

North Dakota Red Angus Association

November 15, 2023

Board of Directors Meeting

8:00 PM CST

Zoom Video Conference Call

MINUTES

1.0 Roll Call: Sam Twedt, Bryan Ressler, Scott Kueffler, Chuck Steffan, Annette Steffan, Chris Wasem, Ryan Clementson, Ben Lodoen, ~~Rick Rohrich~~
Special Guests: Jeff Thomas

2.0 Meeting call to order by President Sam Twedt at 8:02 PM CST

The Sale Committee Report Moved Here

3.0 Secretary Report by Annette Steffan.

3.1a Minutes from October 11, 2023, NDRAA Board Meeting

Corrections: None

Motion: Chris Wasem moved to approve the minutes of the October 11, 2023, NDRAA Board Meeting.

Second: Bryan Ressler

Action: Minutes accepted

4.0 Treasurer Report by Chuck and Annette Steffan.

4.1 IRS tax information: Chuck Steffan reported that the NDRAA is filed as a tax-exempt organization as a 501(c)(3). After review with Larry Robinson, tax accountant for Galleon Financial, indicated NDRAA should consider converting to a 501(c)(6). A 501c3 is generally considered a charitable non-profit whereas a 501c6 is considered a membership not for profit doing business to benefit the membership. The only possible disadvantage of converting to a 501c6 is that major corporations may not donate to a 501c6 but would donate to a 501c3, however corporations still have the avenue to support a 501c6 through sponsorship and advertising that is fully tax deductible and corporations advertising budgets generally are larger than what is legally allowed by law for corporate donations.

Not for profit organizations that do not receive gross incomes in excess of \$50K can file a 990N (postcard notice) to IRS. This is a simple (electronic filing only) process that puts the IRS on notice that your not-for-profit organization has not received more than \$50k per year in gross income – honor system. Not-for-profit organizations that receive not more than \$200k in gross revenues and have less than \$500k in assets can file tax form 990 EZ. Not for profit organizations that have more than \$200k in gross revenue and more than \$500k in assets must file form 990.

4.2 CD at Dakota Community Bank:

Balance: \$10,712.28 as of 02/11/2023. The CD automatically renews for a term of 9 months with a new maturity date of 11/11/2023. Annette will take the minutes stating who can sign and then the CD will be closed, and the funds transferred to Cornerstone Bank.

4.3 Treasurer Report

(See attached NDRAA Detailed Balance Sheet November 1, 2022 to October 25, 2023)

(See attached NDRAA Summary Balance Sheet October 1, 2023 to October 25, 2023)

- 4.3a Annette is using QuickBooks for banking records. Transactions for Fiscal Year November 1, 2021, to October 31, 2022, have been entered to the best of ability. Statements have been reconciled for that year.
- 4.3b Transactions for Fiscal Year November 1, 2022, to present have been entered to the best of ability. Statements to present have been reconciled. See Attached Transaction Detail and Balance Sheet.
- 4.3c Chuck Steffan reviewed the Treasurer's report in more depth to review the discrepancies. Therefore, the following happened pertaining to the:

Motion from September 25, 2023, NDRAA Board of Directors Meeting

Motion: Chris Wasem moved to table the treasurer report.

Second: Ben Lodoen

Action: Treasurer's report tabled for the next meeting.

Motion: Chris Wasem moved to take from the table the treasurer's report from the September 25, 2023, meeting.

Second: Bryan Ressler

Action: Motion to take the treasurer's report from the table.

Discussion: Concerning the review of the NDRAA bank statement documents and review of the Fiscal year 2023 Quick Books account created by Annette Steffan: The difference of \$2235 between the NDRAA statement ending balance posted 10/31/22 and the beginning balance posted 11/1/2023 on the Quick Books Report is due to a deposit of \$2235.00 made to the NDRAA general account on 10/31/22 for the benefit of the ND Jr Red Angus Assn. Since in fiscal year 2022, junior and senior funds were intermingled this deposit for ND Jr Red Angus purposes should be posted to the NDRAA general account on Quick Books given it was received and deposited prior to the fiscal year end 10/31/22. This will remedy the difference between the bank statements and Quick Books report. After 11/1/2022 it would be proper to transfer this deposit to the ND Jr. Red Angus Assn for record keeping purposes.

4.3d	Checking Balance as of November 13, 2023:	\$44,908.69
	CD Balance:	\$10,712.28
	Total Assets:	\$55,620.97

Motion: Ben Lodoen moved to accept the November 13, 2023, NDRAA Financial report.

Second: Scott Kueffler

Action: Financial Report Passed

- 4.5 NDJRAA Detailed Balance Sheet
 Checking Balance: \$ 22,888.86
Motion: Chris Wasem moved to accept the October 31, 2023, NDJRAA Financial report.
Second: Ryan Clemetson
Action: NDJRAA Financial Report Passed
- 4.6 Annual Meeting Report: Discussion was held on how to present the finances to the membership at the Annual Meeting. Annette will make a draft for the proposal to be reviewed at the next board meeting.
- 5.0 Standing Committee Reports:
- 5.1 **NDJRAA Portfolio: Annette Steffan**
- 5.1a 2023 Annual Meeting/Banquet/Sale
- Donation Semen Sale: The NDJRAA will invoice the Semen Sale and it will not go through Kist.
- Silent Auction: Sam Twedt will get a boy and a girl item from the NDRAA to go to the NDJRAA Silent Auction.
- “Are You Smarter Than A Junior” Quiz Bowl: The NDJRAA is getting this organized and are very excited about it.
- 5.2 **By-Laws Portfolio: Bryan Ressler & Annette Steffan**
- 5.2a Bylaws are back from legal counsel and are printed and will be sent to the membership on Thursday November 16, 2023
- 5.3 **National/Regional/State Events Portfolio: Chris Wasem & Rick Rohrich**
- 5.3a No Report
- 5.4 **FCCP Sales Portfolio: Sam Twedt**
- 5.4a Rachel Oliver sent a list of FCCP Sales held in ND and the surrounding areas. The North Dakota FCCP Sales are:
- | | |
|--|--|
| Bowman Livestock, Bowman ND: | October 16, 2023 (Max Robison/Doug McGee NDRAA Reps) |
| Bowman Livestock, Bowman ND: | November 6, 2023 (Chris Wasem NDRAA Rep) |
| Rugby Livestock, Rugby ND: | November 27, 2023 (Sam, Ryan or Bryan ?) |
| Lake Region Livestock, Devils Lake ND: | November 28, 2023 (Sam, Ryan or Bryan ?) |
| Rugby Livestock, Rugby ND: | February 19, 2023 (Sam, Ryan or Bryan ?) |
- 5.4b Sam, Ryan or Bryan will try to find someone to represent the NDRAA at the Rugby or Lake Region Sales. Annette reported that the sales in Bowman went well. There were 370 red cattle sold at the November 6, 2023, sale and the reds sold as well as the blacks. Annette gave NDRAA pens out to the consigners as a thank you from the NDRAA.

- 5.4c Discussion on how to pay the \$1000 to the Bowman Sale barn. Annette stated that it is hard to get receipts and that they may not reflect all "Red Angus" advertising. Annette will get what she can and present it at the next board meeting.
- 5.4d Discussion on developing and growing this committee was held. Ideas are welcome.

5.5 **Sale Portfolio: Ryan Clementson & Scott Kueffler & Jeff Thomas**

- 5.5a Jeff Thomas Sale Management: Jeff reported that the catalog proof is out and that the catalog will go to the printer November 16, 2023. He thanked the board and consigners for their cooperation. 1050 catalogs will be mailed out. The number of live lots are down but embryo lots up. Overall, the average lot consignments are consistent from year to year. If there are any complaints about extra pictures for one consigner versus another Jeff will address those. He will be sending out the links to consigners to upload their video's to DV Auction.

Annette said that the meal situation was addressed with Kim Meyer, ND Simmental Association secretary and the meals, cookies & bars are taken care of. Simmentals will bill NDRAA for half of the expenses.

Annette will email a list of consigners to Jeff who have not paid their 2023 nomination fees.

5.6 **Fundraising Portfolio: Ben Lodoen**

- 5.6a Donation Heifer Raffle: Ben Lodoen and Chuck Steffan will work on a spreadsheet for the raffle. They will use a randomizer to sort the numbers. Either Ryan Clemetson or Kyle Gilchrist will auction the tickets at the banquet.
- 5.6b Directory Auction: There will be an auction for the Directory (2025-2026) at the banquet. Either Ryan Clemetson or Kyle Gilchrist will auction the tickets at the banquet.
- 5.6c Directory: Discussion about advantages and disadvantages of having a full color directory vs only the auction pages being full color. It was felt that full color would look better, and advertisers would pay more to have their ads in full color.

Motion: Bryan Ressler moved to have a full color directory.

Second: Scott Kueffler

Action: Motion passed to have a full color directory.

5.7 **Nomination Committee:** Bryan Ressler

- 5.7a If the Bylaws change, we will not have to have an election. Basically, everyone's term would be one year longer.
- 5.7b Offices and Directors up for election:

President: Sam Twedt would serve 1 more year if By-laws pass.

Vice President: Bryan Ressler would serve 1 more year if By-laws pass.

Secretary/Treasurer: Chuck & Annette would serve 1 more year if By-laws pass.

Director: Chris Wasem would serve 1 more year if By-laws pass.

Director: Ben Lodoen would serve 1 more year if By-laws pass.

5.7c. If the bylaws don't pass, we need to be prepared for an election.

6.0 Old Business

6.1 Affiliated Grant Program: No Report

6.1a Application for the 2023-2024 year will include the following. (Annette is working on it)

-FCCP sale support advertising: Sam to draft a letter to sale barns.

-NDSA 4c 1 pg. Ads: Can submit February (Bull), March (Bull), April (Female), October (Feeder Calf), November (Feeder Calf).

6.2 Photo Contest:

6.2a Deadline was November 1. Some of the photos were used in the Red Select Sale catalog. Some were used on the NDSA Calendar.

6.3 Social Media

6.3a Website: Live date goal was November 1, 2023. The website is close to being live. Ranch House Designs wants it to be as complete as possible. They do not recommend having a lot of "coming soon" things on the website.

6.3b Facebook: Upcoming Posts No Report

7.0 New Business

7.1 Budget for 2024 Fiscal Year: Chuck reported that the budget is 99% complete and that he was waiting for the end of year reports.

7.2 Annual Meeting

7.2a 30-day Notices were sent out.

7.4 Advertising

7.4a ND Stockman Magazine Proposal for 2024 year has not been received yet. This will be added to the agenda when received.

7.5 Promotion

7.5a Stipend for royalty: discussion was held on how to help pay expenses for royalty when the attend events representing the NDRAA. The consensus was that if royalty attend sales for producers that that producer pays them some sort of compensation. Discussion needs to be addressed on what a suggested donation be for this. However, events that royalty need to be at to represent the NDRAA which include Military Appreciation Day and the North Star Classic a stipend of some sort should be established.

Motion: Bryan Ressler moved that the NDRAA budget \$500 to be available to royalty to use for travel expenses for events that the royalty need to be at to represent the NDRAA and that the NDJRAA advisors distribute this money to the royalty as needed.
Second: Scott Kueffler
Action: Motion passed.

- 7.6 Secretary Stipend for 2023. Last year the Secretary received \$2500. This will be addressed at the next meeting.
- 7.7. North Star Classic:
7.7a Ad in the North Star Classic catalog is done and sent to them.
7.7b Free Tickets to Cattleman's Ball: Ryan Clemetson will receive the 2 free tickets to the Cattleman's ball.
7.7c. Invoice: Annette paid the \$1000 to North Star Classic for our sponsorship of the open and pen show. Discussion on the \$250 for the junior sponsorship was discussed as there is confusion on whether that is part of the \$1000 package. Annette will check into this.

8.0 Other Business

9.0 Next Meeting Date: November 29, 2023
8:00 PM CST
Zoom

10.0 Adjourn

Motion: Scott Kueffler moved to adjourn the meeting.
Second: Chris Wasem
Action: Meeting adjourned

Respectfully submitted:

Αννεττε Στεφφαν

Annette Steffan
Co-Secretary/Treasurer
ND Red Angus Association

Attached: NDRAA Detailed Balance Sheet (November 1, 2022 to October 31, 2023)
NDRAA Detailed Balance Sheet (October 1, 2023 to November 11, 2023)
501c3 INFORMATION
Response to the financial statement discrepancies and 501c3 information
Minutes October 11, 2023 NDRAA Board Meeting