



Annual Meeting of the Region October 28, 2017 12:00 pm Agenda

Welcome

Call to Order

Role call of clubs and officers – quorum in attendance

Approval of minutes from 2016 Annual Meeting

Officer Reports: 2017 Region activities and events

- State of the Region/membership

- Certifications

- Mounted Instruction/Camp

- Rallies

- Horse Management

Election of Officers for 2018

- Nominating Committee: Susan Poulton, Sharon Jacobs, Caroline Garrison, Meredith Phillips, and Laura Davidson

- Call for nominations from the floor

- Election of 2018 officers

- Request for 2019 Nominating Committee members (3-5 members)

Treasurer's Report

- Financing our activities – dues increase

- Approval of Budget

Plans for 2018 – Region Calendar

- Instruction – clinics, HM, camp

- Rallies

- Certifications

Amendments to Region policy

Volunteer roles – fill chairs, volunteer recognition. (Mather Volunteer Award)

Any other business

Adjourn



State of the Region
October 28, 2017 12:00 pm

The state of the Region is stable

- Membership is down slightly

- Local instruction is good

- Competitions in 2017 were well attended

- Financial accounts are sound

Pony Club is competing with other activities and IEA for 'share of time'

- Interscholastic Equestrian Association blossoming, easy access

- Kids over programmed – 'resume building'

Boarding Barns and In-house Lesson Programs gain share, offer IEA opportunity

- Fewer backyard ponies, fewer open places to ride

- Fewer knowledgeable parents supports growth of boarding lesson programs

- USPC horse management education important here and opportunity

- USPC Riding Centers and Horsemasters are growing across country.

Pony Club has strategic advantages as family oriented and non-profit

- Parents learn with kids and adult members – Horsemasters

- Our costs lower as no 'profit' in entry fees, clinics break even

Clubs need to proactively recruit and build membership.



Membership Trend by Club

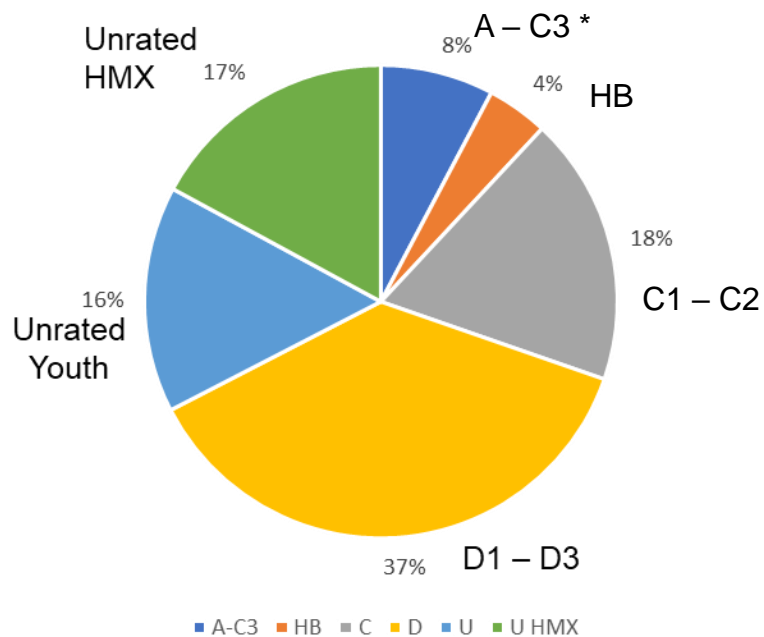
- Good – up 1+
- Caution
- Get members

	2016	2017 Total	HMX	vs. 2016
● Greenville Foothills	42	49	11	7
● Eno Triangle	32	26	0	(6)
● Yadkin Valley Hounds	34	32	10	(2)
● Eno Triangle Master	32	22	22	(10)
● Hidden "K" Stables	26	31	0	5
● River Valley	36	40	10	4
● Rocky River	17	10	3	(7) No leader identified
● Brickhouse Equestrian Center	15	11	0	(4) New Assistant RCA
● Lowcountry	13	10	0	(3)
● Cardinal II	7	16	2	9
● Pee Dee	13	10	0	(3)
● Aiken County	16	17	0	1
● Moore County	7	13	2	6
● Triad	7	7	2	0 Need to grow
● Sandy Ridge	4	4	2	0 Need to grow
● Palmetto	23	14	0	(9)
TOTAL REGION	315	312	64	(3) HMX up by 11



Certification Update 2017

Membership by Certification (highest)



- More than HALF (53%) of region membership is **D certified (37%) or new/unrated youth members (16%)**. Region Camp and first rallies are important experience for this population.
- Percentages of Nationally certified, **A-C3 members, 8%, is stable**, and **C certified members, 18%, down 10% from last year**.
- Additional C level certification opportunities and preparation may be needed. Region held a certification in conjunction with Camp with 15 candidates for C and D ratings.
- Horsemasters are a significant membership segment (17%) not participating in certifications. (*C3 and up HMX are included in Region totals.)
- Carolina Region hosted 2 national certification tests with 18 candidates from multiple regions. Congratulations to our new HBs, C3s, and Bs!
- Local instruction and certifications are important in all clubs. Clubs should offer rating opportunity 2x per year. Jointly with neighbor club and Region tests are fine.



Mounted Instruction

2017

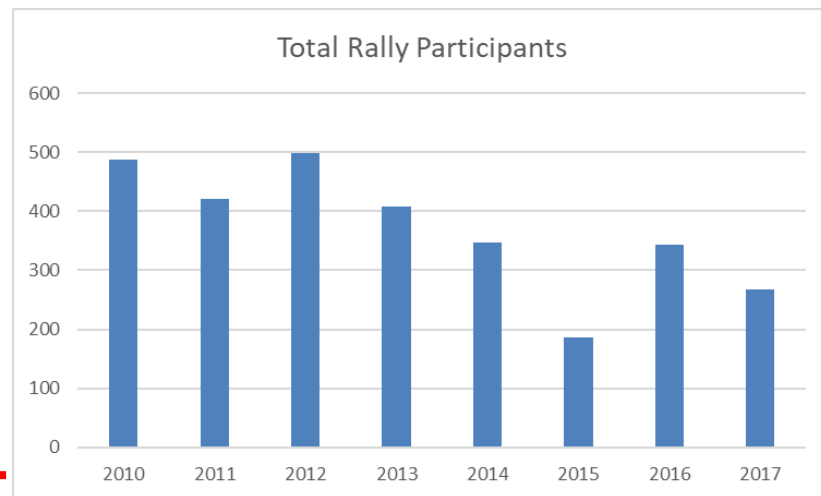
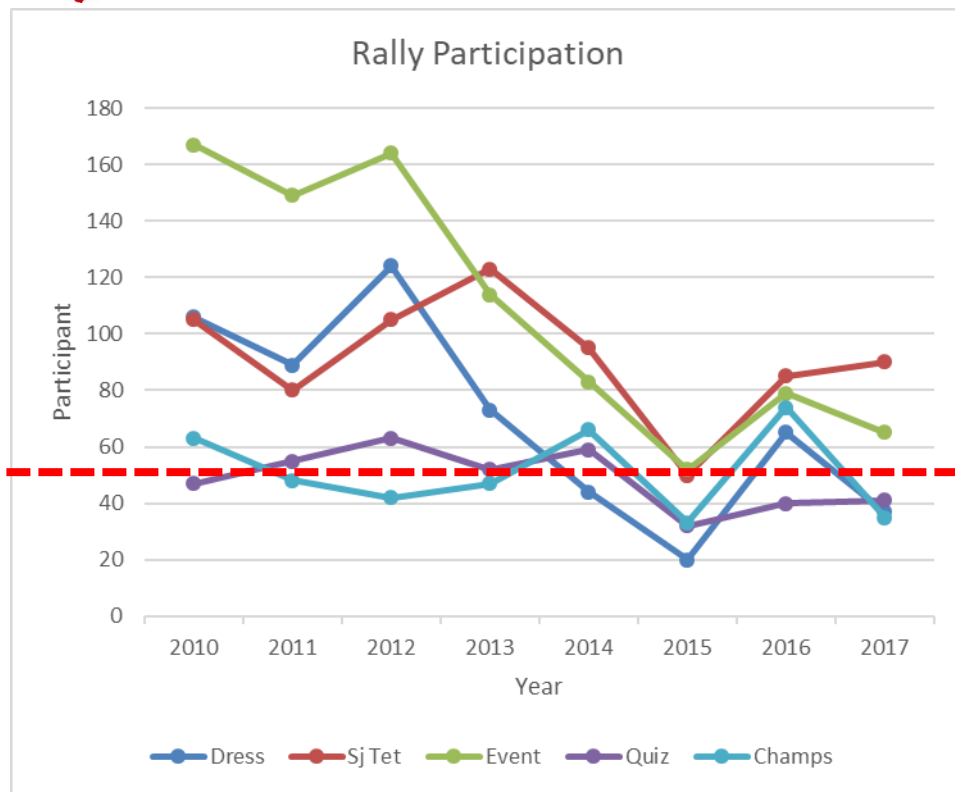
- **'Headliner' clinicians and NEs at Camp and Fall Festival**
- **Region Camp with 8 mounted instructors**
- **Support of club level instruction through RICs – Larson/Montani**
- **Region UL preps/clinics at GFPC and Old Dominion Region**



- Club Instructors and instruction plans available through RICs
 - Names, contacts for instruction (and certifications)
 - Annual Instruction plans to cover Standards of Proficiency
 - Lesson plans
 - Ideas for unmounted lessons
- Upper Level prep clinics with GFPC – Sandy Larson
- Peer instruction – UL members visit other clubs to teach
- Region Camp Summer 2018 planned at FENCE
- Region clinic – possible winter 2017 at Aiken, perhaps Stableview Farm



Rally Round up 2017



2017 Championships cost Region \$3000 in coaching and travel to support 35 competitors. Clubs should note that Carolina Region dues are the lowest in the country and we do not pass the cost of coaches onto competitors at championships. Regional rallies need to be well attended and managed to a small profit for this to benefit to be continued.

- Rally participation in 2017 was **down 22%** compared to 2016. **Dressage rally** (conflict with Rolex weekend) and **Championships** (KY vs. Tyron location) were the reasons for lower numbers
- 2017 participation was sufficient to run SJ and Eventing rallies comfortably. Dressage rally numbers need to improve to make this rally sustainable. **50 competitors per rally is about breakeven** depending on fixed facility cost and entry fee budgeted.
- 2017 Rallies were profitable or breakeven. Rally profits go to organizing club up to \$500, balance goes to Region for education and championships.



Rally Round up 2017

What	When	Participation	Host/organizer Profit or loss	2018
Quiz Rally	Feb 2017 Sumter, SC	41	Palmetto PC \$574	Palmetto February 24, 2018 Wilson Hall School
Dressage Rally	April 2017 Raeford, NC	37	Eno Triangle PC \$20	Eno Triangle April 2018 To Be Determined
Show Jumping /Tet	March 2017 Monroe, NC	71+19=90	Yadkin Valley Hounds \$643	Yadkin Valley March 17-19 2018 Garrison Arena, Clemson, SC
Eventing Rally	May 2017 Tryon, NC FENCE	65	River Valley, Greenville Foothills – Carolina Region \$1226	River Valley, Greenville Foothills May 18-20, 2018 Tryon, NC FENCE
Camp	June 2017	48	Region	June 23-27, 2018 Tryon, NC FENCE
Championships	July 2017 Lexington KY	35	USPC Cost: \$3000	USPC Tryon, NC TIEC July 25-30, 2018
Polocrosse, Games		1	APA, South Region	South Region Old Dominion Region





Horse Management Update

- Incorporating HM education in clubs and Region events

- Camp
- Fall Festival dissection
- HB preps
- Upper Level Members HB+ as Instruction Resource
- National Examiners for Horse Management Instruction
- Unmounted sessions at club lessons/clinics

- Horse Management Organizers in your area

North Tori Dronzek
South Julie Jacobs

- Horse Management Chiefs in our Region

North Susan Poulton
South Erin Terrell

- Horse Management is the Pony Club 'Differentiator'

HM is the essence of making a true 'Horseman', not just a rider

George Morris, among others, bemoans the lack of horsemanship in today's participants in horse sport.

- Role of the Horse Management Organizer (HMO) is critical

- Regional and Club HM instruction: work with the RIC to provide instructors and materials
- HM Staff for Rallies: Develop group of knowledgeable, trained HM staff (parents and older members)
- Region Competition: work with Rally Organizers on CHMJ, staffing, facilities and HM paperwork



**DIFFERENTIATOR: Unique features and/or benefits of a product, or aspects of a brand, that set it apart from competing products or brands.
HM IS WHAT MAKES PONY CLUB DIFFERENT !**



2018 Region Calendar

- Jan TBD Winter clinic at Aiken – Stableview?
- Jan 24-28 USPC Annual Meeting at Louisville, KY
- Feb 24 Quiz Rally Palmetto Pony Club, Sumter, SC
- Mar 16-18 SJ Rally Yadkin Valley Hounds PC at Garrison Arena, Clemson, SC
- Apr TBD Dressage Rally Eno Triangle PC
- May 18-20 Eventing Rally RVPC, GFPC at FENCE, Tryon, NC
- Jun 23-27 Region Camp and Clinic at FENCE (Champs prep, certifications, fun!)
- Jul 25-29 USPC Championships East, Tryon International, Springs Mill, NC
- Aug 3-6* Upper Level Certification Unmounted Tests (HB/H) Riverbend, SC
- Aug 9-12* Upper Level Certification Mounted Tests (C3 – A) FENCE, Tryon, NC
- Oct TBD Fall Festival Clinic and Annual Meeting

* Exact dates must be approved and scheduled by USPC Lexington



Nominating Committee Election of Board for 2018

- **Nominating Committee:**
Susan Poulton, Laura Davidson, Sharon Jacobs, Caroline Garrison, Meredith Philipps
- **Nominations:**

Amy Bruno for Regional Supervisor	ETPC
Sarah Deal for Vice Regional Supervisor	YVHPC
Susan Poulton for Vice Regional Supervisor	ETMPC
Denise Ritacco for Vice Regional Supervisor	GFPC
Megan Ledbetter for Secretary	HKRC
Stefanie Faith for Treasurer	RVPC
Julie Jacobs and Tori Dronzek for HMO	GFPC/ETPC
Janna Ritacco, Susan Montani, Sandy Larson for RIC	GFPC/ETPC
- Call for nominations from the floor
- Election of 2018 Regional Board
- Thank you for your service to retiring Board members: Juliet Sadd, Jay Ahlstrom
- Request for 2018 Nominating Committee members (3-5 members)



Financial Report

Bank Balances

10/15/2016	\$38,144
10/15/2017	<u>\$45,902</u>
Change	\$ 7,758

	2016 actual			2017 actual			2017 budget			var bud
	income	expense	net	Income	expense	net	Income	expense	net	
Rallies	26,549	21,641	4,909	23,435	18,917	4,518	30,000	28,000	2,000	2,518
Champs	26,686	31,330	(4,644)	14,246	16,848	(2,602)	16,000	20,000	(4,000)	1,398
Clinics	8,593	6,950	1,643	-	-	-	10,000	12,500	(2,500)	2,500
Ratings	4,021	2,746	1,275	5,841	3,793	2,048	5,000	3,500	1,500	548
Camp	-	-	-	16,282	12,072	4,210	14,000	16,000	(2,000)	6,210
Admin	1,483	2,639	(1,156)	35	2,809	(2,774)	-	3,500	(3,500)	726
Dues	2,520	-	2,520	4,813	200	4,613	4,500		4,500	113
Other	2,368	-	2,368	0	-	0	*			0
Total	\$ 72,221	\$ 65,306	\$ 6,915	\$ 64,652	\$ 54,639	\$ 10,013	\$ 79,500	\$ 83,500	\$ (4,000)	\$ 14,013

2017 Financials much better than budget

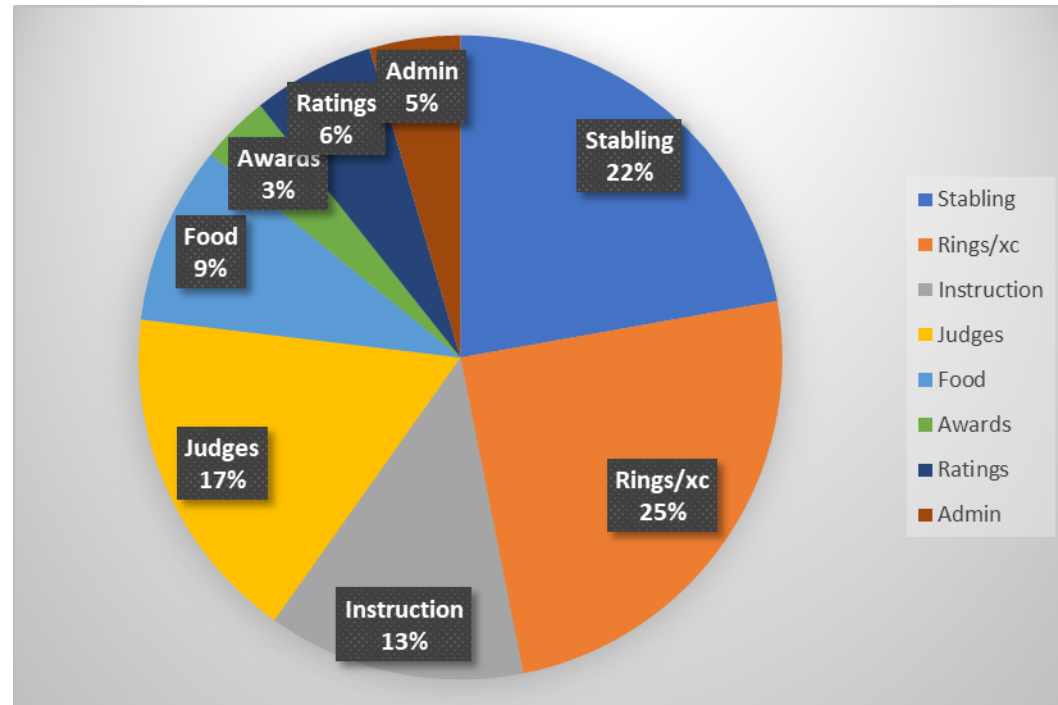
- *Region rallies ran to small profits*
- *Championships lower expense and participation due to KY*
- *Very successful camp, clinics NOT run through Region accounts.*
- *Clubs paid Region dues*
- *Fall Festival NOT included in these numbers.*



Financial Report Expenses by Category 2017

*How does Region
spend \$55k of
entries and dues ?*

- **47%** goes to **facility costs** of rallies and camp.
- **30%** goes to **expert** instructors, coaches, judges and officials for rallies and camp
- **9%** spent on **food** for rallies and camp
- **3%** on **ribbons** 😊
- **6%** on Upper level **certifications**
- **5%** on **administration** including corporate memberships of officers and USPC annual meeting attendance.



Facility rental is the largest expense item for Region activities. Support and volunteering at key venues such as FENCE and Carolina Horse Park is critical to keeping our costs favorable.



Financial Report Budget 2018

	2017 actual			2018 budget			
	Income	expense	net	Income	expense	net	
Rallies	23,435	18,917	4,518	25,000	22,000	3,000	Plan rallies to run to small profit to support region instruction/coaching
Champs	14,246	16,848	(2,602)	25,000	30,000	(5,000)	Budget for coaching large contingent at champs
Clinics	-	-	-	8,000	8,000	-	Run Region clinic to breakeven or small expense for instruction
Ratings	5,841	3,793	2,048	6,000	5,500	500	upper level certifications breakeven or small upside
Camp	16,282	12,072	4,210	15,000	16,000	(1,000)	subsidize some camp instruction thru Region
Admin	35	2,809	(2,774)	-	3,000	(3,000)	supplies, etc and USPC annual meeting travel
Dues	4,813	200	4,613	5,000	300	4,700	small increase in region membership less corporate memberships
Other	0	-	0				
Total	64,652	54,639	10,013	84,000	84,800	(800)	with good event management no increase in dues needed

This Budget seeks to manage competitions to small profit and spend additional money on annual meeting, clinic instruction, championships and camp.

Recommend approval of 2018 budget as outlined.



Region Policy Update

No Region policy update or amendment needed this year.
Floor is open to discussion.



Clubs DO NEED to review and update club policies to USPC recommended standards which are **largely SILENT** on topics formerly included. Specific practices, dues and club practices are moved to a **guidelines document**.

If no discussion, move on to next item.



Volunteer Recognition

Volunteer Recognition Awards

This award is intended to be given at the local and regional level for those volunteers in a club, center, or region who have “gone above and beyond the call of duty.” These volunteers can be recognized in the Pony Club News magazine.

12 award recipients 2017



Carolina Region The Kevin Mather ‘Barn Dad’ Memorial Volunteer Award

This award is given annually to an outstanding Carolina Region volunteer who has given their time and talents to contribute to the success of Pony Club in the Carolina Region.

The award is a memorial to Kevin R. Mather, Vice Regional Supervisor for the Carolina Region, who exemplified the best in volunteering: Selflessness; Contribution of time, knowledge and skills; Presence in the barns at rallies and clinics; Camaraderie and friendly banter with youth members; and Pride in the Region (Winning the inflatable horse race at Championships 2016). Kevin combined a passion for helping youth members with understanding of the tenets of the USPC, always encouraging the members, taking time to listen to members and volunteers, treating all members equally, and setting an example for all. He was a devoted husband and father in the pony club family of Yadkin Valley Hounds Pony Club.



The screenshot shows the Carolina Pony Club website. The main heading is "Carolina Forms & Information". Below this, there is a list of events and forms:

- Games Rally at Old Dominion Region (Virginia) November 18, 2017 - qualifying and non-qualifying. [Info here](#). Entry by club due Oct 14.
- ANNUAL MEETING of the REGION - Saturday Oct 18, 2017 12:00 NOON at the Fork, Norwood NC. [Notice here](#) [2016 minutes](#)
- Fall Festival Oct 27-29, 2017 The Fork, Norwood NC with Sinead Halpin (USEA ICP), Karen Nutt (NEJ), Jen Pogacic (BHS), Horsetress Rally Option, REGION ANNUAL MEETING on Saturday Oct 28. [FORRS here](#). Registration open. Riding spaces limited - first come.
- Region Camp June 24-28, 2017 FENCE, Tryon, NC [Info](#) and [forms](#), [Instructor bios](#)
- Championships July 17-24, 2017 Lexington, KY ([prize list](#), [entry form](#), [eventing affidavits](#), [eventing USEA form](#)) 2016 Results available on Startboscoring.com)
- Dressage Rally Apr 28-30, 2017 Carolina Horse Park, Raeford, NC (2017 [Results](#), [Team](#), PROGRAM with stalls, times, etc. [Prize List](#), [Team entry](#) and [summary](#), [Competition form](#), [Dressage Coach Form](#), [Volunteer Form](#) 2016 [equidat](#))
- Eventing Rally May 19-21, 2017 FENCE, Tryon, NC 2017 [Prize List](#), [Competitor form](#), [Team summary](#), [Team Spreadsheet](#), [Volunteer form](#), [Coaching form](#), [Shapstone form](#), rally information.
- 2016 Results available on Startbos.com (<https://www.startboscoring.com/showcalendar.php>)
- Quit Rally Feb 18, 2017 Columbia, SC @RESULTS, [Team Results](#), [Prize List](#), [competitor info form](#), [Shapstone form](#), and [team form](#))
- SI/Tot Rally March 17-19, 2017 Clemson, SC (2017 [Prize List](#), [entry](#), [club summary](#), 2017 [Results](#) Div A, Div B, Div C, Equitation, Tot)
- Club Flyers and Entry forms
- Carolina Region [Expense Reimbursement](#) form
- Carolina Region [Dues Form](#) (\$15/per member) from Clubs
- Annual Meeting of the Region
 - Minutes March 2017
 - Minutes 2016 [Presentation slides 2016](#)
 - Minutes 2015

Other Business

- Region Web page
 - Hosted by USPC for free
 - <https://carolina.ponyclub.org/about/>
 - Region documents and forms posted
 - 'Members' tab has resources for studying and teaching
 - Password protected (must log in to USPC to access)
 - Classified ads are supported (news tab) but need an administrator to manage for Region
- USPC Annual Fund appeal
 - Supports key programs – youth congress, international exchange, training
 - \$207K goal for 2016
 - Compete online <https://www.ponyclub.org/secure/Forms/MakeAGift.aspx>
 - Improves grant success



Volunteer Recognition

- Congratulations and Thank you to our Volunteer Recognition Award recipients who are also all nominees for the Mather Volunteer Award:
 - Jay Ahlstrom (VRS) – Organizing rallies with clubs, Rally onsite leadership, region equipment, nominating committee, new website
 - Sarah Deal (Secretary, DC) – SJ Rally organizer, budget, paperwork, Eventing rally secretary, Championships
 - Helen Firby – Organizer Tet at SJ Rally, led XC at Eventing Rally, accommodations for officials, volunteer coordination
 - Sandy Larson (DC) – setting up and hosting UL preps for region, led Dressage and SJ phases for Eventing Rally.
 - Denise Ritacco – Camp organization and instruction, Eventing Rally organization and facilities
 - Janna Ritacco (NE) – Took complete responsibility for UL Tests in Region – dates, locations, communication, hospitality
barn friendlies, facilities, equipment, weekend host.
 - Amy Bruno (Jt DC) – Rally organization, instruction, and volunteering – Tet, Eventing, Camp
 - Paige Jordan – Camp organization and volunteering – Craft mom!
 - Patricia Palm (DC) – Quiz organization and volunteering
 - Jackie Quay – Dressage rally organization, secretarial, volunteering
 - Sarah Rhyne – Show Jumping secretarial and scoring
 - Ivette Drumgool (DC)– Eventing and camp organization, food, volunteering

Award winner: Sarah Deal

- Additional thanks for your service to Region Board
 - Juliet Sadd
 - Jay Ahlstrom
 - Sarah Deal
 - Susan Poulton
 - Julie Jacobs
 - Tori Dronzek
 - Sandy Larson
 - Susan Montani
 - Janna Ritacco
 - Stefanie Faith

