

## **Virginia Angus Association Board Meeting Minutes**

### **April 6, 2010**

In attendance: Jerry Gustin, Jason Pratt, John Wilkins, Roger Scott, Jess Herbers, Jon Repair, Tom McCall, Keith Shifflett, Barry Holland, James Young, Pete Henderson, Rebecca Funkhouser

Not present: Kevin Fleenor, Jeff Kaufman

A new board member orientation was held from 10 until 11:05 a.m. President Jerry Gustin discussed general board information with the new directors including the mission of VAA, responsibilities of board members, the different committees and their responsibilities, meetings and attendance and activities of Virginia Angus.

The regular board meeting was called to order at 11:05 a.m. The board then immediately went into executive session.

After the executive session, board members read the minutes of the previous meeting. A motion was made and seconded to accept the minutes as present.

Jason Pratt gave the treasurers report. A brief history of the 2009 financials was discussed for the new members, and then the current financials were covered. A discussion was held about outstanding accounts receivables. A motion was also made and seconded that a letter would be sent with every invoice over 60 days, indicating that Virginia Angus has adopted a policy to take the necessary steps to collect outstanding invoices.

Rebecca Funkhouser gave the Executive Director report. She reported on past and upcoming sales. Rebecca also discussed some concerns with the Virginia Junior Angus accounts and the difficulty in access the information needed for the end of the year financials and tax purposes. Rebecca also gave an updated membership count, it is as follows: Category I (Commercial)– 81, Category II (Purebred)– 240, Category III (Sustaining)– 28, Category IV (Industry)– 1, Category V (Out of State)– 43, Category VI (Collegiate)- 0. Eight new members have joined Virginia Angus since January 1, 2010.

Rebecca and Jon Repair then gave the Breeder Show report. The date for this year's Breeders Show is June 18-20 at the Rockingham County Fairgrounds. The Junior and Open books will be combined into one book this year, and there will be an embryo auction held on Saturday evening in conjunction with the dinner. The embryos will be donated by breeders, the proceeds will be split between the breeder that donated them and the Breeder Show. The deadline for entries is May 10, 2010. The board was encouraged to contact anyone who may be interested in helping to sponsor this years Breeders Show. It was also reported that there will be no un-haltered classes this year.

Jerry Gustin recapped the Annual meeting. He extended a thank you to everyone who helped to make this year's meeting a success. He also mentioned looking into changing the Annual Meeting schedule, and indicated that he and James Young, President Elect, would discuss different options.

Under member services, the office staff was asked to provide a list of new members to the board members so that directors could call and welcome all new members.

Pete Henderson gave the grounds and maintenance report. He gave a brief history of grounds and maintenance for the new board members and indicated that for 2010 \$400 has been spent so far, on snow removal and filters for the water. In addition, he indicated the need for another outside clean-up day. The board decided to do this in conjunction with the next board meeting.

Jerry Gustin then discussed this years handbook. VAA is saving approximately \$10,000 by doing the handbook layout in house and negotiating the price with Don.

Under BCIA, the March 27<sup>th</sup> sale at the Southwest bull test station went very well. The Angus bulls averaged over \$2200. The bulls were semen tested 3 times, and 40 bulls were deferred.

Under Angus Source, Jess Herbers was asked to look into the profitability of having an Angus Source Sale as a benefit to VAA commercial members.

Pete Henderson then discussed the field day and emphasized that it was a goal this year to have the Field Day make money, possibly through the golf tournament. Jerry Gustin is currently working on speakers for this year's Field Day; once the panel is confirmed, the topic will be discussed.

Rebecca and Jon Repair discussed the Angus Tour – the tentative schedule was presented.

Under Regional Associations:

NVAA will be holding a meeting on April 13<sup>th</sup> to discuss their upcoming fall sale, which will be held at Locust Hill Farm on October 23, 2010 and their Field Day, which will be held in conjunction with the VAA Field Day.

Shen Valley reported that their Annual Meeting, held March 19 was a success. They are starting a co-op for different products including semen for their members. Their spring sale has been cancelled due to lack of numbers.

Central Virginia members have been invited to join the Shen Valley Association to increase participation for both associations.

Southside reported a very successful Annual Meeting as well with approximately 42 people in attendance. Their fall sale is scheduled for November 13 at Locust Level Farm, and they will be helping to sponsor the social at this year's Breeders Show.

Southwest will be holding a spring sale on April 24 where they will sell approximately 50 bulls and 50 females, and their fall sale has been scheduled for October.

Under Old Business:

James Young attended an Animal ID Group meeting in March. Virginia Angus will present information to their members as it becomes available to help keep them informed.

Next board meeting is set for May 11, 2010 at 9:00 a.m. and will be in conjunction with the outside clean up day.