

Annual SBBA Board of Directors Meeting

Columbus, Georgia

Friday, January 26, 2018

President's Welcome: 12:30pm

Call to Order by Michael Candler, President

Invocation given by Jimmy Trice of TTT Brangus

Roll Call:

TERM EXPIRES 2019

Doug Cheney – 2nd term- present

Jim Wannamaker – 2nd term - absent

Eddie Roberts – 2nd term – absent

Richard Sox – 2nd term –absent

TERM EXPIRES 2020

Johnny Vines- 2nd term- absent

Oskar Juarez – 1st term- present

Roger Greuel – 1st term- present

Alvin Stinson- 2nd term – present

TERM EXPIRES 2021

Davy Sneed – 2nd term –absent

Michael Candler- 2nd term-present

Chris Lowery- 2nd term- present

Evon Crooks – 2nd term- present

7 out of 12 board members present, enough board members present to constitute a quorum

All board members present introduced themselves. New members in attendance to the Board of Directors Meeting included Jimmy Trice (Fayette, AL) Jeff Thomas (Cummings, Georgia) Wayne Addison (Winfield, AL) William & Sarah Carte (Live Oak , FL).

IBBA Board Members present: Chris Heptinstall

Treasurer's Report given by Maranda Lowery, Treasurer. 2017 Membership was considerably lower than 2016 membership. Alvin Stinson motioned to send a mailed invoice in Jan, 2018. After the banquet start sending emails for membership renewal. Evon Crooks seconded the motioned.

Scholarship Fund totals were presented from the previous ABBA as \$22,037.51 & SBBA Janet Greuel Scholarship Fund as \$13,360.60 for a total of \$35,398.11. Roger Greuel motioned to place the scholarship monies into separate accounts from the General SBBA Accounts. 2 CD's opened (1 long-term & 1 short-term) for all scholarship monies minus \$1500.00 for yearly scholarship dispersal. Alvin Stinson Seconded.

Motion to accept financials as read by Maranda Lowery made by Alvin Stinson. Roger Greuel Seconded. Motion Carried

OLD BUSINESS

1. Evon Crooks presented our new SBBA website (sebrangus.com) Displayed banner ads, breeder features, membership directory, announcements, sales. Currently all past members are on the website from the old website. 2018 paying members will be featured on the membership directory. Invoices were sent for banner ads. Maranda Lowery will re-send & notify those that have not paid yet. Chris Heptinstall suggested a 60 day turn around for billing. Michael Candler thanked Evon for all his work & help with website & the SBBA appreciates it very much.
2. Sunbelt Expo Report- Tracy Barrett attended the Sunbelt Expo in 2017 & worked the SBBA booth all 3 days. The SBBA budget had \$1000.00 for hotel accommodations for 3 nights, but after speaking with Tracy at Expo , she expressed that she was staying with Carol Ann Bailey in her camper & would not need the funds budgeted but would like to ask if the SBBA would consider paying her SBBA dues & IBBA dues. Chris Lowery motioned that the SBBA pay Tracy Barrett's SBBA & IBBA dues for 2018. Alvin Stinson Seconded. Motion Carried
3. 2018 World Brangus Congress: Feb27-March 3 Chris Heptinstall reported our SBBA sponsorship of \$2500 toward the Brangus Congress as a Silver Sponsor with ad space, booth, promotional item to be ordered (magnets) & SBBA logo. He presented the board with a budget.
4. 2018 Field Day will be held August 17th & 18th at Blackwater Cattle Company details will follow.
5. Fall conference call regarding a sales manager. Board voted to not consider another sale manager, after board met by phone call after the Okeechobee meeting in August of 2017.

NEW BUSINESS

Doug Williams mentioned that Days Inn in Demopolis, AL charged Sharron McCreary \$1331.32 for a block of rooms that were not sold for the Uniontown Sale. He has been in contact with Days Inn & will continue to work to get Mrs. Sharron reimbursed. Consignors that were trying to book the hotel weeks before the sale were turned away & told they were sold out. So they had to find alternative accommodations. Mrs. Sharron is asking that anyone that was told it was sold out to please email her. Alvin Stinson motioned to reimburse Mrs. Sharron \$1331.32 out of the SBBA budget , if they cannot get it resolved. Doug Cheney seconded. Motion Carried.

COMMITTEE REPORTS

2018 Budget & Finance- Eddie Roberts, VP is in the hospital with surgery & couldn't attend. Michael Candler gave the budget financial report & 2017 Inflows/Outflows resulted in \$1,150 in the positive.

Youth Scholarship- Norma Sword reported that there were no applicants this year for the Scholarship Fund.

SBBA Hall of Fame- Roger Greuel expressed that we as an association have had many influential individuals that we could recognize at our SBBA Banquet. Roger named 8-10 individuals living and passed that could easily be awarded the Hall of Fame award. Doug Cheney motioned to nominate Chuck & Norma Sword for the Hall of Fame

Award, and expressed the admiration that members of the SBBA members have for "TEAM CHAR-NO"! Alvin Stinson seconded. Motion Carried

Awards- Janet Greuel- The Achievement award nominations should be turned into her by July of 2018. Maranda mentioned to Janet that her request at the 2017 board meeting to make the Award budget have it's own line item budget was fulfilled.

Membership- Chris Lowery- Membership for 2018 is off to a good start but efforts for new members & retaining current members did need attention. Membership dues are a main Inflow to the budget. Ideas were mentioned, for example, reaching out the new IBBA members in the SE areas to join the SBBA. Roger Greuel shared ideas with letting members know "why" they need to join the SBBA. Ideas included, exposure on the new website, sales, scholarship opportunities etc. Kim Carter shared an incentive idea for current member referrals. Chris also shared that he had laminated "JOIN SBBA" signs and posted them at both SBBA sales, & at the banquet, announcements of membership dues at the Field day held in August, along with membership sign-up sheets, in efforts to remind members to pay dues, & encouraging buyers at the sales to join.

ByLaws- Evon Crooks- No change in the By-laws.

Nominating Committee- Doug Williams- Evon Crooks reminded us that in 2015 that Mike Candler was elected president without being a board member, which is against the by-laws. With that Doug Williams voluntarily gave up his seat on the board to Mike Candler to make the election qualify. After extensive discussion/explanation of term limits & replacements, these nominations were given by the nomination committee.

Nomination committee nominated Jeff Thomas to replace Davy Sneed as his 2nd term was expiring.

Nomination committee nominated Doug Williams to replace Johnny Vines, who will serve the remainder of Johnny Vines 2nd term, which will expire in 2020.

Roger Greuel stated that he would like to step down from his position on the board today. He feels that there is "new blood" that he would rather see sitting in a board position. Nomination committee nominated Chris Heptinstall to replace Roger Greuel, with his 1st term ending in 2020.

Michael Candler brought to the attention of the board that Oskar Juarez has been absent for several meetings & would like to know if Oskar would like to stay on the board. Evon Crooks stated that the by-laws were if a board member missed meetings that it's up to the board if we wanted to excuse those absence, it's not a hard & fast rule, it's an option that the board has, whether or not we want to vote to remove Oskar or not, it's not automatic. Mike Candler motioned to replace Oskar Juarez from the board.

Nomination committee nominated Wayne Addison to replace Oskar Juarez who's 1st term is expiring in 2020.

Doug Williams as the nominating committee stated that we need to elect the next President & Vice-President. Eddie Roberts as the SBBA VP was in line to be the President but he is going to be the IBBA President. Nomination committee nominates Alvin Stinson as President and Doug Cheney as Vice-President.

Juniors Show- Tom & Vicki Hayford- Tom Hayford gave report & financials 2017/2018 of the SRJBS, and said they had a great 2017 year. Very appreciative of all the support. The show was successful even because of Irma. They did have a dip in attendees /exhibitors because of the hurricane. Their year end budget was well below the projected budget. This year Town Creek Ranch will donate a heifer, and they are very appreciative.

Promotion & Advertising- Chris Heptinstall stated that the NCBA will be held in New Orleans, LA in 2019, he recommends that the SBBA have a presence there with a booth. Chris also presented a detailed budget for advertising

& promotions, for the Sunbelt Expo, World Brangus Congress, & NCBA. He discussed a membership catalog that the Fun Auction could auction ads, & other ads could be sold. He estimated 25 ads could be sold, at an average of \$150, not including the bigger ads that are auctioned.

Education- Mike Burke is absent. Mike has not been to several meetings and Michael Candler asked if anyone would like to volunteer for the education committee. Roger Greuel asked for a description of the education committee and the responsibilities. No one volunteered.

Fun Auction- Janet Greuel- 30 items were auctioned at the fun auction, raising \$4,244.95. Janet thought that this was a good number & to remember to bring items that you would want & bid on.

Sunbelt Expo- Tracy Barrett/ CarolAnn Bailey- Tracy enjoyed working the Expo, but she needed more SBBA literature, membership forms, pamphlets, etc. Maranda asked if the booth location was ok, and if the SBBA wanted to change anything when she reserves the booth again for 2018.

Field Day- Mike Coggins- August 17th-18th Blackwater Cattle Company

Annual Sales- Doug Williams asked the board if they wanted to keep the Lake City female sale at that location or move it to Mississippi. He brought details from the sale location & Belinda read the criteria and rules for having a sale at the Hinds Community College facility. Pros & cons of the Mississippi location were discussed including obtaining new SBBA members in that region, & gaining Juniors for the show. The Junior organization in the Florida region however, mentioned that they would lose more by moving it, than what they would gain. Tom Hayford stated that in years past the sale/show would move around the SE, & since it's been in Lake City, they feel it has been the most consistent they've seen. The sale in Lake City was discussed. Mike Candler asked Doug was it normal for there to be 91 lots and 21 outs? Doug replied that some of the out reasons, were hurt, not bred, & a few no show. Mike Candler also asked about registrations not being transferred to new buyers. Stated its not professional for it to take 5 months to transfer registration papers. Janet Greuel noted that sometimes she's had to call & email with the IBBA office regarding transferring also. Alvin Stinson motioned to leave the Lake City Sale in Lake City, not to move to Mississippi. Chris Lowery seconded. Michael Candler brought up a discussion about DVAuction & what would be the cost to the consignors to add DVAuction to the Female Sale? Doug Williams stated that it would likely average about \$50 a lot. Mike Candler motioned to use DVAuction at the Lake City Female Sale. Roger Greuel seconded. Motion Carried. Female Sale will be September 22, 2018. Mike Candler asked Doug about condition of some of the animals, Doug stated that some animals had not looked like that in the summer when screened. Female Sale budget & financials were given & 1% of sale \$2073 was paid to the SBBA. Uniontown Bull Sale will be Dec. 1st 2018. Alvin Stinson motioned that DVAuction be at the bull sale also. Evon Crooks Seconded. Motion Carried. Doug Williams stated that the pen show would no longer be done. They didn't see an increase in those sales at the start of the sale. The judge payment as an SBBA outflow would also be saved. Roger Greuel noted that some bulls that should have been at the end of the sale were not, scrotal size was not met. Doug Williams said it was an oversight. SBBA was funded \$3036 from the 1% of the bull sale.

Banquet- Belinda Cheney/Norma Sword- Banquet was a success & everyone loved the food & decorations. The cost was \$3300, & we had a Inflow of \$3608.00 for dinner tickets. We fed 130 people, & the tickets worked out great. The Jr acct. reimbursed \$480 for the Junior Dinner Tickets. Roger Greuel thanked Andrew Conley for the Fun Auction. Vicki Hayford will schedule the Fairground Barn & Banquet Hall. There has been some employee turnover. The banquet will be held on Sept 21st, 2018. Belinda Cheney will contact Joyce Dicks & schedule the caterer.

Next Meeting/Adjournment- Next Meeting Saturday January 26, 2018 8:00am. Evon Crooks motioned to adjourn meeting. Alvin Stinson seconded. Motion Carried.



SBBA Proposed 2018 Budget					
	2017 Budget	2017 Actual	2017 Difference	Proposed 2018 Budget	
Inflows					
Banquet Meals	3300	3608	308	3500	
Dues	3600	1890	-1710	2800	
Fun Auction	4500	4244.95	-255.05	4200	
SBBA Female Sale (Lake City)	2000	2073	73	2000	
SBBA Bull Sale (Uniontown)	2000	3036	1036	2500	
Website Sponsor Banner	2300	1600	-700	2300	
Total Inflows	17700	16451.95	-1248.05	17300	
Outflows					
Ads	1300	350	-950	1000	
Awards		178.47	178.47	200	
Banquet Expense	3300	3300	0	3300	
Booth	3500	1510	-1990	1800	
Field Day	500	0	-500	1500	
Insurance	400	359	-41	400	
Legacy Leadership Conf.	500	750	250	0	
Meals & Entertainment	300	60	-240	200	
Meeting Expense	300	200	-100	400	
Memorial Expense	250	371.92	121.92	350	
Misc. Expense	2000	600	-1400	1000	
NCBA	0	0	0	2000	
Office Expense	500	190.9	-309.1	300	
Website Expense	1200	3574	2374	1500	
World Brangus Conf.	2500	2500	0	0	
Total Outflows	16550	13944.29	-2605.71	13950	
Inflow & Outflow Net/Gain Loss					
	1150				