

Braunvieh Association of America  
Board of Directors Meeting  
Teleconference  
September 22, 2015

President elect Dwight Alexander called the meeting to order at 7:35 p.m. CST. Board members present were Tommy Clark, Dwight Alexander, Blake Bagley, Benny Phillips, Marilyn Brink, Todd Hill, Kendall Schlake, Brad Doke, Jeff Zimmerman and Jerry Jernigan. Members not present were Clay Stotts and Mark Nelson. Guests on conference call were Lisa Bard and Micky Burch, Larry Lane, Bill Pollard, John Hall, Tim Bagley, Pepe Guerra, Mark Wolken, Stoney Scheer, Caleb Russell and Tracy Eatherton.

Blake Bagley presented the minutes from the August 18, 2015 meeting. Brad Doke moved to accept the minutes as presented. Second by Jeff Zimmerman. The motion passed.

Todd Hill presented the Promotion Committee Report. Todd stated that the filming is set to finish October 1<sup>st</sup> and that everything is going smoothly with great video for the upcoming American Rancher show. Todd said that Joel is really excited, there have been two ads sold with room to sell two more. Todd stated that the promotion committee is considering the approval for Jerry Cassady to have a 15 second ad to promote the upcoming National Sale. Bill Pollard is going to speak with Robert Williams regarding bull sale consigners sponsoring an ad to promote the Navasota Best of the Test Sale.

Lisa Bard & Micky Burch gave the Braunvieh World update. Micky stated that the magazine went to print today and that it totaled out to be a 36 page issue with the additional 12 page National Sale Catalog and included a genomics update. Tracy did a really good job transitioning in to her new position with Blueprint. Lisa stated that the association will make a profit from the Braunvieh World, and that approximately 700 overrun copies will be sent to the BAA office.

Benny Phillips gave the treasurers report. Benny noted that the balance sheet is up \$13,400 more than last year with income up over \$11,000 from last year. Accounts receivable is in good shape. The Promotion money is down about \$3,000 due to expenses incurred from the American Rancher. Benny stated that the income statement looked good overall with web advertising up \$3400 from last year, transfer income up 19%, registrations are up 12%, and total yearly income up. The expenses are down about \$10,900 from last year and that we closed out the year with a net profit of \$18,900. Blake Bagley made the motion to accept the treasurer's report as printed. Second by Marilyn Brink. The motion passed.

Junior Show Report by Marilyn Brink. Marilyn noted that we have 76 entries to date in the National Show and that the show is set for October 24, 2015.

Annual meeting and national show & sale progress report by Marilyn Brink. Marilyn noted that the new web banner is up, the catalog came together nicely, and we have 35 lots entered in the National Sale with 25 live lots, plus semen and embryos. Jerry Crownover is set for the guest speaker and we are expecting 80 people to attend the annual meeting.

Navasota Bull test update presented by Benny Phillips. Benny stated that the sale is set for October 23<sup>rd</sup>, the next round of bulls is set to arrive around the 1<sup>st</sup> of November. Bulls must be TB, BVDPI, and Bangs tested with birthdates of spring 2015.

Genomics by John Hall. John stated that everything is in order, the new EPD's are up on the website, and Quantum has redesigned the genetic defect form.

Budget report by Benny Phillips. Benny stated that show premiums changed. Denver premiums moved to Kansas City. Web maintenance increased \$5,685. Promotion budget remained the same. Bill Pollard requested an increase of \$100 per month with aid to help with travel expenses, totaling a \$1,200 increase plus travel expenses on a case by case basis. President Clark moved to approve the budget as presented. Second by Marilyn Brink. Motion passed.

Old Business – Jerry Jernigan is set to chair the awards committee for the National Sale.

New Business – Marilyn is going to review the Kansas City schedule.

Jerry Jernigan moved to adjourn second by President Clark.

Next meeting set for October 23, 2015 at 8 AM CDT in Kansas City.

Minutes submitted by Blake Bagley, National Board Secretary