)	76.91%
Membership Dues Income	31,103.22	27,500.00	3,603.22	113.1%
Membership Meeting	637.00	750.00	(113.00)	84.93%
Miscellaneous Income	708.67	166.67	542.00	425.2%
National Show Income	22,154.00	25,000.00	(2,846.00)	88.62%
Office Processing Fee Income	363.78	833.33	(469.55)	43.65%
Postage Prom Items	357.98	-	357.98	100.0%
Promo Items Shirts/Calendar etc	4,683.84	-	4,683.84	100.0%
Registrations Income	5,945.00	7,083.33	(1,138.33)	83.93%
Sale Fall Haflinger Auction	11,670.00	12,000.00	(330.00)	97.25%
Sale Spring Haflinger Auction	11,471.00	13,000.00	(1,529.00)	88.24%
SIP Income	-	970.00	(970.00)	0.0%
Stallion Parade	1,058.00	2,830.00	(1,772.00)	37.39%
Tack Sale	10,021.40	7,500.00	2,521.40	133.62%
<b>Stallion License Income</b>				
Stallion License New Income	1,800.00	2,500.00	(700.00)	72.0%
Stallion License Renewal Income	2,666.00	3,333.33	(667.33)	79.98%
Stallion License Income - Other	-	-	-	0.0%
<b>Total Stallion License Income</b>	<u>4,466.00</u>	<u>5,833.33</u>	<u>(1,367.33)</u>	<u>76.56%</u>
Transfers Income	27,245.00	25,000.00	2,245.00	108.98%
Video/DVD Income	2.00	-	2.00	100.0%
Web Page Income	550.00	916.67	(366.67)	60.0%
<b>Total Income</b>	<u>165,279.31</u>	<u>176,104.17</u>	<u>(10,824.86)</u>	<u>93.85%</u>
<b>Cost of Goods Sold</b>				
5000 · Cost of Goods Sold	3,969.49	-	3,969.49	100.0%
<b>Gross Profit</b>	<u>161,309.82</u>	<u>176,104.17</u>	<u>(14,794.35)</u>	<u>91.60%</u>
<b>Expense</b>				
Advertising	1,875.00	1,458.33	416.67	128.57%
AHR Youth Expense	137.92	625.00	(487.08)	22.07%
Bank Charges	962.35	833.33	129.02	115.48%
Board Charges	74.00	2,000.00	(1,926.00)	3.7%
Breed Promotion	426.00	833.33	(407.33)	51.12%
Classification Expense	168.50	5,500.00	(5,331.50)	3.06%
Computers - maintenance	3,770.58	4,166.67	(396.09)	90.49%
Conference Calls	306.45	416.67	(110.22)	73.55%
Credit Card Processing Charges	-	1,100.00	(1,100.00)	0.0%
Depreciation Expense	-	-	-	0.0%
D&T Assessment	-	-	-	0.0%
DNA/Blood Typing	3,550.00	2,958.33	591.67	120.0%
Dues	345.00	500.00	(155.00)	69.0%

**AMERICAN HAFLINGER REGISTRY**  
**PROFIT AND LOSS COMPARED TO BUDGET**  
**PERIOD ENDING OCTOBER 31**

	<u>ACTUAL</u>	<u>BUDGET</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Election and Voting Expense	2,037.68	2,000.00	37.68	101.88%
Employee Health Insurance	8,113.40	8,154.00	(40.60)	99.5%
<b>Employer P/R Taxes</b>				
FICA	2,970.35	2,530.83	439.52	117.37%
FUTA	172.04	115.00	57.04	149.6%
Payroll Proc.Expense	281.60	62.50	219.10	450.56%
SUTA	499.69	900.00	(400.31)	55.52%
Workmans Comp	139.23	100.00	39.23	139.23%
<b>Total Employer P/R Taxes</b>	<u>4,062.91</u>	<u>3,708.33</u>	<u>354.58</u>	<u>109.56%</u>
Futurity Expense	1,209.69	3,750.00	(2,540.31)	32.26%
SIP Expense	-	-		
High Points Expense	235.38	450.00	(214.62)	52.31%
Interest Expense	-	-		
Insurance Expense	5,517.10	5,500.00	17.10	100.31%
Internet Expense	-	100.00	(100.00)	0.0%
Judges Clinic	-	200.00	(200.00)	0.0%
<b>Magazine/Newsletter</b>				
Mag Advertising Sales Commission	-	-		0.0%
Magazine/Newsletter - Other	23,032.37	27,000.00	(3,967.63)	85.31%
<b>Total Magazine/Newsletter</b>	<u>23,032.37</u>	<u>27,000.00</u>	<u>(3,967.63)</u>	<u>85.31%</u>
Membership Meeting	650.00	750.00	(100.00)	86.67%
National Show Expense	14,658.19	25,000.00	(10,341.81)	58.63%
Office Expenses	1,186.77	833.33	353.44	142.41%
Office Supplies	2,190.56	1,250.00	940.56	175.25%
Payroll Wages	38,187.01	39,237.68	(1,050.67)	97.32%
Printing Office Forms	-	-		0.0%
Sale Fall Auction	10,812.71	10,000.00	812.71	108.13%
Sale Spring Auction	8,499.20	10,000.00	(1,500.80)	84.99%
Sales Tax	-	-		0.0%
Stallion Parade	1,058.00	1,000.00	58.00	105.8%
Tack Sale Spring	8,797.78	6,500.00	2,297.78	135.35%
Telephone	3,307.96	3,333.33	(25.37)	99.24%
Utility Expenses	2,186.09	1,833.33	352.76	119.24%
6240 · Office Equip Lease & Repair	-	625.00	(625.00)	0.0%
6530 · Miscellaneous	502.76	41.67	461.09	1,206.62%
6610 · Postage and Delivery	5,074.23	4,375.00	699.23	115.98%
6620 · Printing and Reproduction	-	-		0.0%
6640 · Professional Fees	-	1,041.67	(1,041.67)	0.0%
6690 · Office Facility	8,000.00	8,000.00		100.0%
Web Site	310.94	-	310.94	100.0%
World Haflinger Dues	1,132.46	810.00	322.46	139.81%
<b>Total Expense</b>	<u>162,378.99</u>	<u>185,885.02</u>	<u>(23,506.03)</u>	<u>87.36%</u>
<b>Other Income/Expense</b>				
<b>Net Income</b>	<u>(1,069.17)</u>	<u>(9,780.85)</u>	<u>8,711.68</u>	<u>10.93%</u>

**AMERICAN HAFLINGER REGISTRY**  
**PROFIT AND LOSS COMPARED TO PRIOR YEAR**  
**PERIOD ENDING OCTOBER 31**

	<u>2014</u>	<u>2013</u>	<u>\$ PY</u>	<u>% PY</u>
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
AHR Youth Income	1,552.00	1,982.89	(430.89)	-21.73%
Classification Income	168.50	3,870.00	(3,701.50)	-95.65%
D&T Assessment Income	-	-	-	-100.0%
DNA Testing Income	3,835.00	5,675.00	(1,840.00)	-32.42%
Fun Auction	1,889.00	2,912.00	(1,023.00)	-35.13%
Futurity Income	1,209.69	2,870.00	(1,660.31)	-57.85%
High Points Awards Income	1,020.00	775.00	245.00	31.61%
Interest Income	56.05	125.29	(69.24)	-55.26%
Lease Processing Income	40.00	20.00	20.00	100.0%
Magazine/Newsletter Income	23,072.18	31,635.12	(8,562.94)	-27.07%
Membership Dues Income	31,103.22	29,682.00	1,421.22	4.79%
Membership Meeting	637.00	744.00	(107.00)	-14.38%
Miscellaneous Income	708.67	274.17	434.50	158.48%
National Show Income	22,154.00	24,346.92	(2,192.92)	-9.01%
Office Processing Fee Income	363.78	1,787.48	(1,423.70)	-79.65%
Postage Prom Items	357.98	313.22	44.76	14.29%
Promo Items Shirts/Calendar etc	4,683.84	3,667.39	1,016.45	27.72%
Registrations Income	5,945.00	7,825.00	(1,880.00)	-24.03%
Sale Fall Haflinger Auction	11,670.00	11,841.50	(171.50)	-1.45%
Sale Spring Haflinger Auction	11,471.00	12,184.75	(713.75)	-5.86%
SIP Income	-	970.00	(970.00)	-100.0%
Stallion Parade	1,058.00	3,530.00	(2,472.00)	-70.03%
Tack Sale	10,021.40	8,885.00	1,136.40	12.79%
Stallion License New Income	1,800.00	3,900.00	(2,100.00)	-53.85%
Stallion License Renewal Income	2,666.00	3,660.00	(994.00)	-27.16%
Stallion License Income - Other	-	-	-	-
<b>Total Stallion License Income</b>	<u>4,466.00</u>	<u>7,560.00</u>	<u>(3,094.00)</u>	<u>-40.93%</u>
Transfers Income	27,245.00	28,445.00	(1,200.00)	-4.22%
Video/DVD Income	2.00	2.00	-	0.0%
Web Page Income	550.00	925.00	(375.00)	-40.54%
<b>Total Income</b>	<u>165,279.31</u>	<u>192,848.73</u>	<u>(27,569.42)</u>	<u>-14.3%</u>
<b>Cost of Goods Sold</b>				
5000 · Cost of Goods Sold	3,969.49	2,841.55	1,127.94	39.7%
<b>Gross Profit</b>	<u>161,309.82</u>	<u>190,007.18</u>	<u>(28,697.36)</u>	<u>-15.1%</u>
<b>Expense</b>				
Advertising	1,875.00	1,580.00	295.00	18.67%
AHR Youth Expense	137.92	50.00	87.92	175.84%
Bank Charges	962.35	859.53	102.82	11.96%
Board Expense	74.00	74.00	-	0.0%
Breed Promotion	426.00	196.40	229.60	116.9%
Classification Expense	168.50	221.82	(53.32)	-24.04%
Computers - maintenance	3,770.58	3,330.00	440.58	13.23%
Conference Calls	306.45	290.63	15.82	5.44%
Credit Card Processing Charges	-	1,250.75	(1,250.75)	-100.0%
Contract Employee	-	-	-	-100.0%
Depreciation Expense	-	-	-	-100.0%
D&T Assessment	-	-	-	-100.0%
DNA/Blood Typing	3,550.00	4,000.00	(450.00)	-11.25%
Dues	345.00	505.00	(160.00)	-31.68%
Election and Voting Expense	2,037.68	682.34	1,355.34	198.63%
Employee Health Insurance	8,113.40	12,840.55	(4,727.15)	-36.81%
<b>Employer P/R Taxes</b>				
FICA	2,970.35	4,457.20	(1,486.85)	-33.36%
FUTA	172.04	170.35	1.69	0.99%
Payroll Proc.Expense	281.60	62.04	219.56	353.9%

SUTA	499.69	1,227.19	(727.50)	-59.28%
Workmans Comp	139.23	61.04	78.19	128.1%
Employer Payroll Taxes Refund		(343.21)		
<b>Total Employer P/R Taxes</b>	<u>4,062.91</u>	<u>5,634.61</u>	<u>(1,571.70)</u>	<u>-27.89%</u>
Futurity Expense - including SIP	1,209.69	4,406.00	(3,196.31)	-72.54%
High Points Expense	235.38	386.60	(151.22)	-39.12%
Insurance Expense	5,517.10	5,114.50	402.60	7.87%
Interest Expense			-	-100.0%
Internet Expense		49.95	(49.95)	-100.0%
Magazine/Newsletter				
Mag Advertising Sales Commission			-	-100.0%
Magazine/Newsletter - Other	23,032.37	20,160.56	2,871.81	14.25%
<b>Total Magazine/Newsletter</b>	<u>23,032.37</u>	<u>20,160.56</u>	<u>2,871.81</u>	<u>14.25%</u>
Membership Meeting	650.00	690.75	(40.75)	-5.9%
National Show Expense	14,658.19	18,649.73	(3,991.54)	-21.4%
Office Expenses	1,186.77	478.78	707.99	147.87%
Office Supplies	2,190.56	1,379.65	810.91	58.78%
Payroll Wages	38,187.01	58,776.94	(20,589.93)	-35.03%
Printing Office Forms			-	-100.0%
Sale Fall Auction	10,812.71	9,074.50	1,738.21	19.16%
Sale Spring Auction	8,499.20	9,973.01	(1,473.81)	-14.78%
Sales Tax			-	-100.0%
Stallion Parade	1,058.00	915.75	142.25	15.53%
Tack Sale Spring	8,797.78	7,518.25	1,279.53	17.02%
Telephone	3,307.96	3,533.25	(225.29)	-6.38%
Utility Expenses	2,186.09	1,596.59	589.50	36.92%
6240 · Office Equip Lease & Repair			-	-100.0%
6530 · Miscellaneous	502.76	(0.68)	503.44	-74,035.29%
6610 · Postage and Delivery	5,074.23	4,681.12	393.11	8.4%
6620 · Printing and Reproduction			-	-100.0%
6640 · Professional Fees		1,250.00	(1,250.00)	-100.0%
6690 · Office Facility	8,000.00	12,059.00	(4,059.00)	-33.66%
World Haflinger Dues	1,132.46	900.00	232.46	25.83%
Web Site	310.94	310.94	-	0.0%
<b>Total Expense</b>	<u>162,378.99</u>	<u>193,420.82</u>	<u>(31,041.83)</u>	<u>-16.05%</u>
Other Income/Expense				
<b>Net Income</b>	<u>(1,069.17)</u>	<u>(3,413.64)</u>	<u>2,344.47</u>	<u>-68.68%</u>

**AMERICAN HAFLINGER REGISTRY**  
**MEMBERSHIP SERVICES**  
 Period-ending October 31

	Membership Services			VARIANCES	
	2014		2013	BUDGET	2013
	Actual	Budget			
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
<b>DNA Testing Income</b>	3,835.00	4,166.67	5,675.00	(331.67)	(1,840.00)
<b>Interest Income</b>	56.05	20.83	125.29	35.22	(69.24)
<b>Lease Processing Income</b>	40.00	-	20.00	40.00	20.00
<b>Membership Dues Income</b>	31,103.22	27,500.00	29,682.00	3,603.22	1,421.22
<b>Membership Meeting</b>	637.00	750.00	744.00	(113.00)	(107.00)
<b>Miscellaneous Income</b>	708.67	166.67	274.17	542.00	434.50
<b>Office Processing Fee Income</b>	363.78	833.33	1,787.48	(469.55)	(1,423.70)
<b>Registrations Income</b>	5,945.00	7,083.33	7,825.00	(1,138.33)	(1,880.00)
<b>Stallion License Income</b>					
<b>Stallion License New Income</b>	1,800.00	2,500.00	3,900.00	(700.00)	(2,100.00)
<b>Stallion License Renewal Income</b>	2,666.00	3,333.33	3,660.00	(667.33)	(994.00)
<b>Stallion License Income - Other</b>	-	-			
<b>Total Stallion License Income</b>	<u>4,466.00</u>	<u>5,833.33</u>	<u>7,560.00</u>	<u>(1,367.33)</u>	<u>(3,094.00)</u>
<b>Transfers Income</b>	27,245.00	25,000.00	28,445.00	2,245.00	(1,200.00)
<b>Video/DVD Income</b>	2.00	-	2.00	2.00	-
<b>Web Page Income</b>	550.00	916.67	925.00	(366.67)	(375.00)
<b>Total Income</b>	<u>74,951.72</u>	<u>72,270.83</u>	<u>83,064.94</u>	<u>2,680.89</u>	<u>(8,113.22)</u>
<b>Cost of Goods Sold</b>					
<b>Gross Profit</b>	<u>74,951.72</u>	<u>72,270.83</u>	<u>83,064.94</u>	<u>2,680.89</u>	<u>(8,113.22)</u>
<b>Expense</b>					
<b>Advertising</b>	1,875.00	1,458.33	1,580.00	416.67	295.00
<b>Bank Charges</b>	962.35	833.33	859.53	129.02	102.82
<b>Board Charges</b>	-	2,000.00	74.00	(2,000.00)	(74.00)
<b>Breed Promotion</b>	426.00	833.33	196.40	(407.33)	229.60
<b>Computers - maintenance</b>	3,770.58	4,166.67	3,330.00	(396.09)	440.58
<b>Conference Calls</b>	306.45	416.67	290.63	(110.22)	15.82

Credit Card Processing Charges	-	1,100.00	1,250.75	(1,100.00)	(1,250.75)
Depreciation Expense	-	-	-	-	-
DNA/Blood Typing	3,550.00	2,958.33	4,000.00	591.67	(450.00)
Dues	345.00	500.00	505.00	(155.00)	(160.00)
Election and Voting Expense	2,037.68	-	682.34	2,037.68	1,355.34
Employee Health Insurance	8,113.40	8,154.00	12,840.55	(40.60)	(4,727.15)
<b>Employer P/R Taxes</b>					
FICA	2,970.35	2,530.83	4,457.20	439.52	(1,486.85)
FUTA	172.04	115.00	170.35	57.04	1.69
Payroll Proc.Expense	281.60	62.50	62.04	219.10	219.56
SUTA	499.69	900.00	1,227.19	(400.31)	(727.50)
Workmans Comp	139.23	100.00	61.04	39.23	78.19
<b>Total Employer P/R Taxes</b>	<u>4,062.91</u>	<u>3,708.33</u>	<u>5,977.82</u>	<u>354.58</u>	<u>(1,914.91)</u>
Insurance Expense	5,517.10	5,500.00	5,114.50	17.10	402.60
Internet Expense	-	100.00	49.95	(100.00)	(49.95)
Office Expenses	1,186.77	833.33	478.78	353.44	707.99
Office Supplies	2,190.56	1,250.00	1,379.65	940.56	810.91
Payroll Wages	38,187.01	39,237.68	58,776.94	(1,050.67)	(20,589.93)
Printing Office Forms	-	-	-	-	-
Sales Tax	-	-	-	-	-
Telephone	3,307.96	3,333.33	3,533.25	(25.37)	(225.29)
Utility Expenses	2,186.09	1,833.33	1,596.59	352.76	589.50
6240 · Office Equip Lease & Repair	-	625.00	-	(625.00)	-
6530 · Miscellaneous	502.76	41.67	(0.68)	461.09	503.44
6610 · Postage and Delivery	5,074.23	4,375.00	4,681.12	699.23	393.11
6620 · Printing and Reproduction	-	-	-	-	-
6640 · Professional Fees	-	1,041.67	1,250.00	(1,041.67)	(1,250.00)
6690 · Office Facility	8,000.00	8,000.00	12,059.00	-	(4,059.00)
World Haflinger Dues	1,132.46	810.00	900.00	322.46	232.46
Web Site	310.94	-	310.94	310.94	-
<b>Total Expense</b>	<u>93,045.25</u>	<u>93,110.02</u>	<u>121,717.06</u>	<u>(64.77)</u>	<u>(28,671.81)</u>
<b>Other Income/Expense</b>					
<b>Net Income</b>	<u>(18,093.53)</u>	<u>(20,839.18)</u>	<u>(38,652.12)</u>	<u>2,745.65</u>	<u>20,558.59</u>
<b>Program Profit/(Loss)</b>	17,748.36	13,808.33	35,586.02	3,940.03	(17,837.66)
<b>Summary Net Income</b>	<u>(345.17)</u>	<u>(7,030.85)</u>	<u>(3,066.10)</u>	<u>6,685.68</u>	<u>2,720.93</u>

**American Haflinger Registry**  
**Profit and Loss Analysis of Registry Programs**  
 Month ending October 31

	2014			Variances	
	Actual	Budget	2013	Budget	2013
<b><u>Youth Program</u></b>					
AHR Youth Income	1,552.00	333.33	1,982.89	1,218.67	(430.89)
AHR Youth Expense	137.92	625.00	50.00	(487.08)	87.92
Program Net Profit (Loss)	<b>1,414.08</b>	<b>(291.67)</b>	<b>1,932.89</b>	<b>1,705.75</b>	<b>(518.81)</b>
<b><u>Classification Program</u></b>					
Classification Income	168.50	5,800.00	3,870.00	(5,631.50)	(3,701.50)
Classification Expense	168.50	5,500.00	221.82	(5,331.50)	(53.32)
Program Net Profit (Loss)	-	<b>300.00</b>	<b>3,648.18</b>	<b>(300.00)</b>	<b>(3,648.18)</b>
<b><u>D&amp;T Assessment Program</u></b>					
D&T Assessment Income	-	-	-	-	-
D&T Assessment Expenses	-	-	-	-	-
Program Net Profit (Loss)	-	-	-	-	-
<b><u>National Show</u></b>					
Fun Auction Income	1,889.00	3,000.00	2,912.00	(1,111.00)	(1,023.00)
National Show Income	22,154.00	25,000.00	24,346.92	(2,846.00)	(2,192.92)
Total Income	24,043.00	28,000.00	27,258.92	(3,957.00)	(3,215.92)
National Show Expense	14,658.19	25,000.00	18,649.73	(10,341.81)	(3,991.54)
Program Net Profit (Loss)	<b>9,384.81</b>	<b>3,000.00</b>	<b>8,609.19</b>	<b>6,384.81</b>	<b>775.62</b>
<b><u>Futurity</u></b>					
Futurity Income	1,209.69	2,750.00	2,870.00	(1,540.31)	(1,660.31)
SIP Income	-	970.00	970.00	(970.00)	(970.00)
Total Income	1,209.69	3,720.00	3,840.00	(2,510.31)	(2,630.31)
Futurity Expense, including SIP	1,209.69	3,750.00	4,406.00	(2,540.31)	(3,196.31)
Total Expense	1,209.69	3,750.00	4,406.00	(2,540.31)	(3,196.31)
Program Net Profit (Loss)	-	<b>(30.00)</b>	<b>(566.00)</b>	<b>30.00</b>	<b>566.00</b>
<b><u>High Point Award</u></b>					
High Points Awards Income	1,020.00	450.00	775.00	570.00	245.00
High Points Expense	235.38	450.00	386.60	(214.62)	(151.22)
Program Net Profit (Loss)	<b>784.62</b>	-	<b>388.40</b>	<b>784.62</b>	<b>396.22</b>

<b>Judges Clinics</b>					
Judges Clinic Income	-	-	-	-	-
Judges Clinics Expense	-	-	-	-	-
<b>Program Net Profit (Loss)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Magazine Newsletter</b>					
Magazine/Newsletter Income	11,160.38	20,207.46	20,248.45	(9,047.08)	(9,088.07)
Magazine - Membership	11,911.80	9,792.54	11,386.67	2,119.26	525.13
<b>Total Income</b>	<b>23,072.18</b>	<b>30,000.00</b>	<b>31,635.12</b>	<b>(6,927.82)</b>	<b>(8,562.94)</b>
Contract Employee	-	-	-	-	-
Magazine/Newsletter	23,032.37	27,000.00	20,160.56	(3,967.63)	2,871.81
<b>Total Expense</b>	<b>23,032.37</b>	<b>27,000.00</b>	<b>20,160.56</b>	<b>(3,967.63)</b>	<b>2,871.81</b>
<b>Program Net Profit (Loss)</b>	<b>39.81</b>	<b>3,000.00</b>	<b>11,474.56</b>	<b>(2,960.19)</b>	<b>(11,434.75)</b>
<b>AHR Store</b>					
Postage Prom Items	357.98	-	313.22	357.98	44.76
Promo Items Shirts/Calendar etc	4,683.84	-	3,667.39	4,683.84	1,016.45
<b>Total Income</b>	<b>5,041.82</b>	<b>-</b>	<b>3,980.61</b>	<b>5,041.82</b>	<b>1,061.21</b>
Cost of Goods Sold	3,969.49	-	2,841.55	3,969.49	1,127.94
<b>Program Net Profit (Loss)</b>	<b>1,072.33</b>	<b>-</b>	<b>1,139.06</b>	<b>1,072.33</b>	<b>(66.73)</b>
<b>Sales/Auctions*</b>					
Sale Fall Haflinger Auction	11,670.00	12,000.00	11,841.50	(330.00)	(171.50)
Sale Spring Haflinger Auction	11,471.00	13,000.00	12,184.75	(1,529.00)	(713.75)
Stallion Parade Income	1,058.00	2,830.00	3,530.00	(1,772.00)	(2,472.00)
Tack Sale Fall Income	-	-	-	-	-
Tack Sale Spring Income	10,021.40	7,500.00	8,885.00	2,521.40	1,136.40
<b>Total Income</b>	<b>34,220.40</b>	<b>35,330.00</b>	<b>36,441.25</b>	<b>(1,109.60)</b>	<b>(2,220.85)</b>
Sale Fall Auction	10,812.71	10,000.00	9,074.50	812.71	1,738.21
Sale Spring Auction	8,499.20	10,000.00	9,973.01	(1,500.80)	(1,473.81)
Stallion Parade Expense	1,058.00	1,000.00	915.75	58.00	142.25
Tack Sale Fall Expense	-	-	-	-	-
Tack Sale Spring Expense	8,797.78	6,500.00	7,518.25	2,297.78	1,279.53
<b>Total Expense</b>	<b>29,167.69</b>	<b>27,500.00</b>	<b>27,481.51</b>	<b>1,667.69</b>	<b>1,686.18</b>
<b>Program Net Profit (Loss)</b>	<b>5,052.71</b>	<b>7,830.00</b>	<b>8,959.74</b>	<b>(2,777.29)</b>	<b>(3,907.03)</b>
<b>Total Net Profit (Loss) Programs</b>	<b>17,748.36</b>	<b>13,808.33</b>	<b>35,586.02</b>	<b>3,940.03</b>	<b>(17,837.66)</b>
<b>* Fall Auction (NET)</b>	<b>857.29</b>	<b>2,000.00</b>	<b>2,767.00</b>	<b>(1,142.71)</b>	<b>(1,909.71)</b>
<b>Stallion Parade</b>	<b>-</b>	<b>1,830.00</b>	<b>2,614.25</b>	<b>(1,830.00)</b>	<b>(2,614.25)</b>
<b>Spring Auction</b>	<b>2,971.80</b>	<b>3,000.00</b>	<b>2,211.74</b>	<b>(28.20)</b>	<b>760.06</b>
<b>Tack Auction</b>	<b>1,223.62</b>	<b>1,000.00</b>	<b>1,366.75</b>	<b>223.62</b>	<b>(143.13)</b>
<b>5. Futurity – SIP</b>	Robert Eicher – Chair; Members: Paul Sutton, Mahlon Miller, Doug Sutherland, Steve Webel				
	Nothing new to report.				
<b>6. Judges</b>	Chuck Hendershot – Chair; Members: Bill Hendershot, Jacque Woodward, Lisa Schott, Bill Jameson, Karen LaBell, and Ray Miller.				
	Nothing new to report				
<b>7. National Show</b>	Lou Sutton – Chair; Members: Bill Jameson, Steve Verhoff, Carolyn Sutton, Rachael Cooper, and Brian Mitteer.				
	<b>National Show Committee Report: November 12, 2014</b>				

	<p>After the positive discussion held about the national pleasure show location at the annual directors meeting, Eden Park in Sunbury seemed to be the perfect fit. After further negotiations and scheduling conflicts with both parties, it was determined that for logistical purposes it would no longer be a fit for the organizations national pleasure show. Furthermore, it was also confirmed that the Indiana State Fair's Draft Show will take place the weekend of August 22<sup>nd</sup> &amp; 23<sup>rd</sup> of 2015. Nonetheless, the search for an appropriate facility was needed. During previous planning, Roberts Arena in Wilmington, OH was a facility on our list as a backup, if Eden Park would not work out. After numerous phone calls and communication with Haflinger breeders &amp; trainers, it was determined that our members want a venue that is of high quality, including the facility and parents have been very supportive of having the show before most grade schools begin classes.</p> <p>Hence, it is our recommendation that the 2015 National Pleasure Show be held from August 13-16<sup>th</sup>, 2015 at Roberts Arena in Wilmington, OH. The show will span over four days of a variety of classes from halter to performance. Further information such as, the class list, judges and special events that will take place at the event will be announced at a later date. These dates do not conflict with Walnut Hill Driving Competition nor the Indiana State Fair, and accommodate our youth for not missing any class, thus increasing entries for the show and supporting our future horsemen/women. Roberts Arena offers a wide array of amenities, with many updates and remodeling to the entire facility. The facility currently boasts two indoor arenas, three outdoor arenas, 15+ wash racks, 10x10 stalls, showers &amp; over 80 camping spots on paved driveways with water, electric and sewer. A brand new PA system was recently installed and a brand new indoor arena (110x660) and 85 new stalls are being built as we speak. Hotels and restaurants are all close by in Wilmington, to see photos you can follow them on Facebook or visit <a href="http://www.robertsarena.com">www.robertsarena.com</a> The price for the facility is within reason of the pre-determined budget and Roberts has graciously offered a \$1200 discount to be applied to our account after the completion of the show, as it will be a new event for them under new management.</p> <p>Finally, we would like to approve the addition of Lisa Schott &amp; Jacque Woodward to the National Show Committee with the retainment of Steve Verhoff , Bill Jameson (Draft Representative) &amp; Brian Mitteer (President), whom oversees all committees in the organization. We thank the Sutton Family &amp; Rachel Cooper for their hard work with this project in the past. Lou Sutton will serve as an advisory role to the chairman. Respectfully Submitted, Duane N. Stutzman, National Show Chairman.</p>
<p><b>8. Nominating</b></p>	<p>Paul Sutton – Chair; Members: Betty Miller, Judy Winkler.</p> <p>Nothing new to report</p>
<p><b>9. Pedigree</b></p>	<p>Ian Wengerd – Chair Members: Doug Hoskins, Theo Hug, Emily Gibson.</p> <p>Nothing new to report</p>
<p><b>10. Personnel/Office</b></p>	<p>Brian Mitteer – Chair Members: Board of Directors</p> <p>The motion was made to temporarily hire Sue Casseday for November and December to assist Ruth Schwab in the AHR office. It was moved by Chuck Hendershot, seconded by Paul Sutton and approved.</p>
<p><b>11. Points/Awards</b></p>	<p>Chelsea Nau – Chair Members: Brian Mitteer, Kathy O'Brien, Alicia Lucarelli.</p> <p>No Report Received</p>
<p><b>12. Promotions/ Advertising/Regional Support</b></p>	<p>Dave Kraus – Chair: Members: Mike Williams and Brian Vannarsdall.</p> <p>Melanie Cornman has 9 new individuals that would like to be part of this committee.</p>
<p><b>13. Publications</b></p>	<p>Susie Haszelbart – Chair; Members Jacque Woodward, Melanie Cornman, Susan Van Horn.</p> <p>Three additional members have been added to the committee. We will be asking</p>

	<p>horse transport companies to place an ad in <i>Haflinger Horse</i>. There was discussion of offering a full page ad of multiple farms for specific shows/events or disciplines. The magazine cover photo price has been reduced to \$200 if your submitted photo is selected.</p>
<b>14. Sales</b>	<p>Dave Wilson – Chair Members: Phil Greenisen and Andrew Yoder.</p> <p>Fall sale made \$857.29</p>
<b>15. World Federation</b>	<p>Chuck Hendershot – Chair: Members: Jennifer Rousseau, and Donald Sommer. Nothing to report.</p>
<b>I. V. New Business</b>	<p>Proposed Committee Chairs: AHR Youth – Lisa Matheny Bylaws – Paul Sutton Classification – Bill Hendershot Finance - Chuck Hendershot Futurity – Robert Eicher Judges - Chuck Hendershot National Show – Duane Stutzman Nominating – Paul Sutton Pedigree – Ian Wengerd Personnel – Brian Mitteer Points &amp; Awards – Deborah North Promotions – Melanie Cornman Publications – Suzy Haszelbart Sales – Dave Wilson World Federation - Chuck Hendershot This motion to accept the committee chairs as listed was moved by Paul Sutton, seconded by Ian Wengerd and approved.</p>
	<p>Moved by Chuck Hendershot and seconded by Ian Wengerd and approved that the meeting be adjourned at 10:21 p.m. The next meeting date is Wednesday, December 10<sup>th</sup>, 2014</p> <p>Respectfully submitted by Susie Haszelbart, Clerk to the Board.</p>