

Belgian Draft Horse Corporation of America
Board of Director Meeting – November 30, 2018

The board meeting was called to order at 8:09 a.m. by Walter Schaefer, Jr at the Berlin Encore Hotel in Berlin, OH. The following were present for the meeting: Levi Beachy, Jim Carey, David Flickner, Matt Frieden, Jenna Hovermale, Gary Miller, Larry Piergallini, Walter Schaefer Jr, Dean Woodbury, and Teresa Zube.

The board started with a discussion on the registry and website to prepare for the presentation from Stellar Blue. Jenna Hovermale will update the membership on the progression of the registry project during her secretary's report at the annual meeting.

Nicole Hurd and Dustin White from Stellar Blue Technologies joined the board to discuss options for changing our website and registry. Nicole Hurd presented on the different website options and the board was provided with 2 proposals for website. Nicole agreed to provide premium analytics on the website for the first 6 months at no cost if an agreement is reached.

Dustin White presented on the registry project proposal. He went over the different aspect of the registry the update would cover. Larry Piergallini asked if the wording could be changed to the litigation section. Dustin agreed and Larry will send new wording if the project is approved. Payment structure options were discussed. Stellar Blue offered an option of 25% down, 25% at a milestone and the remaining at project completion. Nicole and Dustin would work on adding the milestone measurements for the second payment to the contract. The board would also like to see the contract be more of a development block and remove the hour's stipulation. Dustin is going to work with his team on the options. Stellar Blue will provide hosting for a year on a dedicated server and the Corporation can switch back to the previous hosting network at \$99 if they choose at the end of the year. The estimated completion time on the registry project would be 6 months and the website would be 75 business days.

Gary Miller moved to accept the Registry Development Proposal with a total project cost of \$25,312.50 once an agreed upon contract is reached.
Motion passes unanimously.

Larry Piergallini moved to accept the Custom Website Proposal with a total project cost of \$7,125 and a contribution of \$2500 from the Belgian Alliance towards the cost once an agreed upon contract is reached.
Motion passes unanimously.

Minutes:

Minutes were presented for approval from the May 4, 2018 Board Meeting.
Jim Carey moved to approve the minutes.
The motion carried unanimously.

Minutes were presented for approval from the July 16, 2018 Conference Call.
Gary Miller moved to approve the minutes.
The motion carried unanimously.

Minutes were presented for approval from the September 20, 2018 Conference Call.
Matt Frieden moved to approve the minutes.
The motion carried unanimously.

Financials:

Financial reports were presented for the fiscal year. Jenna made a note to rename the Certificate of Deposit (CD) that is named Discover bank with the correct name. Jenna will add the Edward Jones CD's cash account to the balance sheet.

Larry reviewed the CD's with the board. There are 7 CDs with different maturity dates. There are 3 CDs that will mature in the summer and fall of 2019. There is a CD coming due on December 14th that the board will need to reinvest. Larry had quoted People's National Bank with a rate of 2.75% for 24 months. Matt Frieden moved to invest the maturing CD into a new CD recommended by the financial committee. The motion carried unanimously.

The board discussed interest rates for the checking account and if we should move some money into a savings account to earn higher interest. Jenna will check with Crossroads Bank on a Money Market and check in with the financial committee.
Jim Carey moved to accept the financial report.
The motion carried unanimously.

President's report by Walter Schaefer, Jr:

The industry and Corporation has had a great year. Walter provided a sheet with feedback that was collected from the board in May from the last meeting. He will continue to collect feedback so that we can improve and make our time in meetings and throughout the year positive. Jenna and Walter continue to have weekly phone conversations and have found it helpful for keeping open communications.

Secretary's Report by Jenna Hovermale:

A report of Registration, Transfer and Membership Trends over the past 5 years was presented. Registrations continue to rise and transfers have fluctuated. There was an increase in new members in 2016 when the board reintroduced the lifetime membership. As anticipated new membership numbers would again level out after a couple of years Jenna made a note that she needs to separate the graphs next time because of the scale. The DNA report from UC Davis was included and showed 26 sire's DNA excluded and 1565 sire's DNA qualified.

Jenna has been working on updating and creating Standard Operating Procedure Documents. These will be included in the notebooks for the directors for the May meeting. The updates that were budgeted for the booth in May have been made. The new items were used at Topeka. They will be on display at the

Annual meeting. Jenna will get items consolidated and organized for the booth to have the display ready for Gordyville.

The board reviewed the new forms that will replace all forms that are currently being used in the office. These include registrations, transfers, membership applications, ect. Old forms will still be accepted but only new forms will be sent out.

Teresa Zube moved to approve the updated forms as presented.
The motion carried unanimously.

Committee Reports:

Marketing and Events update by Jenna Hovermale:

This Winter/Spring the booth will go to Gordyville, Topeka, and Madison. The rest of the year's locations will be discussed at the May board meeting including looking into the Dover fall sale.

Nominating Committee update:

Due to the bylaw changes the new nominating committee will be chosen on Saturday by the board after the reorganization meeting. How the election results are published was discussed. All members that received votes will be published in the minutes of the annual meeting section.

Annual Meeting update:

Potential locations for the 2019 Annual meeting were discussed. The board discussed the need to have a member or board contact near the location of the meeting to help with planning. They will encourage members if they are interested in the meeting coming to their state reach out to the office or a board member.

Matt Frieden moved to hold the 2019 annual meeting on December 6th in Shipshewana, IN.
The motion carried unanimously.

Personnel Committee Report by Walter Schaefer, Jr.:

Teresa Zube moved to go into executive session at 12:30pm

Motion carried unanimously

Larry Piergallini moved to go out of executive session at 1:15 pm.

Motion passed unanimously

Teresa Zube moved to give Leslie Halverson a 5.63% wage increase

Motion passed unanimously

Matt Frieden moved to give Jenna Hovermale a 1.5% wage increase

Motion passed unanimously

Bylaws committee report by Teresa Zube:

Overall, the changes to the bylaws are functioning with very little feedback. There has been some contact to the board from a couple of the members on the importation changes that were made. The board discussed the feedback they have received. The website is updated with the new document and we have been offering copies to members at events in which the booth is present. Frozen semen continues to be an evolution and an education with the membership on the changes and how they impact decisions they are making related to their stallions. They are looking to regroup the committee the beginning of 2019 to discuss how the new bylaws are going and discuss feedback and next steps on a couple of changes recommended by membership.

Building and Maintenance report by Jim Carey:

Upcoming projects that need to be considered are new board room chairs, landscaping around the building and the sign outside the office. The chairs and landscaping will be discussed in May.

Dean Woodbury moved to budget \$3,000 towards a new sign.

The motion carried unanimously.

Alliance Update:

Publications update:

Jim volunteered to be on publications committee during the Alliance meeting. The 2018 book is being wrapped up and will be ready by Gordyville. Jenna is working on collecting overdue ad payments.

The board discussed the Belgian Review being an Alliance program and asked Walter and Jenna to discuss with Scott Seymour the possibility of bringing the book and committee back over to the Corporation. They will also explore the option of both boards having some strategic planning time together in May.

National Show update by Gary Miller

The judges were selected and include Wes Gordeyko as the hitch judge, Mark Ryburn for halter, Jonathan Cush as Sunday hitch and Brian Heuring for Youth. The Alliance voted to extend the contract through 2020 with Indiana State Fair. Lisa Eller is working to find a photographer for the 2019 show.

Futurity report by Jim Carey:

Lynn Carey is retiring as secretary this year. Stacey Mrozinski will be the new secretary. They increased premiums this year in hopes to increase participation. They are planning to hire a judge again this year.

Merit report by Teresa Zube:

The plan for 2019 will be to recognize three-year olds for the Futurity program.

Some of the things they are continuing to work on are as follows: Letters to shows educating them on the merit program with a general explanation of the program, their role in promoting interest and accuracy of the point totals, rules pertaining to the mare/gelding cart classes to be published in entry book and the responsibility of mare/gelding owners to notify the Corporation office the Monday after the Louisville show the names of horses used at what show so points can be captured accurately. If this isn't done, they will go with what is reported through the shows and recognize exhibitors accordingly.

They will be providing a proposal to the Alliance Board as it relates to changes to the rules of the program. The changes they are proposing would help promote more shows getting involved in the program.

In 2019, LaPorte, IN will be recognized as a merit show. It will be considered a regional show for IN.

Trophies and Awards update:

The Board asked that we go back to using our original logo on the trophies given to the State Fairs. Matt Frieden will work with Sue on getting the trophy company the logo.

NABC10 Report:

Teresa Zube, Justin Berry, and Lisa Eller showed interest in serving on the committee. The next steps are to start building a committee and come with 3-4 potential places in May with formal proposals in December. The location would need to have at least 750 stalls and room for 670 horses. Some suggestions of locations were Madison, WI, World Equestrian Center in Ohio and Kentucky.

Gary Miller moved to adjourn.

Motion passed unanimously.

Meeting adjourned at 4:15 pm.

Signed:

Jenna Hovermale

Secretary, Belgian Draft Horse Corporation of America