

ZONE 7 ZONE-O-RAMA ANNUAL MEETING
November 23-24, 2013

The meeting was called to order on Saturday, November 23, at the Pocono Manor Inn, at 1:20 PM by the Chairperson, Marjorie Moser. In attendance were: Marjorie Moser (Chairperson), Patti Cerio (Treasurer), Dorothy Quirk (Secretary), Lyn Fick, Stephanie Hearn (Del Marva PHC), Karen Roy (New England PHC), Ashley Nolasco (GSPHC), Donna Puhl, Heidi Evelhoch, Stephanie Reed (Pennsylvania PHC).

INTRODUCTIONS: Marjorie asked each person present to introduce themselves and indicate their position and/or the Paint Horse Club they are representing.

MINUTES: The Secretary read a synopsis of the 2013 Zone Meeting minutes and the minutes from the two conference calls.

TREASURER'S REPORT: Patti Cerio reposted the following:

- As of this date she has received very little of the Zone show records from Rock Star. She assumed that she would have received them within two weeks following the show. It was recommended that Patti again contact Rock Star for the show information and, if she does not receive the information she needs, she is to contact APHA.
- There is still one outstanding bill.
- The 2013 Zone Show showed a loss of approximately \$11,000. This figure is approximate because Patti has not received the paperwork from Rock Star. There were 50 less stalls rented (186). The problems with Rock Star's website being "down" for numerous days prior to the show might have hurt us with exhibitors' attempting to make stall reservations. Many times Rock Star said they would contact exhibitors who called but they did not follow through.
- We also spent more for awards this year.
- Rock Star has not sent Patti information on the number of day fees paid, halter entries, etc.
- An additional check for the APHA head fees of \$515 has just been mailed. Patti is checking on a discrepancy in Rock Star's figures. When the original financial figures were given to send to APHA, Rock Star forgot to include one of the judges.
- The show results were sent to APHA two days after the show.
- Youth/Amateur Show: 548 entries
Zone Show: 620 entries - 97 horses.
- The Treasurer's report is not complete due to the lack of information from Rock Star.

WEBSITE: It was recommended that Judy Moyer continue to be our webmaster. (Sunday - Motion was made Nolasco/Fick) and passed.)

NOMINATION OF OFFICERS: The Secretary cast a unanimous ballot for the following slate of officers.

Chairperson: Marjorie Moser
Vice-Chairperson: Bob Drake
Treasurer: Patti Cerio

Secretary: Dorothy Quirk

DREAM PARK CONTRACT:

- The rental fee has been raised \$25/day for 2014.
- Cost to rent the Dream Park is approximately \$25,000/week-end.
- Income: \$900 from camper hook-ups - lost \$250
- Income: \$5,400 from stall rentals - lost \$1,500
- Income: \$963 from shavings sold - lost \$430 due to less stalls being rented
- It was agreed that the cost of renting the Dream Park is reasonable for this type of facility.

TRAIL CLASS SCRIBES: It had been agreed upon that each scribe would be paid \$50. Each judge had a scribe. However, the scribes that were already being paid to work for the Zone Show did not require the extra \$50 and two of the scribes were Zone delegates who did not accept the fee.

AWARDS: (Saddles, Show High Points, Class Circuits)

Awards cost \$6,302 which included the three saddles (\$2,100). This cost is approximately the same as the 2012 show, which did not have any saddles awarded.

JUDGES:

- The overtime fees drive up the expenses. If the Youth/Amateur games had been part of the Friday schedule, we would not have had to pay any overtime.
- There were less entries in the Youth/Amateur show this year and less horses in the whole show week-end.
- Suggestion made by the judges for the future: Split the ring and have each exhibitor show to the Friday/Youth Amateur judges first and then go directly to show to the Saturday/Zone judges.
- It was agreed that the number of judges for the show(s) was good.

SHOW RESULTS: Rock Star did send in the show results and any mistakes that were initially published have been corrected.

JUDGES' CONTRACTS: Karen Roy, who contacted the judges in 2013, made the following recommendations/suggestions:

- Judges will be given \$25/day for their meals (probably dinner) only on the show days.
- Judges mileage to and from the airport and airport parking will not be reimbursed.
- Karen Roy will be coordinating airfare with a travel agent.
- Karen Roy and Patti Cerio will develop an expense form for each judge to complete.
- Judges are to turn their expense forms and attached bills in to the office on the morning of the last day of the show.
- (Sunday - Motion was made (Fick/Hearn) and passed that Karen implement the above five recommendations.)
- The list of recommended judges was reviewed. Any judge that received a "no" from any delegate was deleted from the list. Karen has a list of 43 judges to work with.

- Karen reported that there were six judges that she contacted for the 2013 show that were not available for our 2013 dates. However, they did ask to be contacted to judge the Zone 7 Show in the future. (Sunday - Motion was made (Cerio/Nolasco) and passed that Karen contact these judges for the 2014 show.

SHOW SUGGESTION (per letter): Kathy Reinert and Tara Huwa (2013/2014 New York PHC delegates) requested:

- Zone 7 Paint Horse Clubs not change their show dates / locations when those changes affect other Zone 7 Paint Clubs.
- That Zone 7 Paint Clubs not have shows with more than 6 judges.

ZONE YOUTH/AMATEUR SHOW:

- It was noted that when the entire Youth/Amateur show was held on one day (Friday) it made for a very long show day.
- Discussion was held as to whether the 2014 Youth/Amateur show should use two or four judges. (Sunday - Motion was made (Cerio/Fick) and passed that the Youth/Amateur show have 4 judges.

SHOW OFFICE: A proposal to do the 2014 Zone Show office was submitted by Heather Mounts. (Sunday - Motion was made (Cerio/Nolasco) and passed that Heather be hired for a "Dollar fee/horse" figure.)

"OUTSIDE" OFFICE : There will be an "Outside Office" on Saturday and Sunday.

SHOW MANAGER: Discussion was held as to whether we have one or two Show Managers. Having just one Show Manager would save the Zone \$750. (Sunday - Motion was made (Hearn/Fick) and passed that we have just one Show Manager.

ANNOUNCER: Our announcer this year was paid \$575 plus two nights lodging.

RING STEWART: Judy Moyer (Head Stewart) and Katie will work the 2014 Zone Show for the same fees as 2013. Judy (Head Stewart): \$525 = \$175 YA/AM day and Zone Show two days for \$350. Additional Stewart: Zone Show (2 days) for \$350. Gate person: YA/AM show day - \$150 and Zone Show (2 days) \$350. Additional gate person for Saturday was paid \$100. (Sunday - Motion was made (Cerio/Fick) and passed that we hire the same personnel (if possible) for the same fees as 2013.)

RING CREW:

- Warm Up Trail: will be held Friday night only. One course will be set up in the "Bubble" and one will be set up in the main ring.
- Each of the 2 ring crew will receive \$100/day = \$600.
- (Sunday - motion was made (Hearn/Cerio) and passed.)

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AWARDS: Discussion was held about a 2014 Saddle Award. Entries would pay an entry fee and choose 10 classes to count for the award. (Discussion on Saturday but never brought to a vote.)

The Saturday meeting was adjourned at 5:00 PM.

SUNDAY

The meeting was called to order at 9:25 AM, by the Chairperson, Marjorie Moser with the same delegates in attendance as Saturday.

SPONSORSHIPS: The Secretary was directed to send the list of 2013 sponsors to each Zone 7 PHC to post on their website.

AWARDS:

- Carla Perri will again donate the Reserve High Point halters for the 2014 Zone Show.
- Zone Resident Class Circuits: Motion was made (Nolasco/Roy) and passed that there be additional Class Circuit awards for both the high point exhibitor in each class and also for the high point resident exhibitor in each class. Patti Cerio will order the High Point Class Circuit awards and Tara Huwa will order the Resident Class Circuit awards. It was recommended that purchasing be done using our sponsors, if possible, since we both want to support our sponsors and they have, in the past, provided us with the best pricing. The Resident Awards are to cost a maximum of \$25 each (for approximately 100 additional awards in 2014). Motion was made (Cerio/Hearn) and passed that the Secretary notify each Zone 7 PHC of these new awards.
- Zone Show High Points: Motion was made (Hearn/Fick) and passed that the Zone High Point awards again be the "tall" director's chairs.
- Youth/Amateur Show High Points: Motion was made (Cerio/Hearn) and passed that the Youth High Point awards be picture frames and the Amateur High Point awards be a set of two wine glasses. These awards are to cost no more than \$25 each. The Reserve High Points (priced at \$15) will be duffle bags.
- Zone Show "Give-Aways": We spent \$1,500 in Visa card "give-aways" at the 2013 Zone Show. We will make a monetary decision later during a conference call after we see how many sponsorships we receive.

APHA JOURNAL AD: Motion was made (Cerio/Evelhoch) and passed that we share two color Journal ads (February and April) with the Delaware PHC. Stephanie Reed will do the print work.

YOUTH/AMATEUR SHOW SCHEDULE:

- Motion was made (Fick/Cerio) and passed that all classes be held on Friday with the exception of showmanship, halter, and trail, which will be held on Saturday.
- Motion was made (Cerio/Nolasco) and passed that all Youth classes be "18 and under".
- Youth High Points will be awarded in two divisions - 13 and under and 14-18.

GREEN WESTERN RIDING: this class will be added to the show schedule

BRIDLELESS WESTERN PLEASURE: Motion was made (Nolasco/Fick) and passed that this class be added to the Saturday night schedule. There will be a \$25 entry fee to enter and the class will be a Calcutta. Costumes are optional. The APHA show judges will not be used for this class.

OFFICE FEE: There will be an office fee of \$3/horse/judge.

YOUTH/AMATEUR SHOW FEES:

Show Special: Motion was made (Fick/Cerio) and passed that there will be a "Show Special" of a \$175 day fee which will also include the APHA fees and the office fee. Individual class fees will be \$40/class. Exhibitors can "cross-over" at no charge.

ZONE SHOW FEES:

- Show Special: Motion was made (Nolasco/Hearn) and passed that there be a Show Special of:
 - Youth and Novice Youth; \$250 (which includes the office fee and the APHA fees)
 - Open/Amateur/ Novice Amateur/Amateur Walk-Trot: \$275 (which includes the office fee and the APHA fee)
 - Cross-over Fees: \$40
 - Individual classes: \$50
 - Leadline: Motion was made (Hearn/Nolasco) and passed that this class be free.

STALLS:

- Motion was made (Nolasco/Hearn) and passed that stalls be \$100. Increasing this cost will add approximately \$1,800 to our show income.
- There will be no prepaid stalls. Dorothy Quirk will handle stall reservations. Shavings that are to be delivered must be included when stalls are reserved.

CAMPER HOOK-UPS :

- Hook-ups will be \$100 for the week-end.
- Camper reservations will be taken by Dorothy Quirk.

WARM-UP TRAIL:

- Warm-up Trail 2012: Warm-up trail was charged each exhibitor for the time they were on the Warm-up Trail course. The proceeds were split between the ring crew and the Zone Show with each receiving \$620.
- Warm-up Trail 2013: Each trail class horse was charged \$15.
- Motion was made (Nolasco/Hearn) and passed (with one opposing vote by Fick) that there will be an obstacle fee of \$10 charged each trail horse entered during the three-day show week-end.

SPONSORSHIPS: Chairperson - Patti Cerio

- Patti Cerio stated that more help is needed to procure an adequate number of sponsorships. Lyn Fick volunteered to help with contacts.
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- Patti noted that, at the 2013 Zone Show, the basket raffles netted only \$240 and she recommended that, due to the work involved, these be discontinued.
- Basket(s) of Cheer Raffle: We will request that each Zone Club bring at least 4 bottles of "cheer" to the show. If they prefer, they can send an "equivalent" check to Kathy Reinert so she can purchase the "cheer" for them prior to the show. The Secretary will notify the Zone PHC's of this request.

ZONE SPONSORED WATER-ICE/ETC: Any such "give-aways" will be decided later during a conference call.

PATTERN BOOKS: Patti reported that she is waiting for a response to see if these will be donated again. (Following the meeting Dawn Schmidt confirmed that Schmidt Valley Farm will again donate the pattern/program books.)

COURSE DESIGNERS:

- Trail - Patti Cerio
- Fence classes - Lyn Fick

FUNDRAISING: Chairperson - Kathy Reinert

MONEY RAFFLE:

Motion was made (Reed/Hearn) and passed: There will be 300 tickets printed and sold for \$5 each and the prizes will be cash money. First prize - \$500, second prize - \$250. When all 300 tickets are sold we will realize a profit of \$750. Drawing will be on Saturday, April 26, 2014, at the GSPHC Paint Show. Each Zone 7 PHC will be requested to sell a minimum of 42 tickets in order to make this a worthwhile fundraising effort.

ZONE DONATED "FREE" STALLS: Motion was made (Hearn/Roy) and passed that a "Free Stall" certificate be given to each Zone PHC with representation at the Annual Zone Meeting. Ashley Nolasco will e-mail these certificates to the appropriate clubs.

The meeting was adjourned at 4:20 PM.

Respectfully submitted,
Dorothy Quirk, Secretary