VAOBA Board of Directors Meeting Minutes

11/4/2021

Present: Mary Forte

Susane March

Heidi Dallman

Cheri Seiler

Members Monitoring: Donna Atkins

Patty Fuller

1. Meeting Opening
   1. A meeting was held via telephone conference call and commenced at 7:32 PM. Mary Forte called the meeting to order.
2. Business:
   1. The August minutes were approved as distributed from the last regular meeting submitted by Brenda Landes.
3. Treasurer Report
   1. Cheri Seiler, treasurer, gave the report.
      1. $9785 in the treasury after exhibitors reimbursed from PayPal
      2. Judges have been paid
      3. Not show related but the yearly American National Auto Insurance premium has been paid
      4. Auction show sponsorships have not been paid.
      5. No additional income is owed to VAOBA
      6. Selle Design Group is owed about $800 for eblasts
      7. Bill of $1917 for bleachers should be paid.
4. Status of Cancelled Show
   1. Jay Fetner Update
      1. Sponsorships
         1. There are three outstanding Platinum Sponsors that have not been refunded. The payments for two were credited as revenues to the 2020 show. The third was sold at auction and proceeds went to MAPACA.
            1. THE MAPACA purchasers have agreed to roll over their sponsorship to the next show.
            2. Donna Atkins has not yet replied to a roll over request. Donna Higgason has demanded full reimbursement.
            3. A portion of sponsorship benefits in the form of branding and promotion has already been received by the sponsors. The precise percentage of funds used for that purpose cannot be determined.
      2. Relationship with Fredericksburg Expo
         1. VAOBA owes $13,000 as a second payment on the venue contract. Jay Fetner has not paid that amount and is negotiating with Marlene, Expo Center Management. There is a an additional $2100 that is owed to the stadium seating company. This has been reduced to $1917.
         2. The Expo Center made an offer that if the next two shows are held at their facility, the facility will write off half of the $13,000, with the remainder split between the next show and the show thereafter. That is $3,250 per show.
      3. Carpeting
         1. Susane is concerned that the carpet has been held in improper storage.
         2. Jay Fetner stated storage was inconvenient and in an inconvenient location but upon inspection has been properly stored and is in immaculate condition. The cost to move the carpeting will be increased by about $1000 due to a smaller truck being needed to transport to a bigger truck that cannot make it back to the storage unit location.
         3. Carpet could be transported to the Fredericksburg Expo Center and stored at no extra charge for us provided we settle with the Center. The Expo Center would have the right to use the carpet if needed.
         4. Susan inquired about the possibility of selling the carpet to the Expo Center to recoup costs.
      4. Status of Herdsire Auction
         1. Cheri asked Jay Fetner if it was going to be online, could we still have the auction portion of the show.
         2. Jay said no that it was a live event and would be of no value financially in another context.
      5. Cheri made a motion to reimburse all of the platinum sponsorship money as a good faith payment. Motion was seconded by Susane.
         1. Motion was voted on. Cheri and Susane voted for the motion. Mary voted against the motion. Heidi voted to postpone the vote until we had more information.
            1. Mary tabled the motion for two weeks until we gathered more information about the exact amount owed in reference to the cancelled show. Heidi seconded that motion.
      6. Cheri said that Jay should not be negotiating with the venue because his contract is over. Cheri said that she will do all negotiating with Marlene from the venue and that she has already been in contact with Marlene. Cheri said that Jay’s contract was a conflict of interest.
      7. Heated discussion followed. No vote was taken giving anyone additional authority to act for the BOD.
      8. There will be a special board meeting in executive session in two weeks.
5. Membership and Education
   1. All membership and education discussion has been tabled until the December meeting.
6. Adjournment
   1. The meeting was adjourned at 8:28

Respectfully Submitted by Heidi Dallman, VAOBA Secretary