



**Regional Council Meeting  
November 7, 2020  
Virtual Meeting & Tri County Feeds  
Marshall, Virginia**

IN ATTENDANCE	
Regional Supervisor	Carrie Camp
Vice Regional Supervisor, Activities	Michelle Arnold
Vice Regional Supervisor, Administration	Dawn Bellinger
Regional Membership	Aldona Petraitis
Regional Membership	Jaime Myers
Treasurer	Steve Vorpahl
Secretary	Cindy Shelberg
RIC	Lisa Woods
HMO	Ildiko Foreman
Regional Champs Coordinator	Michelle Arnold
Blue Ridge Hunt PC	Mary Schwentker, Joint DC
Commonwealth Fox Hounds	Absent
Casanova Warrenton PC	Angie Cooney, DC Jaime Myers, Joint DC Jennifer Carpenter, Rally Organizer Reesa Barklage Erin White, Joint DC
Deep Run Hunt PC	Tammy Breski, Treasurer
LHPC	Lisa Woods, Treasurer Aldona Petraitis, Joint DC
Misty Brae Farm Riding Center	Absent
Middleburg Orange County PC	Katherine van der Rest, Joint DC
Old Dominion Hounds PC	Alice Johnson, DC
River Bend PC	Dawn Bellinger
Red Gate Farm Riding Center	Absent
Wheatland Farm Riding Center	Absent

**Meeting Minutes**

- I. Call to Order/Introductions – *Carrie Camp, RS*
  - a. The meeting was called to order at 10:07 am
  - b. Attendance was taken. It was determined that a quorum was met.
- II. Approval of the February 2020 Minutes – *Cindy Shelberg*
  - a. MOTION: Michelle Arnold moved to accept minutes as posted on website. Dawn Bellinger seconded the motion. No changes were requested.
  - b. VOTE: the motion passed unanimously.
- III. RS Activities Report & General Status of the Region – *Carrie Camp*

- a. Carrie reported that the financial health of region is good even though we were not able to offer the full list activities planned for this year due to COVID restrictions.
- b. Quiz Rally was held and well attended.
- c. Dressage Rally cancelled 1 ½ weeks prior to event. The venue called to cancel then USPC cancelled all rallies. As a result of COVID, we had to cancel all rallies for the year. The region did hold the Upper Level Prep & Test. A full calendar is planned for next year. We will follow all COVID rules that are in place.
- d. Difficult Run PC has officially closed. The Club had a bank balance of approximately \$15,000 and property items. Carrie reported that the USPC rule for acquiring and managing items from closed clubs says that the USPC VP of Administration can make decisions on how to manage the items acquired. Carrie contacted USPC Alison Thomas and recommended that the funds be split 3 ways 1/3 to USPC, 1/3 to the Region, 1/3 to River Bend PC (most of the Difficult Run PC members transferred to River Bend PC). Ms. Thomas agreed to this plan. The Region did receive approximately \$5000 from the closing of DRPC. All property that was being stored at Frying Pan Park as well as the shed has been removed.
- e. Dominion Valley PC - Carrie reported on several items. The Region received approximately \$1,100 from closing their account. In addition, \$1000 will be delivered to the Region for selling equipment acquired by Region from Dominion Valley PC. 2 items were sold: XC Flags for \$600 & metal posts for \$400 which was purchased by Carrie Camp personally. The Region has saved 2 courses of Dressage letters.

IV. Financial Report – *Steve Vorphal Attachment*

- a. Steve reported on year to date financial summary.
  - i. Opening balance for Jan 2020 was \$39,757. As of Oct 31, 2020, we have \$44,593 in our account. So far we are showing a profit of \$4,800.
  - ii. Major expense categories are Administration, Membership and Annual Meeting. The 2020 budget was set for 250 members, \$7500 of income. We decided to run a little bit of deficit spending. We had budgeted for \$7950 of expenses. Our income was a little over \$4600, expenses for 2020 were way down at \$2600. With the loss of income there was no way to differentiate dues that come in for 2020 or 2021. Some of the \$4600 income reflects the new rate going to \$10 for 2021.
  - iii. Administrative expense is ahead of budget by \$1960 however we still need to cover a Wild Apricot system expense of \$1166. Instruction was budgeted for \$1500. Whatever is left over in the Administrative budget can cover any losses in the instruction program.
  - iv. National Certifications income was \$4,030, however expenses were \$6,908. Carrie reported the category is normally budgeted to break even. But due to COVID, extra money was spent on hotel accommodations for examiners which totaled 11 hotel nights. We were unable to have examiners stay in private homes. Instead of cancelling the test, we went forward and the \$2,000 overage is for accommodations in hotels. Steve V asked if we were sharing expenses with Old Dominion Region. Carrie replied that we did not agree to any sharing of expense or income. She pointed out that Old Dominion had contributed food for rallies this year. They also paid the hotel for the IO. They have invited our kids for a retest in December. There are some other retest opportunities for our members, one in PA in December and a possible retest in DRHPC later on.
  - v. v. Championships – Coaches lodging refunds were received. \$1207 was already paid. There were expenses paid from 2019 for coaching. Angie C asked about the

outstanding 2019 expenses. Carrie explained that there was an outstanding coaching fee because of a disagreement about the coaching fee from 2019. It was decided that the Region should pay the fee. Michelle explained that in 2019 the timing for some of the coaching needs were so close that a substitute coach was needed by one member. Rather than hiring another coach we paid him a fee of \$100/day for coaching.

- vi. Fundraising category shows \$6,189 due to closing Dominion Valley & Difficult Run.
- vii. Instruction program \$2,850 in expenses. We are showing \$737 loss however for this year we budgeted \$1,500. We are actually ahead.
- viii. Rallies – Ribbons were purchased for the 2020 season. Even though we show a little loss there, they can be used in 2021. Dressage rally had a \$400 non-refundable expense for printing test sheets, score sheets & a judge fee remaining for 2019 that just got overlooked. For the 2 rallies we did have, Quiz made \$1130 and Horseless made \$621.
- ix. Steve asked for questions. There were none.

V. Proposed Budget 2021 – *Steve Vorphal (Attachment)*

- a. We are using the same process as in the past where Administrative costs balances out from Membership dues.
- b. Membership is based on 230. The renewal fee of \$10 will be spread out over 2 years. This year we will have \$4800 of dues. The operating budget will be \$2300.
- c. Expenses – We have budgeted \$1000 for Advertising, \$50 for Banking fees, \$250 to USPC Annual Fund. Insurance expenses \$100, Meeting expenses \$100, Office \$50, \$250 USPC officer expenses Wild Apricot \$1250, Instruction program \$1500. Total Expenses at \$4800 & operating at a loss of \$2500. It's kind of a fake loss. It will more than likely balance.
- d. USPC Annual Meeting – We normally send 2 people so there is \$250 in that category. This year's cost is \$95 per person for the USPC virtual meeting. We normally send 2 National Youth Congress representatives. Michelle A noted that since the Annual Meeting is virtual this year, she suggests that 1 representative from each club be added to the budget at \$95 each. So that the region would pick up 1 fee per club. This would give a way for more people to participate.
  - i. MOTION: Michelle A made a motion we add an item to the budget that the Region fund 1 officer from each club or center at a cost of \$95 per registration for the 2021 USPC Annual Meeting. It was seconded by Angie C.
  - ii. Discussion: Carrie noted that we received a \$6000 windfall this year. She recommended that which the best way to use it is to spend over several years and not all at once. She also noted that the Region used to have \$50,000 in our account. Several years ago, the Region made the decision to artificially price all rallies at \$100 and use the excess funds in our account to buy down the \$50,000. We were successful in that we bought down our account to \$24,000. We then held a retreat to guide us about managing our region. USPS recommended that the Region maintain 3 years operating income at a minimum which is a \$30,000 cushion. My goal was to build up our account to \$30,000. Today we are just over \$40,000. This is meant as an overall perspective for when we discuss how to spend money. Dawn noted that the cost of the virtual meeting is \$95. We can pay reg fees directly or they can request reimbursement. Carrie noted that for clubs an officer or member but for centers it may only be for members. Michelle noted that it is important that some officer from club should

attend. Carrie said we need to check to see if 501C3 funds can go to a center which is a private entity. Dawn said she did not see a problem with sending center CA's to the meeting. She said we are not giving them anything but paying for going to a meeting. Erin asked if Region will determine or is it up to club to determine who to send. Michelle replied that she feels strongly it should be a club officer. Michelle noted the high value for club/centers to attend USPC annual meeting because of the vast education opportunities. An added benefit is that there is no travel involved this year which could make it easier for club/center representatives to attend at very little cost. Ildiko asked why be restrictive. Michelle explained that we need to educate club/center leaders to understand the big umbrella perspective & learn by USPC is doing. Angie C agreed with sending officers, it's a great idea. Ildiko asked of this is a new benefit or same as when you send new officers to the USPC Annual Meeting. Michelle explained that this motion extends beyond the usual practice because the Region normally sends new Regional officers not at the club level. Steve V noted that in previous years we have spent \$1300 for 2 people to attend USPC annual meeting. So, the amount of spending would track with previous spending amount and spread it over more people. Dawn texted USPC and asked about centers being included. The answer received was we must treat clubs and centers the same.

iii. VOTE: motion passed.

e. MOTION: Carrie C moved to accept the Proposed 2021 Budget with the new amendment. Michelle A seconded the motion.

i. VOTE: motion passed.

VI. Nominating Committee for 2021 – Alice Johnson

a. Alice presented the slate of regional officers to be consider for election.

RS Carrie Camp

VRS Activities Michelle Arnold

VRS Administration Dawn Bellinger

Secretary Cindy Shelberg

Treasurer Steve Vorphal

RIC Lisa Woods

HMO Ildiko Foreman

b. MOTION: Alice J moved to accept the slate of officers. It was seconded by Michelle A.

c. Discussion: none; Carrie asked if there were any nominations from the floor. There were none.

d. VOTE: motion was passed

VII. Calendar for 2021 – *Carrie Camp (Attachment)*

a. The proposed calendar was presented & reviewed.

b. Horseless Rally will be held at Morven. Carrie noted that last year's Horseless rally had 36 kids and made money for the region. She asked if the host could rent heaters since it is normally so cold in March. Carrie commended LHPC for doing a great job last year.

c. Quiz – Will be held at Frying Pan Park Carrie noted that we plan to hold this rally if we can meet the rules in place at the time of the rally. Mega table will be in the arena with doors open plus we will be using both barns. We will have good ventilation and good social distancing. We are thinking as an outdoor rally but under cover. USPC is doing a virtual Quiz Rally but only modified division can go to Champs. Ildiko noted the arena is huge and can easily accommodate this rally with social distancing.

- d. LHPC horse trials will be added to calendar. April 24&25 Morven June 25&26 Oatlands
  - e. MOCPC horse trials will be added & BRHPC will host gymnastics series in Dec & Jan open to the region.
  - f. Dressage is now scheduled as a 1-day rally on Saturday at Rose Mount Farm. Carrie noted that we have the venue for 2 days Sat & Sun. If we do a 2-day rally it is easier. If a 1-day we can do an overnight with Fri night with stalls and start on early Sat am. This rally needs a host club. Jobs include set up on Friday, secretary job & scheduling. Michelle A will assist. Aldona said LHPC will host as a 2-day rally.
  - g. Eventing Rally at Deep Run Hunt Club – Carrie invited Old Dominion Region to attend. They may have 12. She noted that entries in recent years have been lower, only 30, making it hard to run it financially. We need licensed officials and they charge fees.
  - h. Tet Rally will be at Deep Run Hunt stabling and phases at Carrie’s farm and the swim at the local YMCA.
  - i. SJ Rally at Rose Mount Farm – Carrie has already sign on Gigi Winslett as chief judge. She noted that she gives us a great deal & she brings her own poles. This rally needs a host club. Jobs are for organizing, secretary job. No ring set up is needed since Gigi does the set up.
  - j. Games Rally at Great Meadow – Carrie noted that it was a great venue in the enclosed arena at Great Meadow. Angie pointed out they will be negotiating with Great Meadow and hopes to get venue for free. Ildiko asked if we could schedule during the week since fees are cheaper at the venue. Michelle A pointed out that even with parents working from home, work prevents most parents from being available during the week for a rally event.
  - k. Polocrosse – will be a 1-day rally. Angie C noted that it will be held in conjunction with the polocrosse tournament.
  - l. D Rally – Carrie pointed out the region is still working on a date and location. Expect to hold it in the fall.
  - m. Angie C noted that CWPC is talking with a facility in Culpepper adjacent to HITS property. It may be an alternative venue for Tet Rally. The property has 25 stalls, a ½ Olympic swimming pool and the rally could be help in 1 location. Could be an alternative for Tet rally. Carrie questioned about pool size if the pool is ½ Olympic size would that matter to higher levels? Carrie also wondered if location had local rules about shooting on the property. Erin W noted there are no restrictions with this location. Ildiko also noted the kids are not shooting firearms. Carrie asked about hotels locations. Erin stated that hotels are about 20 minutes away from the property.
  - n. Carrie noted that 2021 will have a full calendar and we will have date for D Rally by the Feb meeting. She noted the importance of the rallies for the kids because the rallies are where they do Pony Club, especially as they prepare for Champs.
- VIII. Membership Report -*Jaime Myers (Attachment)*
- a. Dawn thanked Jaime Myers and Aldona Petraitis for their help and noted that they do all of the work regarding membership.
  - b. Jaime gave an overview showing that 5-6 larger clubs make up 80% of our region. Some clubs are leaving (like VVS) and members are migrating to other clubs. Carrie noted that VVS is closed.
  - c. 286 active members now with is an increase of 4% over last year. She noted there are differences in member counts between USPC and VRPC. Jaime has sent notes to clubs showing which members are national members but not region members. There are also several dual members (members of 2 clubs) and USPC counts them twice. Steve V asked

about the 286 number for budgeting is it safe to adjust our number up? Jaime recommended we wait and see how renewals come in.

- d. In 2020 60 members did not renew. Between Sep 2019 & Sept 2020 we picked up 71 new members since Sept 20 we have 25 additional new members. Carrie made the point that 4 clubs do not exist (Dominion Valley, Difficult Run, Serene Acres and VVS). Jaime wondered if we are doing anything to retain members from those clubs. Carrie noted that we sent emails to each member recommending a new club to CWPC or ODHPC. Dawn noted that she has not received notice from USPC yet about VVS closing. Carrie noted that VVS has just finished paperwork and the official vote will be in 2021.
  - e. Jaime presented a more granular breakdown by age and certifications. Unrated members number is high, probably due to COVID. Dawn noted that unrated members can do a virtual D-1 certification.
  - f. Renewals –69% members have not renewed. Dawn pointed out that renewal discount ends Nov 15. Dawn asked that clubs do not wait to the last minute to process renewals. Aldona asked about dual members and how we count them. Jaime said she counts 1 time and under the first club on their list. Aldona pointed out that the member is supposed to name a home club. Michelle noted that the home club makes decisions on ratings, renewals, changes etc.
  - g. Renewal Discount Code – Jaime noted that this year is the first time we have a discount code to be used for renewals. It has caused confusion and quite a bit of added work by Steve, Jaime & Dawn. It seems to be easier with clubs are collecting for all members. Need to try to make it easier. Dawn noted that discount codes important for members to understand how to use. There is no other way to do this in Wild Apricot. Michelle asked if we could change amount due on Nov 16 so that amount due is \$45 not \$30. The problem we are running into is teaching people. The amount of work it causes is more than making a system change on 1 day a year. Dawn said she will look into it. She can't remember the issue with changing the code in Wild Apricot and report back. Carrie asked if we can put out an email to remind about renewals. Michelle asked not to send out to her members because she manages her club renewals and it confuses her members about what to do. She emphasized it is responsibility of the clubs.
  - h. Dawn pointed out club leaders have a responsibility to read emails and reach out to members as necessary.
  - i. Jaime reached out to clubs with a report showing their club's membership status.
  - j. Certification update process – Jaime reported that it takes a lot of time to sync up with USPC certifications. Since July the updates have stopped. Seems like contacts are able to update their own certifications that caused some dates that were out of sync. Need to look at correct process if DC's should notify VRPC or if we talk with USPC about notifications. Dawn asked for clarification. Jaime said "yes," she found some when out of sync with USPC it showed that user had updated their certifications in VRPC. Carrie noted that the DC's are to report to USPC and an email is supposed to be sent to Carrie. Carrie said that since July no emails have come to her. Dawn has requested a meeting with USPC to discuss the process and improve the process. Carrie said that each club/center should update all member certifications and ratings in USPC.
- IX. USPC Annual Fund – Dawn Bellinger
- a. USPC is the backbone to have the programs and opportunities at local level. The annual fund keeps member fees lower, it subsidizes the actual costs of servicing a member (certifications, test sheets, etc). She added that percentages matter. When USPC tries to get a corporate sponsor, the first question we get is what % does your membership support USPC. We need a good % of

support now to help USPC fundraising. She asked clubs and centers to ask for their members to give and to send a gift from the clubs and centers too.

X. New Business – Carrie Camp

a. National Youth Congress will be held virtually this year. Carrie has received 1 nomination, Lauren Scherrer from DRHPC. She has her C3 Traditional, C3 SJ, B SJ and HB. She has been an active member in DRHPC. DRHPC highly recommended her. She is in good standing and has given back to her club. Carrie asked for other nominations from the floor. Dawn asked if there is a deadline. Carrie said there was a deadline of this past Wednesday to her and then to USPC by Nov 15. Carrie reminded that USPC will work hard to make it a worthwhile program this year, a great opportunity for members. Lisa Woods said that Lindsay had a great experience during NYC. Dawn asked if we could send an email to the members directly. Carrie said it is a good idea except it puts the club in an awkward position because they have to verify the information and service record to the club. Cindy S mentioned that next year the Region might do some social media advertising to generate interest. The message could be “talk with your DC about this opportunity” with the goal of putting some energy toward this nomination before the deadline.

i. VOTE: Carrie asked for a vote to accept Lauren Scherrer as our Region’s NYC representative. It passed.

b. Dominion Valley Trailer – Carrie noted that when DVPC closed, the Region inherited an open trailer and enough equipment to make 2 small dressage rings or 1 large one. Carrie has been keeping the trailer & equipment and driving it to clubs who wish to use it. She compared this with LHPC’s trailer. It is an open trailer for dressage equipment storage and transport. The Region’s dressage equipment get dirty, looks worn as compared to the equipment from LHPC. Carrie proposed that the Region sell the current open trailer and buy an enclosed one. She has priced the cost of a tool trailer. It will be big enough to house the Region’s dressage equipment. The cost would be approx. \$3000 from Blue Ridge Trailers. She would also ask Blue Ridge to appraise the open trailer so it could be sold. She is offering to purchase it for personal use. Or we could have a bidding war from others to purchase the open trailer. Carrie noted that the dressage rings cost \$2500-\$3000 a piece, so the equipment we have is valuable and we should maintain it. Carrie suggested that the Region delegate the selling and buying of the trailers to Regional executive committee to manage the process. Carrie asked for reactions, questions, suggestions. Dawn B & Aldona P agreed that it is a good idea. Steve V mentioned that his work uses enclosed trailers. He will look into ones that might be available for purchase. Aldona P mentioned that the LHPC trailer is pretty basic, has no brakes, does not require inspections. She noted that it cannot be loaded or unloaded unless it is connected to a truck as it will tip over. Carrie mentioned that she doesn’t know whose name the trailer is. Carrie will go to DMV to figure out who is the owner and get access to title.

i. MOTION: Carrie made the motion asking the Region to delegate to Region executive committee to make a decision on selling current open trailer and buying an enclosed trailer to store and deliver dressage rings. Motion was seconded by Michelle A. Discussion: Angie C asked to be updated if there is a cost difference between selling and purchasing. Michelle and Carrie both noted that the motion is to have the Region executive committee manage the decision and that it would be a fiscally responsible decision.

ii. VOTE: passed

c. Carrie asked if there was any other new business.

- d. Cindy asked for a date for February meeting. The date was set for Feb 6<sup>th</sup>. It will be a virtual meeting.
- XI. Meeting was adjourned at 12:56 pm.



**Balance Sheet**  
**Virginia Region**  
*As of 1/1/2020*

**Assets:**

Virginia Wells Fargo-Business Checking 9513	\$39,757.26	
<b>Total Cash</b>		<b>\$39,757.26</b>

**Net Fixed Assets**

<b>Total Assets</b>		<b>\$39,757.26</b>
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**Liabilities:**

Unapplied Income

<b>Equity</b>		<b>\$39,757.26</b>
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<b>Total Liabilities &amp; Equity</b>		<b>\$39,757.26</b>
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**2020 Year to Date/Budget Comparison  
Virginia Region  
As of 10/30/2020 Report Run: 10/30/2020**

**Income:**

<b>Administration</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
Other	\$220.00	\$0.00	\$220.00
<b>Total Administration</b>	<b>\$220.00</b>	<b>\$0.00</b>	<b>\$220.00</b>
<b>Certifications</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
National Testing Fees	\$2,684.87	\$0.00	\$2,684.87
Regional Testing Fees	\$1,345.40	\$0.00	\$1,345.40
<b>Total Certifications</b>	<b>\$4,030.27</b>	<b>\$0.00</b>	<b>\$4,030.27</b>
<b>Championship Fees</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
Championship Fees	\$1,207.59	\$0.00	\$1,207.59
<b>Total Championship Fees</b>	<b>\$1,207.59</b>	<b>\$0.00</b>	<b>\$1,207.59</b>
<b>Fundraising and Contributions</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
Contributions	\$6,188.97	\$0.00	\$6,188.97
<b>Total Fundraising and Contributions</b>	<b>\$6,188.97</b>	<b>\$0.00</b>	<b>\$6,188.97</b>
<b>Instruction Program</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
Clinic Registration Fees	\$2,113.38	\$0.00	\$2,113.38
<b>Total Instruction Program</b>	<b>\$2,113.38</b>	<b>\$0.00</b>	<b>\$2,113.38</b>
<b>Membership Dues</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
Regional Dues	\$4,425.09	\$7,500.00	(\$3,074.91)
<b>Total Membership Dues</b>	<b>\$4,425.09</b>	<b>\$7,500.00</b>	<b>(\$3,074.91)</b>
<b>Rally Entry Fees</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
Dressage	\$65.97	\$0.00	\$65.97
Eventing	\$146.40	\$0.00	\$146.40
Other	\$814.78	\$0.00	\$814.78
Quiz	\$2,445.67	\$0.00	\$2,445.67
<b>Total Rally Entry Fees</b>	<b>\$3,472.82</b>	<b>\$0.00</b>	<b>\$3,472.82</b>
<b>Total Income</b>	<b>\$21,658.12</b>	<b>\$7,500.00</b>	<b>\$14,158.12</b>

**Expense:**

<b>Administration</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
Advertising & Promotion Expenses	\$400.00	\$1,000.00	(\$600.00)
Banking Fees Expenses	\$85.00	\$50.00	\$35.00
Donation	\$0.00	\$250.00	(\$250.00)
Insurance Expenses	\$0.00	\$100.00	(\$100.00)
Meeting Expense	\$329.30	\$100.00	\$229.30
Office Expense	\$0.00	\$50.00	(\$50.00)
Officer Expenses	\$200.00	\$250.00	(\$50.00)
Printing Expenses	\$0.00	\$50.00	(\$50.00)
Rally Equipment Expenses	\$1,425.00	\$2,000.00	(\$575.00)
Web Site Fees Expenses	\$0.00	\$1,250.00	(\$1,250.00)
<b>Total Administration</b>	<b>\$2,439.30</b>	<b>\$5,100.00</b>	<b>(\$2,660.70)</b>
<b>Annual Meeting</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
Annual Meeting Additional Expenses	\$246.60	\$1,000.00	(\$753.40)
Registration Fees Expenses	\$0.00	\$350.00	(\$350.00)
<b>Total Annual Meeting</b>	<b>\$246.60</b>	<b>\$1,350.00</b>	<b>(\$1,103.40)</b>
<b>Certifications</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
Examiner Fee Expenses (1099)	\$2,000.37	\$0.00	\$2,000.37
National Testing Expenses	\$2,949.13	\$0.00	\$2,949.13
Regional Testing Expenses	\$1,958.82	\$0.00	\$1,958.82
<b>Total Certifications</b>	<b>\$6,908.32</b>	<b>\$0.00</b>	<b>\$6,908.32</b>
<b>Championship</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
Other Expenses	\$1,507.59	\$0.00	\$1,507.59
<b>Total Championship</b>	<b>\$1,507.59</b>	<b>\$0.00</b>	<b>\$1,507.59</b>
<b>Instruction Program</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
Clinic Expenses	\$638.85	\$1,500.00	(\$861.15)
Clinician Fee Expenses (1099)	\$2,010.15	\$0.00	\$2,010.15
Other Expenses	\$20.00	\$0.00	\$20.00
Unmounted Meeting Expenses	\$181.52	\$0.00	\$181.52
<b>Total Instruction Program</b>	<b>\$2,850.52</b>	<b>\$1,500.00</b>	<b>\$1,350.52</b>
<b>Rally Expenses</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
Dressage Expenses	\$441.54	\$0.00	\$441.54

Dressage Expenses (1099)	\$195.00	\$0.00	\$195.00
Eventing Expenses	\$120.71	\$0.00	\$120.71
Games Expenses	\$120.71	\$0.00	\$120.71
Other Expenses	\$193.55	\$0.00	\$193.55
Polocrosse Expenses	\$120.71	\$0.00	\$120.71
Quiz Expenses	\$1,020.43	\$0.00	\$1,020.43
Quiz Expenses (1099)	\$294.50	\$0.00	\$294.50
Rally Other Expense (1099)	\$120.71	\$0.00	\$120.71
Show Jumping Expenses	\$120.71	\$0.00	\$120.71
Tetrathlon Expenses	\$120.71	\$0.00	\$120.71
<b>Total Rally Expenses</b>	<b>\$2,869.28</b>	<b>\$0.00</b>	<b>\$2,869.28</b>
<b>Total Expense</b>	<b>\$16,821.61</b>	<b>\$7,950.00</b>	<b>\$8,871.61</b>
<b>Net Income:</b>	<b>\$4,836.51</b>	<b>(\$450.00)</b>	<b>\$5,286.51</b>

**Virginia Region  
Ledger Detail Listing  
1/1/2020 - 10/30/2020  
Printed: 10/30/2020**

**Income:**

**Administration**

**Other**

2/12/2020	Virginia	Accounting Correction from PayPal	85.00
3/17/2020	Virginia	Refund USPC Tabletop Display for LCEA	50.00
10/30/2020	Virginia	Accounting Adjustment	85.00
<b>Total Other</b>			<b>\$220.00</b>

**Total Administration** **\$220.00**

**Certifications**

**National Testing Fees**

7/30/2020	Virginia	Refund - Examiner Lodging	291.40
7/30/2020	Virginia	Refund - Examiners Lodging	1.27
10/30/2020	Virginia		2392.20
<b>Total National Testing Fees</b>			<b>\$2,684.87</b>

**Regional Testing Fees**

7/30/2020	Virginia	Refund - Examiners Lodging	0.84	
7/30/2020	Virginia	Refund - Examiner Lodging	194.26	
8/5/2020	4567	Virginia	Amira Cooney Registration	175.00
10/30/2020	Virginia		975.30	
<b>Total Regional Testing Fees</b>			<b>\$1,345.40</b>	

**Total Certifications** **\$4,030.27**

**Championship Fees**

**Championship Fees**

5/4/2020		Virginia	Refund 2020 Coaches Lodging	1007.59
5/4/2020		Virginia	Refund 2020 Coaches Lodging	200.00

**Total Championship Fees** **\$1,207.59**

**Total Championship Fees** **\$1,207.59**

**Fundraising and Contributions****Contributions**

3/6/2020	Cashier	Virginia	Bank Account Closeout - Dominion Valley	1189.87
8/5/2020	2338	Virginia	Close Bank Acct - Difficult Run	4974.27
10/30/2020		Virginia		24.83

**Total Contributions** **\$6,188.97**

**Total Fundraising and Contributions** **\$6,188.97**

**Instruction Program****Clinic Registration Fees**

10/30/2020		Virginia		2113.38
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**Total Clinic Registration Fees** **\$2,113.38**

**Total Instruction Program** **\$2,113.38**

**Membership Dues****Regional Dues**

2/18/2020	5549	Virginia		30.00
2/18/2020	7151	Virginia		30.00
2/18/2020	3122	Virginia		65.00
10/30/2020		Virginia		4300.09

<b>Total Regional Dues</b>			<b>\$4,425.09</b>
<b>Total Membership Dues</b>			<b>\$4,425.09</b>
<b>Rally Entry Fees</b>			
<b>Dressage</b>			
3/16/2020	Virginia	Refund - Lodging for judge	65.97
<b>Total Dressage</b>			<b>\$65.97</b>
<b>Eventing</b>			
10/30/2020	Virginia	Outstanding from 2019	146.40
<b>Total Eventing</b>			<b>\$146.40</b>
<b>Other</b>			
10/30/2020	Virginia	Horseless Rally	814.78
<b>Total Other</b>			<b>\$814.78</b>
<b>Quiz</b>			
2/12/2020	Virginia	Ribbon Refund	30.00
2/25/2020	Virginia	Lunch Refund	35.23
10/30/2020	Virginia		2380.44
<b>Total Quiz</b>			<b>\$2,445.67</b>
<b>Total Rally Entry Fees</b>			<b>\$3,472.82</b>
<b>Total Income</b>			<b>\$21,658.12</b>

**Expenses:**

**Administration**

**Advertising & Promotion Expenses**

1/6/2020	Virginia	Horse Times Magazine Ad	300.00
3/4/2020	USPC	Rent USPC tabletop display for LCEA expo	50.00

4/22/2020	Paypal	Virginia	Dover Saddlery Gift Card - "Stuck @ Home" Contest	50.00
<b>Total Advertising &amp; Promotion Expenses</b>				<b>\$400.00</b>
<b>Banking Fees Expenses</b>				
2/11/2020		Virginia	Accounting Correction	85.00
<b>Total Banking Fees Expenses</b>				<b>\$85.00</b>
<b>Meeting Expense</b>				
2/5/2020		Virginia	Insurance for Rally Org Meeting	20.00
2/14/2020		Virginia		10.61
2/14/2020		Virginia	Food for RCM Meeting	298.69
<b>Total Meeting Expense</b>				<b>\$329.30</b>
<b>Officer Expenses</b>				
3/4/2020		USPC	USPC Corporate dues for VRPC officers	200.00
<b>Total Officer Expenses</b>				<b>\$200.00</b>
<b>Rally Equipment Expenses</b>				
2/20/2020		Saddlery Liquidators	Pinnies	1425.00
<b>Total Rally Equipment Expenses</b>				<b>\$1,425.00</b>
<b>Total Administration</b>				<b>\$2,439.30</b>
<b>Annual Meeting</b>				
<b>Annual Meeting Additional Expenses</b>				
5/11/2020	Online Bill Pay	Alexis Horn	NYC Travel Reimbursement	246.60
<b>Total Annual Meeting Additional Expenses</b>				<b>\$246.60</b>



**Total Annual Meeting****\$246.60****Certifications****Examiner Fee Expenses (1099)**

8/3/2020	2518	Kimberly Smith		354.94
8/4/2020	2520	Mary Schwentker		954.20
8/10/2020	2517	Cheryl Gaebel		333.09
8/14/2020	2519	Debra Willson		108.14
8/31/2020	2521	Johnny Luck, Deep Run Hunt		250.00

**Total Examiner Fee Expenses (1099)****\$2,000.37****National Testing Expenses**

7/2/2020	Online Bill Pay	Deep Run Hunt HSA	Facility Rental Deposit	300.00
7/8/2020		Virginia	Lodging - Examiners	1170.65
7/9/2020		Virginia	Lodging - Examiners	11.99
7/27/2020		Virginia	Lodging - Examiners	1.27
7/31/2020		Virginia	Meals - Examiners	56.18
8/3/2020		Virginia	Lodging - Examiners	11.99
8/3/2020		Virginia	Lodging - Examiners	77.05
8/12/2020	Online Bill Pay	Deep Run Hunt HSA	Facility Rental	1320.00

**Total National Testing Expenses****\$2,949.13****Regional Testing Expenses**

7/2/2020	Online Bill Pay	Deep Run Hunt HSA	Facility Rental Deposit	200.00
7/8/2020		Virginia	Lodging - Examiners	780.43
7/9/2020		Virginia	Lodging - Examiners	8.00
7/27/2020		Virginia	Lodging - Examiners	0.84
8/3/2020		Virginia	Meals - Examiners	30.19
8/3/2020		Virginia	Lodging - Examiners	51.36
8/3/2020		Virginia	Lodging - Examiners	8.00
8/12/2020	Online Bill Pay	Deep Run Hunt HSA	Facility Rental	880.00

**Total Regional Testing Expenses** **\$1,958.82**

**Total Certifications** **\$6,908.32**

**Championship**

**Other Expenses**

1/23/2020		Virginia	Lodging SecDep for 20 Champs	200.00
1/23/2020		Virginia	Lodging for 20 Champs	1007.59
3/27/2020	2516	William Payne	Coaching (2019)	300.00

**Total Other Expenses** **\$1,507.59**

**Total Championship** **\$1,507.59**

**Instruction Program**

**Clinic Expenses**

1/3/2020		Virginia	Insurance for Clinic 010420	20.00
1/6/2020		Virginia	Insurance for ULP Clinic 010420	32.95
1/13/2020		Virginia	Insurance for ULP Clinic 01/11/20	32.95
2/13/2020		Virginia	Venue Rental	425.00
2/19/2020		Lisa Woods	Refund for 2019 ULP	75.00
7/20/2020		Haas & Wilkerson	Insurance	32.95
7/20/2020		USPC	Insurance	20.00

**Total Clinic Expenses** **\$638.85**

**Clinician Fee Expenses (1099)**

1/13/2020	2513	Lauren Dearlove	Clinician Fee - Lauren Dearlove	300.00
1/24/2020	2515	Paula Horne	Clinician Fee for ULP 01/11/20	300.00
2/25/2020	2514	Lisa Woods	Holly Wilmoth Fee	310.15
5/27/2020	Online Bill Pay	Daniel Stewart	Webinar Fee	500.00

8/6/2020	Online Bill Pay	Karen Nutt	07/18 Upper Level Mounted Prep	600.00
<b>Total Clinician Fee Expenses (1099)</b>				<b>\$2,010.15</b>

**Other Expenses**

2/25/2020		Virginia	Horseless - Insurance	20.00
<b>Total Other Expenses</b>				<b>\$20.00</b>

**Unmounted Meeting Expenses**

2/25/2020	2514	Lisa Woods	Lunches	181.52
<b>Total Unmounted Meeting Expenses</b>				<b>\$181.52</b>

**Total Instruction Program** **\$2,850.52**

**Rally Expenses**

**Dressage Expenses**

2/24/2020		Hodges Badge Co.	Awards	120.71
3/11/2020		Virginia	Printing score sheets	140.78
3/12/2020		Virginia	Lodging - Officials	65.97
3/13/2020		Virginia	Prizes	72.96
3/13/2020		Virginia	Prizes	24.32
3/15/2020	Paypal	Virginia	Paypal Reversals	16.80
<b>Total Dressage Expenses</b>				<b>\$441.54</b>

**Dressage Expenses (1099)**

3/4/2020	Online Bill Pay	Deborah Hellen	Judging Fee (2019)	195.00
<b>Total Dressage Expenses (1099)</b>				<b>\$195.00</b>

**Eventing Expenses**

2/24/2020	Hodges Badge Co.	Awards	120.71
<b>Total Eventing Expenses</b>			<b>\$120.71</b>

**Games Expenses**

2/24/2020	Hodges Badge Co.	Awards	120.71
<b>Total Games Expenses</b>			<b>\$120.71</b>

**Other Expenses**

2/24/2020	Hodges Badge Co.	D Rally - Awards	120.72
2/26/2020	Virginia	Horseless - Insurance	32.95
3/2/2020	Virginia	Horseless Rally	39.88
<b>Total Other Expenses</b>			<b>\$193.55</b>

**Polocrosse Expenses**

2/24/2020	Hodges Badge Co.	Awards	120.71
<b>Total Polocrosse Expenses</b>			<b>\$120.71</b>

**Quiz Expenses**

2/10/2020	Virginia	Ribbons	193.95	
2/18/2020	Amazon	Prizes	29.50	
2/18/2020	Amazon	Prizes	77.44	
2/18/2020	Amazon	Prizes	5.90	
2/18/2020	Amazon	Prizes	11.80	
2/19/2020	Amazon	Prizes	17.70	
2/21/2020	Amazon	Prizes	11.80	
2/24/2020	Subway	Lunch	622.39	
5/11/2020	Online Bill Pay	Anne Williams	Printing	49.95
<b>Total Quiz Expenses</b>			<b>\$1,020.43</b>	

**Quiz Expenses (1099)**

6/1/2020	Online Bill Pay	Diane Hinch	Rally TD Fee	294.50
<b>Total Quiz Expenses (1099)</b>				<b>\$294.50</b>

**Rally Other Expense (1099)**

2/24/2020		Hodges Badge Co.	Horseless - Awards	120.71
<b>Total Rally Other Expense (1099)</b>				<b>\$120.71</b>

**Show Jumping Expenses**

2/24/2020		Hodges Badge Co.	Awards	120.71
<b>Total Show Jumping Expenses</b>				<b>\$120.71</b>

**Tetrathlon Expenses**

2/24/2020		Hodges Badge Co.	Awards	120.71
<b>Total Tetrathlon Expenses</b>				<b>\$120.71</b>

<b>Total Rally Expenses</b>				<b>\$2,869.28</b>
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<b>Total Expenses</b>				<b>\$16,821.61</b>
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**Grand Total: \$4,836.51**

**Balance Sheet**  
**Virginia Region**  
*As of 10/30/2020*

**Assets:**

Virginia Wells Fargo-Business Checking 9513	\$44,593.77	
<b>Total Cash</b>		<b>\$44,593.77</b>

**Net Fixed Assets**

<b>Total Assets</b>		<b>\$44,593.77</b>
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**Liabilities:**

Unapplied Income

<b>Equity</b>		<b>\$44,593.77</b>
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<b>Total Liabilities &amp; Equity</b>		<b>\$44,593.77</b>
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**2021 Budget  
Virginia Region  
Report Run: 10/27/2020**

**Income:**

**Membership Dues**

Regional Dues	230 Members @ \$10/each	\$2,300.00
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<b>Total Membership Dues</b>		<b>\$2,300.00</b>
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<b>Total Income</b>		<b>\$2,300.00</b>
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**Expense:**

**Administration**

Advertising & Promotion Expenses		\$1,000.00
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Banking Fees Expenses		\$50.00
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Donation	USPC Annual Fund	\$250.00
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Insurance Expenses		\$100.00
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Meeting Expense		\$100.00
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Office Expense		\$50.00
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Officer Expenses	USPC Dues	\$250.00
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Printing Expenses		\$50.00
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Web Site Fees Expenses	Wild Apricot	\$1,250.00
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<b>Total Administration</b>		<b>\$3,100.00</b>
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**Annual Meeting**

Registration Fees Expenses		\$200.00
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<b>Total Annual Meeting</b>		<b>\$200.00</b>
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**Instruction Program**

Clinic Expenses		\$1,500.00
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<b>Total Instruction Program</b>		<b>\$1,500.00</b>
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<b>Total Expense</b>		<b>\$4,800.00</b>
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<b>Net Income</b>		<b>(\$2,500.00)</b>
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# Virginia Region Pony Clubs

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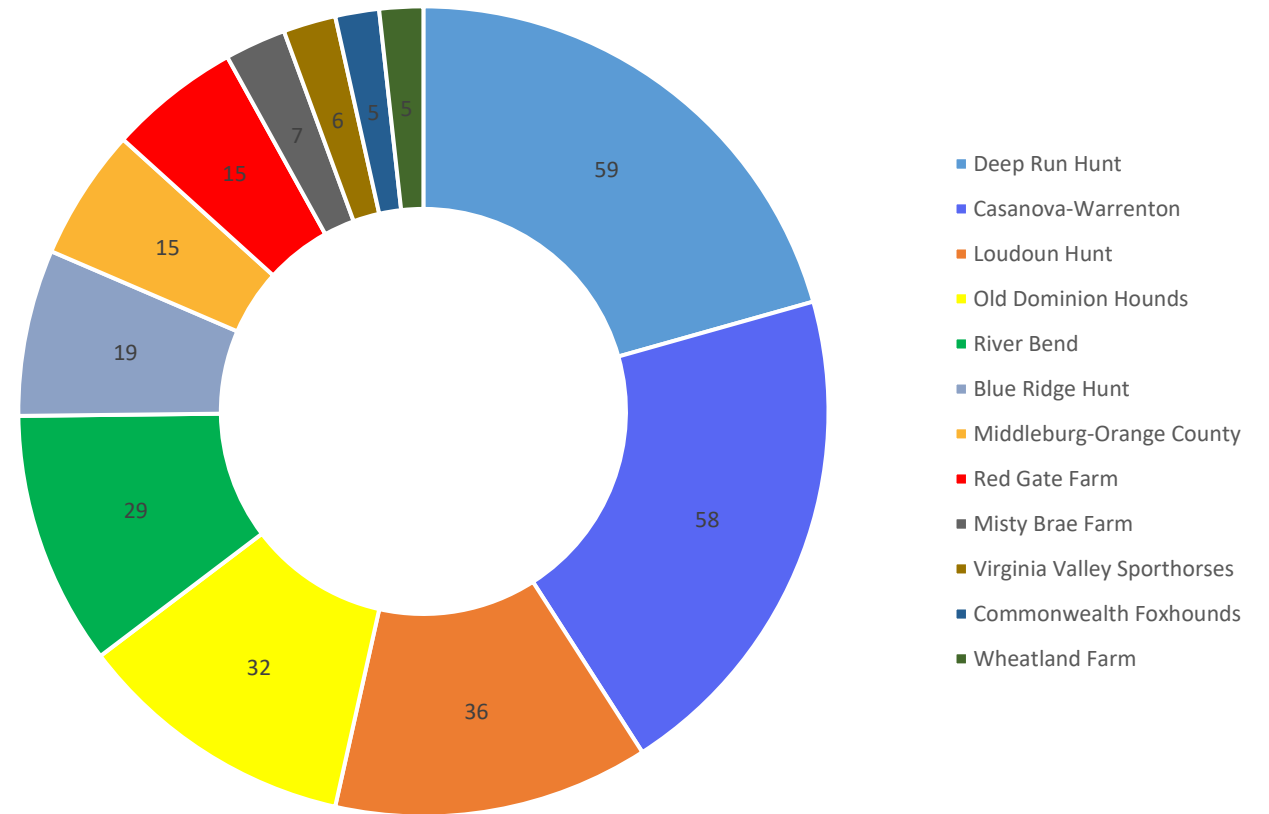
2020 MEMBERSHIP REPORT



# VRPC Membership by Club

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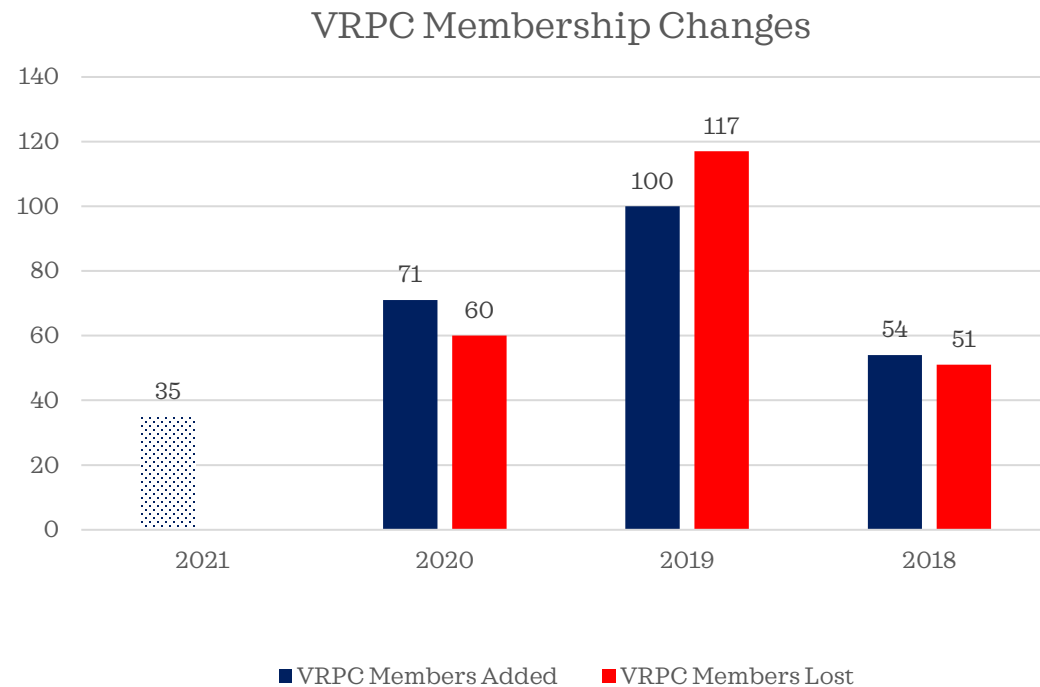
## 2020 VRPC Membership by Club



VRPC has **286 Active, Non-Leadership members**

# VRPC Membership 2020 Summary

- For the 2020 Membership year (9/1/19 – 8/31/20)
  - 71 joined / added
  - 60 departed
- The 2021 Membership year kicked off on a furious pace, but of course we're at risk of higher turnover, too.



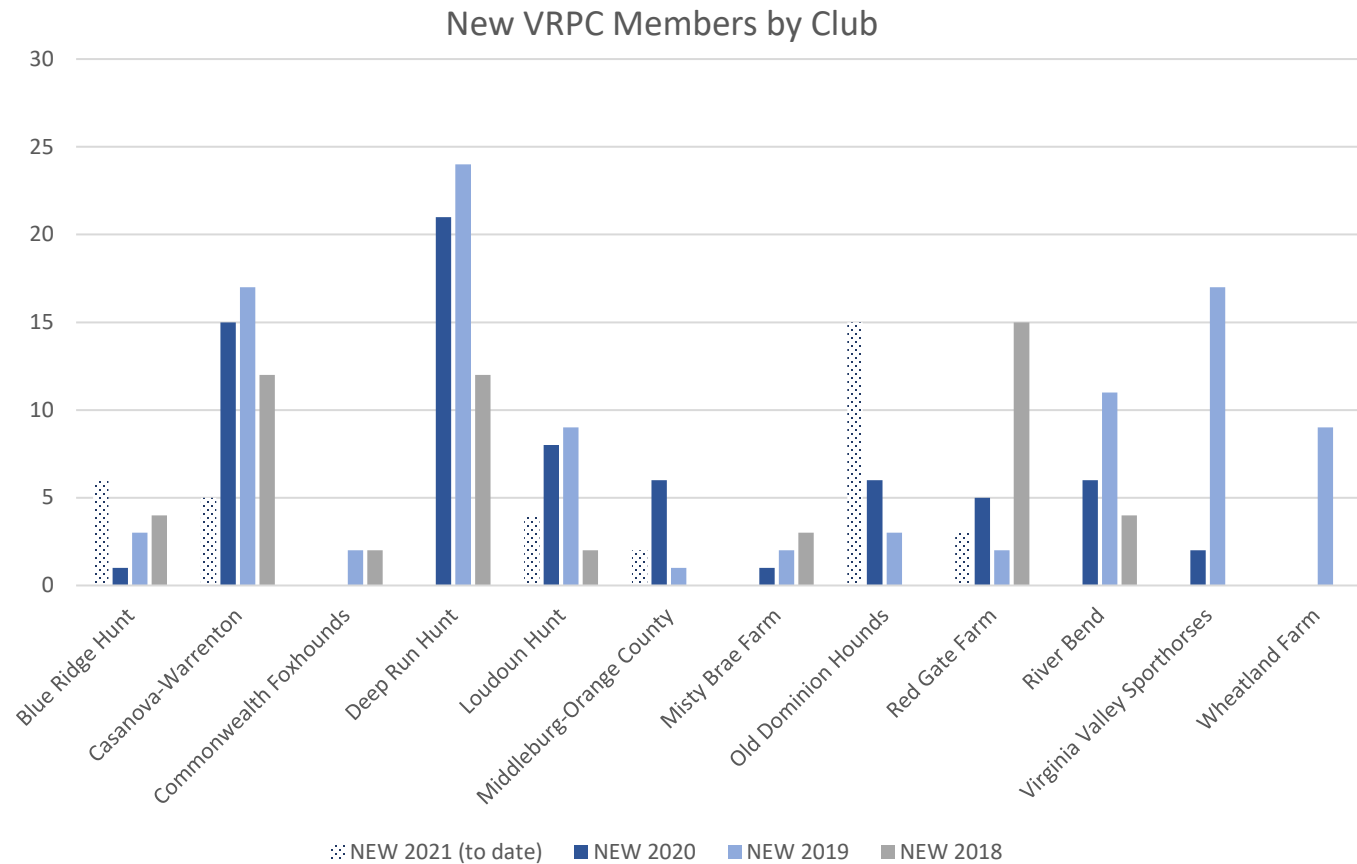
# VRPC Member Analysis

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WHERE ARE WE GROWING AND WHERE ARE WE  
LOSING?

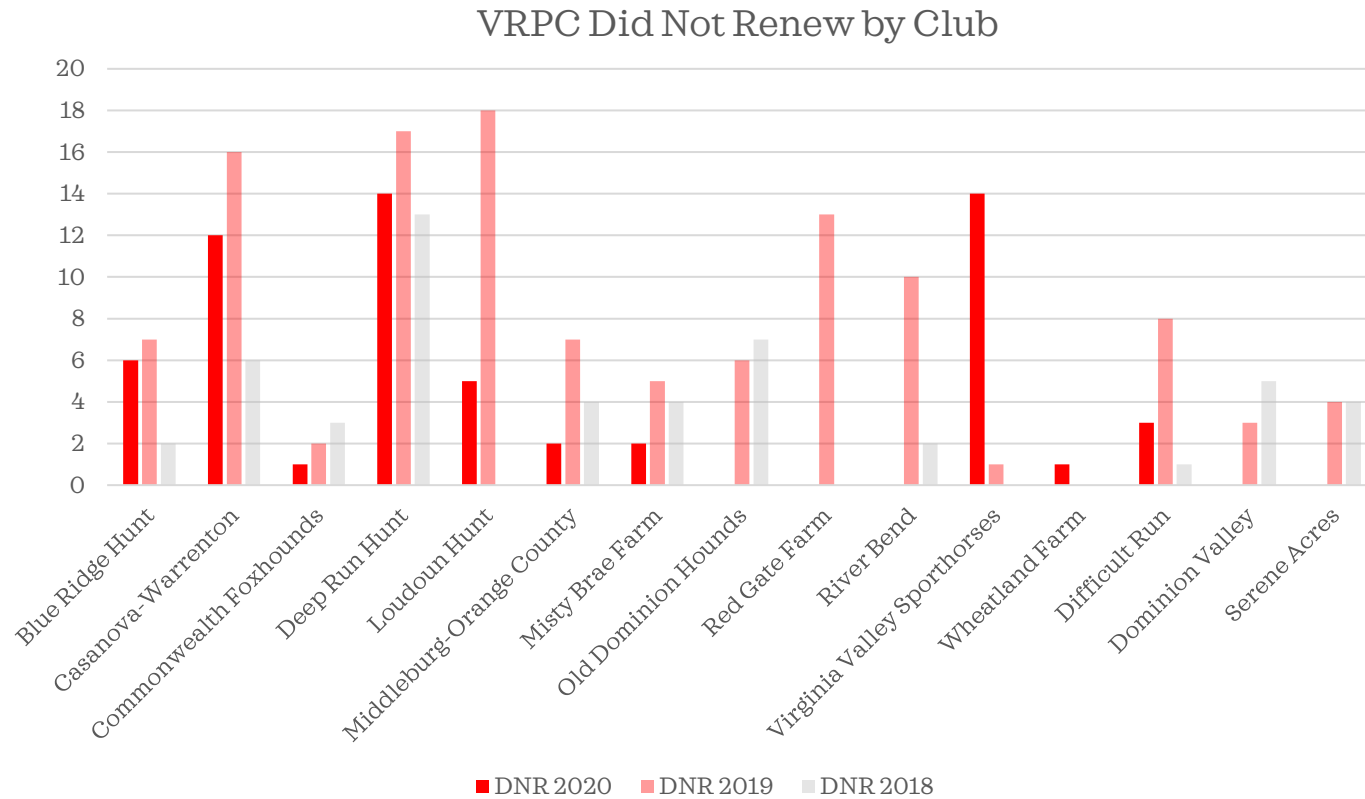
# Growth in Club Membership by Year

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# Decreases in Club Membership by Year

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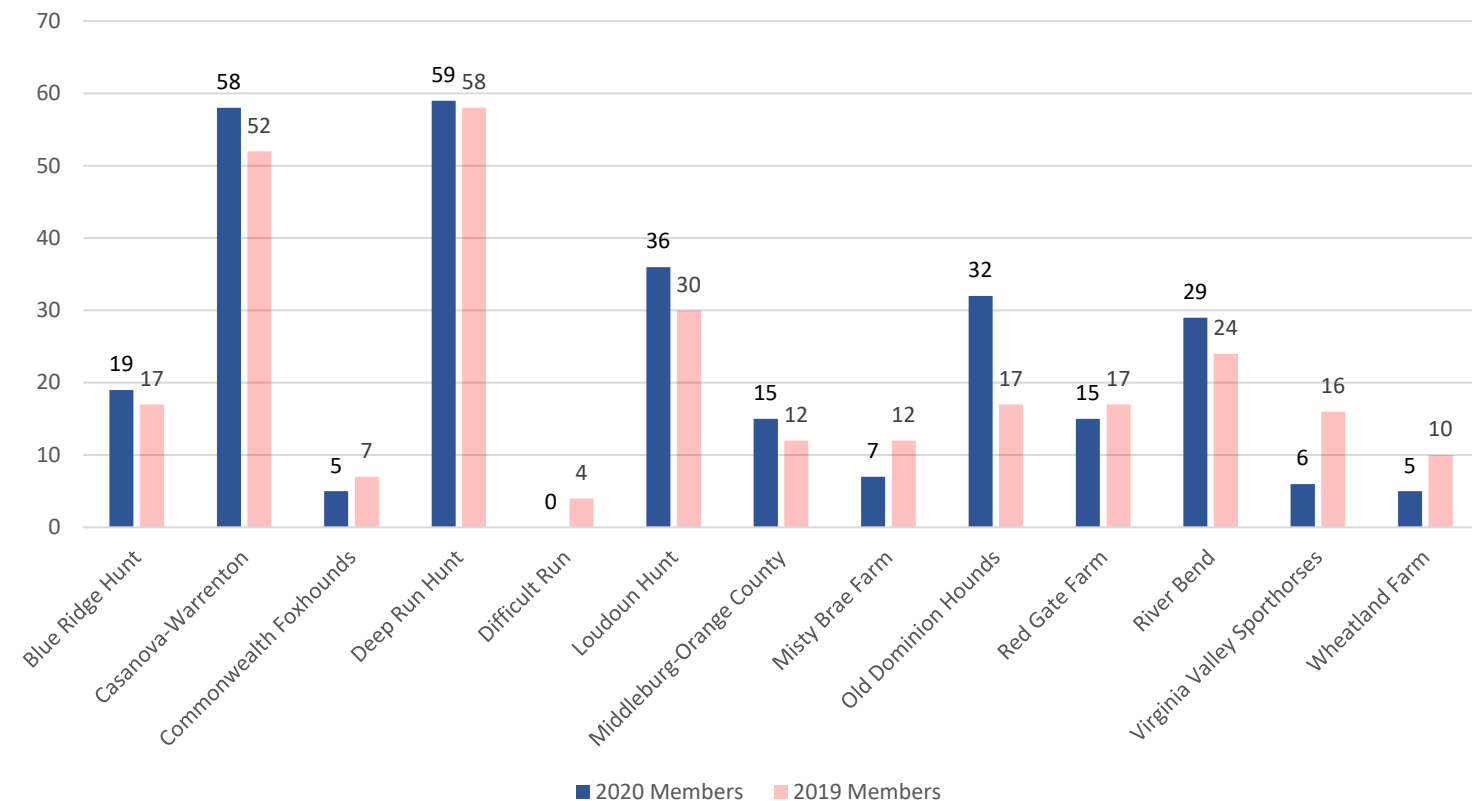
# VRPC Active Member Analysis

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YEAR OVER YEAR COMPARISON OF OUR MEMBERSHIP  
CHARACTERISTICS

# VRPC Membership By Club

CURRENT VRPC Members by Club 2020 v 2019



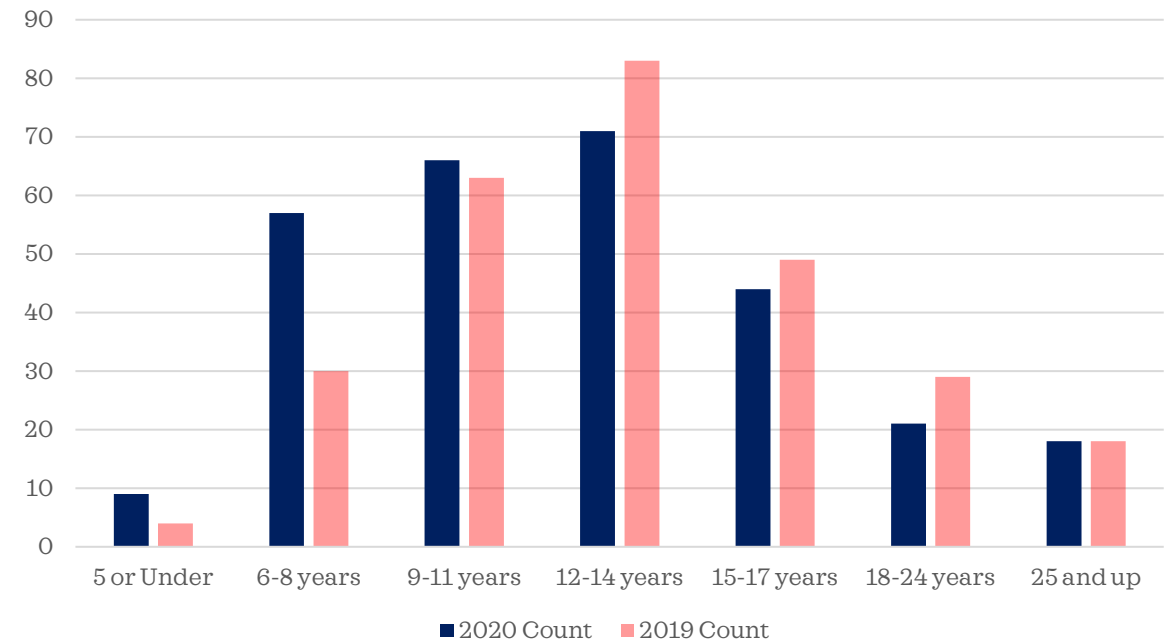
Club/Center/Group	2020 Members	2019 Members	% Change
Blue Ridge Hunt	19	17	12%
Casanova-Warrenton	58	52	12%
Commonwealth Foxhounds	5	7	-29%
Deep Run Hunt	59	58	2%
Difficult Run	0	4	-100%
Loudoun Hunt	36	30	20%
Middleburg-Orange County	15	12	25%
Misty Brae Farm	7	12	-42%
Old Dominion Hounds	32	17	88%
Red Gate Farm	15	17	-12%
River Bend	29	24	21%
Virginia Valley Sporthorses	6	16	-63%
Wheatland Farm	5	10	-50%
	286	276	4%

# Members by Age

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Pony Club Age	2020	2019
5 or Under	9	4
6-8 years	57	30
9-11 years	66	63
12-14 years	71	83
15-17 years	44	49
18-24 years	21	29
25 and up	18	18

VRPC Membership by Pony Club Age - 2020 v 2019

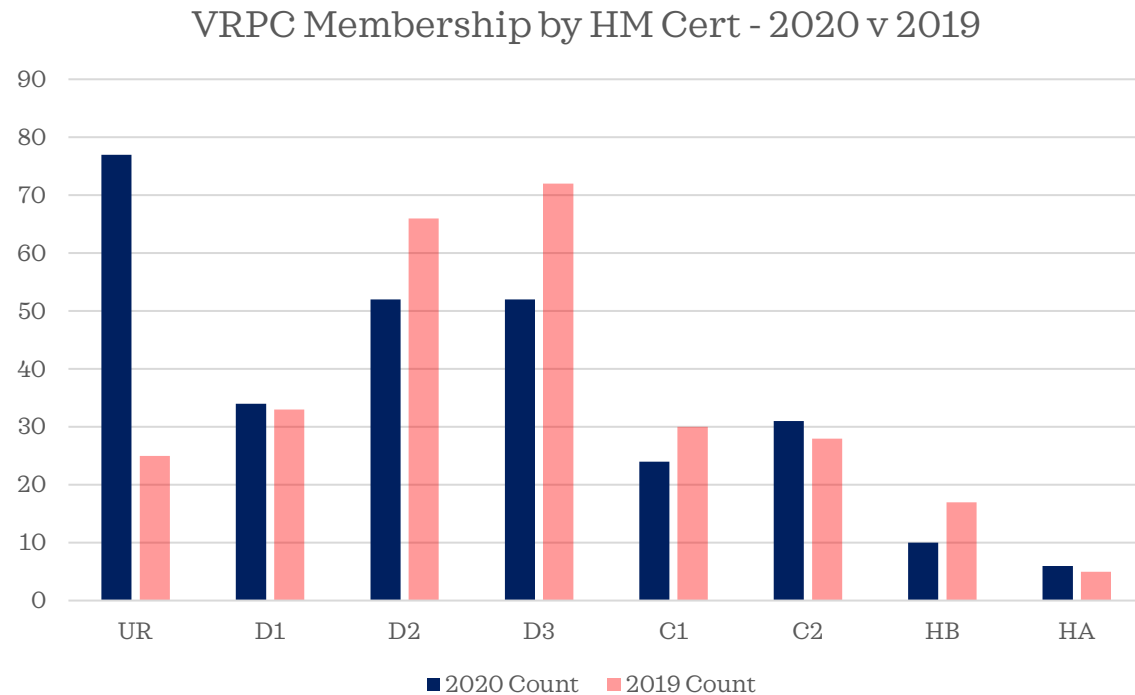




# Members by HM Certification

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Rating	2020	2019
UR	77	25
D1	34	33
D2	52	66
D3	52	72
C1	24	30
C2	31	28
HB	10	17
HA	6	5



# 2021 Renewal Status

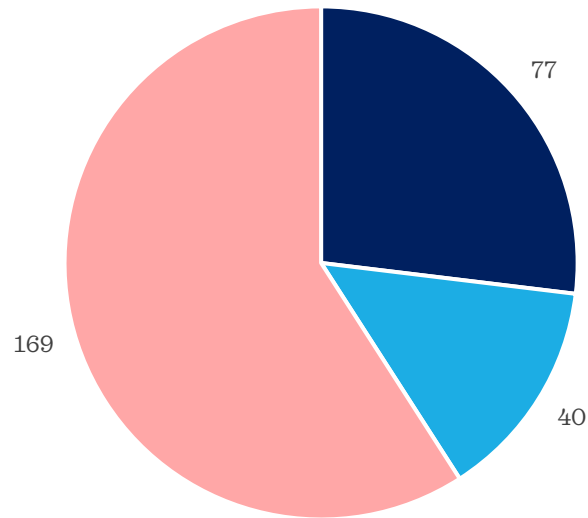
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A LOOK AT HOW 2021 RENEWALS ARE GOING

# 2021 VRPC Renewal Status

2021 VRPC Renewal Status

■ Renewed ■ N/A (new) ■ Pending



Club	Pending	Renewed	N/A (New)	% Renewed
Blue Ridge Hunt	11	2	6	15%
Casanova-Warrenton	27	24	7	47%
Commonwealth Foxhounds	5	0	0	0%
Deep Run Hunt	35	24	0	41%
Loudoun Hunt	21	11	4	34%
Middleburg-Orange County	12	1	2	8%
Misty Brae Farm	6	1	0	14%
Old Dominion Hounds	15	0	17	0%
Red Gate Farm	10	2	3	17%
River Bend	17	11	1	39%
Virginia Valley Sporthorses	6	0	0	0%
Wheatland Farm	4	1	0	20%
<b>TOTAL</b>	<b>169</b>	<b>77</b>	<b>40</b>	<b>31%</b>

# Membership Updates on Renewal Process

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- ❖ **Discount Codes:** A code is required to get the early payment discount + loyalty discount.
  - ❖ Members are having difficulty remembering / knowing where to enter the code.
  - ❖ Failure to enter code results in no discount
  - ❖ Long process when users pay the full amount to issue refunds
- ❖ **Outstanding Renewals:** Membership provided all clubs with a current list of outstanding renewals.
- ❖ **Membership Discrepancies:**
  - ❖ Audited membership discrepancies between USPC and VRPC. Notified clubs.



## VRPC 2021 Calendar

Jan 3	BHRPC Gymnastics Series
Jan 17	BHRPC Gymnastics Series
Jan 27-30	USPC Virtual Equine Symposium & Convention
Feb 6	VRPC Regional Meeting
Mar 13	VRPC Horseless Rally (Morven Park Equestrian Center, Leesburg, VA)
Mar 20	Quiz Rally (Frying Pan Park Herndon, VA)
Mar 21	CWPC Jumper Show (Great Meadow, The Plains, VA)
Apr 10-11	VRPC Dressage Rally (Rose Mount Farm, Spotsylvania, VA)
April 17	DRHPC Horse Trials (Deep Run Hunt, Manakin Sabot, VA)
April 18	CWPC Jumper Show (Great Meadow, The Plains, VA)
April 24-25	LHPC Horse Trials ( Morven Park, Leesburg, VA)
May 1-2	VRPC Eventing Rally (Deep Run Hunt, Manakin Sabot, VA)
May 22-23	VRPC Tet Rally (Deep Run Hunt, Manakin Sabot, VA)
May 31	CWPC Jumper Show (Great Meadow, The Plains, VA)
Jun 5-6	MOC Horse Trials (Great Meadow, The Plains, VA)
Jun 19-20	VRPC Show Jump Rally (Rose Mount Farm, Spotsylvania, VA)
Jun 26-27	LHPC Horse Trials (Oatlands Plantation, Leesburg, VA)
July 19-26	USPC Championships & Festival (Lexington, KY)
Aug 8	VRPC Games Rally (Great Meadow, The Plains, VA)
Aug 29	CWPC Jumper Show (Great Meadow, The Plains, VA)
Sept 25	Polocrosse Rally (Carpenter's Field, Round Hill, VA)
Oct 3	CWPC Jumper Show (Great Meadow, The Plains, VA)
Oct 10	Paper Chase (BRHPC)
Oct 31	CWPC Jumper Show (Great Meadow, The Plains, VA)
Nov 6	Tentative VRPC Regional Meeting