

**NCAA Board of Directors Meeting Minutes
November 20, 2016
Piedmont Research Station – Salisbury, NC**

Members present: John Smith-President, Roy Outlaw-Vice President, Linda Hicks-Treasurer, Sharon Rogers-Exec. Secretary, David Gragg, Joe Hampton, Eddie Leagans, Bryan Redfern, Eugene Shuffler, Kim Starnes.
Guest present: Roy Swisher-Nominating Committee Chairman.

Members Absent: Steve Grady, Brooke Harward, Mike Moss, Bruce Shankle, Wells Shealy, Ben Winslow, Mark Wilburn, Russell Wood, Jaime Watson-NCAAx and Cara Smith-NCJAA.

President John Smith called the meeting to order and welcomed everyone.

Minutes from the July 2016 board meeting were distributed. A motion was made by Joe Hampton and second by Kim Starnes to approve minutes as presented. Motion passed. Sharon Rogers gave an overview of the current financials. A motion was made by Eddie Leagans and second by Kim Starnes to approve the financial report. Motion passed.

Committee Reports

Annual Meeting: Chairman Eddie Leagans reported plans were well underway for the February 11, 2017 Annual Meeting at the Forsyth County Agriculture Building. The Annual Meeting Committee meet to discuss the educational program. Dr. Brent Scarlett has agreed to discuss heifer selection and moderate a producer panel discussion on heifer development. Producers are still being contacted to participate in the panel. Eddie then stated registration fees will remain the same.

Sharon distributed a vendor request letter for members to share with potential vendors. Eddie reported vendors would be contacted in early December. This year vendors will receive lunch and one banquet ticket. Plans are to keep the tradeshow area the same for 2017 but Eddie welcomed any suggestions for improvements. Sharon then asked for ideas from the board for auction items. Some suggestions included: custom signs, weekend outings and barn quilt squares.

Constitution and Bylaws: No report

Down East Sale: Chairman Roy Outlaw stated the sale took place on November 5th in Clinton, NC. He stated some consignors were very pleased with the sale and some were a bit disappointed. Roy reported the overall sales expenses were around 10% and the total sale gross was \$85,325.00, with the Angus influenced breed heifers selling with the highest average as a group. Roy then requested suggestions from the board on needed changes for the sale. Some thoughts shared included making it an all Angus influenced sale, improving the overall volume & quality of consignments and getting more members to participate in the sale. The 2017 Down East Sale will be November 4th in Clinton.

Endowment: At the previous board meeting the Endowment Committee was charged with ways to utilize the funds from the NCSU Ag Foundation NCAA Endowment. President John Smith reported for the committee that they would like to recommend the funds to be used to support yearly special projects but they were not comfortable committing the funds to one specific project for multiple years. Some discussion was held on this proposal but then the topic was tabled until the next board meeting for more member input. Current endowment spending allocation is \$1,325.00 for 2016-17.

Fairs & Shows: No report

Field Day/Tours: Joe Hampton reported on the success of the 2016 event and requested input for the 2017 planning. 2017 field day and tours are to take place in Eastern NC. Much discussion was had on holding the events at Mount Olive University or NCSU with hopes of attracting some young people and more commercial cattlemen to the event. It was determined that early fall is the best time to hold the event. Sharon will contact NCSU to check on availability of facilities and potential faculty to assist with the programming.

Finance: Chairman Linda Hicks reported all was in order with finances.

Grievance: No report

Hall of Fame: Chairman Howard Gentry reported the committee held discussions on candidates for 2016 but they also welcomed input from the board. President Smith requested board members contact Howard with any suggestions. Roy Swisher stated he had the guidelines for presenting the award and would share those with the Executive Secretary for the association records.

Magazine: Sharon presented members a copy of the new fall membership magazine and stated it was a success with many articles and advertisers. Year to date the magazine is \$1,608.78 in the black. Sharon also requested the need for help soliciting advertisers especially for the summer and winter publications. Eugene Shuffler suggested the summer publication would be a good choice for seed, semen and equipment companies. Joe Hampton then stated he thought it was important for board members to assist with the publication by courting advertisers they currently do business with.

History: No report

Human Resources: No report

Long Range Plan: No report

Marketing: No report

Membership: Sharon stated NCAA has 170 paid members and 15 complimentary. 2017 membership renewal notices will be included in the Annual Meeting mailing to go out in January.

NCBCIP: Chairman Joe Hampton stated the next committee meeting will be held in conjunction with the NC Cattlemen's Conference in February. He had learned that a topic of discussion for the meeting will be the need for anaplasmosis testing. A recent survey conducted by the NCSU School of Veterinary Medicine found most cattle east of Raleigh were positive and most west of Raleigh were negative for the disease. He felt there would be a potential "transition" phase for testing the bulls in the test stations.

NC Purebred Breeders Council: No report

Nomination: Chairman Roy Swisher stated the committee is currently seeking input for new board members and they will have a slate of candidates ready for the February 11th Annual Meeting.

Publicity: Chairman Linda Hicks stated decisions were being made for feature articles for the Angus-March issue of the Carolina Cattle Connection. One article suggestions was the Upper Piedmont Research Station.

Scholarship: Sharon reported the William Sanders Scholarship will once again be offered the NC Junior Angus members. She is currently waiting for the report from the NC Community Foundation for the scholarship value for 2017.

Spring Fever Sale: Discussion was had on the incentive "best lot" program, offered at the 2016 sale and its results. Sharon stated results would be announced at the Annual Meeting. The board requested the sale committee provide a report on the value of the program to the 2016 sale.

Website: Sharon reported the website still continues to have very positive reach, attracting approximately 125 visitors/day for this quarter. Sharon also reminded the board of advertising opportunities on the website.

Wood Endowment: The first DeEtta Wood Scholarship was presented to LeAnn Harward at the 2016 Junior Nationals. The first DeEtta Wood Leadership Award will be present at the 2017 Annual Meeting and applications are on the ncangus.org website.

NC Junior Angus Association: No report

NC Angus Auxiliary: No report

New Business

President Smith reported on the 2016 Angus Convention held in Indianapolis, IN. He stated it was a very successful meeting with over 2000 attendees. He also stated the election of new directors went very smoothly with four of the five selected in the first round of balloting.

Next board meeting will be held **February 11, 2017** at **10:00 am** in conjunction with the NCAA Annual Meeting at the Forsyth County Agriculture Building.

Linda Hicks made a motion to adjourn, second by Eddie Leagans. Motion passed.
Meeting was adjourned.

Submitted by:
Sharon Rogers
NCAA Executive Secretary