

**Virginia Angus Association Board of Directors Meeting Minutes for
October 19, 2011**

President James Young called the meeting to order with the following members present: James Young, Pete Henderson, Jess Herbers, Jerry Gustin, Tom McCall, Steve Jones, Paul Bennett, Terry Martin, and Felicia Roberts. Absent: Jason Pratt, Anne Cardwell, Keith Shifflett, Buddy Shelton, Kevin Fleenor, and Jason Arehart.

Secretary's Report: The secretary's report from the last meeting was reviewed and approved.

Treasurer's Report:

Pete Henderson and Felicia Roberts provided segments of the report. Most significant aspects follow:

Field Day and Breeders' Show made money. Cash flow is positive as is balance in account. Budget review indicates we may have a profitable year as of current projections. After reviewing dues payable, the board voted to approve motion that if dues are not paid by March 31, 2012, those members names will not be included in 2012 Handbook Members Listing.

Pete Henderson reviewed insurance requirements, challenged the necessity for some coverage and reduced premiums significantly.

Pete Henderson commended Felicia for the excellent work she is doing generating income from websites and catalog work as well as managing expenses. Positive position is due in large part to her efforts. Good work Felicia!

Office Manager's Report: Felicia Roberts discussed office manager projects and status.

Breeder's Show proceeds were discussed and board voted to approve motion that money donated specifically for juniors should be acknowledged as defraying junior expenses associated with show.

Trash pick up contract has been reviewed and renegotiated for at least a \$40 savings per month.

Catalog and website work are positive with new customers in both areas.

Annual Meeting:

Felicia discussed schedule that was provided to board. Essentially, the meeting and dinner will all take place on Saturday February 4, 2012 at Natural Bridge. Efforts to combine this event with VCA are still desired with the first possibility for combining events possibly in 2013.

Field Day:

Jess Herbers is confirming that Steve Furrow is willing to host the 2012 Field Day.

Regional reports:

Southside Sale is scheduled for November 12, 2012 with Bill McKinnon scheduled to speak Friday night at pre sale social. Gospel Singers are scheduled to sing during social.

Old Business:

James Young reviewed the work presently being done by Jon Repair for the awards for the annual meeting. Board unanimously approved concept of reducing the number of awards to make meeting flow quickly. Some awardees will be recognized throughout the year as opposed to all at annual meeting.

New Business:

Board discussed next year's members, prepared recommendations and designated members to make calls.

Board approved to add the Beef Check Off fees to consignor's sale expenses.

Next Meeting: Date and time TBD