

**United Suffolk Sheep Association
February Board of Directors Conference Call
February 13, 2019**

Board Member Present: Secretary, Amanda Everts and the following directors: Blair Summey, Greg Ahart, Gayle Lucas, Tom Burke, Matt Beals, Bill Royer, Jeremy Geske, Gary Hoskins, Randy Hodges and Brenda Reau.
Absent: Bill Gergen, Bret Henderson

Approval of the Agenda

Jeremy Geske made motion to approve the agenda. The motion was seconded by Randy Hodges. The motion carried.

Approval of Meeting Minutes

Jeremy Geske made motion to approve the January November meeting minutes. The motion was seconded by Brenda Reau. The motion carried.

Secretary's Report

Secretary Everts reported that the NAILE judging polls were mailed and annual dues notices have been sent. Work has begun on the 2019 Breeders Directory and will be sent to the printer by April 1st. Committees were asked to review the information that is included in the directory and provide any changes to Amanda by March 20th. Amanda reported she will be going on maternity leave the end of February/beginning of March. Amanda presented registration projections for the year based on a 5 year history of what has been processed this fiscal year to-date. Registrations and transfers will be significantly down this year. Blair Summey moved to approve the Secretary's report. The motion was seconded by Bill Royer. All in favor, motion carried.

Treasurer's Report

Bill Royer reported that he, along with Jeremy Geske and Amanda Everts, had a meeting with the Association's investment account manager. The investment account was down 7.1% for the year, which was typical for investments for that year. The account has made up some of those loses as the market has been better the last few months. The investment balance is about \$226,193. Bill, along with the investment account manager feels that the current investment profile is how we should continue to invest. Randy Hodges moved to approve the Treasurer's report. The motion was seconded by Jeremy Geske. All were in favor, motion carried.

Junior Report

Amanda reported that the junior had a meeting in January. They were going to re-work the sponsor sheet and were finalizing the class list for the AAJS. Their next meeting will be in March.

Committee Reports

By-Laws – No report.

Youth Promotion – Amanda Everts reported on Bret Henderson's behalf that committee will meet prior to the March meeting. They will discuss any changes that need to be made to the futurity.

Budget – Bill Royer reported that income. Expenses are being held to a minimum. Our part time employee may have some additional hours during the time Amanda is on maternity leave. The Finance Committee met in January and looked at the registration and transfer projections at that time. The committee discussed the following ways to increase revenue including online sale commission, directory ad sales and increase website advertising. The best way is to increase registrations, transfers and memberships which accounts for about 80% of the association's revenue. Ways to decrease expenses include eliminating the Association subsidizing the Hall of Fame/Annual Meeting Dinner banquet or find sponsors to cover some of the costs of the banquet, reducing credit card fees and implementation of convenience fee for credit card payments and no longer purchasing t-shirts for the juniors that attend NAILE (the juniors will be offered to take on this expense if they

would like). More promotional items will need to be purchased this year and it's possible that the Association's share of the NAILE premiums may increase. There will be another finance committee meeting the end of March.

Ambassador/Queen – Tom Burke reported that the Association has a very good Suffolk Queen this year and will search for a new one for the next year.

Breed Improvement – Brenda Reau reported that the directors should have received an attachment with the meeting materials that outlines the event schedule. Superior Farms as well as some breeders are willing to support the cost of the meals. A brochure and flier will be created to promote the event. The bulk of the event costs will be paid by the Association's Let's Grow grant. The cost of the meals will need to be covered from outside sources and not grant funding. She will explore if the event can be recorded or available to watch online.

Hall of Fame – Randy Hodges provided the directors the revised selection criteria which removed the requirement of being a breeder for 40 years and that the candidate must continue to raise Suffolks. Bill Royer made a motion to adopt the selection criteria with the change that the committee will select up to 4 names to the board. Names submitted would not have to represent each of the 4 USSA districts. The motion was seconded by Tom Burke. A roll call vote was taken; All were in favor: Summey, Ahart, Royer, Lucas, Burke, Geske, Hoskins, Reau and Hodges. Motion passed.

Scholarship – Blair Summey asked that the board review the scholarship applications. Once the current applications are reviewed by the board the committee will have a meeting.

Hospitality – No report.

Online Sale – Jeremy Geske asked for input on the email he sent out.

GAP – Bill Royer reported that we've started to advertise the GAP program. 63 head have been submitted for registration from South Dakota. He asked directors to encourage individuals that qualify for the program to consider enrolling. President Beals reported that he and Amanda decided, due to budget concerns, that at this time GAP information will be entered manually and no changes will be made to the registration program.

Old Business

Midwest Stud Ram Sale

Jeremy Geske reported that the MWSRS still needs to confirm if the USSA is allowed to have a sifting committee. The MWSRS management plans to crack down on sheep entered with health issues. The approved breed profile information will be submitted to sale management as written.

New Business

Business Practices

Bill Royer presented the board documents detailing account write-off procedures and business procedures. At this time the association does not have any board approved policies in place.

Blair Summey made a motion to accept the business procedures. The motion was seconded by Gayle Lucas. A roll call vote was taken; all were in favor: Summey, Ahart, Royer, Lucas, Burke, Geske, Hoskins, Reau and Hodges. Motion passed.

Blair Summey made a motion to accept the account write-off procedures. The motion was seconded by Randy Hodges. A roll call vote was taken; all were in favor: Summey, Ahart, Royer, Lucas, Burke, Geske, Hoskins, Reau and Hodges. Motion passed.

NAILE Open Show Classes

Amanda Everts discussed the open show and junior show classes currently listed in the NAILE premium book. She suggested the board review the classes and premiums offered and consider making adjustments to the classes so that equal classes were offered between fitted and slick and premiums were equal as well. President Beals asked Gary Hoskins

to chair the NAILE Show Committee and work with Amanda and anyone else who wants to be on that committee to review the premium book and bring back recommendations to the next board meeting.

Grow & Improve the Suffolk Breed

Matt Beals reminded directors that at the NAILE meeting the board approved a motion that once per quarter the board will discuss ways to grow and improve the Suffolk breed during the regular monthly meeting. The upcoming March meeting this topic will be discussed. President Beals asked directors to brainstorm and bring any thoughts to that call.

Randy Hodges made motion to adjourn the meeting at 8:31pm. Motion was seconded by Jeremy Geske. All in favor. Meeting adjourned.

Approved June 6, 2019.