

VAOBA BOARD Meeting
Minutes – Jan 2, 2017

Eric Evans – President
Pat Hamilton - Secretary
Glen Kirby – Treasurer
Kimberly Pollay – Director at Large
Burt Benson - Director

Meeting Called to Order at 7:06 p.m.

Eric begins the call by resigning as President and explains that his wife Jaime has been diagnosed with a rare form of cancer and he feels that he cannot give VAOBA the time and energy that it deserves. His focus is his family and the health and well being of his wife. Pat Hamilton thanks Eric for his service and tells him that we appreciate all that he has done for VAOBA during his time in office. Pat Hamilton makes the motion that we accept Eric's resignation – Kimberly Pollay seconds – all in favor. Eric leaves the call.

After much discussion Glen makes the motion that Pat Hamilton serve as the Interim President – Kimberly Pollay seconds – all in favor.

Minutes – Glen makes the motion to accept the November 2016 minutes – Kimberly seconds - all in favor – motion carried.

Treasurer – Glen provided the attached reports for the meeting – November 2016. Kimberly makes the motion to accept the Treasurers Report – Burt seconds – all in favor – motion carried.

Education Committee – At the show in December 2016 Debbie Bailey approached Eric and asked if she could take over and chair the Education Committee. Brenda Wyler was chair of the Education Committee and has resigned. At our next meeting she will provide us with names of participants on her committee and their plan for the remainder of the year.

Fiber Committee – no report

Marketing & Membership Committee – no report

Show Committee – no report.

NEW BUSINESS:

1- Pat Hamilton is the chair of the Nominating Committee for the election in May/June 2017 and is looking for volunteers to help. Pat talked to at least a dozen members at the VAOBA Expo and asked if they would be interested in running for the Board.

2- Pat Hamilton asks each Board member to talk to members and ask for volunteers to fill the 2 openings on the Board created by the resignation of Eric Evans

and Brenda Wyler. The 2 volunteers will serve as Directors until the election in May/June 2017. Please send in the names via email so that we can vote on them and include the new members at the next Board Meeting.

Glen makes a motion to adjourn – Burt seconds – all in favor–motion carried. Meeting adjourned at 7:26 p.m. The next Board meeting will be January 9, 2017.

Virginia Alpaca Owners & Breeders Assoc.

Reconciliation Detail

Wells Fargo (main), Period Ending 11/30/2016

Type	Date	Num	Name	Clr	Amount	Balance
Beginning Balance						25,798.44
Cleared Transactions						
Checks and Payments - 4 items						
Check	11/07/2016	1053	Atlantic Specialty Li...	X	-666.00	-666.00
Check	11/09/2016	1054	Innovative Insurance...	X	-74.00	-740.00
Check	11/10/2016	draft	Bank Charge	X	-76.00	-816.00
Check	11/14/2016	draft	Constant Contact	X	-40.00	-856.00
Total Checks and Payments					-856.00	-856.00
Deposits and Credits - 7 items						
Deposit	11/02/2016			X	658.00	658.00
Deposit	11/03/2016			X	1,699.69	2,357.69
Deposit	11/09/2016			X	1,598.33	3,956.02
Deposit	11/11/2016			X	1,372.18	5,328.20
Deposit	11/14/2016			X	3,107.27	8,435.47
Deposit	11/16/2016			X	3,571.25	12,006.72
Deposit	11/18/2016			X	7,633.54	19,640.26
Total Deposits and Credits					19,640.26	19,640.26
Total Cleared Transactions					18,784.26	18,784.26
Cleared Balance					18,784.26	44,582.70
Uncleared Transactions						
Checks and Payments - 1 item						
Check	11/27/2016	1055	Treasurer King & Qu...		-7.88	-7.88
Total Checks and Payments					-7.88	-7.88
Deposits and Credits - 1 item						
Check	06/22/2016	1041	Neil Padgett		0.00	0.00
Total Deposits and Credits					0.00	0.00
Total Uncleared Transactions					-7.88	-7.88
Register Balance as of 11/30/2016					18,776.38	44,574.82
New Transactions						
Checks and Payments - 6 items						
Check	12/05/2016	1056	Poplar Hill Alpacas		-574.79	-574.79
Deposit	12/06/2016				-25,000.00	-25,574.79
Check	12/06/2016	1058	Judy Keske		-348.60	-25,923.39
Check	12/07/2016	1057	Wildwood Alpacas		-4,975.80	-30,899.19
Check	12/08/2016	1060	Windy Hill Farm NC		-38.00	-30,937.19
Check	12/08/2016	1059	Kim Weigman		-10.00	-30,947.19
Total Checks and Payments					-30,947.19	-30,947.19
Deposits and Credits - 6 items						
Deposit	12/05/2016				6,417.19	6,417.19
Deposit	12/06/2016				5,445.96	11,863.15
Deposit	12/07/2016				38.54	11,901.69
Deposit	12/07/2016				488.79	12,390.48
Deposit	12/09/2016				96.80	12,487.28
Deposit	12/09/2016				2,815.50	15,302.78
Total Deposits and Credits					15,302.78	15,302.78
Total New Transactions					-15,644.41	-15,644.41
Ending Balance					3,131.97	28,930.41

Virginia Alpaca Owners & Breeders Assoc.

Reconciliation Detail

Wells Fargo (show), Period Ending 11/30/2016

Type	Date	Num	Name	Clr	Amount	Balance
Beginning Balance						24,633.19
Cleared Transactions						
Checks and Payments - 14 items						
Check	11/07/2016	draft	Amazon	X	-68.43	-68.43
Check	11/11/2016	1351	Light Livestock	X	-2,700.00	-2,768.43
Check	11/18/2016	draft	Moonwood Farm	X	-500.00	-3,268.43
Check	11/21/2016	1350	Diana Timmerman	X	-405.70	-3,674.13
Check	11/21/2016	draft	Amazon	X	-124.75	-3,798.88
Check	11/25/2016	draft	Lowes	X	-147.42	-3,946.30
Check	11/25/2016	draft	Lowes	X	-147.42	-4,093.72
Check	11/25/2016	draft	Lowes	X	-147.42	-4,241.14
Check	11/25/2016	draft	Wendy's	X	-18.12	-4,259.26
Check	11/28/2016	1352	Caroline County Tre...	X	-165.00	-4,424.26
Check	11/29/2016	draft	Airlite	X	-1,719.20	-6,143.46
Check	11/30/2016	draft	Total Wines and More	X	-269.70	-6,413.16
Check	11/30/2016	draft	Foodlion	X	-34.38	-6,447.54
Check	11/30/2016	draft	Harbor Freight	X	-27.33	-6,474.87
Total Checks and Payments					-6,474.87	-6,474.87
Total Cleared Transactions					-6,474.87	-6,474.87
Cleared Balance					-6,474.87	18,158.32
Uncleared Transactions						
Checks and Payments - 1 item						
Check	11/30/2016	1353	Commonwealth Fair...		-1,000.00	-1,000.00
Total Checks and Payments					-1,000.00	-1,000.00
Total Uncleared Transactions					-1,000.00	-1,000.00
Register Balance as of 11/30/2016					-7,474.87	17,158.32
New Transactions						
Checks and Payments - 17 items						
Check	12/03/2016	1361	Light Livestock		-3,525.00	-3,525.00
Check	12/03/2016	1369	Two Kings Concessi...		-1,890.89	-5,415.89
Check	12/03/2016	1362	Wini Labrecque		-1,477.44	-6,893.33
Check	12/03/2016	1360	Roo Kline		-1,098.00	-7,991.33
Check	12/03/2016	1366	Massaponox High S...		-1,000.00	-8,991.33
Check	12/03/2016	1359	Treasurer of Va Tech		-1,000.00	-9,991.33
Check	12/03/2016	1371	Elaine Oliver		-750.00	-10,741.33
Check	12/03/2016	1364	Prairie Lake Alpacas		-644.00	-11,385.33
Check	12/03/2016	1354	Strauch Fiber Equip...		-456.00	-11,841.33
Check	12/03/2016	1358	David Ebie		-325.00	-12,166.33
Check	12/03/2016	1355	Sign Quik		-201.40	-12,367.73
Check	12/03/2016	1363	Katie Jewett		-200.00	-12,567.73
Check	12/03/2016	1365	Jamie Evans		-161.04	-12,728.77
Check	12/03/2016	1367	Patty Fuller		-159.54	-12,888.31
Check	12/03/2016	1368	Heidi Davis		-101.05	-12,989.36
Check	12/03/2016	1357	Steve Purdy		-25.84	-13,015.20
Check	12/03/2016	1356	Forster's Trail		-8.00	-13,023.20
Total Checks and Payments					-13,023.20	-13,023.20
Deposits and Credits - 1 item						
Deposit	12/06/2016				25,000.00	25,000.00
Total Deposits and Credits					25,000.00	25,000.00
Total New Transactions					11,976.80	11,976.80
Ending Balance					4,501.93	29,135.12

Virginia Alpaca Owners & Breeders Assoc.

01/03/17

Reconciliation Detail

Wells Fargo (main), Period Ending 12/31/2016

Type	Date	Num	Name	Clr	Amount	Balance
Beginning Balance						44,582.70
Cleared Transactions						
Checks and Payments - 9 items						
Check	11/27/2016	1055	Treasurer King & Qu...	X	-7.88	-7.88
Check	12/05/2016	1056	Poplar Hill Alpacas	X	-574.79	-582.67
Deposit	12/06/2016			X	-25,000.00	-25,582.67
Check	12/07/2016	1057	Wildwood Alpacas	X	-4,975.80	-30,558.47
Check	12/08/2016	1060	Windy Hill Farm NC	X	-38.00	-30,596.47
Check	12/08/2016	1059	Kim Weigman	X	-10.00	-30,606.47
Check	12/12/2016	draft	Bankcard (authorize...	X	-151.00	-30,757.47
Check	12/12/2016	draft	Constant Contact	X	-40.00	-30,797.47
Check	12/13/2016	draft	AT Conference	X	-84.79	-30,882.26
Total Checks and Payments					-30,882.26	-30,882.26
Deposits and Credits - 6 items						
Deposit	12/05/2016			X	6,417.19	6,417.19
Deposit	12/06/2016			X	5,445.96	11,863.15
Deposit	12/07/2016			X	38.54	11,901.69
Deposit	12/07/2016			X	488.79	12,390.48
Deposit	12/09/2016			X	96.80	12,487.28
Deposit	12/09/2016			X	2,815.50	15,302.78
Total Deposits and Credits					15,302.78	15,302.78
Total Cleared Transactions					-15,579.48	-15,579.48
Cleared Balance					-15,579.48	29,003.22
Uncleared Transactions						
Checks and Payments - 1 item						
Check	12/06/2016	1058	Judy Keske		-348.60	-348.60
Total Checks and Payments					-348.60	-348.60
Total Uncleared Transactions					-348.60	-348.60
Register Balance as of 12/31/2016					-15,928.08	28,654.62
New Transactions						
Checks and Payments - 2 items						
Check	01/04/2017	1061	Iona Rose Studio LLC		-318.44	-318.44
Check	01/04/2017	1062	Poplar Hill Alpacas		-57.00	-375.44
Total Checks and Payments					-375.44	-375.44
Deposits and Credits - 1 item						
Deposit	01/04/2017				9,296.00	9,296.00
Total Deposits and Credits					9,296.00	9,296.00
Total New Transactions					8,920.56	8,920.56
Ending Balance					-7,007.52	37,575.18

Virginia Alpaca Owners & Breeders Assoc.

Reconciliation Detail

Wells Fargo (show), Period Ending 12/31/2016

Type	Date	Num	Name	Clr	Amount	Balance
Beginning Balance						18,158.32
Cleared Transactions						
Checks and Payments - 41 items						
Check	11/30/2016	1353	Commonwealth Fair...	X	-1,000.00	-1,000.00
Check	12/01/2016	draft	Staples	X	-43.62	-1,043.62
Check	12/02/2016	draft	Lowes	X	-34.62	-1,078.24
Check	12/03/2016	1361	Light Livestock	X	-3,525.00	-4,603.24
Check	12/03/2016	1369	Two Kings Concessi...	X	-1,890.89	-6,494.13
Check	12/03/2016	1362	Wini Labrecque	X	-1,477.44	-7,971.57
Check	12/03/2016	1360	Roo Kline	X	-1,098.00	-9,069.57
Check	12/03/2016	1366	Massaponox High S...	X	-1,000.00	-10,069.57
Check	12/03/2016	1359	Treasurer of Va Tech	X	-1,000.00	-11,069.57
Check	12/03/2016	1371	Elaine Oliver	X	-750.00	-11,819.57
Check	12/03/2016	1364	Prairie Lake Alpacas	X	-644.00	-12,463.57
Check	12/03/2016	1354	Strauch Fiber Equip...	X	-456.00	-12,919.57
Check	12/03/2016	1358	David Ebie	X	-325.00	-13,244.57
Check	12/03/2016	1355	Sign Quik	X	-201.40	-13,445.97
Check	12/03/2016	1363	Katie Jewett	X	-200.00	-13,645.97
Check	12/03/2016	1365	Jamie Evans	X	-161.04	-13,807.01
Check	12/03/2016	1367	Patty Fuller	X	-159.54	-13,966.55
Check	12/03/2016	1368	Heidi Davis	X	-101.05	-14,067.60
Check	12/03/2016	1357	Steve Purdy	X	-25.84	-14,093.44
Check	12/03/2016	1356	Forster's Trail	X	-8.00	-14,101.44
Check	12/05/2016	draft	Hampton Inn	X	-188.66	-14,290.10
Check	12/05/2016	draft	Hampton Inn	X	-188.66	-14,478.76
Check	12/05/2016	draft	Hampton Inn	X	-188.66	-14,667.42
Check	12/05/2016	draft	Hampton Inn	X	-188.66	-14,856.08
Check	12/05/2016	draft	La Quinta Inn	X	-170.40	-15,026.48
Check	12/05/2016	draft	La Quinta Inn	X	-170.40	-15,196.88
Check	12/05/2016	draft	La Quinta Inn	X	-170.40	-15,367.28
Check	12/05/2016	draft	La Quinta Inn	X	-113.60	-15,480.88
Check	12/05/2016	draft	La Quinta Inn	X	-113.60	-15,594.48
Check	12/05/2016	draft	La Quinta Inn	X	-113.60	-15,708.08
Check	12/05/2016	draft	La Quinta Inn	X	-113.60	-15,821.68
Check	12/05/2016	draft	La Quinta Inn	X	-113.60	-15,935.28
Check	12/05/2016	draft	Hampton Inn	X	-94.33	-16,029.61
Check	12/05/2016	draft	Olde Virginia	X	-22.86	-16,052.47
Check	12/05/2016	draft	Family Dollar	X	-19.44	-16,071.91
Check	12/05/2016	draft	Foodlion	X	-5.13	-16,077.04
Check	12/07/2016	draft	Hadensville Mini Sto...	X	-1,000.00	-17,077.04
Check	12/07/2016	draft	La Quinta Inn	X	-113.60	-17,190.64
Check	12/16/2016	1397	Ringside Ribbons	X	-3,071.05	-20,261.69
Check	12/16/2016	1372	Aussie Acres Alpacas	X	-2,542.41	-22,804.10
Check	12/16/2016	1398	Arturo Pena	X	-1,857.82	-24,661.92
Total Checks and Payments					-24,661.92	-24,661.92
Deposits and Credits - 1 item						
Deposit	12/06/2016			X	25,000.00	25,000.00
Total Deposits and Credits					25,000.00	25,000.00
Total Cleared Transactions					338.08	338.08
Cleared Balance					338.08	18,496.40
Register Balance as of 12/31/2016					338.08	18,496.40
Ending Balance					338.08	18,496.40

Virginia Alpaca Owners & Breeders Assoc.

Profit & Loss

01/10/17

April 2014 through March 2015

Accrual Basis

	Apr '14 - Mar 15
Ordinary Income/Expense	
Income	
Other Types of Income	
Miscellaneous Revenue	112.00
Total Other Types of Income	112.00
Program Income	
Membership Dues	1,020.87
Seminar	1,350.00
Store Income	344.00
Total Program Income	2,714.87
Special Events	
Show & Auction	
Auction	30,972.46
Registration	90,204.02
Show Expenses	
Advertising	-3,358.00
Food & Beverages	-4,073.35
Other Direct Expenses	-5,637.00
Postage & Printing	-2,478.52
Professional Fees	-23,698.07
Rent & Facility Costs	-29,381.44
Supplies	-7,020.45
Travel & Lodging	-3,244.68
Show Expenses - Other	-800.00
Total Show Expenses	-79,691.51
Total Show & Auction	41,484.97
Total Special Events	41,484.97
Total Income	44,311.84
Gross Profit	44,311.84
Expense	
Bank Charges	27.00
Business Expenses	
Business Registration Fees	50.00
Total Business Expenses	50.00
Contract Services	
Accounting Fees	625.00
Legal Fees	400.00
Total Contract Services	1,025.00
Credit Card Charges	3,413.26
Donations	1,750.00
Marketing	1,062.50
Operations	
Postage, Mailing Service	644.39
Printing and Copying	289.66
Supplies	286.39
Telephone, Telecommunications	412.39
Website	1,381.00
Operations - Other	10.00
Total Operations	3,023.83
Other Types of Expenses	
Insurance - Liability, D and O	1,699.00

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Virginia Alpaca Owners & Breeders Assoc.

Profit & Loss

01/10/17

April 2014 through March 2015

Accrual Basis

	Apr '14 - Mar 15
Total Other Types of Expenses	1,699.00
Personal Property Taxes	23.64
Reimbursed Expenses	0.00
Travel and Meetings	
Conference, Convention, Meeting	1,287.84
Seminar Costs	4,554.37
Travel	30.40
Total Travel and Meetings	5,872.61
Total Expense	17,946.84
Net Ordinary Income	26,365.00
Net Income	<u>26,365.00</u>

Virginia Alpaca Owners & Breeders Assoc.

01/10/17

Profit & Loss

Accrual Basis

April 2015 through March 2016

Apr '15 - Mar 16

Ordinary Income/Expense		
Income		
Other Types of Income		
Miscellaneous Revenue		0.02
Total Other Types of Income		0.02
Program Income		
Membership Dues		5,617.70
Seminar		1,500.00
Store Income		125.50
Total Program Income		7,243.20
Special Events		
Show & Auction		
Auction		
Herdsire Auction	13,550.00	
Total Auction	13,550.00	
Registration		
AOA Show Sysyem Non Member Fee	800.00	
Cottage Fleece Class	342.00	
Fiber Arts	130.00	
Fleece	4,528.00	
Halter Class	15,962.00	
Production Classes	294.00	
Raffle	235.00	
Show Refund	-405.00	
Silent Auction	2,098.11	
Spin Off Entry	1,190.00	
Sponsorships	11,870.00	
Stalls	24,688.00	
Vendor Space	5,330.00	
Youth Performance	100.00	
Registration - Other	218.00	
Total Registration	67,380.11	
Return Fees	354.00	
Show Expenses		
Advertising	-209.55	
Food & Beverages	-2,222.20	
Other Direct Expenses	-7,779.58	
Postage & Printing	-1,866.79	
Professional Fees	-28,350.62	
Rent & Facility Costs	-29,408.07	
Supplies	-1,123.66	
Travel & Lodging	-4,267.96	
Show Expenses - Other	2,013.32	
Total Show Expenses	-73,215.11	
Show & Auction - Other	105.00	
Total Show & Auction	8,174.00	
Total Special Events		8,174.00
Total Income		15,417.22
Gross Profit		15,417.22
Expense		
Bank Charges		766.44
Business Expenses		
Business Registration Fees		25.00

Virginia Alpaca Owners & Breeders Assoc.

01/10/17

Profit & Loss

Accrual Basis

April 2015 through March 2016

	Apr '15 - Mar 16
Total Business Expenses	25.00
Contract Services	
Accounting Fees	3,205.00
Legal Fees	200.00
Outside Contract Services	1,200.00
Total Contract Services	4,605.00
Credit Card Charges	2,182.59
Donations	2,849.00
Education	1,481.00
Office Supplies and Expenses	178.95
Operations	
Postage, Mailing Service	652.90
Printing and Copying	32.63
Supplies	53.68
Telephone, Telecommunications	621.42
Website	627.00
Operations - Other	229.42
Total Operations	2,217.05
Other Types of Expenses	
Insurance - Liability, D and O	1,690.55
Total Other Types of Expenses	1,690.55
Personal Property Taxes	7.88
Reimbursed Expenses	62.10
Travel and Meetings	
Conference, Convention, Meeting	2,423.89
Total Travel and Meetings	2,423.89
Total Expense	18,489.45
Net Ordinary Income	-3,072.23
Net Income	<u>-3,072.23</u>

Virginia Alpaca Owners & Breeders Assoc.

Profit & Loss

01/10/17

April 1, 2016 through January 10, 2017

Accrual Basis

Apr 1, '16 - Jan 10, 17

Ordinary Income/Expense		
Income		
Program Income		
Membership Dues		5,475.00
Seminar		2,830.21
Store Income		60.00
Total Program Income		8,365.21
Special Events		
Show & Auction		
Auction		
Herdshire Auction	13,300.00	
Total Auction	13,300.00	
Registration		
AOA Show Sysyem Non Member Fee	240.00	
Cottage Fleece Class	304.00	
Fiber Arts	200.00	
Fleece	2,990.00	
Halter Class	10,436.00	
member discount	-400.00	
Photo Contest	310.00	
Production Classes	426.00	
Raffle	345.00	
Show Refund	-56.00	
Spin Off Entry	1,450.00	
Sponsorships	9,612.50	
Stalls	18,359.00	
Vendor Space	4,000.00	
Walking Fleece	2,024.00	
Youth Performance	80.00	
Total Registration	50,320.50	
Return Fees	260.00	
Show Expenses		
Advertising	-435.61	
Food & Beverages	-2,440.80	
Hotels	-2,041.77	
Other Direct Expenses	-2,727.00	
Postage & Printing	-1,352.64	
Professional Fees	-21,302.31	
Rent & Facility Costs	-25,263.64	
Supplies	-5,930.42	
Total Show Expenses	-61,494.19	
Silent Auction	2,531.00	
Total Show & Auction	4,917.31	
Total Special Events		4,917.31
Total Income		13,282.52
Gross Profit		13,282.52
Expense		
Bank Charges		856.15
Contract Services		
Accounting Fees	1,750.00	
Total Contract Services		1,750.00
Donations		4,000.00
Education		3,840.30
Meals		39.87
Operations		

Virginia Alpaca Owners & Breeders Assoc.

Profit & Loss

01/10/17

April 1, 2016 through January 10, 2017

Accrual Basis

	Apr 1, '16 - Jan 10, 17
Postage, Mailing Service	477.47
Printing and Copying	1,218.81
Supplies	251.41
Telephone, Telecommunications	459.79
Website	2,264.34
Total Operations	4,671.82
Other Types of Expenses	
Insurance - Liability, D and O	1,641.00
Total Other Types of Expenses	1,641.00
PayPal	1,217.13
Personal Property Taxes	7.88
Reimbursed Expenses	333.79
Sponsorships	260.00
Square	154.04
Travel and Meetings	
Conference, Convention, Meeting	485.29
Seminar Costs	562.50
Travel and Meetings - Other	1,763.91
Total Travel and Meetings	2,811.70
Total Expense	21,583.68
Net Ordinary Income	-8,301.16
Net Income	-8,301.16

VAOBA BOARD Meeting
Minutes – Jan 16, 2017

Pat Hamilton – Interim Pres/Secretary
Glen Kirby – Treasurer
Kimberly Pollay – Director at Large
Burt Benson – Director
Ed Fincher – Past President
Debbie Bailey – Director
Judy Howe - Director

Meeting Called to Order at 7:03 p.m.

The Board voted via email on January 9, 2017 to add Debbie Bailey and Judy Howe to the Board as Directors to fill the vacancies created by the resignation of Eric Evans and Brenda Wyler.

Minutes – Burt makes the motion to accept the Jan. 2, 2017 minutes – Ed seconds - all in favor – motion carried.

Treasurer – Glen provided the attached reports for the meeting – December 2017. Ed makes the motion to accept the Treasurers Report – Judy seconds – all in favor – motion carried.

Education Committee – Debbie Bailey will work on a Veterinarian to speak in the morning of the annual meeting and an additional speaker for the afternoon.

Fiber Committee – no report

Marketing & Membership Committee – no report

Show Committee – no report.

NEW BUSINESS:

1- There is discussion about making a donation to ARF. Ed makes the motion to send \$1000 – Burt seconds the motion – all in favor – motion carried.

2- Judy wants to have Roo come in July or August to do the seminar that she donated to VAOBA. Judy brings up the possibility of moving our Fleece Show to August and have multiple seminars at the same time. This would free up space for animals at the Meadow Event Park for the VAOBA EXPO.

3- Judy has spoken with the Meadow Event Park and they provided us with November 18-19, 2017. Ed makes the motion that we make whatever arrangements are necessary to secure those dates – Kimberly seconds – all in favor – motion carried.

4- Pat explains that a few years ago we promised to give a donation to CABO if they made a donation to our show. We did not honor that promise and Pat asks that we make a donation to CABO this year to get things back on track. After much discussion it is

decided that we will donate a Bronze sponsorship with 1 animal stall for them to use in their auction or silent auction. Debbie makes the motion – Ed seconds – all in favor – motion carried.

4- There is much discussion about combining shows with PAOBA and/or CABO. Pat has contacted the President of both organizations and they are willing to discuss options. Judy Howe volunteers to head up the VAOBA EXPO TASK FORCE – she will need volunteers to help her work out details with these other alpaca organizations.

5- The Board reviewed the comments provided from Sue Ives and Judy Howe about problems that came up at the show and possible solutions for next year.

Ed makes a motion to adjourn – Burt seconds – all in favor–motion carried. Meeting adjourned at 8:02 p.m. The next Board meeting will be February 6, 2017.

Show Review (Please do not edit this, you asked for it, you got it)

Pre show planning: We had a show committee meeting every month starting in the spring. I did not send the board all the minutes, but can do so retroactively if this is something that you save. I would like to know if committee minutes are posted on the website. I didn't see them when last I looked. Meetings once a month are generally enough unless we are doing something totally new or going to a new venue. I wish that people on the phone call talked more. Sharing ideas is the only way to get things done. Sometimes I feel like I have to pull it out of them. SO TALK!

We need a greater effort doing advertising. We were probably ok within the alpaca community for exhibitors, but need a push to get the public in. I know we don't have funds for this but if say 2 or 3 of us coordinate to get an article or press release in the newspapers and listings all over the internet for the event, or other low costs ways to get the word out we need to do so.

The shrinking of the shows is difficult. We had a terrible time getting sponsors. Our sponsor coordinator was otherwise engaged with family problems and could not get sponsors to sign on. I agree with Glen's recent comment that we need to get sponsors and herdsire donators to sign on early, like spring, or early summer. If we had just a few more PAID platinum sponsors, it would have made a huge difference in the bottom line.

I don't know of any way to get exhibitors to sign on earlier. IF, we did a dual show at Meadow Event Park with another affiliate Nov 18, I would recommend that we come up with a number of entries that will support the show, and limit the show to that number, and advertise that it is limited to that number. If we can break even with 325, or 350 entries, then that's what we limit it to and still have room for the extra rings inside the building. Maybe if they worried they would get shut out, they would sign on earlier. Getting more sponsors is going to get more exhibitors as well.

Fiber activities. I was very happy with the wide array of fiber activities we had or exhibited. Between having Roo Kline, Red neck mafia, weaver, and Shenandoah Fiber Mill as a corporate sponsor, we had a lot to offer the fiber enthusiast. Did not get to the fiber or used equipment sale, maybe can do that next year.

Set up. This year we paid Elaine Oliver \$750 to be the barn manager. This was her first year and I think she did a good job. She was there pretty much the full run of the show, except for Saturday. I recommend we do this again next year and ask her back. Experience is everything. We had difficulties with the inmates this year. A lazy bunch for the most part. We complained and they did not charge us for a few hours that they were not working.

Seminars. Seminars were good, I don't think we need to get too carried away with them. Ones aimed at people interested in getting into alpacas is good. Maybe next year we can find someone to do an alpacas 101. The seminar for the FFA kids went

over well. If VAOBA does an annual report, the fact that we did that for local students needs to be highlighted.

Saturday LUNCH: The show came to a halt for at least 2 hours on Saturday while someone ordered the judges lunch at a restaurant.

IF THIS BULLSHIT HAPPENS AGAIN WITH NOT ONE PERSON TELLING ME WHAT IS GOING ON, I'M DONE! I don't know if Sue Ives asked for this, or if Eric took it on himself, or what, but I do not appreciate people going around me, ordering food for what? 3 judges to the tune of \$161? (hard to believe so who did that money pay for?) If the food at the venue is considered to be not appropriate, then I should be notified beforehand and I will take care of it. You don't hire someone to do a job and then go around them. Jaime Evans picked up the lunches and I paid her for the food. OK, my rant is over. It really pissed me off.

Walking Fleece: This was really slow in initial registrations, but when it was opened up for registrations at the show, we got a full day of judging in for Arturo. Sue Ives recommends that we get a superintendent hired to do walking fleece if we do it again. I agree. Not sure what the appropriate charge should be. We also need a dedicated clerk. Heidi from FFA filled in for a good portion of the day. I was under the impression that the person was supposed to get the judge evaluation form with comments to keep. I don't think that happened. We need to make sure that if we are supposed to give the exhibiter the form, that we do. Also ended up not having enough ribbons and Sue ordered more just this week. I think it's a good event, just not sure that its appropriate for every show.

Volunteers: Our volunteer person was supposed to be Brenda Wyler but she vacated her board position and moved. We need one for next year. The FFA kids did a fabulous job filling in and I think we need to continue with our support of FFA. We donate \$1,000 in exchange for their assistance over the weekend which starts on Friday at 11am and runs through Sunday night.

Vendors: We had fewer this year than last, but they were mostly wholesale folks. They are easy to work with and we had no problems. Since we don't get much walk in public, wholesalers are our best choice.

Tear Down: As usual, Jonathan let us down. He thought there would be a lot of FFA kids and asked to hire them. Unfortunately, no one told their parents and most kids were picked up and gone by tear down. That left us with only about 4 kids with Heidi and the same old group of tired, worn out alpaca people trying to put the show to bed. Need to identify about 4 able bodied young men to show up on Sunday at about 4 and stay for 3 hours and pay them. Maybe Elaine should find them as part of barn manager. Jonathan does take money off our contract for the labor stuff, but its more painful every year doing those carpets.

That's it for the 2016 show, lets hope we can do a decent 2017 show.

Thoughts and comments regarding the 2016 VAOBA Alpaca Expo...

The halter show went fine. As I understand we were short some ribbons for that but some were donated back and did not need to be replaced. I knew we would cut it close but did not “pad” much due to trying to help keep expenses down.

The Walking Fleece portion of the show went as well as can be expected considering we practically doubled entries at the show. In the future I, would recommend you hire a show superintendent specifically for the walking fleece which is AOA’s expectation. Heidi Davis worked the show as scribe and did an excellent job. Her FAA kids shared clerking responsibilities. In the future, the addition must be checked as they go to make fewer mistakes. After the show on Saturday once the judging was finished everyone deserted us and Arturo and Jill had to help complete the paperwork. That really shouldn’t have happened – there should have been a clerk helping us. This year we were very short on ribbons and I have lost the list of who needs to be sent ribbons. The exhibitors have been emailed and are responding with what they are owed.

Sue