

2019 SBBA Board Meeting

Dahlonega, GA / January 18, 2019

Welcome: Alvin Stinson, President 5:00pm

Invocation: Jimmy Trice

Roll Call: 8 board members present, 4 absent(*), makes a quorum

Doug Cheney

Chris Lowery

Alvin Stinson

Jim Wannamaker*

Evon Crooks

Doug Williams

Eddy Roberts*

Nic Cornelison

Wayne Addison

Richard Sox*

Chris Heptinstall

Michael Candler*

Treasurer Report: Maranda Lowery - 112 members for 2018, SBBA Checking Balance- \$43,221.95 SBBA Scholarship Balance- \$35,426.58

Old Business: No old business to discuss. Only 1 sale manager proposal was submitted to the board. Doug Cheney motioned for Doug Williams, sale manager for the next 3 years. Evon Crooks 2nd motion. Motion carried.

New Business: Proposed that Doug Cheney needs to serve 1 additional year as a board member to keep us in compliance with the by-laws. At some point the board members were not elected and since Doug Cheney is VP, it is required that he be a board member. No objection. Evon Crooks motioned that Doug Cheney serve 1 additional year on the board. Chris Lowery 2nd. Motion carried.

Doug Williams motioned to place Jimmy Trice, Jeff Thomas, Michael Childress, and Pepe Medina to serve on the board 2019-2022 1st term. Chris Heptinstall 2nd Motion carried.

Sunbelt Expo: Chris Heptinstall presented the Promotions Committee Budget. Membership Directory was available for the Expo along with a flyer to promote SBBA. Approx. 300 directories were passed out. Some new members, and location was good. Chris Heptinstall said that Chris Lowery can man the Expo booth for 2019.

Field Day: Alvin Stinson asked if any ranches would be willing to host Field Day for 2019. He had checked with the Rock Ranch, and they would charge \$115 per person, felt like it was unfair for other ranches. Nic Cornelison volunteered to host Field Day in 2020 at Lake Majestic. Discussed having field day correspond with the Juniors Field Day but no decisions were made at this time.

Female Sale: Doug Williams, Sale Manager feels that the Lake City female sale has run its course, and the sale needs to move locations. Stated that in the past we have had the sale in Montgomery, Perry, Andalusia. We are so appreciative of the Willis family and the hospitality they have shown us the past 7 years. 3 new sale locations were presented. Letohatchee 6.5%, Montgomery 4%, or Brundidge, AL Flat \$4500. All 3 locations would have sale day labor, clerking and load-out. Alvin Stinson presented that banquet facilities and a caterer could be provided if we chose the Brundidge location or the Montgomery location. Tom Hayford expressed his concern over moving the sale, to a new location. The Juniors Show has had success at the Lake City location. Jimmy Trice stated that moving the sale would allow more breeders from the West states to participate. Evon Crooks stated that prices have been declining and in Lake City prices have been dropping. Evon asked if anyone knew how many cattle ranches were in a 100 mile radius of Brundidge? Chris Heptinstall said that there is a good number of cow/calf operations. To reduce cost and move locations a motion was given by Evon Crooks to move the Female Sale from Lake City to Brundidge, AL for 1 year. Doug Cheney 2nd. Motion carried. SBBA Female Sale will be 9/21/19.

2019 Budget: Maranda Lowery presented the 2018 budget, with 2018 Actuals. Explained that the Misc. Expense was the \$1331.32 paid to Sharron McCreary to reimburse the monies that the hotel at the Uniontown Sale took for room reservations and a \$250 donation to the IJBBA to sponsor a meal at the National Show. She also expressed appreciation for purchasing Quickbooks. Invoicing and billing has been so much better. A total of \$171.00 was paid for Quickbooks in 2018.

Juniors Report: Tom Hayford presented the Juniors budget for 2018. Beginning Balance was \$28,114.20 with an ending balance of \$37,805.88. This year the Jrs. had circumstances that included Mrs. Sharron's health along with the hurricane that made meeting up with Mrs. Sharron to discuss finances difficult. After many attempts they finally resorted to mailing the entry fees, and paperwork which was lost in the mail. After this years circumstances they requested that Vicki Hayford be added to the SBBA Jr. checking account. Doug Cheney motioned to add Vicki Hayford to the SBBA Juniors banking account with Sharron McCreary, so both can write checks. Evon Crooks 2nd. Motion carried.

He expressed that the Juniors have had tremendous success in Lake City, and that a majority of their juniors are from Florida. The Jr. board would like to continue to have their show in Lake City. Chris Lowery motioned for the Junior show to remain in Lake City. Evon Crooks 2nd. Motion carried.

Hall Of Fame & Awards: Janet Greuel would like to stay on as Awards & Fun Auction. Hall of Fame recommended by Tom Hayford was Bill Adkinson, and Roger & Janet Greuel. Board agreed that Roger & Janet were extremely deserving of the Hall of Fame Nic Corneilson motioned to honor Roger & Janet Greuel with a Hall of Fame award. Chris Heptinstall 2nd. Motion carried.

Membership: Chris Lowery stated that we had 112 paid SBBA members in 2018. Our goal at the Jan meeting in 2018 was to have 80 members, so we have improved in membership, in just 1 year. Our membership dues brought in \$3920. We mailed out membership forms to all previous SBBA members with reasons to join SBBA, and included that a new membership directory was being made and in order to be in it they needed to join SBBA. The new membership directory was printed in time for the Sunbelt Expo and will be mailed out to all SBBA members. Our goal this year is to keep increasing in numbers and for us to have 125 members in 2019.

IBBA: Chris Heptinstall said that Dr. Perkins turned in his resignation. IBBA is currently taking applications for Exec. VP. There is a meeting Feb. 7-9 in San Antonio, TX. New VP will be announced hopefully in the next few weeks/month. The new IBBA website Rgstr is a work in progress, it will continue to be developed & improved.

Bull Sale: Evon Crooks stated that the bull sale guidelines need to be changed in regards to weight. To eliminate injury to bulls/consignors, they would eliminate weighing bulls at the sale. A discussion among board members about YW records submitted to IBBA and that bulls consigned should have the required data on file with the IBBA. Evon Crooks motioned that all bulls must have BW, WW, YW, SC, entered into the IBBA data system for the sale in 2020 per IBBA guidelines. Nic Cornelison 2nd. Motion carried.

General Meetings: In an effort to make members more involved and informed about SBBA a motion was made by Chris Heptinstall that a semi-annual general membership meeting be added in conjunction with the yearly field day. Nic Cornelison 2nd. Motion carried.

NCBA: SBBA will not be participating in the NCBA in LA in Feb. 2019. In 2020 it is being held in SanAntonio, TX

Promotions Budget: Chris Heptinstall presented the promotion/advertising budget. Alvin Stinson motioned to approve the Promo budget. No membership directory will be printed in 2019, and a auction for the next directory will be at the Banquet/Fun Auction in 2020. Doug Cheney 2nd. Motion carried. Chris also mentioned about using email & Facebook to advertise and promote our sales and events. Maranda Lowery will send emails to advertise sales and Jayme Reynolds will advertise on Facebook per Nic Cornelison. SBBA will work toward having a booth at the Nashville NCBA in 2021. After discussing the promos budget Alvin Stinson motioned to up budget to \$2500 for 2019 for the field day and be evaluated yearly. Doug Cheney 2nd Motion Carried

Sales Budget: Alvin Stinson noted that the Sale Acct \$0.00 out after a sale, but because of bills being due 60 days before sale dates, and nomination fees not coming in time to pay bills the Sales Acct needs to have \$5000 to pay bills before the sales. Evon Crooks motioned to transfer \$5000 from SBBA checking acct. 2 months prior to the female sale to the Sale Acct. and transfer \$5000 back to the SBBA checking acct 2 months after the bull sale. Nic Cornelison 2nd Motion Carried.

Memorial Fund: Alvin Stinson noted that the memorial fund was to send condolences to SBBA family with the passing of a SBBA member, or family. Evon motioned to increase the memorial fund to \$500. Doug Williams 2nd. Motion carried. Evon amended the motion to increase the

memorial from \$350 to \$500, benefactors would include board members, past presidents & committee members. Doug Williams 2nd. Motion Carried.

By-Laws: Evon motioned that in article 8- membership meeting details to eliminate mailed & be communicated 30 days prior to the meeting. Doug Cheney 2nd. Will be voted on at the general meeting at field day.

Website: Evon Crooks reported that Edje was paid \$1105 in 2018. Chris Lowery mentioned if the website could be more like the Texas Brangus Breeders website with custom business card logos and not the scrolling banner ads that show no distinction in ranches. Evon will check on the price difference of making the SBBA website more user friendly with links that go to websites and the business card ads.

Junior Show: Tom Hayford shared that 40 Southeast juniors attended the National Show. Juniors did extremely well. The donation heifer this year was donated by Town Creek. Juniors sold \$100 tickets to total \$18,800. Lake Majestic volunteered to donate a heifer in 2020. Hunts H+ Brangus heifer donated in 2022.

Fun Auction: \$4225 was raised at the fun auction at the SBBA banquet.

Annual Sales: Doug Williams noted that the Female sale will be held on September 21, 2019 in Brundidge, AL and the Uniontown Bull Sale will be December 7th, 2019. He noted that the advertising expense would need to drop. Suggested 1 month of ads instead of 2. A discussion on how to improve consignments at the sale. Quality is an issue. Try social media to also advertise. We as consignors need to market our own animals with video and pictures peak interest and enthusiasm with buyers. It was noted that Doug Williams is the sale manager and not his responsibility to find a buyer for every animal.

Banquet: The 2018 banquet sold \$3860 in dinner tickets and 33 junior tickets, with 5 children under the age of 5 who are free. We paid Joyce Dicks for decorations & catering for \$3120. Alvin Stinson noted that with the Sale & Banquet location changing this year that Debbie Stinson & himself will be in charge of the banquet facilities and catering.

Memorial Fund: SBBA sent flowers to Johnny Vines family. Belinda Cheney read a thank you note from Donna Vines for the flowers.

Next Meeting is Saturday January 19, 2019 for General Membership and Alvin Stinson adjourned the meeting. Chris Lowery 2nd. Motion carried

01/19/19 - Chris Heptinstall motioned to approve minutes. Evon Crooks 2nd. Motion carried

