

BAA Board Meeting Minutes

Nashville, TN

7/21 to 7/22/2012

Meeting was called to order on 7/21 at 9:20 am. Members present were Jerry Jernigan, Marilyn Brink, Robert Williams, Ron McBee, Stephanie Nelson, Tommy Bean, Ray Snider, Benny Phillips, Tommy Clark, and Todd Hill. Edsel Kieth attended as a guest. Bob Zinnakas and Jeff Diles were not present.

Hill presented the minutes from prior meeting for approval. Ray Snider moved to dispense with reading of the minutes. Phillips seconded, and with no discussion the motion passed unanimously.

Phillips led a discussion of the financials of the BAA. Phillips made motion to move the funds in account #10210 (savings) to account #10200 (checking). A second by Clark, passed unanimously. There was more discussion on the financials, and Brink moved to accept the treasurer's report as presented. Snider seconded, and the motion passed unanimously with no further discussion.

Phillips then led discussion on the 2013 Budget items. There was discussion of pros and cons of changing the Fiscal year to match the calendar year. A motion was made by Nelson to leave the Fiscal year September 1 to August 31. A second was made by Brink and with no further discussion, the motion passed unanimously.

There was some discussion of review of the office performance. Comment was made that we have been in San Antonio since April 2011. Feedback that Jernigan was going to review with the staff includes:

1. When office closes and its effect on cost and service
2. Office is responsible for assisting membership with Albinism testing. Jernigan will instruct the office to obtain testing supplies, and give instructions on how to proceed with testing.
3. Discussion on the current practice of sending invoices and statements separately. Jernigan will instruct office to send all monthly invoices generated with the statement that month resulting in one envelope sent monthly.
4. Discussion concerning decisions made in board meetings are not being picked up and acted upon by the office. Jernigan will instruct office to read approved minutes and take action where appropriate.

Under the topic of membership communication, the idea of a membership survey was discussed. It was agreed that the board needed more feedback from the membership on subjects including services offered, board performance, concerns, etc. . . After discussion of several alternatives, Nelson motioned to develop an all-inclusive survey to evaluate all facets of the BAA. Bean seconded and the motion carried unanimously with no further discussion. A committee was formed to research other surveys to develop a template to be sent to all members. A committee including Hill, Nelson and Clark was formed.

There was discussion of the search to fill the vacant position of EVP. Discussion of job qualifications and description culminated in commitment to keep looking to fill the position.

There was discussion of the National Sale and candidates for sale manager. Fred Thompson was discussed and put on a short list. He was contacted and is to get back with Brink.

Discussion of change to Rule Section VI, A-2 followed. It was discussed that on many of the older bulls, it is virtually impossible to get parent verification. McBee moved to omit wording "and parent verification" from Rule Section VI, A-2. With no further discussion, Bean seconded the motion, which then passed unanimously. McBee is to make that change to the rules (online as well).

Next subject was the fee currently charged for name change to animals. After discussion, Nelson moved to change the fee for name change to \$25. Motion seconded by Phillips with no further discussion.

The issue of lost membership was next on the agenda. Discussions culminated with decision that Jernigan will request that the office run a query of the members who have not renewed that have recently had active cattle. The list will be circulated to the board, qualified, and board members will personally call said persons to survey reasons and motivations.

President Jernigan called for meeting recess at 5:45 to reconvene at 8 am on 7/22.

Jernigan called meeting to order at 8:10 on Sunday morning.

Phillips presented discussion of the 2013 budget. The following was presented:

Projected Expensed	\$87,000
Promotion Fees	<u>\$17,250</u>
	\$104,250 Funds needed
Projected Income	\$103,300
Braunvieh World Income	\$ 7,000

Discussed whether or not to make BAA mailing list available. Discussed pros and cons. Consensus was it would be positive for BAA to make list available for rental. Reviewed and discussed the agreement that the Brangus Association uses. Discussion about "rental" contract and pricing followed. Clark made motion to accept IBBA mail list rental contract as written making the following changes. Price for one

time use will be .10 per name, and for multiple use with one year maximum term, .30 per name. The term IBBA will be changed to BAA. The motion was seconded by McBee and passed unanimously.

A discussion of the “pop ups” used for marketing began and was broadened to include the other equipment owned by the BAA, which is sometimes used by the membership. A protocol was discussed to aid in keeping up with both the location and condition of BAA assets loaned to members. It was decided that the office will inventory all such items and check them out to any member that wants to use them. That person will be responsible for two way shipping, and the return of the items in good condition.

There was discussion on member feedback concerning the new fee structure, particularly POP. It has been communicated to several board members that the system seems complicated to use. After discussion, a simple, convenience plan was proposed and the idea developed. Nelson moved to offer a convenience service package for members wanting an all-inclusive price. The price of \$25 will include the performance annual fee, regular registration fee (birth to 280 days), and free first transfer. Additional fee will be incurred for any registration made after 280 days (per schedule). This offering will be made contingent upon the office capability to execute and implement the structure. Snider seconded and with no further discussion, the motion passed unanimously.

The board suggested several names for consideration for the upcoming elections for the board. A nomination committee was formed which included Nelson, Bean and Williams.

A motion was made to adjourn the meeting at 12:30 pm. Motion seconded by Bean and passed unanimously.