



## Regional Council Meeting Minutes

February 17, 2022

PATH Foundation, Warrenton, VA

IN ATTENDANCE	
Regional Supervisor	Carrie Camp
Vice Regional Supervisor, Activities	Michelle Arnold
Vice Regional Supervisor, Administration	Brook Sterns
Regional Membership	Jaime Myers
Treasurer	Steve Vorpahl
Secretary	Cindy Shelberg
RIC	Lizzie Olmstead
HMO	Absent
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 Karen Hecker, Sec Karen Souder, Treasurer
Deep Run Hunt PC	Julie Muniz, DC Brook Stearns, Joint DC
LHPC	Elizabeth Coppersmith, Secretary
Misty Brae Riding Center	Tori Hutcheson, Riding Center Owner Joanne Morgan Riding Center Admin
Middleburg Orange County PC	Absent
Old Dominion Hounds PC	Isabel Martin, Joint DC
River Bend PC	Stefanie Cosenza, Joint DC
Red Gate Farm Riding Center	Absent
Wheatland Farm Riding Center	Absent

### Meeting Minutes

- I. Call to Order – *Carrie Camp, RS*
  - a. The meeting was called to order at 5:40 pm
  - b. Attendance was taken. It was determined that a quorum was met.
- II. Approval of the November 2021 Minutes – *Cindy Shelberg, VRPC Secretary*
  - a. Michelle A made a motion to accept the November 2021 Regional Council Minutes. Motion was seconded by Brook S. There were no changes or edits to the minutes.
  - b. VOTE: the motion passed unanimously.
- III. Financial Report – *Steve Vorpahl, VRPC Treasurer (Attachment)*
  - a. Steve reported on 2021 financial summary.

- i. 2021 Opening Balance on Jan 1 was \$45,495.48  
Balance on Dec 31 was \$48,125.85  
2021 net earnings were \$2,629.85.
- ii. Admin/Annual Mtg/Membership is the category where we base our budget from.  
Income was \$8,929, expenses \$6,529 with a net gain of \$2,401. Steve noted that we had budgeted \$1,300 for clubs to attend the USPC Virtual Annual Meeting, not many people took advantage of this opportunity.
- iii. Certifications income \$2,788, expenses \$3,755, with a loss of (\$877).
- iv. Champs income \$15,013, expenses were \$14,862 with a gain of \$151.
- v. Fundraising/Contributions income \$645, \$0 expenses, with a net gain of \$645. Due to sale of the Difficult Run equipment.
- vi. Instruction income \$817, expenses were \$2,000 with net loss of (\$1,200). We came out ahead because we budget \$1,500 for instruction program.
- vii. Rallies income \$27,823, expenses were \$26,275 with a net gain of \$1,549.
- viii. Rally Review - Steve reviewed the profit/loss for each rally.
  - 1. D Rally profit \$1,725.84
  - 2. Dressage loss of (\$853.07)
  - 3. Eventing loss of (\$1,353.53)
  - 4. Games profit of \$1,123.98
  - 5. Horseless profit of \$423.78
  - 6. Show Jumping profit of \$476.76
  - 7. Tet profit of \$4.77
- ix. Historical Comparison of Rallies (Attachment)
  - 1. Since 2012 average rally profit is 1%. That equals to 8% per year.
  - 2. Since 2018, average rally profit is 23%; with a 35% profit overall.
  - 3. Participation - since 2012 rally participation averages 46 per rally and 368 total participants.
  - 4. Carrie C noted that since 2018 the rally planning team has tried really hard to make rallies come out at a \$0 balance. In comparison, in 2016, rallies ran at a total loss of \$8,000. There was one loss leader, Dressage rally, which had 52 participants and a loss of \$3,900. We couldn't live with that. We have cut costs in the hotel rooms & choose carefully who we hire (we pay attention to what they will charge us). She asked for feedback on the stickers used at rallies and the first place prize for horse management. Last year the HM prize was a grooming bucket (costs was \$8.00 per bucket) This year the buckets will be blue and will have tack cleaning stuff. Michelle A noted that the buckets have been ordered and are being paid for by a grant (no budget impact).
- b. Carrie asked if there were any questions about the financials presented. No questions were asked.
- c. Carrie noted that when she took over for RS, I have always paid my way to annual meeting and champs. I have not asked the region to cover my expenses. Region had paid for the RS travel expenses in prior years. Carrie noted that there is no expense for administration travel since no other officers have submitted for expense to annual meeting. That is one reason we could have less loss in our budget. She also noted that the Region does pay for travel/accommodations for coaches that travel to champs.

#### IV. RIC Introduction – Lizzie Omstead

- a. Carrie noted that the budget for RIC is \$2,000.
  - b. Lizzie introduced herself. She has coached at champs for past 2 years and at rallies for the past 12 years.
  - c. She has reached out to multiple clubs about what the needs are for mounted and unmounted instruction. She thanked the members who replied to her survey.
  - d. Michelle A noted that Lizzie's experience is vast and includes her USPC club membership at Seneca Valley and Old Dominion. Lizzie was a groom at the 2004 Olympics in Athens and a working student for Karen & David O'Connor and Phillip Dutton.
  - e. Lizzie will begin with unmounted clinics first.
  - f. Carrie noted that there is a need for an HB test and 10 potential candidates for upper-level testing. Carrie needs a few candidate names to reserve a date with USPC for upper level test.
  - g. Carrie noted that Old Dominion is looking to hold an HB test in late spring early summer. She also noted that the HB test has changed drastically since we last put on an HB test. Now the test requires mounts available for jogs, bridle fitting. If Old Dominion Region puts on the test, they are looking at Bedford, VA near Lynchburg. Carrie would like to piggyback with Old Dominion. Michelle A recommended to work with Old Dominion on the HB test. Carrie noted that we have to fill the test which is 7 at 1 level or 10 with a mixed level (HB + HA). National will charge us for a minimum number of participants. Michelle A noted that were are 12 VRPC members interested in the HB test. Carrie will circle back with Old Dominion Region on the spring/summer HB test date. Mary S has 1 member, Maddie Mood interested in HB. Michelle A noted Old Dominion Hounds has 3 interested in HB test.  
ACTION: Carrie C to confirm with Old Dominion about their HB test plans.
  - h. Upper-Level test – Carrie will reserve the C3, B with USPC August 12, 13, 14. She will add the A test if there are any VRPC members who will test for A. She will apply for the test as an eventing & dressage test. Mary S noted that Fair Hill will run an A test in mid August. Carrie noted that Mary S is chair of the upper-level committee at USPC.  
ACTION: Carrie C to submit to USPC request for an upper level test in August.
- V. Rally Report 2021 – Michelle Arnold, VRS Activities (Attachment)
- a. Report presented in 2021 given in November meeting.
  - b. This year's Quiz Rally will have 86 members plus a few from Crescent Bay PC.
  - c. Mounted participants included 49 for D Rally. A larger turn out for Dressage Rally, Eventing 50, Show Jumping at 43, Tet at 42, Games 36.
  - d. Participation showed rally percentage by clubs. Michelle A noted it is really important to have a membership base that is active and participating. She noted it is also important to participate in rallies to put to test all of things kids have been learning and practicing, and to have a really good time in the barns. Carrie C let clubs know that if a club is not getting the participation they would like, the club DC should contact the region. She noted that the rallies are the place where the kids get to experience pony club. She feels involvement is key especially with the kids are in the 12-14 age group. Michelle A noted that when her child was interviewed about the rally, she said her favorite part of the rally was that the parents don't come back to the barns!
  - e. Michelle asked for feedback or comments. No comments were presented.
- VI. Rally Calendar 2022 – Michelle Arnold, VRS Activities (Attachment)
- a. She noted the 2022 rallies have some venue changes. She reviewed the dates for 2022 rallies.

- b. Dressage rally – region needs volunteers to set up the rings and warm up ring. Carrie C is hoping to organize a volunteer team for each ring for setup. Rings need to be set up by 8 am the day of competition.
- c. D Rally will be June 18, and will piggyback with ODHPC summer camp.
- d. For every rally, every participant must have their own penny holder. None will be for sale at rallies.
- e. Divisions – Carrie noted that last year we had parents competing with kids at rallies. She reported that parents are not in favor with mixing parent participants on teams with kids. Carrie contacted national office and USPC confirmed that regions can run rallies as we see fit. National also confirmed that mixing junior participants ages 17 & under with members 18 & old should include a signed parent waiver. Carrie proposed the following rally divisions:
  - i. Division A: Junior division under 18 or college age adults up to 21 & other members up to age 23 if a long-term member of their pony club and act as mentors to younger members. Will require parental signed waiver.
  - ii. Division B: Age 24 and older and any parent must compete in this division. No parent may be on a team with juniors, in general, especially if their child is a rider or stable manager.
  - iii. Prizes would be given to both Division A and Division B.
  - iv. Isabel M noted that it is unfair for one team to have a parent aged competitor, it is not in the pony club spirit.
  - v. Carrie noted that lots of high school seniors that are aged 18 want to be able to compete with their club members, with the other junior members. Division B can include mixing parents & adult children.
  - vi. Angie C noted that she doesn't mind the USPC recommended divisions of 17 & under division and the 18 & older division. She noted that she has been on a team with juniors as well as all seniors and has not gotten any negative feedback from other parents. Her goal is to get multiple horses from my barn competing. She noted that she has had great luck with the kids in the barns and feels like her being mixed with the junior teams she was a great mentor to the kids and all had a great time.
  - vii. Carrie noted that it would have been rude for parents to speak directly about their disapproval. With that said she has received feedback that is against mixing adults with junior competitors.
  - viii. Julie M mentioned she has a member who will turn 18 this year and rallied last year. This member is concerned that because she is now 18 she may be forced to go to adult division. She has said that she will not rally if she is moved to an adult division. She prefers to rally with her peers the 17 & under members.
  - ix. Michelle A noted that USPC has loosened the rules for divisions at local rallies, she thinks because of feedback from other regions. She did note that USPC may run Champs using the age groups of 17 & under in one division and 18+ in another division. And USPC may mix adults with junior team members depending on the type of entries at champs. She also noted that we don't have control as to how USPC runs the divisions on Champs.
- f. Ribbons – Carrie Camp, Regional Supervisor
  - i. We have not given out ribbons for 7<sup>th</sup>-10<sup>th</sup> place. For those places we have been giving stickers. I do like the idea of participation ribbons for 7-10 place. She asked for feedback about ribbons for the 7-10<sup>th</sup> place at rallies.

- ii. Michelle A noted that at Horseless Rally everyone gets a medal. At Quiz everyone gets a ribbon. D Rally we did participation metals for places 7-10 plus they got stickers.
    - iii. Carrie asked if we should do participation ribbon. It was noted that the participation ribbons really placate parents. Michelle A noted that the stickers have been received well. Michelle A suggested to keep the participation ribbons to Horseless, Quiz and D Rally. The group confirmed to keep this in place.
  - g. Rally paperwork – Michelle A noted that clubs must send in chaperone forms with entries. She requests all paperwork is submitted on time, with proper signatures.
  - h. Late Fees – Michelle A proposed that VRPC adds a late fee for entries received after the closing date. During discussion with members the fee of \$50 was suggested.  
Motion: Michelle A made a motion to add a \$50 late fee after closing date of individual entry.  
Motion was seconded by Lizzie Olmstead.  
VOTE: the motion was passed.
  - i. Dogs at Rallies – Michelle A noted there have been issues with dogs at rallies and that we need to decide what rules we want to put in place about dogs. Michelle A suggested there are 2 options: no dogs or dogs that stay at the car in a pen/kennel. She noted that we will need to enforce no dogs at barns or in warm up area. Carrie C noted that dogs on leashes have lashed out at other dogs/people. Carrie noted that keeping a dog in a kennel at a car that would be ok. Discussion: Brook S agreed with no dogs rule. Elizabeth C noted that then we would have to enforce the rule. Angie C noted that most horse people also have dogs and most bring to other competitions. It will be a tough rule to enforce. Mary S agreed with no dog rule. She suggested that if the rule is noted in the rally invite, and we will get less dogs. Then we can talk with those that ignore the no dog rule. She noted that she has had some bad experiences at competitions with dogs herself. Michelle A said she will put it in invitation and asked DC's to communicate to coaches about our new no dogs rule.
- VII. Membership Update – Michelle Arnold, VRS Activities
- i. Michelle A noted that DC's need to review the status of their members. She noted that we have members that are members of USPC but not VRPC, and some that are members of VRPC but not USPC. If they are in VRPC but not USPC she blocks them in the system. She reminded DC's that members should not participate in club activities unless they are a member of USPC. If your member is 18 and hasn't completed Safe Sport, they have been suspended. If your member is 21+ and hasn't completed Safe Sport and a background check they should not participate in any club activities. These are USPC rules. Michelle A has sent a spreadsheet to all DC's on the status of members that need attention on membership requirements. Michelle A noted that the reason for membership in USPC is for insurance coverage. Brook S noted that membership issues should be resolved before rally entries. Michelle A noted that region will not approve VRPC membership if member has not completed USPC membership.
  - ii. Leader training – Michelle A reminded leaders to complete USPC training. Carrie noted that USPC requires her to reapprove a leader that has a lapsed USPC membership because they fall out of compliance with training components. She is inclined to not approve a club leader that has ignored the reminders and let their membership lapse. Carrie C noted that all trainers & instructors need Safe Sport & background checks. Carrie C noted that Assist Horse Management judges are not required to complete Safe Sport or a background check.

- iii. Certification updates in VRPC website – Michelle A asked that DC's fill out certification form after every certification. The form is under VRPC website under Certificates/Administration. Angie C asked how to change to the national certifications. National certification changes should be sent to Macy Matot at USPC.
- VIII. USPC Champs 2022 – Carrie Camp, RS
- a. 2022 Champs will be in Tryon, NC July 27-31
  - b. Carrie C assumes move in dates or July 27 & 28.
  - c. Tryon has almost no hotels, most are 45 minutes or more away from the facility. Tryon cabins are great. She recommends getting a golf cart.
  - d. Shirts – Carrie C asked if we should stay with the same style or color. Members agreed to keep same color/pattern/style.
  - e. Coaches – Carrie C asked the group if they prefer the region to hire coaches for champs. She asked members to submit names if there is someone they would like to be considered. We have hired 2 coaches so far. Lizzie O has agreed to be a coach. Bennett Camp-Crowder, Carrie's daughter, has agreed to coach. Michelle A noted that we may hire a third coach that is not a professional to keep costs down. Carrie C noted that we will not change the amount we pay coaches. Angie C asked if we are hiring a third coach. Carrie C said that if there is somebody qualified and send in the name. Angie C noted the coaching schedule seemed tight because we had so many kids to attend to. Michelle A noted a third coach would increase champs fee to participants.
- IX. New Business –
- a. Virginal Horse Board Grant – VHIB \$5,000 grant received by VRPC. Grant is split between venue rental & ribbons. The ribbons and medals will include the VHIB name.
  - b. Regional Zoom Meetings – Michelle A presented the concept for a series of zoom meetings where the clubs share topics/activities in discussions with each other. Designed to generate conversation among clubs & learn from each other. Zoom meetings would be held a few times a year. Discussion: Stefanie C, Julie M, Elizabeth C, Mary S, Angie C agreed that it is a good idea.  
ACTION: Regional staff will put together a calendar of Zoom club to club meetings.
  - c. Angie C – asked if clubs can put fund raising on VRPC calendar. Carrie C confirmed yes and asked that all info be sent to Cindy Shelberg.
  - d. Club Annual Meetings – Carrie C mentioned that club annual meetings should be held no later than Oct 30 so clubs can file paperwork before USPC deadline Nov 15.
  - e. Peer Review – Steve mentioned Peer Review deadline in February. Carrie C asked that all clubs that have missed the peer review deadline send her a note to notify of that the club will be completing the peer review later in the year.
  - f. Next meeting will be Nov 9, 2022 at 5:30 pm at PATH Foundation.
- X. Meeting Adjourned at 8:40 pm

## 2022 Spring RCM | 2021 Final Summary

Opening Balance 1/1/21	\$45,495.48
Balance as of 12/31/21	\$48,125.33
Profit /(Loss)	\$2,629.85

CFRS Category	Income	Expense	Gain/Loss	Notes:
Admin/Annual Meeting/Membership	\$8,929	\$6,529	\$2,401	\$1300 budgeted for 2021 club Annual Meeting Virtual Registrations; Some 2022 Membership
Ceritifications	\$2,878	\$3,755	(\$877)	
Championships	\$15,013	\$14,862	\$151	
Fundraising & Contributions	\$645	\$0	\$645	Sale of DRPC equipment
Instruction Program	\$817	\$2,056	(\$1,239)	Budgeted \$1500 to cover loss
Rallies	\$27,823	\$26,275	\$1,549	
<b>Totals</b>	<b>\$56,107</b>	<b>\$53,477</b>	<b>\$2,630</b>	
	+/-			
D RALLY	\$1,725.84			
DRESSAGE	(\$853.07)			
EVENTING	(\$1,353.53)			
GAMES	\$1,123.98			
HORSELESS	\$423.78			
POLOCROSSE				
QUIZ				
SHOW JUMPING	476.76			
TETRATHLON	4.77			

**Balance Sheet**  
**Virginia Region**  
*As of 1/1/2021*

**Assets:**

Virginia Wells Fargo-Business Checking 9513	\$45,495.48	
<b>Total Cash</b>		<b>\$45,495.48</b>

**Net Fixed Assets**

<b>Total Assets</b>		<b>\$45,495.48</b>
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**Liabilities:**

Unapplied Income

<b>Equity</b>		<b>\$45,495.48</b>
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<b>Total Liabilities &amp; Equity</b>		<b>\$45,495.48</b>
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**2021 Year to Date/Budget Comparison  
Virginia Region  
As of 12/31/2021 Report Run: 2/7/2022**

**Income:**

<b>Certifications</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
National Testing Fees	\$1,985.17	\$0.00	\$1,985.17
Regional Testing Fees	\$892.84	\$0.00	\$892.84
<b>Total Certifications</b>	<b>\$2,878.01</b>	<b>\$0.00</b>	<b>\$2,878.01</b>
<b>Championship Fees</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
Championship Fees	\$15,013.32	\$0.00	\$15,013.32
<b>Total Championship Fees</b>	<b>\$15,013.32</b>	<b>\$0.00</b>	<b>\$15,013.32</b>
<b>Fundraising and Contributions</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
Other	\$612.10	\$0.00	\$612.10
Product Sales	\$32.80	\$0.00	\$32.80
<b>Total Fundraising and Contributions</b>	<b>\$644.90</b>	<b>\$0.00</b>	<b>\$644.90</b>
<b>Instruction Program</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
Clinic Registration Fees	\$817.47	\$0.00	\$817.47
<b>Total Instruction Program</b>	<b>\$817.47</b>	<b>\$0.00</b>	<b>\$817.47</b>
<b>Membership Dues</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
Regional Dues	\$8,929.49	\$2,300.00	\$6,629.49
<b>Total Membership Dues</b>	<b>\$8,929.49</b>	<b>\$2,300.00</b>	<b>\$6,629.49</b>
<b>Rally Entry Fees</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
Dressage	\$4,406.62	\$0.00	\$4,406.62
Eventing	\$5,753.74	\$0.00	\$5,753.74
Games	\$2,617.48	\$0.00	\$2,617.48
Other	\$4,420.54	\$0.00	\$4,420.54
Show Jumping	\$7,289.62	\$0.00	\$7,289.62
Tetrathlon	\$3,335.33	\$0.00	\$3,335.33
<b>Total Rally Entry Fees</b>	<b>\$27,823.33</b>	<b>\$0.00</b>	<b>\$27,823.33</b>
<b>Total Income</b>	<b>\$56,106.52</b>	<b>\$2,300.00</b>	<b>\$53,806.52</b>

**Expense:**

<b>Administration</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
Advertising & Promotion Expenses	\$0.00	\$1,000.00	(\$1,000.00)
Banking Fees Expenses	\$239.38	\$50.00	\$189.38
Books, Pins and Awards Expenses	\$127.20	\$0.00	\$127.20
Donation	\$200.00	\$250.00	(\$50.00)
Insurance Expenses	\$0.00	\$100.00	(\$100.00)
Meeting Expense	\$86.87	\$100.00	(\$13.13)
Office Expense	\$0.00	\$50.00	(\$50.00)
Officer Expenses	\$360.00	\$250.00	\$110.00
Other Equipment Expenses	\$190.00	\$0.00	\$190.00
Printing Expenses	\$0.00	\$50.00	(\$50.00)
Rally Equipment Expenses	\$3,186.34	\$0.00	\$3,186.34
Tax Filing Fees Expenses	\$28.49	\$0.00	\$28.49
Web Site Fees Expenses	\$1,425.60	\$1,250.00	\$175.60
<b>Total Administration</b>	<b>\$5,843.88</b>	<b>\$3,100.00</b>	<b>\$2,743.88</b>
<b>Annual Meeting</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
Registration Fees Expenses	\$685.00	\$1,330.00	(\$645.00)
<b>Total Annual Meeting</b>	<b>\$685.00</b>	<b>\$1,330.00</b>	<b>(\$645.00)</b>
<b>Certifications</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
National Testing Expenses	\$1,835.93	\$0.00	\$1,835.93
Regional Testing Expenses	\$1,918.89	\$0.00	\$1,918.89
<b>Total Certifications</b>	<b>\$3,754.82</b>	<b>\$0.00</b>	<b>\$3,754.82</b>
<b>Championship</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
Other Expenses	\$14,861.84	\$0.00	\$14,861.84
<b>Total Championship</b>	<b>\$14,861.84</b>	<b>\$0.00</b>	<b>\$14,861.84</b>
<b>Instruction Program</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
Clinic Expenses	\$2,056.33	\$1,500.00	\$556.33
<b>Total Instruction Program</b>	<b>\$2,056.33</b>	<b>\$1,500.00</b>	<b>\$556.33</b>
<b>Rally Expenses</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>
Dressage Expenses	\$3,492.69	\$0.00	\$3,492.69
Dressage Expenses (1099)	\$1,767.00	\$0.00	\$1,767.00
Eventing Expenses	\$4,476.37	\$0.00	\$4,476.37

Eventing Expenses (1099)	\$2,630.90	\$0.00	\$2,630.90
Games Expenses	\$1,153.50	\$0.00	\$1,153.50
Games Expenses (1099)	\$340.00	\$0.00	\$340.00
Other Expenses	\$2,270.92	\$0.00	\$2,270.92
Show Jumping Expenses	\$5,047.86	\$0.00	\$5,047.86
Show Jumping Expenses (1099)	\$1,765.00	\$0.00	\$1,765.00
Tetrathlon Expenses	\$2,684.56	\$0.00	\$2,684.56
Tetrathlon Expenses (1099)	\$646.00	\$0.00	\$646.00
<b>Total Rally Expenses</b>	<b>\$26,274.80</b>	<b>\$0.00</b>	<b>\$26,274.80</b>
<b>Total Expense</b>	<b>\$53,476.67</b>	<b>\$5,930.00</b>	<b>\$47,546.67</b>
<b>Net Income:</b>	<b>\$2,629.85</b>	<b>(\$3,630.00)</b>	<b>\$6,259.85</b>

**Virginia Region  
Ledger Detail Listing  
1/1/2021 - 12/31/2021  
Printed: 2/7/2022**

**Income:**

**Certifications**

**National Testing Fees**

10/28/2021	Virginia		1985.17
<b>Total National Testing Fees</b>			<b>\$1,985.17</b>

**Regional Testing Fees**

10/28/2021	Virginia		892.84
<b>Total Regional Testing Fees</b>			<b>\$892.84</b>

<b>Total Certifications</b>			<b>\$2,878.01</b>
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**Championship Fees**

**Championship Fees**

10/26/2021	2755	Virginia	Coaching Fee	75.00
10/28/2021		Virginia	Registration	8683.73
10/28/2021		Virginia	Saddle Pads	654.80
10/28/2021		Virginia	Shirts	5101.59
11/2/2021		Virginia	Golf Cart Refund	498.20
<b>Total Championship Fees</b>				<b>\$15,013.32</b>

<b>Total Championship Fees</b>				<b>\$15,013.32</b>
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**Fundraising and Contributions**

**Other**

1/20/2021	1002	Doubletree Farm	Sale of DRPC equipment	600.00
2/3/2021		Virginia	Collect Return Check Fee	12.10

<b>Total Other</b>				<b>\$612.10</b>
<b>Product Sales</b>				
5/10/2021	4648	Carrie Camp	Sell leftover shaving - ER	32.80
<b>Total Product Sales</b>				<b>\$32.80</b>
<b>Total Fundraising and Contributions</b>				<b>\$644.90</b>
<b>Instruction Program</b>				
<b>Clinic Registration Fees</b>				
10/28/2021		Virginia	Mega Clinic	817.47
<b>Total Clinic Registration Fees</b>				<b>\$817.47</b>
<b>Total Instruction Program</b>				<b>\$817.47</b>
<b>Membership Dues</b>				
<b>Regional Dues</b>				
2/3/2021		Virginia		518.70
5/10/2021		Virginia		1831.92
10/28/2021		Virginia		2259.03
11/30/2021		Virginia		30.00
12/31/2021		Virginia		4289.84
<b>Total Regional Dues</b>				<b>\$8,929.49</b>
<b>Total Membership Dues</b>				<b>\$8,929.49</b>
<b>Rally Entry Fees</b>				
<b>Dressage</b>				
5/10/2021		Virginia		4323.79
10/28/2021		Virginia		82.83

<b>Total Dressage</b>				<b>\$4,406.62</b>
<b>Eventing</b>				
5/10/2021		Virginia		5573.74
11/2/2021		Virginia		180.00
<b>Total Eventing</b>				<b>\$5,753.74</b>
<b>Games</b>				
10/28/2021		Virginia		2617.48
<b>Total Games</b>				<b>\$2,617.48</b>
<b>Other</b>				
5/10/2021		Virginia	Horseless Rally - Entry Fees	1648.15
10/28/2021		Virginia	D Rally - Entry Fees	2772.39
<b>Total Other</b>				<b>\$4,420.54</b>
<b>Show Jumping</b>				
10/26/2021	4691	Virginia	Purchase shavings	21.00
10/26/2021	2020	Virginia	Purchase Shavings	7.00
10/28/2021		Virginia		7261.62
<b>Total Show Jumping</b>				<b>\$7,289.62</b>
<b>Tetrathlon</b>				
5/10/2021		Virginia		922.22
10/28/2021		Virginia		2413.11
<b>Total Tetrathlon</b>				<b>\$3,335.33</b>
<b>Total Rally Entry Fees</b>				<b>\$27,823.33</b>
<b>Total Income</b>				<b>\$56,106.52</b>

## Expenses:

### Administration

#### Banking Fees Expenses

4/13/2021	Harland Clarke Checks	Purchase checks	239.38
<b>Total Banking Fees Expenses</b>			<b>\$239.38</b>

#### Books, Pins and Awards Expenses

12/29/2021	Carrie Camp	VRPC Stickers	127.20
<b>Total Books, Pins and Awards Expenses</b>			<b>\$127.20</b>

#### Donation

11/1/2021	USPC	USPC Annual Fund	200.00
<b>Total Donation</b>			<b>\$200.00</b>

#### Meeting Expense

1/28/2021	USPC	RCM Insurance	20.00
11/8/2021	WalMart	Snacks/Supplies	59.76
11/9/2021	Staples	Printing	7.11
<b>Total Meeting Expense</b>			<b>\$86.87</b>

#### Officer Expenses

6/21/2021	USPC	C Shelberg RIC	60.00
12/1/2021	USPC	USPC Corporate Memberships	300.00
<b>Total Officer Expenses</b>			<b>\$360.00</b>

#### Other Equipment Expenses

8/6/2021	VA DMV	Trailer Reg & Perm Tag	190.00
<b>Total Other Equipment Expenses</b>			<b>\$190.00</b>

#### Rally Equipment Expenses

4/9/2021	Saddlery Liquidators	Pinnies	1015.00
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5/3/2021		eSafety Supplies	Covers for Pop up Tents	74.05
6/14/2021		Ryan Inc Central	PacAm Trailer	1500.00
6/21/2021		WalMart	Canon Printer	94.34
6/22/2021		Amazon	Tablets (2)	94.74
12/29/2021	Online Bill Pay	Steven Vorpahl	Trailer Repair & Parts	408.21
<b>Total Rally Equipment Expenses</b>				<b>\$3,186.34</b>

#### **Tax Filing Fees Expenses**

2/1/2021		Adams Tax Forms/Tops Products	Purchase Forms (1099)	28.49
<b>Total Tax Filing Fees Expenses</b>				<b>\$28.49</b>

#### **Web Site Fees Expenses**

11/15/2021		Wild Apricot	Wild Apricot	1425.60
<b>Total Web Site Fees Expenses</b>				<b>\$1,425.60</b>

#### **Total Administration**

**\$5,843.88**

#### **Annual Meeting**

##### **Registration Fees Expenses**

3/1/2021		Casanova Warrenton Pony Club	CWPC	95.00
3/16/2021		Aldona Petraitis	LHPC	95.00
11/12/2021	Online Bill Pay	Virginia	MOCP	95.00
11/16/2021		USPC	NYC Registration	400.00
<b>Total Registration Fees Expenses</b>				<b>\$685.00</b>

#### **Total Annual Meeting**

**\$685.00**

#### **Certifications**

##### **National Testing Expenses**

9/2/2021	2529	Deep Run Hunt HSA	Facility Rental - Sec Dep	150.00
9/17/2021		Priceline	Lodging - Officials	724.74
9/20/2021		Priceline	Lodging - Officials	474.60



9/20/2021		Virginia	Officials Lodging Refund	-724.74
9/22/2021		Virginia	Officials Lodging Refund	-474.60
9/23/2021		Priceline	Officials Lodging	237.96
9/23/2021		Costco	Hospitality Items	51.86
9/24/2021		Food Lion	Water & Ice	19.41
9/27/2021		Food Lion	Water & Ice	8.15
9/27/2021		Domino's Pizza	Hospitality Items	38.11
9/27/2021		Domino's Pizza	Hospitality Items	20.07
9/27/2021		Dunkin Donuts	Hospitality Items	24.92
9/27/2021		Dunkin Donuts	Hospitality Items	24.52
9/27/2021		Citgo Oil	Water & Ice	7.11
9/29/2021		Home Depot	Supplies	20.82
9/29/2021	2531	Scott Epps, Deep Run Hunt	Course Build	75.00
11/9/2021	2533	Deep Run Hunt HSA	Facility Rental	1158.00
<b>Total National Testing Expenses</b>				<b>\$1,835.93</b>

#### Regional Testing Expenses

9/2/2021	2529	Deep Run Hunt HSA	Facility Rental - Sec Dep	100.00
9/20/2021		Priceline	Officials Lodging	118.97
9/23/2021		Costco	Hospitality Items	34.57
9/24/2021		Food Lion	Water & Ice	12.94
9/27/2021		Priceline	Officials Lodging	135.97
9/27/2021		Food Lion	Water & Ice	5.44
9/27/2021		Domino's Pizza	Hospitality Items	25.41
9/27/2021		Domino's Pizza	Hospitality Items	13.38
9/27/2021		Dunkin Donuts	Hospitality Items	16.35
9/27/2021		Dunkin Donuts	Hospitality Items	16.62
9/27/2021		Citgo Oil	Water & Ice	4.74
9/29/2021		Cathleen Frederickson	Examiner Fee	587.50
10/4/2021	2532	Johnny Luck, Deep Run Hunt	Course Build	75.00
11/9/2021	2533	Deep Run Hunt HSA	Facility Rental	772.00

**Total Regional Testing Expenses****\$1,918.89****Total Certifications****\$3,754.82****Championship****Other Expenses**

6/16/2021		Dover Saddlery	Purchase shirts	4659.82
7/2/2021	2524	Jo's Nest Embroidery	Shirt Embroidery	1712.50
7/6/2021		Virginia	Return From Dover	-1342.66
7/6/2021		Virginia	Return From Dover	-163.18
7/6/2021		Virginia	Cow Tag Return	-11.34
7/7/2021		United Airlines	Coaches Transportation	214.80
7/12/2021		Amazon	Halter Cow Tags	39.80
7/12/2021		Chick's Saddlery	Saddle Pads	508.99
7/15/2021		Cunningham Golf Cart	Golf cart Rental	498.20
7/19/2021		USPC	USPC Coach Registration	60.00
7/19/2021		WalMart	Water & Ice	73.91
7/19/2021		Home Depot	Banner supplies	45.11
7/19/2021	2527	Jo's Nest Embroidery	Shirt Embroidery	290.00
7/20/2021		Costco	Hospitality Items	176.14
7/21/2021		Domino's Pizza	Pizza Party	368.18
7/26/2021		Budget Rent a Car	Coaches Transportation	288.44
7/28/2021		Cunningham Golf Cart	Golf cart Rental	1319.70
7/30/2021		RTIC Coolers	Coaching Gift	148.41
8/9/2021		Virginia	Sample Shirt Refund	-23.16
8/30/2021	2528	Catherine Giardino	Coaching Fee	300.00
10/20/2021		Vrbo	Coaches Lodging (2022)	753.74
10/26/2021	2430	Elizabeth Olmstead	Coaching Fee	1600.00
11/3/2021	2431	Virginia Camp-Crowder	Champs Coaching Fee	1600.00
11/3/2021	2432	Michelle Arnold	Coaches Lodging	1405.29
12/29/2021		Carrie Camp	Event Stickers	122.96
12/29/2021	Online Bill Pay	Steven Vorpahl	Coaches Meals	216.19

**Total Other Expenses** **\$14,861.84**

**Total Championship** **\$14,861.84**

**Instruction Program**

**Clinic Expenses**

6/14/2021		Staples	HMJ Clinic - Printing	48.63
6/14/2021		Amazon	HMJ Clinic Supplies	118.95
6/14/2021		Amazon	HMJ Clinic Supplies	19.81
6/14/2021		Safeway	HMJ Clinic Hospitality	27.67
6/14/2021		Harris Teeter	HMJ Clinic Hospitality	92.29
6/15/2021		Lucy Arnold	HMJ Clinician Fee	85.00
6/16/2021		Staples	HMJ Clinic Printing	7.87
6/21/2021	2421	Mary Schwentker	HMJ Clinician Fee	150.00
7/9/2021		USPC	Mega Clinic - Insurance	20.00
7/13/2021	2525	Karen Nutt	Mega Clinic - Clinician Fee	700.00
7/13/2021	2526	Jan Byyny, Surefire	Mega Clinic - Facility/Clinician	750.00
11/3/2021	2432	Michelle Arnold	HMJ Training Clinic	36.11

**Total Clinic Expenses** **\$2,056.33**

**Total Instruction Program** **\$2,056.33**

**Rally Expenses**

**Dressage Expenses**

3/15/2021		Home Depot	HM Prizes	83.27
3/30/2021		USPC	Insurance	20.00
4/8/2021		Amazon	HM Prizes	8.41
4/9/2021		Staples	Printing	28.49
5/7/2021	2411	Rose Mount Farm	Venue Rental	3200.00
12/29/2021		Carrie Camp	Event Stickers	131.44
12/29/2021	3002	Michelle Arnold	Printing	21.08

**Total Dressage Expenses** **\$3,492.69**

**Dressage Expenses (1099)**

4/10/2021	2403	Peta Wyllie	Judging Fee	225.00
4/10/2021	2406	Linda Jenkins	EMT Fee	245.00
4/10/2021	2407	Nicky Vogel	Judging Fee	430.00
4/10/2021	2412	Gina Steenhuizen-Nelson	CHMJ Fee	125.00
4/10/2021	2404	Nancy Lowey	Judging Fee	342.00
5/17/2021	2405	April Rivers	Judge	200.00
12/20/2021	3001	Bonnie Barr-Briggs	TD Fee	200.00

**Total Dressage Expenses (1099)****\$1,767.00****Eventing Expenses**

4/16/2021	2506	Deep Run Hunt HSA	Venue Rental	500.00
4/16/2021		Sticker Mule	Official Event Stickers	154.76
4/28/2021		Haas & Wilkerson	Insurance	57.82
4/28/2021		Priceline	Lodging - Officials	84.97
4/28/2021		Priceline	Lodging - Officials	169.96
4/30/2021		Staples	Printing	33.79
5/3/2021	2507	Hertzler's Farm & Feed	Shavings	586.20
5/3/2021		Home Depot	Zip ties for XC flags	26.29
5/3/2021		Staples	Printing	14.52
5/3/2021		Staples	Printing	9.12
5/6/2021	2508	Deep Run Hunt HSA	Venue Rental	2655.00
5/11/2021		Amy Kuhnert	Officials Lunches	88.91
5/17/2021		StartBox	Scoring	72.00
12/29/2021	3002	Michelle Arnold	Printing	23.03

**Total Eventing Expenses****\$4,476.37****Eventing Expenses (1099)**

5/3/2021	2413	Michelle Anderson	Dressage Judge	138.00
5/3/2021		Byrd Rareshide	Show Jumping Judge	125.00
5/4/2021	2415	Amelia Pantaze	TD Fee	766.70
5/7/2021	2510	Johnny Luck, Deep Run Hunt	Build SJ courses	150.00

5/13/2021	EBP	Diane Hinch	CHMJ Fee	485.40
5/17/2021	2511	Ethan Ford	Course Build	100.00
6/21/2021	2426	Amelia Pantaze	TD Fee	865.80
<b>Total Eventing Expenses (1099)</b>				<b>\$2,630.90</b>

### Games Expenses

8/30/2021		Haas & Wilkerson	Insurance	28.91
8/30/2021		Food Lion	Water	10.99
8/30/2021		Shell Oil	Ice	6.13
8/30/2021		Dunkin Donuts	Hospitality Items	41.22
8/31/2021		Shell Oil	Ice	12.26
8/31/2021		Exxon Mobil	Ice	11.41
9/1/2021		Johnny Blue	Restroom Facilities	281.00
9/9/2021		Virginia	Insurance Refund	-28.00
11/23/2021		Casanova Warrenton Pony Club	Hospitality/Printing/Equip	558.88
12/29/2021		Carrie Camp	Event Stickers	218.06
12/29/2021	3002	Michelle Arnold	Printing	12.64
<b>Total Games Expenses</b>				<b>\$1,153.50</b>

### Games Expenses (1099)

8/31/2021	2429	Gina Steenhuizen-Nelson	CHMJ Fee	100.00
9/3/2021	2428	Michele Sargent	EMT Fee	240.00
<b>Total Games Expenses (1099)</b>				<b>\$340.00</b>

### Other Expenses

2/22/2021		WalMart	Horseless - Supplies	41.11
2/25/2021		Hodges Badge Co.	Horseless - Awards	113.50
2/26/2021		Amazon	Horseless - Prizes	36.29
3/1/2021		USPC	Horseless - Insurance	20.00
3/2/2021		Amazon	Horseless - Prizes	28.84
3/4/2021		Amazon	Horseless - Prizes	2.62
3/10/2021		Hodges Badge Co.	Horseless - Awards	238.98

3/12/2021		Tractor Supply	Horseless - Supplies	67.32
3/15/2021		Staples	Horseless - Printing	49.96
3/15/2021	1884	Donna Meek	Horseless - Lunch	275.73
6/21/2021	EBP	Michelle Arnold	Horseless - Covid Supplies	132.32
6/21/2021	EBP	Michelle Arnold	Horseless - C Advisor Gifts	43.06
9/30/2021		Hodges Badge Co.	D Rally - Awards	130.33
10/14/2021		Amazon	D Rally - Prizes	11.15
10/15/2021		Staples	D Rally - Printing	53.15
10/18/2021		Food Lion	D Rally - Water & Ice	11.44
10/26/2021		StartBox	D Rally - Scoring	86.00
12/14/2021	Online Bill Pay	Alexis Horn	D Rally - Dressage Judge	125.00
12/29/2021		Carrie Camp	D Rally - Event Stickers	123.48
12/29/2021		Carrie Camp	Horseless - Event Stickers	174.64
12/29/2021	3002	Michelle Arnold	D Rally - Printing	6.00
12/29/2021	Online Bill Pay	Alice Johnson, Copperfield Farm	D Rally - Facility Rental	500.00
<b>Total Other Expenses</b>				<b>\$2,270.92</b>

#### Show Jumping Expenses

6/10/2021		Sticker Mule	Event Stickers	109.18
6/11/2021		Haas & Wilkerson	Insurance	28.91
6/16/2021		Haas & Wilkerson	Insurance	57.82
6/18/2021		Priceline	Lodging for Officials	97.97
6/21/2021	2427	Rose Mount Farm	Facility Rental	4400.00
6/21/2021		WalMart	Water & Ice	31.61
6/21/2021		WalMart	Printer Ink - Scoring	33.45
6/21/2021		Staples	Printing	11.23
6/21/2021		CVS	Hospitality Items	14.12
8/2/2021		StartBox	Online Scoring	98.00
11/3/2021	2432	Michelle Arnold	Printing	40.94
12/29/2021	3002	Michelle Arnold	Supplies	124.63
<b>Total Show Jumping Expenses</b>				<b>\$5,047.86</b>

**Show Jumping Expenses (1099)**

6/21/2021	2425	The Winslett Advantage	SJ Judging Fee	1205.00
6/22/2021	2424	Gina Steenhuizen-Nelson	CHMJ Fee	250.00
7/1/2021	2423	Linda Jenkins	EMT Fee	310.00

**Total Show Jumping Expenses (1099)****\$1,765.00****Tetrathlon Expenses**

5/5/2021		Amazon	Office supplies	9.47
5/6/2021	2509	Deep Run Hunt HSA	Venue Rental	250.00
5/12/2021		Haas & Wilkerson	Insurance	28.91
5/12/2021		USPC	Tet Insurance	20.00
5/12/2021		Sticker Mule	Event Stickers	118.18
5/14/2021		Amazon	Prizes	78.95
5/14/2021		Amazon	Prizes	48.66
5/19/2021		Haas & Wilkerson	Insurance	28.91
5/19/2021		USPC	Insurance	20.00
5/24/2021	2512	Hertzler's Farm & Feed	Shavings	229.78
5/24/2021		Priceline	Officials Lodging	115.97
5/24/2021		Staples	Printing	2.97
5/24/2021		Staples	Printing	20.26
5/24/2021		Staples	Printing	25.37
5/24/2021		Tractor Supply	Shavings	63.49
5/24/2021		Food Lion	Water & Ice	44.98
7/6/2021	2522	Deep Run Hunt HSA	Facility Rental	1560.00
12/29/2021	3002	Michelle Arnold	Printing	18.66

**Total Tetrathlon Expenses****\$2,684.56****Tetrathlon Expenses (1099)**

5/24/2021	2418	Byrd Rareshide	SJ Judge	100.00
5/24/2021	2419	Keith Ware	EMT Fee	90.00
5/24/2021	2420	Ashley Kapinos	TD Fee	200.00
6/7/2021	2417	Gina Steenhuizen-Nelson	CHMJ Fee	56.00

7/1/2021	2523	Johnny Luck, Deep Run Hunt	Course Build	200.00
<b>Total Tetrathlon Expenses (1099)</b>				<b>\$646.00</b>

<b>Total Rally Expenses</b>				<b>\$26,274.80</b>
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<b>Total Expenses</b>				<b>\$53,476.67</b>
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**Grand Total: \$2,629.85**



**Balance Sheet**  
**Virginia Region**  
*As of 12/31/2021*

**Assets:**

Virginia Wells Fargo-Business Checking 9513	\$48,125.33	
<b>Total Cash</b>		<b>\$48,125.33</b>

**Net Fixed Assets**

<b>Total Assets</b>		<b>\$48,125.33</b>
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**Liabilities:**

Unapplied Income

<b>Equity</b>		<b>\$48,125.33</b>
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<b>Total Liabilities &amp; Equity</b>		<b>\$48,125.33</b>
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**Income Statement  
Virginia Region  
1/1/2021 - 12/31/2021**

**Income:**

**Certifications**

National Testing Fees	\$1,985.17
Regional Testing Fees	\$892.84

**Total Certifications** **\$2,878.01**

**Championship Fees**

Championship Fees	\$15,013.32
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**Total Championship Fees** **\$15,013.32**

**Fundraising and Contributions**

Other	\$612.10
Product Sales	\$32.80

**Total Fundraising and Contributions** **\$644.90**

**Instruction Program**

Clinic Registration Fees	\$817.47
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**Total Instruction Program** **\$817.47**

**Membership Dues**

Regional Dues	\$8,929.49
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**Total Membership Dues** **\$8,929.49**

**Rally Entry Fees**

Dressage	\$4,406.62
Eventing	\$5,753.74
Games	\$2,617.48
Other	\$4,420.54
Show Jumping	\$7,289.62
Tetrathlon	\$3,335.33

**Total Rally Entry Fees** **\$27,823.33**

**Total Income** **\$56,106.52**

**Expenses:**

**Administration**

Banking Fees Expenses	\$239.38
Books, Pins and Awards Expenses	\$127.20
Donation	\$200.00

Meeting Expense	\$86.87
Officer Expenses	\$360.00
Other Equipment Expenses	\$190.00
Rally Equipment Expenses	\$3,186.34
Tax Filing Fees Expenses	\$28.49
Web Site Fees Expenses	\$1,425.60
<b>Total Administration</b>	<b>\$5,843.88</b>
<b>Annual Meeting</b>	
Registration Fees Expenses	\$685.00
<b>Total Annual Meeting</b>	<b>\$685.00</b>
<b>Certifications</b>	
National Testing Expenses	\$1,835.93
Regional Testing Expenses	\$1,918.89
<b>Total Certifications</b>	<b>\$3,754.82</b>
<b>Championship</b>	
Other Expenses	\$14,861.84
<b>Total Championship</b>	<b>\$14,861.84</b>
<b>Instruction Program</b>	
Clinic Expenses	\$2,056.33
<b>Total Instruction Program</b>	<b>\$2,056.33</b>
<b>Rally Expenses</b>	
Dressage Expenses	\$3,492.69
Dressage Expenses (1099)	\$1,767.00
Eventing Expenses	\$4,476.37
Eventing Expenses (1099)	\$2,630.90
Games Expenses	\$1,153.50
Games Expenses (1099)	\$340.00
Other Expenses	\$2,270.92
Show Jumping Expenses	\$5,047.86
Show Jumping Expenses (1099)	\$1,765.00
Tetrathlon Expenses	\$2,684.56
Tetrathlon Expenses (1099)	\$646.00
<b>Total Rally Expenses</b>	<b>\$26,274.80</b>
<b>Total Expenses</b>	<b>\$53,476.67</b>
<b>Net Income</b>	<b>\$2,629.85</b>

EVENT	2023					2022					2021					2020				
	# OF ENTRIES	INCOME	EXPENSE	PROFIT/(LOSS)	Margin	# OF ENTRIES	INCOME	EXPENSE	PROFIT/(LOSS)	Margin	# OF ENTRIES	INCOME	EXPENSE	PROFIT/(LOSS)	Margin	# OF ENTRIES	INCOME	EXPENSE	PROFIT/(LOSS)	Margin
RALLIES GENERAL OVERHEAD																				
D RALLY				\$0.00	#DIV/0!				\$0.00	#DIV/0!	49	\$2,772.39	\$1,046.55	\$1,725.84	62%				\$0.00	#DIV/0!
DRESSAGE				\$0.00	#DIV/0!				\$0.00	#DIV/0!	54	\$4,406.62	\$5,259.69	(\$853.07)	-19%				\$0.00	#DIV/0!
EVENTING				\$0.00	#DIV/0!				\$0.00	#DIV/0!	43	\$5,753.74	\$7,107.27	(\$1,353.53)	-24%				\$0.00	#DIV/0!
GAMES				\$0.00	#DIV/0!				\$0.00	#DIV/0!	42	\$2,617.48	\$1,493.50	\$1,123.98	43%				\$0.00	#DIV/0!
HORSELESS				\$0.00	#DIV/0!				\$0.00	#DIV/0!	63	\$1,648.15	\$1,224.37	\$423.78	26%	36	\$932.41	\$213.54	\$718.87	77%
POLOCROSSE				\$0.00	#DIV/0!				\$0.00	#DIV/0!				\$0.00	#DIV/0!				\$0.00	#DIV/0!
QUIZ				\$0.00	#DIV/0!				\$0.00	#DIV/0!				\$0.00	#DIV/0!				\$0.00	#DIV/0!
SHOW JUMPING				\$0.00	#DIV/0!				\$0.00	#DIV/0!	50	\$7,289.62	\$6,812.86	\$476.76	7%				\$0.00	#DIV/0!
TETRATHLON				\$0.00	#DIV/0!				\$0.00	#DIV/0!	36	\$3,335.33	\$3,330.56	\$4.77	0%				\$0.00	#DIV/0!
<b>TOTALS</b>	<b>0</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>#DIV/0!</b>	<b>0</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>#DIV/0!</b>	<b>337</b>	<b>\$27,823.33</b>	<b>\$26,274.80</b>	<b>\$1,548.53</b>	<b>6%</b>	<b>36</b>	<b>\$932.41</b>	<b>\$213.54</b>	<b>\$718.87</b>	<b>77%</b>

EVENT	2019					2018					2017					2016				
	# OF ENTRIES	INCOME	EXPENSE	PROFIT/(LOSS)	Margin	# OF ENTRIES	INCOME	EXPENSE	PROFIT/(LOSS)	Margin	# OF ENTRIES	INCOME	EXPENSE	PROFIT/(LOSS)	Margin	# OF ENTRIES	INCOME	EXPENSE	PROFIT/(LOSS)	Margin
RALLIES GENERAL OVERHEAD																				
D RALLY	56	\$3,543.40	\$332.95	\$3,210.45	91%	88	\$3,698.52	\$2,823.04	\$875.48	24%	38	\$1,921.00	\$706.67	\$1,214.33	63%	58	\$2,353.07	\$2,899.00	\$1,251.15	53%
DRESSAGE	63	\$3,231.66	\$4,760.41	-\$1,528.75	-47%	49	\$3,552.49	\$3,540.55	\$11.94	0%	63	\$4,125.00	\$2,714.33	\$1,410.67	34%	52	\$6,109.00	\$7,484.84	(\$3,955.95)	-65%
EVENTING	36	\$3,928.35	\$1,492.45	\$2,435.90	62%	29	\$1,854.40	\$1,993.63	-\$139.23	-8%	38	\$4,129.33	\$3,191.52	\$937.81	23%	45	\$4,758.00	\$4,421.98	\$1,935.69	41%
GAMES	24	\$1,730.76	\$718.22	\$1,012.54	59%	Cancelled	\$181.02	\$234.87	-\$53.85	-30%	22	\$1,306.26	\$1,127.63	\$178.63	14%	24	\$1,546.00	\$1,128.21	(\$826.36)	-53%
HORSELESS	27	\$725.70	\$43.08	\$682.62	94%	15	\$353.03	\$310.39	\$42.64	12%	12	\$224.00	\$84.75	\$139.25	62%	21	\$391.00	\$351.11	(\$36.14)	-9%
POLOCROSSE	8	\$379.62	\$32.95	\$346.67	91%	Cancelled	\$412.65	\$468.60	-\$55.95	-14%	26	\$1,265.00	\$1,704.90	(\$439.90)	-35%	23	\$2,710.00	\$3,684.48	(\$68.68)	-3%
QUIZ	82	\$2,050.87	\$235.00	\$1,815.87	89%	69	\$2,227.16	\$1,001.11	\$1,226.05	55%	70	\$1,943.42	\$865.40	\$1,078.02	55%	54	\$1,134.00	\$2,121.17	(\$884.43)	-78%
SHOW JUMPING	42	\$5,124.00	\$6,561.11	-\$1,437.11	-28%	57	\$6,632.33	\$9,823.89	-\$3,191.56	-48%	76	\$9,148.00	\$12,846.06	(\$3,698.06)	-40%	107	\$12,627.00	\$14,948.08	(\$439.34)	-3%
TETRATHLON	15	\$1,028.95	\$592.95	\$436.00	42%	18	\$1,458.66	\$1,596.02	-\$137.36	-9%					#DIV/0!	17	\$1,140.00	\$951.75	(\$494.49)	-43%
<b>TOTALS</b>	<b>353</b>	<b>\$21,743.31</b>	<b>\$14,769.12</b>	<b>\$6,974.19</b>	<b>32%</b>	<b>325</b>	<b>\$20,370.26</b>	<b>\$21,792.10</b>	<b>(\$1,421.84)</b>	<b>-7%</b>	<b>345</b>	<b>\$24,062.01</b>	<b>\$23,628.97</b>	<b>\$433.04</b>	<b>2%</b>	<b>401</b>	<b>\$32,768.07</b>	<b>\$40,733.62</b>	<b>(\$7,965.55)</b>	<b>-24%</b>

EVENT	2015					2014					2013					2012				
	# OF ENTRIES	INCOME	EXPENSE	PROFIT/(LOSS)	Margin	# OF ENTRIES	INCOME	EXPENSE	PROFIT/(LOSS)	Margin	# OF ENTRIES	INCOME	EXPENSE	PROFIT/(LOSS)	Margin	# OF ENTRIES	INCOME	EXPENSE	PROFIT/(LOSS)	Margin
RALLIES GENERAL OVERHEAD																				
D RALLY	48	\$2,880.00	\$1,628.85	\$1,251.15	43%	55	\$3,240.00	\$2,303.31	\$936.69	29%	53	\$1,750.00	\$3,050.76	(\$1,300.76)	-74%	51	\$1,290.00	\$1,439.48	(\$149.48)	-12%
DRESSAGE	45	\$5,827.00	\$9,782.95	(\$3,955.95)	-68%	44	\$5,407.00	\$7,888.39	(\$2,481.39)	-46%	49	\$4,900.00	\$7,796.51	(\$2,896.51)	-59%	50	\$5,079.00	\$7,740.61	(\$2,661.61)	-52%
EVENTING	46	\$9,391.38	\$7,455.69	\$1,935.69	21%	56	\$6,720.00	\$7,869.22	(\$1,149.22)	-17%	52	\$5,200.00	\$6,658.28	(\$1,458.28)	-28%	53	\$5,750.00	\$4,415.70	\$1,334.30	23%
GAMES	33	\$2,049.64	\$2,876.00	(\$826.36)	-40%	30	\$1,500.00	\$1,170.00	\$330.00	22%	26	\$1,300.00	\$1,401.62	(\$101.62)	-8%	27	\$1,350.00	\$749.26	\$600.74	44%
HORSELESS	34	\$510.00	\$546.14	(\$36.14)	-7%	26	\$300.00	\$330.98	(\$30.98)	-10%	19	\$285.00	\$222.66	\$62.34	22%	5	\$50.00	\$115.61	(\$65.61)	-131%
POLOCROSSE	36	\$2,319.32	\$2,388.00	(\$68.68)	-3%															
QUIZ	57	\$1,247.00	\$2,131.43	(\$884.43)	-71%	94	\$1,410.00	\$1,589.96	(\$179.96)	-13%	83	\$1,245.00	\$1,263.89	(\$18.89)	-2%	100	\$1,500.00	\$1,665.46	(\$165.46)	-11%
SHOW JUMPING	68	\$2,320.00	\$2,759.34	(\$439.34)	-19%	76	\$9,145.00	\$6,218.45	\$2,926.55	32%	86	\$8,600.00	\$8,997.69	(\$397.69)	-5%	73	\$7,306.50	\$8,450.00	(\$1,143.50)	-16%
TETRATHLON	22	\$1,320.00	\$1,814.49	(\$494.49)	-37%						29	\$1,450.00	\$1,322.94	\$127.06	9%	27	\$1,350.00	\$1,661.65	(\$311.65)	-23%
<b>TOTALS</b>	<b>389</b>	<b>\$27,864.34</b>	<b>\$31,382.89</b>	<b>(\$3,518.55)</b>	<b>-13%</b>	<b>381</b>	<b>\$30,062.00</b>	<b>\$29,887.35</b>	<b>\$174.65</b>	<b>1%</b>	<b>397</b>	<b>\$24,730.00</b>	<b>\$30,714.35</b>	<b>(\$5,984.35)</b>	<b>-24%</b>	<b>386</b>	<b>\$23,675.50</b>	<b>\$26,237.77</b>	<b>(\$2,562.27)</b>	<b>-11%</b>

HISTORICAL INCOME MARGINS	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	AVERAGE
D RALLY	62%		91%	24%	63%	53%	43%	29%	-74%	-12%	31%
DRESSAGE	-19%		-47%	0%	34%	-65%	-68%	-46%	-59%	-52%	-36%
EVENTING	-24%		62%	-8%	23%	41%	21%	-17%	-28%	23%	10%
GAMES	43%		59%	-30%	14%	-53%	-40%	22%	-8%	44%	6%
HORSELESS	26%	77%	94%	12%	62%	-9%	-7%	-10%	22%	-131%	14%
POLOCROSSE			91%	-14%	-3%	-3%	-3%				7%
QUIZ			89%	55%	55%	-78%	-71%	-13%	-2%	-11%	3%
SHOW JUMPING	7%		-28%	-48%	-40%	-3%	-19%	32%	-5%	-16%	-13%
TETRATHLON	0%		42%	-9%		-43%	-37%	-8%	9%	-23%	-9%
<b>AVERAGE</b>	<b>14%</b>	<b>77%</b>	<b>50%</b>	<b>-2%</b>	<b>22%</b>	<b>-18%</b>	<b>-20%</b>	<b>-1%</b>	<b>-18%</b>	<b>-22%</b>	

Average Margin % / Rally 1%  
Average Margin % / Year 8%

HISTORICAL PARTICIPATION*	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	AVERAGE
D RALLY	49		56	88	38	58	48	55	53	51	55
DRESSAGE	54		63	49	63	52	45	44	49	50	52
EVENTING	43		36	29	38	45	46	56	52	53	44
GAMES	42		24		22	24	33	30	26	27	29
HORSELESS	63	36	27	15	12	21	34	26	19	5	26
POLOCROSSE			8		26	23	36				23
QUIZ			82	69	70	54	57	94	83	100	76
SHOW JUMPING	50		42	57	76	107	68	76	86	73	71
TETRATHLON	36		15	18		17	22		29	27	23
<b>TOTAL</b>	<b>337</b>	<b>36</b>	<b>353</b>	<b>325</b>	<b>345</b>	<b>401</b>	<b>389</b>	<b>381</b>	<b>397</b>	<b>386</b>	

Average / Rally 46  
Average / Year 368 \*2020 not included

\* MOUNTED RIDERS, NOT INCL SMs



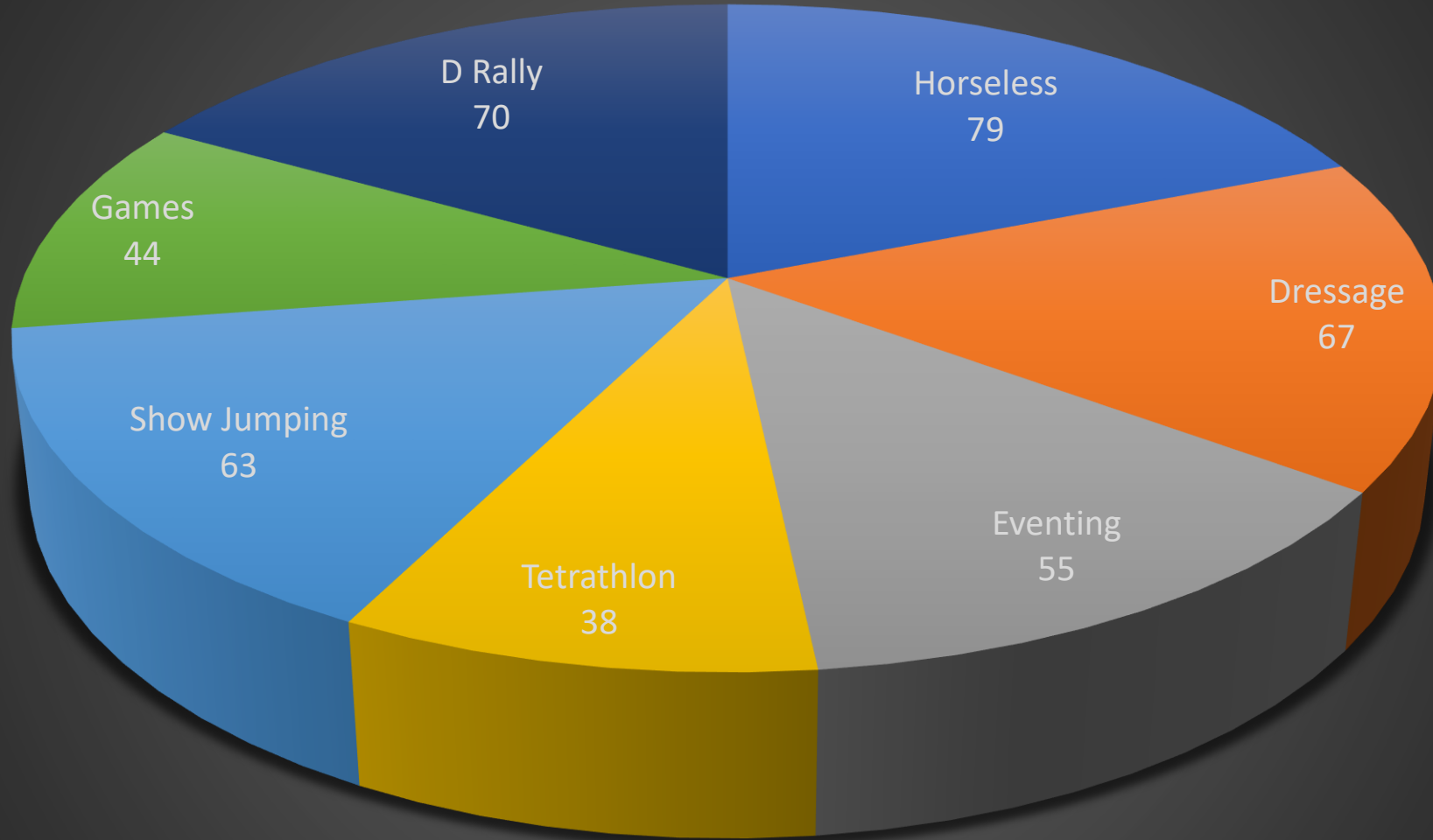
## VRPC 2022 RALLY CALENDAR

<b>Rally</b>	<b>Location</b>	<b>Date</b>	<b>Hosted By</b>
Quiz	Frying Pan Park	February 27 <sup>th</sup>	RBPC
Horseless	Morven Park	March 13 <sup>th</sup>	LHPC / MOCPC
Dressage	Rose Mount	April 9 <sup>th</sup>	All Clubs Set Up
Tetrathlon	Deep Run Hunt Club	May 7 <sup>th</sup>	DRHPC
Eventing	Deep Run Hunt Club	May 21 <sup>st</sup> -22 <sup>nd</sup>	DRHPC
Show Jump	Frying Pan Park	June 4 <sup>th</sup> - 5 <sup>th</sup>	RBPC / CWPC
D Rally	Copperfield Farm	June 18 <sup>th</sup>	ODHPC
Games	Great Meadow	August 14 <sup>th</sup>	CWPC

### **Additional Activities**

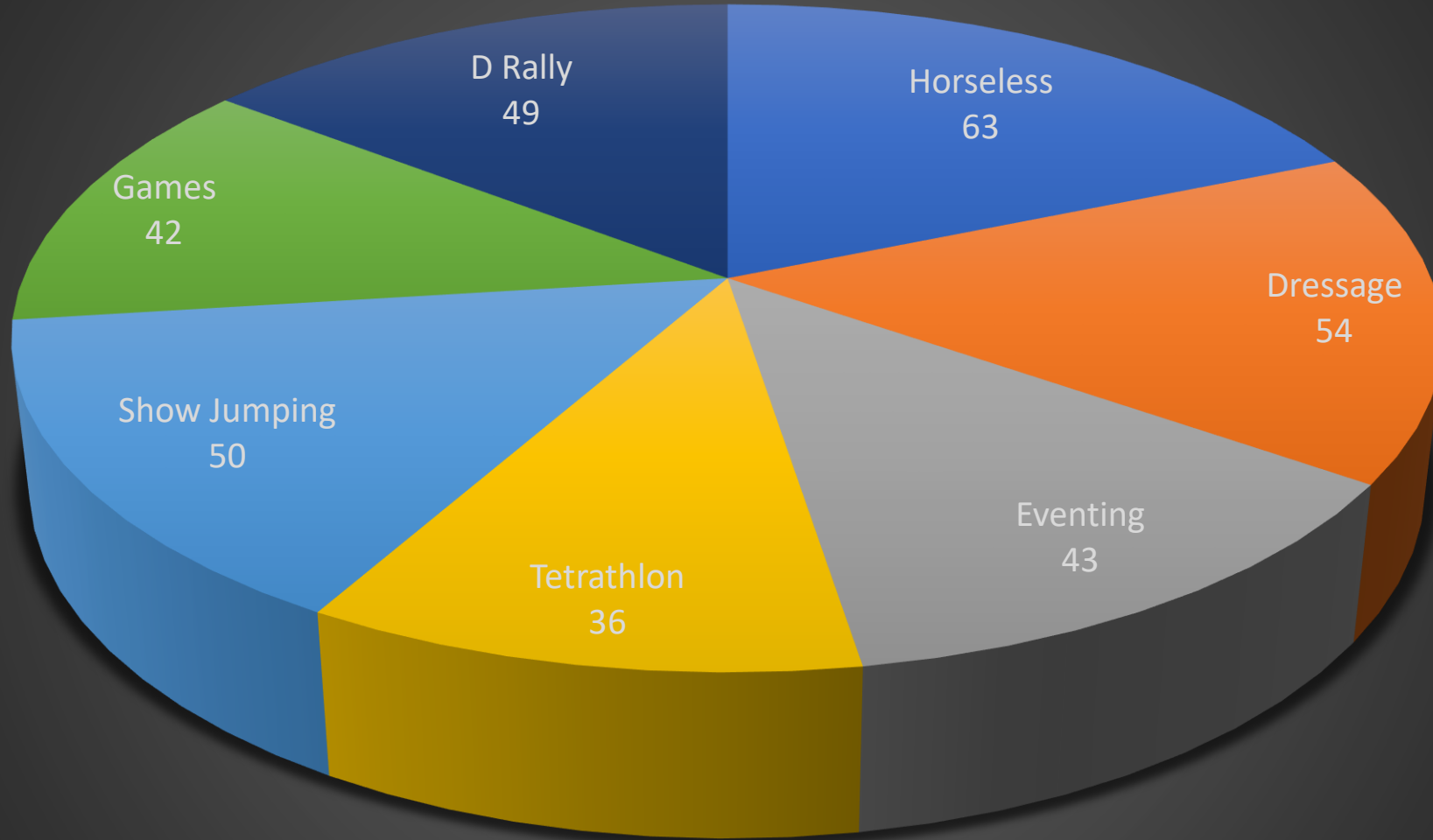
Deep Run Hunt HT	Deep Run Hunt	April 16
Morven HT	Morven Park	April 2-3
LHPC HT	Morven Park	April 30- May 1
MOC HT	Great Meadow	June 11-12
LHPC HT	Oatlands	June 25-26
USPC Champs	Tryon International	July 27-31
VRPC Reg Meeting	PATH Center Warrenton	Nov 5

# Rally Participation – Overall Participants



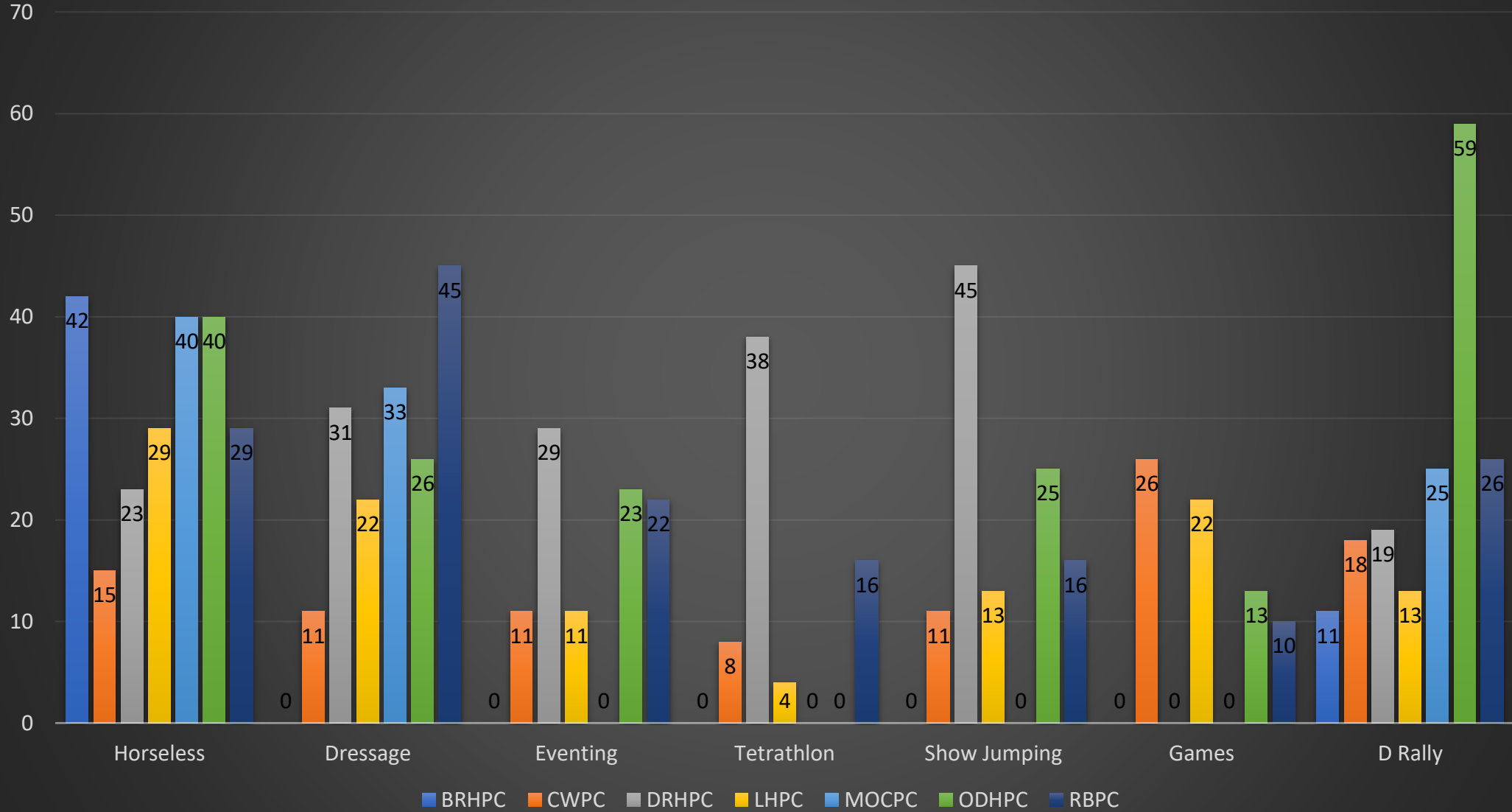
■ Horseless ■ Dressage ■ Eventing ■ Tetrathlon ■ Show Jumping ■ Games ■ D Rally

## Rally Participation – Mounted Participants



■ Horseless ■ Dressage ■ Eventing ■ Tetrathlon ■ Show Jumping ■ Games ■ D Rally

# Rally Participation by Club – Percent of membership





# Rally Participation by Club – Percent of membership

