

ARPA Board of Directors Meeting Minutes
June 11, 2016 – Eldon, Missouri

Attendance: Robert Carson, Jeff Wilkins, Jim Jackson, Brian Fairchild, Kim Scott and Brian Shuter, via phone; Bill Wiese, John Rager and Linda Hampton and guests Greg Fairchild, Mike Mammele, James Campbell, Teresa Jackson, George & Sally Shaffer and Mike Parks.

Vice President Robert Carson served as Chairman of the meeting since President Dan Schmiesing was unable to attend.

Carson called the meeting to order and asked for a Roll Call. After the Roll, Carson asked Shuter to read the minutes of the January 27, 2016 and the May 16, 2016 Board of Directors Conference Calls.

Brian Fairchild moved and Jim Jackson seconded to “Approve the minutes as presented.” Motion passed.

Shuter presented the financial report as of April 30, 2016. There was some discussion concerning ways to cut the costs associated with the journal, such as the weight of the paper used and not printing the minutes of meetings etc. Greg Fairchild asked about the hourly rate for web updates and mentioned that he had read in the bylaws that the magazine was supposed to be self-sufficient. Jeff Wilkins mentioned that he had heard some favorable comments about the last issue of the magazine and encouraged all advertisers to think about stepping up to the next larger ad size to help the magazine stay financially sound.

John Rager moved and Brian Fairchild seconded to “Accept the financial reports as presented.” Motion passed.

Chairman Carson opened the floor to committee reports.

Jeff Wilkins presented the National Sale Committee report. He mentioned that the sale would be held on October 2nd at Murray State University in Murray Kentucky. The deadline for sale entries would be July 15. The Room Reservation deadline to be able to get the group rate was Sept 15 as well as the RSVP deadline for meals was Sept 15. He also asked for RSVP's to be sent in for anyone wanting to set up a farm booth. Wilkins implored the board to support the sale, to attend the events and to bring quality cattle. He did a quick straw poll of the Board Members, asking for a potential number of animals that they anticipated consigning to the sale. James Campbell offered to help call all of the Western States Association members to inquire about potential sale entries from that group of people.

Jim Jackson presented the Show Committee report, sharing that the committee was working to improve the recognition of Juniors participating in the National Show at NAILE since we lost our slot for a separate Junior Show. One idea included providing the Juniors with medallions for their awards.

Robert Carson presented the Salmonella Resistance Committee report. He reported that the test would no longer be commercially available due to the technology being purchased by an unidentified Branded Beef Company.

Carson also presented the Journal and Website Committee report. He announced that the new website was up and running and that as an added bonus for Magazine Advertisers, all Journal ads would also be placed on the website in a searchable format for no additional cost. The plan is to keep the new website very active and fluid. He also shared that the committee is looking at ways to make a better push to grow our advertising pool. He shared that the deadline for the next issue would be July 15th. Greg Fairchild asked about how the magazine

layout gets billed and specifically how changes to individual breeders ads play into the overall costs of the magazine. Teresa Jackson shared some of her concerns with the latest issue of the magazine. James Campbell noted that the accuracy of the information within the magazine is the responsibility of ARPA, not the layout company. Teresa expressed her willingness to help proof and recommend edits to the magazine, as long as she has the Board's blessing to do so. The chain of command on magazine ad changes and edits will still need to funnel through the Secretary so that the publisher only has to coordinate with one person.

Brian Fairchild read the World Tour Report that Dan Schmiesing had prepared and shared with him. One of the big points of focus was to encourage people to attend as much of the tour as they possibly could. Current plans involve breaking the "Congress" Meeting portions of the Tour up into two parts with the first part taking place at Purdue University and the second part taking place at the Purina Research Farms. Interested parties could RSVP to him. Teresa Jackson shared that the Juniors were talking about developing some merchandise that might be available for purchase during the tour.

Dan also sent his report for the Archives Committee to Jeff Wilkins to present. He shared that the digital copies of the archives materials are ready for dispersal and that a few copies had already been ordered. One of the concerns was with the storage of the physical archive materials, part of which he had and part of which were being stored by Brian Shuter. He recommended consolidating all of the archives materials and asked the Board to discuss a resolution where by the board would not hold the person responsible for the storage of said materials in case something beyond their control damages said items.

Jeff Wilkins moved and Jim Jackson seconded to pass a board resolution stating that "The parties storing the physical archives materials not be held responsible for damage to the archives items while they are in said person's care." Motion passed.

Robert Carson read a note from Dan Schmiesing that he had been unable to identify someone willing to serve as the Junior Association Advisor. After a short discussion, James Campbell nominated Bonnie Linhardt to fulfill this role. Jeff Wilkins also mentioned that he had heard that Teresa Jackson was interested in helping advise the Junior Association. After a bit more discussion, Robert Carson, acting as the Chair of the Meeting appointed Teresa Jackson to be the Chair of the Junior Advisors Committee and that Bonnie Linhardt serve as her assistant.

Teresa accepted the appointment and shared a few of her concerns for the Junior Association, specifically at the events surrounding the National Show at NAILE. She will be working on a plan to cover a few of the awards that had been inadvertently skipped over the last year.

Kim Scott asked whether any information had been found on the requirements for the disbursements of the Stonebrook Farms Memorial Scholarship sponsored by the Raines Family. No additional information was available on the program at this time.

John Rager, acting as the Chair of the Finance Committee, discussed the need for an audit to be performed on the books as part of the transition plan for the Secretary/Treasurer position. He recommended that the Board approve he and Mary First to conduct an internal audit to fulfill the audit needs, instead of spending a significant amount of money on an outside CPA firm to conduct the audit.

Jeff Wilkins moved "That John Rager and Mary First conduct an audit of the financial records as part of the transition plan to a new Secretary/Treasurer." Motion passed.

Linda Hampton shared the Nominating Committee report, sharing that names were being recommended for potential candidates for the Board and that those potential nominees would be contacted by the committee to further discuss the interest level of said candidates.

Chairman Carson opened the floor to new business.

Jeff Wilkins moved to "Approve Shuter's Breitling for AI use." Jim Jackson seconded the motion and the motion passed.

Carson shared some additional notes from Dan Schmiesing. Dan had noted that there was an outstanding balance on the Andrew Harrington account due to magazine ads being run after the passing of Mr. Harrington.

Brian Fairchild moved to "Write off the balance due of \$27.68 on the Andrew Harrington account." Jim Jackson seconded the motion and the motion passed.

Carson shared that Schmiesing had been contacted by Mr. Phil Wyrick, expressing his dissatisfaction with the layout of his ad in the magazine. Without further written notification from Mr. Wyrick, no action was taken.

Carson shared his concerns with the Association's standing program whereby first time purchasers of registered Red Polls are provided with a one year free membership into the Association. He felt that the group of buyers could be better served by receiving a magazine subscription and by having their name listed in the magazine as a new buyer.

Jeff Wilkins moved and Kim Scott seconded that "The Membership Committee evaluate the current New Member program and to develop a plan for promoting first time purchasers of Registered Red Poll cattle and to present their plan at the next meeting of the Board of Directors." Motion passed.

Jim Jackson expressed his concern over the language used in the rules of the National Show, pertaining to DNA testing and the expenses incurred during that test.

Kim Scott moved and Brian Fairchild seconded that "the Show Committee adjust the rules of the National Show to note that ARPA would pay the costs associated with the mandatory DNA testing of the Grand and Reserve Grand Champions at the National Show." Motion passed.

Jeff Wilkins expressed his concern on the part of new purchasers who often get confused as to what the different classifications used in the Registry Programs of ARPA, namely Appendix versus Purebred versus Fullblood. He encouraged the Board to look at adding clarification on the different classifications to the Sale Catalog for the National Sale as well as on the ARPA website. Carson recommended that the Performance Committee look into providing some sort of clarification as to what the different classifications meant and to make that available via multiple sources.

Teresa Jackson rejoined the meeting to announce the recently elected officers of AJRPA. Megan Spegal was elected to be President, Khrista Edgell was elected to be Vice President, Emily Koch was elected to serve as Secretary and Cameron Spegal will serve as the Treasurer for the Junior Association. She also shared that the Spegal family has offered to host the National Junior Preview Show in either 2018 or 2019 if so desired.

John Rager presented the report from the Search Committee tasked with identifying a potential new Executive Secretary/Treasurer. He asked if it was proper for the Board to enter into Executive Session, since the discussion would center around the hiring of staff.

John Rager moved and Jeff Wilkins seconded to enter Executive Session. Motion passed.

The meeting resumed after the Board broke from Executive Session.

John Rager moved and Linda Hampton seconded that "ARPA hire Kaye Gilbert as the Executive Secretary/Treasurer." Motion passed.

John Rager moved and Linda Hampton seconded that "Kaye Gilbert be allowed to open bank accounts in the bank of her choosing, as needed to satisfy the financial tracking needs of the Association and that John Rager, acting as the Chair of the Financial Committee, be added as a second signatory on said accounts." Motion passed.

Jeff Wilkins moved to adjourn the meeting and Jim Jackson seconded the motion and the motion passed. Robert Carson adjourned the meeting.

Respectfully submitted,

A handwritten signature in black ink that reads "Brian Shuter". The signature is written in a cursive, flowing style.

Brian Shuter