

NC Angus Association Board of Directors Meeting

February 13, 2016 Forsyth County Agriculture Bldg. – Winston-Salem, NC

Members present: Roy Outlaw-Vice President, Sharon Rogers-Executive Secretary, Steve Grady, David Gragg, Brooke Harward, Linda Hicks, Eddie Leagans, William Leatherman, Wells Shealy, Eugene Shuffler, Kim Starnes, Bill Teague, Stan Tennant, Mark Wilburn and Ben Winslow. Guest: Brent Scarlett, Spring Fever Committee

Absent: John Smith, Randy Jones, Steve Gordon, Julie Robertson-NCAA President and Cara Smith-NCJAA President.

Vice-President Outlaw called the meeting to order, welcomed everyone and recognized a quorum was present for the meeting. He informed the board President John Smith would not be in attendance at the Annual Meeting due to a death in his family.

Minutes from the November board meeting were distributed and a motion was made by Eddie Leagans with a second from Eugene Shuffler to approve as presented. The motion passed. Financial report was presented. A motion was made by Linda Hicks and seconded by William Leatherman to approve the financial report. Motion passed. Due to the discrepancy in the Down East Sale financials for the calendar year 2015, Steve Grady made a motion that on NCAA sponsored sales consignors should be paid for their consignments in the same calendar year of the sale, second by Mark Wilburn. Motion passed but with one no vote.

Committee Reports

Linda Hicks made a motion to dispense with the reading of all committee reports since they will be given at the afternoon membership meeting, unless the committee has business to bring before the board. Motion second by Stan Tennant, motion passed.

Annual Meeting: Committee Chairman Eddie Leagans gave a brief report, 121 attendees pre-registered and 17 sponsors. Tradeshow and Auxiliary Auction located in the large banquet room. Please visit sponsors. Also he encouraged everyone to help keep the building clean and assist with resetting the rooms at the conclusion of the meeting.

Spring Fever Sale: Dr. Brent Scarlett was in attendance to discuss the 2016 Spring Fever Sale. Brent stated the sale committee was working really hard to get consignors to bring their best cattle to the sale and they were developing an incentive program to reward the consignors for their efforts. The program would recognize the “judges choice” animal in each group in the sale; fall cow/calf, spring cow/calf, bred heifer and open heifer. Daniel Wall has secured a panel of judges to help with the program. The committee has received commitments from ABS, Accelerated Genetics, Genex, and Select Sires to donate 10 straws of semen which will be divided among the winners and they requested the NC Angus Association contribute \$1000 toward the cash prize for the winners (\$250 for each division). The cash prize would be paid out in the consignors sale check. They are also seeking help in determining a “catchy” name for the award? After much discussion on logistics of the incentive program, William Leatherman made a motion to accept the Spring Fever Sale Committee request for \$1000 from the NCAA to help fund the cash prizes for the 2016 sale incentive program. Second by Stan Tennant, motion passed unanimously. Brent then thanked the board for their support and stated the committee is excited and a bit unsure about not having the Hall of Fame as part of the sale. But to date the consignments have been very strong with lots of interest from our members. Sharon Rogers then stated she had two prints for the evening auction. She suggested the proceeds from the sale of one print be used to help fund the new incentive program and the board agreed.

Proceeds from the sale of the second print will be used to help fund the British Breeds Junior Steer Show at the NC State Fair.

Magazine: The winter edition of the magazine was distributed in early January and this edition had a deficit of (\$447.84). Bringing the total income for the first four editions of the magazine to \$398.85. Sharon then opened the discussion for guidance from the board on how to get more cattlemen/members to advertise in the magazine.

Mark Wilburn suggested putting together a more comprehensive "sell sheet" to give advertisers more details on magazine distribution. Linda Hicks recommended doing a special mailing to members, more visible on the website and include a page in the magazine with more details on ads. Brooke Harward suggested making the fall edition a bit more visible since it has the directory. It was also requested to mail the magazine to all extension agents with livestock responsibility.

Sharon then opened the discussion on how to tie member advertising in the magazine to a bonus listing on the featured farm page of the ncangus.org website. After much discussion, Mark Wilburn made the motion if NCAA member farms purchase \$400/year of ads in the magazine they can receive a farm listing on the ncangus.org featured farms page. Second by David Gragg, motion passed.

NC BCIP: Committee Chairman Bill Teague presented the following report on the 2015-16 bull test sales.

The 32nd Annual Butner Bull Test Sale held on December 18, 2015: 92 bulls were delivered (77 Angus, 2 Red Angus, 13 Hereford, Bulls ADG was 3.89, 47 bulls sold for an average of \$3,657.00, 40 Angus bulls averaged \$3,659.00, Top Indexing Angus bull was a VAR Reserve 1111 son, consigned by John Smith & Top Selling Angus bull for \$6,250.00 was consigned by Bobby Aldridge and a son of KFC Bennett Absolute

The 36th Annual Waynesville Bull Test Sale held on January 9, 2016: 60 bull were delivered (47 Angus, 2 Charolais, 1 Hereford, 10 Sim/angus), Bulls ADG was 3.96, 41 bulls sold for an average of \$3,100.00, 33 Angus bulls averaged \$3,100.00, Top Indexing Angus bull was a Sydgen CC&7 son, consigned by Dennis Overcash & Top Selling Angus bull for \$4,800.00 was consigned by Steve Johnston of Chimney Top Farm of Johnson City, TN. He was a son of AAR 10 X

The next BCIP meeting will be held at the NC Cattlemen's Association meeting in Hickory on February 26th, at 3:00 pm. Bill encouraged the association to appoint members to fulfill our commitment to the committee.

Nominating: Chairman Roy Swisher and his committee have a slate of five candidates for nomination at the membership meeting. Eddie Leagans stated their will likely be nominations from the floor requiring a vote of the membership for the new board members.

A motion was made by Bill Teague and second by Mark Wilburn to adjourn, motion passed.

Board of Directors Meeting - Session II:

Meeting called to order by Vice President Roy Outlaw and he welcomed the new board members: Joe Hampton, Mike Moss, Bryan Redfern, Bruce Shankle and Russell Wood.

A motion was made by Eddie Leagans to have current officers to serve for the upcoming year 2016-17. Second by Mark Wilburn, motion passed. Officers will be John Smith-President, Roy Outlaw-Vice President, Linda Hicks-Tres. and Sharon Rogers-Executive Secretary.

Roy then asked Sharon to leave the room for the board to discuss her overall job performance for the year. The board approved a 5% bonus based on the net income of the association for the calendar year 2015.

Eddie Leagans reminded everyone of the need to get a picture of the new board and ask for their help in resetting the classroom. Roy thanked everyone for their service for the year and he looks forward to 2016.

Meeting was adjourned.

Submitted by:
Sharon Rogers
NCAA Executive Secretary