

**Minutes of Zone 2 Meeting held July 10, 2005 at the Nugget, Reno, Nevada.** Present were representatives Bob Lentz, CA, Denny Thomas, CA, Bob Wagg, CA, Terri Wirthlin, NV, Sheila Plimpton, NV, Sharon Avery, NV, James Christopherson, UT, Marla Fadel, UT and guest Bob Thomas.

Meeting was called to order at approximately 9:40 a.m. by Terri Wirthlin.

**Minutes of last meeting – February 27, 2005 in Salt Lake City, Utah.**

There were no corrections to the minutes. James motioned to approve. Sharon seconded. Minutes approved.

**Treasurers Report and 2005 Show Recap**

Sheila distributed the Profit & Loss dated 07/09/05 showing a Net Income of \$17,977.15 and a bank register summary showing a balance of \$ 814.54 if all outstanding checks were paid. (Both are attached to these minutes.)

P & L - There was general discussion on how the 2005 Show compared to the 2004 Show. The facility rent was approximately \$10,000 less. Not paying the states (Approval Fees) and retaining the \$15 Zone fee helped. The amount spent for Awards (2004 - \$22,168, 2005- \$9,947) included Futurity payments for 2004 and in 2005 no Futurities were held. The expense for Concession in 2004 was about \$4,000 and \$234 in 2005 and Show Management Expenses was down approximately \$6,500. 2005 Bank Service Charge (\$354 in 2005 compared to \$2,543 in 2004) does not include credit card charges as they have all been paid by the Utah PHC so far.

Marla distributed a Show Financial Summary (also attached).

Expenses:

There was a short discussion regarding the \$20,474 payment that was made to the RLEC. Bob Lentz pointed out that the profit from show was to be used in paying 2004 bills and the expense should not have been taken off the top. All Nevada reps said they were under the impression that the RLEC was to be paid first. In the future we must establish a priority of bill payment as the overall net income was only \$17,977.16.

Debts still owing or checks not cashed:

- 1) The City of Reno has not cashed a check for \$575. They had asked Sheila if the Zone was a non-profit organization – she sent non-profit documentation and the check has never cleared. We will leave it on the books for now.
- 2) Sheila and James have not been paid for 2004 or 2005. Marla, Bob Lentz and Lynn Molina were also not paid in 2004.
- 3) There were two Zone 2 checks that did not clear when initially cashed; one to Bill Golliet for \$2,000 for his judging fee and one to Sara Voortmeyer for the catering. This probably occurred due to the 7 day hold placed on the deposit by the bank. We need to re-issue these checks. Also, Bill Golliet, Darrell Bilke, Jack Denton and Meri McKillips' personal credit cards were charged by the Holiday Inn Express for their hotel rooms. The Utah PHC already reimbursed Meri McKillips, the others need reimbursement also. Marla will give Sheila copies of their credit card statements so they can be reimbursed. We have not received the final billing from the Holiday Inn Express as the Utah PHC is disputing the charges pending receipts.

- 4) We are still carrying the \$2,000 debt to the Nevada PHC. They have not asked to be paid. There was a question as to how this debt was incurred. Sharon said it was originally an agreement set up by Duane Pettibone whereby a Nevada Corporation would be eligible for a \$5,000 discount on RLEC fees if certain criteria were met including promotion of the RLEC. Sharon said it was not a discount applied to the RLEC bill but an actual check was issued and deposited in the Zone 2 checking account. The Nevada PHC share of the check was \$2,000. We would need proof that the money was actually deposited in the Zone 2 account before repaying the debt. Sheila made a motion that in order to substantiate the debt, Sharon would obtain a letter stating the promotional nature of the refund and she would furnish proof of the deposit. Motioned seconded and passed.

It was noted that the committee must be informed and agree when debts are to be paid.

Also noted: The Utah PHC cashed the 2004 State Approval Fees check for \$1,926.00.

There was a discussion regarding the fact that all the income for the combined 2005 Zone 2 Show and the Utah PHC POR was initially deposited in the Utah PHC account. Sheila questioned whether the income should be deposited in the hosting club's account as the Show is scheduled to move every 3 years. Bob Wagg asked if there was a problem with the accounting of the funds from the UPHC. Sheila said she didn't have the deposits to work with. After further discussion Bob Wagg motioned to leave the show accounting as it was this year considering the show will be in Utah for the next 2 years. Denny seconded, motion carried.

James asked if we had received a check from the NSBA for a refund of NSBA fees that both he and Sheila paid. NSBA had notified James that the 2004 fees had not been paid and NSBA points would not be counted until the fee had been paid. Sheila was out of town at the time so James paid the \$108.00. Sheila also paid it when she returned. NSBA deducted a late fee and sent a \$59.00 refund to Zone 2. Bob motioned to reimburse James for the \$108.00, Sharon seconded, motion passed. James gave the documentation to Sheila; she will issue a check.

Lynn Molina still needs to be paid for being the Show Secretary for the 2004 show. Her expenses and help have been paid.

All email correspondence concerning Zone 2 matters needs to be sent to all Zone 2 reps so everyone is equally informed.

Bob Wagg motioned to accept the Treasury Report. Sharon seconded. Treasury report approved.

The 2005 show had (unofficially) 225 horses and 1190 entries. Amateur and Youth classes were large, open classes weren't as big. There was some discussion about raising the day fee, but it was agreed to leave it as it is for 1 more year.

It was mentioned that for the roping – a canvas or tarp needs to be set up so that the cattle can't see the rest of the herd.

The General Store was well received. There were some complaints about the number of points it took to "purchase" an award. Class award expense is currently \$2.00 for 1<sup>st</sup> place, \$1.50 ea for 2<sup>nd</sup> & 3<sup>rd</sup>, and \$1.00 each for 4<sup>th</sup>, 5<sup>th</sup> & 6<sup>th</sup>. The High Point Award was a buckle but we could do

headstalls. People were happy with the monogrammed sheets to 5<sup>th</sup> place. Prizes were awarded in the arena to those classes that were placed in the arena. James said we may need to consider the payment of people needed to handle awards as part of the awards budget. The General Store has about \$2,200 in inventory. Sharon proposed a breakdown for 2006 as follows:

\$ 5 1<sup>st</sup>

\$ 3 2<sup>nd</sup>

\$ 2 3<sup>rd</sup>

\$ 1 ea for 4<sup>th</sup> & 5<sup>th</sup>

\$ 12 per class x 6 judges = \$ 72 per class x 140 classes = \$10,080 (approx)

Hi Point awards to be a sheet & buckle, a sheet & cooler for Reserve and sheets for 3<sup>rd</sup>, 4<sup>th</sup> & 5<sup>th</sup>

Bob motioned and Sheila seconded to set the Award Budget at \$10,400. Motion passed.

We still need sponsors for Special Awards.

### **New Business**

- 1) Holiday Inn Express – see #3 above
- 2) Stall Refund Requests – Marla received requests for stall refunds for the 2005 Show from Jerre & Robin Pritz and Jessica Beall. Both were accompanied by vet certificates. The UPHC had received 40% and the Zone 60% of the stall prepayment. The UPHC has already sent refunds for their 40%. The 2005 stall form stated “No Refunds”. Bob Wagg motioned for 2006, a valid vet certificate must be presented at or before the show for stall refund. Sheila seconded. Motion passed.
- 3) Judges Request for Overtime Pay- At the conclusion of the Zone 2 Show, all judges requested some overtime pay in light of the long show days even though the contract did not include overtime pay. They stated they were told the show days would be short and no overtime would be incurred. The contract was for a \$2,000 flat fee plus room and meals. Judges paid their own travel expense. Bob Lentz motioned, James seconded to deny any overtime pay for 2005. Motion passed.

Discussion regarding future overtime pay, prevailing judge’s fees and the flat fee contract followed. A proposal to pay \$500/day plus \$25/hr overtime plus expenses was proposed. If there was approximately 5 hours of overtime per day, this would amount to \$1,875 plus airfare, room & meals. It was felt it was easier to stick with a flat fee so checks could be made out in advance.

James motioned to pay all judges \$500 per day, plus \$500 overtime or \$2,000 flat fee, plus airfare, room & meals for 2006. Motion seconded and passed. Teri will start hiring judges. James will let her and Bob know the judges Utah PHC has hired so we can avoid duplicating. Judge’s contracts need to include their requests for scribes.

4) Other New Business

- a) The Zone 2 portion of the Blaine Nicholls trail clinic was \$996.26. We would most likely not be interested in repeating.
- b) Marla read a letter we received from an exhibitor complimenting show management, but criticizing judges and arena conditions. Marla & James will address arena issues with South Jordan management.
- c) The Zone 2 web site is being maintained by Eric Struble.
- d) The nominating committee for 2006 Officers will be Bob Wagg, Sheila and James.

**2006 Show**

- 1) Stalls – South Jordan Management is requesting a guarantee of \$50 per stall to insure availability of the 86 permanent border stalls for 2006.
- 2) Suggestions for changes in show schedule include doing all the halter first, then all the Showmanship. We will wait for proposed APHA rule changes that could affect scheduling to make any final decisions.

**Next Meeting:**

The CCC meeting will tentatively be in November in Burbank. Our meeting usually coincides, confirmation to follow.

Respectfully submitted,

Marla Fadel  
Zone 2 Secretary

Corrections:

1.)

2.)

3.)

4.)

8:31 AM

07/09/05

Cash Basis

Western Regional, Zone II, Inc.  
**Profit & Loss Prev Year Comparison**  
 January through December 2005

	Jan - Dec 05	Jan - Dec 04	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
Income	75,005.16	70,657.00	4,348.16	6.2%
Redeposits	0.00	1,422.40	-1,422.40	-100.0%
Reimbursed Expenses	0.00	881.00	-881.00	-100.0%
<b>Total Income</b>	<b>75,005.16</b>	<b>72,960.40</b>	<b>2,044.76</b>	<b>2.8%</b>
<b>Expense</b>				
Zone Committee Expense	0.00	260.00	-260.00	-100.0%
Advertising	0.00	645.90	-645.90	-100.0%
Approval Fees	4,350.00	11,032.00	-6,682.00	-60.6%
Awards	9,946.76	22,168.32	-12,221.56	-55.1%
Bank Service Charges	354.00	2,543.47	-2,189.47	-86.1%
Cattle	688.00	1,090.00	-402.00	-36.9%
Facility Rent	13,124.20	23,774.15	-10,649.95	-44.8%
Food Concession	234.00	0.00	234.00	100.0%
Insurance	422.00	530.40	-108.40	-20.4%
Judges	12,028.00	12,000.00	28.00	0.2%
Jumping	500.00	500.00	0.00	0.0%
Licenses and Permits	25.00	600.00	-575.00	-95.8%
Office Supplies	0.00	29.00	-29.00	-100.0%
Postage and Delivery	74.00	146.31	-72.31	-49.4%
Program Expense %	873.05	1,628.83	-755.78	-46.4%
Rent	0.00	684.95	-684.95	-100.0%
Show Management	13,526.00	20,294.90	-6,768.90	-33.4%
Supplies	0.00	1,142.14	-1,142.14	-100.0%
Telephone	0.00	320.00	-320.00	-100.0%
Uncategorized Expenses	883.00	0.00	883.00	100.0%
<b>Total Expense</b>	<b>57,028.01</b>	<b>99,390.37</b>	<b>-42,362.36</b>	<b>-42.6%</b>
<b>Net Ordinary Income</b>	<b>17,977.15</b>	<b>-26,429.97</b>	<b>44,407.12</b>	<b>168.0%</b>
<b>Net Income</b>	<b>17,977.15</b>	<b>-26,429.97</b>	<b>44,407.12</b>	<b>168.0%</b>

## Western Regional, Zone II, Inc.

07/09/2005

Register: U.S. Bank

From 09/01/2004 through 07/09/2005

Sorted by: Cleared status

Date	Number	Payee	Account	Memo	Payment	C	Deposit	Balance
10/18/2004			Bank Service Charges:...	Returned Item f...	230.00	X		17,381.95
10/25/2004	10523	MBNA America	Show Management:Ro...	Holiday Inn	3,608.46	X		13,773.49
10/29/2004	10487	Yvonne Roberson	Awards:Futurity Awar...	Check	320.00	X		13,453.49
10/31/2004			Income:Entry Fees		2,760.00	X		10,693.49
11/01/2004			Bank Service Charges:...	Misc Debit	25.00	X		10,668.49
11/08/2004	10525	Gabi Kiertzner	Income:Stall Fees:Stall...	Check	125.00	X		10,543.49
11/10/2004	10530	Allen Road Storage	Rent	VOID: Storage...		X		10,543.49
11/10/2004	10531	Allen Road Storage	Rent	Storage Unit	270.00	X		10,273.49
11/16/2004			Bank Service Charges	Analysis Servic...	8.00	X		10,265.49
11/17/2004			Bank Service Charges:...	Returned Item f...	230.00	X		10,035.49
11/23/2004			Bank Service Charges	Misc Debit	125.00	X		9,910.49
11/29/2004	10533	Bob Wagg	Show Management:Are...	Check	595.00	X		9,315.49
11/29/2004	10534	U.S. Post Office	Postage and Delivery	Check	37.00	X		9,278.49
12/01/2004			Bank Service Charges:...	Misc Debit	40.00	X		9,238.49
12/03/2004	10532	Dickman's	Rent	Refrigerator	414.95	X		8,823.54
12/14/2004			Bank Service Charges	Analysis Servic...	8.00	X		8,815.54
12/31/2004			Reimbursed Expenses	Refund		X	651.00	9,466.54
12/31/2004	10537	NSBA	Approval Fees:NSBA	Show Approval	109.00	X		9,357.54
12/31/2004	10538	George Maxwell	Zone Committee Expe...	November Room	260.00	X		9,097.54
01/03/2005			Bank Service Charges:...	Misc Debit	25.00	X		9,072.54
01/14/2005			Bank Service Charges:...	Analysis Servic...	3.00	X		9,069.54
01/31/2005			Bank Service Charges:...	Service Charge	28.00	X		9,041.54
02/01/2005			Bank Service Charges:...	Misc Debit	25.00	X		9,016.54
02/10/2005	10536	Bank One	Awards:Show Awards	Sheets 2005	358.57	X		8,657.97
02/28/2005		Bank One	Awards:Show Awards		1,489.45	X		7,168.52
03/01/2005			Bank Service Charges:...	Misc Debit	25.00	X		7,143.52
03/14/2005			Bank Service Charges	Analysis Servic...	3.00	X		7,140.52
03/15/2005		Wells Fargo Card	Awards:Show Awards	Phone Authori...	281.00	X		6,859.52
04/01/2005			Bank Service Charges:...	Misc Debit	25.00	X		6,834.52
04/07/2005	10529		Awards:Show Awards	Check	178.96	X		6,655.56
04/14/2005			Bank Service Charges	Analysis Servic...	3.00	X		6,652.56
04/14/2005	10560	Bank One	Awards:Show Awards	Check	1,200.00	X		5,452.56
05/02/2005			Bank Service Charges:...	Misc Debit	25.00	X		5,427.56
05/11/2005	10539	Bank One	Awards:Show Awards	Check	1,200.00	X		4,227.56
05/13/2005			Bank Service Charges	Analysis Servic...	3.00	X		4,224.56
05/13/2005	10565	Morningstar Insuranc...	Insurance:Liability Ins...	2005	422.00	X		3,802.56
05/18/2005	10563	U.S. Post Office	Postage and Delivery	Check	74.00	X		3,728.56
05/19/2005	10564	Paragon Press	Program Expense %		873.05	X		2,855.51
05/27/2005			Income:Stall Fees	Deposit		X	18,029.40	20,884.91
12/31/2004	10599	Reno Livestock Even...	Facility Rent	2004	20,474.15	M		410.76

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Date	Number	Payee	Account	Memo	Payment	C	Deposit	Balance
06/01/2005			Bank Service Charges:...	Misc Debit	25.00	M		385.76
06/01/2005	10526	Brent Harnish	Judges:Judges Fees		2,000.00	M		-1,614.24
06/01/2005	10528	Darrel Bilke	Judges:Judges Fees		2,000.00	M		-3,614.24
06/01/2005	10546	Jack Denton	Judges:Judges Fees		2,000.00	M		-5,614.24
06/01/2005	10547	Meri McKillips	Judges:Judges Fees		2,000.00	M		-7,614.24
06/01/2005	10575	Cindy Mitchel	Show Management:Are...	Overdraft Charge	30.00	M		-7,644.24
06/01/2005	10579	Alesha Smith	Show Management:Are...	Check	450.00	M		-8,094.24
06/01/2005	10580	Laura Fowler	Show Management:Are...	Check	450.00	M		-8,544.24
06/01/2005	10581	Terri Wirthlin	Show Management:Are...	Check	450.00	M		-8,994.24
06/01/2005	10582	Jim Spindler	Show Management:Are...	Check	450.00	M		-9,444.24
06/01/2005	10583	Dan Bierman	Show Management:Are...	Check	450.00	M		-9,894.24
06/01/2005	10584	Paul Gourdin	Show Management:Are...	Check	450.00	M		-10,344.24
06/01/2005	10585	Karen Caren	Show Management:Co...	Check	450.00	M		-10,794.24
06/01/2005	10586	Sharon Avery	Show Management:Are...	Check	900.00	M		-11,694.24
06/01/2005	10587	Gary Avery	Show Management:Are...	Transportation...	450.00	M		-12,144.24
06/01/2005	10588	Bob Lentz	Show Management:Are...	Check	450.00	M		-12,594.24
06/01/2005	10589	Katy Lentz	Show Management:Are...	Check	450.00	M		-13,044.24
06/01/2005	10590	Sharon Avery	Awards:Show Awards	Shipping	238.78	M		-13,283.02
06/01/2005	10591	Salt Lake County	Food Concession	Check	234.00	M		-13,517.02
06/01/2005	10592	Steve Young	Cattle	Check	688.00	M		-14,205.02
06/01/2005	10595	Alice Gallardo	Show Management:Are...		840.00	M		-15,045.02
06/01/2005	10595	Marla Fadel	Judges:Judges Expenses	Check	28.00	M		-15,073.02
06/02/2005	10549		Uncategorized Expenses	Check	76.00	M		-15,149.02
06/02/2005	10594		Uncategorized Expenses	Check	125.00	M		-15,274.02
06/03/2005	10545	Bill Golliet	Judges:Judges Fees	Check	2,000.00	M		-17,274.02
06/05/2005	10598	Secretary of State	Licenses and Permits	Check	25.00	M		-17,299.02
06/06/2005			Income:Entry Fees	Deposit		M	58,075.76	40,776.74
06/06/2005	10551		Uncategorized Expenses	Check	260.00	M		40,516.74
06/09/2005	10614	American Paint Hors...	Approval Fees:Amerie...	Check	4,050.00	M		36,466.74
06/10/2005			-split-	Deposit		M	900.00	37,366.74
06/10/2005	10550	Salt Lake County	Facility Rent	Check	13,124.20	M		24,242.54
06/10/2005	10613	Marla Fadel	Show Management:Co...	2005	4,564.00	M		19,678.54
06/12/2005	10615	Bank One	Awards:Show Awards	Check	5,000.00	M		14,678.54
06/13/2005	10597		Bank Service Charges	Check	28.00	M		14,650.54
06/14/2005			Bank Service Charges	Analysis Servic...	3.00	M		14,647.54
06/14/2005			Bank Service Charges	Overdraft Charge	30.00	M		14,617.54
06/15/2005			Bank Service Charges	Returned Chec...	28.00	M		14,589.54
06/19/2005			Bank Service Charges	Overdraft Charge	30.00	M		14,559.54
06/23/2005	10552		Show Management:Co...	Point Keeper	150.00	M		14,409.54
07/01/2005			Bank Service Charges:...	Misc Debit	45.00	M		14,364.54

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07/09/20

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Date	Number	Payee	Account	Memo	Payment C	Deposit	Balan
09/01/2004	10434	City of Reno	Licenses and Permits	2004	575.00		13,789.2
10/03/2004	10520	Utah Co-Ordinating ...	Approval Fees:Utah Pa...	Check	1,926.00		11,863.2
12/31/2004	10601	Sheila A. Plimpton	Show Management:Ma...	2004	595.00		11,268.2
12/31/2004	10602	James Christopherson	Show Management:Ma...	2004	595.00		10,673.2
12/31/2004	10603	Marla Fadel	Show Management:Co...	Point Keeper 2...	595.00		10,078.2
12/31/2004	10604	Lynn Molina	Show Management:Co...	Secretary 2004	1,500.00		8,578.2
06/01/2005	10565		Uncategorized Expenses		422.00		8,156.2
06/01/2005	10572	Billy Cress	Judges:Judges Fees		2,000.00		6,156.2
06/01/2005	10573	Utah Paint Horse Club	Jumping	Trail/Jumps	500.00		5,656.2
06/01/2005	10574	Utah Paint Horse Club	Approval Fees:Ameri...		300.00		5,356.2
06/01/2005	10578	Britney Mitchel	Show Management:Are...		20.00		5,336.2
06/01/2005	10594	Sara Voortmeyer	Show Management:Are...		1,027.00		4,309.2
06/05/2005	10600	Nevada Paint Horse ...	Income:Entry Fees:Ent...		2,000.00		2,309.2
06/05/2005	10605	Bob Lentz	Show Management:Arc...	2004	595.00		1,714.2
06/05/2005	10606	Sheila A. Plimpton	Show Management:Ma...	2005	450.00		1,264.2
06/05/2005	10607	James Christopherson	Show Management:Ma...	2005	450.00		814.2