

# Investing in the Future



The Angus Foundation provides support for junior members through donations and fund-raisers.

by **Stephanie Veldman**

**T**he American Angus Association has built a great tradition of encouraging junior members to participate in the junior activities it has developed over the years. Many of these programs are made affordable through funding from the Angus Foundation.

The Angus Foundation finances many National Junior Angus Association (NJAA) events, awards and scholarships through donations and fund-raisers supported by the American Angus Association members, says James Fisher, director of activities and junior activities.



There are many ways to donate to the Angus Foundation, including memorials and awards that can be given toward a specific purpose, contributing to fund-raisers, and estate planning. Here is a glimpse of how the Angus Foundation works and how you can invest in the next generation by supporting these programs and events.

## The beginning

Established in 1980, the Angus Foundation was originally formed so individuals could make tax-deductible donations to help support junior programs, Fisher explains.

"The very first memorial contribution into the Foundation was the Ham James fund," says Richard Wilson, American Angus Association director of finance and accounting.

Hamilton James, Newton, Ill., was a widely respected and prominent auctioneer who was dedicated to the Angus breed, says Dean Hurlbut, former Association director of activities.

"He was one of the classiest men I ever knew," adds John Crouch, Association executive vice president.

The memorial's official name is the Hamilton James Memorial Fund, and it was set up with a \$10,000 donation in his name. The earnings are presented to the top five winners of the National Showmanship Contest.

Since the first memorial fund was established, the Angus Foundation has

developed through the leadership and vision of former Association executive vice president Richard Spader, Wilson says.

"Dick Spader was the one to get this Foundation going. One of his challenges in his time in administration was to get the Foundation up to where it could take care of itself," Hurlbut says. Spader's goal was to see the Angus Foundation reach \$1 million, he adds.

The Foundation Board of Directors took on that goal as well, says Abbie Nelson, president of the Angus Foundation. Nelson has served on the Foundation Board since 1997. "Overnight, it seemed, there we were. It is just amazing what our National Junior Board is able to do because of this funding, and we've added scholarships. It's a very good thing."

Now, 22 years after its inception, the Angus Foundation has taken on an even greater role. Over the past two decades, the Angus Foundation has been given the increasing responsibility of supporting the



PHOTO BY SHELLA STANNARD

► The junior Angus members who attended last year's LEAD Conference took time from their packed schedule of industry speakers, leadership workshops and tours to pose for a group photo at KMK Acres, located near Thompsons Station, Tenn.

NJAA Board of Directors in its travels, its training and its ability to train other junior members through leadership programs. The Angus Foundation also supports scholarship programs, funding for various leadership programs and awards, the *Directions* newsletter mailed to juniors and a variety of other communications tools.

### Fund-raising events

The fund-raiser that the Angus Foundation is probably most known for is the Angus Foundation Heifer Package, which is auctioned off each year at the National Western Stock Show (NWSS) in Denver, Colo. This project was started in 1980, Fisher says. The first heifer package sold for \$6,000. Since then, heifer packages have raised more than \$575,000 for the Angus Foundation.

In 2001, the sale reached a record-breaking \$101,000, when Falcon Seaboard Ranches, Austin, Texas, purchased the heifer package.

“The National Junior Board [of directors] takes a lot of ownership in the Heifer Package fund-raiser. They contact potential buyers and do a lot of work in helping to think of ideas and to develop programs to raise funds for the Angus Foundation,” Fisher says.

Other fund-raising events that the NJAA helps promote include the Angus credit card, which gives a small percentage back to the Angus Foundation from both its sign-up and usage, Fisher says. The Association has a working agreement with MBNA America Bank, N.A., where MBNA sends out credit card solicitations to Association members and their customers at certain times of the year, on behalf of the Association.

“Last year, we brought \$32,000 into the Angus Foundation from Angus producers using the Angus credit card,” Fisher says. “If you are going to use a credit card, this would be a good option, because you will be supporting an important program.”

A new fund-raiser was started last year in conjunction with the National Junior Angus Show (NJAS). The golf tournament, “Tee Off for the Future,” hosted 14 teams, with four members on each team. Fisher says that plans are in the works for the golf tournament this year at the NJAS in Milwaukee, Wis.

The Silent Auction is also conducted every year at the NJAS to raise funds for the Angus Foundation. Items are auctioned off that have been donated by state Angus associations, individual farms and corporations.



PHOTO BY CORINNE BLENDER

► **Above:** Kahn Cattle Co. LLC, Rydal, Ga., purchased the 2002 Angus Foundation Heifer Package. Pictured are (from left) NJAA Directors Lana Myers, Heath Johnson and Jessica Sawyer; Michael Graveman and Amy and Vincent Santini of Shady Brook Angus Farm; Elyn and Roger Kahn and Ray Apple of Kahn Cattle Co. LLC; and NJAA Directors Christy Walther, Brian Howell, and Brandon Walker.



PHOTO BY LANCE ZIESCH

► **Left:** NJAA Board members Jamie Meyer and Sonya Smith count NJAA 2001 election ballots. Upon completion, the delegates were asked to vote again to break a tie.

The Angus Foundation also sells clothing, caps and a set of Frank Murphy Angus prints at its online store, which can be found at [www.angusonline.org/store](http://www.angusonline.org/store).

### Scholarships

In 1998, the Angus Foundation began its scholarship program. Last year, it awarded about \$25,000 in general scholarships, including two for \$2,500 and 15 for \$1,000. There are also specific scholarships that have been founded as memorials or through donations. These include a scholarship from Certified Angus Beef LLC (CAB) for \$1,000; the Colvin Scholarship, which was established in 1999 to honor Louis “Mick” Colvin; and state scholarships from Missouri and Texas.

“The scholarships are not meant to support, or totally fund, any of the members’ college tuition,” Nelson says. Rather, they are intended to assist juniors in pursuing secondary education and to give them the recognition they deserve for being “academic junior Angus members.”

This year a new scholarship was established in memory of Richard Spader. The proceeds from the sale of the first five copies of the book *A Historic Angus Journey*

— *The American Angus Association 1883-2000*, by Keith Evans, were donated to the Spader scholarship fund. The signed No. 1 copy of the book was auctioned for \$10,000 at the 2001 American Angus Association Annual Banquet, while the other four books were bought for \$2,500 each.

“I anticipate that the Spader scholarship will be our premier scholarship award,” Wilson says.

Evans’ book, which covers the history of the first 117 years of the American Angus Association, is still available in both a black, leather-bound edition for \$50 and a beige, cloth-covered edition for \$25. All proceeds will go to the Angus Foundation.

### Junior programs

Besides the scholarship program, the Angus Foundation provides funding for a variety of awards, including the Outstanding Leadership Award, Advisor of the Year and the Honorary Angus Foundation award.

It also sponsors the National Junior Recognition Program (NJRP), which provides junior members national recognition for their achievements. The program has three award levels — bronze, silver and gold, all of which are awarded based on accumulation of points.

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“The kids have to fill out a detailed application and really be participating in the junior programs, including recording AHIR (Angus Herd Improvement Records) data and showing development of their herd, to be eligible for recognition,” Nelson says.

In addition to the awards, the major programs that are funded by the Angus Foundation include the Leaders Engaged in Angus Development (LEAD) Conference, which was started in 1993 and is considered to be a premier leadership training program for juniors in the beef industry. The Foundation also provides support to national youth programs such as FFA, 4-H and the Youth Beef Industry Conference (YBIC).

## Future opportunities

An Angus Foundation Web site was added to the American Angus Association Web site in July. The site, [www.angusfoundation.org](http://www.angusfoundation.org), provides updated information about the Foundation, details information on fundraisers and junior activities, and explains several donation options.

Many Angus producers see value in leaving a legacy — either their own or in memory of a loved one — by supporting the Angus Foundation. Wilson encourages Angus producers to seriously consider including the Angus Foundation in their estate planning.

In what Evans termed “the contribution of the century,” in his Angus history book, Nettie Eitel of Green Castle, Mo., willed her family farm to the Angus Foundation before her death in 1997. Eitel had a farm in north

central Missouri and had been involved in the Angus business. “She had a soft place in her heart for the breed,” Wilson says.

The Association is currently working with financial planners, such as Rod Rockman, First Financial Resources, Webster City, Iowa, to assist producers in including the Angus Foundation in their estate plans. More information on estate planning can be found on the Foundation Web site.

“There are a lot of opportunities for us to continue to expand the junior programs through expanding the scholarship program and expanding leadership training at national, state and regional levels,” Fisher says. “Through the Angus Foundation you can play a part in creating more opportunities for the young men and women in the Angus breed.”

