

North Dakota Red Angus Association

September 25, 2023

Board of Directors Meeting

8:30 PM CST

Zoom 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 Guest: Jeff Thomas

- 2.0 Meeting called to order by President Sam Twedt at 8:02 PM CST
The Sale Committee Report was moved here so Jeff would not have to sit through the meeting (See report under Sale Committee Report).

- 3.0 Secretary Report by Annette Steffan.
 - 3.1 Minutes from July 13, 2023, NDRAA Board Meeting
Corrections: None
Motion: Chris Wasem moved to approve the minutes of the July 13, 2023, Board Meeting.
Second: Bryan Ressler
Action: Minutes approved as presented

 - 3.2 Minutes from July 25, 2023, Membership Meeting were reviewed (These need to be approved at annual meeting in December)

 - 3.3 2022 Annual Meeting Minutes were reviewed. Any changes or additions need to be emailed or text to Annette by October 15.

 - 3.4 Pens: Annette would like to order NDRAA pens and a tablecloth to use for RAAA Convention Booth, NDSA Convention Booth, State Sale and other events as needed.
Motion: Scott Kueffler moved to order 500 pens and a tablecloth to use at events.
Second: Chris Wasem
Action: Motion passed

 - 3.5 New Member joined at ND State Fair
Bohrer Ranch, Dwight & Sandy Bohrer

- 4.0 Treasurer Report by Annette Steffan.
 - 4.1 EIN IRS tax certification: Annette has sent form 8822-B (Change of Address or Responsible Party-Business) to IRS. "If you are an entity with an EIN and your responsible party has changed, use of this form is mandatory. Otherwise, use of this form is voluntary. You will not be subject to penalties for failure to file this form. However, if you fail to provide the IRS with your current mailing address or the identity of your responsible party, you may not receive a notice of deficiency or a notice of demand for tax. Despite the failure to receive such notices, penalties and interest will continue to accrue on any tax deficiencies. **Note the Change of Address or Responsible Party was received on September 18, 2023. Chuck reported that accountant Larry Robinson will research to see if we are delinquent.**

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 Steffan has checked into the CD to update the current signers. The CD was taken out in 2006 with the original signers 1) Derrick Dukart-President, Lisa Pederson-Secretary/Treasurer. To update the information on the CD we need to state in the form of a motion, 2 signers in these minutes. Signers will need to present 2 forms of identification: 1) Photo Drivers License, 2) Bill with name on it.

Motion: Chris Wasem moved to approve Chuck and Annette Steffan-Co Secretary/Treasurer to be signers on the CD held at Dakota Community Bank & Trust.

Second: Scott Kueffler

Action: Motion Passed

Motion: Chris Wasem moved to transfer this CD to Cornerstone Bank upon it's November Maturity date.

Second: Chuck Steffan

Action: Motion Passed

4.3 ND Red Angus Association Financial Review Status was completed by Lervik & Johnson, Certified Public Accountants and summary of review reported by Ben Lodoen.

Financial Statement for the fiscal year starting **November 1, 2021, ending October 31, 2022.**

| | |
|--|-------------|
| Beginning Balance as of 11/1/2021: | \$53,379.58 |
| Total Income (Fiscal Year starting 11/1/2021): | \$67,243.00 |
| Total Expenses (Fiscal Year starting 11/1/2021): | \$58,892.77 |
| Net Income (Fiscal Year starting 11/1/2021): | \$8,350.23 |
| Net Income Plus Beginning Balance (10/31/2022): | \$61,729.81 |
| 9-month CD held at Dakota Community Bank: | \$10,692.29 |
| Total Assets as of 10/31/2022: | \$72,422.10 |

Financial Statement for the fiscal year starting **November 1, 2020, ending October 31, 2021.**

| | |
|--|-------------|
| Beginning Balance as of 11/1/2020: | \$50,215.22 |
| Total Income (Fiscal Year starting 11/1/2020): | \$49,177.75 |
| Total Expenses (Fiscal Year starting 11/1/2020): | \$46,013.39 |
| Net Income (Fiscal Year starting 11/1/2020): | \$3,164.36 |
| Net Income Plus Beginning Balance (10/31/2021): | \$53,379.58 |
| 9-month CD held at Dakota Community Bank: | \$10,569.19 |
| Total Assets as of 10/31/2021: | \$63,948.77 |

4.4 ND Junior Red Angus Association: Financial Review Status for Year Ended October 31, 2022, was completed by Lervik & Johnson, Certified Public Accountants and summary of review reported by Ben Lodoen.

| | |
|--------------------------------------|-------------|
| Total Receipts as of 10/31/2022 | \$24,603.00 |
| Total Disbursements as of 10/31/2022 | \$18,743.81 |
| Net Income | \$5,859.19 |

4.5 Treasurer Report (see attached)

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.

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.

Chuck Steffan wants to review the Treasurer's report as he did not have time and wants to see the discrepancies. Annette stated that all the Junior monies have been moved to the Junior account and that all discrepancies have been reimbursed or resolved.

| | |
|--|-------------|
| Checking Balance as of September 25, 2023: | \$45,034.54 |
| CD Balance: | \$10,712.28 |
| Total Assets: | \$55,746.82 |

Motion: Chris Wasem moved to table the treasurer report.

Second: Ben Lodoen

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

4.6 NDJRAA Detailed Balance Sheet (See Attached)

Checking Balance: \$23,068.86

Motion: Scott Kueffler moved to accept the NDJRAA Financial report.

Second: Ben Lodoen

Action: September 19, 2023 NDJRAA Financial Report accepted.

5.0 Standing Committee Reports:

5.1 NDJRAA Portfolio: Annette Steffan

5.1a NDJRAA State Show was held July 25, 2023, State Fairgrounds, Minot, ND

Judge: Dustin Hurlbut, Raymond SD (CEO of American Chianina Association). The cost of the judge was \$300 (included judging and hotel). The judge is split between Angus, Hereford, Red Angus, and Simmentals. Angus was responsible for the 2023 Jr Breed shows. Herefords will be responsible for 2024 Jr Breed Shows.

Exhibitors: 16 Exhibitors in show. We were down about 9 head from the 2022 show. Several (10) non exhibitors showed up to help with the show and Military Appreciation Day.

Results of Show:

Grand Champion Registered Female (Chair): **Tegan Lee, Plaza ND**

Reserve Champion Registered Female (Wagon): **Tana Lee, Plaza, ND**

Grand Champion Percentage Female (Chair): **Kodi Bell, Fordville, ND**

Reserve Champion Percentage Female (Wagon): **Cale Bell, Fordville, ND**

Overall Grand Champion Female (\$200): **Tegan Lee, Plaza ND**

Overall Reserve Champion Female (\$100): **Tana Lee, Plaza, ND**

Grand Champion Registered Market (\$200): **Forrest Sears, Wheatland ND**

Overall Grand Champion Market (\$200): **Forrest Sears, Wheatland ND**

Grand Champion Bred & Owned Registered Female (\$200): **Avah Bullinger, Powers Lake ND**

Reserve Champion Bred & Owned Registered Female (\$100): **Kadence Spickler, Glenfield ND**
Grand Champion Bred & Owned Percentage Female (\$200): **Kodi Bell, Fordville, ND**
Reserve Champion Bred & Owned Percentage Female (\$100): **Cale Bell, Fordville, ND**
Grand Champion Bred & Owned Registered Market (\$200): **Forrest Sears, Wheatland ND**
Grand Champion Junior Showman (Custom Show stick, Phantom Halter, Exhibitor
Harness, Sensation Comb): **Kadence Spickler, Glenfield ND**
Reserve Grand Champion Junior Showman (Fitting Mat, Sensation Comb): **Adalyn Bullinger, Powers Lake**
Grand Champion Intermediate Showman (Custom Show stick, Phantom Halter,
Exhibitor Harness, Sensation Comb): **Tana Lee, Plaza ND**
Reserve Grand Champion Intermediate Showman (Fitting Mat, Sensation Comb): **Tegan Lee, Plaza ND**
Grand Champion Senior Showman (Custom Show stick, Phantom Halter, Exhibitor
Harness, Sensation Comb): **Jayme Geyer, Lisbon ND**
Reserve Grand Champion Senior Showman (Fitting Mat, Sensation Comb): **Forrest Sears, Wheatland ND**
Herdsman Award (Red Double Blowers with Cart: **Avah and Adalyn Bullinger, Powers Lake ND**
All exhibitors received a rope halter and a complimentary ice cream ticket to the Pride Dairy booth.
T-Shirt Design Winner (\$50): **Adalyn Bullinger, Powers Lake, ND**

-Ice Cream Tickets: The Juniors handed out 150 ice cream tickets for the Pride Dairy booth to people in the audience. This activity is well received, and it gives the Juniors an opportunity to interact with sponsors and supporters.

-New Classes added to 2023 State Fair Show:

Bred & Owned Champion Registered Female (\$200)
Bred & Owned Reserve Champion Registered Female (\$100)
Bred & Owned Champion Commercial Female (\$200)
Bred & Owned Reserve Champion Commercial Female (\$100)
Bred & Owned Champion Percentage Female (\$200)
Bred & Owned Reserve Champion Percentage Female (\$100)
Bred & Owned Champion Registered Market (\$200)
Bred & Owned Reserve Champion Registered Market (\$100)
Bred & Owned Champion Commercial Market (\$200)
Bred & Owned Reserve Champion Commercial Market (\$100)

-Comments and Evaluation of 2023 NDJRAA Show:

- Great prizes
- Great show
- Emphasis on Bred & Owned classes is awesome and will help with the true integrity of the breed.
- Best breed show at the ND State Fair
- Truly a Red Angus breed show (had own photo backdrop, banners, program)
- Love getting a program
- Enjoy getting an ice cream ticket and talking to the kids.
- Really like the new NDJRAA backdrop
- Need to move the Sunday meeting and registration to at least 1:00 pm
- Could use better lighting (talked to State Fair about this)
- Could use a fan (talked to State Fair about this-moved a fan over later)
- Sound system not the best (speakers and announcer table were moved later. We need to work with our kids on talking into the mic)
- Worked well to have the State Fair Photographer take photos.
- Need to make sure all the kids are there for group photo (Queen and Princess was at Military Appreciation Day)

-Had to put animals away before photos because of the heat and stress on animals. If it is hot, we need to instruct the kids to have a parent take care of animals during and after show and make sure they are getting enough water.

-Backdrop: NDJRAA has their own backdrop banner which was used for the show.

Military Appreciation Day: NDRAA Queen, Cassidy Job and Princess, Londyn Sackman represented NDRAA at Military Appreciation Day. Over 1500 people were served.

Sponsor Banner: NDJRAA would like to acknowledge and apologize that Twedt Red Angus was omitted on the banner and t-shirts as a Diamond Sponsor for 2023. A new banner has been printed.

Junior Membership: 5 new junior members joined NDJRAA at the fair.

NAJREA Show in Brookings SD. Forrest Sears, Colbie Furstenau, Adalyn Bullinger, and Avah Bullinger attended. All had a great time and enjoyed the week. Three participants applied for travel scholarships, and each received \$250.

5.1b 2023 NDRAA Annual Meeting/Banquet and ND Red Select Sale

NDJRAA President Kacee Wasem will give a NDJRAA report to NDRAA membership at the annual meeting.

The Juniors will be holding a quiz bowl entitled "Are You Smarter Than A Junior". Round 1 will be held during the social and round 2 and the final round after the banquet program. The teams will consist of adults and junior members. Juniors will be contacting adults to be on teams. The juniors will put up the prize money.

The Juniors will help hang signs at the sale and will help with the donation heifer raffle.

5.2 **By-Laws Portfolio: Bryan Ressler & Annette Steffan**

5.2a The By-Laws were sent out to the membership for review. Comments below were stated or emailed at the NDRAA meeting held on July 25, 2023, at the ND State Fair.

-Corrections were made to distinguish voting member titles to be consistent with classes of membership.

-Emailed that only ND residents could hold an office. Don't think this would work because if someone pays dues, they are afforded full membership privileges and we can't discriminate against that.

-Terms of officers should be **3 years** and in conjunction with terms of directors. This will make the bookkeeping easier and the election cycle easier to keep track of. The other option would be to elect officers every year.

-Does the secretary/treasurer have the right to vote? It is an elected position and so the secretary has the right to vote. The stipend covers incidental expenses incurred by the secretary/treasurer.

-Concern over the amount of time the Secretary puts in...is it more than voluntary and should it be compensated more.

- Article IV. Membership-Section 6: Voting-A. Each **Registered Membership and Honorary Lifetime Member**, whether and individual....
- Article IV. Membership-Section 6: Voting-B. Each **Registered Membership** and Honorary Lifetime member...
- Article III. North Dakota Junior Red Angus Association. Add **Section 6. The NDRAA shall appoint and/or approve of the NDJRAA advisors.**

5.2b President Sam Twedt submitted the By-Laws on to the legal team at RAAA. The lawyer that will work on this specializes in By-Laws. Sam thought the approximate cost would be about \$3000. It was mentioned that NDRAA is being looked at as an example for other RAAA affiliates. Annette talked to the lawyer at the National Convention and asked that the By-Laws be submitted to us by November 1, 2023.

5.3 National/Regional/State Events Portfolio: Chris Wasem & Rick Rohrich

5.3a National Convention:

Members in attendance: Sam & Emily Twedt, Chuck & Annette Steffan, Riley & Cheyanne Schriefer, Max & Haley Robison, Steve & Tracey Koester, Mark & Kathy Barenthsen, Robert Campbell, Jared Nampkin, Bruce & Tena Ketchum, Stephanie Jung

Booth: Annette purchased pens and a tablecloth with NDRAA Logo on it. Everything is organized into a box: Contents of the box include: Pens, Directories, Sign for drawing, Drawing box, drawing signup cards, tablecloth. In the future, we need to save some old sale catalogs. In addition, the NDRAA banner is part of the booth display. A registration fee came with the booth and since Annette hauled it, she will get her registration paid. Sam, Chuck & Annette and members present worked at the booth. In the future, it needs to be known that members present at the national convention should all work the booth.

Drawing: 2 (two) \$500 credits towards the 2023 Red Select were drawn. The first was drawn and announced at the Thursday night dinner. The second was drawn and announced at the Friday night banquet. 28 people signed up for the drawing. Annette will make a spreadsheet with the addresses of the people that signed up and give it to Jeff Thomas and Tracey Koester.

Winner: Jared Nampkin

Winner: Dan Buckhaus
 12163 LaPlatte Rd
 Montfort, WI 53569
 608-778-7214
Dbuckhaus4b@gmail.com

Breeder of the Year: Congratulations to Sam & Emily Twedt, Twedt Red Angus for being named 2023 Breeder of the Year!

5.3b ND Stockman's Convention: September 28-30, 2023, Watford City ND

Booth: Annette will set the booth up in Watford City. Bryan Ressler will take care of it and do the drawing. Bryan will make a spreadsheet of names and will give it to Annette. Bryan will also take the booth down and bring it back to Annette at the State Sale. Since Bryan is taking care of the booth he will get the registration credit that comes with the NDRAA booth. Drawing: 1 (one) \$500 credit towards ND Red Select Sale-Annette will get certificate from Tracey.

5.4 **FCCP Sales Portfolio: Sam Twedt**

5.4a A check for \$1000 was sent to Lake Region Livestock for FCCP Sale to aid in promotion of the sale. This was approved by the NDRAA Board in the fall of 2022. If we do this again, we must specify that they must give receipts so that we can submit for the Affiliated Grant Program.

5.4b Fall of 2023 Sale Barn Advertising Promotion

Motion: Chuck Steffan moved to give \$1000/per barn contingent upon receiving receipts proving advertising and number of Red Angus cattle sold at sale.

Second: Chris Wasem

Action: Motion Passed

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

5.5a Jeff Thomas Sale Management: Jeff is screening cattle now. At present there are about 51 head consigned. Jeff asked that there be a couple of Red Angus people to help check in cattle Thursday morning. Rick Rohrich said Kaden Rohrich or someone from the Rohrich Ranch could help check in. Branden Rusch is another suggestion. Jeff mentioned that the Simmental guys have been doing this, but they were not complaining about it. It was mentioned that we didn't realize people were coming in that early.

5.5b Photos of lot Dams/Sires: Members at the July 25 meeting stated that they would like to have pictures of Dams/Sires on their lots. Jeff said he was in favor of support photos, especially dam photos. He mentioned that with additional pictures is additional pages and weight.

5.5c Junior Donation Semen Sale: Ron Clementson is working on donation semen lots. There will be about the same number of semen donation lots.

5.5d Discussion was held on how to try to get more buyers to the sale and to generate more interest.

Motion: Ryan Clementson moved to hire Kyle Gilchrist as a "sale consultant" for a fee of \$750 plus .5% commission for cattle lots that he sells.

Second: Bryan Ressler

Action: Motion Passed. Ryan will contact Kyle and get it set up.

5.5e Discussion was held on having someone also "commentate" on the block on lots. Montana had Brian McKenzie commentate at last years Nile sale and will do it again this year. Comments from the Nile sale were some like it and some didn't but overall,

the sale was better than it had been. Brian's fee for the Nile is \$1000 plus travel expenses.

Motion: Chuck Steffan moved to contact Brian McKenzie to "commentate" and find out what the cost would be and if available.

Second: Chris Wasem

Action: Motion Passed. Ryan Clementson will contact Brian McKenzie before the next board meeting.

5.5f Sale Catalog: Annette will talk to Tracey about doing something special. Possibly adding some photos from past sales. Annette will talk to Kenny Forster about photos.

5.6 Fundraising Portfolio: Ben Lodoen

5.6a Donation Heifer Raffle Permit: Ben has the application completed and will submit it to the Mandan City Police Department. The permit needs to be on site during the event. Annette will get a roll of tickets and make a spreadsheet with numbers for the raffle. Bryan Ressler will email Annette the name and registration number of the 2023 Donation Heifer.

6.0 Old Business

6.1 Affiliated Grant Program:

6.1a Application for the 2023-2024 year will include the following.

-FCCP sale support advertising? The new RAAA marketing director would help with this.

-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 Budget for prizes was discussed. Tracey said she would conduct the photo contest.

Motion: Scott Kueffler moved to approve \$100 (1st place), \$75 (2nd place), \$50 (3rd place) to use for prizes for the photo contest.

Second: Kris Wasem

Action: Motion Passed. Annette will talk to Tracey to get this going.

6.3 Social Media

6.3a Website: Page Design Step has been completed: The domain name will be: ndredangus.org (as soon as our old domain name (ndredangus.com) gets cleared up we will also try to own that as well. A draft of the page design was sent to board members, Tracey Koester, NDJRAA Advisors, Shaye Koester and Sara Lee for comment. The design will include the following pages: Home, About Us, Business, Membership List, Commercial Cattlemen, NDJRAA, Events, Links, Contact Us. Annette would like to hire a writer from Ranch House Designs to help write the pages as this has been a monumental task. Cost is \$950. The writer will help put it in the correct language and help organize.

Motion: Kris Wasem moved to approve hiring a writer to help write content for the website.

Second: Scott Kueffler

Action: Motion Passed. Annette will contact Ranch House Designs to hire a writer.

6.3b Facebook: Upcoming Posts
-Chuck will post about Twedt Red Angus receiving the 2023 RAAA Breeder of the Year

6.3c GoDaddy Website: It is noted that NDRAA paid fees in April/May \$487.66.

6.4 County Buckle Program:

6.4a. Annette turned in the buckle order. We will be giving away 17 buckles this year.

6.4b. The known buckle winners thus far are:

Tana Lee, Overall Champion Female, Mountrail County
Avah Bullinger, Overall Reserve Champion Female, Mountrail County
Brooke Vachal, Overall Reserve Champion Market, Mountrail County
Colbie Furstenau, Overall Reserve Champion Female, Pembina County
Jamie Geyer, Grand Champion Bred and Owned Registered Female, ND State Fair At Large
Kadence Spickler, Reserve Champion Bred and Owned Registered Female, ND State Fair At Large
Kodi Bell, Grand Champion Bred & Owned Percentage Female, ND State Fair-At Large
Cale Bell, Reserve Champion Bred & Owned Percentage Female, ND State Fair-At Large
Kylee Rohrich, Overall Champion Bull, Kidder County
Kolden Rohrich, Overall Female, Kidder County
Tegan Lee, Overall Champion Female, ND State Fair At Large
Overall Reserve Champion Female, ND State Fair At Large
Forrest Sears, Overall Champion Market, ND State Fair At Large
Taylor Joramo, Overall Champion Market, Nelson County
Ellie Dahners, Overall Supreme Market Beef, Grant County
Addison Dahners, Reserve Overall Market Beef, Grant County
Brayden Klym, Reserve Market Beef, Dunn County

7.0 New Business

7.1 County Buckle Program:

7.1a Tickets will be sent to families (1 winner, 2 for parents/guardians). NDRAA will pay for these tickets.

7.2 60th Anniversary of NDRAA will be in 2024. 25th Anniversary of NDJRAA is 2023. The NDJRAA will celebrate its anniversary in conjunction with the 60th Anniversary of NDRAA.

7.3 Sponsorships: Upcoming sponsorships are:

7.3a ND Winter Show:

Motion: Chuck Steffan moved that we sponsor \$250 for the ND Winter Show.

Second: Rick Rohrich

Action: Motion Passed

7.4 Budget for 2024 Fiscal Year:

7.4a Need to start budget process for the 2024 Fiscal Year. Should be approved by the board before the start of the new fiscal year November 1, 2024. Chuck will work on a budget to be presented by the next board meeting.

7.5 Annual Meeting

- 7.5a Nominating Committee: Will need to start nominations depending on how By-Laws are passed.
- 7.5b Dues: If there is a due change proposal it will need to be brought up at the 2023 Annual Meeting. If changed the dues would be in effect for 2025.

7.5c. Prorated Advertising: Costs have gone up and this needs to be increased.

Motion: Scott Kueffler moved to raise Prorated Advertising fees to \$250.

Second: Kris Wasem

Action: Motion Passed. Prorated Advertising fees will be raised to \$250.

7.5d Notice of Annual Meeting: needs to be sent out no later than November 1, 2023.

7.5e 2022 Annual Meeting Minutes were reviewed as being submitted by the NDRAA Board of Directors. If anyone has anything to add it needs to be done by October 15.

7.6 Annual Banquet

7.6a Meals: We have been giving 1 free meal ticket per membership. Do we want to do that again. Also been charging \$20 per meal...meal cost is higher than that. Do we want to change that. The current cost for one entrée is \$32.75. Children: \$12.00. We have always done roast beef and sides and salads.

Motion: Chuck Steffan moved to charge \$30 per meal and give 1 free meal ticket per membership. Children will be \$12.00 per meal.

Second: Rich Rohrich

Action: Motion carried.

7.7 Fall Radio Ads

7.7a The board will discuss this at the next board meeting.

8.0 Other Business

9.0 Next Meeting Date: Wednesday, October 11, 2023
8:00 PM (CST) via ZOOM

10.0 Adjourn

Motion: Kris Wasem moved to adjourn the meeting.

Second: Scott Kueffler

Action: Meeting adjourned at 11:31 PM CST.

Respectfully submitted:

Annette Steffan
Co-Secretary/Treasurer
ND Red Angus Association

Attached: July 13, 2023, NDRAA Board Minutes
July 25, 2023, Special Meeting Minutes for review
2022 Annual Meeting Minutes for review

NDRAA Transaction Detail list (November 1, 2022 to September 26, 2023)
NDRAA Detailed Balance Sheet (November 1, 2022 to September 26, 2023)
NDJRAA Detailed Balance Sheet (November 1, 2022 to September 26, 2023)