

**American Red Poll Association
Board of Directors Meeting Minutes
Tuesday, Jan 17, 2023**

Call to Order:

Chet Miller

Roll Call:

Present on phone: Chet Miller, Brant Sanders, John Rager, Joe Jackson, Phil Wyrick, Willard Gardner, Brian Fairchild, Edsel Belyew, Jim Jackson.

Guests: Regan Logan.

Absent: Brent Raines, Teresa Jackson.

Approval of Minutes:

The minutes of the Oct 21, 2022, Oct 22, 2022, and Nov 17, 2022, meetings were presented. Joe Jackson moved to approve, and Brian Fairchild seconded. Motion passed.

Publication committee:

Regan Logan noted that the Journal checking account balance was \$2530.49. So, we are operating in the black as required. She had some suggestions as follows:

1. Improve customer service by providing invoices for ads from the National office.
2. Move Journal to a company that does magazines as part of their business, and they would solicit ads. She will investigate this after next issue.
3. The above item 2 would free up the Publication committee to work on other projects as needed such as videos.
4. Develop selection tools to help breeders market their cattle. Such as services that the organization provides for the membership. Promotion and marketing tools.

Phil Wyrick stated that we need to send the invoices as soon as the journal is put together. Phil Wyrick made a motion that we invoice all advertisers on each issue, due upon receipt, done by Executive Secretary from office. Seconded by Edsel Belyew. Motion passed.

Finance committee:

Edsel Belyew noted that the Endowment Fund at Raymond James has a balance of \$237,243.49. We have received dividends of \$1,940.86. The Junior Endowment Fund balance is \$14,159.53. We have \$173,424.00 at Wells Fargo. \$45,616.71 of this is in a cash account. Our operation checking account balance is at \$20,197.82. The Jr checking account is at \$2385.83 and the Raines account is at \$4596.75. The Journal account is at \$2530.49. He noted that our biggest hitters are paying the Executive Secretary at \$1500/month, ABRI at ~\$2000/year, and we paid our CPA \$2225 for ARPA and \$860 for the Endowment Fund in 2020, and \$2110 for ARPA and \$830 for the Endowment Fund in 2021. Areas we could focus on to trim would be ABRI and the CPA. ABRI is the firm that handles our registrations in Australia. Discussion occurred on how best to invest our funds.

Chet noted that the financial report shows we lost \$8339.31 in the last fiscal year.

Phil Wyrick made a motion to take the recommendations of the Finance committee as to what our best options are to where to move the funds and bring the recommendations to the Board for approval. Seconded by Joe Jackson. Question was called by Phil Wyrick. Motion passed.

Jim Jackson noted that according to our financial reports we actually have paid ABRI a total of ~\$4500 in the most recent fiscal year and \$3850 the prior fiscal year.

National Meeting/Sale committee:

Chet Miller noted that TN has been considered as the location for 2023. Brant Sanders stated that the Southern States association is meeting on Feb 4th and will be discussing this. We will plan to have a Board meeting on Tuesday, Feb 7th to discuss their decision.

New Business:

Phil Wyrick noted that he had 3 items to propose to help with our deficit in funds.

1. Motion to increase registration and transfer fees by \$10 each for 1 year starting May 1. Put 100% of these extra funds in an account for the Publication committee or appoint a new committee to use strictly for advertising. This could run from May 1, 2023 thru April 30, 2024 and then it could come back to the Board to decide if we continue or not. Discussion occurred. Chet Miller asked if CHR registration was included. Phil Wyrick then pulled his motion down and spoke on next item 2.
2. Motion to remove all discounts from the CHR program. Edsel Belyew seconded. Discussion occurred. Question was called by Phil Wyrick. Roll call vote occurred. Vote was 2 Yes (Phil, Edsel) and 5 No (Brant, Brian, Joe, Willard, John). Motion did not pass.

Phil Wyrick returned to the previous point 1. He made a motion to increase the registration and transfer rates by \$10 each from May 1, 2023 thru April 30, 2024. The extra \$10 from each fee to go into an advertising account to only be used for advertising. Edsel Belyew seconded. Discussion occurred. Motion was amended to clarify that this includes CHR registration rates. Question was called by Phil Wyrick. Roll call vote occurred. Vote was 5 Yes (Brant, Brian, Joe, Phil, Edsel) and 2 No (Willard, John). Motion passed. Notification to the members will be by posting the new fee schedule on the website and by sending an email blast.

3. Motion to give Phil Wyrick the authority to approach the USDA, as a representative of ARPA, to obtain funds to support ARPA. He is considering asking for \$50,000. Seconded by Brant Sanders. Discussion occurred. Question was called by Phil Wyrick. Motion passed. Chet Miller to formulate a letter of introduction for Phil to the USDA.

Joe Jackson moved that we do away with the CHR discounts only on the 1-2 year olds and the over 2 year olds. Seconded by Willard Gardner. Discussion occurred. Motion passed. This increase goes into effect immediately since the CHR enrollment period begins very soon and the CHR is a yearly program.

Next Board meeting will be held on Tuesday, Feb 7th at 7pm central, 8pm eastern.

Meeting adjourned.

Submitted by Jim Jackson, Executive Secretary/Treasurer