

Saturday, January 3rd, 2015
Board of Directors Meeting

Present: Randy Mittness, Don Schiefelbein, Mark Purfeerst, Dick Walser, Neil Johnson, Dusty Martin, Kari Scholtz. Absent: Bob Nord

Opened the meeting with the review of previous minutes and further discussion among board members present.

Treasurers report was given and the year end balances for the MN Angus accounts were as follows; MN Angus Association @ \$2,938.96; MN Angus Auxiliary @ \$2,568.30; MN Junior Angus Assoc. @ \$6,920.41. Discussion followed regarding the balances that are due both the Auxiliary and the Juniors by the men's association after the past years short fall. Don made a motion for the President and the Exec. Sec/Treas. to sit down with the leaders of the Auxiliary and Junior Assoc. to discuss repayment of debt over time. Mark second the motion. Motion passed.

Director positions expiring this year are the terms for Don Schiefelbein and Dick Walser. Neither of them is interested in pursuing another term. During previous discussions the question of limiting the number of terms that one individual is allowed to serve was brought up. The board members had open discussion and it was suggested that we bring it to a membership vote as follows; a present director should only be allowed to serve two consecutive terms (6 years total), then off the board for one year. At which time that individual would be allowed to run for a director's position again. It is required that board members be present at meetings and take an active role on committee's/activities. The rotation is currently for the positions of seven directors; 2 individuals elected 1st year / 2 individuals elected 2nd year/ 3 individuals elected 3rd year of the rotation cycle. Those individuals that have terms expiring will help to find individuals interested in running for their position. Membership email will be sent also as a way of notifying a broader membership base that may be interested in the positions open. We will also look at using our website to post the openings on the board in the future. Neil made a motion that we present the new guidelines to the members for a vote and Don seconded the motion. Motion passed.

Annual Meeting & State Sale Discussion; we had a Sale Focus Committee that met several times in an attempt to gather ideas and recommendations from a broader membership base and to explore options for the coming year. With their recommendations, the board has decided to move the sale from March to December of this year. The event will be held in Hutchinson at the McCloud County Fair Grounds. We will focus the event as an "Elite Female Sale". The breeders can showcase other genetics available at the farm with flyers or brochures. The Annual Banquet and membership meeting will also be moved to this same time and will be held at the Days Inn. The cattle industry is changing and the association must take a harder look at the purpose of the sale and focus on drawing a bigger interest from our membership.

Tom Burke did approach both Randy Mittness and Mark Purfeerst regarding his sale that is being help in March again. Tom invited the association to hold their annual meeting in conjunction with his sale in Rochester and offered a 1% of sales commission to do so. Randy shared his disappointment in the fact that he has not looking at what is best for uniting the Minnesota Membership. Randy felt that this was not the intension of the board to move their events to coincide with the Rochester Sale again, but to start fresh, so that the association can heal from whatever hard feelings there have been in the past. Tom said he would be mailing a letter to Randy that would outline his offer. Neil made a motion that we

thank Tom for his offer, but decline it after further discussion. Neil's motion also included that we move both the Annual Meeting and Sale to a fall event. Dusty second the motion. Motion passed.

Moving forward with the Minnesota Angus Calendar of Events for 2015; along with the rescheduling of our annual sale and meeting, the following events were discussed and we will look at making them official for our calendar for the coming year. No official motion or vote has been presented at this time yet. Will review at our next meeting prior to announcing to the membership.

- The board decided to host a membership picnic in conjunction with the Junior Field Day Show, which is typically held the 3rd weekend in June. (Father's Day Weekend) A brief meeting will follow, to keep the members abreast of association activities.
- We will also continue to host a membership meeting during the Open Class Weekend at the Minnesota State Fair. Our past meeting during this weekend was well attended. It is our intent to have this meeting more informal for open floor discussion.
- Annual Sale and Association Banquet will be held December 18th & 19th in Hutchinson. The Sale will be held at the McCloud County Fairgrounds and the Banquet will be held at the Days Inn. Combining the sale with the Red Angus Breeders is yet to be decided, but the option has been presented to us by this group and discussed with the Angus Board members. No official vote has been taken on how we want to move forward as a "Joint Sales Event".

The Angus Association has been approached about being the "Premier Breed" at the MN Beef Expo in 2015. We felt this would be a good way for us to start fresh as an association and help us promote the new sales event to be held in December. Board had further open discussion of ideas and opportunities that this event could lead to. Randy made a motion to accept this opportunity and was seconded by Dick. Motion passed.

Further open discussion continued on the following items, but all actions were tabled at this time;

- Champion Steer Event during Minnesota State Fair 4-H Weekend
- CAB Event Sponsorship
- Junior Field Day Host and Location. Schiefelbein's would consider hosting if no one steps forward.
- Cull Cow Sale Fundraiser by members
- National Events discussed and Don encouraged better attendance by Minnesota Members

Executive Secretary/Treasurer wage compensation was discussed for the upcoming year. In the past this has been a paid position. Kari shared with the board members that she is willing to donate her time to the association the first year and we will revisit this during our annual meeting in December.

Membership Letter will be drafted and sent out to our members outlining the direction of our association. A calendar of events will be listed, along with our mission to better serve our membership base. Meeting was adjourned.

Respectfully Submitted,

Kari Scholtz
Exec. Secretary/Treasurer

January 3, 2015

Meeting with Red Angus Board Followed;

Present; Paul Ferman, Ron Berg, Ashley & Mike Nordlund, Darren Nelson

Discussion was primary looking the possibility of the two associations sharing the sale site and event to share costs.

It was agreed by both boards that the numbers have been down the past few years and we have to look at ways to cut costs. The sales needs to highlight Elite, High Quality Females that are halter trained. Hutchinson does not work well for loose cattle. It was suggested that the individual breeds will have their own sales manager, but the auctioneer will be shared. The two committees would like to look at co-op advertising/promotion and possible sale book

DV Auction was discussed as an added benefit by both organizations and use of the video marketing would allow us not to have to run the animals through the ring. During the videoing and selection, it allows for better public relations with the members and guarantees the quality desired. Since we are holding the sale in December is also adds an "Insurance Policy" encase of poor weather.

Both boards agreed that the commission to the breeders have run about 15% and no less. They do not want to see that having to increase.

A committee was appointed from both associations to **work together to explore how we can work together on the details for the event.** Those individuals were; Dusty Martin, Neil Johnson, Paul Ferman, Mike Nordlund, Darren Nelson, Kari Scholtz, and Glenn Johnson. A conference call has been scheduled for Tuesday, January 20th at 8:00pm for the committee members to continue discussions.

Kari has contacted Randy Starky at the McCloud County Fair Grounds to lock down the date and the Days Inn in Hutchinson has been contacted about hosting our Annual Banquet there.