

**National Reining Horse Association
Minutes of the Executive Committee Meeting
Cox Convention Center
January 28th, 2010**

Approved 04/07/10

PRESENT: President Rick Weaver; Terry Griffin, Dale Lopp, Beth Himes, Mike Hancock and Mark Schols.

NOT PRESENT: Rosanne Sternberg and Allen Mitchels.

STAFF: Executive Director Dan Wall, Chief Financial Officer John Foy, Chief Operations Officer Dennis York, Sr. Director of Publications Carol Trimmer and Executive Assistant Debby Hutchinson.

CALL TO ORDER

President Weaver called the meeting to order at 8:00 a.m. Roll was called and a quorum was announced.

President Weaver acknowledged that the Executive Committee has worked well together. When there was a conflict the EC had a venue to discuss differences in the Executive Committee meetings, Weaver explained to new EC members. The EC passed some things last year that he is very proud of. There is a need to make sure that the EC stays engaged to bring their efforts to completion. Many exciting things are happening in 2010, including the WEG. Weaver reminded the committee the need to be financially responsible. Medications – the challenge is explaining to membership why it is needed. Weaver expressed that he would like to have a place for committee members to view what has been achieved as well as updates on the progress on the tasks.

APPROVE MINUTES

A motion to approve the November 12, 2009 Meeting Minutes was made by Dale Lopp, second by Mark Schols. Motion Passed.

A motion to approve the November 12, 2009 Executive Session Meeting Minutes was made by Dale Lopp and seconded by Mark Schols. Motion passed.

A motion to approve the December 10, 2009 E-Vote was made by Mike Hancock and seconded by Beth Himes. Motion passed.

A motion to approve the December 22, 2009 Conference Call was made by Dale Lopp and seconded by Beth Himes. Motion passed.

Mike Hancock moved to approve the two remaining E-Vote minutes of January 5, 2010, seconded by Beth Himes. Motion passed.

FINANCIAL REPORT

Chief Financial Officer John Foy presented the financial overview and the monthly recession alerts. Executive Director Wall is bringing in *NRHA Reiner* staff to discuss and see what can be done to increase *NRHA Reiner* magazine revenue and reduce expenses. NRHA Investments have increased 31% this past year.

NRHA Inside Reining signed a new program sponsor, the Seminole Hard Rock Resort. Adequan® has renewed and increased their commitment to the show as well. Marketing will send out notices and post on the web when *NRHA Inside Reining* is going to air.

CFO Foy resumed the financial report and finished going over the Financial Overview and variances. Executive Director Wall noted that many of the Futurity savings can be directly attributed to Events Director Brad Ettleman and Events Manager Melanie Rinehart's management. Foy was reminded that finance needs to omit 2010 Derby gelding incentive award income/payouts since the Derby Gelding Incentive has been dropped. President Weaver requested a report on the Awards Banquet sometime during the Workshop, informing the Executive Committee and Board of Directors of the dates, changes, etc. Weaver noted that Marketing Director Todd Barden has done an excellent job with sponsorships. The committee was advised that Karen Shedlauskas is in final contract negotiations to be hired to manage the Sire & Dam Program.

Break 9:21 a.m.

Reconvene 9:39 a.m.

IT Project Update

Terry Griffin gave an overview of the IT meeting that was held at the NRHA Office on January 27. Goals were set and include changes to the membership department, new upgrade of the financial system and the new show program. The staff is currently testing the first release of the new software. There are five modules: Members, horses, horse sales, certifications, and Sire and Dam. IT will soon release show results and the new entry-level, which they hope to have done by February 5. Document imaging is close to being ready; a document imaging scanner needs to be ordered. Hope to be ready to test in the office by March 1. Show management package will be next, which will be available for NRHA owned shows and for other NRHA-approved shows. Web portal – what will be available to members needs to be determined. By the middle of April both systems should be running parallel. Again, Terry emphasized the need to slow down with the new programs that impact the IT project. Terry noted that there are problems with the *NRHA Reiner* – Macs need to be addressed, they were not in the original budget. Executive Director Wall plans to attend meetings every Monday, which is when the IT meetings are scheduled to take place. Terry advised that they will be cross training Lance Ahlson and James Gant and build into the budget for a dot.net programmer, which hopefully can be hired in four to six months. The new database/programs will be the property of NRHA. President Weaver asked Griffin to give a report to the board of directors during the Workshop. It is understood and figured into the budget that a part of membership fees is an ongoing source of revenue for current and future IT projects. CFO Foy originally projected a total cost of \$711,000 to be paid with the \$15 per membership allocation, which will be sufficient to pay the loan at current membership levels. Griffin advised that the IT Project will probably be over budget on software and a support money stream will need to be developed. Brian of Biz Data has agreed to help coordinate the project. Need to start going public about the upgrade (See AQHA articles as a template).

Closed Session 10:15 a.m.

Debby Hutchinson excused

Reconvened- 11:46 a.m.

RHSF Update

Mike Hancock reported that Brian Bendele will manage the Reining Horse Sports Foundation and the Youth and Outreach departments. Krissy Colbath opted for a position with the membership

department. 2010 Officers are President Frank Costantini, Secretary Tracy Lynch, and Treasurer Mike Hancock. Vice President is still to be determined.

Break 1:17 p.m.

Reconvene 1:32 p.m.

FARR Review

Executive Director Wall reported on his attendance at the FARR workshop.

Wall thanked the EC for sending him. He passed out material from the Workshop to help him explain the process attendees went through. Mark Schols expressed his opinion that Wall needs an individual that can serve as his true right arm. Hancock expressed his pleasure with the outcome of Wall's attendance.

Break 3:57 p.m.

Reconvene 4:22 p.m.

PROPOSED DERBY DATES/STRUCTURE

Discussion was held concerning possible Derby date options following the 2010 event. Mike Hancock suggested that the EC make a decision during the Workshop whether to go forward or not with new Derby dates. Hancock moved to ask the events management committee to study the possibility of changing the 2011 Derby dates, including a sale and a Regional Affiliate Finals, etc. Executive Director Wall was directed to explore open dates and report back to the Executive Committee ASAP. Seconded by Mark Schols. Motion passed.

NRHA Germany Affiliation Update

Executive Director Wall gave an overview of the meeting with NRHA Germany. Wall advised that they announced that they were going to seek NRHA approval for their Futurity, however, no show approval has been received in the Office, so they are past the deadline. President Weaver suggested that NRHA inform all judges of the lack of approval situation so they do not get caught unaware and accept a judging job that falls outside of the parameters approved judges are allowed.

Break

Reconvene 5:57 p.m.

Mike Hancock questioned what needs to happen when an NAA falls below the required membership level during a representative's two year term. Current *NRHA Handbook* reads as follows:

In the event there is a change in the NAA status, the elected Directors will serve the remainder of the term for which they were elected.

Motion made by Beth Himes for a board resolution to retain the seats for anyone that had an existing seat. Seconded by Terry Griffin. Motion passed.

Closed meeting: 10:15

Reconvened Open meeting - 11:46 a.m.

Regarding a member with an outstanding balance - Finance sent two letters to the individual and he responded that he was trying to get the funds together to pay the entire balance. A \$2,500 partial

payment has been paid. Beth Himes moved to send a 30-day notice with a final payment date. If not paid by the due date NRHA is to start suspension process. In addition, member to be on a cash only basis until such time as the debt is paid in full. Seconded by Mike Hancock. Motion passed.

Membership Services submitted four show approval requests due to date conflicts with the 2010 Derby. Mark Schols moved to approve all of the requests. Mike Hancock seconded. Motion passed.

Dale Lopp made a motion to adjourn. Beth Himes seconded the motion. Motion passed.

The Northwest Region Seat will be filled by Matt Livengood.

Adjourned: 6:21 p.m.