

**Michigan Angus Association Board of Directors Meeting
November 7, 2012 at the MSU Judging Pavilion
East Lansing, Michigan**

Present: Monte Bordner, Lisa Bohlen, Chuck Preston, Steven Fitzner, Kirk Sterzick, Ken Geuns, Bob Zellmer, Ed Dawson, Kevin Beckington, Jonathon Taylor, Dave Lutchka and Nancy Thelen.

President Monte Bordner called the meeting to order at 7:05 p.m. Dave Lutchka moved to approve the agenda as printed, motion seconded by Ed Dawson and passed.

Minutes: Chuck Preston moved to approve the minutes from the September 5, 2012 meeting. Motion seconded by Ken Geuns and passed.

Treasurer's Report and Budget: Lisa Bohlen reported the checking account balance is \$77,151.56 and the CD balance is \$5,955.68 for a total of \$83,107.24. The checking account will have approximately \$20,000 in it after all the Black Bonus checks are paid out. Details are listed on the sale report. Ed Dawson moved to accept the treasurer's report. Motion seconded and passed.

American Angus Association Report: Scott Foster was unable to attend the meeting.

Committee and Other Reports

Annual Banquet and Annual Meeting – John MacMaster will not be chairing the annual banquet in 2013. There was discussion on checking out Country House Catering in Okemos. Dave Lutchka moved to hold our annual meeting and banquet at Gene Davis and Sons in Jackson on Sunday, March 10, 2013. Motion seconded by Ed Dawson and passed. Monte asked Dave to reserve the date and chair the banquet.

Auxiliary – Kris Boehmer sent an update on the Auxiliary. She has submitted Michigan's information for the American Angus Auxiliary annual report which will be given in Louisville. Kendra Merriman was selected to be one of five young ladies to vie for the 2013 Miss American Angus. The selection activities will be held in Louisville and all were invited to attend the speeches on Sunday, November 11th.

Bull Test – Monte Bordner reported there are 61 Angus bulls on test. Monte will visit with consignors about doing an ad in the Angus Bulletin. The Association could also take out a business card size ad for \$530 per year. We may also want to consider doing an RFD ad.

Beef Expo – Cliff Simmons attended the Beef Expo committee meeting on November 5th representing Merle Boehmer on the committee. On behalf of Clifford, Lisa reported the Beef Expo committee was determining where the Angus cattle would be in the show and sale order. MCA will get back with us. February 5th is the deadline for ads in the MCA magazine. We may want to do an ad in December also. A commercial heifer group may be added to Expo.

In reference to Expo, Monte shared that he had checked with Bill Sheridan on managing our sale. This would include placing the advertising, compiling the registration certificates and all other required information and putting it in envelopes for each lot, and getting the bills and invoices in so the sale would be ready to be settled. Bill would get back with him on the fee. Could perhaps use interns to help get cattle to the ring. Rebecca VanDenBerg will process the sale nomination information and submit necessary information for the catalog. Monte recommended that Ken

Geuns chair the Expo sale committee. Bob Zellmer moved to have Ken chair our Expo committee, motion seconded and passed. Ken will have other commitments on Friday and Saturday of Beef Expo so please let Ken know if you can help out. Kirk Sterzick volunteered to help. It was suggested that a checklist be done to ensure that all papers are collected prior to the sale. Steve Fitzner shared the need for the northern Michigan breeders to know what the health requirements are for Expo. Ken will check with Country House Catering in Okemos on a cost for providing appetizers for 100 people for the Angus reception held on Friday late afternoon/early evening.

Commercial Opportunities – Bob Zellmer reported that there have been requests for calving books. Monte had a quote of \$.99 each, but it was suggested to also check with the American Angus Association and other sources. Bob moved to produce a MAA calving book that could be mailed to breeders and past bull buyers. Motion seconded and passed. Bob will chair the project.

Chuck Preston reported that 223 Angus source verified calves sold at the West Branch feeder sale. They represented about 1/3 of the sale, and brought \$1.45 to \$1.72 more per pound than the other calves. Chuck will do an article for the next newsletter on this success story. There is also an MCA program that would dovetail with the Angus source verification.

Fall Sale – Lisa Bohlen went over the sale report. She is still waiting for a few payments. There was a flat fee of \$126 per lot which covered advertising, the catalog and postage; plus auction fee commission of 8.935%. Dave Lutchka moved to accept the Black Bonus Sale 2012 report. Motion seconded and passed. Many thanks to Omega Farms for again hosting the sale and providing many extras. Lisa distributed checks to consignors who were at the meeting.

Monte Bordner reminded us that the list of those who registered to buy at the fall sale needs to be forwarded to the Cattlemen's so they receive an Expo catalog. He also asked if the 2012 Expo buyers have been added to our list, and they have.

Field Day – John MacMaster will host the 2013 field day if no one else is able to. John's offer was accepted and Dave Lutchka moved that the association provide up to \$500 for field day expenses. Motion seconded and carried.

Junior Members – No report. Nancy Thelen did share that Merle Boehmer had received a call from a Nebraska Angus Association representative asking if Michigan might be interested in working with Nebraska on the 2016 National Junior Angus Show which will be held in Nebraska. We may be interested, but will work with our juniors as more information becomes available.

Newsletter – Nancy Thelen announced the next newsletter will go out in early December. Articles and information are due by Thanksgiving.

Preview Show and Awards – No report.

Communications/Website – Rebecca VanDenBerg suggested that the classified ads on the website be free for MAA members. Dave Lutchka moved to drop the current charge and provide the classified ads which meet the website guidelines at no charge to members. Motion seconded by Chuck Preston and passed.

20:20 Vision – The approval of the updated vision will occur in the future.

Any Other Committee – Chuck Preston moved to have a committee, chaired by Ken Geuns, to look at our sales to develop a checklist and details related to the sales. Motion seconded and passed. Chuck, Nancy, Merle and Lisa can help provide information.

Old Business:

- Number of Directors on the board – Monte shared that John MacMaster will be emailing a resignation.
- Association Logo – Monte will ask Kelli Fulkerson to work on some additional logos.
- Any Other – Nancy asked if breeders ever heard from potential buyers who had contacted the association regarding cattle for sale. A few had followed up with the members.

New Business:

- 2012 Committee Assignments – the only change will be Ken Geuns chairing the Beef Expo committee.
- American Angus Association Annual Meeting - Our Michigan delegates to the AAA annual meeting are Scott Foster, Monte Bordner, and Dave Hawkins. Alternates are Dave Lutchka, Cody Sankey and Bob Zellmer. There are ten candidates vying for five AAA board of director positions. Dave Lutchka moved that our delegates support Scott Foster and Don Schiefelbein for an AAA board seat. Motion seconded and after discussion was defeated due to concern over tying the hands of our delegates.
- 2013-14 Michigan Angus Directory – Nancy Thelen obtained a bid from the previous printer and the quote is slightly lower than two years ago. The executive committee will update the bid information for potential editors. A motion was made, seconded and passed to have the executive committee set the ad prices.
- Angus breeder's page in the MCA magazine – Nancy reported the cost for the MCA ad package will remain the same as in past years. Chuck Preston moved to leave the breeder ad cost at \$75 as long as it covers the cost of our advertising contract. Motion seconded and passed. Please let Nancy know if you want to continue to have a breeder's ad in 2013.
- Any other new business – In the future Kirk Sterzick will provide information on the heifer international project.

Next Board Meeting & Adjournment – The next board meeting will be held on Wednesday, January 16, 2013 at 7 p.m. at the Pavilion. Ken volunteered to reserve the room. With no further business the meeting was adjourned at 9:15 p.m.

Respectfully submitted,

Nancy Thelen, Secretary