



2020 SBBA Board Meeting

Dahlonega, GA / January 17, 2020

Presidents Welcome: 1:26 PM

Call to Order: Alvin Stinson

Invocation: Nic Cornelison

Roll Call:

Officers:

President	Vice President	Secretary/Treasurer
Alvin Stinson (P)	Doug Cheney (P)	Maranda Lowery (A)

Membership Committee Chair	Webmaster
Chris Lowery (A)	Evon Crooks (P)

Board Members: (10) board members present, (2) absent, A majority makes a quorum, need (7) seven board members present to make a quorum. Quorum was seated.

Jimmy Trice (P)	Jeff Thomas (P)	Michael Childers (P)
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Pepe Medina (A)	Michael Chandler (A)	Evon Crooks (P)
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Nic Cornelison (P)	Alvin Stinson (P)	Doug Williams (P)
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Wayne Addison (P)	Chris Heptinstall (P)	Doug Cheney (P)
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1) Resignation of the SBBA Secretary/Treasurer

- a) Alvin Stinson addressed the Board of Directors and advised that Maranda Lowery had formally submitted her resignation to him and has resigned as the SBBA Secretary/Treasurer.
- b) Alvin Stinson then advised the Board of Directors that he had a conversation with Michael Childers about assuming the responsibilities and roles of the SBBA Secretary/Treasurer.

- c) Michael Childers agreed to take the position if voted in by the SBBA Board of Directors.
- d) Alvin Stinson motioned to accept the resignation of Maranda Lowery as the SBBA Secretary/Treasurer. Doug Williams 2nd the motion, the motion passed.
- e) Doug Williams motioned to seat Michael Childers as the new SBBA Secretary/Treasurer. Jeff Thomas 2nd the motion, the motion passed.
- f) Michael Childers recused himself from the vote.

2) **Previous Minutes:**

- a) Read by Michael Childers prepared by the previous Secretary/Treasurer
- b) Nic Cornelison motioned to accept the minutes. Chris Heptinstall 2nd the motion, the motion passed.

3) **Treasurer Report:**

- a) Read by Michael Childers prepared by the previous Secretary/Treasurer
- b) Doug Williams motioned to pass the proposed budget. Jeff Thomas 2nd the motion, the motion passed.

4) **Promotions Budget:**

- a) Chris Heptinstall presented the promotions budget.
 - i) Needs more booth materials requested more funds to supply.
 - ii) Some SBBA members did **not** pay for the advertisement for the directory need a better accountability.
 - iii) Doug Williams motioned to put a booth at the 2021 NCBA meeting along with the IBBA. Nic Cornelison 2nd the motion, the motion passed.
 - (1) Will need to be paid one year in advance to the IBBA \$1,500.00.
 - iv) If the booth needs to be resupplied there needs to line item in the budget.
 - v) Chris Heptinstall will **not** be able to man the booth.
 - vi) Membership directory needs to be updated budget wise the directory needs to pay for itself or it will **not** be printed.
 - vii) Doug Williams motioned for the SBBA to not participate in the NCBA 2020 meeting. Jeff Thomas 2nd the motion, the motion passed.
 - viii) Need to send money to Clover Ranch for hosting the 2019 SBBA Field Day \$2,500.00.

5) **Old Business:**

- a) Conversations were held to compensate the sale secretary cost of lodging.
 - i) Evon Crooks motioned that the SBBA pick up the sale secretary's room for the Bull and Female Sales for their contributions to the sale. Make a line item deduction against the sale. Jeff Thomas 2nd motion, the motion passed.

6) **New Business:**

- a) Voted on new SBBA President:
 - i) Jimmy Trice was nominated by Doug Williams and Evon Crooks for the SBBA President. Nic Cornelison motioned the nomination, Wayne Addison 2nd the motion, the motion passed.
- b) Voted on new SBBA Vice President:

- i) Nic Cornelson was nominated by Doug Williams and Evon Crooks for the SBBA Vice President. Jeff Thomas motioned the nomination, Wayne Addison 2nd the motion, the motion passed.
- c) Voted on Four New SBBA Board Members:
 - i) Alvin Stinson, Evon Crooks, Doug Cheney and Michael Chandler came off of the Board of Directors .
 - ii) Wesley Hunt was nominated by Doug Williams & Evon Crooks.
 - iii) David Walker was nominated by Doug Williams & Evon Crooks.
 - iv) Trey Ceuvas was nominated by Doug Williams & Evon Crooks
 - v) Kendal Stennett was nominated by Doug Williams & Evon Crooks.
 - (1) These new board members will be serving from September 2020- September 2023.
 - vi) Chris Heptinstall motioned to accept the new nominees. Jeff Thomas 2nd the motion, the motion passed.
- d) SBBA to participate at the IBBA Orlando Summit summer 2020
- 7) **New Contract for the Sale Barn in Troy, AL to be discussed.**
 - i) The SBBA does not have a contract for the sale barn, received a proposal for **Barn Rental Agreement**
 - (1) A contract min \$3,800 for barn or 2% of the sale, sale barn receives the greater amount.
 - (2) Access to all facilities.
 - (3) Shavings in alleys and showcase pens.
 - (4) Water available in all showcase pens.
 - (5) Registration table with chairs.
 - (6) Use of Wi-Fi.
 - (7) Barn Rental does **NOT** include:
 - (a) Labor.
 - (b) Use of computers, printers' office supplies.
 - (c) Auctioneer or Ring Men.
 - ii) Alvin Stinson motioned for the return to Brundidge, AL, Wayne Addison 2nd the motion, the motion passed.
- 8) **Doug Williams to give reports on the Female Sale and Bull Sale:**
 - a) Summarized the sale and went over line item by line item.
 - b) Female sale had 78 lots sold; averaged \$2784.00 per lot the sale grossed \$217,200.00.
 - c) DVAuction was a solid investment of the SBBA's money and will be used again.
 - d) Bull sale had 62 lots sold; averaged \$3503.00 the sale grossed \$217,200.00.
Doug Cheney resigned as the SBBA's sales chairman; Jeff Thomas is the new SBBA sales chairman.
 - e) Chris Heptinstall motioned to allow \$15000 be transferred from the SBBA's checking account to the SBBA's sale account, \$15,000 will then be returned back to the SBBA's checking account from the SBBA's sale account 60 days after the conclusion of the bull sale. Jeff Thomas 2nd the motion, the motion passed.
 - f) Bull sale to be the first Saturday in December, December 5, 2020

- g) Female Sale date set September 26, 2020.
- h) Alvin Stinson to check on hotel reservations.
- i) Donation heifer table till the General Membership meeting January 18, 2020.
- j) Proposed that the juniors need to pay the SBBA for sale commission for the donation. heifer 10-15% table till the General Membership meeting January 18, 2020.
- k) Come up with a list of rules to be in the sale to post and or send out to the membership
 - i) Need to develop a sale committee
 - (1) Sale committee to be made of Doug Williams, Nic Cornelison, Jeff Thomas, Wayne Addison, and Michael Childers.

9) Field day:

- a) Lake Majestik is not hosting the summer field day Phillips Ranch in Bunnell, FL will be hosting the SBBA 2020 Field Day.
- b) Need to set a date for the field day.

10) Committee Reports

- a) *By- Laws*
 - i) When do the newly elected board members take effect?
 - ii) Evon Crooks motioned that the by-laws state that the newly elected board members and officers terms begin after the annual board meeting of the year that they are elected. Wayne Addison 2nd, the motion, the motion passed. “Newly elected board members and officer term will commence immediate following the annual Board of Directors/membership meeting.”
- b) *Youth Scholarship*
 - i) No nominations have been presented.
- c) *Nominating Committee*
 - i) SBBA Hall of Fame.
 - (1) Roger Greuel thanked the Board of Directors for being nominated from last year.
 - (2) Doug Williams motioned that Joe & Joy Reznicek be nominated for the SBBA Hall of Fame, Evon Crooks 2nd the motion, the motion passed.
- d) *Junior Show*
 - i) Tom Hayford said this past year was the best year that the SBBA has had by far!
 - ii) 18 juniors were able to make the Oklahoma IJBBA Legacy Leadership Conference and were exposed to a variety of cattle industry aspects that were tremendous educational and beneficial.
 - iii) Spring Field Day was a success with over 100 kids attending the event being exposed to a variety of animal husbandry skills with several from other breeds that our youth were able to talk Brangus.
 - iv) The Texarkana show had 19 youth from the SBBA. Very good experience for the youth.
 - v) Live Oak show was the biggest and best show, 108 cattle 46 kids
 - vi) Dates for the show September 18, 19 2020.
 - vii) Donation heifer to be provided by Lake Majestik.
 - viii) Going to be the SRJBS 10th year!
- e) *Awards*

- i) Joe & Joy Reznicek SBBA hall of fame.
- ii) Award for excellence needs nominees.
- iii) Achievement award needs nominees.

(1) Due July 10, 2020.

f) *Fun Auction*

- i) Did not bring in enough revenue.
- ii) Needs more items to auction.
- iii) Needs more buyers at the auction.

g) *Memberships*

- i) SBBA members need to participate in developing a new strategy to solicit new members to grow the membership base for the present and future.
- ii) Get with the IBBA and get their list and develop a strategy to recruit new membership.
- iii) Calendar of events on the invoice.

h) *Banquet*

- i) Alvin Stinson will continue to organize and facilitate the logistics for the banquet.

i) *Next Meeting*

- i) Set by the incoming Board of Directors January 15, 2021 and January 16, 2021.

b)

11) Adjournment:

- a) Chris Heptinstall motioned to adjourn the January 17, 2020 SBBA Board of Directors Meeting. Jimmy Trice 2nd the motion, the motion passed. Meeting Adjourned 5:43PM.

In Attendance:

Evon Crooks

Nic Cornelison

Roger & Janet Greuel

Tom & Vicki Hayford

William & Sarah Carte

Wesley Hunt

Jeff Thomas

Doug & Belinda Cheney

James A. Stinson

Chris Heptinstall

Doug Williams

Michael Childers

Wayne Addison

Eddy Roberts

Jimmy & Marsha Trice

Respectfully submitted,

Michael R Childers

SBBA Secretary/Treasurer

SBBA 2019 – 2020 BUDGET

INFLOWS	2019 BUDGET	2019 ACTUAL	2019+/-	2020 PROPOSED
MEMBER DUES	\$4,375.00	\$2,590.00	(\$1,785.00)	\$2,590.00
BANQUET MEALS	\$2,000.00	\$1,760.00	(\$240.00)	\$1,760.00
FUN AUCTION	\$4,500.00	\$2,965.00	(\$1,535.00)	\$3,000.00
FEMALE SALE	\$1,500.00	\$2,046.00	\$546.00	\$1,750.00
BULL SALE	\$1,500.00	\$2,142.00	\$642.00	\$1,750.00
WEBSITE BANNER AD	\$2,000.00	\$1,200.00	(\$800.00)	\$1,200.00
DIRECTORY	\$0.00	\$0.00	\$0.00	\$5,125.00
TOTAL INFLOW	\$15,875.00	\$12,703.00	(\$3,172.00)	\$17,175.00

OUTFLOWS	2019 BUDGET	2019 ACTUAL	2019+/-	2020 PROPOSED
ADS	\$1,000.00	\$950.00	\$50.00	\$1,000.00
AWARDS	\$400.00	\$160.00	\$240.00	\$400.00
BANQUET	\$2,000.00	\$3,686.72	(\$1,686.72)	\$2,500.00
BOOTH	\$1,750.00	\$1,371.50	\$378.50	\$1,750.00
FIELD DAY	\$2,500.00	\$2,500.00	\$0.00	\$2,500.00
INSURANCE	\$400.00	\$603.00	(\$203.00)	\$650.00
MEALS AND ENTERTAINMENT	\$200.00	\$0.00	\$200.00	\$200.00
MEETING EXPENSE	\$200.00	\$100.00	\$100.00	\$200.00
MEMORIAL	\$500.00	\$196.22	\$303.78	\$500.00
MISC. EXPENSE (SUNBIZ RENEWAL)	\$2,000.00	\$236.25	\$1,763.75	\$1,000.00
NCBA	\$0.00	\$0.00	\$0.00	\$1,500.00
OFFICE EXPENSE	\$500.00	\$532.36	(\$32.36)	\$500.00
WBSITE EXPENSE	\$1,500.00	\$865.00	\$635.00	\$1,000.00
DIRECTORY	\$0.00	\$0.00	\$0.00	\$3,000.00
DONATION HEIFER				\$400.00
TOTAL OUTFLOW	\$12,950.00	\$11,201.05	\$1,748.95	\$17,100.00

**DIFFERENCE +/-
INFLOWS/OUTFLOWS \$75.00**



2019 SRJBS YEARS END REPORT

SRJBS ACCOUNT 02/01/2019		\$38,680.88
	2019 SRJBS INCOME	
2018 DONATION HEIFER		\$2,000
2019 SRJBS ENTRY FEES		\$2,670
2019 SRJBS MEAL SPONSORS		\$ 900
2019 SRJBS T-SHIRT SALES		\$ 80
2019 SRJBS TOTAL INCOME		<u>\$5650</u>
	2019 SRJBS EXPENSES	
2019 IJBBA LEGACY LEADERSHIP CONFERENCE		\$2,200
2019 SRJBS SPRING FIELD DAY		\$ 440
RUSTY BATEMAN MEMORIAL FUND		\$ 100
2019 NJBS SHOW BOOK ADVERTISEMENT		\$ 250
2019 USPS POSTAGE (MAIL PREMIUM CHECKS)		\$ 22.47
2019 SRJBS SHOW		\$12,767.92
2019 SRJBS TOTAL EXPENSES		<u>\$15,800.39</u>
	2019 SRJBS ENDING BALANCE	
BEGINNING BALANCE 01/01/2019		\$38,630.88
2019 SRJBS TOTAL INCOME		\$ 5,650
		<u></u>
BEGINNING BALANCE AND INCOME	\$44,280.88	
EXPENSES	2019 SRJBS TOTAL	\$15,800.39
2019 ENDING ACCOUNT BALANCE 12/31/2019		<u>\$28,480.49</u>

2019 SRJBS EXPENSES

AWARDS (BUCKLES, PLAQUES, CHAIRS, FRAMES, BOXES, BUCKETS, BRUSHES)	\$2265.34
JUDGE	\$500
MEALS (3 PREPARED MEALS BY HEART BAR D CHUCKWAGON)	\$2580
ADVERTISEMENT (IJBBA SHOW BOOK)	\$250
PUBLIC ADDRESS SYSTEM	\$287.58
PREMIUMS	\$6885
TOTAL MONIES SPENT ON 2019 SRJBS	\$12,767.92

SRJBS 2020 PROPOSED BUDGET

INCOME

2020 DONATION HEIFER	\$18,000
2020 SRJBS ENTRY FEES	\$ 2,000
2020 SRJBS MEAL SPO NSOR	\$ 1,000

2020 SRJBS EXPECTED INCOME	<u>\$21,000</u>
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EXPENSES

2020 SRJBS	\$13,000
2020 SRJBS SPRING FIELD DAY/TRAINING	\$ 500

2020 SRJBS EXPECTED EXPENSES	<u>\$13,500</u>
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SRJBS 2020 EXPECTED ENDING BALANCE

2020 SRJBS BEGINNING BALANCE	\$28,480.49
2020 SRJBS EXPECTED INCOME	\$21,000
2020 SRJBS EXPECTED EXPENSES	\$ 13,500

2020 SRJBS EXPECTED ENDING BALANCE	<u>\$35,980.49</u>
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PO BOX 794 BRUNDIDGE, AL 36010
PHONE (334)735-2364 FAX(334)735-2463

BARN RENTAL AGREEMENT

\$3800 – Minimum charge - If 2% of total gross sales exceeds \$3,800 minimum, barn receives the greater amount.

INCLUDES:

- Access to all facilities beginning 12 Noon on Thursday through Monday 12 Noon *NO EXCEPTIONS
- Shavings in alleys and showcase pens (not to exceed 1 load from 53' van-pine shavings)
- Water available in all showcase pens
- One registration table with chairs
- Use of wifi internet

Barn Rental does NOT include:

- Labor: Labor cost /number of laborers will be agreed upon prior to sale. Renter is responsible for paying labor cost to stockyard.
- Use of computers, printers, office supplies (i.e. paper, note pads, etc). Limit of no more than 300 copies on copier. A \$50 fee will be applied for overage)
- Auctioneer or Ring Men

- *Vet will be available for hire with proper notice.
- * Square bale hay will be available for purchase at barn for \$6/bale. Barn is NOT responsible for feeding of cattle.
- *Feed buckets will be available upon request in showcase pens for owners to put feed in. Feed will NOT be supplied by barn. Owner of cattle responsible for feeding of cattle.
- *Possible arrangements can be made for food vendor on site for day of sale. Proper notice must be given.

From: Maranda Lowery <loweryml@gmail.com>
Sent: Thursday, January 16, 2020 11:15 PM
To: stinsonbrangus@live.com; Belinda Cheney <dbcheney@windstream.net>
Subject: SBBA 2019 /2020 Budget

This is the breakdown of the budget for 2019.

INCOME:

Interest earned: \$38.33

Membership Dues: \$2590

Banquet Meals: \$1760

Fun Auction: \$2965

Invoice Outstanding 2019

- Davy Sneed - \$250 (ultrasounds) I've emailed & texted

- Jimmy Trice - \$120 (never opened invoice in email)

Invoice Outstanding 2018

-Davy Sneed - \$250 (Membership State Directory Ad)

SBBA Female Sale- 1% \$2046

SBBA Bull Sale- 1% \$2142

Website Banner Ads- \$1200

OUTFLOW:

Ads: \$950

Awards: \$160

Banquet: \$3636.72

Venue PCCA- \$600

Food- \$3000

Decorations- \$86.72

Sunbelt Expo: \$1371.50

Sunbelt Booth Fee: \$760

Flyers: \$611.50

Field day: (HAS NOT BEEN PAID) \$2500

Clover Ranch needs to be paid. I don't have an address or who to make it out too. I asked Chris Heptinstall to get info.

Insurance: \$603

SBBA Insurance jumped \$244 this year due to the JSEBBA adding on additional insurance coverage to be able to hold the Showcase at Suwannee Fair Grounds. Insurance agent has email correspondence with Janet Greuel stating that they were willing to pay extra monies. Should JSEBBA pay the difference of \$244 to SBBA to cover the additional costs of their show?

Memorial: Greuel & Wannamaker Families

Misc Expense: SunBiz Renewal (Florida License) .

I need someone to help file the non-profit tax form. I do not know how to do that.

Office Expense: Quickbooks \$255 (worth every penny)

Office Max \$266.36

Postage \$11.00

Website Expense: Edje- \$865

CHECKING ACCT BALANCE: \$45,402.23

SAVINGS ACCT BALANCE: \$35,515.26

AKA (SCHOLARSHIP FUND)