**MINUTES**

**Ohio Shorthorn Breeders’ Association**

**Board of Director’s Meeting**

**Held at the Ohio Cattlemen’s Association Office**

**October 11, 2018**

**5:00 p.m.**

**Members in Attendance:** Lee Miller, Jeff Winkle, Kendall Shonkwiler, Beth Carper, Rick Workman, Duane Miller, Tom Turner,

Dick Cronley, Kyle Cronley, Mike Carper, Sarah

Denlinger, Jason Workman, Ryan Cairns, Dave

Greenhorn, Katie Cull

**Members Not in Attendance:** Jake Boyert

Dinner provided by the OSBA – Pizza and Salad

President Lee Miller called the meeting to order at 5:07 p.m.

President Lee Miller led the group in the Pledge of Allegiance.

**Minutes from Previous Meeting** (July 12, 2018) prepared by Kendall Shonkwiler and shared with the membership in written form.

* It was noted the attendance needed to be amended on the minutes from the July 12, 2018 OSBA Board of Directors meeting. Kendall will amend and post the revised minutes to the OSBA website.

Mike Carper made a motion to accept the minutes with the understanding of them being amended. Duane Miller seconded the motion – motion carried.

**Treasurer’s Report** – presented by Treasurer Beth Carper

* Open discussion about the budget and what the board should consider for planning in 2019.

Mike Carper made a motion to accept the Treasurer’s Report. Jason Workman seconded the motion – motion carried.

**OJSA Report – presented by Katie Cull**

* The Juniors had less to spend at Jr. Nationwide but more Ohio exhibitors.
* Fund raising was down at the Ohio Beef Expo possibly as the Juniors were responsible for the silent auction initiative. Katie expressed this was a great learning lesson for the juniors as they realize increased efforts are needed in this area.
* The OJSA juniors are continuing to explore fund raising opportunities as they prepare for 2019 and next year’s Junior Nationals.
* The juniors also are tentatively planning an excursion which is not cattle related.

**Open Discussion:**

* Lee mentioned additional fund raising at the Ohio Beef Expo will be beneficial for promoting our Organization as well as the Shorthorn breed.
* Katie and Scott are providing a great foundation for the juniors by encouraging them to be active and to make decision as a junior board. It was agreed by all that this will lay the foundation for juniors to become valuable future OSBA board members.
* Rick Workman shared his thoughts about the needed sponsorships of the Junior Preview Show.
  + Rick referenced the giveaways that were a part of past shows; specifically, when the show was held in Wooster, OH.
* Katie shared the current show does have a goodie bag give-away with the intent of simulating what happens at the Junior Nationals.
* Katie also shared the Junior Preview show usually attracts approximately $2500 in sponsorships.
  + Many activities are planned for the kids; outside of showing. Once again, the Junior Preview Show is modeled after the Junior Nationals.

**COMMITTEE REPORTS:**

**Fall Sale – presented by Mike Carper**

* 33 Live Lots
* 3 Scratched Lots
* 2 Added Lots
* $51,960.00 – live lots
* $4,985.00 – semen
* Avg: $1,575.00 – live lots
* Top semen sale – Byland Global
* Top selling heifer sold by Byland - $3,500
* Second highest selling heifer - $3,100
* Commission to consignors – 14.4%
* Buyer attendance was down – not sure why
* Mike expressed concern that consignors might not be as agreeable to selling in next year’s sale since the average sale was low.
* Dave thought low attendance and poor sales numbers may be because there are three sales within two months of each other. With the glut of sales both live and online, it may be impacting the Fall Showcase Sale.
* Other ideas for consideration are moving the date?
* Katie suggested polling the consignors for feedback.
* Dave suggested we move forward with booking the Fall Showcase Sale date for 2019

**Farm Science Review – presented by Tom Turner**

* Overall FSR attendance was consistent with 2017.
  + There were 16 head of Shorthorns on display
    - Turner and PVF were the two exhibitors.
* We had the largest contingent of volunteers and support this year; including Katie Cull and several members from the OJSA – 26 volunteers not including Ambassadors and Allied.

There was open discussion by all OSBA board members about attracting additional breeders. It was suggested we should look at the time commitment to see where there is flexibility in the schedule. Many breeders would take advantage of the opportunity if they could be on display one day instead of three days.

* Tom and Susie have coordinated the FSR exhibit for the last seven consecutive years. Tom asked for anyone interested in taking on a more active role or taking over coordination of the FSR to get in touch with him.
* General items for discussion: Moving the set-up day to Sunday before the FSR so a larger group of volunteers could support the effort.
* Explore tent vs. barn
  + The current location is a good spot – highly visible and close to the entrance. Makes it easier to move cattle, etc.
* Tom mentioned numbers were down as far as FSR lots sold
* Tom is working on negotiating the lot rent which is currently being charged at a commercial rate vs. non-profit rate.
* Lee opened the floor for suggestions on how we can improve upon the experience at the FSR.

**Digital Media – presented by Lee Miller**

* Lee shared the media report provided by Jamie King.
  + Lee reminded everyone to provide new pictures and updates to Jamie.

**State Show – presented by Dick Cronley and Kyle Cronley**

* The Franklin County Fair Board sent notification to the OSBA Board that the contract for the State Show would not be renewed for 2019.
* General discussion ensued about finding a new location, funding for the show and the benefits of the show.
* It was decided unanimously that we would not plan the State Show for 2019 and determine the outcome based on member responses.

Mike Carper made the motion that we discontinue the State Show in 2019 and evaluate for 2020 based on feedback. Dick Cronley second the motion – motion carried.

**Ohio State Fair – presented by Dick Cronley**

* In 2019 Dick will ask Bill Tom to split the March and April female classes
  + Lee stated his support of this and suggested the OCA should also split the March / April classes throughout the BEST show season.
  + Dick will take the suggestion to the Ohio State Fair planning meeting scheduled on November 6, 2018.
* Dick and Renae Logsdon are on the committee for the 2019 season.
* Dick asked the OSBA board for judge suggestions for the 2019 OSF. Submissions should be sent via email or texted to Dick or Renae.
* There were 88 Shorthorn entries in 2018 – with a 3-year average of 80
* Dick recognized Renae’s efforts on the OSF stalling. It was challenging but Renae was able to accommodate everyone.

**Summer Picnic – presented by Mike Carper**

* The summer picnic was a success.
  + Venue was amazing (Legends Lane)
  + 75 members / guests attended
  + Tom enjoyed the Queen and the Lassies greeting incoming guests
  + Foster Farms is committed to hosting the 2019 Summer Picnic
    - No date has been confirmed at this time.

**Fund Raising – presented by Tom Turner**

* Tom shared the Ambassador / Allied sponsorship information.
* General discussion ensued – no changes were suggested by the OSBA board

Tom Turner made a motion that we accept the sponsorship outline with the understanding further work is needed in developing a breeder’s package. Jeff Winkle seconded the motion – motion carried.

**NEW BUSINESS:**

* The Ohio Tax Exempt Status is still in the process. Lee has spoken with those filing the paperwork and Beth has initiated the filing fee made payable to the IRS

**2019 Annual Banquet**

* Jeff Winkle confirmed the date / time and location of the 2019 Annual Banquet. Details are as follows:

Der Dutchman

Bellville, OH

February 23, 2019

* During the next scheduled OSBA Board meeting we will determine the agenda; which will include special recognition of Life time achievement, etc. The juniors will also have a few special recognitions.
* The officers need to meet in November or early December regarding budget planning for 2019.
* Rick Workman asked that we explore new banner stands and options for outside use. Based on his research, the following prices were submitted:
* $300.00 – company located in Maple Heights
* $411.00 – undisclosed company name
* Rick suggested purchasing 5 banners and sell the current indoor banners to off-set the cost of the new stands.
* The OSBA needs to develop a wish list for the OSBA booth and the banner stands.
* Rick put on the floor for discussion the OSBA board purchasing a TV monitor that would travel to all of the Ohio Shorthorn events rolling an updated PPT / sizzle reel.
  + Most notably – the Ohio Beef Expo
* Trudi has agreed to help with the presentation for the annual banquet.
  + Kendall will reach out to Trudi to see what elements are needed such as Fall Showcase Sale pictures, Junior Preview Show, State Show, Junior Nationals and FSR.

Lee asked anyone having photos from the past year forward them to Kendall for sharing and collaboration with Trudi.

* The December OSBA Board of Directors meeting has been confirmed on Tuesday, December 11, 2018 beginning at 5:00 p.m. in the OCA conference room.

Ryan Cairns made a motion to adjourn the meeting – seconded by Mike Carper. Meeting adjourned at 8:15 p.m.

***Next OSBA Board of Director’s Meeting: December 11, 2018***