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by Tami Lash

Perhaps the words: Incentive Fund is foreign to you, or maybe you have had some past experience with the operations of a successful Incentive Fund? During our years showing Quarter Horses, the AQHA Incentive Fund was just taking off. Many have followed in their footsteps. The Paint Horse Association has The Breeder's Trust. The newest wave in the horse world is the Kentucky Incentive Fund. You can find out how these associations have benefited by incorporating this innovative move into their programs by visiting any of their home websites online. You will see for yourself what these programs have offered to their members. They have helped to create growth potential, and have been very beneficial to their individual associations. We are aware of specific dog associations which have incorporated a similar move for their industry.

How does the ILR Incentive Fund (IF) work?

Generally you would begin with a Nominated Herd Sire. Whether you are a herd sire owner or if you have a female you are looking for a male to breed to, you would want to locate a male that is nominated into the ILR IF. As a herd sire owner, you would nominate your herd sire into the ILR IF for the upcoming birthing season. All resulting offspring born during the nomination year would then be eligible for enrollment into the ILR IF. For the first year (maybe a couple, I am not sure, but at least for the first year), ILR is offering some flexibility. They are offering some retroactive nomination potential. They are also offering a one time chance for all offspring born from 2006 – 2008 to pay a one time enrollment fee into the IF. The best thing for you to do if you have a Herd Sire that is siring offspring that do well in show ring competition, is to nominate him into the ILR IF. When shopping for that special male to breed your favorite female to, make sure he is IF

nominated so that your winning cria will be eligible to be enrolled into the ILR IF. So you ask, what incentive do I have as a herd sire owner to nominate my male(s)? You will earn 20% of all profit earned by those offspring once they show and earn ILR points. You will have advertising bragging rights for this program, as well as, being showcased as a nominated herd sire on the ILR website with a link to your herd sire's home web page. I would believe you may begin to experience an interest in some outside breedings for your nominated herd sire.

What about our current show string? ILR is offering you the chance to get onboard into the ILR IF with all llamas born from 2006 – 2008 for a one time enrollment fee. Realize if the herd sire is nominated, your one time enrollment fee will be less than if he is not. However, if you have a special show llama that you plan to continue to show, or one that was just born in 2007 that you will be showing, or you purchase a llama that you want to show – and their herd sire was not and is not nominated – you can still, for a limited time, enroll your llama into the ILR IF. Remember too, that once you enroll your llama into the ILR IF, they are enrolled for life.

Simply put: If you are eager to climb aboard and join the new wave of the ILR Incentive Fund, a wave that has been gaining momentum from horse shows to dog shows, then you can step up to the plate and nominate your favorite herd sire(s). Then when those cria are born - that you know will tear up the show ring, rather in halter, showmanship, or performance, you will want to enroll them into the Incentive Fund. Then sit back, relax, attend some shows and let those points you earn make you some end of the year payback!

*Continued on page 18...*

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How do we get on board with the ILR IF? You begin by nominating your herd sire. If that is not an option for you, and you still want to be a part of the IF, you do have other ways to involve your animals into this program. If you already have a llama or two that you will be showing and you want them to reap the rewards, and they will not have a nominated herd sire, you can - for a brief period of time, enroll them for life into the IF for a onetime fee of \$250.00. If you have a female you will be breeding, but do not want to nominate your herd sire, you could shop around for select herd sires that are nominated to the IF, and breed your female to that male and your resulting 2009 offspring will be eligible to be enrolled into the IF - by a certain age - for a onetime enrollment fee of \$100.00. If you do have a herd sire you will nominate, all offspring from him that have been born from 2006-2007, and will be born in 2008, are eligible to be enrolled into the IF, again for a limited time for a one time enrollment fee of \$100.00. Time is of the essence and you will want to watch the payment scale as with time, fee's increase. What you need to know: You enroll your llamas into the ILR IF once for life. Any ILR points earned in adult, open and novice classes by that animal will earn ILR IF year end payback. The Herd Sire nominations are done annually, and these males will need to be nominated each year.

Each year meaning that you nominate him annually for cria born during that nomination year. Not that each year you have to nominate him in order for your already enrolled offspring to remain eligible - this you do not do, as once you have enrolled a llama into the ILR IF, they are enrolled for life and no other fee's are ever incurred for their enrollment to remain effective. Your herd sire nomination fee will be based on the number of resulting offspring that may be enrolled into the ILR IF. For a brief time ILR is opening up to allow for retroactive herd sire nominations, and retroactive offspring enrollments, but that may be for this year only. This is to allow everyone an opportunity to participate and to enroll those cria we already have born on our farms. Even to enroll those yearling and coming two year olds we have that are tearing it up in the show ring! Another plus, is that ILR is also capping the herd sire



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nomination fee, to make this as appealing of an offer as they can, and to encourage many to climb aboard in this innovative trend in the livestock industry. This capped fee will not always be in place, but it is for this first year. The fee's mentioned here are the least amounts, at the beginning level of the fee scale. As stated, you will want to nominate and enroll as soon as ILR releases this information. They will allow some time, but you must adhere to this scale as fees do increase. Remember these words nominate and enroll. Nominate refers to herd sire's annual nominations, while enroll refers to offspring enrolled into the IF program for life. Another very important and pertinent piece of information is that in order for any ILR earned points to be tabulated towards the ILR IF payout, your animal must have been enrolled into the ILR IF BEFORE earning those points. You cannot go to a show, earn points and then decide you want *those* points to be counted towards your payout at the end of the year. Once you have enrolled your animal into the ILR IF, all ILR points that animal earns from that time on will qualify for payout status.

#### What are the benefits?

The benefits are many.

The benefits for the Nominated Herd Sire are as follows:

Potential earnings from points eared from enrolled offspring – 20% of all offspring winnings.

Advertising potential – nominated herd sires will be listed in Herd Sire Row on the ILR website and identified as being paid up in the ILR IF program. Links to their animal information and a link to the nominator's homepage will be included. Advertising in other venues could/should also include the notation that the sire is nominated into the ILR IF program.

Beginning in 2009, after the payouts for 2008 have been completed, the ILR IF earnings for participating herd sires will become part of the herd sires' records on the ILR website.

Experience in other species which use this type of program demonstrate that offspring of nominated herd sires bring a premium in the selling price and/or a marketing edge because the offspring are eligible to earn cash from placing in the show arena – above and beyond what they may have earned at participating shows and futurities.

Nominating a herd sire should increase the value of outside breedings because the offspring of females bred to nominated herd sires may bring a premium in the selling price and/or a marketing edge. Just the increased value of outside breedings may allow the owner to recoup the costs of their ILR IF investment.

#### The benefits for Breeding Females are as follows:

Breeding to a nominated herd sire may increase the value of the cria because the cria are eligible for the IF program and should bring a premium in the selling price and/or a marketing edge.

Breeding to a nominated herd sire will provide you with the opportunity to enroll the cria for a low rate at the same time you register it. Even if you chose to sell the offspring, you will remain its IF enroller and receive 10% of its program earnings for life.

Beginning in 2009, after the payouts for 2008 have been completed, the ILR IF earnings for all ILR IF females will become part of the females' permanent records on the ILR website. In addition, we will track and post the earnings of all the

participating offspring of all females and post the cumulative earnings on the ILR website

#### The benefits for Enrolled Offspring are as follows:

The current owner of enrolled offspring will receive 70% of any IF earnings of that llama over its lifetime.

The ILR registration papers and the ILR website will clearly show that the llama in question is participating in the IF program. This may increase the market value of the llama because they will have money earning potential for their entire lifetime.

On an individual offspring basis, if you own the Herd Sire and have nominated him, and you enrolled your offspring into the IF, and you are the listed owner as you show this animal, you will receive 100% of any IF earnings from that offspring.

All enrolled ILR IF offspring should be more marketable, again broadening your marketing edge.

#### Industry Benefits:

The ILR IF program should encourage llama owners to show their llamas more often and to show them for more years because they have the potential of receiving cash for any ILR points earned in the show arena.

ILR is continuing to develop this program and as they move forward information will be posted on the ILR website. You will want to pay close attention to the fee scale once it is up and running as that will determine the most affordable allotted timeframe to nominate and to enroll. At the time of this writing, the above information will continually be adjusted through ILR and the ILR board of directors will have final say.

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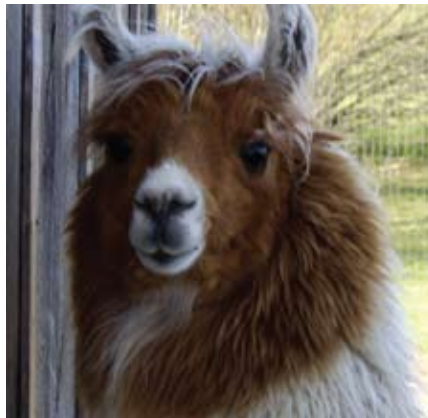
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## Wanted:

# Llama Babysitter

by Julie Sines



Have you ever needed to leave your farm and llamas for an extended period of time? If so, you realize how important the babysitter you leave with your llamas is. I personally found this out in December 2007. While on vacation to Florida for a week with my family, tragedy struck. My almost 3 year old, miniature junior herdsire, was severely injured the first day of our week long vacation. When my babysitter, Lorraine, went down to feed my males she noticed Wolf was laying in the barn and was not getting up to come for the hay. Being an experienced cattle breeder, she knew something was probably wrong and went to get him up. Wolf could barely move his hind end do to a fall on the ice

in the pasture. Lorraine immediately went to get her husband and they got Wolf up and put him in a stall by himself. She then made the call to me that every llama owner dreads receiving that one of my llamas was down. Throughout the week, while we were gone, she took care of Wolfie and took him to our llama vet and gave him the best care possible. Did I mention this was during the week between Christmas and New Years? When we finally got home, we couldn't believe how Wolf had changed since we left. We had left a male full of spunky personality to come home to a very ill llama. From the day we got home Wolf, our vet and us fought for 2 weeks for Wolf's life. He tried so hard, but in the end it wasn't enough. His bladder nerves had been damaged, along with his spine, in the fall and he eventually lost the ability to empty his bladder. Almost 3 weeks to the day of his injury, Wolf was gracefully put down. He has left a very empty spot in our hearts and our breeding program.

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