



MINUTES

Mid-Atlantic Alpaca Association

Date | time March 15, 2018 | *Meeting called to order by* Chris Reachard at 7:30 pm

In Attendance

Chris Reachard, Carole Rost, Randy Strong, Bryan Mindte, Sue Rose, Chris & Jess Armstrong

Absent: Bill Oraschin, Arlene Fusko

Approval of Minutes

The minutes were approved with a change of wording from barns to farms. Motion by Randy; seconded by Carole. Motion passed unanimously.

Board

Treasurer's Report was given by Chris R. According to Bill's records, MAPACA has \$60,000 in checking and \$3000 in PayPal. All bills paid except for Farm Complex.

Jubilee 2018

Silent Auction. Carole reported that she expects many of the items to be collected at the Show. Chris noted that Crossdale Alpacas donated an etched glass piece and Mary Baxter donated five felted soaps. All donations will be thanked personally and posted on the website.

Sponsors. Carole reported that Lanart has not yet registered although they have indicated its sponsorship and she will follow up on it. Currently, MAPACA has 28 sponsors totaling approximately \$31,000. That is one more sponsor and increased revenue over 2017.

Vendor Village. Carole reported that the Vendor Village is progressing with 37 stalls sold. Three new vendors have registered: Alaskan Alpacas; Point of View Alpacas and Nicoli Knits. Carole will check with some previous vendors who may still be interested in attending MAPACA.

Point of View Alpacas has offered to do two seminars on essentials oils. Sue will schedule them for one hour on both Friday and Saturday.

Herdsires Auction. Randy reported that the last update of eight herdsires has climbed to nine, with the addition of a black herdsire from Cabin View Alpacas. Carole requested that the herdsires be promoted on the website with photos and a link to the animal. Farm name will be used; no logos.

Carpeting. Randy received a bid of \$4,162.50 for 13,500 square feet of grey carpeting. Rolls are 125 feet long and nine in total. Chris R. will talk to Morgan about securing a fork lift with a carpet pole that is needed to unload the carpeting. Delivery is set for Wednesday and we need to arrange helpers from the Mission and/or Jonathan to lay the carpeting. In 2017, MAPACA spent over \$12,000 for sod, so the Board agrees that, even

with paying workers to unload and lay, we will have reduced the expense and the carpeting can be reused. Storage to be determined at a later date. Motion to accept bid by Bryan; seconded by Sue. Motion passed unanimously.

Farm & Fiber Equipment Auction. Randy reported that PAOBA and Empire have donated a top tier sponsorship level in addition to the previously emailed list. Openherd and Arlene may also be interested.

Website. Chris A will update our website and work through some of the kinks associated with modifying previous year information. She would appreciate hearing about any difficulties/modifications we notice on the site.

Complex Contract. Chris asked that all board members review the contract. The Board discussed the three different styles of staging and decided to reduce the number of 6 x 8 panels from 12 to nine while continuing to use the black steel staging. Black steel staging is 6 x 8 foot in heights of 32, 40 or 48" with a cost of \$72 per panel. Another option was to use 4 x 8 aluminum but it only comes in 24" height. By reducing the size of the stage, the Board hopes to reduce expense.

The contract has reduced footage to 137,500 square feet from 185,000 square feet in 2017. By cutting the floor by 20%, the Board hopes to save approximately \$7,000 in hall rent.

Budget. Chris A. reported that Sponsorships have reached a total of 27 with a total of \$29,500. In 2017, \$21,335 of sponsorships were sold. The current number comes close to the budgeted amount of \$31,000 and there is time for others to register and sponsor. Chris A. noted that, unlike last year, we have seen a steady stream of registrations, which is now at a total of \$123,711 or about \$25,000 off last year's final amount. Chris R. noted that, since the Fleece Show was removed this year, the total will be \$7,875 less. Carole and Chris will work on comparing our current costs to the budget.

The Board anticipates that by reducing rent, judge and hotel expenses, MAPACA will have taken steps to recover from last year's financial loss.

The food budget has been reduced as well. In 2017, \$21,129 was incurred as food related expenses. Currently, the estimate stands at \$8674.40. This includes the Saturday dinner (\$6274.40) and the Meet & Greet (\$2400) but does not include drink or lunch vouchers yet.

Announcer. Chris A. reported that EMS (Kathy Brown) has bid at essentially the same amount as last year. The Board voted to accept the bid. Motion by Carole; seconded by Bryan. Motion passed unanimously.

Volunteers. Chris A. is concerned that the Show may not have sufficient volunteers. Carole and others agreed that many volunteers offer their help right before or during the Show but will step up efforts to increase these numbers, including perhaps utilizing 4H parents who are willing to help.

Floor Plan. The floor plan was not discussed.

Other Business

MAPACA will hold its next meeting in two weeks on Thursday, April 29, 2018.

Adjournment

The meeting was adjourned at 9:10 pm. Motion by Randy; seconded by Bryan. Motion passed unanimously.

Respectfully Submitted by: Sue Rose, Secretary