



AMERICAN SADDLEBRED HORSE AND BREEDERS ASSOCIATION, INC.

BOARD OF DIRECTORS MEETING

Hilton Hotel Ballroom – Lexington, KY

Friday, February 17, 2023 at 8:00 AM ET

1. Call to Order – Anna Marie Knipp

- a. **Roll Call** – Present: Kristen Bagdasarian, Julie Behrends-Jones, Allen Bosworth, Ali DeGray, Jennifer Dixon, Larry Hartsock, Anna Marie Knipp, Emily Lee, Joe O'Brien, Evan Orr, Clif Paulsen, Chris Schubert, Rachel Seifert, Kim Skipton, Joan Todd and Owen Weaver. Via of Zoom: Julie Behrends-Jones, James Nichols and Christy Parker. Absent: Bob Brison, Jim Cherry, Rick Curl and Joan Lurie. ASHB Staff present: Morgan King and David Mount.
- b. **Adoption of Agenda** – Anna Marie called for a motion to adopt the agenda. Motion made by Rachel Seifert and seconded by Kristen Bagdasarian. All in favor. Motion carried.
- c. **Approval of Board Minutes** – Anna Marie called for a motion to approve the minutes for the January 23, 2023 board meeting. Motion made by Joan Todd and seconded by Rachel Seifert. All in favor. Motion carried.
- d. **Declare Conflict of Interest** – None declared.

2. Treasurer's Report – Chris Schubert

- a. **2022 Year End Financials** – Chris presented the 2022 year-end financials. Donations for the year were \$427,489.68, Donated Goods and Services were \$180,328, Earned Revenue was \$456,637.60, Prize Program income was \$604,304.99 and Registry revenue was \$529,231.14, for a total income of \$2,237,241.41 in 2022. Business Expenses for the year were \$51,336.39, Gifts In Kind expenses were \$17,528, Facility and Equipment Expenses were \$57,739.31, Non-Personnel Expenses were \$37,791.91, Other Expenses were \$64,062.79, Promotion and Education Expenses were \$50,304.33, Marketing and Advertising Expenses were \$85,299.11, Total Program/Education Expenses were \$332,583.52. Travel and Meeting Expenses were \$15,917.51 for total Non-Personnel Related Expenses of \$576,969.63. Total Personnel Related Expenses including Contract Service and Salaries and Related Expenses were \$780,851.51 with Prize Program Expenses of \$792,104.99 and Registry Expenses of \$60,046.72. Total Expenses for 2022 totaled \$2,209,972.85 with Non-Reoccurring Other Income (Employee Retention Credit) of \$137,817.37 for a Net Income in 2022 of \$165,085.93. Motion made by Chris Schubert and seconded by Joe O'Brien to accept the financials as presented. All in favor. Motion carried.



b. **2023 Budget** – David presented the proposed 2023 budget to the board. The budget included a proposed Total Income of \$2,451,550, with Total Expenses of \$2,427,055, for a proposed Net Income of \$24,495 in 2023. David explained the variances in income and expenses compared to 2022 were mainly due to the 2023 Annual Convention and Youth Conference. Motion made by Joe O’Brien and seconded by Rachel Seifert to accept the 2023 budget as presented. All in favor. Motion carried.

3. Convention Planning Committee – Chris Schubert

Chris gave an update on the 2023 Annual Convention and Youth Conference. David reported that sponsorships and donations totaled \$116,930 with net sales from registrations totaling \$93,603.68. There were 521 total attendees.

4. Additional Business – Anna Marie Knipp

There was no additional business discussed.

5. Adjourn – Anna Marie Knipp

The meeting was adjourned at 9:03 AM.

Next Meeting Scheduled for Friday, February 17, 2023 at 2:00 PM ET



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Friday, February 17, 2023 at 2:00 PM ET

1. Call to Order – Anna Marie Knipp

- a. **Roll Call** – Present: Kristen Bagdasarian, Julie Behrends-Jones, Allen Bosworth, Jennifer Dixon, Larry Hartsock, Anna Marie Knipp, Smith Lilly, Joe O'Brien, Clif Paulsen, Rachel Seifert, Kim Skipton, Joan Todd. Via of Zoom: Jim Cherry, James Nichols and Christy Parker. Absent: Rick Curl and Chris Schubert. ASHB Staff present: David Mount.
- b. **Adoption of Agenda** – Anna Marie called for a motion to adopt the agenda. Motion made by Kristen Bagdasarian and seconded by Clif Paulsen. All in favor. Motion carried.
- c. **Declare Conflict of Interest** – No conflicts declared.

2. Executive Director's Report – David Mount

David welcomed new board member, Smith Lilly and thanked outgoing board members, Bob Brison, Ali DeGray, Emily Lee, Joan Lurie, Evan Orr and Owen Weaver.

3. Nominating Committee Report – Larry Hartsock

Larry deferred the Nominating Committee Report to Allen Bosworth. Allen reported that the Nominating Committee is recommending the following officers for 2023: Joan Todd as Vice President, Rachel Seifert as Treasurer, Clif Paulsen as Secretary and Rachel Seifert as President Elect, to serve with him, who was previously appointed President Elect in 2022. Allen noted that the Registry Council Chair will be appointed by the Registry Council at their next meeting. Motion made by Kim Skipton and seconded by Joe O'Brien to accept the officer slate as presented. All in favor. Motion carried. Allen also reported that Juliette Dell has agreed to fill the open board seat in 2023 if elected. Motion made by Joe O'Brien and seconded by Rachel Seifert to elect Juliette Dell to fill the open board seat. All in favor. Motion carried.

4. Election of Two Members to Serve on Nominating Committee – Allen Bosworth

Allen reported that the Membership elected Betsy Boone and Judy Werner to serve on the Nominating Committee. The Board will need to elect two additional members and he will select the fifth member to act as chair. Motion made by Joan Todd to elect Jennifer Dixon and Christy Parker to the Nominating Committee and seconded by Clif Paulsen. All in favor. Motion carried.

5. President's Report – Allen Bosworth

Allen thanked outgoing President, Anna Marie Knipp and thanked the Board for electing



him as President in 2023. Allen talked about all of the progress ASHBA has made since he served on the Board the first time and credited the 2018 strategic plan for providing the road map for success. He outlined his plan for 2023 with the top priority being the update of the strategic plan which will start immediately. Also, Allen thanked Emily Lee, Convention Planning Committee, Board and Staff for all of their hard work in executing what looks to be a very successful convention.

6. Additional Business – Allen Bosworth

No additional business.

7. Adjourn – Allen Bosworth

Meeting adjourned at 3:24 PM ET.

Next Meeting Scheduled for Monday, March 6, 2023 at 5:00 PM ET via Zoom