

North Dakota Red Angus Association

June 12, 2024

Board of Directors Meeting

8:00 PM CST

Zoom

MEETING

1.0 Roll Call: Sam Twedt, Bryan Ressler, Scott Kueffler, Chuck Steffan, Annette Steffan, Chris Wasem, Ryan Clementson, Ben Lodoen, 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 February 13,2024, NDRAA Board Meeting held via Zoom.

Corrections: None

Motion: Bryan Ressler moved to approve the minutes of the February 13, 2024, NDRAA Board Meeting.

Second: Chuck Steffan

Action: Approved: Minutes from February 13,2024, NDRAA Board Meeting held via Zoom.

3.1.2 Bylaws signed by: Sam Twedt, President, Annette Steffan, Co-Secretary/Treasurer, Chuck Steffan, Co-Secretary/Treasurer. Annette will try to get the signature electronically again.

3.1.3 Thank You Cards are ordered.

3.1.4 ND Red Angus floor banner used for trade shows is tattered and needs to be replaced.

4.0 Treasurer Report (Chuck Steffan)

4.1.1 Detailed Balance Sheet (See attached):

Total Expenses (FISCAL YEAR TO DATE)	\$	96,642.91
Zoom Subscription: \$172.09		
Total Income (FISCAL YEAR TO DATE)	\$	91,507.93
Net Income (FISCAL YEAR TO DATE)	\$	-5,134.98

Donation Heifer Raffle Income collected to date: \$ 15,270.00

Donation Heifer Raffle to collect: \$ 300.00

Melvin Leland \$300 (sent it to Karissa)

Directory-Premium Pages Income collected to date: \$ 9500.00

Directory-Premium Pages (AUCTIONED \$13,600): \$4100

Twedt Red Angus (Back Cover): \$1700

Berwald Red Angus (Inside Front Cover): \$1700 pd

Barenthsen-Bullinger Red Angus (Inside Back Cover): \$1600 pd

L83 Ranch (Centerspread-2 pgs): \$2200 pd

Koester Red Angus (Pg 1): \$1700

Seeger Raush Red Angus (Pg 3): \$1000

Kirwan Red Angus (Pg 5): \$700

ND Junior Red Angus (Pg 7): \$600 pd

Ressler Land & Cattle (Pg 9): \$600 pd
Heart River Ranch (Across Index): \$1300 pd
Wasem Red Angus (Across IBC): \$500 pd

Member Dues (68 members) Income to date: \$ 3550
Member Dues Billed (19 members)
(18 members not renewed \$900)
Prorated Advertising (38 participants): \$ 9470

CD at Dakota Community Bank: \$11,046.76
Checking Account Balance: \$ 31,211.25
Total cash position: \$42,258.01

Motion: Rick Rohrich moved to accept NDRAA Financials for the period of January 1, 2024 to June 7, 2024.

Second: Ben Lodoen

Action: Approved: The NDRAA Financials for the period of January 1, 2024 to June 7, 2024.

4.1.2 Budget: Chuck Steffan reviewed the budget and stated that unusual expenditures occurred i.e., legal expenses for the by-laws which show high expenditures.

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

Income (Fiscal Year to June 7, 2024):
Expenses:
Checking Account Balance: \$ 28,402.68

Motion: Chris Wasem moved to accept the NDJRAA Financials for the period of fiscal year to June 7, 2024.

Second: Scott Kueffler

Action: Approved: The NDJRAA Financials for the period of fiscal year to June 7, 2024.

4.1.4 Taxes: Chuck Steffan reported that the taxes are with Galleon Financial, Larry Robinson, CPA. The impact of not filing might not be as bad as thought but he will keep the board informed.

4.1.5 Financial Review: Consider doing a Financial Review. Annette feels that a financial review should be done for the fiscal year 2023 & 2024. The board will address this at the next meeting.

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

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

5.1.2a Members

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

5.1.2b Nominating forms (Annette would like to see a form filled out so that correct contact information is collected, and Code of Conduct is reviewed)

1. Officers/Directors up for election in 2024
President: Sam Twedt
Vice President: Bryan Ressler
Sec/Treasurer ? – might have to be 2025 so that it is not changing at the same year as the president
Director: Chris Wasem
Director: Ben Lodoen (Eligible for 2nd term)
2. Honorary Membership
See attached form

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

5.1.3a 2024 Field Day was held June 1, 2024 at the Badlands Ministries Bible Camp in Medora ND. The Annual meeting was held with Election of officers and Royalty. Events included Beef Cookoff, body condition scoring, vaccine handling, photography, quiz bowl, ag Olympics and games. Annette stressed that more attendance and more support needs to happen for this event. The kids and parents that were there had an awesome time and the program was great.

5.1.3b Rise Up Calls will continue next year-Cattle Reproduction? (January/February)
Grazing Systems (March)

5.1.3c Scholarships offered in 2024 will include:

*High School Senior or College or Trade school (1st year student):

1-\$1000 scholarship and 1-\$500 scholarship

*Collage 2nd or 3rd year student 1-\$500 scholarship (if no applications this can be given to High School Senior)

5.1.3d 2024 NDJRAA State 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. The winner is Tegan Lee.

5.1.4 **Red Select Sale Committee.** (Ryan Clemetson)

5.1.4a Members

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

5.1.4b Jeff is getting sale nomination packets ready to send. Annette has given him the current membership list and the 60th anniversary logo. The nomination form was redone to accommodate the website.

5.1.4c State Fair Futurity. Annette suggested some ideas to give more juniors an incentive to purchase animals. The idea is to drop the futurity and do the following:

1. ND Junior Incentive Program (Effective: November 1, 2024) (See Attached)

2. Heifer Grant Program (Effective: November 1, 2024) (See Attached)

Motion: Chris Wasem moved to drop the futurity and implement the ND Junior Incentive Program (Effective: November 1, 2024) and the Heifer Grant Program (Effective: November 1, 2024).

Second: Ryan Clemetson

Discussion: Consensus is that these opportunities would give more juniors a chance to get involved in the Red Select Sale. It would also allow a juniors to start developing their own herds.

Action: Drop the futurity and implement the ND Junior Incentive Program (Effective: November 1, 2024) and the Heifer Grant Program (Effective: November 1, 2024).

Motion Passed.

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. Larry Lundberg (Member at Large)

5.1.5b What is the plans for promoting the fall of 2024? Sam Twedt will start looking at ideas to get this going. A plan of action needs to start because people are already contracting calves and sale barns setting dates for Red Angus specials.

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 (90% Done)

Events Page (Need to organize, working on calendar of events)

Junior Page (90% done-converting forms)

Links (need to decide if will link to breeders' websites if they are prorated advertisers.)

Contact Us Page (done)

5.1.6c Facebook

-The Juniors paid for 3rd Quarter.

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 Video Sponsorships: The board directed Secretary Annette Steffan to develop a sponsorship package with Tracey that would include levels of sponsorship. Within these levels would be certain amenities. Annette will contact Tracey to get an opinion on how to do this and dollar amounts for each level. Once that happens then the board will contact people for directory sponsorships etc.

5.1.7c Directory (Discussion will take place at the next meeting)

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.

Need get help to get sponsorships for the Directory and for the 60th

Anniversary. The last directory had the following outside sponsors: (\$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

Other sponsorships that need to be contacted

Lake Region Livestock (Sam)

Rugby Livestock (Sam)

Stockmen's Livestock (Chuck)

Bowman Livestock (Annette)

Sidney Livestock (Scott)

~~Sitting Bull Livestock (Scott)~~

United Printing **does full page in NDAA dir** (Annette or Tracey)

Auctioneers from your sales

Scott Weishaar (Chuck)

ABS does full page in NDAA dir (

Farm and Ranch Guide does full page in NDAA dir (Ryan Clemetson)

Neogen does full page in NDAA dir (Sam)

Western Ag Reporter does full page in NDAA dir (Ben)

Red Angus Association of America (AAA does full page in NDAA dir)

(Sam)

Insurance Companies

Cornerstone Bank (Annette)

Pelton Livestock does half page in NDAA dir (Annette)

ND Farmers Union does half page in NDAA dir (Rick)

CATL Resources does full page in NDAA dir (Bryan)

Multimin

Zoetis

Farm Credit Service does half page in NDAA dir

Feed Companies

701 Ear Tags

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

*NDJRAA Field Day (2025): Saturday, May 31, 2025, Badland's Ministries, Medora ND

*JRA Show

*ND State Fair (NDJRAA STATE SHOW): Tuesday, July 23, 2024, State Fair Grounds, Minot ND

*National Convention: September 11-13, 2024, Lincoln NE

*NDRAA start of new fiscal year, November 1, 2024

*ND Red Angus Association 60th Anniversary Meeting & Banquet: Friday, December 13, 2024. Bismarck Hotel and Convention Center, Bismarck, ND.

*ND Red Select Sale; Saturday, December 14, 2024. Kist Livestock, Mandan, ND.

5.1.7c New Genetic Defect: Chris Wasem reported on the new genetic defect that was just announced. It is still in the infancy stage and development of a test is underway.

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.

5.1.9b Member recruitment ideas: None

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

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

~~Cargo Stock Farm (Seth & Laci Cargo) were prorated advertisers. (No longer active)~~

Severance Red Angus (Brian & Mary Severance) were prorated advertisers. Haven't been members for a couple of years.

Bauman Red Angus (Dave Bauman) were prorated advertisers. Did not renew membership.

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

Kuhn's Red Angus (James & Stephanie Kuhn) were prorated advertisers. (Paid dues for 2024 not prorated)

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

Diamond C North Dakota (Chase & Tiffany Furstenau) were prorated advertisers. Not current members

Gill Red Angus (Bryan Gill) Were past members

Hansine Ranch (Travis Schafer)

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

~~Lewis Red Angus (Mike & Debbie Lewis)~~

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) (Sold Cows)~~

Prairie Red Angus (Brian Walder, Sam Wimpf)

~~Wendel Livestock (Sold Cows)~~

5.1.9d New Members

Odermann Cattle Company: Jacob & James Odermann

Rim Rock Red Angus: Larry & Jodi Lundberg

5.1.10 Special Committee: 60th 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) Video
7. Troy Presser (Member at Large) Video
8. Robert Campbell (Member at Large) Video

5.1.10a Video: Annette discussed the outline format of the video.

1. Introduction (Why Red Angus)
2. Founding Fathers of RAAA and then flow into NDRAA
3. Interviews: Breeders
4. Interviews: Commercial Cattleman
5. What does the future hold for Red Angus in ND (flow into juniors)
6. What does our legacy look like.

5.1.10b Commercial Cattlemen suggested by the board: Lason Leiseth, Dan Rorvig. Annette said that not all interviews will make the video but that some cutlines may be made for use on Facebook page. Background video will try to hit all the corners of the state.

6.0 Old Business:

6.1 Evaluation Form Review: This will be discussed at the next meeting.

6.2 Officer/Director Code of Ethics was passed at the February 13, 2024, NDRAA board meeting.

6.3 60th Anniversary

6.3.1 Budget: The committee can use their discretion on this.

-Video: \$6000

*The video will be a promotional video and have some historical content mixed in.

*Video has started: Ben Lodoen Sale, NDJRAA Field Day, Commercial Cattle in Badlands

*Planning to setup before ND State Fair to interview people

- Jackets:
- Remembrance Gifts:
- Decorations:
- Programs:
- Projected Sponsorships:

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)

Motion: Chuck Steffan moved to approve the Commercial Producer Award, Founders Award, Young Cattleman’s Award and the Service Award which recognize exemplary leadership, service, and stewardship to individuals’/ranches/ businesses that positively promote the benefits and advancement of the Red Angus breed.

Second: Chris Wasem

Discussion: Comments were made that the awards are not obligated to be given out every year. Any member can nominate people for awards. The information will be sent out to the membership to get them to think about the awards. The awards will be given at the Annual Banquet. The applications will be on the website and information mailed.

Action: Motion to approve the Commercial Producer Award, Founders Award, Young Cattleman’s Award and the Service Award which recognize exemplary leadership, service, and stewardship to individuals’/ranches/ businesses that positively promote the benefits and advancement of the Red Angus breed. **MOTION PASSED.**

7.2 Prorated Advertising and Fees for 2025

- 7.2.1 Currently 36 members participating in 2024: \$9000
 ND Stockman (2024): \$1657.50
 Red Angus Magazine (2024): \$5220.00
 Website: Unknown
 Facebook 3 quarters (\$4500 Total NDRAA 3 quarters/year) During sale season only prorated advertisers get a post before their sale on the Facebook Page): \$2000 value?
 Total: \$8877.50 spent for Prorated Advertising

Current Pro-rated Advertising fees are \$250.

Motion: Chris Wasem moved to keep Prorated Advertising Fees at \$250 for year 2025.

Second: Scott Kueffler

Discussion: Pro-rated advertising is a good value for breeders that participate.

Action: Motion to keep Prorated Advertising Fees at \$250 for year 2025. **MOTION PASSED.**

7.2.3 Calving books. RAAA Marketing Specialist, Taylor Ohlde asked if the ND Red Angus Association wanted to make calving books. The minimum order is 200 books. The discussion resulted in waiting on this and addressing it in another year because there are a lot of expenses happening this year.

7.3 Affiliated Grant

7.3.1 Secretary Annette Steffan submitted the Affiliated Grant for our fiscal year 2024 for a total of \$4337.50. Katie Martin, RAAA Director of Communications informed Annette that the grant was approved for 50% of the sum that was applied for. We will receive approximately \$2168 once RAAA has received the receipts. Annette sent receipts and ad copy via UPS on June 12, 2024.

7.3.2 Video: If done correctly we will be able to submit for partial payment. Need to promote the bred. Need to get commercial cattlemen testimonials.

7.4 National Convention Sponsorship

7.4.1 2024 Ruby sponsor \$2000: includes:

- a. Sponsored events (Commercial Cattlemen's Symposium Break, Morning Break-Wednesday, Thursday; Afternoon Break-Wednesday, Thursday; Gift Bags)
- b. Trade show booth
- c. One (1) full convention registration
- d. Half-page, full-color ad in convention program
- e. Signage at sponsored event

Motion: Ben Lodoen moved to be a sponsor for the 2024 National Red Angus Convention at the Ruby sponsor level for \$2000.

Second: Bryan Ressler

Discussion:

Action: Motion to sponsor for the 2024 National Red Angus Convention at the Ruby sponsor level for \$2000. **MOTION PASSED.**

7.4.2 Sale drawing at convention.

Motion: Chris Wasem moved to do 2 (two) \$500 Red Select Sale drawings at Convention.

Second: Ryan Clemetson

Discussion: The sale credits have been used in the past and it is worth doing.

Action: Motion to do 2 (two) \$500 Red Select Sale drawings at Convention. **MOTION PASSED.**

7.4.3 Annette Steffan will get the convention registration that comes with the sponsorship for the national convention because she is hauling the booth. The members that are at the convention will take turns manning the booth.

7.5 ND Stockman's Convention: September 18-20, 2024 Bismarck ND.

7.5.1 Sale drawing at convention.

Motion: Bryan Ressler moved to do 1 (one) \$500 Red Select Sale drawing at the 2024 ND Stockman's Convention.

Second: Scott Kueffler

Discussion:

Action: Motion to do 1 (one) \$500 Red Select Sale drawing at the 2024 ND Stockman's Convention. **MOTION PASSED.**

7.5.2 Bryan will help man the booth. The members that are at the convention will take turns manning the booth. Who will get the one registration from sponsorship? Bryan

7.5.3 ND Stockman's "Seed Stock Council"

7.5.3a ND Red Angus has 2 representatives on the Seed Stock Council. They are Karissa Daws and Jodi Schrieffer (alternate). The NDSA contacted Sam Twedt and informed him that Jodi Schrieffer has resigned and that the NDSA appointed Klay Olind. Klay Olind is a current member of the ND Red Angus Association. Karissa Daws is not a member of the ND Red Angus Association. Annette will call the NDSA to address this issue and then report back to the board.

7.5.3b The purpose of the NDSA Seedstock Council is to promote the seedstock cattle industry in North Dakota. Seedstock Council projects include Virtual Marketing Webinar, North Dakota Cattle Directory, Junior Beef Expo, All Breeds Cattle Tour.

10.0 Next meeting: July 9, 2024 8:00 PM cst via Zoom

10.0 Adjourn

Motion: Rick Rohrich moved to adjourn the meeting.

Second: Chris Wasem

Action: Meeting adjourned at 10:53 pm CST.

Respectfully submitted,

Annette Steffan

Annette Steffan

Co-Secretary/Treasurer

ND Red Angus Association

Attached: Minutes February 13, 2024 NDRAA Board Meeting
NDRAA Detailed Balance Sheet (Fiscal Year to Date)
NDRAA Statement of Financial Income & Expense (Fiscal Year to Date)
NDJRAA Detailed Balance Sheet (Fiscal Year to Date)
Proposed Nomination Form-Honorary Membership
Proposed Nomination Form-Officer/Directors (LOOK AT DOING THIS LATER)
Proposed Awards Nomination Form
Commercial Producer Award Criteria
Founders Award Criteria
Young Cattleman's Award Criteria
Service Award Criteria
Current Membership List