

Minutes

Ohio Shorthorn Breeders Association

Quarterly Board of Directors Meeting

April 13, 2023

Ohio Cattlemen's Association's Conference Room

Members: ☑ = *in attendance*

☑ - Jeff Barr	☐ - Greg Beckler	☑ - Christy Campbell	☐ - Renae Logsdon	☐ - Duane Miller
☑ - Lee Miller <i>via phone</i>	☐ - Scott Miller	☑ - John Schillinger	☐ - Kendall Shonkwiler	☑ - Caroline Tilton (OJSA rep)
☑ - Trudi Tilton	☑ - Tom Turner	☑ - Jeff Winkle	☑ - Jason Workman	☐ - Katie Cull (OJSA advisor)
☐ - Scott Winkle (OJSA advisor)	☐ - Leanna McGuire (digital media)			

OSBA provided Subway boxed meals.

President Jeff Winkle called the meeting to order at 5:43 PM.

Group recited The Pledge of Allegiance.

Officer Reports

- Members each received a copy of the minutes submitted by Trudi Tilton, secretary, from the annual meeting held February 18, 2023 in conjunction with the Banquet. No corrections were offered to the minutes. Jeff Barr moved to accept the minutes as presented. Christy Campbell seconded. Motion passed unanimously by voice vote.
- Renae Logsdon, treasurer, prepared the Treasurer's Report but was not in attendance at the meeting. Each member had a copy of her report to review.
 - Account balances are as follows: OSBA checking - \$18,626.76, OJSA - \$4,324.91, endowment fund - \$5,905.07, and OSBA savings - \$8,549.08.
 - Trudi mentioned on Renae's behalf that the Board consider moving the money currently in the savings account back into a CD since CD rates are up again. Christy Campbell moved to give Renae the authority to shop for good 12-month CD rates and move money from savings and the endowment fund (leaving enough to cover the 2023 scholarship payment) into a 12-month CD. Jeff Barr seconded. Motion passed unanimously by voice vote.
 - Trudi also conveyed to the group again on Renae's behalf that we are aware there isn't much money remaining in the endowment (scholarship) fund. Perhaps the future raffles conducted at Expo support that fund.
 - The group appreciated that the current budget was up-to-date and included in the Treasurer's Report.
 - Jason Workman moved to accept the Treasurer's Report as presented. John Schillinger seconded. Motion passed unanimously by voice vote.

OJSA Report – presented by Caroline Tilton

- Silent Auction held during Ohio Beef Expo brought in nearly \$5,000. Thank you to everyone who donated and supported the auction.
- Preview Show will be held April 14-16 in Washington Court House. All board members are invited to attend and help with the Shorthorn show on Sunday.
- There are two openings on OJSA's board. Three candidates have applied. Interviews will be held during Preview Show.
- OJSA Board will elect officers during Preview Show.
- Jr. Nationals will be held in Des Moines, IA June 18-24.

Committee Reports

- **Expo Booth** – presented by Jeff Winkle
 - Air Express Blower raffle raised \$600 and has been deposited into OJSA's account.
 - Tradeshow staff approached OSBA about relocating its booth in 2024. The spot beside Paint Valley near food vendor and sale ring is available. There was discussion about pros and cons of moving. No action was taken.
 - Tom Turner again voiced his concern about the cost of the booth space. He would like OCA to offer a reduced cost for non-profits.
 - John Schillinger requested that more sale catalogs be available at the booth.
 - Jeff Barr moved that OSBA have a booth in the tradeshow during the 2024 Ohio Beef Expo. Jason Workman seconded. Motion passed unanimously by voice vote.
- **Expo Sale** – presented by Jeff Winkle
 - Jeff Winkle prepared and gave the board copies of entire sale report.
 - 39 live lots sold, \$157,265 sale gross, sale commission 13.8%
 - All animals sold. There were no buybacks.
 - Meal was well received. The reduced cost made it much more cost effective.
 - Jeff Winkle would like to offer more space in the barn for Shorthorn consignors in the future.
 - OSBA Expo Sale Committee would like to see 2024 sale reach \$200,000.
 - There was discussion whether consignors were charged the 1% commission that historically goes to OSBA. After confirming with Jeff Aegerter, the 1% commission was deducted from consignors. That percentage was not calculated into Jeff Winkle's printed report.
- **Digital Media** – no report
- **Membership & Directory** – presented by Tom Turner
 - Tom gave each member a breakdown and summary of the campaign.
 - Currently 152 paid memberships, 40 Ambassadors, 36 Allied Industry Members
 - Tom Turner suggested that directories be available at Expo Sale next year. Jeff Winkle appointed Tom to be in charge of setting directories out.
 - Tom Turner moved that each membership be mailed a copy of the current directory at a cost of \$615. Lee Miller seconded. Motion passed by voice vote with one opposition.
- **ASA Report** – presented by Lee Miller
 - Not much to report at this time.
 - There is a fund-raising committee whose purpose is to ensure there are adequate funds to support Jr. Nationals. This group raises \$160,000+ annually.
- **Farm Science Review** – presented by Tom Turner
 - Nothing new to report.

- **Fall Showcase Sale** – presented by Lee Miller
 - Sale committee recently met. It offered the following items:
 - Move sale one week earlier (October 15) because ASA Annual Meeting is schedule for October 21-22. Kevin Wendt is available on October 15.
 - Paint Valley Farm offered its facility last year free of charge. PVF is willing to host again but for a \$2,000 rental fee.
 - Video creation is still an area of concern.
 - Tom Turner moved to change the date of the Fall Showcase Sale from Sunday, October 22, 2023 to Sunday, October 15, 2023. Jason Workman seconded. Motion passed unanimously by voice vote.
 - Jeff Barr moved that OSBA pay Paint Valley Farm \$2,000 as a rental fee to host the Fall Showcase Sale in 2023. Christy Campbell seconded. Motion passed unanimously by voice vote.
 - There was a discussion about whether it would be advantageous to commission a sale manager for the Fall Sale. Various points were made – Is it cost effective? Would that lighten OSBA’s workload? Is that the correct way to handle the cash flow since OSBA is a non-profit? Who would be available/interested?
 - Jason Workman moved to give Lee Miller the authority to investigate and confirm a sale manager for the 2023 Fall Showcase Sale. Jeff Barr seconded. Motion passed unanimously by voice vote. Lee agreed to make some contacts and confer with Jeff Winkle and sale committee before making commitment.

Old Business

- **Annual Meeting & Banquet**
 - Christy Campbell moved to hold 2024 Annual Meeting & Banquet at Der Dutchman in Plain City in February on a non-BEST Show weekend. Jason Workman seconded. Motion passed unanimously by voice vote. Trudi will check with OCA about BEST schedule and then reach out to Der Dutchman.
- **Summer Picnic** (Sept 17)
 - Jeff Barr reported they are getting things ready.
 - Tim Osborn will give a presentation on cows’ prenatal nutritional needs.
 - Meat and water provided Guests bring a covered dish
- **Backdrop & Flags**
 - Consensus of group was that the current display units and flags are fine.

New Business

- **Scholarship** – presented by Jeff Barr
 - 5 applicants, interviews will be held at Preview Show
- **Website homework** – presented by Trudi Tilton
 - In an effort to help Leanna keep up with the website, Trudi will give each board member a page or section within the OSBA website to review for current and accurate information.
 - Trudi will get “assignments” distributed ASAP.
- **New Board Planning**
 - Nominating committee for 2024 is Jason Workman, Greg Beckler, & Christy Campbell
 - Jeff Winkle reminded group that because of the change in the constitution, the structure of the board will be different therefore elections will be different.
 - He charged the nominated committee to come to the July meeting with a plan ready to share with the board.

- **Ads in Shorthorn Country**
 - Jason Workman moved that we put a 2-page, black & white ad in the July Shorthorn Country that lists our members and a full page, color ad in the August Shorthorn Country that highlights OJSA. Christy Campbell seconded. Motion passed unanimously by voice vote.
- **ASA Awards**
 - Board discussed submitting nominations to ASA for Builder of the Breed, Shorthorn Merit Award, & Shorthorn Heritage Award.
 - Nominations are due to ASA by August 1.

Jeff Barr moved to adjourn the meeting. Jason Workman seconded. Motion passed unanimously by voice vote. Meeting adjourned at 7:53 PM.