

United Suffolk Sheep Association

Board of Directors Meeting

November 16, 2010, 8:00 am eastern time, NAILE room C111

Board Members Present: President Bob Wagner, Vice President, Randy Hodges, Treasurer, Richard Schambow, Secretaries, Annette Benson and Amanda Everts and the following directors: Donna Mays, Gary Hoskins, Toby Bender, Gerald Clair, Tom Burke, Bill Gergen. Absent: Jake Falleson, Diane Conaway and Jim Caras.

The meeting was conducted by President, Bob Wagner.

President Wagner called for any corrections to the minutes from September 14, 2010 board meeting and there were none. Gerald Clair made a motion that board accept the minutes of the September 14, 2010 board meeting. The motion was seconded by Donna Mays. The motion passed.

President's Report

President Wagner introduced the new Executive Secretary, Amanda Everts. Secondly, he noted that the national sale will be held at the Cow Palace in the future. Lastly, the new registration program is moving forward. The program should have something to review within 2 weeks and up and running within one month. With this new program there will be online registration and the server will be off site and allow members to view pedigrees online. A major advantage is that if the secretary has the software on a laptop and a portable printer, registration papers can be printed anywhere. Finally, President Wagner thanked Annette Benson for her many years of service to the USSA.

Secretary's Report

Secretary, Annette Benson reported that USSA registration numbers are down as compared to years past, however the USSA is financially in good shape. To date, the bank balance of the USSA is approximately \$29,000. Secretary, Amanda Everts thanked the Board of Directors (BoD) for the opportunity to be the USSA Executive Secretary. Amanda has spent the first few days as the Executive Secretary at the NAILE meeting USSA members and helping with events. President Wagner recommended that the BoD make motion to allow Amanda Everts to purchase a new camera with a budget of \$800. Bill Gergen moved that action be taken. Gary Hoskins seconded the motion. The motion passed.

Treasurer's Report

President Wagner noted a change for the financial statement. Due to the timing of when the annual financial statement was printed, payroll had not been included for September. The cost of payroll that needed to be added to the annual financial statement was \$4277, not \$3600. Treasurer, Richard Schambow, reported the USSA is financially in good standing with a positive balance of \$12,000 for the fiscal year. Treasurer Schambow noticed that staff travel was higher than normal, however further investigation showed that employee year-end bonuses and purchase of embossers were allocated with travel expenses. With funds reallocated appropriately, employee travel was around \$2,000 which is similar to years past. Gary Hoskins moved that action be taken to adopt the Treasurer's Report. Gerald Clair seconded the motion. The motion passed. Rich Schambow recommended that a complete audit of the USSA financials be done in Iowa before the bookkeeping is transitioned to Amanda Everts. Bill Gergen moved that action be taken. The motion was seconded by Toby Bender. The motion passed.

UJSSA Report

Taylor Peck, President of UJSSA reported the UJSSA has been busy planning and fundraising including a raffle, silent auction, sponsor sheets and there was a puppy auctioned in which proceeds will go to the 2011 Junior Suffolk Show to be held in Harrington, Delaware. She stated there are many activities planned including a trip to the beach, crab feed, and a three on three basketball tournament. Kyle Thayer will be the judge for 2011 Junior Suffolk Show. Future venue options for the 2012 Junior Suffolk Show include invitations to Chillicothe, MO, Brookings, SD and Des Moines, IA (with All American). Additionally, UJSSA President Peck thanked the senior board for the travel mug donation.

Committee Reports

Budget

Richard Schambow discussed the proposed budget for 2011 that was provided to the BoD, stating it may be a little different this year due to unknowns associated with the transition of the USSA office to Iowa. Randy Hodges added that the proposed budget was based on 9,000 registrations. Bob Wagner explained that Greg Deakin has again agreed to selling four pages of the directory to the USSA at half price. Those four directory pages will be auctioned off at the annual meeting with proceeds going to the USSA.

Website

Chairman, Toby Bender, encouraged the BoD and members to provide new information for the website. Members should check the directory on the website to make sure their contact information is current. For any changes that need to be made, inform Amanda Everts. Bob Wagner encouraged the use of the website with informational content. Several BoDs felt it was extremely important to keep changing the content of the website to encourage viewers to continue to check the website. A lengthy discussion followed about member contact information being on the website and internet security.

Bylaws

Chairman, Randy Hodges reported that there are a few articles that should be considered for revision. Hodges stated that these revisions will be recommended to the new board.

Promotions

Toby Bender informed the BoD of a request for the USSA to provide more promotional materials to range ram producers. Toby Bender then called on Tom Burke whom reported that 250 posters were printed and three have been framed and will be auctioned off at annual meeting to cover the cost of printing. Additionally, pennants are available to all members and there have been two large banners printed for the Suffolk's 200th birthday and to commemorate Annette Benson. President Wagner commented that the promotional mugs turned out great and are to be distributed to members during this week's events. Diane Russell, USSA member, requested the BoD to create Suffolk stickers that could be used to apply to meat packages sold at farmers market and a short discussion followed. Toby Bender made a motion that the association purchase stickers and the stickers will be for sale to members of the association at cost. Bill Gergen seconded the motion. The motion passed. Gerald Clair recommended that a marketing committee be created at the new BoD meeting. There was discussion about USSA having more presence with the range ram and commercial production events. Larry Pauly suggested that a representative from the association should be present at the major range ram sales. Additionally, the BoD would like to provide a best consignment banner for range ram sales for the consigner and the buyer. To promote range ram production, range ram sales will be advertised on the USSA website.

Futurity

Annette will forward the results to Rich Schambow and he will tabulate then communicate the results. The results should be posted within a few weeks.

Louisville Slick Shorn Show

There are 36 rams and 62 ewes entered in the 2010 Suffolk Slick Shorn Open Show. The entries for the 2010 Slick Shorn Show were up from years past, however, there is still room for growth. A lengthy discussion followed about state fair slick shorn shows, judging guidelines, funding and how the slick shorn show was designed.

NAILE Junior Market Lamb Show

Chairman, Bill Gergen reported that there were nine eligible lambs for the \$1500 that was to be rewarded to the Champion and Reserve Champion Suffolk Market Lamb. The 2010 Champion and Reserve Champion Suffolk Market Lamb purchased a certificate and funds were rewarded. Next year the USSA will again provide money to eligible participants of the NAILE Junior Market Lamb Show, however the committee is going to investigate other ways to distribute the money amongst more exhibitors.

Louisville and National Sale Judges

The current BoD deferred the nomination for NAILE and National Sale judges to the new BoD. President Wagner noted that Jim Brandt should be recommended to the new BoD to judge the National Sale in Ohio in 2011.

Past Records /Old Office

A lengthy discussion was held about old registration papers, records and historical documents located in the Newton, Utah office. Gerald Clair made motion to keep the present records to 1998, however, any member can request their old records at their cost (hourly rate of \$20 plus shipping); request is good for 6 months; the association will pay rent until July 1st for the building in Newton, Utah an article in the banner will ask for volunteers to store the old records, if no one comes forward the records will be destroyed. Donna Mays seconded the motion. The motion passed. The committee will continue to research other options to store these documents as well as a firm in Wyoming.

Other New Business

Gary Hoskins reported that the Iowa Suffolk Association is planning to host a regional junior show held during the Iowa State fair and is requesting financial support from the USSA BoD. It was moved to donate \$250 to the Iowa Suffolk Association for support of the regional junior show to be held at the Iowa State Fair. Gerald Clair moved that action be taken. The motion was seconded by Toby Bender. The motion passed.

Gerald Clair made motion to open all conference calls to presidents or designee of state or regional associations. The motion was seconded by Richard Schambow. The motion passed. Amanda Everts will gather contact information of presidents of state and regional associations and inform them of upcoming conference calls. Amanda Everts will also research different options for conference calls.

Toby Bender resigned as a District 3 Director due to time conflicts and the inability to serve the association. The resignation was regretfully accepted by President Wagner. Gary Hoskins made motion that Rich Schambow fulfill the vacant director seat for district 3 for one year. Randy Hodges seconded the motion. The motion passed.

Randy Hodges made a motion to adjourn the meeting. The motion was seconded by Richard Schambow. The meeting was adjourned.