



Annual Meeting Minutes

June 22, 2019

Present:

Mary Forte – President	Mike Engle – VP
Brenda Landes – Secretary	Glen Kirby – Treasurer
Gail Macik	Dave & Teri Grembi
Patricia Kinsey	Dawn White
Chanel Hammer	Melissa Mills
Amanda Parks	Trae Chaney
Heidi & Joshua Dallman	Glenn & Elaine Orme
Heidi & John Davis	MaryJane Cathers
Doreen Turco	Jay Fetner
John & Michelle Roppel	Glo Engle

1.0 Meeting Opening:

The Annual Meeting was called to order at 9:45 AM with the President's Welcome, Mary Forte.

2.0 Seminar – Essential Oils and Alpacas with Dave Grembi

Dave was a hospital administrator and interested in research, as well as natural healing, so he got involved in researching essential oils and their use for alpacas. PubMed includes a ton of info on essential oils and livestock. Use of essential oils has been accepted as standard practice in many countries. We need solutions to combat resistant parasites and that is the area he has committed to study.

Dave discussed:

- “What are essential oils?”
- Understanding the different grades of oils – therapeutic grade!
- Research findings on parasite control
- Essential Oil Protocol for Parasite Management
- Other conditions that have been researched with livestock

The Grembi's are working with JMU. They may send a survey to alpaca owners, and seek to interview alpaca owners, so please respond if you receive a survey!!! JMU will assemble research team members and select farm clinical sites. JMU will be working on funding / grants for this purpose. Dave's presentation will be available to members and on the website.

3.0 Official Annual Meeting

3.1 Board of Directors Election Results.

- 3.1.1 Jay Fetner disclosed that 18 ballots were received, representing 41% of the membership.

- 3.1.2 All 4 candidates were elected: Jennifer Gilmore, Gail Macik, Chanel Hammer (to serve out remainder of Donna Higgason's term), Patricia Kinsey (to serve out Glen Kirby's term as Treasurer)

3.2 Secretary's Report.

- 3.2.1 Brenda Landes reviewed the 2018 Annual Meeting Minutes. Members received copies of 2018 Minutes in meeting packet. They are also posted on the VAOBA website (under the About tab at VAOBA.info).
- 3.2.2 A motion to accept the meeting minutes as written was made by Gail Macik and seconded by Glen Kirby.

3.3 Treasurer's Report.

- 3.3.1 Glen Kirby reviewed the Annualized Treasurer's Report (attached) and asked for questions.
- 3.3.2 There was discussion about PayPal costs versus Square and other means of collecting funds. Main reason to use PayPal is not only convenience, but security. Using a 3rd party to collect takes some risk off of VAOBA.
- 3.3.3 VAOBA raised money at the 2018 VAOBA Alpaca EXPO.
- 3.3.4 Dave Grembi made a motion to accept the Treasurer's report. Mike Engle seconded the motion.

3.4 Education Committee Report.

- 3.4.1 Dave thanked current committee members for their work and invited others to join.
- 3.4.2 2018 Education survey to members created a list of "Top 5 Owner Requested Things," which the committee is acting upon.
- 3.4.3 The Education Committee plans to send another survey out this Fall and asked for participation, as it really does help the committee to plan.
- 3.4.4 Dave reviewed upcoming education opportunities. The September 7 all-day seminar "Maintaining a Sustainable Alpaca Business" is a direct result of survey interests. Three nationally known speakers! Want to satisfy member needs, but also VAOBA needs. Want to use this program as a way to provide alpaca owners a program for their potential clients --- a way that will allow education for non-alpaca owners.
- 3.4.5 The cost to members for seminars was discussed, and pricing was based on the actual cost of providing. VAOBA could reconsider pricing if we have commitments from more people to attend.
- 3.4.6 The cost tiers were discussed. Most controversial was why VAOBA would choose to allow non-alpaca owners to attend as a guest at a much lower fee. The reason given is that VAOBA wants prospective owners to get a better idea about alpacas as a business.
- 3.4.7 Dave discussed our education approach to shows, which is public outreach.
- 3.4.8 Upcoming Neonatal Seminar with Dr. Cheryl Dewitt scheduled for March 2020.

3.5 Membership Discussion.

- 3.5.1 There are 44 farms in VAOBA currently. Glen indicated that there were 98 farms when he started approximately 6 years ago. It's a challenge to get small farms to understand what VAOBA can do for them.
- 3.5.2 Jay recommended reading the President's welcome letter about this. We depend upon our members to produce what we produce --- the more members we have,

the more we can produce what they want. What can we do to bring in more people that have alpacas, that aren't showing or breeding?

- 3.5.3 BOD has made concerted effort in 2019 to contact every alpaca owner we're aware of to let them know about VAOBA. For some of the hobby farms, is \$100 too much? They need as much help taking care of their animals as breeders. Let's take this question to committee outside of AGM.

3.6 Show Committee.

- 3.6.1 The heart of the organization is breeders, to show animals and engage the public. The show drives the budget of VAOBA. There have been times when the show has brought in \$26K+, and that can go back into education.
- 3.6.2 Currently across the country, shows are in decline. In the decline is opportunity – to make a good and better show. Reaching out to other associations. Providing more bang for the buck for essentially the same cost – a great deal more in shows, vendors, public access.
- 3.6.3 Show staff for 2019 Expo: Sue Ives is Halter Superintendent, Cheryl Siler is Fleece Superintendent, Patty Fuller is Walking Fleece Superintendent. Event coordinator is Kevin O'Leary.
- 3.6.4 Show is moving to new location is paradigm shift – attracting public, vendors, sponsors. Fredericksburg Expo Center.
- 3.6.5 Fundamentally, VAOBA going to a double show format – 2 shows at the same location running simultaneously.
- 3.6.6 Each show has different judges – 2 halter shows, and 1 fleece show. Will include production in one or other. Novice class in one or other. Youth with Obstacle and Showmanship Classes. Trying to get WF Judge to also judge production. Amanda Vandenbosh & Sharon Loner are phenomenal senior judges. Wade Gease will be great for public.
- 3.6.7 Need to let farms know that the public is important! If we enter into the show, know that there will be visitors. How about include do's & don'ts posters at public entrance and/or hand flyer out as people come in the door. Future of alpaca is with public.
- 3.6.8 Two efforts in halter – novice, production classes. Production is really important and at heart of what breeders should be doing. Want to increase participation.
- 3.6.9 Fleece – trying to reach nationally for entries.
- 3.6.10 Sponsors – shift from what can I get to one of leadership, respect, branding. 10 sponsors by invitation only at \$2500, 10 \$1000 sponsorships, unlimited \$500 sponsorships.
- 3.6.11 Saturday night banquet with herdsire auction starting 1-week early online.

3.7 Adjournment.

- 3.7.1 Business Meeting was adjourned at 1:59 PM.

4.0 Seminar – Parasites in Alpacas with BJ Campbell, DVM

BJ's practice is Hanover Veterinary Services, Inc., in Montpelier, VA. She graduated in 1979 with a DVM from the University of Georgia, and joined a mobile farm animal practice with her husband immediately after graduation. Their practice was the veterinarian for Kings Dominion Wild Animal Park from 1979 to 1994, when the last animals left the park. Their current practice includes dairy and beef cattle, sheep, goats, lamas and alpacas. BJ has attended numerous camelid conferences

and education programs, including those at Ohio State University and by lecturers such as Norm Evans, Toni Cotton and Steve Purdy. She spoke on Parasites in Alpacas. Her lecture will be posted on the VAOBA website along with her contact information.

Respectfully Submitted by Brenda Landes, VAOBA Secretary

May Treasurer's Report

7:26 PM

06/02/19

Virginia Alpaca Owners & Breeders Assoc.

Reconciliation Detail

Union Bank & Trust, Period Ending 05/31/2019

Type	Date	Num	Name	Clr	Amount	Balance
Beginning Balance						36,408.46
Cleared Transactions						
Checks and Payments - 1 item						
Check	05/09/2019	2071	Thomas & Thomas	X	-850.00	-850.00
Total Checks and Payments					-850.00	-850.00
Deposits and Credits - 3 items						
Deposit	05/09/2019			X	99.71	99.71
Deposit	05/20/2019			X	1,025.00	1,124.71
Deposit	05/22/2019			X	99.41	1,224.12
Total Deposits and Credits					1,224.12	1,224.12
Total Cleared Transactions					374.12	374.12
Cleared Balance					374.12	36,782.58
Register Balance as of 05/31/2019					374.12	36,782.58
Ending Balance					<u>374.12</u>	<u>36,782.58</u>

Annual Treasurer's P&L Report

6:35 PM

Virginia Alpaca Owners & Breeders Assoc.

06/18/19

Profit & Loss

Accrual Basis

April 2018 through March 2019

Apr '18 - Mar 19

Ordinary Income/Expense		
Income		
Program Income		
Advertising		200.00
Cookbooks		80.00
Membership Dues		5,053.00
Seminar		677.57
Total Program Income		6,010.57
Silent Auction		430.00
Special Events		
Show & Auction		
Auction		
Herdsire Auction	15,075.00	
Auction - Other	1,125.00	
Total Auction		16,200.00
Electric		85.00
Registration		
Ad in Magazine	300.00	
AOA Show Sysyem Non Member Fee	162.32	
Fiber Arts	40.00	
Fleece	4,027.00	
Fleece Return Fees	177.44	
Halter Class	10,148.97	
Paint Party	595.00	
Photo Contest	50.00	
Production Classes	718.00	
Silent Auction	1,270.00	
Skein Entry	60.00	
Spin Off Entry	2.94	
Sponsorships	12,581.17	
Stalls	15,925.00	
Vendor License	75.00	
Vendor Space	3,260.00	
Walking Fleece	5,050.16	
Total Registration		54,443.00
Show Expenses		
Advertising	-1,514.62	
AOA Fee's	-2,998.00	
Contract Labor	-4,771.23	
Food & Beverages	-1,516.90	
Hotels	-1,573.60	
Insurance	-906.00	
member discount	-750.00	
Operating Expenses	-919.30	
Postage & Printing	-1,573.40	
Professional Fees	-10,899.75	
Rent & Facility Costs	-22,098.28	
Superintendent / Coordinator	-8,855.18	
Supplies	-7,009.51	
Total Show Expenses		-65,385.77
Total Show & Auction		5,342.23
Total Special Events		5,342.23
suspense		43.00
Total Income		11,825.80
Gross Profit		11,825.80
Expense		

6:35 PM

06/18/19

Accrual Basis

Virginia Alpaca Owners & Breeders Assoc.

Profit & Loss

April 2018 through March 2019

	Apr '18 - Mar 19
Business Expenses	
Business Registration Fees	25.00
Total Business Expenses	25.00
Contract Services	
Accounting Fees	1,080.00
Legal Fees	200.00
Total Contract Services	1,280.00
Donations	900.00
Fundraiser	886.10
Operations	
Postage, Mailing Service	692.42
Printing and Copying	146.90
Website	773.00
Total Operations	1,612.32
Other Types of Expenses	
Insurance - Liability, D and O	740.90
Total Other Types of Expenses	740.90
PayPal	1,315.73
PayPal Transfer fee	
Bank Charges	35.00
Total PayPal Transfer fee	35.00
Sponsorships	500.00
Square Fee's	42.94
Travel and Meetings	
Conference, Convention, Meeting	1,276.07
Seminar Costs	175.00
Total Travel and Meetings	1,451.07
Total Expense	8,789.06
Net Ordinary Income	3,036.74
Other Income/Expense	
Other Income	
Dividend	0.74
Total Other Income	0.74
Net Other Income	0.74
Net Income	<u>3,037.48</u>