

Auxiliary Yearbook 2001



American Angus Auxiliary Annual Report





Auxiliary Action

by Jane Ebert, president, American Angus Auxiliary

Auxiliary poised for new opportunities

It's been 60 days since the Annual Meeting in Louisville, Ky., and I find myself running parallel with the calendar. Time does pass quickly when you're having fun! By request, this month I am sharing comments from my acceptance speech in Louisville.

The fabric of who I am prepares me for this opportunity to provide leadership and organizational skills to the Auxiliary. The leadership style of the 2001 Possibility Leadership Team will be visionary, proactive and positive-thinking.

The appointed teams represent every filament of the Auxiliary. Committees will adopt an open-door policy where members may join the ranks, contributing their progressive thoughts and actions to help us meet new opportunities and challenges. Relationships are going to be as weighted and scientific as the ingredients in a recipe, which requires formulated measurements to yield a standard product.

We will be tapping into additional areas of marketing income opportunities, exploring grassroots marketing strategies with Certified Angus Beef LLC (CAB), tooling and retooling state Auxiliary associations, and strengthening programs and promotional efforts with the American Angus Association.

Membership and leadership communications will remain open, healthy and progressive. The challenge is up to each of us. We can be contained and become stale, or we can blend together as a leavening agent. This year, as your president, I am and will be about the business at hand of the Auxiliary. As my grandmother taught me, "A sitting goose gathers no feathers and a rolling stone gathers no moss."

Members gather at NWSS

The National Western Stock Show (NWSS) provided leadership and fellowship for members and guests. On Thursday morning, members enjoyed an Auxiliary fellowship at the hotel headquarters, which was a marvelous

opportunity to exchange ideas, lend an ear and meet new friends. On Friday morning, Anita Becky orchestrated the annual Auxiliary breakfast at the Stock Show Club. It was great to welcome more than 50 people to the breakfast. Mary Rodgers, Anne Lampe and the Auxiliary officers served as hostesses at the Association booth.

New Auxiliary conference

May 4-5, 2001, Auxiliary members are invited to our first long-range vision conference, "Excellence, No Exception," in Saint Joseph, Mo. This will be a weekend for renewal and refueling. Our own secretary-treasurer, Nancy Sullivan, will be the conference workshop leader.

Highlights include sightseeing options; touring the Association headquarters; meeting the scholarship trust officer, Bob Siemens; an Angus Information Management Software (AIMS) workshop; and the opportunity to meet new friends. The conference will be upbeat, visionary and proactive. Check the advertisement in this issue for more details.

Thanks to Kelli Toledo and the Public Relations Committee for biting the bullet and helping us put the conference together. She needs photos of Auxiliary activities and members. Send this information to her as soon as possible.

Lodging and transportation at the conference are being planned and cost information is forthcoming. Contact any member of the 2001 Possibility Leadership Team for information. Notify Pat Grote to register.

Scholarship applications available

Auxiliary scholarship applications are now available from state scholarship contacts, state junior Angus advisors and on the Auxiliary section of the Association Web site (www.angus.org). If you have questions that can't be answered on the state level, contact Pat Grote, national scholarship chairwoman.

Follow state guidelines for state competition. Each state may submit one boy and one girl applicant for national competition. Total award amount for 2001 is \$8,000. Placing amounts are first, \$1,200; second, \$900; third, \$800; fourth, \$600; and fifth, \$500. The national due date is May 10.

Remember our special fund-raisers that provide additional scholarship and award money for junior Angus members. Give someone a *Certified Angus Beef*™ (CAB®) gift package, Harvey Rattey bronze or pewter "New Generation" sculpture, or jewelry designed by Kerri (Votaw) Klierow of Nebraska. To order, search the gift catalog on the Auxiliary section of the Association Web site.

Thanks to the members who submitted information for the yearbook. Its success is due to their tremendous response.

Before you file this issue, remove the yearbook and place it in your *important paper* file. It provides you with a wealth of information.

On a historical note

The Auxiliary officially began Dec. 3, 1952, at the Palmer House Hotel in Chicago, with 216 ladies in attendance. The founder and first president was Mrs. Willie Volkman Jr. of Selma, Calif.; the first vice president was Mrs. Forrest Lemons of Illinois; and Mrs. E.H. Beckett of Pennsylvania was secretary-treasurer.

e-mail: eberlee@lexcominc.net

Accentuate the Positive —

The man who sets his goal on the highest mountaintop may be climbing mountains the rest of his life. But the view from the top always will be worth the climb.

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State Angus Auxiliary Presidents (or contacts)

Many states have elections of officers in the spring. As new officers are elected, please contact the American Angus Auxiliary president, Jane Ebert, 4531 Arnold Rd., Lexington, NC 27295; (336) 731-0082, to help us update our list of contact persons in each state. "C" indicates a contact person, not a president.

ALABAMA

Connie Adams
RR 3, Box 79
Union Springs, AL 36089
(334) 482-4495
nnaeinnoc@hotmail.com

ARKANSAS

Leslie Roye
10116 N.E. Jeter Rd.
Fayetteville, AR 72701
(501) 442-9231
lroye@rhs2.nwsc.k12.ar.us

CALIFORNIA (C)

Laura Dierberger
10964 Rainbow Lake Rd.
Igo, CA 96047
phone/fax: (530) 396-2448
rfrtrzl@aol.com

COLORADO (C)

Mary Rogers
34346 State Hwy. 59
Yuma, CO 80759
(970) 848-2545

FLORIDA (C)

Debra Gilmore
400 Meharg Rd.
Molino, FL 32557
(850) 587-2182
dgbando@aol.com

GEORGIA (C)

Ann Bell
3275 Georgia Hwy. 186
Good Hope, GA 30641
phone: (770) 207-7004
fax: (770) 353-3099
annbellgoodhope@aol.com

IDAHO (C)

Stacy Butler
269 E. Spring Cove Rd.
Bliss, ID 83314
(208) 352-4332

ILLINOIS

Ann Pierce
128 Shirley Ave.
Rochelle, IL 61068
(815) 562-3351

IOWA

Julie Gray
1717 295th St.
Toledo, IA 52342
(515) 484-2742

INDIANA

Lisa Robertson
7410 Henderson Rd.
Marysville, IN 47171
(812) 293-3804

KANSAS

Phyllis Hager
RR1, Box 168
Stafford, KS 67578
(316) 234-6123
shangus@southwind.net

KENTUCKY (C)

Judy Rowland
219 Clementsville Rd.
Gamaliel, KY 42140
(270) 457-3800
bwrx@msn.com

LOUISIANA

DeeDee Talbot
PO Box 265
Plattenville, LA 70393
(504) 369-9891

MARYLAND

Caryl Velisek
13456 Old Annapolis Rd.
Mount Airy, MD 21771
(301) 829-3877

MICHIGAN

Darlene Conley
3525 W. Kalamo Hwy.
Charlotte, MI 48813
(517) 543-6482

MINNESOTA (C)

Nancy Johnson
RR 3, Box 25
Pipestone, MN 56164
(507) 825-3744

MISSISSIPPI

Vicki St. Blanc
303 Little Beaver Lane
New Iberia, LA 70560
(337) 365-6786

MISSOURI

Sandy Trosper
PO Box 161
Hamilton, MO 64644
phone: (816) 583-4437
fax: (816) 583-2342

MONTANA

Pam Patterson
123 Patterson Ranch Rd.
Columbus, MT 59019
phone/fax: (406) 445-2332
blkcw@hotmail.com

NEBRASKA

Cindy Simonson
HC 63, Box 21
Dunning, NE 68833
phone/fax: (308) 538-2548

NEVADA (C)

Carol Wachtel
Starr View Ranch
HC 64
Deeth, NV 89823
(775) 752-3910
starrview@rabbitbrush.com

NEW YORK (C)

Kathy Smith
RR 1, Box 141
Barr Rd.
Vernon Center, NY 13477
(315) 363-0262

NORTH CAROLINA

Nancy Crocker
1009 St. Marks Church Rd.
Cherryville, NC 28021
(704) 435-2801

OHIO

Sandra Wallace
121 N. Ohio St.
Gibsonburg, OH 43431
(419) 637-2519

OKLAHOMA (C)

Vicki Penner
2015 Kelly Dr.
Sulphur, OK 73086
phone: (580) 622-2031
fax: (580) 622-4373
vicki_penner@hotmail.com

PENNSYLVANIA

June Leech
34 N. Buffalo Rd.
Washington, PA 15301
(724) 345-3707

SOUTH CAROLINA (C)

Evelyn Edmunds
3253 S. Hwy. 321
Clover, SC 29710
(803) 222-3713

TENNESSEE (C)

Roseann Donnell
3720 Hwy. 70 E.
Jackson, TN 38305
(901) 424-4526

TEXAS

Dotty Watson
13362 FM 316 N.
Eustace, TX 75124
phone: (903) 425-3806
fax: (903) 424-2928
fbwangus@aol.com

VIRGINIA (C)

Edna Cross
39246 Lime Kiln Rd.
Leesburg, VA 20175
(703) 777-8561

WASHINGTON

Jennifer Rathbun
11990 Rd. H N.E.
Moses Lake, WA 98837
phone: (509) 762-5499
fax: (509) 762-5488
rathbun44@juno.com

WEST VIRGINIA (C)

Mida Peterson
RR 1, Box 24
Horner, WV 26372
phone/fax: (304) 269-3877

WESTERN STATES NOT OTHERWISE LISTED (C)

Carla Greenfield-Malson
3100 Elmore Rd.
Parma, ID 83660
(208) 674-1079

WISCONSIN

Leslie Mindemann
W1551 CR B
Sullivan, WI 53178
(262) 593-8836

10 NFAA Members Earn Auxiliary Scholarships

The American Angus Auxiliary announced its 2000 scholarship recipients at the National Junior Angus Show (NJAS) in Des Moines, Iowa. The scholarship program, which marked its 44th anniversary, awarded \$15,000 to 10 members of the National Junior Angus Association (NJAA).

Lacey Robinson, Montgomery City, Mo., won the \$1,800 first-place scholarship in the girls' division. She is the 18-year-old daughter of Allen and Stephanie Robinson and attends Black Hawk College in Illinois, majoring in agricultural business and animal science.

Other girls' scholarship winners were Gina McCurry,

Sedgwick, Kan.; Mercedes Danekas, Wilton, Calif.; Naomi Gray, Harrison, Neb.; and Ashley Grote, Forney, Texas.

The five young ladies competed for the 2001 Miss American Angus title. Robinson was crowned at the North American International Livestock

Exposition (NAILE) in Louisville, Ky.

John McCurry, Burrton, Kan., won the \$1,800 first-place scholarship in the boys' division. He is the 18-year-old son of Andrew and Mary McCurry. John is attending Butler County Community College in Kansas,

majoring in agribusiness and animal science.

Other boys' scholarship winners were Gregory Meier, Jackson, Mo.; Cody Quam, Lodi, Wis.; Brit Boehmer, Williamston, Mich.; and Christopher Rosa, Chariton, Iowa.

The American Angus Auxiliary funds this program through various fund-raising efforts.

Scholarships are available to incoming college freshmen. Those interested in applying for the Auxiliary's 2001 scholarship program should contact their state Auxiliary scholarship chairperson on the following page.



Lacey Robinson
Montgomery City, Mo. — first place



John McCurry
Burrton, Kan. — first place



Gina McCurry
Sedgwick, Kan. — second place



Gregory Meier
Jackson, Mo. — second place



Mercedes Danekas
Wilton, Calif. — third place



Cody Quam
Lodi, Wis. — third place



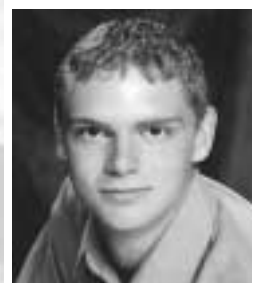
Naomi Gray
Harrison, Neb. — fourth place



Brit Boehmer
Williamston, Mich. — fourth place



Ashley Grote
Forney, Texas — fifth place



Christopher Rosa
Chariton, Iowa — fifth place

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2001 Angus Auxiliary Scholarship Contacts

ALABAMA

Karen Hill
PO Box 196
Holly Pond, AL 35083
(256) 352-9835

ARKANSAS

Leslie Roye
10116 N.E. Jeter Rd.
Fayetteville, AR 72701
(501) 442-9231
lroye@rhs2.nwsc.k12.ar.us

CALIFORNIA

Amanda Campbell
4660 Mosher Drive
Stockton, CA 95212
(209) 931-4759

COLORADO

Tari Hoagland
6246 WCR 24
Longmont, CO 80504
(303) 651-2130

FLORIDA

Rick Stotler
8105 Gilliam Rd.
Apopka, FL 32703

GEORGIA

Ann Bell
3275 Georgia Hwy. 186
Good Hope, GA 30641
phone: (770) 207-7004
fax: (770) 353-3099
annbellgoodhope@aol.com

IDAHO

Cindy Kinder
2184 S. 1200 E.
Bliss, ID 83314
phone: (208) 837-6064
fax: (208) 837-4950
ckinder@uidaho.edu

ILLINOIS

Ann Whitfield
8925 Walker Rd.
Gillespie, IL 62033
(618) 362-6477
awhitfield37@hotmail.com

INDIANA

Heidi Zenor
4378 S. Frye Hill Rd.
Williamsport, IN 47993
(765) 893-4087

IOWA

Jan Wical
24211 Diagonal Rd.
Grundy Center, IA 50638
(319) 824-3101

KANSAS

Bonnie Benoit
RR 1, Box 81
Esbon, KS 66941
phone/fax: (785) 725-3231
bbenoit@nckcn.com

KENTUCKY

Judy Rowland
219 Clementsville Rd.
Gamaliel, KY 42140
(270) 457-3800
bwrx@msn.com

LOUISIANA

Melanie Ourso
PO Box 799
Donaldsonville, LA 70346
(225) 473-9014

MAINE

Bruce Tracy
360 Titcomb Hill Rd.
Farmington, ME 04938
(207) 778-4506 or (207) 778-5917

MARYLAND

Ann Harrison
1973 Gillis Falls Rd.
Woodbine, MD 21797
(410) 795-0913

MICHIGAN

Lu Pendleton
3143 Hawley Hwy.
Belding, MI 48809
(616) 794-3918

MINNESOTA

Joanne Reed
30217 110th Ave.
Brooten, MN 56316
phone: (320) 346-2750
fax: (320) 346-2730
barj@midstate.tds.net

MISSISSIPPI

Schanta Preuss
Rt. 3, Box 88C
Monticello, MS 39654
(601) 587-0148

MISSOURI

Joann Pipkin
3674 S. State Hwy. N
Republic, MO 65738
phone: (417) 732-8552
fax: (417) 732-4493
jpipkin626@aol.com

MONTANA

Betsy Indreland
170 Glasston Rd.
Big Timber, MT 59011
phone/fax: (406) 932-4232
iaranch@3rivers.net

NEBRASKA

Connie Uden
Rt. 2, Box 119
Franklin, NE 68939
phone: (308) 425-3675
fax: (308) 425-3685
tcranch@gtmc.net

NEVADA

Carol Wachtel
Starr View Ranch
HC 64
Deeth, NV 89823
(775) 752-3910
starrview@rabbitbrush.com

NORTH CAROLINA

Martha Holshouser
285 Spring Lake Lane
Gold Hill, NC 28071
(704) 279-3941
mholshouser@salisbury.net

NORTH DAKOTA

Vern & Corrine Frey
Rt. 1, Box 116
Granville, ND 58741
(701) 728-6356

OHIO

Heather Nicholson
4420 Bowtown Rd.
Delaware, OH 43015
(740) 524-1007

OKLAHOMA

Gaye Pfeiffer
Rt. 2, Box 131
Mulhall, OK 73063
(405) 649-2425

PENNSYLVANIA

Darlene Livingston
2442 Kinsley Lane
Seven Valleys, PA 17360
phone: (717) 428-3526
fax: (717) 747-4244
dlivin2052@aol.com

SOUTH CAROLINA

Evelyn Edmunds
3253 S. Hwy. 321
Clover, SC 29710
(803) 222-3713

TENNESSEE

Anne Elliott
1291 Stroudsville Rd.
Adams, TN 37010
(615) 505-2394

TEXAS

Lucian Richardson
8112 Bangor Drive
Fort Worth, TX 76116
(817) 244-2529

UTAH

Janet Andrews
3532 W. 9600 S.
Payson, UT 84651
(801) 465-3101

VIRGINIA

Diane Reed
Rt. 3, Box 161
Appomattox, VA 24522
(804) 352-547
reedcowman@aol.com

WASHINGTON

C. Marcie Davidson
16639 Dunbar Rd.
Mount Vernon, WA 98273
(360) 848-1234
cmdavid123@aol.com

WEST VIRGINIA

Mida Peterson
Rt. 1, Box 24
Homer, WV 26372
phone/fax: (304) 269-3877

WESTERN STATES NOT OTHERWISE LISTED

Kathleen Buchanan
13490 Algoma Rd.
Klamath Falls, OR 97601
(541) 883-8471
baalgoma@aol.com

WISCONSIN

Angie Paulsen
680 Grand Canyon Drive
Madison, WI 53719
phone: (608) 833-7177
fax: (608) 833-4725
amp@beeftips.com

WYOMING

James Rogers
PO Box 1902
Pinedale, WY 82941
phone: (608) 833-7177
fax: (608) 833-4725
amp@beeftips.com

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2001 Angus Auxiliary Committee Members

STANDING COMMITTEES

Awards

Driscoll, Renee, Chairwoman,
Achievement Awards
Coordinator (IA) (319) 668-2082
Grappe, Sherrie, Silver Pitcher
Coordinator (LA) (870) 694-2126
Watkins, Cathy, Crystal Award
Coordinator (IN) (765) 779-4007
Eggers, Darla (MO)
Hawkins, Lisa (KY)
Lewis, Miriam (NC)
Pfeiffer, Gaye (OK)
Sawyer, Becky (NE)
Thelen, Nancy (MI)

Beef Education

Schubert, Anne Patton,
Chairwoman (KY) (502) 477-
2663
Becky, Anita (CO)
Bowman, April (NC)
Hoagland, Tari (CO)
Lampe, Anne (KS)
Margheim, Laura (NE)
McCurry, Sandra (KS)
O'Neill, Ardyce (IA)
Orman, Barb (IA)
Patterson, Pam (MT)

Finance

Brost, Linda, Chairwoman (IL)
(217) 826-8181
Ebert, Jane (NC)
Grote, Pat (OK)
Hinman, Yvonne (MT)
Sullivan, Nancy (IA)

Historian

Foster, Lois, Chairwoman (MI)
(616) 683-1776
Bloom, Carol (IN)
Hunter, Norma "Gigi" (MO)
Meinders, Nellie (IA)

Legislative & By-Laws

Brost, Linda, Chairwoman (IL)
(217) 826-8181
Burrows, Sharon (VA)
Covey, Elsie (WA)
Quam, Susan (WI)

Liaison

Ebert, Jane, Chairwoman (NC)
(336) 731-4974
Grote, Pat (OK)
Hinman, Yvonne (MT)
Sullivan, Nancy (IA)

Membership

Meiburg, Vicki, Chairwoman (MI)
(810) 688-2222
Denowh, Debbie (MT)
Johnson, Karen (KY)
Kinder, Cindy (ID)
Leak, Eleanor (MD)
Sweeney, Barb (MI)
Toledo, Kelli (CA)
Willard, Shelia (NC)

Nominating

Hinman, Yvonne, Chairwoman
(MT) (406) 654-1809
Elliott, Anne (TN)
Lampe, Anne (KS)
Rowland, Judy (KY)
Viator, Annie (LA)

Program & Hospitality

McCurry, Sandra, Chairwoman
(KS) (316) 667-2418
Burrows, Sharon (VA)
Fowler, Jane (NC)
Grissom, Janet (OK)
Krininger, Velma (IN)
Roberts, Betty Lou (TX)
Snell, Mary (MO)
Stone, Betty (TX)
Wallace, Tammy (MO)

Public Relations

Toledo, Kelli, Chairwoman (CA)
(559) 651-3083
Hinman, Yvonne (MT)
Margheim, Laura (NE)
Pipkin, Joann (MO)
Pohlman, Linda (NE)
Trosper, Lindsey (MO)

Scholarship

Grote, Pat, Chairwoman (OK)
(580) 847-2391
Ebert, Jane, Advisor (NC)
Eikmeier, Karen, Alternate (MN)
Viator, Cherie, Alternate (TX)
Donnell, Roseann (TN)
Krehbiel, Leslie (KS)
Leak, Eleanor (MD)
Lulloff, Heidi (MT)
Rowland, Judy (KY)
Scarlett, Elaine (NC)
Wallace, Sandra (OH)
Worrell, Shannon (TX)

Ways & Means

Perkins, Marjorie, Chairwoman
(TX) (830) 236-5897
Boudreaux, Harriett (LA)
Diacon, Kathy (OK)
Hagenbuch, June (KS)
Hunt, Carol (VA)
Patterson, Pam (MT)
Perret, Margaret (LA)
Snell, Mary (MO)
Vejraska, Mary Kay (WA)

Yearbook

Jane Ebert, Chairwoman (NC)
(336) 731-4974
Grote, Pat (OK)
Sullivan, Nancy (GA)
Hinman, Yvonne (MT)

NON-STANDING COMMITTEES

Advisory on Trust

Meinders, Nellie, Chairwoman
(IA) (641) 672-2074
Quam, Susan, Chairwoman (WI)
(608) 288-9534
Crenshaw, Christy (KS)
Leak, Eleanor (MD)
Pascalar, Erma (OR)
Stevenson, Marian (MT)
Sullivan, Nancy (IA)
Votaw, Bette (NE)

Audit 2001

Witte, Jackie, Chairwoman (MO)
(314) 963-1172
McCurry, Mary (KS)
McCurry, Pam (KS)

Auxiliary Extension

Dilbeck, Claudia, Chairwoman
(OK) (918) 733-4958
Viator, Annie, Chairwoman (LA)
(337) 276-7451
Crocker, Nancy (NC)
Danekas, Sherry (CA)
Hagenbuch, June (KS)
Stevenson, Jeannette (MT)

Computer Technicians

Lampe, Anne, Chairwoman (KS)
(316) 872-3915
Grappe, Sherrie (LA)
McCurry, Kay (KS)
O'Neill, Deb (IA)
Ratledge, Revonda (NC)
Stevenson, Sharon (MT)
Whitman, Robyn (MT)

Distinguished Woman-Honorary Member

Ebert, Jane, Chairwoman (NC)
(336) 731-4974
Halsey, Eddie Lou (OK)
Hinman, Yvonne (MT)

Miss American Angus

Bell, Ann, Chairwoman (GA)
(770) 207-7004
Page, Christy, Chairwoman (GA)
(770) 586-5893
Ebert, Betsie (NC)
Hawkins, Lisa (KY)
Siemens, Angie (VA)
Trosper, Lindsey (MO)
Trosper, Sandy (MO)

50th Anniversary

Brost, Linda, Chairwoman (IL)
(217) 826-8181
McCurry, Sandra, Chairwoman
(KS) (316) 667-2418
Becky, Anita (CO)
Foster, Lois (MI)
Halsey, Eddie Lou (OK)
Hinman, Yvonne (MT)
O'Neill, Ardyce (IA)
Schubert, Anne Patton (KY)
Stevenson, Jeannette (MT)
Toledo, Kelli (CA)
Votaw, Bette (NE)



The American Angus Auxiliary sponsors several awards recognizing achievements by junior Angus members. Among the awards sponsored are the Crystal Award, the Silver Pitcher awards, Achievement awards, scholarships and the silver Revere bowls given to the top five individuals in the National Junior Angus Showmanship contest.

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Miss American Angus

Each year the American Angus Auxiliary gives scholarships to 10 outstanding junior Angus members. The five ladies who receive scholarships are given the opportunity to compete for the title of Miss American Angus. Contestants competing for the 2001 Miss American Angus title were Lacey Robinson, Montgomery City, Mo.; Gina McCurry, Sedgwick, Kan.; Mercedes Danekas, Wilton, Ca.; and Naomi Gray, Harrison, Neb.

The royalty competition takes place each November in conjunction with the North American International Livestock Exposition (NAILE), Louisville, Ky.

There are four phases of the competition. The first part includes a written test that evaluates the contestant's knowledge of the Angus breed and the beef industry.



Whitney Trospers, 2000 Miss American Angus, presents Lacey Robinson, 2001 Miss American Angus, with the official pin.

Prior to the competition, contestants are given a topic from which they must prepare a 5- to 7-minute speech. This year's theme was "Miss American Angus — Focusing on the Future."

In addition, a panel of three judges conducts a personal interview with each contestant. This year's panel consisted of Sarah (Hill) Schaffer, Indianapolis, Ind., 1992 Miss American Angus; Eleanor Leak, Trundle Hall Farm, Dickerson, Md.; and Kevin Yon, Yon Family Farms, Ridge Spring, S.C.

The final component of the competition requires that each contestant answer an impromptu question before an audience.

The 2001 Miss American Angus is Lacey Robinson, Montgomery City, Mo. She attends Black Hawk College in Kewanee, Ill., and is the daughter of Allen and Stephanie Robinson.

The text to the speech Lacey presented during the 2001 Miss American Angus competition follows.

Miss American Angus: Focusing on the Future

BY LACEY ROBINSON

Let's take a stroll down memory lane, back to the halls of Montgomery County Middle School. It's my eighth-grade year. Tight rolled jeans, big hair, M.C. Hammer and the Lady Wildcats volleyball team are the coolest things going. Although I'd like to forget my fashion blunders, I often recall the bittersweet memories that were made on that volleyball team.

This was not your ordinary team of teenage girls. We weren't just good; we were great — or so we thought. Game after game, we brought home the wins and the trophies. With each one, we grew more confident that we were unbeatable. We were at the top of our game, and no one was going to bring us down.

Practice? We were so good, we didn't even need it. New game plans? Well, the old ones seemed to be working fine; why try something new?

That was when we began to lose focus; our vision was shaded by satisfaction and arrogance. The result was our first

and only loss that year. Although it would have been nice to have that record-breaking, undefeated season, I think that one loss was more valuable than all the wins because of the life lesson I gained from that experience. It made me realize that you must continue to set new goals as you achieve others because satisfaction is the beginning of failure.

In same position

The Angus breed finds itself in much the same position that our team was. There is no doubt that Angus cattle are head and shoulders above the rest. From calving ease to high carcass quality, the Angus breed is in a league by itself. We have the world's largest beef registry and a product niche with the *Certified Angus Beef*[™] (CAB[®]) brand that makes the competition green with envy.

These are all wonderful achievements, and as breeders we should take pride in the rich tradition and accomplishments

we have made. However, we must press forward and continue to strive for excellence, because if we let up for even a second, we may be bypassed.

I hold a deep respect for the traditions of hard work, perseverance and quality, upon which our Association is formed. I believe that we must continue to uphold these valuable traditions but also to have a vision for the future.

Our industry and the world are changing at an unbelievable rate. In order for us to maintain our success into the future, we cannot simply react to change or even try to anticipate it; we must be the ones who create it.

Everyone knows the golden arches of McDonald's dominate the fast-food industry. How have they become so successful? They weren't afraid to think outside the box and develop new ideas. Where would we be without the drive-through, fast-food breakfasts and (my personal favorite) the Happy Meal[®]? We must have this same creative mentality

from producer to marketer in the Angus business.

A catalyst

Upon coming to Louisville I asked myself what Miss American Angus could do to contribute to the continued success of our Association and industry. I believe that the role of Miss American Angus can best be described as a catalyst.

As a student majoring in animal science, I have had to become very familiar with my biology-class vocabulary, and surprisingly I've found a practical use for it. The book definition of a *catalyst* is a substance that accelerates a chemical reaction. Miss American Angus should be the catalyst that accelerates the progress of the Angus breed through education and motivation.

Whether it's taking the time to answer questions from a curious "fair-goer" or giving an interview on live radio, I always welcome the opportunity to educate the general public about the Angus breed and livestock industry.

As president of my FFA chapter, I helped coordinate a Food for America tour that traveled to area elementary schools, informing children about the importance of agriculture in their everyday lives. Herds of school children would come running to my station, anxious to learn more about beef and to get an up close look at a real, live cow. I informed these future consumers that beef is a safe and healthy food source that is produced by people who care deeply about the land and the animals they raise.

And, of course, I couldn't resist the opportunity to get in a plug about the high quality that the *Certified Angus Beef* symbol represents. I feel promotion and education on this level is extremely important, and as a candidate for Miss American Angus, I would continue to share my knowledge with tomorrow's consumers.

"Beef at the speed of life" is the new marketing slogan of the national beef council. This is a frame of mind we too must entertain in order to secure a safe, guarded position in the cattle industry. With the busy schedules of modern-day families, the demand for quick, easy and nutritious meals is overwhelming and is sure to skyrocket even further.

The new line of products that the Certified Angus Beef (CAB) Program*

offers is tailored to this fast-paced lifestyle. Our future in the beef industry will rely heavily on how well we can inform the public about the safety, quality and convenience of our products. This is a challenge I am anxiously awaiting to pursue. As a candidate for Miss American Angus, I am eager to promote these CAB products at restaurants, grocery stores and other public venues.

I believe it is equally important to educate breeders on new and innovative advances within the industry. With the huge success of Certified Angus Beef LLC (CAB), the demand for high-quality Angus cattle has risen dramatically. To meet these demands, breeders must utilize new technology that is available to them. We will be using the traditional, proven methods along with new and exciting means. This will prove to be a winning combination, resulting in a better, more consistent product.

Miss American Angus must be currently informed about the new trends and improvements in the industry. She should be able to relay these new ideas to the many breeders with whom she comes in contact across the country. This approach will strengthen our ability to produce cattle that meet the needs of the cow-calf producer and consumer.

The next generation

The ultimate future of the Angus breed lies within the youth of our organization. In a day and age that focuses mainly on the negative image of "Generation X," it is uplifting to see all the positive things that our junior members represent. They are responsible, ethical, hardworking and intelligent.

Miss American Angus needs to inspire and to motivate these young people to follow their dreams. A simple smile or word of encouragement to a disappointed junior can make all the difference in the world.

At our county fair this year, I saw a little girl crying in the bleachers. I sat down next to her and asked her what was wrong. She told me that her calf had placed last in his class. I proceeded to tell her that there would be lots of other shows, and besides, a pink ribbon was far prettier than a blue one anyway. By the end of our conversation, the tears had dried, and she was looking forward

A special thank-you goes to these sponsors.

Miss American Angus Contest Gift Sponsors

Contestants' engraved glass frames

Champion Hill, Toeppen Triple T Angus

Contestants' Annual Banquet tickets

Cliffside Farms

Contestants' silver bracelets

Weaver Angus Farm

Miss American Angus leather bag

Cecil McCurry Family

Official photo and feature article

Angus Topics

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Miss American Angus crown

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Five Star Land & Livestock

Silver charm bracelet and crown charm

Dobson Pulpwood Farms

Silver Angus choker necklace

Hinman Angus

Miss American Angus banner, jacket, wardrobe and stationery allowance

American Angus Auxilliary

Travel allowance

American Angus Association

to the next fair. It should always be the goal of Miss American Angus to help others reach theirs.

The future of the Angus breed is so bright you almost need to wear shades. The possibilities are endless. By sparking change and causing a positive reaction wherever she goes, Miss American Angus will be the true "cattle-yst" our Association needs looking into the future.



*The Certified Angus Beef (CAB) Program is owned and administered by Certified Angus Beef LLC, a wholly owned subsidiary of the American Angus Association.

Auxiliary Yearbook 2001

American Angus Auxiliary general membership meeting

Sunday, Nov. 12, 2000

The meeting was called to order by President Yvonne Hinman, and the first order of business was the drawing of door prizes donated by attending state auxiliaries.

Reading of the minutes: Yvonne Hinman made the motion to accept the printed minutes from the 1999 fall meeting and the 2000 National Junior Angus Show (NJAS) meeting in Iowa. Anne Patton Schubert made note of a correction on page 8 of the fall minutes (second column, last sentence) concerning the project expense for 2001.

A motion was made by Bette Votaw and seconded by Sherrie Grappe. The motion passed.

Treasurer's report: Pat Grote read her report and advised that the final version would be printed in the February *Angus Journal*. Ardyce O'Neill made the motion to accept the financial report. It was seconded by Jeanette Stevenson and passed.

Committee reports

Advisory on Trust: Bette Votaw and Lois Foster filled in for Nellie Meinders, co-chairwoman. The resolution to make this a standing committee (page 9) was read by Pat Grote. A discussion followed, and Bob Siemens's proposal was read. He suggested that the Auxiliary tie the amount of scholarship to the percentage and not to the interest. Sherrie Grappe reported that our money was insured in the trust. Anne Patton Schubert made the motion to accept the resolution, and it was seconded by Jeanette Stevenson.

Linda Brost objected to the consideration of the motion. Brost advised that there was a problem with the committee and that there was not a consensus within the committee. Brost gave the committee until June 15, 2001, to obtain a signed consensus. She was to be sent a letter signed by all committee members. If a letter was not received by that date, the Legislative Committee would write the bylaws. The objection was

put to a vote of the general membership and passed 36-10. Cheryl Oxley, Marian Stevenson and Betsie Ebert were the officials.

Awards: Renee Driscoll and Sherrie Grappe explained the success of their awards.

Audit: Marian Stevenson reported that a financial audit reported all in good order.

Beef Education: Anne Patton Schubert reported that she was excited about the 2001 cook-off. Ardyce O'Neill wanted to encourage members to promote our product as often as possible.

Computer Tech: The team is working hard and has great things planned for the upcoming year.

Extension: The committee advised of the new notebook available to states wishing to start a new auxiliary or those that need to stir interest in an existing auxiliary.

Finance: Discussion took place. Bette Votaw made the motion to accept, and it was seconded by Susan Quam. The motion was passed.

Historian: Lois Foster thanked everyone who contributed to the president's book and to the Dean Hurlbut scrapbook.

Legislative: Linda Brost had worked on the bylaws since 1998 to get them into print. Guidelines were in the 1999 brunch book.

Liaisons: The entities to which they are to represent the Auxiliary are the American Angus Association, Certified Angus Beef LLC (CAB), Angus Productions Inc. (API) and the National Junior Angus Association (NJAA).

The president attended the February

Association Board meeting in Saint Joseph. At that meeting, Hinman met with API staff and worked out guidelines for their services to the Auxiliary.

Mary McCurry was the liaison with the NJAA Board. She reported that they run this as a business and time commitment.

Membership: Vicki Meiburg expressed her goal to increase communication for the year.

Program: All agreed that each year the program continues to gain more attendees. Sandra McCurry was given credit for its success. Sandra expressed the wishes of her committee to start using the Auxiliary colors of red, black & white.

Public Relations: Kelli Toledo has worked on the committee for several years. She said she is interested in training someone to take her place.

Scholarship: The goal was to have scholarship applications ready for release to all state contacts by Jan. 1, 2001, and to have them available through the Association Web site.

50th Anniversary: Sandra McCurry was announced as Mary McCurry's replacement on this committee for the upcoming year.

State reports

Attendees from Montana, North Carolina, Iowa, Texas, Illinois and Michigan gave reports.

—submitted by Pat Grote
2000 secretary-treasurer

Auxiliary Yearbook 2001: American Angus Auxiliary Financial Reports

AMERICAN ANGUS AUXILIARY FINANCIAL STATEMENT: RECEIPTS & DISBURSEMENTS

FISCAL YEAR—Nov. 1, 1999, to Oct. 31, 2000

Checking Account #007025842, Provident Bank, Saint Joseph, Mo.

RECEIPTS	Actual	Budgeted
Annual Meeting	\$1,800.00	\$3,000.00
Beef education	2,200.00	1,800.00
Cookbook	4,040.00	1,800.00
Membership/dues	2,285.00	1,800.00
Miscellaneous	16,515.79	650.00
Miss American Angus:		
Expense	1,340.73	800.00
Travel	5,000.00	5,000.00
Ways & Means (lowa)	3,000.00	10,000.00
50th-anniversary print	2,555.00	5,000.00
Total income	\$38,736.52	\$29,850.00
DISBURSEMENTS	Actual	Budgeted
Annual Meeting	\$2,933.51	\$3,500.00
Awards	770.58	700.00
Beef education	3,096.46	3,200.00
General fund	7,437.85	1,000.00
Miss American Angus:		
Travel	2,995.16	5,000.00
Expenses	1,405.98	2,000.00
Officers' expenses	3,000.00	3,000.00
Phone	603.46	1,100.00
Postage	898.24	600.00
Printing	330.08	200.00
Professional fees	863.25	1,200.00
Scholarship fund	5,494.01	5,350.00
50th Anniversary	2,507.86	3,000.00
Total expenses	\$32,336.44	\$29,850.00
Beginning balance (11-1-99)	\$2,000.00	
Total income	+38,736.52	
Total expenses	-32,336.44	
Ending balance (10-31-99)	\$8,400.08	

AMERICAN ANGUS AUXILIARY WAYS & MEANS ACCOUNT

FISCAL YEAR—Nov. 1, 1999, to Oct. 31, 2000

Beginning balance (11-1-99) (\$3,984.22)

INCOME	
Salesroom sales	\$34,521.34
Shipping/handling	2,071.72
Return: Salesroom	11.40
Merchant Bankcard discount	(691.75)
Total income	\$35,912.71
EXPENSES	
Cost of goods sold	\$21,482.27
Freight expense	1,838.24
Lodging	2,295.80
Transportation	2,644.98
Office supplies	56.40
Telephone	529.59
Total expenses	\$28,847.28
Net income	\$7,065.43
Ending balance (10-31-00)	\$3,081.21
Funds transferred to main Auxiliary account (for scholarships; included in expenses above as a cost of goods sold)	\$8,000.00
Ending inventory	\$12,598.71

Ways & Means figures compiled by Marjorie Perkins.

AMERICAN ANGUS AUXILIARY FINANCIAL REPORT

FISCAL YEAR—Nov. 1, 1999, to Oct. 31, 2000

Checking Account

Commerce Bank, Saint Joseph, Mo., Account #49007366

Beginning balance (11-01-99)	\$12,245.00
Expenses	3,745.00
Transfer to Provident money market account	6,500.00
Transfer to Provident checking account	2,000.00
Ending balance (12-20-99)	0.00

Checking Account

Provident Bank, Saint Joseph, Mo., Account #007025842

Account opened 11-11-99	\$2,000.00
Ending balance (10-31-00)	\$8,400.08
Interest rate: 1.54% after \$1,500	

Money Market Account

Provident Bank, Saint Joseph, Mo., Account #007025855

Ending balance (10-31-00)	\$1,745.66
Interest rate: 2.91%	

Janet Castle Memorial Account

Provident Bank, Saint Joseph, Mo., Account #007026155

Ending balance (10-31-00)	\$2,368.35
Interest rate: 2.75%	

Paul St. Blanc Memorial Fund

Provident Bank, Saint Joseph, Mo., Account #007025868

Ending balance (10-31-00)	\$3,190.04
Interest rate: 2.75%	

Auxiliary Education Venture Fund

"Dialing for dollars" monies earmarked for The Trust Co., Saint Joseph, Mo., Account #52010366012 opened in November 2000. At fiscal year end, the monies were held in Account #52000366014 but considered separate from the traditional scholarship trust fund.

Ending balance (10-31-00)	\$4,550.00
Funds generated by Linda Brost for the awards program	

Scholarship Trust Fund

Monies were moved during the year from the Mercantile Bank, Saint Joseph, Mo., Account #401700FF (which was subsequently closed) to the The Trust Co., Saint Joseph, Mo., Account #52000366014

Beginning market value (11-01-99)	\$170,490.87
Ending market value (10-31-00)	\$162,185.18
Ending balance does not include monies earmarked for the venture fund.	

Total value of Auxiliary's accounts \$182,439.31

AMERICAN ANGUS AUXILIARY PROPOSED BUDGET

FISCAL YEAR—Nov. 1, 2000, to Oct. 31, 2001

INCOME	
Annual Meeting (\$1,800 from AAA)	\$3,000.00
Beef Education (\$1,200 from AAA)	2,200.00
Membership/dues	1,500.00
Awards	750.00
Miss American Angus:	
Travel (\$5,000 from AAA)	5,000.00
Expenses	1,300.00
Miscellaneous	400.00
Ways & Means	4,000.00
50th Anniversary	3,550.00
Total income	\$21,700.00
EXPENSES	
Annual Meeting	\$3,000.00
Awards	750.00
Beef Education	2,200.00
General fund	1,200.00
Miss American Angus:	
Travel	5,000.00
Expenses	1,500.00
Officers' expenses	3,000.00
Phone	600.00
Postage	800.00
Printing	350.00
Professional fees	800.00
Scholarship fund	500.00
50th Anniversary	2,000.00
Total expenses	\$21,700.00

2001 American Angus Auxiliary Officers



SECRETARY-TREASURER

Nancy Jo Sullivan
241 Governor's Court
Cartersville, GA 30121
phone: (770) 607-8048
sjscartersville@aol.com

VICE PRESIDENT

Pat Grote
PO Box 130
Bennington, OK 74723
phone: (580) 847-2391
fax: (580) 847-2669
groteranch@redriverok.com

ADVISOR

Yvonne Hinman
PO Box 220
Malta, MT 59538
phone: (406) 654-1809
fax: (406) 654-1810
hinmanangus@hotmail.com

PRESIDENT

Jane Ebert
4531 Arnold Rd.
Lexington, NC 27295
phone: (336) 731-4974
fax: (336) 731-0082
eberlee@lexcominc.net

