Board of Directors Meeting Minutes
February 27, 2018

Board of Directors: Don Greene, President; Mike Vigus, Vice President; Jeff Williamson, Secretary; Joe Crocco, Treasurer; Vern Butler, Director; Patty Hasselbring, Director; Steve Hull, Director; Andy Merriwether, Director; Laurel Shouvlin, Director

Executive Director: Bud Synhorst

Meeting: Monthly Business Meeting
Conference Call—February 27, 2018, 6:00 p.m. EST

Absent: Steve Hull

Others Present: Rose Pinkman, CPA, CPE

Proceedings: Meeting called to order at 6:05 p.m. EST by President Greene.

1.0 Auditors Annual Report: AOA annual audit report presented by Rose Pinkman of HBE.

2.0 Ratify Email Votes:

2.1 Approve December 19, 2017, meeting minutes. Motion by Shouvlin; second by Greene. Approved 6–0–3 (votes not cast by Butler, Crocco, Hull).

2.2 Approve January 9, 2018, special topic meeting minutes. Motion by Greene; second by Merriwether. Approved 8–0–1 (vote not cast by Hull).

2.3 Approve President's letter to FMCSA. Motion by Merriwether; second by Hasselbring. Approved 9–0.

2.4 Approve Welcome Letter for AOA Nationals. Motion by Hasselbring; second by Williamson. Approved 9–0.

Vote to ratify email votes 2.1, 2.2, 2.3, and 2.4 approved by the board on February 27, 2018: Motion by Shouvlin; second by Hasselbring. Approved 6–0 (votes not cast by Butler (absent), Hull (absent), Vigus (absent)).

Vigus joined meeting.

3.0 Approve Board Meeting Minutes for January 30, 2018: Motion by Shouvlin; second by Crocco. Approved 7–0 (votes not cast by Butler (absent), Hull (absent)).

4.0 Financial and Investment Report: Crocco reported that the National Halter show income is up about $10K over YTD budget. Benefactor income is up over $20k over YTD budget. Advertising income is more than double YTD budget. Show income is down at this point, but it's early in the show season. Overall income is up 4% over YTD budget. Expenses are down, but it doesn't include an outstanding bill coming in from the lab.

5.0 Old Business:

5.1 ED Performance Elements: Motion by Hasselbring; second by Crocco. Approved 7–0 (votes not cast by Butler (absent), Hull (absent)).

Butler joined meeting.

5.2 Review JTCC Recommendation for no Alpaca Evaluations at National Show: Board agreed to continue this practice.

5.3 Fiber Committee, JAC, JTCC recommendation to adopt/endorse US Fiber Alpaca Fiber Council standards for grading and classing: Delayed vote until we hear formal input from all committees.

5.4 Strategic Plan 2019 Update: Synhorst reported the Brett Kaysen would not be able to facilitate this process due to time constraints. Kaysen recommended that we speak to Kevin Ochsner. Synhorst to explore this recommendation. Three key takeaways for the board:

- Assess the top 10 board priorities as to accomplishments.
- Assess the accomplishments of the 6 goals set forth by the members 4 years ago.

- What goals need to be in the next iteration of this.

5.5 Camelid Companion Discussion: Reviewed the proposal for AOA to participate in the ILR Camelid Companion Certification program. Motion by Shouvlin; second by Butler to approve the letter as written by Sheri to ILR. Approved 8–0 (vote not cast by Hull).

6.0 New Business:

6.1 Discussion of Herd Purchase Fees: Question came up about discounted/tiered transfer fee when purchasing an entire herd. Decision was made to maintain the current policy.

7.0 Executive Director Update:

7.1 National Halter Show Update: Registration is at a Level V show. Walking Fleece is currently at 227 versus last year's total of 170. Registration is open for one more day. Added second judge for Walking Fleece. Ahead of last year on both Sponsorships and Vendors. New AOA gear will be sold at the AOA booth. One judge change for the Suri's has been made due to a family illness. The dinner auction is coming together with some great herdsires and other items. Herdsire breedings will begin online bidding shortly on Openherd in the lead up to the show.

7.2 Natural Fiber Extravaganza Update: Keynote speaker, Lydia Piper from Gurdy Run Mill has been added. She will be speaking on blending fibers: The Way's, The Why's and The How's. Also, currently working on the educational workshops and speakers.

7.3 Dashboard Report: Uploaded to Dropbox.

8.0 Committee and Other Reports:

8.1 Government and Industry Relations Committee (GIRCom): Merriwether
No report.

8.2 Judge Training and Certification Committee (JTCC): Hull
No report. Williamson to be co-liaison with Hull for the remainder his term.

8.3 Judges Advisory Committee (JAC): Williamson
No report.

8.4 Show Rules Committee (SRC): Vigus
Short call on February 1st to approve a couple of waiver requests for shows.

8.5 Fiber and Fiber Products Committee: Shouvlin
Committee met on February 5, 2018. Affiliate representatives had been invited by chairperson Stacy Heydt to attend the first part of the meeting to learn about the upcoming Natural Fiber Extravaganza. After the update was given and their questions answered, they were encouraged to pass along the information to their members and to encourage their membership to attend.

The Committee had been given the Sorting and Grading Brochure that had been forwarded to them by the Board and written by the Alpaca Fiber Council. The document was approved by the committee.

Ruth Fuqua provided an update about the AOA Student Design Competition and that everything has been moving along as planned.

8.6 Alternative Products Committee: Butler
No report.

8.7 Membership Committee: Hasselbring
Membership Committee met jointly with Youth Committee to discuss ideas for youth membership and involvement. Committee member Michelle Kutzler had developed a report outlining various youth member ideas. These were discussed with positive reception. The Youth Committee will take the ideas from here and develop further. ILR-AOA Camelid Companion Certification is currently in process. Motion by Shouvlin to add Susan Stark to the Membership Committee; second by Merriwether. Approved 8–0 (Vote not cast by Hull).

8.8 Affiliates Council: Greene
No report.

8.9 Ad Hoc Youth Committee: Shouvlin
The Youth Committee met with the Membership Committee on February 5, 2018. After reviewing the meeting materials, both committees agreed to recommend to the AOA Board that a new Youth level of membership should be created. It was decided that the Youth Committee should create the final proposal and what benefits it would provide.

8.10 US Alpaca Fiber Council: Synhorst
No report.

9.0 Meeting Wrap:

9.1 Contact the Board Update: Member contacted the board about the small show/new breeder ten year rule and how that was calculated. It is based on when a member registered their first alpaca with the association. Member contacted the board to suggest that AOA develop/help with communications/documentation to show how the alpaca livestock industry is a viable business.

9.2 Action Items Review: Vigus captured and will forward to board.

9.3 Next Meeting: Thursday, March 29, 2018.

9.4 Adjournment: Motion by Shouvlin. Motion carried unanimously. Adjourned at 9:01 p.m. EST.

Submitted by Jeff Williamson, Secretary.