



# Minutes from the American Angus Auxiliary Midyear Meeting

July 12, 2001, at the National Junior Angus Show (NJAS) in Denver, Colo.

► submitted by **Nancy Sullivan**

The American Angus Auxiliary conducted its midyear meeting on Thursday, July 12, 2001, at the National Western Club in Denver, Colo. There was a dutch buffet for the approximately 65 members and guests present.

Jane Ebert shared a thought for the day, called the meeting to order, and welcomed members and guests. She also introduced the Executive Committee and Board.

## Treasurer's report

Nancy Sullivan, treasurer, presented the financial report through June 30, 2001.

General fund balance	\$6,373.61
Money market account	\$5,067.26
Gold Trust (The Trust Co.)	\$170,872.14
Gold Trust (venture funds)	\$17,567.84
Ways and Means	
► 50th-anniversary print project	\$1,503.95
► Bronze/pewter project	\$2,850.38
► CAB promotion	\$93.46
► Ways and Means sales	\$0.00
► Total Ways and Means	\$4,447.79

## Old business

**"Excellence, No Exception" Conference.** Members unable to attend the leadership conference received an overview of it and a questionnaire. The questionnaire asked for input on the direction we should go for the next 50 years. Several mailed surveys were returned to sender due to wrong addresses.

One survey question asked what the next

step should be. One member responded by saying, "Let's have a positive approach and attitude toward the Auxiliary's work and activities. We can make the next 50 years even better than the last."

The next step is to appoint a committee to summarize the feedback, write the mission statement and define the key objectives for the next 50 years.

**Certified Angus Beef LLC (CAB) Building Blocks Seminar.** The Executive Committee accepted CAB's invitation in December. The seminar included a presentation by the National Junior Angus Association (NJAA) Board of Directors on membership, activities and fund-raisers. CAB staff members presented information about brand competition, supply and demand, feedlot licensing, the challenges of a segmented seedstock industry, and the steps they are taking to minimize the challenge.

CAB shared its public relations plan, provided information about its suppliership to the 2002 Olympic Games, and offered a taste test of the current and new *Certified Angus Beef*® (CAB®) products.

The Executive Committee and CAB discussed ways to promote beef education and other ways we could partner.

**American Angus Association Board of Directors report.** Jane Ebert gave an update of Auxiliary activities in early February 2001 to the Association Board. Her report summarized a survey of state auxiliary presidents or contacts and committee chairwomen. The 51 responses to the survey indicated more than 15,000 hours had been volunteered, 122,943 miles had been traveled and more than 15,000 contacts had been made.

Just think of what power and in-kind money is represented in those figures. Add all the unreported memberships, and ... Wow! The Auxiliary could be so contagious that "supply and demand" could be a problem.

## Fund-raisers

**RMH Foods Inc.** Jane Ebert handed out the CAB meat promotion flier to all the attendees and reported that the Auxiliary received two checks, for \$93.46 and \$149.46, from RMH Foods Inc. for previous CAB meat promotions at Christmas, Mother's Day and Father's Day.

**Harvey Rattey sculptures.** Yvonne Hinman reported that a sculpture is on display at the Ways and Means booth at the National Junior Angus Show (NJAS). The sculpture continues to sell and has generated more than \$2,600.

**50th-anniversary print.** We have collected \$570 since Nov. 1, 2000.

**Printing budget.** Yvonne reported we are on target with the budget at Angus Productions Inc. (API).

## New business

**By-law change requested.** Jane Ebert read a by-law-change request by the advisory on trust committee. The Legislative and By-law Committee had reviewed the proposal and recommended that the advisory on trust committee be considered for standing committee status; it is presently not a standing committee. This would constitute an addition as follows:

*Article VII: Standing committees*

*Section 15 — Advisory on Trust*

- Shall consist of a chairperson, and/or a vice chair, and five members, three of whom are past presidents. The current secretary-treasurer shall serve as an ex officio.*
- Shall oversee the scholarship trust fund according to the investment guidelines to ensure that the fund is invested profitably.*
- The trust fund shall be in a financial institution in Saint Joseph, Mo.*
- The financial institution's trust department shall manage the funds in accordance with the Auxiliary Guidelines. The guidelines are set by the Advisory on Trust Committee, with approval by the Executive Board.*
- The Advisory on Trust Committee and Auxiliary officers shall receive periodical reports from the financial institution.*

## Points of Action:

- "Excellence, No Exception" Conference — to appoint a committee to develop a vision and plan for the next 50 years.
- New fund-raisers — corporate gift boxes to promote in fall 2001; steak platters and knitted blankets to be available in Louisville.
- Advisory on trust committee — requesting change from ad hoc committee to standing committee via an amendment to the by-laws.
- Ways and Means Committee — approved the investigation by the Executive Committee to search for a specialized vendor to handle inventory, purchasing and advertising.
- Louisville 2001 schedule.

CONTINUED ON PAGE 70

## AUXILIARY MIDYEAR MEETING

CONTINUED FROM PAGE 69

The proposed amendment will be published 30 days prior to the Annual Meeting. Members will vote on the proposed amendment at the Annual Meeting in Louisville in November.

**Bookkeeper request.** Nancy Sullivan read a recommendation to hire a professional bookkeeper to handle general funds and pay bills after they're approved by the treasurer, to provide quarterly financial statements, and to prepare the Auxiliary for tax returns. This expense would be in the budget under "professional fees."

There was discussion about using Quicken® software. There is a concern about the expense and if there is a need. No action was taken.

**Ways and Means expansion proposal.** Marjorie Perkins resigned, and committee members were contacted about carrying on committee work and seeking a volunteer to assume the responsibilities of the Ways and Means chairwoman. Members were surveyed February through July, and in May it was discussed again. CAB gave us a contact, Nancy Tuma with Newton Manufacturing of Newton, Iowa.

In June Annie Viator came forward to serve during Denver and advised to continue discussion with Newton Manufacturing. Ways and Means will function as a group but will use an outside vender to do

purchases and retail sales. There was a discussion among the members and a show of hands to support the exploration of a specialized vendor.

### Fund-raisers II

**1. CAB/Auxiliary development.** Jane Ebert reported that RMH Foods Inc. has designed a corporate gift beef box as proposed by Yvonne Hinman, which would include steaks, roast and CAB Bubba burger™ hamburgers and would cost \$50 with shipping. The next step is to appoint a committee to develop a letter introducing the concept to corporate decision makers as a possible gift to employees and vendors.

**Steak platter.** Jane Ebert had samples of steak platters that we could market through CAB.

**Knitted blanket.** Jane Ebert displayed a CAB knitted blanket with the new CAB logo that we could market through CAB.

**Dessert plates.** Jane Ebert also displayed dessert plates that could be marketed through CAB.

**2. Weekenders clothing.** Yvonne Hinman introduced Pam Silveira and the clothing line. Yvonne Hinman, Jane Ebert, Nancy Sullivan, Andra Campbell, Elaine Scarlett, Martha Holshouser and Pam Silveira modeled the clothing, which was available for purchase after the meeting. Pam Silveira

had a raffle that raised \$81 to donate to the Auxiliary, then she donated \$113.80 from sales to the Auxiliary for a total of \$194.80.

**CAB Angus University,** Aug. 16-17, 2001, Fort Collins, Colo. We have received an invitation for two members to attend and an offer to pay their registration fee. Jane Ebert asked if anyone was interested in attending and, if so, to please come forward for an application.

### Committee reports

**Advisory on Trust** — The committee sent a report of a June 17 conference call and has set a July 22 conference call to discuss guidelines. The committee will research other organization's guidelines on July 22.

**Audit** — Jackie Witte, chairwoman, reported the committee is on target and will audit the financial records in November at the Auxiliary Annual Meeting.

**Auxiliary Extension** — The committee reported that a state auxiliary in North Carolina is organized and already active. It's being led by Nancy Crocker and has 42 charter members. The Atlantic National Angus Auxiliary was organized in May 2001. Its chairwoman is Lisa Campbell, and it has seven charter members. The committee suggests more visibility, action at livestock events and communication through the Internet.

**Awards** — No report.

**Achievement** — No report.

**Crystal Awards** — No report.

**Silver Pitcher** — Sherrie Grappe reported that it is handled.

**Beef Education** — Anne Patton Schubert reported this is the 18th year for the Auxiliary-sponsored *Certified Angus Beef*® Cook-Off at the NJAS, and there were 39 entries. There were 14 entries in the quick-and-easy category. She also reported there were 12 judges and shared the judge's suggestions of TV coverage, microphones in each room and videotaping the groups so they could review the presentations when judging for the Black Kettle Award.

**Computer Technicians** — The committee handed out a report that stated their projects and accomplishments, including establishment of a mailing label database for members, chairwomen and state auxiliary contacts, implementation of an officer buddy system, creation of invitations for the July 2001 meeting, updating and adding to the Auxiliary Web site in cooperation with the Association office, and providing tickets and fliers for the July meeting and luncheon.

Upcoming projects include compiling the

► The American Angus Auxiliary reviewed guidelines for state queens and princesses assisting Miss American Angus in the showing.



► In its 18th year, the Auxiliary-sponsored *Certified Angus Beef*® Cook-off included 39 teams.

50th-anniversary list of past presidents and Miss American Angus for the history book and an e-mail database for future communication. The committee seeks volunteers.

**Distinguished Women** — A member has been nominated and approved for recognition at the 2001 Annual Meeting in Louisville, Ky.

**Finance** — The committee handed out a report stating that Linda Brost has reviewed Nancy Sullivan's March 31, 2001, report and noted the Auxiliary is on track for spending and somewhat ahead in receipts. Linda Brost and Nancy Sullivan will review the reimbursement of some expense money.

**Historian** — The committee handed out a report stating the need to locate missing scrapbooks from 1970-1972 and 1976-1990 — a total of 18 years. Lois Foster is requesting that past presidents send highlights of their year. Lois Foster, who can be contacted at (616) 683-1776, wants to hear from you if you can help. Watch for announcements of our 50th-anniversary plans in the *Angus Journal* and other Angus publications.

**Legislative & By-laws** — The committee reported they would review the proposal of the advisory on trust committee and send a recommendation. The amendment will be published 30 days before the Annual Meeting and will be voted on there.

**Liaison** — Committee reported on interfaces with the Association Board through news articles and on quarterly contact with all committee chairwomen, coordinated the "Excellence, No Exception" conference in May 2002 in Saint Joseph, Mo., participated in the CAB Building Blocks Seminar in Wooster, Ohio, and developed a plan-of-action outline with the CAB staff regarding promotion of CAB and the Auxiliary.

**Membership** — The committee handed out a report outlining guidelines and responsibilities. A big membership drive is planned for our 50th year (a one-page flier to run from Louisville through Valentine's Day, thus getting the states on the same page for renewals). There are 14 new individual members and one new state — North Carolina. The committee entered the 2000 membership, the 2001 new and renewed members, and started to add the life members to the membership database. There are 550 members entered as of this date and, judging from the lists and cards, 1,500 more to enter. The committee has a plan for adding and merging the lists.

## American Angus Auxiliary Annual Meeting

Louisville, Ky. (tentative schedule)

### Saturday, Nov. 10

3-5 p.m. Executive Board meeting, *Executive West Edinborough Room*

### Sunday, Nov. 11

8:30-8:50 a.m. Registration, *Executive West Queen & Scotts Room*

9-10:30 a.m. Brunch

11 a.m.-noon Annual Meeting, *Executive West Edinborough & Aberdeen Rooms*

2-4 p.m. 50th Anniversary Tea and Reception, *Executive West Queen & Scotts Room*

6 p.m. Live and silent auction special feature: Items to be announced.

### Monday, Nov. 12

morning Miss American Angus crowning — *livestock arena*

The committee requested purchasing Microsoft® Access® for the computer technicians if they do not have a copy. No action was taken on the request.

**Miss American Angus** — Sandy Trosper presented guidelines for state queens and princesses assisting Miss American Angus in the showring. The guidelines included attire, time in the ring and the Queens' Brunch. The committee has asked to make it a requirement in the guidelines for Miss American Angus to attend the American Royal, all super-point Roll of Victory (ROV) shows, plus the Eastern Regional, Western Regional and the NJAS (thus if locations change, the guidelines don't have to be changed). A request to increase her travel budget by \$500 was also mentioned. There was no discussion, and no action was taken.

**Nominating** — Yvonne Hinman reported there are two candidates for the officer nominee. Yvonne will get final confirmation from the tentative candidate later in July. Both candidates are professional, progressive in manner and active in the Angus business. When the Nominating Committee has a final selection, the Executive Committee will be informed.

**Program and hospitality** — No report.

**Public Relations** — Kelli Toledo reported on activities of the committee over the past year, such as news releases, advertising copy, membership brochures, the anniversary pin design, membership drive, door prizes for the leadership conference and preparation for the 50th anniversary.

**Scholarship** — The committee reported a total of 245 scholarship applications were sent to 38 state contacts. A total of 23 applications were submitted for judging. Seventeen states were represented in 2001.

Five judges and one alternate were assigned in the girls' division, and five judges and one alternate were assigned in the boys' division.

**Ways and Means** — The committee report from Marjorie Perkins was distributed to the attendees. It cited a downturn in sales from Louisville forward and reported that she had closed the sales department on June 15, 2001. Marjorie stated she enjoyed being the Ways and Means chairwoman, and she pledged to support Annie Viator in every way she can.

**50th Anniversary** — The committee reported that Sandra McCurry will coordinate all the hotel needs. Velma Kriniger will coordinate the hostess list. If you want to act as a hostess, notify her of the day and the time.

**Reception** — A guest journal will be available. Bette Votaw and Nellie Meinders will conduct the memorial service. Eddie Lou Halsey is scheduled to present an oral history, and Ardyce O'Neill will have a video of Mrs. Holbert. The glass gift boxes are here. Sharon Beatty will play at the reception or at breakfast.

**Breakfast** — All past presidents, distinguished women, Miss American Angus and charter members will be honored.

A tentative schedule of the Annual Meeting in Louisville, Ky., was presented. The published schedule is an updated version.

Kelli Toledo requests that any state organizations with photos of activities during the past year send their photos and captions by Aug. 1 to her at 29802 Rd. 44, Visalia, CA 93291.

The meeting concluded with a drawing for door prizes.

