

North Dakota Red Angus Association  
February 13, 2024 (Rescheduled)  
Board of Directors Meeting  
8:00 PM CST  
Zoom

**Minutes**

- 1.0 Roll Call: Sam Twedt, Bryan Ressler, Scott Kueffler, Chuck Steffan, Annette Steffan, ~~Chris Wasem (sale in 2 days)~~, Ryan Clementson, ~~Ben Lodeen (sick)~~, Rick Rohrich
- 2.0 Called to order by President Sam Twedt at 8:05 PM CST.
- 3.0 Secretary Report (Annette Steffan)
- 3.1.1 Minutes from January 4, 2024, NDRAA Board Meeting held via Zoom.  
**Corrections:**  
**Motion:** Chuck Steffan moved to approve the minutes of the January 4, 2024, NDRAA Board Meeting.  
**Second:** Ryan Clementson  
**Action:** Minutes January 4, 2024, NDRAA Board Meeting approved.
- 3.1.2 Bylaws signature: A digital form will be sent to Sam Twedt, President, Annette Steffan, Co-Secretary/Treasurer, Chuck Steffan, Co-Secretary/Treasurer for signature.
- 3.1.3 Thank You Cards: The board approved ordering Thank You cards.
- 3.1.4 Pens: The board approved ordering pens again.
- 3.1.5 Thank You from Payson Gringer, 16910 County Road 3 NE, Miltona, MN 56364 was read. The thank you was written as follows: *(Thank you for sponsoring the open class Red Angus class. I plan to bring my heifer to Kentucky and show her as a yearling).*
- 4.0 Treasurer Report (Chuck Steffan)
- 4.1.1 Detailed Balance Sheet (See attached):
- |   |                            |
|---|----------------------------|
| Total Expenses (FISCAL YEAR TO DATE)              | \$91,196.29                |
| Total Income (FISCAL YEAR TO DATE)                | \$134,330.92               |
| Donation Heifer Raffle Income collected to date:  | \$ 15,270.00               |
| Donation Heifer Raffle to collect:                | \$ 950.00                  |
| Josh Raile  | \$250                      |
| Melissa Edmundson                                 | \$200                      |
| Jake Feddas                                       | \$200                      |
| Melvin Leland                                     | \$300 (sent it to Karissa) |
| Directory-Premium Pages Income collected to date: | \$ 600.00                  |
| Directory-Premium Pages (AUCTIONED \$13,600):     | \$13,000                   |
| Member Dues (60 members) Income to date:          | \$ 3000                    |
| Member Dues Billed (19 members)                   |                            |

(18 members not renewed \$900)  
Prorated Advertising (19 participants): \$ 4750

CD at Dakota Community Bank: \$11,046.76  
Checking Account Balance: \$27,327.87  
Total cash position: \$38,374.63

Chuck Steffan reported on the status of the budget.

**Motion:** Scott Kueffler moved to accept NDRAA Financials for the period of January 1-31 to February 8, 2024.

**Second:** Bryan Ressler

**Action:** NDRAA Financial report for the period of January 1-31 to February 8, 2024. report accepted.

4.1.2 ND Junior Red Angus Association (Annette Steffan): (See Attached Detailed Balance Sheet)

Donation Semen Auction to Collect: \$0.00  
15 Membership Dues to Collect:  
Checking Account Balance: \$ 44,389.79

**Motion:** Bryan Ressler moved to accept the NDJRAA Financial report for the period of fiscal year to date, 2024.

**Second:** Ryan Clemetson

**Action:** NDJRAA Financial report for the period of fiscal year to date, 2024.

5.0 Standing Committee Reports

5.1.1 **By-Laws Committee.** (Bryan Ressler)

5.1.1a Members

1. Bryan Ressler (Vice President) Chair
2. Annette Steffan (Secretary/Treasurer)
3. Robert Campbell (Past President) (Annette will ask if he wants to serve again)
4. Kenny Forster (Past President) (Annette will ask if he wants to serve again)
5. Marc Schrieffer (Member at Large) (Annette will ask if he wants to serve again)

5.1.1b Report None

5.1.2 **Nominating Committee.** (Scott Kueffler)

5.1.2a Members

1. Scott Kueffer (Immediate Past President) Chair
2. (Past officer or director) Sam will appoint
3. (Member at large) Sam will appoint

5.1.2b Nominating forms

1. Officers/Directors  
The following terms positions will be up:  
President  
Vice President  
Director: Chris Wasem

Director: Ben Lodoen

2. Honorary Membership nominations will need to be submitted; a form has been developed and needs to be reviewed.

5.1.3 **ND Junior Red Angus Association.** (Annette Steffan)

5.1.3a 2024 Field Day-June 1, 2, 2024 WIX Barn, Richardton ND. Annual meeting, election of officers and Royalty. Events include Beef Cookoff or beef cooking demonstration, tour, possible fitting demonstration, photography, quiz bowl, ag Olympics and games. Need support and people to attend.

5.1.3b Rise Up Calls- Cattle Reproduction (January/February)  
Careers (March)

5.1.3c Scholarships In 2024

\*High School Senior or College or Trade school (1<sup>st</sup> year student):  
1-\$1000 scholarship and 1-\$500 scholarship

\*Collage 2<sup>nd</sup> or 3<sup>rd</sup> year student 1-\$500 scholarship (if no applications can give to High School Senior

5.1.3d 2024 NDJRAA State Fair Show-July 24, 2024, ND State Fairgrounds, Minot ND

5.1.3e Red Angus Youth Expo, "Reds on Route 66", June 9-16, 2024, Chickasaw, Ok

5.1.3f T-Shirt Design Contest-Deadline March 1. Diamond Sponsors from Sponsor Campaign on Shirt.

5.1.4 **Red Select Sale Committee.** (Ryan Clemetson) No Report

5.1.4a Members

1. Scott Kueffler (Immediate Past President)
2. Ryan Clemetson (NDRAA Board Member) Chair
3. Kaden Rohrich (Member at Large)

5.1.5 **FCCP (Feeder Calf Certification Program) Sale Committee.**

5.1.5a Members

1. Sam Twedt (President) Chair
2. Ben Lodoen (Board Member)
3. Max Robison (Member at Large)
4. Doug McGee (Member at Large)

5.1.5b Needs to be someone from Northern and Eastern part of the state on this commit.

5.1.6 **Advertising & Promotion Committee.** (Annette Steffan)

5.1.6a Members

1. Annette Steffan (Secretary) Chair
2. Rich Rohrich (Board Member)
3. Tracey Koester (Member at Large)

5.1.6b Website

The following pages are almost setup:

Home Page (Done)

About Us Page (Done)

Member Page (Done)  
Breeders Page (95% Done)  
Events Page (Need to organize, working on calendar of events)  
Junior Page (90% done-converting forms)  
Links Page: After discussion it was decided to link the breeders that participate in prorated advertising on this page.  
Contact Us Page (done)

5.1.c Facebook  
Prorated advertisers' sales only posted on Facebook

5.1.7 **Fundraising Committee.** (Ben Lodoen)

5.1.7a Members

1. Chuck Steffan (Secretary/Treasurer)
2. Ben Lodoen (Board Member) Chair
3. (Member at Large) **Sam will contact**

5.1.7b Award Banner Idea for donation heifer will be discussed at next meeting.

5.1.7c Directory

Should we include some history like past presidents etc?

Juniors purchased a page, but would they be able to have a page listing officers etc.

Discussion on getting additional sponsorships for the Directory. The 2022-2024

directory had the following outside sponsors which Tracey Koester solicited: (\$5750

value) half page FC-\$300, Full page FC-\$450 ND Breeders (8 full pages (\$3600), 5 half pages \$1500)

Cattle Business Weekly (half page) TK does half page in NDRAA dir

Thomas Livestock Services (half page) TK

Kist Livestock (half page) TK does half page in NDAA dir

Napoleon Livestock (half page) TK does full page in NDAA dir

Hubbard/Crystalix (Full page) TK

Select Sires (Half page) TK does full page in NDAA dir

Tri-State Livestock (full page) TK does full page in NDAA dir

Mobridge Livestock (half page) TK

ND Stockman Association (full page) TK does full page in NDAA dir

Rowdy Benson (half page) TK

Cow Camp (half page) TK

Agri-Media Livestock Group (full page) TK does half page in NDAA dir

Rylee Lodoen Embroidery (full page) TK

Weishaar Auction Services (half page) TK does full page in NDAA dir

The following list of sponsors will be contacted by the board members for the Directory. Annette will divide them up amongst the board members to contact and also send the form to take to these sponsors. Other sponsorships that should be contacted include:

Lake Region Livestock

Rugby Livestock

Stockmen's Livestock

Bowman Livestock

Sidney Livestock

Sitting Bull Livestock

United Printing does full page in NDAA dir  
Auctioneers for your sales  
ABS does full page in NDAA dir  
Farm and Ranch Guide does full page in NDAA dir  
Neogen does full page in NDAA dir  
Western Ag Reporter does full page in NDAA dir  
Red Angus Association of America (AAA does full page in NDAA dir)  
Insurance Companies  
Cornerstone Bank  
Pelton Livestock does half page in NDAA dir  
ND Farmers Union does half page in NDAA dir  
CATL Resources does full page in NDAA dir  
Multimin  
Zoetis  
Farm Credit Service does half page in NDAA dir  
Feed Companies  
701 Ear Tags  
L & H Branding Irons  
OLS Tubs

5.1.8 **National/Regional/State Events Committee.** (Chris Wasem)

5.1.7a Members

1. Chris Wasem (Board Member) Chair
2. Annette Steffan/Shaye Koester/Sara Lee (NDJRAA Advisor)
3. Steve Koester (Member at Large)

5.1.7b Events

Field Day  
JRA Show  
State Fair  
National Convention

5.1.9 **Membership Committee.** The Membership Committee is charged with new membership, maintaining a current membership list, and assisting the Secretary/Treasurer in collection of dues and/or membership information. The Membership Committee will consist of a board member (who will be committee chair), and two members at large.

1. Annette or Chuck Steffan (Co-Secretary/Treasurer)
2. Bryan Ressler (Board Member) Chair
3. (Member at Large) **Sam will appoint**
4. (Member at Large) **Sam will appoint**

5.1.9a 19 Membership renewal letters and an invitation to participate in prorated advertising were sent out along with an invoice for dues. To date 2 responses have been received. Phone calls were made to some lapsed members. Currently, there are 64 paid members for 2024. Discussion was made on member recruitment ideas.

5.1.9b National List: Annette sent a letter to invite people to join the RAAA website. Annette also requested a list of ND breeders that are members of the RAAA.

5.1.9c Members that have not renewed their memberships (21 total)

Discussion: If board members have a connection they need to talk to these members.  
Please let Annette know if the contact is made.

~~West Branch Ranch (Greg Bailey) retired?~~

Cargo Stock Farm (Seth & Laci Cargo) were prorated advertisers.

Severance Red Angus (Brian & Mary Severance) were prorated advertisers.

Bauman Red Angus (Dave Bauman) were prorated advertisers.

Larson's Lost River Livestock (Dave & Dan Larson) were prorated advertisers.

CHUCK CALLED SAID THEY WOULD JOIN. WILL CONTACT AGAIN.

Kuhn's Red Angus (James & Stephanie Kuhn) were prorated advertisers. CHUCK CALLED SAID THEY WOULD JOIN. WILL CONTACT AGAIN.

~~Eagle Cattle Company (Bruce & Amanda Johnson) were prorated advertisers.~~

DiSpersed

Diamond C North Dakota (Chase & Tiffany Furstenau) were prorated advertisers.

Gill Red Angus (Bryan Gill)

Hansine Ranch (Travis Schafer)

TNT Simmental & Red Angus (Kevin & Lynette Thompson) were prorated advertisers.

~~Lewis Red Angus (Mike & Debbie Lewis) Not Joining~~

Lindo Cattle Company (Stetson Lindbo)

Locken Red Angus (Jesse & Rita Locken)

Grassy Meadow Red Angus (Dave & Karissa Daws)

~~Geib Red Angus (Dave & Linda Geib)~~

Badlands Red Angus (Bill Ceynar)

Prairie Red Angus (Brian Walder, Sam Wimpf)

Wendel Livestock

5.1.9d New Members (13 members)

Bohrer Ranch (Dwight & Sandra Bohrer) personal invite.

Tri E (Chase Elliot) invite mailing.

Shaye Wanner

OCC Cattle Company (Jacob Odermann) invite mailing.

Pleasant View Farms (Jacob Lipton) state sale.

Minton Family Red Angus (Steve Minton) state sale.

McGee Red Angus (Bailey & Kruze Robinson) invite mailing.

Kalbarer Ranch (Jessie Kalbarer) invite mailing.

Kirwin Red Angus (JD Kirwin) state sale.

Holm Family Farm (Todd Holm) state sale.

CK Red Angus (Paul & Kara Herbst) personal invite.

Dahners Ranch (Jorey & Amanda Dahners) county buckle program.

Cutler Red Angus (Lucas Cutler) state sale.

5.1.10 **Special Committee: 60<sup>th</sup> Anniversary Committee**

1. Annette Steffan (Board)
2. Jolyn Wasem (Member at Large) Co-Chair
3. Jodi Schriefer (Member at Large) Co-Chair
4. Rylee Lodoen (Member at Large)
5. Tiffany Wold (Member at Large)
6. Kenny Forster (Member at Large)

7. Troy Presser (Member at Large)

6.0 Old Business:

- 6.1 Evaluation Form Review: 12 Evaluations have been returned so far. Annette will prepare a report on the survey. Some of the written comments include:
- Keep improving the state sale.
  - The sales manager should be a person that is more knowledgeable with the breed and we don't get contacted to put animals in the sale. **RESPONSE: We thought all the members were contacted. In defense, we did not know what our membership really was. We now have an account for membership.**
  - more education for commercial cow-calf producers on Red Angus marketing programs (national level) to help them earn more for their calves. More focus overall on these bull buyers which ultimately increases success for bull sales. **RESPONSE: The website will include links on marketing programs.**
  - participated as a buyer, not a seller in NDRSS.
  - consigning fall cattle isn't practical for management plus doubt we'd sell them. A lot of work & money for nothing.
  - the cattle in this year's sale: their EPDs were below breed average or worse which does not improve breed genetics like the sale is slated to do.
  - Select cattle with both phenotype and above average EPD rankings in BW, CED, WW, YW, Carcass Traits.
  - Sale start time is too early to get there with chores to do.
  - no additional programs for Juniors to add come to mind.
  - Willing to serve on a committee (12 yes) haven't been asked.
  - Methods of communication are all because circumstances are different for everyone.
  - Favoritism to certain breeders/names. Not all at sale time are given equal time during auction.
  - Promote all equally.
  - Sale time: 12:00 better.
  - NDRSS in the past seemed to be a membership swap sale.
  - meet in person at least once a year.
  - Decreasing number of consigners. There are fewer ND consigners-more from SD & MN in recent years.
  - Focus on Facebook advertising. High cost for advertising when FB is free.
  - Don't need a block commentator.
  - I haven't received anything after the sale with buyer information. I have to ask in office at Kist if I need to find buyer.
  - Gift bag for Diamond sponsor was a small t-shirt. Need to error on a larger size so it can be worn. **RESPONSE: Usually, XL are put in the gift bags...must have been a slip up.**

6.2 ND Red Select Sale

6.2.1 Sale Management:

**Motion:** Scott Kueffler moved to hire Jeff Thomas, Thomas Livestock Services, to manage the 2024 ND Red Select Sale and to hire Bryan McKenzie as a block commentator and retain Kyle Gilchrist as a sales consultant.

**Second:** Bryan Ressler

**Action:** Motion to hire Jeff Thomas, Thomas Livestock Services, to manage the 2024 ND Red Select Sale and to hire Bryan McKenzie as a block commentator and retain Kyle Gilchrist as a sales consultant. **PASSED.**

6.2.2 Donation Heifer Raffle Award Idea will be discussed at next meeting.

6.3 Cow Camp Promotions Facebook Management Contract

6.3.1 Facebook management Schedule and rates

**Motion:** Scott Kueffler moved to approve the following schedule for 2024

\$500/month (\$1500/quarter):

Quarter 2 (April, May, June)

Quarter 4 (October, November, December)

\$400/month (\$1200/quarter):

Quarter 3 (July, August, September) (JUNIORS will pay this quarter)

**Second:** Ryan Clemetson

Discussion: The Juniors would pay for Quarter 3.

**Action:** Motion to approve the Facebook management schedule and fees as presented **PASSED.**

7.0 New Business

7.1 Awards

7.1.1 Commercial Producer Award (See Attached Criteria)

7.1.2 Founders Award (See Attached Criteria)

7.1.3 Young Cattleman's Award (See Attached Criteria)

7.1.4 Service Award (See Attached Criteria)

7.1.5 Presidents Award

**Motion:** Chuck Steffan moved to table discussion about Awards until the next meeting when the full board is present.

**Second:** Ryan Clemetson

**Action:** Discussion on awards tabled to the next meeting.

7.2 Officer/Director Code of Ethics

7.2.1 **Motion:** Scott Kueffler moved to approve the NDRAA Officer/Director Code of Ethics.

**Second:** Bryan Ressler

**Discussion:** Annette presented an Officer/Director Code of Ethics to the board for approval as stated in the bylaws. This code of ethics follows the RAAA code of ethics for its officers/directors and committee members. Once approved the code of ethics will need to be signed by the board members.

**Action:** Approval of the NDRAA Officer/Director Code of Ethics **PASSED.**

7.3 Prorated Advertising and Fees for 2025

7.3.2 Fees for 2025 Prorated Advertising

**Motion:** Scott Kueffler moved to keep the 2025 Prorated Advertising fees at \$250.

**Second:** Ryan Clemetson

**Discussion:** It was felt that it was too early to determine this. Annette will find out what the RAAA magazine will cost. Then the board will need to put a value on the

website links and to Facebook promotion. More research needs to be done on the actual cost of prorated advertising. Currently, 20 members participating in prorated advertising (\$5000).

**Action:** Motion to keep the 2025 Prorated Advertising fees at \$250 **FAILED**.

7.4 60<sup>th</sup> Anniversary Video

7.4.1 Video commemorating 60 years Red Angus in North Dakota. The cost will be about \$6000. Video would be used on Website.

**Motion:** Scott Kueffler moved to approve a video commemorating the 60<sup>th</sup> Anniversary of ND Red Angus with the conditions that sponsorships gathered to help cover the costs.

**Second:** Chuck Steffan

**Discussion:** The cost of the video would be around \$6000. The video would be posted on the website after the banquet. The video would be done by Ken Howie Studio. Concern over the cost and that there should be sponsorships. It was decided that a letter to the membership will be sent out April 1<sup>st</sup> asking for a \$300 sponsorship. This sponsorship would include the ranch/individual listed in the credits at the end of the video.

**Action:** Motion to approve a video commemorating the 60<sup>th</sup> Anniversary of ND Red Angus with the conditions that sponsorships gathered to help cover the costs **PASSED**.

7.5 Committee Activities

7.5.1 Committee chairpersons need to make sure their committees are doing their work and are meeting with committee members. Committee Chairs need to be proactive to keep improving the association.

8.0 Other New Business:

9.0 Next Meeting Date: Wednesday, April 3, 2024  
Time: 8:00 PM cst  
Zoom

10.0 Adjourn

Motion: Chuck Steffan moved to adjourn the meeting.

Second: Scott Kueffler

Action: Meeting adjourned at 10:20 pm CST.

Respectfully submitted:

*Annette Steffan*

Co Secretary/Treasurer  
ND Red Angus Association