

North Carolina Angus Association Board of Directors Meeting

February 11, 2023 - Yadkin County Agricultural and Educational Building – Yadkinville, NC

Members present : Callie Carson – Vice President, Cortney Holshouser – Executive Secretary, Greg Little, Zach Moffitt, Kyle Mayberry, Karl Gillespie, Greg Collins, Roy Swisher, Eugene Shuffler, Joe Hampton, and Michael Wyatt

Members absent : John Brewer, Derek Goddard, Brooke Harward, Jeff Wood, Louis Fulcher, and Sott London

Vice President Carson called the meeting to order in the absence of President Mike Moss due to illness. Vice President Carson welcomed everyone and recognized a quorum.

Roy Swisher moved to accept the minutes from the October 30, 2022 Board of Directors Meeting. Motion seconded by Eugene Shuffler. Motion passed.

Joe Hampton moved to accept the financial report presented. Motion seconded by Roy Swisher. Motion passed.

Action Items Review from October 30, 2022 Board of Directors Meeting:

Action Item : Callie to secure Chuck Grove as keynote speaker for Annual Meeting

Action Item : Roy contact On Time Catering to confirm their service for Annual Meeting

Action item : President Moss will contact Randy Daniels to ask him to appraise the sale ring at Upper Piedmont Research Station and report back to the Board of Directors to determine next step of selling it.

Action Item : Cortney will send update to EDJE to remove the words “Certified Angus Beef” from a particular Classified Ad.

Action Item : President Moss will continue to try to find a Chairman for the NCBCIP committee.

Action Item : Cortney Holshouser will become Chairman of the Wood Endowment committee unless someone else would like to.

Action Item : Cortney will call Marty Rooker for legal advice on the stock certificate and to ask if he will draft a statement/response from the Association. She will also research documents filed with the Secretary of State to see if stock holders have been paid out or if the North Carolina Aberdeen Angus Breeder’s Association has legally been dissolved.

Roy Swisher gave a quick run down of the events of the day for Annual Meeting including the schedule. He gave a brief bio of the presenters of the panel discussion and how the discussion would be structured. He announced that our Annual Business Meeting will be at 3pm, the social and second Board of Directors meeting at 4pm, and the auction of premium advertising and other items at 5pm.

Joe Hampton shared that he felt there was a challenge with attendance at Annual Meeting. He feels we need to be more creative with the auction and maybe upset bids to create more excitement.

Callie Carson noted that the meeting details were shared and promoted ahead of the meeting, and she feels that the weather has affected attendance for today.

Discussion occurred on the auctioning of the feature farm ads on the website. The current minimum price for a feature spot is \$100.00. Many felt that that was too low. Cortney Holshouser shared that the logo and a direct link to the buyer's website appears at the bottom of every page on the website for the entire year. When auctioned during the Annual Meeting, these spots usually bring \$300-\$500 each.

Eugene Shuffler moved to increase the minimum price of a feature farm website ad to \$250.00, starting at tonight's auction. Motion seconded by Kyle Mayberry. Motion passed.

Mike Moss proposed ??? different options of selling the Spring Fever sale ring used in the past, which currently resides at the Upper Piedmont Research Station. The set up includes the panels and the in and out gates. It does not include the box. Mike reached out to Randy Daniels for an estimate of what the system is worth. Randy felt like it is worth \$1,800. Joe Hampton shared that he does not think the University will allow events like the Spring Fever Sale anymore at that facility, so selling the ring is a wise decision unless someone is going to store it. Joe French shared with Mike Moss that he would like to have the opportunity to buy.

INCLUDE MIKE'S PROPOSAL

Discussion occurred about the value of the sale ring. ??? said it would cost 2 – 2 ½ times that amount to build that particular sale rig in today's time.

??? suggested that we could auction it tonight during the Annual Meeting auction, but everyone agreed that it is not the right audience nor had it been promoted, so it would not bring what it is worth.

Callie Carson suggested that we could offer closed bidding through a Google form for 30 days. Zach Moffitt suggested that Randolph County may be interested in the sale ring, but also noted that in many of the sales now, cattle sell off of video and don't actually go through the ring.

Greg Collins and Michael Wyatt felt like we have some obligation to Joe French and the Upper Piedmont Research Station to give them first option to purchase as much as he has done for our Association and breed in general.

The sale ring was purchased from Randy Daniels around 1992 or 1993 when the Spring Fever Sale left Oak Summit.

Michael Wyatt asked if \$1,800 is a fair market value. Eugene Shuffler said that it would cost \$4500 to build and buy now. Roy Swisher suggested we ask \$2500-\$3500 for it.

Michael Wyatt moved to offer the sale ring to Joe French at \$2,500. If he doesn't want it or the purchase is not approved by the University, we need to get a minimum of \$3,000 out of it.

There was some discussion about the method of advertising it for sale, including submitting bids online. It was also suggested to sell it as Lot 1 of the Spring Fever Sale, advertising it in the catalog etc.

Kyle Mayberry moved to offer the sale ring to Joe French at \$2,500, but if Joe does not take it, to offer it as Lot 1 in the Spring Fever Sale with appropriate advertisement. Motion seconded by Zach Moffitt. Motion passed.

Joe Hampton will contact Joe French with the offer.

Action Items Review

Spring Fever – Zach Moffitt reported that there are approximately 60 consignments for this year's sale. He wants to be sure everyone is getting Association emails and that they are not going into their spam or trash folder. He wants to make sure no one is missing out on consignment information and opportunities.

Callie Carson suggested that people need to make sure their email settings are set to receive emails from the NCAA email address. Cortney will include a reminder in the next E-Newsletter.

There was a discussion about looking into using a text service to provide updates to our members. Karl Gillespie mentioned that if you want to reach every type of member, text updates are the way to go. We could send a generic text prompting people to reply "yes" to opt in to receive text messages from the NCAA. It was determined that more research needs to be done on this possibility.

Action Item : Callie Carson will reach out to Brooke Harward for more information and advice about setting up a text update option. Callie suggested that we could offer one free text per membership and charge for any others.

Karl Gillespie mentioned that the texts need to be repetitive to get better penetration???

Callie and Cortney will explore text marketing and monetizing it.

Angus Advantage Sale– Callie Carson reported that in 2022, she and Zach Moffitt spoke with Joe Hampton and other contacts to drum up interest in consignments. With the forecast of a dry summer, input costs, and the distance to the sale site, they were only able to secure 8 committed consignments.

Callie feels that a central location for the sale would be better to draw more consignors from all parts of the state. She feels there is still value in offering commercial Angus females. Greg Little has shared information about the Union County facility and sale.

There are several challenges with planning, including selecting a date that doesn't fall on a member's personal sale. Callie is looking for several new members to serve on this committee.

She explained that the sale was originally planned for June because there were complaints about the Down East Sale being the first of November. There are concerns with planning the sale in June such as the heat and people making hay during that time. Callie mentioned the possibility of a Friday night sale.

The sale would be a great opportunity for bull producers. The sale needs to get up and going within the next 2 years with the country's cow numbers being so low. We need to capitalize now. Callie has spoken to John Barnes about joining the committee, and asked if anyone else was interested. Joe Hampton said that anyone having a bull sale needs to be on this committee. He feels like it is the next logical step in marketing cattle. He feels that the more commercial heifers in the sale, the better.

Callie Carson wants to host a Zoom presentation to target members that have bull sales. She wants the presentation to be informative, letting those members know about the sale. She then would like to have a presentation at Field Day to expand on that information. The presentation could include

selection criteria, etc. This would be a time to encourage participation in the sale. A possible guest speaker could be Jim Brinkley.

Greg Collins asked for an explanation of a heifer replacement sale. Joe Hampton explained that we are not asking consignors for their best 5 heifers, but maybe the next best 5 would be consigned. The goal is to have a consistent, uniform group of calves consigned that buyers could easily place in their herd. Kyle Mayberry said that the key is to supply a breeders network????? And add value to the commercial buyers?????

Callie Carson said that we will keep exploring options for this sale. She feels it will add value to an NCAA membership. With an NCAA membership, you would have access to a registered Angus sale and a place to market commercial Angus females.

What is the plan for this sale in 2023 – Callie feels the first step is to host a Zoom presentation and discussion for members with bull sales to get the word out about the sale. We do not need to back off of the strict guidelines set forth for cattle consigned to Association sponsored sales. Joe Hampton added that you don't necessarily need to keep back heifers for this sale, but ??????????????

Field Day – Callie Carson began discussion about Field Day, noting that the 2022 Field Day was poorly attended. She opened this up for discussion as to why and what would entice people to attend in the future.

Michael Wyatt feels it needs to be on a Saturday so that people who work have a better chance of attending. He also feels the presentation needs to add value to someone's operation. The GrowSafe tour last year was neat, but not practical or affordable for attendees.

Kyle Mayberry says we need to ask, "What can I pick quickly from a presentation that adds value tomorrow to my operation?" He suggested a presentation on genomic testing and how that generates value to a herd.

Callie Carson suggested judging a pen of heifers in real time and then compare their placements with their genomic test results.

Greg Collins suggested a basic best practices presentation for those just starting out.

The time of year to host Field Day was also discussed. Roy Swisher suggested it should be either before hay season begins in the Spring (mid March – mid April) or after hay season ends in the Fall.

Rotating sessions and workshops where attendees pick which subjects they are interested in may also draw more attendees.

Kyle Mayberry suggested polling this year's attendees about the time of year to host and what content they would like to see.

Callie Carson would like to share these suggestions and ideas with the new Field Day committee chairman and members.

Joe Hampton added that there needs to be a social aspect to Field Day. It shouldn't be only focused on information. Field Day is the place many new members first get involved with the Association. Greg

Little also suggested that we should go back to rotating locations around the state to include more members.

Website- An overhaul of our website to make it more mobile friendly will cost \$3,500-\$3,600. We currently spend \$600 per year to maintain our website. Kyle Mayberry suggested Ranch House Designs for the rebuild and maintenance. They charge approximately \$800 per year. Cortney will keep researching options.

Nominating – Eugene Shuffler announced the 5 candidates for the Board of Directors – Emily Barnes, Bryant Chapman, Nathan Ireland, Marty Rooker, and John Smith. These positions will be voted on during the Annual Business Meeting later today.

There will be a Hall of Fame presentation tonight during the evening banquet.

Old Business

Committee Descriptions – Roughly half of the committee descriptions were analyzed and approved during the October 30, 2022 Board of Directors meeting. The remaining descriptions need to be approved. Callie Carson suggested to save time, the committee descriptions could be put in a Google doc for all Board of Directors to review and suggest changes.

Action Item : Cortney will compile the remaining committee descriptions into a Google Doc to share with Board of Directors ahead of the May Board of Directors Meeting.

Kyle Mayberry suggested that there are too many committees. Joe Hampton explained that, although we may not use certain committees regularly, they have to be in place if needed. For example, the Grievance committee.

Callie Carson reminded everyone when reviewing the committee guidelines, make suggestions only about the actual committee.

Honorary NCAA membership for Sharon Rogers – Mike Moss has suggested that we gift Sharon Rogers a complimentary lifetime membership to the NCAA for her years of service as Executive Secretary. Discussion occurred about whether she would want one, the logistics of a lifetime membership, etc. Eugene Shuffler said this was not a good idea because we would need to change the constitution to allow for lifetime memberships.

Printers – Cortney obtained a new quote for printing the NC Angus News magazine from the Slate Group out of Texas. The Slate Group prints all material for API. Their cost is comparable to our current printers, but have a quicker turn around time. It may be too close to the Spring magazine deadline to switch printers this year.

Zach Moffitt suggested an earlier deadline for the Spring magazine to catch more sales and regional advertisers in February. He suggested Winter/Summer magazines instead of Spring/Fall. Eugene Shuffler pointed out that selling the preferred ads at Annual Meeting dictates the Spring magazine deadline. Callie Carson pointed out that moving the Spring magazine deadline back would put the bulk of the work on top of Annual Meeting preparations.

Roy Swisher moved to table the discussion of a new printer until the next Board of Directors meeting. Motion seconded by Greg Little. Motion passed.

Angus Convention – Cortney presented an offer from the American Angus Association for state associations to set up at the trade show during the Angus Convention. She provided the Board of Directors with a price list of booth space including space, time sharing logistics, and cost. No one was interested in this prospect or felt like it was affordable.

Roy Swisher announced that he is resigning as Annual Meeting committee chairman. He has served many years in this position, and everyone thanked him for all his hard work on this committee.

Greg Collins suggested that we should honor Joe French at some point in the future for all that he has done for the NCAA and the Angus breed in general through hosting events and research done over the years. Joe Hampton mentioned that he is nearing retirement.

Action Item : Callie Carson will recommend Joe French to the Hall of Fame committee if/when he retires

Joe Hampton announced that he just heard back from Joe French about the sale ring, and he definitely wants to purchase it at \$2,500.

Roy Swisher announced that Jason Crowe with Genex suggested that the (2) \$250 Genex semen certificates would sell better at Spring Fever instead of tonight's auction. Callie Carson asked Roy to poll his committee on when they want to sell the certificates.

Zach Moffitt moved to adjourn the meeting. Motion seconded by Eugene Shuffler. Motion passed.

Callie Carson asked Cortney to step out of the room for discussion.

Eugene Shuffler moved to donate \$250 to Trinity United Methodist Church in memory of Clay Perdue. Motion seconded by Greg Collins. Motion passed.

Cortney announced that lunch was available in the banquet hall. You may pick it up and eat in the meeting room. She also announced that we will meet briefly after the Annual Business Meeting.

North Carolina Angus Association Board of Directors Meeting

May 7, 2023 – 2:30 pm

Yadkin County Farm Bureau Office – Yadkinville, NC

Members present: Cortney Holshouser, Executive Secretary, Callie Carson, President, Michael Wyatt, Vice-President, Greg Collins, Nathan Ireland, Roy Swisher, Joe Hampton, Greg Little, and Eugene Shuffler

Members present on Zoom: Emily Barnes, John Smith, Marty Rooker, Bryant Chapman

Members absent: Karl Gillespie, Kyle Mayberry, Louis Fulcher, Scott London

President Callie Carson welcomed everyone and called the meeting to order at 2:31 pm and asked Greg Collins to lead the group in a prayer before beginning the meeting.

Greg Collins moved to accept the minutes from the February 11, 2023 Board of Directors Meeting.

Motion seconded by Eugene Shuffler. Motion passed.

Cortney Holshouser reviewed the financial report provided. Joe Hampton moved to accept the financial report presented. Motion seconded by Eugene Shuffler. Motion passed.

Action Item Review

Spring Fever Sale Ring

Joe Hampton reminded everyone that Joe French wants to purchase the old Spring Fever sale ring at the Upper Piedmont Research Station at the \$2,500 price agreed upon by the Board of Directors during the February 11, 2023 meeting. Cortney Holshouser reached out to Joe French, has sent an invoice, and is waiting for payment. It will likely be July when Joe sends a check as that will be the beginning of their fiscal year.

Spring Fever

At the February 11th Board of Directors Meeting, Zach Moffitt expressed concern that not everyone was receiving Spring Fever consignment information. Cortney Holshouser included a section in the February e-newsletter and a separate eblast with instructions on how to set preferences to receive Association emails.

President Callie Carson researched the suggestion of a text update system for the Association. She spoke to Reese Tuckwiller, AAA Regional Manager, for advice on this feature. Reese felt that with the number of subscribers we have accumulated on our Mailchimp account, it would be counterproductive to add a text service. He felt like it would erode the market. Callie will defer this issue to the Marketing Committee. Roy Swisher asked for an explanation of the text service. He was under the impression that the service would be used to disseminate Association information, not a marketing tool and to advertise sales. Michael Wyatt feels that texts are used more and are more effective than emails. He posed the question of how much we could charge for this feature for members wanting to send out a text. Would it be the same amount as an eblast? Callie received a couple of complaints from members about the amount of Spring Fever eblasts sent. Cortney Holshouser explained that they were scheduled in

advance, but there were several consignors who requested eblasts for their lots after the deadline. This resulted in multiple eblasts per day on some days. Joe Hampton said we cannot deny a service we offer to NCAA members. The amount of eblasts would have been the same, just sent earlier. Subscribers can always choose to not open those particular emails if they are not interested. Cortney noted that no one unsubscribed from our email service during that time. The Marketing Committee will look into this further.

Website

Cortney Holshouser reported that a website rebuild will cost \$3,500-\$3,600, and that it would be better for the Association to bring in more money before we spend this much on this project. Roy Swisher commented that when discussion first began about rebuilding the website, EDJE was going to allow work and payment to be processed in sections and not all at once. The main goal of the updated website was to make it more mobile friendly. Callie Carson commented that she uses the website often on a mobile device and doesn't have an issue. She asked if anyone was dissatisfied with the current website. Emily Barnes commented that it was fine other than it needs some content updated, especially the Auxiliary and Junior pages. Due to a lack of motion, discussion on the website update has ended.

Committee Descriptions

Cortney Holshouser sent out the remaining committee descriptions for approval via Google Docs before this meeting. President Callie Carson has filled committee and committee chairman vacancies.

COMMITTEE REPORTS

Annual Meeting

Emily Barnes provided a written report ahead of the meeting. She announced that a budget would be prepared based on the past 2 years' expense reports. Next year's Annual Meeting is scheduled for February 10, 2024 at the Yadkin County Agriculture Building. Roy Swisher offered his feedback to Emily as a past Annual Meeting committee chairman.

Committee Members: Emily Barnes, chair; Greg Collins, Brooke Harward, Nicole Carpenter, Derek Goddard

Meetings: email correspondence

Motion(s) to be brought to the Board of Directors: No motions coming forward at this time.

Action Items Completed:

- Date and location for 2024 Annual Meeting decided- Saturday February 10, 2024 at Yadkin County Agricultural Building
- All 3 organizations (NCAA, NCJAA, NCAAx) have been notified
- NC Juniors will have their business meeting at Farm Bureau office

Action Items in Progress:

- Committee will continue discussing about educational session, best way for vendors to exhibit their marketing material (trade show vs comprehensive registration packet), catering, and banquet speaker
- Committee will review 2 years of past actual expenses and set budget
- Committee will solicit sponsorships that do not conflict with Industry Partner Program

Announcements:

2024 Annual Meeting will be held Saturday February 10, 2024 at Yadkin County Agricultural Building

Angus Advantage

President Callie Carson reported that the Angus Advantage sale will be covered under the Marketing Committee report.

Field Day/Tours

No report was sent. President Callie Carson reported that Biltmore will host our Field Day in conjunction with their sheep and cattle field day on September 30th. We have a \$500 budget for Field Day, so will contribute that to the event. Biltmore's sale will be after the field day, but no one is obligated to stay. Greg Little asked if we would need to enter through ticketed gates, but Joe Hampton explained that the farm is across the river and on the back side of the property. Callie Carson explained that Biltmore is diverse in their agriculture ventures, and even have a canola rendering plant where they use the extracted oil to fuel Biltmore Estate buses.

The tours portion of this committee has been inactive for the last few years. Roy Swisher noted that the tours were poorly attended. If anyone would like to volunteer to work on this project, let President Callie Carson know.

Spring Fever

Courtney Holshouser reported that the sale grossed \$272,750. The bred heifers averaged \$3,463, the open heifers averaged \$2,978, the one bred cow brought \$2,500, the Spring pairs averaged \$2,978, the Fall pairs averaged \$6,619, the embryos averaged \$412, and the pregnancies averaged \$8,625.

Greg Collins felt like it was a good sale, and that Will Thompson kept a good pace. He thanked Dr. Shuffler for letting us host the sale at his facility. Michael Wyatt said he felt like it was a great group of cattle as a whole. Michael spoke with Zach Moffitt after the sale about things to improve. Zach would like to hold a consignor meeting in the Fall to go over expectations, requirements, and guidelines. President Callie Carson feels like Zoom would work better with consignors spread out. She reported that Daniel Wall has asked to be taken off of the Spring Fever committee. We have a little time to try to find his replacement. If anyone thinks of one, let Callie know. One of the benefits of having Daniel on the committee was that he was a third party and had no consignments in the sale.

Fairs and Shows

Robin Vanhoy provided a written report.

Western NC Spring Fling -

The NC State Show was held in conjunction with the Showdown in the Foothills on April 23. There were 11 Jr. Angus participants. Zoetis donated funds toward the Prize money. The NC Jr. Angus Assoc. sponsored the Angus Breed.

Champion Owned Heifer - Emma Vanhoy

Reserve Champion Owned Heifer - Peyton Taylor

Champion Bred and Owned Heifer - Shane Kendall

Champion Angus Bull - Maddie Grace Carpenter

A Jr. Angus Meeting was held at the Spring Fever sale following their serving lunch to discuss upcoming ERJAS and NJAS.

There will be 3 or 4 families attending each. There are plans to participate in several of the contests including the CAB Cook-Off. Mary Wood is running for the Nat'l. Jr. Angus Board. Emma Vanhoy and Lynae Bowman will be representing NC Jr's in Showmanship.

ERJAS - Lebanon, TN - June 22-24

NJAS - Grand Island, Nebraska - July 1-8

President Callie Carson reported that Robin Vanhoy is the new chairman of this committee.

Endowment/Finance

Cortney Holshouser provided a report on our Endowment account.

NC Angus Association Endowment for Excellence

Fund Financial Summary July 1, 2021 – June 30, 2022

Beginning Market Value - \$69,567.00

Ending Market Value - \$68,960.00

Total Contributed Value (Corpus) - \$33,623.00

Distributions - \$2,720.00

Roy Swisher asked if the \$2,720.00 amount is what we will receive in June to use at our discretion for projects or other activities. Roy Swisher moved that we have the Distributions fund (\$2,720.00) be distributed directly to the North Carolina Angus Association to put in the checking account. Motion seconded by Eugene Shuffler. Motion passed.

Hall of Fame

No report provided. Joe Hampton mentioned that in the minutes from the February 11, 2023 Board of Directors meeting, it was decided that President Callie Carson would recommend Joe French for the NC Angus Hall of Fame when he retires. He asked why we should wait and would like to see him recommended this year.

Action Item: Cortney will let Dr. Kirkman know that the Board of Directors recommends Joe French for the NC Angus Hall of Fame.

Long Range Planning

President Callie Carson reported that she feels this committee should be dissolved, as most of the initiatives have been implemented. Roy Swisher reminded her that forming or dissolving committees is done so at the discretion of the President. This committee will be dissolved.

Magazine

Cortney Holshouser provided a written report for the Spring 2023 magazine.

The Spring magazine went to print on March 3rd. 300 copies were printed, 200 of which were mailed. It was available online and distributed via Mailchimp as well. The cost of the Spring magazine was \$2,786.44 and we took in \$4,117.80 in ad sales (once the last few invoices are paid). (\$1,331.36). Joe Hampton mentioned the discussion at the February 11, 2023 Board of Directors meeting where the idea of moving the 2 editions from a Spring/Fall schedule to a Summer/Winter schedule was brought up. He asked if this was something that would be beneficial. Eugene Shuffler gave a brief history of the magazine. It started as being 4 editions per year, but the Association lost a ton of money. It was then reduced to 3 editions per year, but we were still losing money. We are currently producing 2 magazines per year. Eugene Shuffler brought up the point that selling premium ad spots are at Annual Meeting which dictates when the magazine can be produced. Discussion occurred about the possibility of moving Annual Meeting back to January, as it was for years, and subsequently moving the ad deadline and magazine printing. Roy Swisher mentioned that one reason Sharon Rogers preferred the Annual Meeting be in February versus January, is that it gave her more time to prepare the finances and have John Smith audit them. No further action was taken.

Marketing

Michael Wyatt provided a written report.

The marketing committee would like to congratulate the NC Angus Association and the Spring Fever Sale committee on a most successful sale on 4.22.23. The sale continues to grow in both quality of consignments and followers. North Carolina's presence within the Angus breed is gaining with each year of growth. We as a committee are looking at new and innovative ways to add basis to this sale for both the consignors and buyers. One suggestion is to have a consignors meeting in the fall for all those interested in the sale. We can go over guidelines and requirements to help ease the flow on sale day. We are more than thankful for the consignors willing to bring their cattle to sale in support of the NC Angus Association.

Upcoming Events

Angus Advantage Sale – This sale could do great things for the association and angus breeders across the state. We need to pin down a time frame on the sale (do we want a late spring sale as previously discussed or do an early fall sale). We need commercial producers using Angus genetics to get involved heavily with this sale. All NC Angus breeders need to reach out to their commercial counterparts and talk to them about this. It may be a challenge to get these producers to buy-in to the sale requirements, especially with feeder calf prices the way they are now. We need to find a way for these producers to recognize the added value for the added inputs and also determine a sale percentage for the association for this sale. The marketing committee is going to recommend a sale date of August 26 for a sale this year. If the board decides to table the sale for this year we can look at dates for next year.

Carolina Genetics on Ice – Last year was the first year of this sale. It was successful but had little benefit to the association. The total proceeds to the association was around \$250.00. The majority of the lots sold were semen lots with the majority of frozen embryos coming from Fulcher Farms. In order for the sale to generate more revenue for the association we feel like this sale will need to have more frozen embryos. The higher selling embryos will thus return more revenue to the association as a percentage of the sale proceeds. Last years sale was on July 28 th and we plan to proceed with the sale again this year in the same time frame. Consignment deadlines will be at the end of June.

Field Day – As a committee we feel like education is a great marketing tool. We look to work heavily with the Field Day committee to make this field day experience beneficial for all involved.

Zach Moffitt has several people that already want to consign embryos to our next Carolina Genetics on Ice Sale. Joe Hampton asked if the committee has thought about reevaluating the fee structure to bring in more money for the Association. President Callie Carson feels the best way to increase revenue is by bringing in more valuable lots. It is more of a service/added benefit to members to be able to consign to this sale. Our expense for the sale last year was low, we just need more valuable lots. The sale was towards the end of July last year. Michael Wyatt asked the Board of Directors if they wanted to host another frozen genetic sale this year. July was picked because there is not a lot going on that time of year, so we are not competing with production sales and other online sales that tend to flood the internet. One issue from last year's sale was that the last buyer payment was received in October.. Greg Collins asked if there was a way to let the second highest bidder purchase a lot if the winning bidder doesn't pay. A credit card is required to bid on Angus Live sales, but they do not automatically charge your card when you win a bid. Callie Carson says there is a lot of interest among potential consignors as long as we are timely with payments. Greg Collins asked if there was enough time to put together a sale for July this year. Michael Wyatt said there is enough time, it is not as much work on our end to host an online sale. Brooke Harward was instrumental in creating the JotForm last year and inputting data into a file for Angus Live. Eugene Shuffler asked if we could sell flush rights/opportunities in this sale. Callie Carson and Michael Wyatt both agreed that as long as it is not a live animal, it can be consigned. Sales that open on Tuesdays and end on Thursdays typically gain more attention. To host a sale around the same time as last year's sale, the date would be July 27th. Michael is looking for recommendations from his committee on the logistics of this year's sale.

Eugene Shuffler moved to host another frozen genetic sale on July 27, 2023. President Callie Carson noted that hosting the sale was a recommendation from the Marketing Committee, so the Board of Directors only needs to approve the recommendation. The recommendation was approved unanimously. Eugene Shuffler's motion did not receive a second, so it did not progress any further. The Angus Advantage Sale will be discussed at the August 2023 Board of Directors meeting.

Membership

Cortney Holshouser reported that there are currently 182 members. A postcard mailing will go out this month and in July to those whose membership has expired recently.

Roy Swisher asked if membership still runs January-December. Cortney reported that the majority of memberships do come in that time of the year, but a group comes in May and September also. Roy asked if it would be easier to make all memberships expire in December, but Cortney feels like those joining late in the year will get upset if they do not receive a full calendar year of membership and therefore not see the benefit. President Callie Carson asked if anyone opposed the current system of the Executive Secretary tracking individual memberships and renewal notices. No one objects.

NCBCIP

Marty Rooker had no report.

NC Purebred Breeders Council

President Callie Carson reported that Daniel Brown is the new Chairman of this committee. Daniel was unable to make the NC Purebred Breeders Council meeting at the NC Cattleman's Conference in February, so Callie attended in his place. The main topic of discussion that day was the desire to reinstate fitting at the North Carolina State Fair Junior Heifer Show. As a result, the rules now state that heifers in the Junior Show at the NC State Fair may be fit.

Nominating

Mike Moss provided a written report.

The nominating committee, Eugene Shuffler (Chairman), Mike Moss, Callie Carson and Kim Starnes met January 23, 2023, to review nominations for five Board of Director positions that would be available for 2023 that would serve 3-year terms. We appreciate the many nominations submitted by members and it gave us a good slate of potential candidates to consider for nomination to the Board.

Upon review, the committee nominated Emily Barnes, Bryant Chapman, Nathan Ireland, Marty Rooker, and John Smith to serve as directors. These names were submitted to the membership for vote. No additional nominations were made from the floor. All individuals nominated were confirmed to serve 2023-2025 terms.

The new nominating committee for 2023 is Mike Moss (Chairman), Callie Carson, Michael Wyatt, and Karl Gillespie. We will be seeking new nominations for 5 new Board members for 2024 from November '23 – mid-January '24. Suggestions for Board members are welcome anytime during the year.

Roy Swisher asked if we will replace Michael Wyatt's Director position as he is now serving as an Officer. President Callie Carson feels like there is no need to. Eugene Shuffler noted that it is at the Board of Directors' discretion to replace a director. Historically, we have. He noted that we can have "up to 5 Directors per term." Joe Hampton feels that just because Michael is an officer, doesn't mean that he is not a Director also. Cortney Holshouser provided a copy of the Constitution and By-Laws, which were reviewed regarding Directors and reads:

ARTICLE IV — DIRECTORS

Section 1. The management of the affairs, property and interest of the Corporation shall be vested in a Board of Directors consisting of not more than fifteen persons, who shall be elected (except as herein otherwise provided for the filling of a vacancy) by the members at their annual meeting. In addition the President and the Vice President shall serve as members of the Board of Directors. The President of the North Carolina Junior Angus Association and President of the North Carolina Angus Auxiliary shall serve as ex-officio members.

Section 2. The number of Directors may be decreased or increased by a vote of the majority of the members present at a meeting called for the purpose and entitled to vote thereon.

Section 3. A nominating committee shall be appointed by the President prior to the annual meeting. This committee shall present a prepared slate of nominees for each vacant Board position to the membership at the annual meeting. The newly elected Directors terms start upon being elected. Once replaced, the retiring Directors terms end immediately. No one shall be permitted to serve on the Board of Directors until they have been a member in good standing for at least ONE year.

Section 4. Directors shall be chosen, except as herein otherwise provided for the filling of a vacancy, by the plurality vote of members present. The term of elected Directors shall be for a period for three years. Elected Directors are not eligible to succeed themselves for re-election.

Section 5. Any Director may be removed at any time, with cause, by the majority vote of the Board of Directors.

Section 6. Vacancies in the Board of Directors occurring during the business year shall be filled by majority vote of the remaining Directors, even though less than a quorum, at any regular or special meeting called for such purpose. Directors elected under this section shall serve the remainder of the unexpired term and shall be eligible to succeed themselves.

Section 7. The Directors as such shall not receive any salary for their services but the Board of Directors may provide by resolution for the payment of all expenses incurred by Directors in attendance at the annual, regular and all special meetings of the Board.

Section 8. The Director shall be indemnified by the Corporation for any cause of action for damages arising in State or Federal Court unless said cause of action is deemed to have arisen for acts or omissions committed by such Director in bad faith or not authorized by said Board of Directors of Corporation. The Directors shall be further indemnified for legal fees arising from defense of any claims against them as Directors provided they have not acted in bad faith.

Section 9: All members of the Board of Directors shall be members of the North Carolina Angus Association in good standing. This excludes the Presidents of the North Carolina Junior Angus Association and the North Carolina Angus Auxiliary.

ARTICLE VI — OFFICERS and the corresponding sections, did not contain any relevant information on this topic.

Roy Swisher noted that the Board of Directors has the right to fill any vacancies. No motion was made regarding this issue.

Publicity/Website

Cortney Holshouser provided a written report.

- The NCAA booth was set up for the NC Cattlemen's Conference in February where materials were handed out and membership information was shared. Promotional items were also sold.
- The NC Angus Association Facebook page continues to gain followers and is currently at 2,600 likes and 2,800 followers.
- The Spring magazine went to print on March 3rd. 300 copies were printed, 200 of which were mailed. It was available online and distributed via Mailchimp as well.
- The cost of the Spring magazine was \$2,786.44 and we took in \$4,117.80 in ad sales (once the last few invoices are paid). (\$1,331.36)
- A Spring Fever article has been submitted for the Carolina Cattle Connection's June issue.
- A website update to make our NC Angus site more mobile friendly will cost roughly \$3,600.00. I would like to see the Association bring in a little more money before this big expense. I feel most comfortable working with EDJE as they are familiar with our site and are the most reasonable for maintenance.

Sanders Scholarship

Cortney Holshouser provided a written report.

The amount of the scholarship this year is \$1,920. The deadline was May 1st and all applications were received this past week. Information will be dispersed this week to the Sanders family and all other parties.

Wood Endowment

Cortney Holshouser provided a written report.

Hannah Vanhoy was awarded the DeEtta Wood Achievement and Leadership Award in the Intermediate division during Annual Meeting in February. She has received her monetary award from Angus Foundation.

Applications for the DeEtta Wood memorial scholarship were due May 1st, and the recipient will be announced during the National Junior Angus Show in Grand Island, NE in July.

NC Junior Angus Association

Emma Vanhoy provided a written report.

Seven juniors served lunch at the Spring Fever Sale where we raised over \$1300 for the juniors. We held our State Angus show in conjunction with Showdown in the Foothills in Lenoir, NC. Emma Vanhoy had the Champion Owned Angus Heifer, Peyton Taylor had the Reserve. Shane Kendall had the Champion Bred and Owned Angus Heifer, and Maddie Grace Carpenter had the Champion Angus Bull. The next few months will be busy for Angus juniors. There will be 4 families attending the Eastern Regional Angus show in Lebanon, Tennessee. We will also have 4 families attending the National Junior Angus Show in Grand Island, Nebraska. Our state will be represented very well as we have Marcie Harward currently serving on the NJAA Board, Mary Wood will also be running for the NJAA Board at Nationals. We will have many juniors competing in contests with Lynae Bowman and Emma Vanhoy serving as our Showmanship participants, Hannah Vanhoy and Ava Wood will be our voting delegates. We will also have a CAB Cook Off team, multiple Quizbowl teams, livestock judging contestants and photography submissions.

NC Angus Auxiliary

Cortney Holshouser provided a written report.

The Auxiliary held their Annual Meeting in conjunction with the NCAA Annual Meeting in February. They conducted business and heard from guest speaker Beth Pugh Farrell about getting involved in agricultural organizations to tell your side of your ag story. We provided the decorations for the Annual Meeting and the Spring Fever Sale. We are still selling our "1873" hats, which have been popular. Our summer outing is planned for July 21-22 in the Asheboro and Seagrove area. We will eat, visit local pottery shops and fellowship. Everyone is welcome on to come, whether you are a member or not.

OLD BUSINESS

Committee descriptions and approval

President Callie Carson asked if we were not done approving the committee descriptions. Cortney Holshouser noted that roughly half were approved at the October 30, 2022 Board of Directors meeting.

The remaining committees (except for the Hall of Fame committee) were submitted between then and the February 11, 2023 Board of Directors meeting. At that particular meeting, President Callie Carson suggested to table the discussion of this topic until today's meeting. That motion passed.

Cortney provided the descriptions for the following committees via Google Doc and as an attachment to the meeting materials email sent this week: Marketing, NCBCIP, NCAA Endowment for Excellence, Field DAY, NC Purebred Breeders Council, Grievance, Angus Advantage Sale, and Spring Fever Sale. Everyone has had time to review the remaining committee descriptions. President Callie Carson called for any discussion or edits to these descriptions. Joe Hampton moved to accept these committee descriptions as presented. Motion seconded by Greg Little. Motion passed.

NEW BUSINESS

Donation to the Moffitt and Mayberry families

President Callie Carson reported that current Director Kyle Mayberry's grandfather passed away about 10 days ago and past Director Zach Moffitt's grandmother passed away 2 weeks ago. Callie asked if there was any discussion for the NCAA donating to their respective causes in their memory. Eugene Shuffler noted that we typically only donate if an immediate family member passes away. No action was taken.

Action Item: Cortney Holshouser will send Kyle's and Zach's addresses to those wanting to send a sympathy card.

Gene Editing

President Callie Carson reported that the survey sent out to NCAA members was not helpful as the results were 50/50 for/against allowing gene edited animals to enter the AAA registry. As the NCAA Board of Directors, we need to discuss this topic and whether we want to send a letter to the AAA on behalf of our membership. Callie then explained the survey, how it was worded, and discussed responses.

Joe Hampton stated that this topic is a little different because the FDA is involved and has endorsed this concept. The question is not whether it is going to happen or not, it is whether the American Angus Association wants to be involved. It is happening now all around us. Eugene Shuffler commented that the AAA is one of the few associations that will not allow hybrid registrations.

Callie Carson noted that we are not here to discuss whether gene editing should occur or not. The discussion is whether or not to allow the gene edited animal to carry registration papers. She also posed the question again; do we need to address this with the American Angus Association as the NCAA?

Greg Little said the lack of response from the membership is likely due to people not understanding the concept of gene editing.

Joe Hampton noted that voting on this subject will occur at the next AAA Board meeting in June. By the time most folks form an opinion on this, a decision will have been made. He feels like a policy will be implemented by July.

Callie Carson posed the question again, as the NCAA, do we need to submit an opinion to the AAA on behalf of our membership or do we let individuals submit their own thoughts. She feels that we are representing dues paying members of the NCAA as elected directors.

Eugene Shuffler noted that if AAA doesn't accept gene edited animals into the registry, another association will get the business.

Emily Barnes feels there is not enough of a consensus to put anything in the form of a letter to the AAA. What would we say? She asked when the survey was sent. It was in the April e-newsletter and shared

as a separate post on Facebook. Emily asked if it would be beneficial to resend the survey as a separate email with a link to CEO Mark McCully's explanation of gene editing on the Angus Conversation podcast. We could also include a note asking for comments as a decision will be made at the June AAA Board meeting.

Discussion continued on gene editing. Joe Hampton noted that it is not being lumped into the GMO category, only gene edited. Callie Carson sees a marketing opportunity for labeling Angus products as non-gene edited if this practice is not approved.

Joe Hampton and Eugene Shuffler explained the technical aspects of the crispr process of extracting the desired gene. Joe Hampton noted that in the early days of artificial insemination, the Angus breed would not allow this practice. The court system actually forced the breed to allow this because some breeders claimed it was interfering with their commerce. Joe feels that technology is advancing, and that the Angus breed will be left behind if we don't accept gene editing.

Callie Carson posed the question of if we are going to genetically alter cattle enough with the "slick gene" that they will not survive in cold climates. Joe Hampton said we already have the top hair shedding cattle in production in those colder climates.

Joe Hampton feels that the American Angus Association is our assurance that we can play in this arena. Them participating invites us as breeders. If they don't participate, we won't be invited to the party. Roy Swisher noted that animals that have been gene edited will be clearly identified on their registration paper.

Emily Barnes moved to send the gene editing survey to NCAA members again as a separate email with more educational resources and a note indicating an American Angus Association Board of Directors vote on this subject at their June meeting. Motion seconded by Eugene Shuffler. Motion passed.

President Callie Carson stated that if we receive a significant response one way or the other, we will host a special Zoom meeting for the NCAA Board of Directors to draft a letter to the American Angus Association. Survey responses should be submitted by May 26, 2023.

Action Item: Cortney Holshouser will send out an eblast with the gene editing survey, educational sources, urgency, and deadline to the NCAA membership.

Fundraiser

President Callie Carson asked Cortney Holshouser to explain some fundraising options since there is a need to bring in more funds to the Association.

Cortney Holshouser explained the concept of a "25 for 25" campaign. In the year 2025, we ask NCAA members that host their own production sale to donate 25% of their Lot 25.

Callie Carson also suggested selling NCAA member signs as has been done in the past. These would be large signs, often made of metal, that could be placed at the end of someone's driveway, etc. of your farm. The signs would have the outline of North Carolina, the words "North Carolina Angus Association Member" and your farm name.

Callie Carson asked if the Board of Directors would approve of her and Cortney exploring quotes or other fundraising ideas.

Joe Hampton asked how much money we want to raise. \$1,000 or \$10,000? He would like to see us conduct a fundraiser worth doing so that we don't have to continue to host fundraisers each year.

Roy Swisher noted that the handbook used to be the big fundraiser and would bring in \$7,000-\$8,000 each year. Joe Hampton noted that a lot of state Angus associations aren't producing handbooks anymore. Joe mentioned that he and Robin purchase bricks from other organizations. They may never see those bricks, but the purpose of this fundraising method is to permanently be a part of that organization's foundation and history. They understand when they give, that it is a donation. He asked everyone what our "brick" for the NCAA is. What is something that would make donors feel like a part of the NCAA's permanent history.

Action Item: President Callie Carson and Cortney Holshouser will find our "brick" or project that models this concept.

Roy Swisher mentioned that in the past, we have been given a donation heifer and a syndicate would be formed to purchase her and donate her back to be sold again.

President Callie Carson announced that the next NCAA Board of Directors meeting will be August 5, 2023 @ 4pm at Carson Family Farm. This will be more of a "retreat." Spouses and children are invited. There are lots of activities in neighboring towns for families to participate in while we are conducting our meeting. More details will follow.

Greg Collins moved to adjourn the meeting. Motion seconded by Roy Swisher. Motion passed.
Meeting adjourned at 4:17 pm

Respectfully submitted by Cortney Holshouser, North Carolina Angus Association Executive Secretary

North Carolina Angus Association Board of Directors Meeting

August 5, 2023 – 4:00 pm

Carson Family Farm – Laurel Springs, NC

Members present: Cortney Holshouser, Executive Secretary, Callie Carson, President, Michael Wyatt, Vice-President, Greg Collins, Roy Swisher, Joe Hampton, Emily Barnes, Greg Little, and Eugene Shuffler

Members present on Zoom: John Smith, Kyle Mayberry, Bryant Chapman

Members absent: Karl Gillespie, Louis Fulcher, Scott London, Nathan Ireland, Marty Rooker

President Callie Carson welcomed everyone and called the meeting to order at 4:08 pm.

Joe Hampton moved to accept the minutes from the May 7, 2023 Board of Directors Meeting. Motion seconded by Eugene Shuffler. Motion passed.

President Carson noted that she had received feedback that minutes have become too thorough and should not include all details of discussion in meetings.

Cortney Holshouser reviewed the financial report provided and answered questions as received. Roy Swisher moved to accept the financial report presented. Motion seconded by Eugene Shuffler. Motion passed.

Action Item: Cortney Holshouser will contact John Smith with questions on the LSB and Money Market accounts that appear in our QuickBooks reporting.

Action Item Review

Memorial Donations – Cortney Holshouser sent Kyle Mayberry's and Zach Moffitt's addresses to the Board of Directors for sympathy cards.

Gene Editing – After a collection of responses from the gene editing survey sent to the NCAA membership, President Carson sent a letter to the American Angus Association (AAA) Board of Directors sharing some of the responses. No action was taken by the AAA Board of Directors on this issue.

Hall of Fame – Cortney Holshouser has contacted Dr. Kirkman to share the Board of Director's recommendation of Joe French for the NCAA Hall of Fame. He will pass it along to his committee.

Fundraising – Ideas were discussed again for an impactful fundraiser. Some ideas included selling apparel, a "25 for 25" donation program for a lasting legacy, and building the current endowment through donations and letting it grow for a "nest egg".

Fundraising will remain an action item.

Committee Reports

Annual Meeting – written report submitted by Emily Barnes, Chairman

Committee recommendations to the Board of Directors:

- The 2024 Annual Meeting will be held Saturday, February 10, 2024 at Yadkin County Ag Building.
- The committee has secured a caterer for Feb 10, 2024.
- The committee is seeking sponsorships specific to the meeting
 - \$500 Banquet Meal Sponsor (~2-3 total)
 - \$200 Educational Session, Break, or Social Sponsor (~9 total)
 - \$100 Annual Meeting Supporter
- No trade show or vendor booths. Sponsor literature or promotional material will be distributed to each registrant in a registration packet. Annual Meeting sponsors can briefly speak and give an introduction prior to social or educational session.

President Carson called for the Annual Meeting Committee recommendations to be approved by the Board of Directors. Motion passed.

Action Items Completed:

- The committee has reviewed 2 years of past actual expenses and set a tentative budget.

Action Items in Progress:

- Committee will continue discussing about educational session, banquet speaker, and schedule
- Committee will continue to solicit sponsorships specific to the Annual Meeting that do not conflict with Allied Industry Partner Program. 10-12 additional sponsors are needed.
- The committee will review fundraising results and plans to keep registration costs for members reasonable.

Announcements:

The committee requests that all NCAA Board Members reach out to their county Farm Bureau program to request a \$100 sponsorship for the Annual Meeting. Please contact Emily if you need help with this sponsorship request or determining who to contact within your county.

If your farm or business would like to be an Annual Meeting Sponsor, contact Emily.

Angus Advantage – written report submitted by Michael Wyatt, Chairman

After multiple attempts to bring this sale to the public, we have had limited success gaining consignors. The recommendation of the committee is to explore options to use Angus Advantage as a value added program for all commercial females sold via auction and/or private treaty. This program will only be available to NCAA members. Guidelines for this program will be set forth by the committee at the next Board of Directors meeting if approved.

This gives us the opportunity to reach all parties wishing to market value added Angus commercial females, in lieu of those only able to participate in a NCAA sponsored sale.

Discussion occurred about the challenges of establishing the Angus Advantage Sale over the past few years. Some of those challenges include other sales with the same concept. President Carson added that the Association should be a partner in marketing these commercial or Angus influenced cattle, and not a competitor. With that thought in mind, President Carson recommends that the Angus Advantage Committee be dissolved.

Action Item: The Marketing Committee will help draw the skeleton for the Angus Advantage program.

More discussion occurred about the Angus Advantage program including how to protect the logo and the possibility of trademarking it for use as we transition from a cattle sale to a marketing tool. The source of income generated from this program was also discussed, including the possibility of a tag or checkoff system. The overall consensus is that the Association wants this program to add value to the Angus breed and create uniformity and a standard for commercial females.

President Carson called for the Marketing Committee recommendations for the Angus Advantage program to be approved by the Board of Directors. Motion passed.

Field Day/ Tours – written report submitted by Kyle Mayberry, Chairman

Biltmore is excited to welcome the NC Angus Association and its members to a Field Day on Biltmore Estate in Asheville, NC on Sept 30th! We will have Dr. Paige Pratt from Neogen, Dr. Dan Poole from NC State, Dr. Harrison Dudley from Livestock Vet (formerly State beef extension vet), Reese Tuckwiller, and Dr. Andrew Weaver from NC State as speakers for our field day morning portion. Then an estate raised lunch will feature products from the property and a demo from our estate executive chef and estate butcher of a carcass breakdown. And then we will close the morning portion of the event with remarks from Biltmore CEO, Bill Cecil, Jr.

Callie and I had a great walk through on Monday to discuss logistics, and the RSVP that Cortney has created is now live!

Kyle Mayberry is still currently working to get more sponsors.

Please note that the address for the Field Day is 702 BREVARD RD ASHEVILLE, NC 28803 which is a completely different area than the actual Estate.

Spring Fever Sale – no report submitted

There will be a consignor meeting via Zoom in the Fall with updates to the sale and information helpful to first time consignors. Sale manager, Zach Moffitt will coordinate the logistics of this meeting. This will also be a great opportunity to recruit new consignors.

Daniel Wall has resigned from the Spring Fever committee, so his position needs to be filled.

Action Item: Cortney Holshouser will review income and expenses for Spring Fever to make sure they are accurate and balanced.

Human Resources – no report

Constitution & ByLaws – written report submitted by Mike Moss, Chairman

I would like to request if there is anything that needs to be reviewed on the Constitution and By-laws from the Board of Directors, please let me know.

Fairs and Shows – no report submitted

Endowment/Finance – report by Cortney Holshouser

Our spendable dollars from the Endowment for Excellence this year will be distributed soon. At our May 7, 2023 meeting, the Board of Directors voted to place that money in the checking account. An invoice has been sent but has been delayed due to having to re-register as a vendor for NCSU.

Grievance – no report

Hall of Fame and Awards – no report

History – written report submitted by Suzanne Brewer, Chairman

I probably won't do another update until 2025 (do fall of 2024 for 2025 annual meeting presentation) if that is agreeable with the Board of Directors.

The Association was founded in 1945, 75th Anniversary celebrated in 2020. History first printed in 1982 by Margaret Cheek, Jane Fowler updated in 1982 & 1996, Jane also did a 10 year 60th Anniversary in 2005. Bettie Garner did an update in 2012. And Suzanne Brewer did the last update in 2020.

I would like to know the Board's thoughts as the 80th Anniversary will be 2025 and would need to start preparations in 2024.

Discussion occurred about the printing of an 80th Anniversary booklet in 2025, including cost and distribution.

Eugene Shuffler moved to have an 80th Anniversary history booklet compiled and printed. Motion seconded by Michael Wyatt. Motion passed.

Action Item: The 75th Anniversary information should be available online if it already isn't. Cortney Holshouser will make sure it gets online.

Long Range Planning – no report

Magazine – written report submitted by Cortney Holshouser, Chairman

The deadline for all material for the Fall magazine is SEPTEMBER 1st. The Fall advertising opportunities flyer has been mailed to all members. If there are any other potential producers or businesses that you think would be interested in advertising in the magazine, please let Cortney know.

Marketing – written report submitted by Michael Wyatt, Chairman

The Carolina Genetics on Ice sale was held on July 27, 2023. Sixteen (16) of One Hundred twenty-four (124) lots met their reserve, resulting in a sale total of \$7,565. After sale fees to Angus Live (7.5%), the association was able to generate \$151.30 in sale commissions (2%) and \$140.00 in consignment fees, at a total of \$291.30.

Discussion occurred about how to improve the sale and the amount of labor input for the amount of revenue generated.

President Carson suggested letting the Marketing Committee discuss the viability of the sale and ideas, and present recommendations to the Board of Directors at the next meeting.

Membership – written report submitted by Cortney Holshouser

Summer/Early Fall membership renewals have been mailed and are being returned.

Current membership count – 142

NCBCIP – no report

NC Purebred Breeder's Council – no report

Nomination – written report submitted by Mike Moss, Chairman

I would like to encourage the team to provide me with nominations of individuals they feel are worthy of consideration for new Board Of Director members for 2023.

Publicity – written report submitted by Cortney Holshouser, Chairman

Please consider sharing the NC Angus Facebook posts. The more comments and shares we get on our Facebook posts, the more it appears in other's newsfeeds.

Scholarship – written report submitted by Cortney Holshouser, Chairman

After the scholarship process this Spring, I received a call from the NC Community Foundation about the William Sanders Scholarship account. The funds in that account have dipped below what they require to maintain a dedicated scholarship. As explained to me, our scholarship type would change. As I understand it, this would make us manage and handle the logistics of the process officially. Which is what we already do. They feared if they were ever audited, they wanted to cover their bases. I asked for documentation to present to the Board of Directors explaining this change before our August 5th meeting. When I followed up last week, Jake Pope (who is the representative I've been working with) realized we are a 501 C(5) and not a 501 C(3) while working on the beneficiary resolution document. His response was "Unfortunately, NCCF is not able to grant out to 501 C5 organizations. With that in mind and not wanting to see the fund be closed, we talked with Stagg about raising the fund balance in order to keep the fund functioning as it has been. Stagg will be working with her family and others to see that

this happens. At this point, I have no need to feel anything but optimistic that this will happen and the scholarship will continue as it has...with a little bit more to the annual grant."

He has had internal discussions with the Sanders family since then and is supposed to update me soon. He assures me that the Sanders family still wants to award this scholarship and are working towards its longevity.

I know the Juniors used to contribute to this fund, but I think they stopped years ago. This may be something to talk about in the future as I don't know if Stagg and Marsha have any relatives that are interested in carrying on this scholarship once they are unable.

The recipient of this year's Sanders Scholarship was Hannah Vanhoy in the amount of \$1,920.00.

Discussion occurred about the history of the scholarship fund, our role in allocating scholarships, and the input from all NC Angus entities and the Sanders family.

Joe Hampton moved that President Carson organize a Zoom meeting between representatives of the North Carolina Angus Association, the North Carolina Junior Angus Association, and the North Carolina Angus Auxiliary to discuss a resolution and the future of the Sanders scholarship fund. Motion seconded by Roy Swisher. Motion passed.

Action Item: President Carson and Cortney Holshouser will contact NCJAA and NCAAX representatives to schedule a meeting about the Sanders Scholarship.

Website – no report

Wood Endowment – Cortney Holshouser, Chairman

Lynae Bowman received the 2023 DeEtta Wood scholarship at the National Junior Angus Show in Grand Island, NE last month.

North Carolina Junior Angus Association – written report submitted by Robin Vanhoy, Advisor

The NCJAA has attended both the ERJAS and the NJAS over the past two months.

1. **ERJAS** held in Lebanon, TN, June 22-24. Attendance: Maddie Grace Carpenter, Caroline and Jonathan Scarlett, Mary and Ava Wood. Congrats to Mary Wood, 4th in the Senior Div. Showmanship; Caroline Scarlett, Reserve Grand Champion in the Intermediate B Division Showmanship; Ava Wood, 5th in the Intermediate B Division Showmanship, Maddie Grace Carpenter, 4th in Intermediate A Division Showmanship.

2. **NJAS** held in Grand Island, NE, July 1-8. Attendance: Lynae and Nate Bowman, Maddie Grace and EB Carpenter, Rylea Suddreth, Emma and Hannah Vanhoy, Mary and Ava Wood. (10 head of cattle)

* Mary was elected to the National Junior Angus Board;

*Lynae Bowman received her Gold Award, and the DeEtta Wood Scholarship and participated in the Showmanship contest.

* Mary Wood and Emma Vanhoy received Foundation Scholarships.

* Emma and Hannah Vanhoy, Maddie Grace Carpenter, Ava Wood competed in the Sr. Div. Roast CAB cook-off contest, placing 2nd.

* EB Carpenter placed 1st in Extemporaneous Public Speaking in the Jr. Division. (This was his first ever time competing in this contest.)

* Nate Bowman competed in Intermediate Extemporaneous Public Speaking.

- * Other activities the Juniors competed in include: Quiz Bowl (Intermediate-Hannah Vanhoy, Nate Bowman, Ava Wood, Maddie Carpenter); Skill-a-thon: Rylea Suddreth, Emma Vanhoy, Maddie Carpenter, Hannah Vanhoy,
- * Maddie Grace Carpenter represented NC at the Royalty Breakfast.

The Juniors have one additional thing going on. They will be serving ice cream at the NCJBRU to all that will hang around and cheer on the fitting contest on Friday night. Pizza is being served between the judging and the fitting contests. The NC Jr Angus will top it off with ice cream. We hope to recruit new Angus Juniors, or for sure encourage the fellowship that evening.

North Carolina Angus Auxiliary – written report submitted by Cortney Holshouser

The Auxiliary recently hosted its Summer Outing in the Asheboro/Seagrove area. 21 members and guests enjoyed brunch, the pottery museum, and shopping. Anyone is welcome to our events.

Old Business

No Old Business

New Business

NC Mountain State Fair sponsorship – The NCAA received a sponsorship request from the NC Mountain State Fair. President Carson had been in contact with Will Thompson to get a better explanation of sponsorship levels. In the past, Will has combined NC Angus Association sponsorship and NC Angus Auxiliary sponsorship for more prominence. In recent past, the Auxiliary has donated \$750 and the NCAA has donated \$250.

Discussion occurred about recognition received as sponsors, how many youth exhibit at this show, etc.

Joe Hampton moved to donate \$250 to the NC Mountain State Fair youth livestock show. Motion seconded by Greg Collins. Motion passed.

NC State Fair sponsorship – Cortney Holshouser shared the sponsorship request letter received from Neil Bowman, along with his explanation of sponsorship levels and their respective benefits.

Discussion occurred about the benefits of sponsoring this show.

Michael Wyatt moved to donate \$250 to the NC State Fair livestock show. Motion seconded by Greg Collins. Motion passed.

NC Junior Beef Round Up sponsorship – Cortney Holshouser received an email request from Kim Burge, NC Cattleman's Association for a \$150 sponsorship of the NC Junior Beef Round Up. The NCAA has sponsored at this level for the last several years.

A short discussion occurred about the benefits of sponsoring this show.

Eugene Shuffler moved to donate \$150 to the NC Junior Beef Round Up. Motion seconded by Joe Hampton. Motion passed.

President Carson announced that the next NCAA Board of Directors meeting will be OCTOBER 29, 2023 at 2:30pm at the Yadkin County Farm Bureau Office in Yadkinville, NC

Michael Wyatt moved to adjourn the meeting. Motion seconded by Eugene Shuffler. Motion passed.

North Carolina Angus Association Board of Directors Meeting

October 29, 2023 – 2:30 pm

Yadkin County Farm Bureau – Yadkinville, NC

Members present: Cortney Holshouser, Executive Secretary, Callie Carson, President, Roy Swisher, Joe Hampton, Emily Barnes, Nathan Ireland, and Eugene Shuffler

Members present on Zoom: Greg Little, Greg Collins, and Michael Wyatt

President Callie Carson welcomed everyone and called the meeting to order at 2:39 pm and opened with a prayer. President Carson declared a quorum present.

On motion by Roy Swisher, seconded by Eugene Shuffler, the board approved the August 5, 2023 Board of Directors meeting minutes.

Emily Barnes asked if the finance committee ever prepares a budget for the coming year. Discussion occurred on the history of budgets and their effectiveness in past years. Joe Hampton stated that budgets are helpful if we are expecting a major change in spending habits, but that we generally do not need one.

On motion by Joe Hampton, seconded by Greg Collins, the board approved the financial report.

Action Item Review

Financial Reporting: Cortney Holshouser was able to compile financial reports excluding the old LSB and Money Market accounts that appear in our QuickBooks reporting. All accounts are visible on the account, whether they are active or not.

Angus Advantage Program: No report.

Spring Fever report: Cortney Holshouser reviewed the income and expenses for Spring Fever. The difference in balances is that the “no sale” lots were included in the general sale report totals.

History: The 75th Anniversary information has been made available on our website under the Highlights tab.

Sanders Scholarship: President Carson contacted NCJAA representatives to discuss the Sanders Scholarship.

Discussion on the future of the Sanders scholarship occurred. From communication with the NC Community Foundation, the Sanders family is receptive to helping build the fund and doing what is necessary to continue awarding the scholarship. Discussions with NCJAA will continue.

We need to know what the shortfall of the Sanders Scholarship account is and what would need to be paid to reestablish the scholarship. We also need to know the intent of the Sanders family's involvement for the future.

Action Item: Cortney Holshouser and Callie Carson will continue to communicate with the NC Community Foundation, the NCJAA, and the Sanders family about the future of the Sanders scholarship.

Committee Reports (refer to separate document of submitted committee reports)

Annual Meeting – written report submitted by Emily Barnes, Chair

Committee recommendations to the Board of Directors:

- Ticket price
 - EARLY BIRD Registration for Meeting, Social, & Banquet, with one complimentary raffle ticket for a brand new MVE XC-20 semen tank: \$25
 - Late & on-site registration: \$35
 - Kids under 10: free
 - Educational session & meeting only: free
 - Additional or a la carte raffle tickets for MVE XC-20 semen tank: \$10 each

Committee recommendations were approved.

Angus Advantage – no report submitted

Endowment/ Finance – written report submitted by Cortney Holshouser

We received the funds from NCSU CALS Advancement in July. The amount was \$2,210.00.

Funds were deposited into the general fund. President Carson suggested that we think about putting those funds toward the Sanders Scholarship fund next year. She also suggested that in the future, we could put 1% of the Spring Fever income into our NC Angus Association Endowment for Excellence.

Fairs and Shows - Results are included in the NCJAA report submitted by Robin Vanhoy

Field Day/Tours – written report submitted by Kyle Mayberry, Chair

Grievance – no report

Hall of Fame – report submitted by Richard Kirkman

President Carson reported that NC Cattlemen’s Association Executive Director Bryan Blinson is retiring March 1, 2024.

On motion by Joe Hampton, seconded by Emily Barnes, the Board approved recommending to the Hall of Fame committee two inductees this year – Bryan Blinson in addition to Joe French

Action Item: Cortney Holshouser will contact Dr. Kirkman to inform him of the Board’s recommendation to have two Hall of Fame inductees at the Annual Meeting.

History – written report submitted by Suzanne Brewer, Chair

Human Resources – No report

Membership – written report submitted by: Cortney Holshouser

There are currently 175 members

Publicity/Magazine/Website – written report submitted by: Cortney Holshouser

President Carson noted that with more names and email addresses being added to our Mailchimp account, eblasts being sent out have more value. She wants the Board to consider whether the recipient list has grown enough to increase the cost of an eblast for customers.

Action Item: Marketing committee discuss if increased e-blast rate is needed.

Constitution & ByLaws – written report submitted by Mike Moss, Chair

Long Range Planning – no report

Marketing – written report submitted by Michael Wyatt, Chair

NCBCIP – no report

NC Purebred Breeder’s Council – no report

Nomination – written report submitted by Mike Moss, Chair

Submit recommendations for 2024 Board Members to Mike Moss.

Action Item: Board of Directors will contact Mike Moss with any suggestions for new directors.

Scholarship – report given by Cortney Holshouser, Chair

Spring Fever – no report submitted

The committee still needs a member to replace Daniel Wall.

Wood Endowment – written report submitted by Cortney Holshouser, Chair

North Carolina Junior Angus Association – written report submitted by Robin Vanhoy, Advisor

North Carolina Angus Auxiliary – no report submitted

Old Business

The Union County Bull Sale has offered to reimburse us for the deposit on the Union County Agricultural & Event Complex for the canceled Angus Advantage Sale. Greg Little is working as a liaison with the Union County Bull Sale.

President Carson attended the Wayne County Cattlemen’s Association meeting earlier this month to promote our Association and the Angus breed in general. President Carson encouraged Board members to take these kinds of opportunities for outreach about our organization.

New Business

Bull Test Advertising – Cortney Holshouser shared with the Board a request from the NC Cattlemen’s Association for advertisements to be placed in the NCBCIP Bull Test Sales catalogs. Cortney provided a list of size options and prices.

On motion by Joe Hampton, seconded by Roy Swisher, the Board approved a half page ad in both the Waynesville Bull Test Sale and Butner Bull Test Sale catalogs for \$200.00.

It was mentioned that there has been past discussion on reducing the number of directors on the Board. Discussion occurred on the advantages and disadvantages of having fewer Board members, the logistics of making that happen gradually over time, and how to navigate this option according to our By-Laws.

According to our By-Laws, the number of Directors can be increased or decreased by a majority of the members present at a meeting.

Sections 1 and 2 of Article IV – Directors, was read aloud and discussion occurred on the interpretation of this. The consensus was that no membership vote would need to occur at Annual Meeting to nominate and elect 4 new Directors instead of 5.

President Carson will discuss this with Mike Moss and Eugene Shuffler during their nominating committee meeting between now and December. A decision will be made before the December Annual Meeting / membership renewal mailing goes out, so that any voting notice can be included in this mailing.

President Carson announced that the next Board of Directors meeting will be held on February 10, 2024, at 11:00 am at the Yadkin County Agricultural & Educational Building in Yadkinville, NC. Lunch will be provided following the meeting.

On motion from Joe Hampton, seconded by Eugene Shuffler, the Board approved to adjourn the meeting.

Meeting adjourned at 3:48 pm.

Submitted by Cortney Holshouser, North Carolina Angus Association Executive Secretary