

ILR Annual Business Meeting - The Gathering June 2016

The meeting was called to order on Saturday evening at approximately 7:00 pm during the ILR/LFA Sponsored dinner.

New officers were announced as follows:

- Sean Hart – President
- Linda Hayes – Vice President
- Debi Garvin – Secretary
- Harvey Pool – Treasurer
- Ron Wilkenson – Member at Large

Norris Berg was recognized as the recipient of the 2016 Gathering dedication. Norris was introduced by Mary Jo Miller and addressed the crowd.

Thanks were given to Mary Jo Miller, Lisa Robinson and Pam Jenson for their efforts. Each was awarded a small gift presented by the ILR BOD.

Susan Hannah was introduced as the ILR Operations manager

2015/2016 accomplishments were highlighted and included:

- Launched I want a llama marketing site and All about llamas sister site
 - Began soliciting advertisers
 - 100% of all funds go to advertising
 - Ads in American Livestock, Hobby Farmer; 8 banners purchased along with postcards and business cards. Need more ideas for places to promote llamas
- Established an Executive Committee to help with the business management of the ILR-SD
- Sold the building and paid off all debt and negotiated 3 years free rent
- Began putting \$1500/month into savings
- Operating in the black
- Donated free transfers and registrations to ALSA for their Grand National
- Had a conference call with ALSA in November
- Began new website development and database migration – is in beta test stage

The treasurers report was given by Debi Garvin. The profit and Loss statement for 2015 is attached to these minutes as well as a year to date 2016 P&L with a 2015 comparison.

Steve Auld was introduced and updated the group on the development of the new ILR website. The website should be in it's final beta test stage this summer.

Lisa Robinson, Matt Rector and Mary Jo Miller addressed the group and clarified some questions that had been raised about moving the Gathering to the Cattle Congress facility in Waterloo.

Closing remarks -

ILR Annual Meeting

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Thanks to all of you for attending the Gathering, please consider volunteering your time or special talents to the ILR. The llama community must work together as a whole to stay viable. We need talented individuals to bring forth ideas and solutions to current issues. Feel free to ask myself or any BOD member anything you would like and/or contact the ILR BOD at ilrboard@lamaregistry.com. Remember what Tim McGraw said when he was asked about the force behind his recent hit "Humble and Kind" – it doesn't cost anything to be nice. We all need to be nice to each other and work together as llama owners.

Respectfully Submitted,

Debi Garvin
ILR Secretary

10:53 AM

07/27/16

Cash Basis

INTERNATIONAL LAMA REGISTRY, INC.
Profit & Loss Prev Year Comparison

January through April 2016

	Jan - Apr 16	Jan - Apr 15	\$ Change	% Change
Ordinary Income/Expense				
Income				
4099.0 - Undesignated Items	0.00	202.00	-202.00	-100.0%
4001 - Deposits on Account	0.00	1,907.66	-1,907.66	-100.0%
4010 - ILR-SD				
4010.1 - Gathering				
4010.3 - Gathering Sponsorship	1,992.21	200.00	1,792.21	896.1%
4010.5 - Gathering Vendors	250.00	0.00	250.00	100.0%
4010.1 - Gathering - Other	-1,400.00	0.00	-1,400.00	-100.0%
Total 4010.1 - Gathering	842.21	200.00	642.21	321.1%
4020 - ILR-SD Donations				
4020.1 - Designated Donations	112.17	20.00	92.17	460.9%
4020 - ILR-SD Donations - Other	1,050.04	5,611.00	-4,560.96	-81.3%
Total 4020 - ILR-SD Donations	1,162.21	5,631.00	-4,468.79	-79.4%
4030 - ILR-SD Memberships				
4030.1 - Adult members	0.00	3,890.00	-3,890.00	-100.0%
4030.2 - Youth memberships	0.00	730.00	-730.00	-100.0%
4030 - ILR-SD Memberships - Other	3,578.55	3,889.70	-311.15	-8.0%
Total 4030 - ILR-SD Memberships	3,578.55	8,509.70	-4,931.15	-58.0%
4035.1 - ILR-SD Show Fees	0.00	3,907.00	-3,907.00	-100.0%
4035.2 - Per Llamas Fees	2,768.42	700.00	2,068.42	295.5%
4035.1 - ILR-SD Show Fees - Other	0.00	0.00	0.00	0.0%
Total 4035.1 - ILR-SD Show Fees	2,768.42	4,607.00	-1,838.58	-39.9%
4010 - ILR-SD - Other	1,770.00	0.00	1,770.00	100.0%
Total 4010 - ILR-SD	10,121.39	18,947.70	-8,826.31	-46.6%
4050 - ILR				
4050.1 - Member Services				
4050.2 - ILR Donation	50.00	0.00	50.00	100.0%
4050.3 - Lama Misc Transactions	665.00	105.00	560.00	533.3%
4050.5 - Lama Registrations	9,945.20	11,260.00	-1,314.80	-11.7%
4050.4 - Certificates	0.00	135.00	-135.00	-100.0%
4050.6 - Lama Transfers	6,127.83	8,725.00	-2,597.17	-29.8%
4050.7 - Screening Fee Income	0.00	500.00	-500.00	-100.0%
4050.8 - DNA Testing				
4050.9 - FTA Cards	17.50	149.50	-132.00	-88.3%
4050.10 - Maxam - FTA	40.00	370.00	-330.00	-89.2%
4050.11 - UC Davis - Rootball	1,300.00	255.00	1,045.00	409.8%
Total 4050.8 - DNA Testing	1,357.50	774.50	583.00	75.3%
4050.13 - Membership Dues	13,570.99	15,895.00	-2,324.01	-14.6%
4050.1 - Member Services - Other	0.00	245.00	-245.00	-100.0%
Total 4050.1 - Member Services	31,719.52	37,639.50	-5,919.98	-15.7%
4055 - Online Services				
4055.6 - Web Hosting Income	0.00	80.00	-80.00	-100.0%
Total 4055 - Online Services	0.00	80.00	-80.00	-100.0%
4060 - Funds				
4060.2 - GR Endowment	0.00	25.00	-25.00	-100.0%
Total 4060 - Funds	0.00	25.00	-25.00	-100.0%
4065 - Misc Income				
4065.1 - Postage	0.00	40.00	-40.00	-100.0%
Total 4065 - Misc Income	0.00	40.00	-40.00	-100.0%
4050 - ILR - Other	105.00	0.00	105.00	100.0%
Total 4050 - ILR	31,824.52	37,784.50	-5,959.98	-15.8%
4071 - Contract Work				
4071.1 - AMLA	-14.39	0.00	-14.39	-100.0%
Total 4071 - Contract Work	-14.39	0.00	-14.39	-100.0%
4072 - ILR	0.00	75.00	-75.00	-100.0%
4075 - Interest	3.02	0.25	2.77	1,108.0%
4080 - Adjustments to Income				
4080.1 - Deposit Adjustments	0.00	-583.65	583.65	100.0%
4080.2 - NSF Member Check	0.00	200.00	-200.00	-100.0%
4080.3 - Refunds	0.00	85.00	-85.00	-100.0%
4080 - Adjustments to Income - Other	-569.29	0.00	-569.29	-100.0%
Total 4080 - Adjustments to Income	-569.29	-298.65	-270.64	-90.6%
4090 - Meridian Bldg	0.00	5,837.25	-5,837.25	-100.0%
4095 - Credit Card Fee Income	0.00	327.16	-327.16	-100.0%
Total Income	41,365.25	64,782.87	-23,417.62	-36.2%
Gross Profit	41,365.25	64,782.87	-23,417.62	-36.2%
Expense				
Board Expenses				
Misc	0.00	0.00	0.00	0.0%
5001 - Office Supplies, Postage, Etc	0.00	43.89	-43.89	-100.0%
Total Board Expenses	0.00	43.89	-43.89	-100.0%
Depreciation Expense	0.00	3,470.20	-3,470.20	-100.0%
General ILR				
Sofware Development				
Registry Manager				
Uncanny Solutions	990.00	1,275.00	-285.00	-22.4%
Total Registry Manager	990.00	1,275.00	-285.00	-22.4%
Sofware Development - Other	0.00	75.00	-75.00	-100.0%
Total Sofware Development	990.00	1,350.00	-360.00	-26.7%
5101 - CPA - Accounting				
Accounting - Review	555.00	2,000.00	-1,445.00	-72.3%
5101 - CPA - Accounting - Other	1,323.65	312.75	1,010.90	323.2%
Total 5101 - CPA - Accounting	1,878.65	2,312.75	-434.10	-18.8%
5102 - Directors Liability	2,310.00	2,310.00	0.00	0.0%
5104 - Legal Council	0.00	1,500.00	-1,500.00	-100.0%

11:01 AM
06/07/16
Cash Basis

INTERNATIONAL LAMA REGISTRY, INC.
Profit & Loss
January through December 2015

	<u>Jan - Dec 15</u>
Ordinary Income/Expense	
Income	
4037 · ILR-SD Member Services	130.00
4099.0 · Undesignated Items	323.06
4001 · Deposits on Account	5,061.23
4010 · ILR-SD	
4010.1 · Gathering	
4010.2 · Gathering Show Fees	26,878.50
4010.3 · Gathering Sponsorship	5,235.00
4010.1 · Gathering - Other	15.00
Total 4010.1 · Gathering	32,128.50
4020 · ILR-SD Donations	
4020.1 · Designated Donations	205.00
4020 · ILR-SD Donations - Other	40.00
Total 4020 · ILR-SD Donations	245.00
4030 · ILR-SD Memberships	
4030.1 · Adult members	7,590.00
4030.2 · Youth memberships	1,130.00
Total 4030 · ILR-SD Memberships	8,720.00
4035.1 · ILR-SD Show Fees	
4035.2 · Per Llamas Fees	16,066.00
4035.3 · Show Sanction Fees	1,350.00
4035.1 · ILR-SD Show Fees - Other	350.00
Total 4035.1 · ILR-SD Show Fees	17,766.00
4040 · Judges Fees	2,675.00
4010 · ILR-SD - Other	920.00
Total 4010 · ILR-SD	62,454.50
4050 · ILR	
4050.1 · Member Services	
4050.3 · Lama Misc Transactions	405.00
4050.5 · Lama Registrations	25,770.00
4050.4 · Certificates	565.00
4050.6 · Lama Transfers	21,810.00
4050.7 · Screening Fee Income	1,750.00
4050.8 · DNA Testing	
4050.9 · FTA Cards	291.00
4050.10 · Maxxam - FTA	1,755.00
4050.11 · UC Davis - Rootball	1,620.00
Total 4050.8 · DNA Testing	3,666.00
4050.13 · Membership Dues	34,950.00
4050.1 · Member Services - Other	450.00
Total 4050.1 · Member Services	89,366.00
4055 · Online Services	
4055.2 · Mailing Lists, Misc Advertising	100.00
4055.6 · Web Hosting Income	220.00
Total 4055 · Online Services	320.00
4060 · Funds	
4060.1 · GR Operating Fund	15.00
4060.2 · GR Endowment	25.00
Total 4060 · Funds	40.00
4065 · Misc Income	
4065.1 · Postage	40.00
Total 4065 · Misc Income	40.00
Total 4050 · ILR	89,766.00

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06/07/16
Cash Basis

INTERNATIONAL LAMA REGISTRY, INC.
Balance Sheet
As of December 31, 2015

	<u>Dec 31, 15</u>
ASSETS	
Current Assets	
Checking/Savings	
1000.9 - Checking - Gathering	8,239.89
1000.03 - 1st Montana Bank #3699	3,810.44
1000.02 - 1st MT Bank Savings #45296	45,203.53
1001 - Paypal	963.45
1000.04 - MT First Checking - 401090	17,793.69
1000.01 - MT First PC Checking - 403571	432.23
Total Checking/Savings	<u>76,443.23</u>
Other Current Assets	
12025 - NSF Checks	623.00
1499 - Undeposited Funds	-420.00
Total Other Current Assets	<u>203.00</u>
Total Current Assets	76,646.23
Fixed Assets	
1550 - Office Furniture & Equipment	293,784.48
1501 - Accumulated Depreciation	-293,177.58
Total Fixed Assets	<u>606.90</u>
TOTAL ASSETS	<u><u>77,253.13</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
24000 - Payroll Liabilities	
FICA/FED Withholding	539.26
MT Withholding	86.00
FUTA	2.65
SUTA	113.93
Total 24000 - Payroll Liabilities	<u>741.84</u>
2800 - Customer Deposits	38,665.30
Total Other Current Liabilities	<u>39,407.14</u>
Total Current Liabilities	<u>39,407.14</u>
Total Liabilities	39,407.14
Equity	
3900 - Retained Earnings	125,760.30
Net Income	-87,914.31
Total Equity	<u>37,845.99</u>
TOTAL LIABILITIES & EQUITY	<u><u>77,253.13</u></u>