

**United Suffolk Sheep Association
Board of Directors Meeting
Sedalia, MO
June 26, 2014**

Board Member Present: President, Rob Zelinsky, Vice-President, Bill MacCauley, Treasurer, Rex Quam (phone), Secretary, Amanda Everts and the following directors: Keith Pumphrey, Donna Mays, Paul Skartvedt, Bill Royer, Diane Russell, Amanda Dobson and Larry Pauly. Board Members Absent: Virginia Gergen and Lisa Webster.

Approval of Meeting Minutes

President Zelinsky called for any additions or corrections to the minutes of the February Conference Call, there were none. Paul Skartvedt made a motion approve the minutes of February Conference Call. The motion was seconded by Donna Mays. The motion passed.

Secretary's Report

Amanda Everts reported that the office has been fairly slow which can be a concern this time of the year. She provided the board with current registration numbers – it was noted that these numbers can change rather quickly this time of year. The current profit and loss statements shows a profit of \$10 for the year, last fiscal year-to-date profit was \$8700. Amanda stated that the amnesty will bring in additional registrations; generally the amnesty program is used by members to catch and register sheep the missed over the years or used to register all their sheep born in the past couple years. Diane Russell made motion to accept the Secretary's report. The motion was seconded by Keith Pumphrey. The motion carried.

Treasurer's Report

Rex Quam asked that Amanda Everts discuss the specifics of the Treasurer's report. Amanda Everts reported that the to-date profit and loss statement shows a profit of \$10.84. The current checking account balance was \$12,444. There was a brief discussion the amnesty program and tracking the amount of amnesty work submitted to the office. Bill Royer made motion to accept the Treasurer's report. The motion was seconded by Donna Mays. The motion carried.

UJSSA Report

Amanda Dobson reported that planning is going well for the junior show in Kansas. Currently there are 80 exhibitors and 270 sheep pre-entered to attend this year's junior show. President Zelinsky stated that he was pleased to see that the juniors have done well with their fundraising efforts this year.

Committee Reports

By-Laws

There was a brief discussion in regards to Amanda Everts title and her ability to sign documents on behalf of the association as some entities are not accepting Executive Secretary as an authorized title for document signatures. Keith Pumphrey reported that if Amanda's title would be changed to Executive Director, the title would then be acceptable for signing on behalf of the association. It was discussed that the board has the authority to make a title change. The committee will investigate if a change needs to be made to the bylaws and report back at the next meeting. Keith Pumphrey made a motion to change Amanda's title to Executive Director. The motion was seconded by Paul Skartvedt. The motion passed.

Futurity

Chairman, Rex Quam reported that the futurity winners will be announced at NAILE, immediately after the Open Suffolk Show. This will help increase the visibility of the futurity program.

Marketing/Promotion

Chair, Diane Russell, discussed the outlined marketing proposal presented to the board with discussed updating the USSA website, creating a new brochure, logo, flock books and print ads. The proposal refers to using a media company

to do all components of the association's marketing in a coordinated fashion. There was a brief discussion about including something in the brochure that would require an individual to keep it. The marketing committee sees this project as a capital investment and the funding would come from the investment account. The annual fees and printing would be then be a part of the budget. Diane estimated that the cost for all of the items in her proposal would be about \$6300. It was also discussed to create one or two pull-up displays that were easy to transport that directors and members could request to use for promotional displays in their state/region. Bill MacCauley made a motion to use \$10,000 from the investment funds to pay for the upfront costs of creating the promotional items. The motion was seconded by Larry Pauly. The motion passed.

Budget

Tabled to next meeting.

Scholarship

No report.

Hospitality

Amanda Dobson reported that there will be a free sub lunch held at the Suffolk booth at noon on Friday, before the Suffolks sell. Keith Pumphrey reported that the Suffolk display was exhibited at the All-American Nugget Sale and free items such as pens were made available.

Ambassador

Taylor Peck thanked the board for the opportunity to serve as Ambassador and she looking forward to the upcoming junior show.

NAILE Market Lamb

Paul Skartvedt reported that flyers will be posted around the Midwest Sale before the wether sires and dams sale advertising the NAILE market lamb program.

Hall of Fame

The Hall of Fame was tabled for executive session following the board meeting.

Performance

Larry Pauly stated there was a copy of the meeting minutes from the performance committee provided. The committee will be having another meeting in July at the NSIP sale. With NSIP and performance testing, these programs and data will help link USSA with goals of ASI and the American Lamb Board. It was reported that new or inactive flocks will have flock fees waived for one year for the NSIP program. There was a brief discussion about the NSIP indexes and how the data can be linked to the association. Funding will be requested to sponsor some of the efforts of the performance committee.

Old Business

NAILE Open Suffolk Show Awards

Amanda Everts reported that all of the existing awards have been sponsored for the NAILE Open Suffolk Show except for the slick shorn pair/group classes.

Diane Russell reported that the NAILE committee voted to adopt all of the changes for the Suffolk Open and Junior Show.

Percentage Registry

Diane Russell made a motion to consider 88% and higher as a purebred Suffolk to open the topic up for discussion. A lengthy discussion followed on the USSA percentage registry and what percent should be considered pure. It was stressed that breed standard should be followed if this percentage changes. There was no second to the motion. This topic was tabled to the next board meeting.

New Business

UJSSA Checking Account

Amanda Everts reported that the bank has requested that the legal documents on file for the UJSSA checking account be updated. Currently the checking account is linked to a federal number that is an old id number. The UJSSA lost their own independent non-profit status several years ago and now goes under the USSA's blanket. Ultimately the UJSSA is a named checking account under the USSA. In order to update/correct the records it was suggested to close the old account and open a new checking account. The board agreed this would be the easiest way to correct the problem. Paul Skartvedt made a motion that Amanda Everts closes the current UJSSA checking account and opens a new checking account under the USSA. Keith Pumphrey seconded the motion. The motion carried. When Amanda closes and reopens the account, she will have the business banker email the executive committee the closing amount and opening amount for the accounts.

California Ram Sale

Larry Pauly reported that the California Ram Sale has asked the USSA to sponsor an award for the Top Suffolk Pen of registered bucks. The same award could be sponsored for the Utah Ram Sale. This topic will be revisited at the next meeting.

Reno Junior Show

Keith Pumphrey and Larry Pauly reported that next year there are plans to possibly have a junior show on Sunday following the All-American Nugget Sale. The support from the USSA would come in sponsoring awards.

Transfer of Leased Sheep

Amanda Everts reported that a member has asked about transfer fees applying to leased sheep. It was general consensus by the board that the transfer fee applies to leased sheep.

Cyber Liability Insurance Policy

Amanda Everts reported that at this time the association does not have insurance to protect against data and credit card theft. A policy can be purchased for around \$2000 per year with a deductible of \$10,000. The board agreed that the policy would be too expensive for the association to purchase.

Annual Meeting

The board discussed the 2014 annual meeting. The board members agreed that they like the way things went last year and would like to see the same again this year. The event needs to be advertised to encourage attendance. The annual meeting will be held the evening of Monday, November 17th.

There was a brief discussion on what is considered acceptable ownership for bred and owned classes at the national junior show. Board members were in agreement that sheep needed to be transferred into the junior's name if the sheep are in the ownership of the grandparent's. The rule will stand for this year and senior board can discuss at a later time for future shows.

Motion was made by Bill MacCauley to adjourn the meeting. The motion was seconded by Donna Mays. The meeting was adjourned.

During Executive Session it was determined that the following individuals will be honored as the 2014 USSA Hall of Fame inductees: Andrus Suffolks, Ken & Jim Andrus; Andy Asberry; Tom Burke; Jim & Jackie Caras; Glen "Sadie" Hawkins and Joy Hawkins; Marvin & Sandy Heupel; Joe Holbrook; Bob Kimm; Norman Olsen Family; Tom Slack, Slack Club Lambs.

Minutes approved September 20, 2014.