

**2020 KHSI Annual Membership Meeting**  
**August 14, 2020**  
**8:00 p.m. EST**

1. Old Business
  - a. 2019 Meeting Minutes
  
2. New Business
  - a. President's Report – Jane Smith
  - b. Financial Report – Robert Walker
  - c. KHSI Registry Report and KHSI Operations Office Report – Alan Culham
  - d. Committee Reports
  - e. Election of Directors
  - f. Additional New Business Items
  - g. Announcements
  
3. Motion to Adjourn

**Minutes of the 2019 KHSI Annual Meeting**

The 2019 KHSI Annual Meeting was held at the Tennessee Tech Hyder-Burke facility in Cookeville TN

The Meeting was called to order by President Henry Shultz at 4:51 PM, August 16<sup>th</sup>, 2019

The minutes of the 2018 annual meeting were reviewed. Motion to accept the minutes as presented was made by Michelle Canfield, seconded and passed.

The financial report was presented by Robert Walker, treasurer and Alan Culham, Operations Manager. Net Worth at the end of June was \$214,114.15. We are on a good pace for registrations and transfers. Motion to accept the financial report was made by Larry Weeks, seconded and passed.

**Committee Reports:**

Youth – Henry Shultz reported that four youth had applied for the KHSI Youth scholarship. All four were awarded. The recipients are: Ali Frances, Hannah Walker, Caleb Pirc, and Stanley Williams. Youth enrollment has almost tripled. We fund 3 youth shows across the country and were well represented at the All-American show this year.

Registry – Michelle Canfield reported on the success of the transfer of the KHSI registry to Associated Registry in 2018. In August 2019 KHSI added online search and online registration as a service to our membership.

Website – Michelle discussed the website and why we switched to WordPress in 2016. It allows our staff and committee members to edit and also connects to our FaceBook page.

HairCoat – Michelle reported that the committee is working to simplify the rules and are making a video to help explain the process and what to look for when you are inspecting animals. She reminded our members that we accept video inspections for 12 or less animals.

KatPlus/Commercial – Lynn Fahrmeier reported that the KatPlus program had a rough launch but that the committee was committed to working toward a program to promote registered breeding stock to commercial producers. The Committee would re-evaluate the program and start fresh.

NSIP – Lynn discussed that the committee is developing a magazine format publication to promote NSIP to members and commercial producers. He also mentioned that Tom Hodgeman was stepping up as our National NSIP Breed Representative replacing Carl Ginapp.

Publications/Hairald – Lynn discussed how the Hairald had historically been used as a promotional magazine for future events. This created a problem this year with three issues being published before the Expo. Now with the use of social media and email blast, the committee sees the Hairald changing its focus to more education and general overall promotion and less emphasis on future event promotion. The committee hopes to transition the printing schedule to a more evenly spaced schedule throughout the year. He also discussed the positive feedback to the articles where members are interviewed and he asked for more members to help with writing those articles.

Expo Sale – Jane Smith gave a report about the sale and discussed the procedures and thanked everyone that has helped make the Expo Sale such a success.

President Shultz asked all past presidents to stand. All past board members to stand. He recognized all the regional Katahdin groups and thanked them for their efforts to promote the breed.

Alberto from Tabasco Mexico was recognized as the member that traveled the furthest.

John Dyer promoted the North American International Livestock Exposition and encouraged our youth to attend as well.

**New Business:**

Larry Weeks expressed his concern about the increase in registry and transfer fees. He asked the board to review the cost and also asked if it would be possible to waive the transfer fee if the transfer was being recorded at the same time as the registration.

Board of Director Election results:

Robert Walker and Howard Covington were elected to three year terms.

President Henry Shultz was given a round of applause for his time of service on the board of directors.

The meeting was adjourned at 5:22 pm

<b>Top 6 Breed Registrations: 2007-2019</b>													
Breed	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007
Dorper	9309	9676	8605	8311	8571	7144	6335	6505	6176	5045	4998	5337	5763
<b>Katahdin</b>	<b>9042</b>	<b>10053</b>	9972	9427	8053	8021	8338	8131	6744	4753	4979	5070	5089
Hampshire	6955	7398	7984	7046	9032	7444	7447	7760	8112	6793	8459	7583	9127
Dorset	6552	6459	6039	5850	5944	5521	6265	6493	6045	6240	7211	7434	7825
Southdown	5331	5787	5732	5474	5235	5157	5157	5072	5010	5059	5026	5222	5174
Suffolk	5152	6345	6104	6765	6386	7115	7439	8761	9546	9811	10146	11034	12519
<b>Top 6 Breed Transfers: 2007-2019</b>													
Breed	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007
<b>Katahdin</b>	<b>5803</b>	<b>6228</b>	6222	5406	4784	4040	4197	4456	3907	2761	2584	2232	2588
Dorper	5248	5094	4534	4708	4241	3832	3374	3289	2723	2645	2384	2360	2426
Hampshire	3650	4164	3826	3337	3899	3647	3435	3587	3485	3390	3752	3658	3929
Southdown	3290	3454	3113	2991	2645	3174	2573	2573	2506	2548	2426	2537	2522
Dorset	3429	3456	2932	2823	3006	3062	3032	3370	2912	3157	3545	3680	4073
Suffolk	1907	2177	2425	2634	2294	2944	2871	3094	3140	3453	3934	4700	5310

	JANUARY	FEBRUARY	MARCH	APRIL	May	June	July	2020 YTD
	#	#	#	#	#	#	#	#
2020 Katahdin Registration	527	478	309	864	827	1215	1577	5797
2019 Katahdin Registration	480	488	456	937	829	1233	1121	5544
2018 Katahdin Registration	1383	824	560	562	582	971	1350	6232
2017 Katahdin Registration	498	395	414	793	1028	1515	859	5502
2020 Katahdin Transfers	403	259	146	257	339	687	915	3006
2019 Katahdin Transfers	301	472	272	266	386	724	675	3096
2018 Katahdin Transfers	637	386	216	224	332	454	985	3234
2017 Katahdin Transfers	192	156	220	209	357	757	727	2618

**Katahdin Hair Sheep International**  
**Balance Sheet**  
As of July 31, 2020

is

	Jul 31, 20
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
Bennington Checking	
Restricted Funds	
Kennedy NAILE JR Show Fund	873.00
KHSI NSIP Committee	-41.66
KHSI Show Committee	3,451.48
NAILE Open & Sedalia %	607.50
Ohio Sale commission fund	146.50
Youth Scholarship Donations	2,788.00
Youth Show Donations	1,350.25
Total Restricted Funds	9,175.07
Bennington Checking - Other	147,909.35
Total Bennington Checking	157,084.42
BSBK CD 887	10,537.29
BSBK CD 888	10,537.29
BSBK CD 889	10,537.29
BSBK CD 890	21,075.75
BSBK CD 929	20,683.92
BSBK CD 935-Youth	5,170.99
PayPal	3,103.97
Registry accounts receivable	2,904.47
Total Checking/Savings	241,635.39
Accounts Receivable	
Accounts Receivable	-319.00
Total Accounts Receivable	-319.00
Total Current Assets	241,316.39
<b>TOTAL ASSETS</b>	<b>241,316.39</b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Registry office credits	-5,554.08
Total Other Current Liabilities	-5,554.08
Total Current Liabilities	-5,554.08
Total Liabilities	-5,554.08
Equity	
Opening Balance Equity	192,849.94
Unrestricted Net Assets	44,179.49
Net Income	9,841.04
Total Equity	246,870.47
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>241,316.39</b>

**Katahdin Hair Sheep International**  
**Profit & Loss**  
 January through July 2020

	Jan - Jul 20
Ordinary Income/Expense	
Income	
Advertisements	
Classified Ads - NonSheep	5.25
Email Blast	654.00
Hairald Ads	14,411.61
Total Advertisements	15,070.86
Donations	
All American Junior Show	603.00
Youth Scholarship Account	2,030.00
Youth Show	1,475.00
Total Donations	4,108.00
Interest Income	1,109.61
Promotional Income	
Owner's Guide	114.00
Total Promotional Income	114.00
Registry office Income	
Dues	13,391.32
Other (Reissue, Rush, etc)	5.25
Recordations	33.00
Registrations	5,629.22
Transfers	693.25
Registry office Income - Other	78,953.26
Total Registry office Income	98,705.30
Sales and Shows Income	
NAILE Income	50.00
Ohio sale commission	146.50
Total Sales and Shows Income	196.50
Total Income	119,304.27
Gross Profit	119,304.27
Expense	
Contract Services	
Accounting Fees	50.00
Education manager	3,150.00
Legal Fees	1,000.00
Operations manager	24,000.00
Registry Services	18,540.83
Total Contract Services	46,740.83
Educational Expense	3,253.66
Expo Expenses	
Expo Advertising	0.00
Expo Meeting Expenses	822.14
Total Expo Expenses	822.14
Facilities and Equipment	
Office Equipment	2,712.10
Total Facilities and Equipment	2,712.10

**Katahdin Hair Sheep International**  
**Profit & Loss**  
 January through July 2020

	Jan - Jul 20
Hairald Expense	
Hairald Editing	1,750.00
Hairald postage	2,950.00
Hairald Publishing	10,349.13
Hairald setup	4,597.92
	19,647.05
Total Hairald Expense	19,647.05
Insurance	2,200.92
NAILE Premium Expense	1,292.00
Operations	
Office Supplies	203.21
Postage, Mailing Service	1,236.46
storage	245.00
Telephone, Telecommunications	1,490.71
	3,175.38
Total Operations	3,175.38
PayPal fees	784.99
Promotions Expense	
Magazine Advertisements	7,924.25
Mail Expense	216.89
Promotional Material	4,850.81
Regional Association Grants	161.25
Space rental	261.12
Website Hosting & Updates	1,237.41
Promotions Expense - Other	1,138.91
	15,790.64
Total Promotions Expense	15,790.64
Research Funding	10,000.00
Travel and Meetings	
Conference, Convention, Meeting	1,291.52
	1,291.52
Total Travel and Meetings	1,291.52
Youth Shows	
All American JR Show	1,477.00
Youth Shows - Other	275.00
	1,752.00
Total Youth Shows	1,752.00
Total Expense	109,463.23
Net Ordinary Income	9,841.04
Net Income	9,841.04